

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2016	FY 2017		FY 2018	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	146,046	153,500	+5.1%	159,932	+4.2%
SMILE	9,774	10,817	+10.7%	11,715	+8.3%
ODS	51,746	55,997	+8.2%	55,715	-0.5%
OSM	67,937	67,514	-0.6%	71,662	+6.1%

(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	44,583	43,807	-1.7%	41,046	-6.3%
(of which color copiers)	42,060	41,942	-0.3%	39,825	-5.0%
Servers	32,917	31,232	-5.1%	32,000	+2.5%
Personal computers	854,876	887,640	+3.8%	1,178,899	+32.8%
Client Total	904,393	927,835	+2.6%	1,222,643	+31.8%

Personal computers and Client computers registered high growth exceeding 30%. Sales of copiers and ODS, our document solutions business, declined.