

AT A GLANCE

BUSINESS UNITS

OUTLINE

MAIN PRODUCTS AND SERVICES

SOLUTIONS & SERVICES



Business offering solutions and services utilizing OKI's exceptional know-how in business systems for financial, government agencies, traffic, retail, manufacturing, and other industries

- Bank branch systems
 - Various business systems (personnel and salary systems, ERP systems)
 - Ticket reservations and issuing systems
 - ATM operation and monitoring services
 - Electronic settlement services
 - ATM outsourcing services, LCM services
- *LCM: Life Cycle Management

TELECOM SYSTEMS



Telecom Carrier Systems
Business providing telecom equipment, etc. to telecom carriers

- Switching/Transmission systems
- Operation systems
- IP network systems
- Video delivery systems
- Optical access systems
- IMS systems

Enterprise Systems
Business offering communication systems such as voice and video, etc.

- IP-PBX/Business telephone systems
- Call center systems
- Videoconferencing systems
- Secure wireless LAN systems

SOCIAL INFRASTRUCTURE SYSTEMS



Business providing customized systems for the social infrastructure for government agencies and local governments

- Flight control systems
- ITS-related systems (ETC, VICS, etc.)
- Disaster prevention systems
- Firefighting navigation systems
- VoIP bulletin systems
- Self-defense equipment

MECHATRONICS SYSTEMS



Business offering products built on core mechatronics technology

- ATM
- Cash handling equipment
- Bank branch terminals
- Ticket reservations and issuing terminals
- Check-in terminals

PRINTERS



Business offering printers leveraged by OKI's unique LED technology

- Color and monochrome NIP
 - MFP
 - SIDM
- *MFP: Multifunction Printer

EMS



Consigned manufacturing business based on design and manufacturing technologies cultivated in info-telecom systems

- Design and manufacturing of electronics products requiring high-density mounting, high quality, and high-speed detection technology
- Design and manufacturing of mechatronics products requiring high-precision mechanisms

MAIN MEASURES

NET SALES (Billions of yen)*

OPERATING INCOME (Billions of yen)*

- Expand business by offering OKI's unique products and services as solutions addressing the various problems faced by customers
- Restructure operations to provide a one-stop solution, and integrate technology departments to deliver better services
- Increase the ratio of stock businesses, which generate a high share of net sales, in order to stabilize and enhance profitability

FY2009 (ended March 2010)
Results 80.0

FY2012 (ending March 2013)
Plan 90.0

- Accelerate selection and concentration in competitive domains by leveraging existing strengths in systems for telecom carriers
- Expand businesses by developing existing network migration business and proposing new services utilizing the customer's equipment

FY2009 (ended March 2010)
Results 82.5

FY2012 (ending March 2013)
Plan 80.0

- Expand business by forming alliances to strengthen product lineup and sales. Provide a one-stop solution that includes operation and maintenance

FY2009 (ended March 2010)
Results 15.0

FY2012 (ending March 2013)
Plan 15.0

- Develop user-friendly systems that are safe, secure, and comfortable using wireless, control systems, and other technologies

FY2009 (ended March 2010)
Results 46.2

FY2012 (ending March 2013)
Plan 45.0

- Increase ATM sales in China and other markets by introducing strategic products that meet worldwide needs
- Leverage strengths and develop products in Japan and overseas that address customers' needs

FY2009 (ended March 2010)
Results 58.7

FY2012 (ending March 2013)
Plan 75.0

- Enhance lineup of color and mono NIP, MFP
- Reinforce sales by expanding sales channels in emerging markets
- Actively develop MPS business
- Reduce costs by manufacturing mainstay modules in-house and standardizing printer engines

*MPS: Managed Print Service

FY2009 (ended March 2010)
Results 140.3

FY2012 (ending March 2013)
Plan 160.0

FY2009 (ended March 2010)
Results 6.1

FY2012 (ending March 2013)
Plan 7.0

- Strengthen alliances among Group companies and establish the framework to meet various needs of customers
- Focus on high-end type EMS market where high-level monozukuri (manufacturing) capabilities are required

FY2009 (ended March 2010)
Results 36.2

FY2012 (ending March 2013)
Plan 50.0

(0.6) FY2009 (ended March 2010)
Results

FY2012 (ending March 2013)
Plan 2.0

*Includes figures for businesses categorized as "Others."

*Net sales and operating income represent the results of fiscal year ended March 31, 2010 categorized by new business units.