

## To Our Shareholders and Investors



I am pleased to announce the results for the fiscal year ended December 31, 2020 and to thank our shareholders and investors for their loyal support.

During the fiscal year, harsh conditions persisted in the Japanese economy due to the global spread of COVID-19. Nonetheless, in corporate IT investment fields, along with measures for improving productivity and reducing costs, responses to new work styles through teleworking also advanced. Amid this environment, the OTSUKA Group secured online customer contact points and supported the introduction of telework and other initiatives by customers.

As a result, net sales decreased 5.7% from the previous fiscal year to ¥836,323 million due also to the impact of increased replacement demand for Windows 7 in the previous year. At the earnings level, operating profit decreased 9.5% to ¥56,309 million, ordinary profit decreased 9.7% to ¥57,550 million and profit attributable to owners of parent decreased 9.6% to ¥39,309 million.

Management has resolved to pay year-end dividends per share of ¥115 in line with our efforts to return profits to shareholders, who have given us their support. This also marked the 11th consecutive year of an increase in dividends.

In the coming fiscal year, despite an uncertain future due to the spread of COVID-19, OTSUKA CORPORATION will support the utilization of IT by its customers to help them resolve problems for their entire office.

In working to realize our Mission Statement, the OTSUKA Group will continue to pursue management reforms to ensure the trust of all stakeholders. Your ongoing support is greatly appreciated as we move forward with these endeavors.

Yuji Otsuka, President & Chief Executive Officer

March 2021