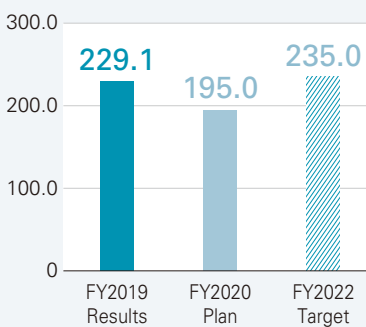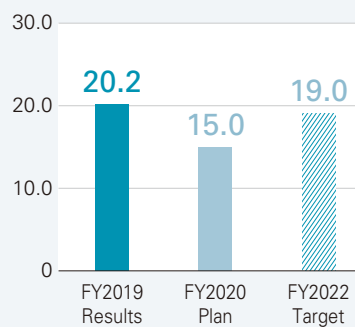## AT A GLANCE

The OKI Group aims to resolve social issues with the dual pillars of **Mono-zukuri** in the real world, and **Koto-zukuri** involving the creation of solutions and services that link devices to the cloud in real-time. Toward the realization of this vision, starting in April of 2020, we reorganized into a two-business structure consisting of the "Solution Systems business" and the "Components & Platforms business," and are promoting a growth strategy for Team OKI in which we combine our technologies and engage in cooperation and co-creation efforts with our partners.

Solution Systems

NET SALES (Billions of yen)

FY2019 Results	FY2020 Plan	FY2022 Target
229.1	195.0	235.0

OPERATING INCOME (Billions of yen)

FY2019 Results	FY2020 Plan	FY2022 Target
20.2	15.0	19.0

SALES COMPOSITION

50.1%

Multipurpose ETC utilization services enabling payment using ETC

ETC antenna

"CounterSmart" middleware for self-service terminals
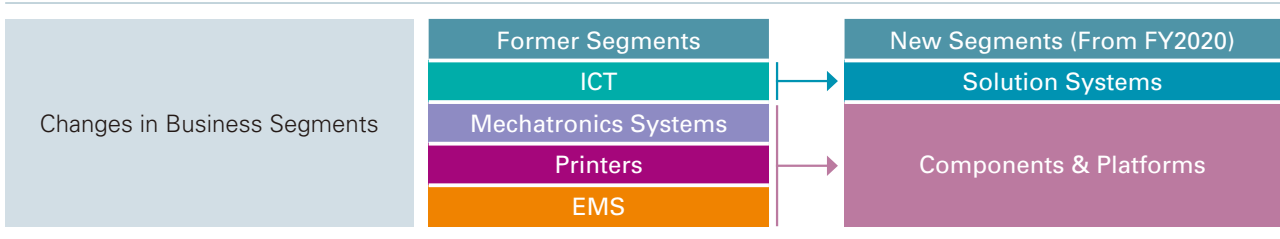
TOPICS

Online Holding of "AI Edge Conference & Solution Contest"

In September 2020, aiming for the popularization and expansion of AI Edge computing, OKI held the "AI Edge Conference & Solution Contest." In a first for OKI, it was a hybrid event combining an actual venue with online distribution. A total of approximately 3,000 viewers participated through the dedicated contest website and OKI's official YouTube channel.

OKI's virtual character "Tsunagu Oki" acted as the overall master of ceremonies. In the first part of the event, a presentation and a panel discussion on the social implementation of AI were held, and in the second part of the event, a contest was held in which 19 AI Edge computer co-creation partner companies participated and their original solutions were judged.

Masashi Tsuboi, Head of the Solution Systems Business Group, giving a presentation about AI Edge strategies.
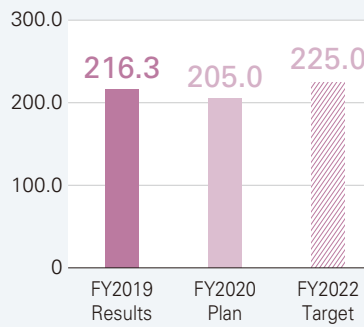
	Former Segments	New Segments (From FY2020)
Changes in Business Segments	ICT	Solution Systems
	Mechatronics Systems	Components & Platforms
	Printers	
	EMS	

*With the exception of items with explanatory notes, the FY2019 results are based on new segments.

Components & Platforms

SALES COMPOSITION
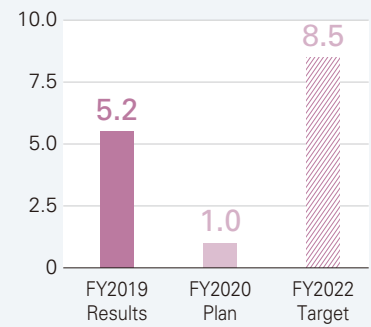
47.3%

Others
2.6%

NET SALES (Billions of yen)

FY2019 Results	FY2020 Plan	FY2022 Target
216.3	205.0	225.0

OPERATING INCOME (Billions of yen)

FY2019 Results	FY2020 Plan	FY2022 Target
5.2	1.0	8.5

Comprehensive Mono-zukuri services

Coin and bank note retail auto cashier "CR-22"

Narrow-format color LED printer "PLAVI Pro330S"

TOPICS

Development of the "Hygienic Touch Panel," Which Realizes Non-Contact Operation

With the new normal in mind, as a part of infection prevention measures for self-service terminals, we developed the "Hygienic Touch Panel," which can be operated without touching the screen. By means of a touch sensor utilizing OKI's sensing technology which has been installed into the operation screen of the terminal, users can perform operations by holding a finger a few centimeters above the screen. In addition to automatic check-in machines at airports and ATMs for financial institutions, self-service terminals are used in all kinds of industries and fields, such as logistics, retail, dining, and medical care. OKI will continue to strive for expanded utilization of the Hygienic Touch Panel, supporting safe and secure social infrastructures adapted to the current COVID-19 situation.
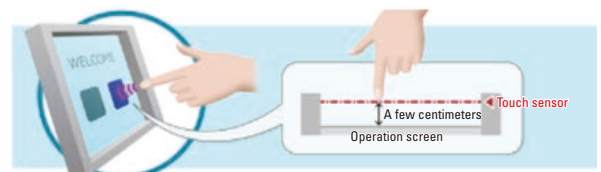
Image of operating the "Hygienic Touch Panel"