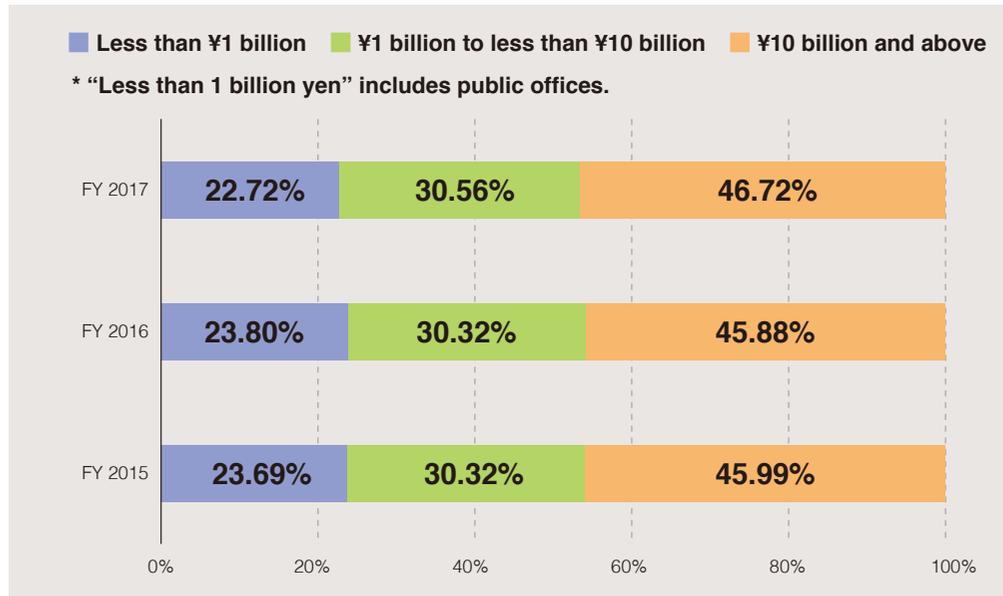


# OTSUKA CORPORATION—Backed by a Diverse Range of Customers

OTSUKA CORPORATION maintains a well-balanced composition of customers, with the corporate scale of the Company’s customers ranging from major enterprises to small- and medium-sized firms.

In terms of annual net sales, in fiscal 2017 the ratio of companies with sales of ¥10 billion and above, and ¥1 billion to less than ¥10 billion increased, while the ratio of companies with sales of less than ¥1 billion decreased.

**Net sales structure on Customers’ total annual business scale (Non-consolidated)**



We also have a well-balanced customer base by customers’ type of industry. In fiscal 2017, there was no major change in the sales breakdown of customers by type of industry.

**Sales Breakdown by Customers’ type of Industry (Non-consolidated)**

