

AT A GLANCE

BUSINESS UNITS	OUTLINE	MAIN PRODUCTS AND SERVICES
 <p>SOLUTIONS & SERVICES</p>	<p>Business offering solutions and services capitalizing on OKI's exceptional know-how in business systems for financial, government agencies, transportation, retail, manufacturing, and other industries</p>	<ul style="list-style-type: none"> • Bank branch systems and centered-administration systems for financial institutions • Various business systems (personnel and salary systems, ERP systems) • Ticket reservations and issuing systems • Cloud computing services • LCM services • Business process outsourcing services
 <p>TELECOM SYSTEMS</p>	<p>Business providing communication systems and services leveraging our technology and know-how in linking people or goods to telecom carriers, service providers, companies, and other customers</p>	<ul style="list-style-type: none"> • IP multimedia systems/Optical network systems • Next-generation home gateways • Video delivery systems • IP-PBX/Business telephone systems • Call center systems • Videoconferencing systems • 920MHz frequency band wireless communication systems
 <p>SOCIAL INFRASTRUCTURE SYSTEMS</p>	<p>Business providing customized systems that serve as the social infrastructure mainly for government agencies and local governments</p>	<ul style="list-style-type: none"> • Flight control systems • ITS-related systems (ETC, VICS, etc.) • Disaster prevention administrative radio systems for municipalities • Firefighting navigation systems • Digital wireless communication systems for firefighting and emergency use • VoIP bulletin systems • Self-defense equipment
 <p>MECHATRONICS SYSTEMS</p>	<p>Business offering products built on core mechatronics technology</p>	<ul style="list-style-type: none"> • ATMs • Cash handling equipment • Bank branch terminals • Ticket reservations and issuing terminals • Check-in terminals • Currency exchangers
 <p>PRINTERS</p>	<p>Business offering printers leveraged by OKI's unique LED technology</p>	<ul style="list-style-type: none"> • Color and monochrome LED printers • Multifunction printers (MFP) • Dot-impact printers
 <p>EMS</p>	<p>Consigned design and manufacturing business based on design and manufacturing technologies cultivated in info-telecom systems</p>	<ul style="list-style-type: none"> • Design and manufacturing of electronic 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)
<ul style="list-style-type: none"> Expand service business by offering comprehensive services based on the EXaaS™ cloud computing concept Expand market share by creating packages of powerful business solutions, and marketing them to new customers Expand the office solutions business by integrating the printer and cloud computing services 	<p>FY2012 (ended March 2013) Results 91.1</p> <p>FY2013 (ending March 2014) Plan 85.0</p>	
<ul style="list-style-type: none"> Expand the domain of coordinated services with telecom carriers and service providers in addition to the system offering to telecom carriers Expand enterprise systems business by forming alliances to strengthen product lineup and sales and providing one-stop solutions Offer xEMS (energy management systems) and Smart Network solutions for the M2M market by leveraging 920MHz frequency band wireless multi-hop network technologies 	<p>FY2012 (ended March 2013) Results 75.7</p> <p>FY2013 (ending March 2014) Plan 75.0</p>	<p>FY2012 (ended March 2013) Results 23.8</p>
<ul style="list-style-type: none"> Develop user-friendly systems that are safe, secure, and comfortable using wireless, control systems, and other technologies Provide equipment with excellent operability, to respond to the needs of customers 	<p>FY2012 (ended March 2013) Results 49.3</p> <p>FY2013 (ending March 2014) Plan 47.0</p>	<p>FY2013 (ending March 2014) Plan 20.5</p>
<ul style="list-style-type: none"> Introduce competitive strategic products globally and expand ATM sales in China, Russia, Indonesia, Brazil, and other countries Leverage strengths in banknote transportation technology and develop products in Japan and overseas that address customers' needs 	<p>FY2012 (ended March 2013) Results 76.9</p> <p>FY2013 (ending March 2014) Plan 82.0</p>	
<ul style="list-style-type: none"> Enhance profitability by revising our product line and sales strategy for the office printer market Develop MFP-based solutions for the office solutions market incorporating A4 MFP strategic products and applications Penetrate into the professional printing market by introducing high-value-added printers (with special color features) 	<p>FY2012 (ended March 2013) Results 111.4</p> <p>FY2013 (ending March 2014) Plan 115.0</p>	<p>FY2012 (ended March 2013) Results -8.8</p> <p>FY2013 (ending March 2014) Plan 4.0</p>
<ul style="list-style-type: none"> 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 <i>monozukuri</i> (manufacturing) capabilities are required Expand service provision processes beyond production to include design, staging, and other processes 	<p>■ EMS ■ Other Businesses</p> <p>FY2012 (ended March 2013) Results 32.7 18.7</p> <p>FY2013 (ending March 2014) Plan 39.0 17.0</p>	<p>■ EMS ■ Other Businesses</p> <p>FY2012 (ended March 2013) Results 1.6 3.0</p> <p>FY2013 (ending March 2014) Plan 2.0 2.0</p>