

Q&A of the Financial Results Briefing for FY2022 Q3

Q : Were all of the ▲2 billion in software development project failure costs recorded in the third quarter? Is it another one-time cost?

A : Although some of the costs were postponed to the fourth quarter, they were basically booked in the third quarter. These are one-time costs incurred from projects that challenge new areas for the next stage of growth. Although this is a one-time cost, we believe that the true cause lies in OKI's culture and work procedures. In the future, we will strengthen our development system to ensure that we can tackle such projects.

Q : What are the future prospects for the DX area, which you are strategically focusing on?

A : We expect sales in the DX area to be approximately 40.5 billion, compared to our annual plan of 60 billion.

Q : We would like to confirm the third quarter results and annual forecasts for domestic and overseas ATM shipments in the Automation Systems business. We would also like to ask about the future outlook.

A : 3Q cumulative results	For domestic banks :	1,070 units
	For distribution :	1,830 units
	Overseas:	1,760 units
	Total:	4,660 units
annual forecast	For domestic banks :	1,830 units
	For distribution :	2,750 units
	Overseas:	2,750 units
	Total:	7,330 units

A : As we explained today, we plan to be able to meet back orders in the next fiscal year, based on the production outlook for replacement parts through design changes.

Q : What is the specific business impact of the yen's depreciation against the dollar and the yuan's depreciation against the dollar?

A : A weaker yen is positive for sales. On the other hand, it has a negative impact on operating income because of purchases in dollars from overseas. In addition, there are assets (accounts receivable) denominated in yuan outside of operations, and the yuan depreciated in the current fiscal year,

resulting in a negative impact.

Q : What is the purpose of the April 1, 2023 reorganization?

A : Under the leadership of President Mori, this is an organizational change to ensure the implementation of the next medium-term management plan's theme of "Steer toward growth". Eliminate business headquarters and make the organization simpler. Break down organizational barriers and build a system that can create technologies, products and solutions as Team OKI.

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.