

Q&A of the Financial Results Briefing for FY2022 1H

Q: What is the expected impact of the supply chain in the second half of the year?

A: The overall environment is expected to remain largely unchanged from the first half and the challenging situation will continue. In addition to coordinating production conditions and the timing of deliveries with customers, the impact of progress in price optimization is being scrutinized.

Q: Is it correct to understand that leaving earnings forecasts unchanged means there is some prospect of achievement, given that there are other companies in the same industry that are revising earnings forecasts downward this time due to supply chain impacts?

A: Supply chain impacts vary by business sector, with some businesses showing promise in the second half. In addition, there are so many undecided issues, such as bids for Solution Systems, that it is difficult to say what is clear at this point.

Q: We would like to confirm the first-half results and annual forecasts for domestic and overseas ATM shipments in the Automation Systems business.

A: 1H Results	For domestic banks	: 500 units
	For distribution	: 1,150 units
	Overseas	: 1,180 units
	Total	: 2,830 units

We expect to sell about 8,300 units a year (about 40% of the original plan).

Q: Have you secured the components for the ATMs that are expected to be shipped in the second half?

A: The procurement is in sight.

Q: How much demand do you anticipate for ATMs and other exchanges due to the new banknotes being issued in 2024?

A: We don't expect in this fiscal year. We are planning to take in the next fiscal year and beyond.

Q: Please let me know the order status and backlog of the Solution System.

A: The order status is largely as planned. With regard to orders, we are considering how to disclose them in a situation where the fourth quarter is heavily weighted so that we can disclose meaningful figures.

Q: Is there demand for switching from overseas manufacturers to OKI in the EMS business because of the weak yen?

A: There is no particular recognition of an increase in orders due to the impact of foreign exchange rates. Demand is higher from customers seeking high quality and reliability than from exchange rate impact.

Note: The forward-looking statements in this document are made based on information currently available to OKI and certain assumptions considered reasonable as of the date of this material. Therefore, actual results may differ from its projections upon the changes of business environments and other conditions.

In addition, for convenience only, some additions and revisions were made.