Focusing Efforts on the Accumulated Business

OTSUKA CORPORATION places special emphasis on office supply and maintenance agreement services as the “accumulated business” within the Service and Support business.

The accumulated business is not easily impacted by fluctuations in the economy and is steadily achieving growth annually. As such, this can be said to be a cumulative or accumulation business.

In fiscal 2017 as well, sales in the accumulated business grew steadily, increasing ¥15.4 billion, or 6.2%, to ¥266.0 billion and accounting for 42.6% of net sales (non-consolidated basis). Since our public listing in 2000, net sales have increased ¥184.5 billion, an approximately 230% increase.

OTSUKA CORPORATION will continue to focus on the accumulated business as it works to raise the stability of its operations.

Accumulated Business (Non-consolidated)

Figures for 1992-1999 are provided as a reference.

Net sales of supplies and Maintenance agreements
Accumulated business sales share

Figures for 1992-1999 are provided as a reference.
“tanomail” and “tayoreru” are the core pillars of the accumulated business.

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Net sales in our “tanomail” office supply mail-order service business are expanding steadily. In fiscal 2017, net sales increased 5.1% to ¥153,500 million.

Annual Sales of “tanomail” (Non-consolidated) (Millions of yen)
The “tayoreru” support service business supports customers’ IT and business operations. OTSUKA CORPORATION aims to be an indispensable presence in customers’ business infrastructure.

“tayoreru”
OTSUKA CORPORATION supports IT and business operations of customers through “tayoreru.”

Customers’ needs
- Productivity Improvement
- Cost Reduction
- Concentrate on Regular Business

IT Support
- Hardware Maintenance
- Software Maintenance, etc.

Business Support
- Procurement ASP service
- Payroll business support service, etc.