

# AT A GLANCE

## BUSINESS UNITS

### SOLUTIONS & SERVICES

## OUTLINE

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

## MAIN PRODUCTS AND SERVICES

- 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

### TELECOM SYSTEMS

Business providing communication systems and services to link people and goods by leveraging our technology and know-how for telecom carriers, service providers, and enterprises

- 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

### SOCIAL INFRASTRUCTURE SYSTEMS

Business providing customized systems that serve as the social infrastructure mainly for government agencies and local governments

- 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

### MECHATRONICS SYSTEMS

Business offering products built on core mechatronics technology including ATMs and cash handling equipment

- ATMs
- Cash handling equipment
- Bank branch terminals
- Ticket reservations and issuing terminals
- Check-in terminals
- Currency exchanger machines

### PRINTERS

Business offering printers leveraged by OKI's unique LED technology

- Color and monochrome LED printers and multi-function printers (MFP)
- Dot-impact printers

### EMS

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

- 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)

- 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 maintenance services for multi-vendor supporting products to the nationwide scale, fully leveraging our maintenance service facilities all-over Japan, one of the industry's broadest service network.

FY2013 (ended March 2014) Results	85.5
FY2014 (ending March 2015) Plan	84.0

- Provide clients with from higher-speed networks, full IP solutions, and integration of networks to virtualization and 4K/8K resolution systems
- 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

FY2013 (ended March 2014) Results	80.0
FY2014 (ending March 2015) Plan	84.0

FY2013 (ended March 2014) Results	23.4
FY2014 (ending March 2015) Plan	22.5

- 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

FY2013 (ended March 2014) Results	52.6
FY2014 (ending March 2015) Plan	52.0

- Introduce competitive strategic products designed for the global market 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

FY2013 (ended March 2014) Results	85.5
FY2014 (ending March 2015) Plan	120.0

- Enhance profitability by revising product line and sales strategy for the office printer market
- Intensify efforts in the office solutions market with solutions incorporating applications and A4 MFP strategic products
- Intensify efforts in the professional printing market with high-value-added printers, which functions include special color features

FY2013 (ended March 2014) Results	124.8
FY2014 (ending March 2015) Plan	128.0

FY2013 (ended March 2014) Results	5.1
FY2014 (ending March 2015) Plan	8.0

- 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
- Expand service provision processes beyond production to include design, staging, and other processes

	EMS	Other Businesses
FY2013 (ended March 2014) Results	37.1	17.6
FY2014 (ending March 2015) Plan	40.0	17.0

	EMS	Other Businesses
FY2013 (ended March 2014) Results	1.7	2.8
FY2014 (ending March 2015) Plan	2.0	2.5