

To Our Shareholders and Investors



I am pleased to announce the results for the fiscal year ended December 31, 2017 and to thank our shareholders and investors for their loyal support.

During the fiscal year, the Japanese economy continued a moderate recovery and corporate IT investments trended firmly. The OTSUKA Group worked to strengthen relationships with customers through its regional-led business management structure.

As a result, net sales increased 7.4% from the previous fiscal year to ¥691,166 million. At the earnings level, operating income increased 11.9% to ¥44,386 million, ordinary income increased 11.5% to ¥45,460 million and profit attributable to owners of parent increased 18.3% to ¥31,560 million. This marked the eighth consecutive year of increases in sales and profits.

Management has resolved to pay year-end dividend per share of ¥140 in line with our efforts to return profits to shareholders, who have given us their support.

In the coming fiscal year, corporate IT investments are expected to be firm. Within this environment, we will implement regional-led business management and further strengthen our solution proposals that resolve issues faced by customers and ensure their satisfaction.

In working to realize our Mission Statement, the OTSUKA Group will continue to pursue management reforms to ensure the trust of all stakeholders. Your ongoing support is greatly appreciated as we move forward with these endeavors.

Yuji Otsuka, President & Chief Executive Officer

March 2018