

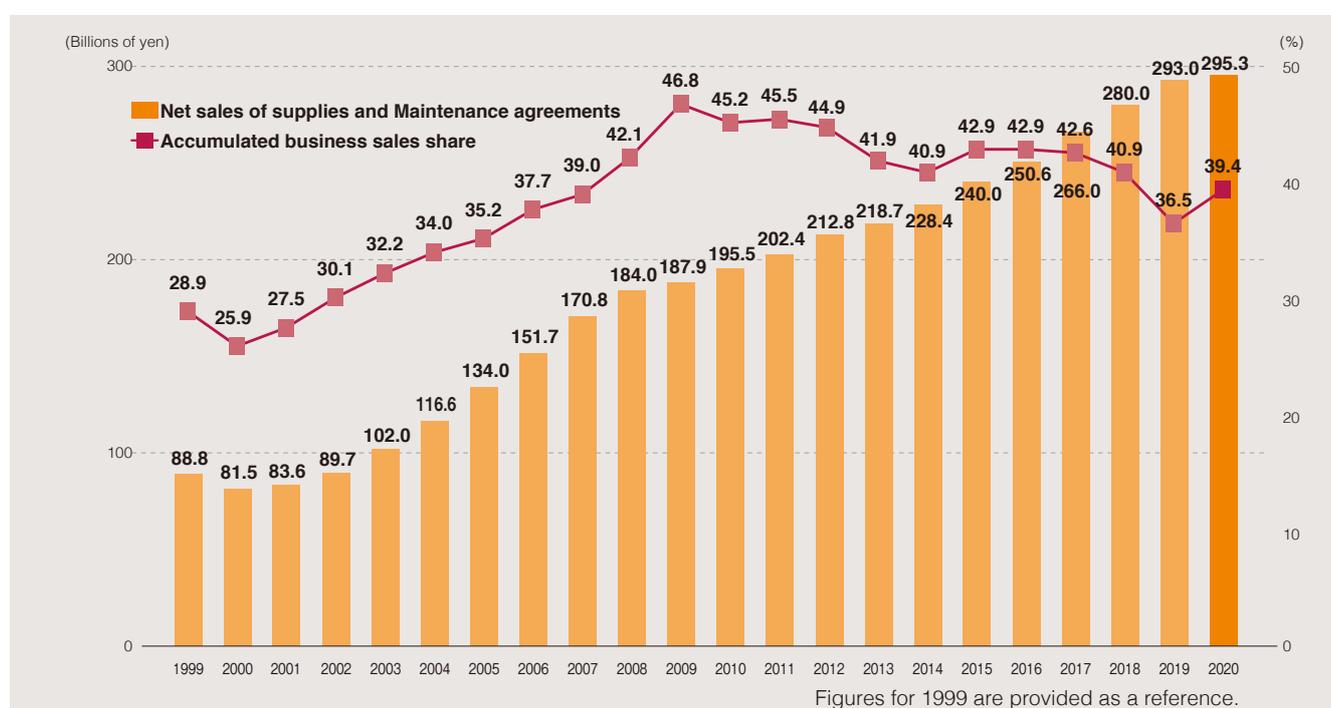
# Focusing Efforts on the Accumulated Business

OTSUKA CORPORATION places special emphasis on office supply and maintenance agreement services as the “accumulated business” within the Service and Support business.

The accumulated business is not easily impacted by fluctuations in the economy and is steadily achieving growth annually. As such, this can be said to be a cumulative or accumulation business.

In fiscal 2020, sales of the accumulated business on a non-consolidated basis grew steadily, increasing ¥2.3 billion, or 0.8%, to ¥295.3 billion. As a result, the accumulated business achieved growth for the 20th consecutive year, which includes in 2009 following the Lehman Shock and in 2020 during the COVID-19 pandemic. The proportion of net sales accounted for by the accumulated business rose to 39.4% of net sales (non-consolidated basis). The accumulated business serves as the foundation of OTSUKA CORPORATION’s stable growth, and in the future we will focus on continuing to build up this business.

## Accumulated Business (Non-consolidated)



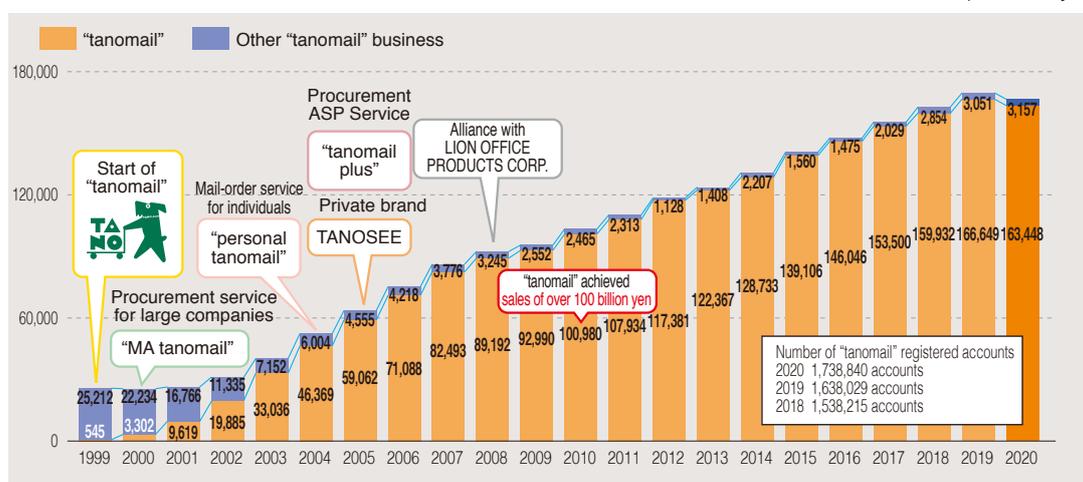
“tanomail” and “tayoreru” are the core pillars of the accumulated business.

# たのめーる “tanomail”

In fiscal 2020, net sales in our “tanomail” office supply mail-order service business decreased 1.9% to ¥163,448 million due to the impact of the spread of COVID-19.

Annual Sales of “tanomail”

(Millions of yen)



# たよれーる “tayoreru”

The “tayoreru” support service business supports customers’ IT and business operations.

OTSUKA CORPORATION aims to be an indispensable presence in customers’ business infrastructure.

