

Financial Results for Q1 FY2025

August 6, 2025

Oki Electric Industry Co., Ltd.

- Q1 FY2025 Results
- Business Segment Overview
- FY2025 Annual Forecasts
- Topics

1. Q1 FY2025 Results

- Although consolidated net sales and operating income/loss decreased year on year, the overall performance has been progressing generally in line with the plan toward achieving the full-year targets.

2. FY2025 Annual Forecasts

- There is no change from the initial forecasts.

Summary of Financial Results for Q1 FY2025

- Net sales stayed at a certain level despite a decrease YOY due to absence of large-scale projects.
- Operating Income/Loss started off almost as expected.

(Billion Yen)	FY2022 Q1	FY2023 Q1	FY2024 Q1	FY2025 Q1	YoY	
					Variance	Ratio
Net Sales	78.1	81.5	97.9	85.1	(12.8)	(13%)
Operating Income	(3.0)	* (4.1)	3.9	(1.4)	(5.3)	(136%)
<i>Operating Income Ratio</i>	<i>(3.8%)</i>	<i>(5.0%)</i>	<i>4.0%</i>	<i>(1.6%)</i>	<i>(5.6%)</i>	
Ordinary Profit	(3.1)	(0.3)	3.9	(1.6)	(5.5)	(141%)
Profit attributable to owners of parent	(3.2)	(0.2)	1.8	(1.6)	(3.4)	(189%)

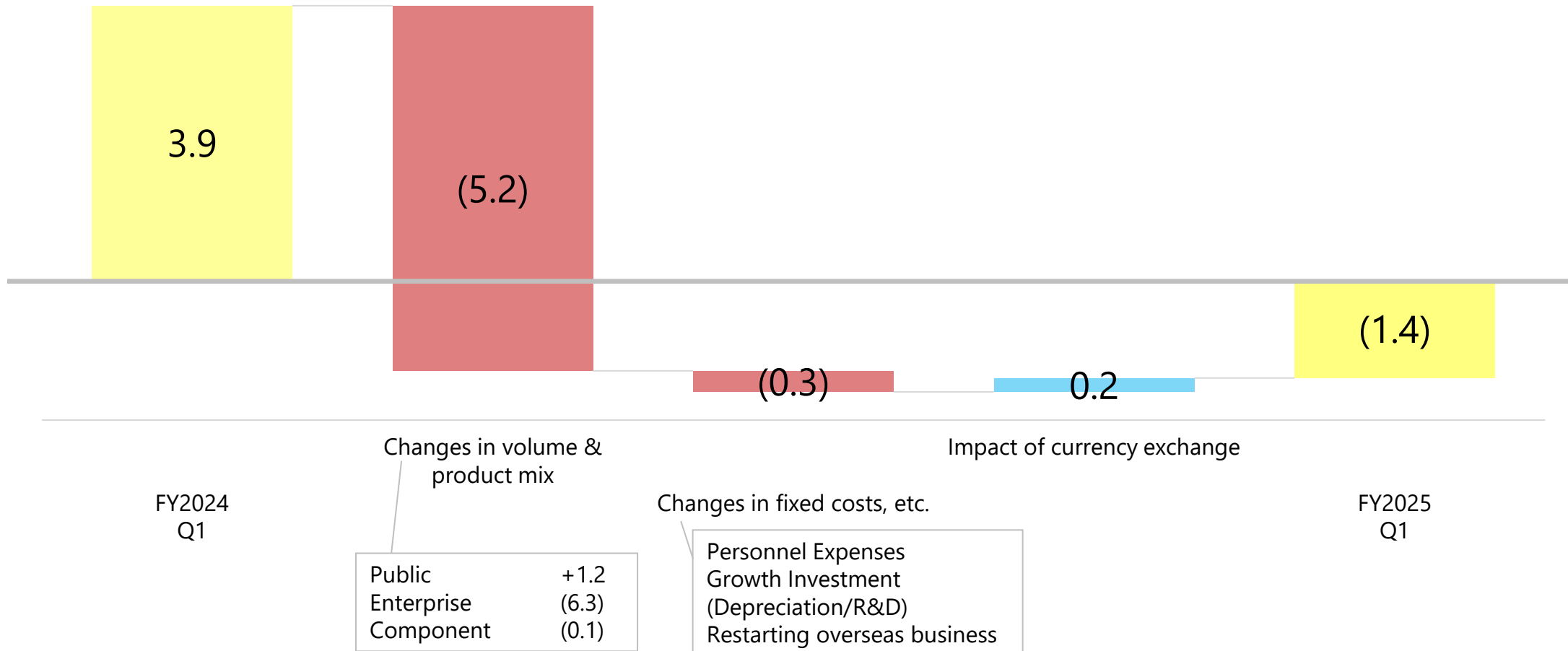
* Operating Income/Loss after excluding One-time factor, which was a reversal of allowance for doubtful accounts related to accounts receivable from the China ATM project

Exchange Rate	FY2024	FY2025
USD/JPY	155.9	144.6
EUR/JPY	167.9	163.8

Reasons for Changes in Operating Income/Loss

- Enterprise Solutions saw a significant decline in profit due to absence of large-scale projects, while Public Solutions increased sales resulted in improved profitability.

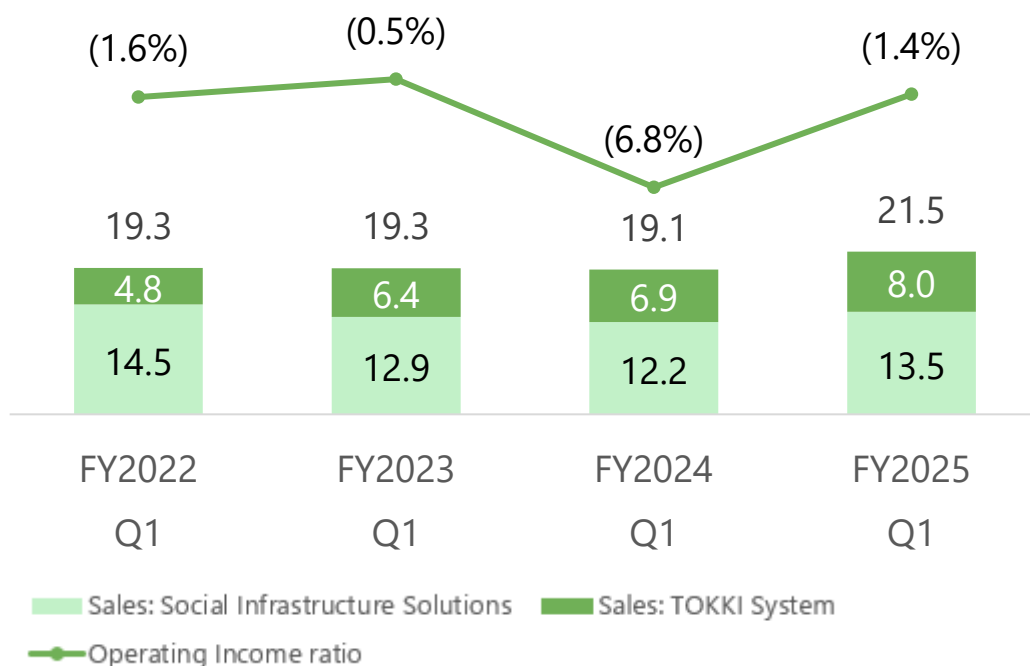
(Billion Yen)



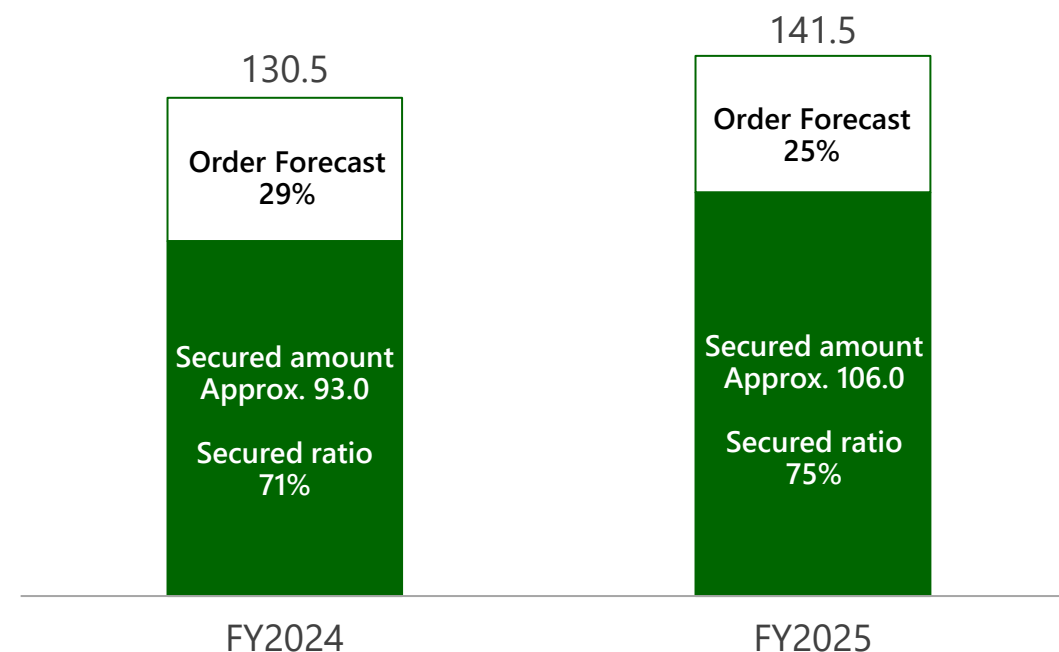
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- Both Social Infrastructure Solutions and TOKKI Systems increased sales and improved operating profit/loss.
- Market conditions stay favorable, and we are making steady progress toward securing annual sales targets.

(Billion Yen)



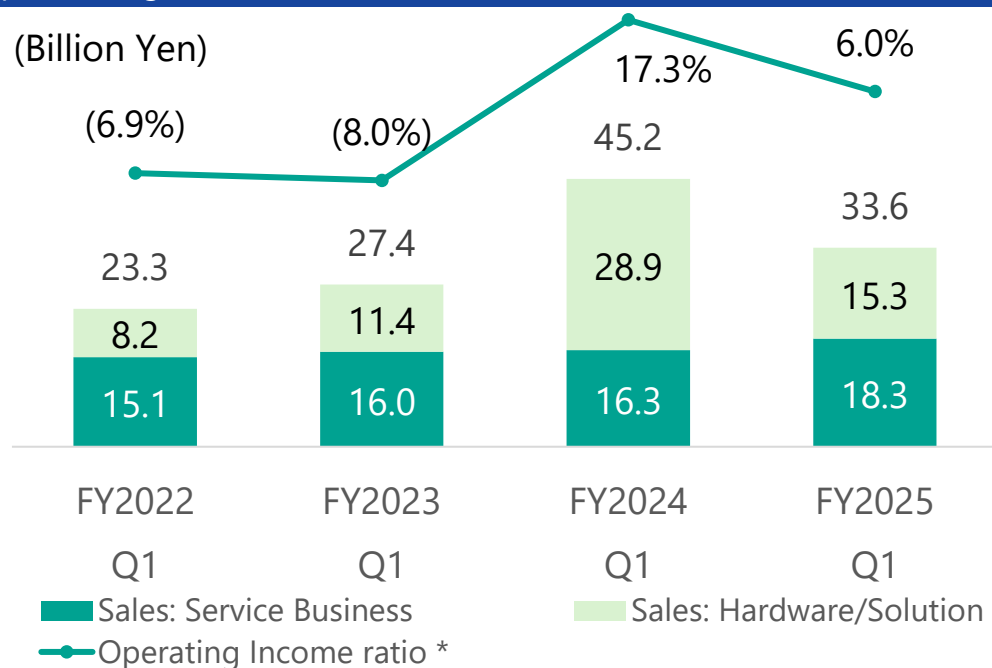
(Reference) Status of Secured Annual Sales [As of End of July]
(Billion Yen)



(Billion Yen)	FY2022	FY2023	FY2024	FY2025	
	Q1	Q1	Q1	Q1	Full-Year
Sales: Total	19.3	19.3	19.1	21.5	141.5
Operating Income	(0.3)	(0.1)	(1.3)	(0.3)	13.5

Enterprise Solutions

- Despite a decrease in sales and profits due to absence of large-scale projects, we achieved an operating income ratio of 6%.
- We are working to stabilize earnings by capturing new market opportunities and implementing cost reductions.

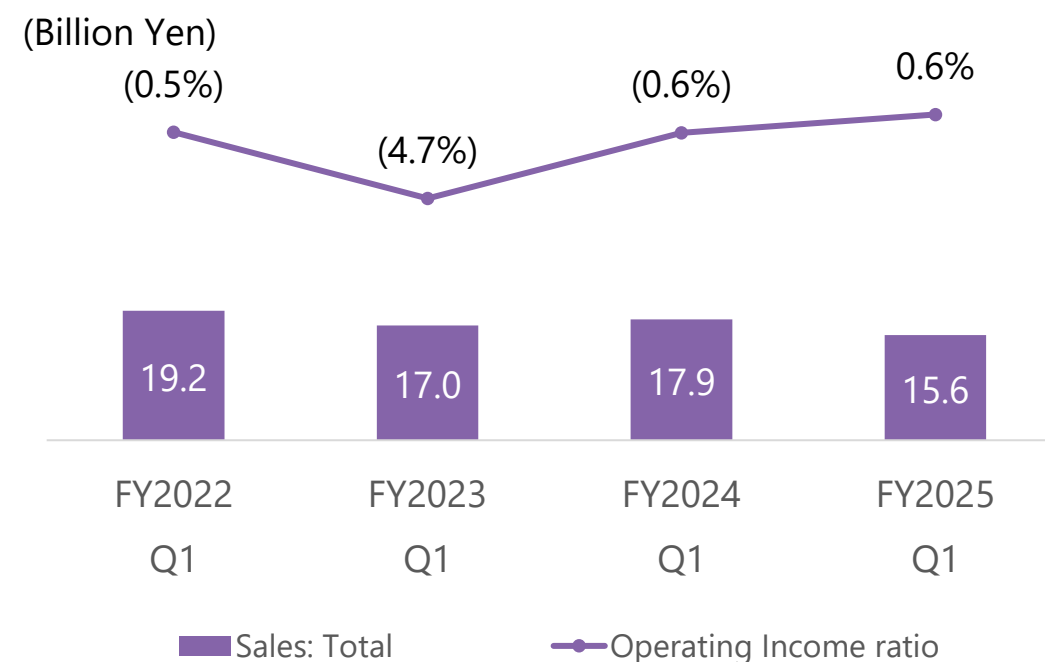


(Billion Yen)	FY2022	FY2023	FY2024	FY2025	
	Q1	Q1	Q1	Q1	Full-Year
Sales: Total	23.3	27.4	45.2	33.6	157.5
Operating Income *	(1.6)	* (2.2)	7.8	2.0	11.0

*Operating Income/Loss after excluding One-time factor, which was a reversal of allowance for doubtful accounts related to accounts receivable from the China ATM project

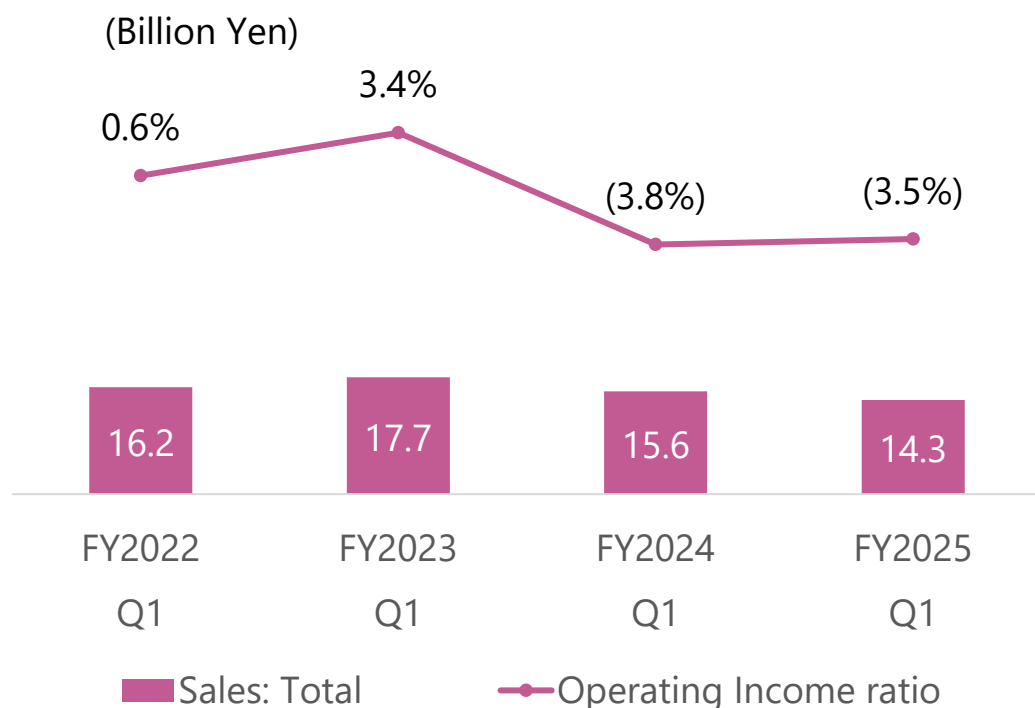
Component Products

- Profit-focused management led to improved operating income.
- Participation of ETRIA Corporation is being steadily progressed.



(Billion Yen)	FY2022	FY2023	FY2024	FY2025	
	Q1	Q1	Q1	Q1	Full-Year
Sales: Total	19.2	17.0	17.9	15.6	72.5
Operating Income	(0.1)	(0.8)	(0.1)	0.1	3.0

- While there was a timing delay in D/EMS business sales, signs of demand recovery have been seen in Components business, resulting in a start almost in line with expectations.
- We are implementing measures to restore profitability, such as capturing new demands associated with the shift to domestic production.



- D/EMS business
We are accelerating proposals for our "comprehensive Mono-zukuri (manufacturing) service", although there was a timing delay in customers.
- Components business
 - ✓ Semiconductor market
Inquiries for printed circuit boards stay strong for both AI semiconductor and aerospace sector.
 - ✓ FA robotics market
For cables, inventory adjustments at major customers have been completed, and there are signs of full-scale recovery in demand.
- Continuously Monitoring signs of full-scale recovery in related markets

(Reference) From Press Releases 2025

- Apr 25: "OKI Develops 124-Layer PCB Technology for Next-Generation AI Semiconductor Testing Equipment"
- Jul 7: "OKI Launches Small-Lot Custom Long FPCs for the New Space Industry"

(Billion Yen)	FY2022 Q1	FY2023 Q1	FY2024 Q1	FY2025	
				Q1	Full-Year
Sales: Total	16.2	17.7	15.6	14.3	76.5
Operating Income	0.1	0.6	(0.6)	(0.5)	4.0

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Summary of Financial Forecasts

■ No changes from the forecasts announced in May 2025

(Billion Yen)	FY2022 Results	FY2023 Results	FY2024 Results	FY2025 Forecasts	YoY		May 8, 2025 Forecasts	Change to Forecasts	
					Variance	Ratio		Variance	Ratio
Net Sales	369.1	421.9	452.5	450.0	(2.5)	(1%)	450.0	±0.0	±0%
Operating Income	2.4	18.7	18.6	19.0	+0.4	+2%	19.0	±0.0	±0%
<i>Operating Income Ratio</i>	<i>0.7%</i>	<i>4.4%</i>	<i>4.1%</i>	<i>4.2%</i>	<i>+0.1%</i>		<i>4.2%</i>	<i>±0.0%</i>	
Ordinary Profit	(0.3)	18.3	16.8	17.0	+0.2	+1%	17.0	±0.0	±0%
Profit attributable to owners of parent	(2.8)	25.6	12.5	14.0	+1.5	+12%	14.0	±0.0	±0%
ROE (%)	(2.7%)	21.4%	8.7%	9.4%	+0.7%		9.4%	±0.0%	
Equity Ratio (%)	25.4%	33.3%	35.4%	37.0%	+1.6%		37.0%	±0.0%	
Dividend per share (yen)	20	30	45	50	+5	+11%	50	±0	±0%

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Topics from News Release April 2025 onwards 1/2



OKI Invests in ICMG Co-Creation Fund II
Limited Partnership



OKI Establishes OKI Berlin Lab R&D Center
in Berlin, Germany



OKI Receives Corporate Partner Award for
the First Time at Plug and Play Silicon
Valley June Summit 2025

OKI Becomes First Japanese Company to Acquire
ISO 56001 International Standard for Innovation
Management Systems



OKI Receives 2025 Semiconductor of the Year Award for Excellence for the First Time



OKI and NTT Innovative Devices Establish Mass Production Technology for High-Power Terahertz Devices by Heterogeneous Material Bonding

InP-based UTC-PD



Antenna

OKI Open up your dreams

OKI Develops 124-Layer PCB Technology for Next-Generation AI Semiconductor Testing Equipment



124-Layer

Supplementary

(Reference) Balance Sheet as of June 30, 2025

(Billion Yen)	End of Mar 2025	End of Jun 2025	Variance
Current Assets	231.9	215.8	(16.1)
Fixed Assets	179.1	178.1	(1.0)
Assets	411.0	393.9	(17.1)
Current Liabilities	167.0	156.5	(10.5)
Fixed Liabilities	98.2	96.9	(1.3)
Liabilities	265.2	253.4	(11.8)
Equity	145.6	140.4	(5.2)
Others	0.1	0.1	±0.0
Net Assets	145.7	140.5	(5.2)
Total liabilities & net assets	411.0	393.9	(17.1)

Equity ratio (%)	35.4	35.6	+0.2
D/E ratio (Times)	0.7	0.7	±0.0

(Reference) Cash Flow Results for Q1 FY2025

(Billion Yen)	FY2024 Q1	FY2025 Q1	Variance
I Cash flows from operating activities	14.3	2.1	(12.2)
II Cash flows from investing activities	(4.4)	(5.2)	(0.8)
Free cash flows (I + II)	9.9	(3.1)	(13.0)
III Cash flows from financing activities	(10.4)	(2.6)	+7.8

Purchase of PP&E and intangible assets	4.3	4.9	+0.6
Depreciation	3.3	3.8	+0.5

(Billion Yen)	End of Mar 2025	End of Jun 2025	Variance
Cash and cash equivalents	36.2	30.4	(5.8)

(Reference) Financial Results by Segment for Q1 FY2025

(Billion Yen)		FY2022	FY2023	FY2024	FY2025	YoY	
		Q1	Q1	Q1	Q1	Variance	Ratio
Public Solutions	Net Sales	19.3	19.3	19.1	21.5	+2.4	+13%
	Operating Income	(0.3)	(0.1)	(1.3)	(0.3)	+1.0	(77%)
	Operating Income Ratio	(1.6%)	(0.5%)	(6.8%)	(1.4%)	+5.4%	
Enterprise Solutions	Net Sales	23.3	27.4	45.2	33.6	(11.6)	(26%)
	Operating Income	(1.6)	1.9	7.8	2.0	(5.8)	(74%)
	Operating Income Ratio	(6.9%)	6.9%	17.3%	6.0%	(11.3%)	
Component Products	Net Sales	19.2	17.0	17.9	15.6	(2.3)	(13%)
	Operating Income	(0.1)	(0.8)	(0.1)	0.1	+0.2	(200%)
	Operating Income Ratio	(0.5%)	(4.7%)	(0.6%)	0.6%	+1.2%	
EMS	Net Sales	16.2	17.7	15.6	14.3	(1.3)	(8%)
	Operating Income	0.1	0.6	(0.6)	(0.5)	+0.1	(17%)
	Operating Income Ratio	0.6%	3.4%	(3.8%)	(3.5%)	+0.3%	
Others	Net Sales	0.1	0.1	0.1	0.1	±0.0	±0%
	Operating Income	0.1	(0.1)	(0.4)	(0.4)	±0.0	(±0%)
Corporate/Eliminations	Operating Income	(1.2)	(1.4)	(1.6)	(2.3)	(0.7)	(±0.0%)
Total	Net Sales	78.1	81.5	97.9	85.1	(12.8)	(13%)
	Operating Income	(3.0)	0.0	3.9	(1.4)	(5.3)	(136%)
	Operating Income Ratio	(3.8%)	0.0%	4.0%	(1.6%)	(5.6%)	
	Ordinary Income	(3.1)	(0.3)	3.9	(1.6)	(5.5)	(141%)
	Profit attributable to owners of parent	(3.2)	(0.2)	1.8	(1.6)	(3.4)	(189%)

(Reference) Financial Forecasts by Segment for FY2025

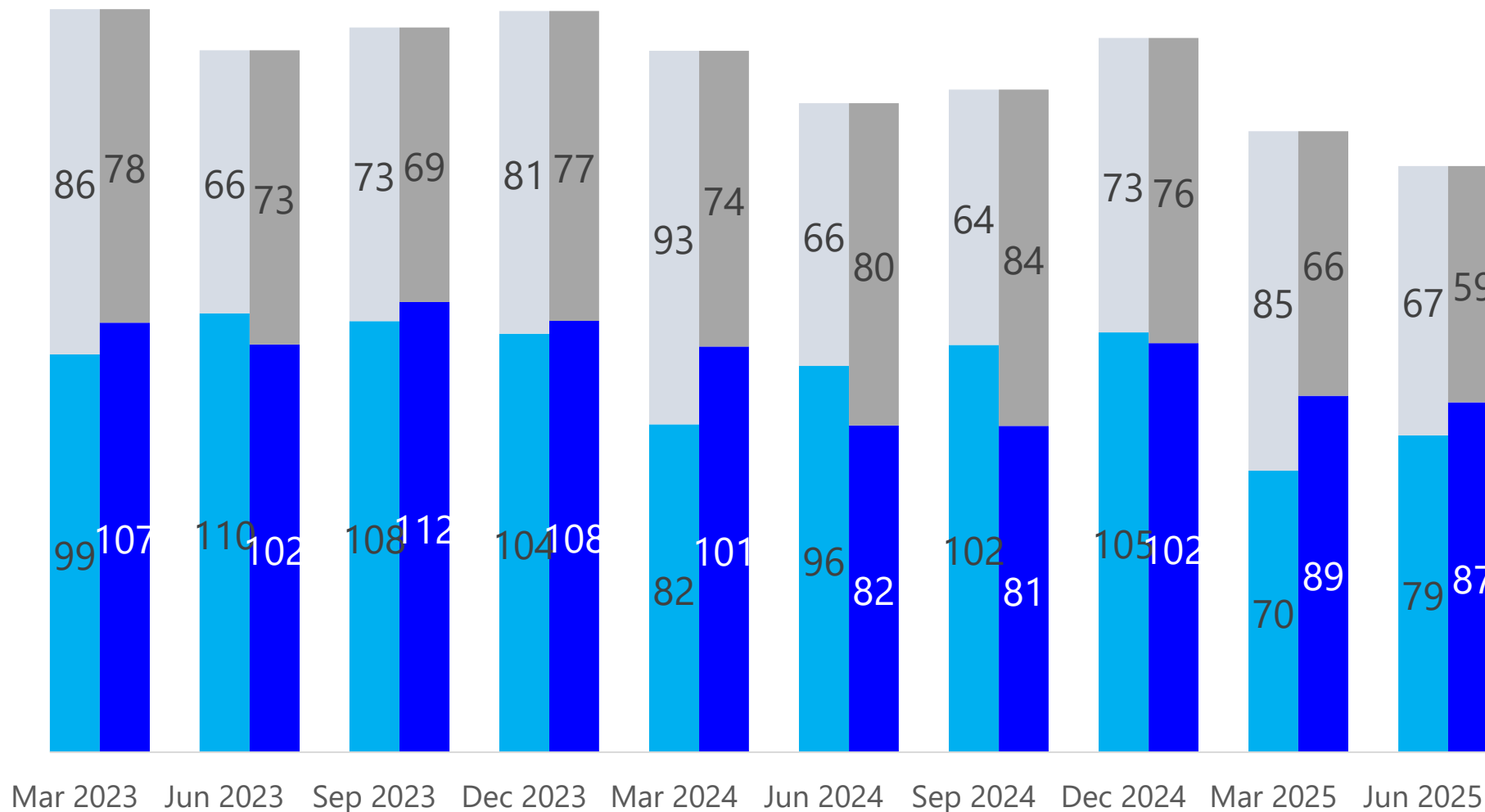
(Billion Yen)		FY2022	FY2023	FY2024	FY2025	YoY		May 8, 2025	Change to Forecasts	
		Results	Results	Results	Forecasts	Variance	Ratio	Forecasts	Variance	Ratio
Public	Net Sales	95.7	94.0	130.5	141.5	+11.0	+8%	141.5	(±0.0)	±0%
Solutions	Operating Income	3.4	4.4	14.1	13.5	(0.6)	(4%)	13.5	(±0.0)	±0%
	Operating Income Ratio	3.6%	4.7%	10.8%	9.5%	(1.3%)		9.5%	±0.0%	
Enterprise	Net Sales	112.9	180.1	179.8	157.5	(22.3)	(12%)	157.5	(±0.0)	±0%
Solutions	Operating Income	1.5	22.0	13.1	11.0	(2.1)	(16%)	11.0	(±0.0)	±0%
	Operating Income Ratio	1.3%	12.2%	7.3%	7.0%	(0.3%)		7.0%	±0.0%	
Component	Net Sales	84.6	73.4	75.8	72.5	(3.3)	(4%)	72.5	(±0.0)	±0%
Products	Operating Income	1.6	0.6	2.9	3.0	+0.1	+2%	3.0	(±0.0)	±0%
	Operating Income Ratio	1.9%	0.8%	3.9%	4.1%	+0.2%		4.1%	±0.0%	
EMS	Net Sales	75.3	73.9	65.9	76.5	+10.6	+16%	76.5	(±0.0)	±0%
	Operating Income	2.3	1.1	(0.8)	4.0	+4.8	-	4.0	(±0.0)	±0%
	Operating Income Ratio	3.1%	1.5%	(1.2%)	5.2%	+6.4%		5.2%	±0.0%	
Others	Net Sales	0.5	0.4	0.4	2.0	+1.6	+345%	2.0	(±0.0)	±0%
	Operating Income	0.4	(1.1)	(1.5)	(1.5)	±0.0	-	(1.5)	(±0.0)	±0%
Corporate/Eliminations	Operating Income	(6.8)	(8.3)	(9.2)	(11.0)	(1.8)	-	(11.0)	(±0.0)	±0%
Total	Net Sales	369.1	421.9	452.5	450.0	(2.5)	(1%)	450.0	(±0.0)	±0%
	Operating Income	2.4	18.7	18.6	19.0	+0.4	+2%	19.0	(±0.0)	±0%
	Operating Income Ratio	0.7%	4.4%	4.1%	4.2%	+0.1%		4.2%	±0.0%	
	Ordinary Income	(0.3)	18.3	16.8	17.0	+0.2	+1%	17.0	(±0.0)	±0%
	Profit attributable to owners of parent	(2.8)	25.6	12.5	14.0	+1.5	+12%	14.0	(±0.0)	±0%

(Reference) Quarterly Historical Results by Segment

(Billion Yen)		FY2023					FY2024					FY2025
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Public Solutions	Net Sales	19.3	20.0	24.5	30.1	94.0	19.1	22.2	29.0	60.2	130.5	21.5
	Operating Income	(0.1)	(0.7)	1.4	3.9	4.4	(1.3)	0.7	3.2	11.4	14.1	(0.3)
Enterprise Solutions	Net Sales	27.4	36.5	51.5	64.7	180.1	45.2	41.9	45.4	47.4	179.8	33.6
	Operating Income	1.9	2.0	6.6	11.4	22.0	7.8	3.5	0.5	1.4	13.1	2.0
Component Products	Net Sales	17.0	17.9	18.5	20.0	73.4	17.9	18.7	19.2	19.9	75.8	15.6
	Operating Income	(0.8)	1.3	(0.8)	0.9	0.6	(0.1)	1.1	1.2	0.8	2.9	0.1
EMS	Net Sales	17.7	18.8	17.1	20.3	73.9	15.6	16.8	15.7	17.8	65.9	14.3
	Operating Income	0.6	0.3	(0.1)	0.3	1.1	(0.6)	(0.4)	(0.6)	0.8	(0.8)	(0.5)
Others	Net Sales	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.2	0.4	0.1
	Operating Income	(0.1)	(0.3)	(0.3)	(0.4)	(1.1)	(0.4)	(0.3)	(0.2)	(0.4)	(1.5)	(0.4)
Corporate/Eliminations	Operating Income	(1.4)	(1.5)	(2.2)	(3.2)	(8.3)	(1.6)	(2.2)	(2.6)	(2.9)	(9.2)	(2.3)
Total	Net Sales	81.5	93.3	111.8	135.3	421.9	97.9	99.7	109.3	145.5	452.5	85.1
	Operating Income	0.0	1.0	4.8	12.9	18.7	3.9	2.3	1.5	11.0	18.6	(1.4)

(Reference) Cash Conversion Cycle History

(Days)



■ Inventory Conversion Period ■ Receivable Collection Period
■ CCC: Cash Conversion Cycle ■ Payable Deferral Period

(Reference) Major Products and Services

Public Solutions	<ul style="list-style-type: none">• Roads (ETC, VICS), air traffic control, disaster prevention, firefighting• Business systems for central government offices, government statistics systems• Defense systems (underwater acoustics, information)• Aviation equipment• Infrastructure monitoring• Carrier networks, video distribution, 5G/local 5G
Enterprise Solutions	<ul style="list-style-type: none">• ATMs, cash handling equipment• Bank branch terminals, ticket reservations issuing terminals, check-in terminals• ATM monitoring/operation services• Bank branch systems, system to centralized back-office operations• Railway ticket issuance systems, airport check-in systems• Manufacturing systems (ERP, IoT)• Construction and Maintenance Services
Component Products	<ul style="list-style-type: none">• AI edge computers, sensors, IoT networks• PBXs, business phones, contact centers• Cloud services• LED printers
EMS	<ul style="list-style-type: none">• Consigned designing and manufacturing services• Printed circuit boards•

- ✓The projections and plans in this material are based on information currently available to OKI as of the date of publication and certain assumptions judged as rational, therefore actual results are subject to change depending upon the changes of business environments and other conditions.
- ✓Indication method of amounts in hundred millions (yen) are as follow:
Amounts in each item are rounded to the nearest hundred million yen. Variances are calculated in the hundred millions.