

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2018	FY 2019		FY 2020	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	159,932	166,649	+4.2%	163,448	-1.9%
SMILE	11,715	13,241	+13.0%	11,568	-12.6%
ODS	55,715	55,798	+0.1%	52,117	-6.6%
OSM	71,662	77,535	+8.2%	81,847	+5.6%

(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	41,046	37,930	-7.6%	36,619	-3.5%
(of which color copiers)	39,825	36,648	-8.0%	35,690	-2.6%
Servers	32,000	32,063	+0.2%	25,507	-20.4%
Personal computers	1,178,899	1,789,884	+51.8%	1,537,963	-14.1%
Client Total	1,222,643	1,830,498	+49.7%	1,638,051	-10.5%

The number of personal computers and client computers declined in reaction to high growth of approximately 50% in 2019 that resulted from increased replacement demand accompanying the ending of support for Windows 7.