

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2017	FY 2018		FY 2019	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	153,500	159,932	+4.2%	166,649	+4.2%
SMILE	10,817	11,715	+8.3%	13,241	+13.0%
ODS	55,997	55,715	-0.5%	55,798	+0.1%
OSM	67,514	71,662	+6.1%	77,535	+8.2%

(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	43,807	41,046	-6.3%	37,930	-7.6%
(of which color copiers)	41,942	39,825	-5.0%	36,648	-8.0%
Servers	31,232	32,000	+2.5%	32,063	+0.2%
Personal computers	887,640	1,178,899	+32.8%	1,789,884	+51.8%
Client Total	927,835	1,222,643	+31.8%	1,830,498	+49.7%

Personal computers and client computers, which includes personal computers, registered high growth of approximately 50% in the number of units sold. Unit sales of copiers declined.