

Q&A Session Summary of Financial Results Briefing for Q3 FY2025

(Meeting Overview)

- Date: Thursday, February 5, 2026; 16:00–16:45 JST
- Format: Online webcast from OKI Head Office
- Presenter/Respondent: Teiji Teramoto, Representative Director and Senior Executive Vice President

(Questioner A)

- Q1: Could you explain in detail, by sub-segment, the factors behind the upward revision to the full-year operating income forecast for Public Solutions?
- A1: On a YoY basis, performance is improving mainly in firefighting, disaster preparedness, network. In firefighting, system replacement projects are expected to peak in this fiscal year. Versus our initial forecasts, the upward revision is attributable to roads, network and defense, where we have been able to win higher-margin projects.
- Q2: Please explain the order intake trend for TOKKI Systems business.
- A2: Backed by the government policy to fundamentally strengthen defense capabilities, the order backlog at the end of FY2023 increased significantly compared with the previous level, and it also increased at the end of FY2024. At the end of this fiscal year (FY2025), although there will be a decline due to the absence of the special demand for information system replacement recorded in the previous fiscal year, we expect the backlog will not drop materially and will remain roughly at the same level of the previous fiscal year. Considering the production capacity of the new building at Numazu Plant, scheduled to start operation in the middle of FY2027, we are considering mid- to long-term business plans.
- Q3: In FY2026, will Public Solutions slow down due to firefighting's peak out?
- A3: In the Social Infrastructure Solutions business, firefighting is indeed expected to decline; however, we expect this will be partly offset by growth in areas such as network. In addition, for TOKKI Systems business, we are currently formulating our business plan while assuming performance to be around the level of this fiscal year, or slightly stronger.

(Questioner B)

- Q4: Could you explain the background behind the downward revision of the full-year net sales forecast for Enterprise Solutions by ¥3.5 billion this time?
- A4: Its full-year operating income forecast is in line with our assumptions. However, the net sales forecast at the beginning of the fiscal year was somewhat aggressive, partly because certain overseas tender projects were decided not to be proceeded with.
- Q5: As the yen has been depreciating recently, could you tell us about the impact on business performance?
- A5: Regarding operating income, there is a negative impact associated with procurement transactions in USD; however, the impact of a ¥1 depreciation is several tens of millions of yen on a full-year basis. For non-operating income/expenses, there is a net impact from receivables in foreign currencies, but the scale

of the impact is also limited.

(Questioner C)

- Q6: Could you provide details on the downward revision of the EMS forecast (net sales by ¥2.5 billion and operating income by ¥ 2.0 billion)?
- A6: In DMS/EMS business, the main factors are customers' inventory adjustments and delays in development schedules. The affected end markets include medical, information and communications, and semiconductors, and we are currently assessing the impact on next fiscal year and beyond. On the other hand, in Components business, PCBs for AI semiconductors and aerospace, as well as cables for FA and robotics, are performing well. For both businesses, we are formulating next fiscal year's plan while continuing to closely monitor customers and market conditions.
- Q7: Regarding defense, what is the progress of the Australia's next-generation general-purpose frigate program, and what is the expected scale of the business impact?
- A7: We have not yet received a formal order. This is a large-scale project, and if we win the order, we expect the impact to appear over several years; however, we refrain from commenting on the amount.
- Q8: Have there been any concrete developments regarding the impact of Fujitsu's withdrawal from hardware businesses such as ATMs?
- A8: We expect the impact to appear in our Enterprise business, and we are currently assessing the impact in the context of next fiscal year's business plan and the next management plan. Customer movements, considering Fujitsu's withdrawal schedule, are gradually beginning to emerge. In addition, we have started to take over maintenance services from January 2026, and we expect to see more concrete developments going forward.

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.