

# Opening Remarks of the Business Strategy Meeting

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#### Introduction

## OKI's business environment

- ➤ Digital transformations
- > Shift toward a cashless society
- ➤ Shift toward a paperless society
- > Structural reforms in the banking industry
- > The arrival of the 5G age

and others



## OKI's Thinking on the Shift Toward a Cashless Society

Responding to growing inbound tourism consumption **Digital** transformations

Shift toward a cashless society

Reducing cashhandling costs

Various cashless settlement services advances in a broad range of fields

Responding to new services

Improving the efficiency of existing services

**Systems** development for new services



Developing settlement environments



Accelerating **BPO** in noncore businesses



Business systems Business apps

Processing terminals

Outsourcing services

Reduced ATM use



New applications for mechatronics technologies

- New domains
- **EMS** business
- Enhance Group synergies (fusing of four segments)
- > OKI's strengths: (Technological & product-development abilities/business expertise) × partners



## Segment-Specific Policies

### > ICT

 Grow in the social infrastructure, IoT, and co-creation businesses

## Mechatronics Systems

- Implement new business strategies to reflect changes in the environment
- Achieve profitability through reforms in the cost structure

### > Printers

Expand sales of products for the industrial printing market

### > EMS

Achieve net sales of 100.0 billion yen in FY2022