
TO OUR STAKEHOLDERS

Centering on marketing and innovation as pivots for action, the OKI Group shift gears to growth with concerted efforts across the Group



In fiscal year 2013, the OKI Group achieved more profits than forecasts through concerted efforts to reach the targets, amid the gradually favorable business conditions in Japan and abroad.

Net sales grew by ¥27.3 billion year on year to ¥483.1 billion due to firm earnings at key segments, including the Info-Telecom Systems business, along with a lift from a weaker yen. Operating income climbed by ¥13.7 billion year on year to ¥27.2 billion due to fixed-cost cuts achieved via structural reforms and an impact of product mix improvement in the Printers business, in addition to a contribution from the weaker yen. Ordinary income rose by ¥16.4 billion from the previous year to ¥36.7 billion due to foreign exchange gains. Net income increased by ¥13.8 billion year on year to ¥27.4 billion, reflecting the booking of expenses arising from structural reforms in the Printers business etc.

Accordingly, in fiscal year 2013, we achieved most numerical targets announced in the Mid-term Business Plan 2013, which was released in October 2010. Over this span, we worked for growth and consolidation of our management foundation. It shows that our efforts have borne fruit now. Because we steadily accumulated profits and turned capable of paying our dividend again, we paid a year-end dividend of ¥3 per share in fiscal year 2013.

Fiscal year 2014 marks the first year of the Mid-term Business Plan 2016. We will accelerate our efforts to realize sustainable growth by shifting our focus from former “structural reforms” to “growth”, while we will secure stable profits at

core businesses. The Info-Telecom Systems business seeks to lock in solid demand in Japan and expand overseas operations, while the Printers business is working to improve its profitability by redefining its marketing strategy. Moreover, we will enter next-generation social infrastructure businesses and develop the medical and new energy fields in our maintenance and EMS businesses.

To maintain growth, building on the last results as a foundation, we aim to reach our fiscal year 2014 forecasts for sales of ¥525.0 billion, up ¥41.9 billion year on year, and operating income of ¥28.5 billion, up ¥1.3 billion. Through the year, we will work to secure results in progressing towards the targets in the Mid-term Business Plan 2016.

Our per-share dividend plan for fiscal year 2014 is to pay an interim dividend of ¥2 and a year-end dividend of ¥2 for an aggregate full-year dividend of ¥4. We will strive to return profits to our shareholders in a continuous and stable manner, while we regard it as one of the most important management issues.

I look forward to further support and cooperation of all our stakeholders.

July 2014



Hideichi Kawasaki

President

Ok Electric Industry Co., Ltd.