

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2015	FY 2016		FY 2017	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	139,106	146,046	+5.0%	153,500	+5.1%
SMILE	10,479	9,774	-6.7%	10,817	+10.7%
ODS21	46,196	51,746	+12.0%	55,997	+8.2%
OSM	59,831	67,937	+13.5%	67,514	-0.6%

(ODS : Otsuka Document Solutions OSM : Otsuka Security Management)

<Reference: Number of Units Sold>

(Units)

	Units	Units	Change to Last Year	Units	Change to Last Year
Copiers	41,384	44,583	+7.7%	43,807	-1.7%
(of which color copiers)	38,391	42,060	+9.6%	41,942	-0.3%
Servers	37,718	32,917	-12.7%	31,232	-5.1%
Personal computers	795,646	854,876	+7.4%	887,640	+3.8%
Client Total	847,320	904,393	+6.7%	927,835	+2.6%

Sales of Otsuka Security Management (OSM), our security business, and sales of copiers both declined slightly from the previous year due to the impact of high growth in the previous fiscal year.