

## Q&A of the FY2023 Financial Results and FY2024 Forecasts Briefing

Q : Although you mentioned that EMS will substantially recover from H2 of FY2024, is it correct to assume that semiconductor-related orders will recover?

A : I believe they will recover based on communication with our clients. We are firmly implementing capital investment to increase production capacity in order to take advantage of the recoveries over semiconductor market as well as Chinese economy.

Q : Please explain whether you expect demand to continue for a while regarding equipment replacements for new JPY notes such as ATMs in Enterprise Solutions business.

A : We believe it will continue for two to three years. On top of the ATMs, we also provide equipment such as devices installed in bank counters as well as cash-processing machinery that the logistics industry and retailers use; there will be steady demands for those products. Considering these business aspects, our production plan expects a full production capacity for FY2024, and the plan also expects this trend to continue into 2025.

Q : Regarding FY2024 forecast, although you mentioned the negative change JPY6 billion against FY2023, do you expect investments at this level to continue for the time being?

A : The investments will continue for three years as we have already scheduled that amount of fixed costs in our Medium-term Business Plan 2025. I believe the most important matter is to control a balance between profits and investments. Therefore, our next agenda is to explain and disclose how we can achieve a long-term return on those investments. I intend to explain that we have made efforts to facilitate these trends during the first year.

Q : When it comes to investments in a long-term perspective, the negative impact for a short-time period should also be considered. Please describe how you intend to manage performance on an annual basis.

A : It also depends on the balance between profits and investments. Therefore, this doesn't mean we will invest in growth beyond what is necessary. Our operating profits JPY16 billion for FY2024 have been planned with that balance in mind, as we intend to spend money for personnel expenses and R&D, where we can realize growth investment.

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.