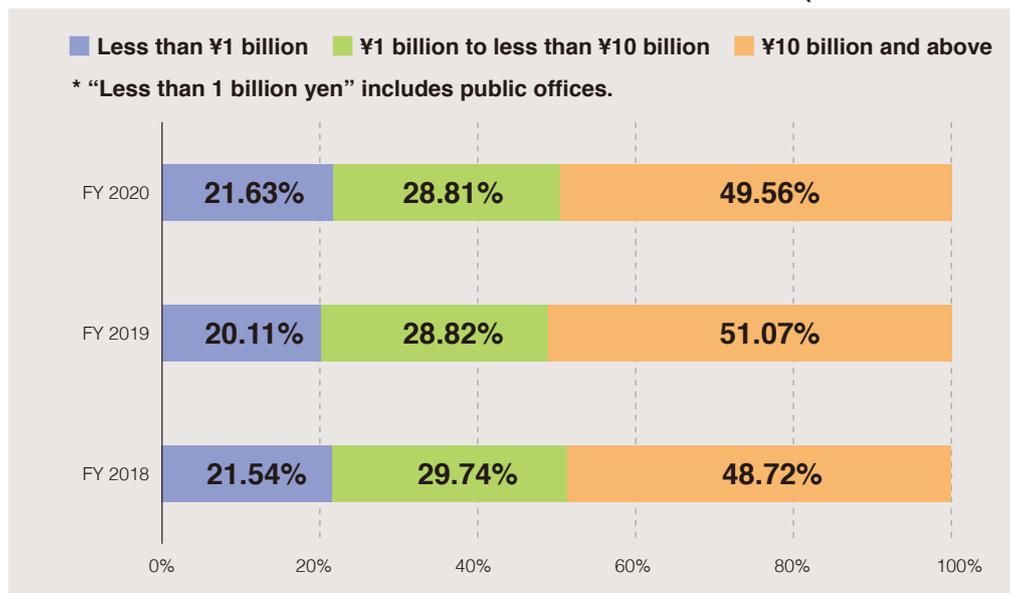


OTSUKA CORPORATION—Backed by a Diverse Range of Customers

OTSUKA CORPORATION maintains a well-balanced composition of customers, with the corporate scale of the Company's customers ranging from major enterprises to small- and medium-sized firms.

In terms of annual net sales, in fiscal 2020 the ratio of companies with sales of less than ¥1 billion increased while the ratio of companies with sales of ¥1 billion to less than ¥10 billion and companies with sales of ¥10 billion and above decreased.

Net sales structure on Customers' total annual business scale (Non-consolidated)



We also have a well-balanced customer base by customers' type of industry. In fiscal 2020, there was no major change in the sales breakdown of customers by type of industry.

Sales Breakdown by Customers' type of Industry (Non-consolidated)

