

# AT A GLANCE

## BUSINESS UNITS



## 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

Business providing communication systems and services to link people and goods

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

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

Business offering printers leveraged by OKI's unique LED technology

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

## 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

- IP multimedia systems/Optical network systems
- Next-generation home gateways
- Video delivery systems
- IP-PBX/Business telephone systems
- Call center systems
- Videoconferencing systems
- 920MHz band wireless multi-hop communication systems

- Flight control systems
- ITS-related systems (ETC, VICS, etc.)
- Disaster prevention administrative radio systems for municipalities
- Firefighting navigation systems
- Digital wireless communication systems for fire-fighting and emergency use
- VoIP bulletin systems
- Self-defense equipment

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

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

- 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"> <li>Integrate systems from the storefront to the back office and provide development, operation, and maintenance of various information utilizing between systems by integrated CRM solutions</li> <li>Provide total services through operations management with the EXaaS™ managed cloud service</li> <li>Expand market share by creating packages of powerful business solutions, and marketing them to new customers</li> <li>Expand maintenance services for multi-vendor supporting products to the nationwide scale, fully leveraging our maintenance service facilities all-over Japan</li> </ul>	<p>FY2014 (ended March 2015) Results <b>83.9</b></p> <p>FY2015 (ending March 2016) Plan <b>82.0</b></p>	
<ul style="list-style-type: none"> <li>Provide systems addressing virtualization, systems for telecom system migration to enable service diversification, and upgrading of networks</li> <li>Expand enterprise systems business by forming alliances to strengthen our product lineup and sales and providing one-stop solutions</li> <li>Offer xEMS (energy management systems) and Smart Network solutions for the IoT (Internet of Things) market by leveraging 920MHz band wireless multi-hop network technologies</li> </ul>	<p>FY2014 (ended March 2015) Results <b>88.9</b></p> <p>FY2015 (ending March 2016) Plan <b>75.0</b></p>	<p>FY2014 (ended March 2015) Results <b>25.9</b></p> <p>FY2015 (ending March 2016) Plan <b>24.0</b></p>
<ul style="list-style-type: none"> <li>Develop user-friendly systems that are safe, secure, and comfortable using wireless, control systems, and other technologies</li> <li>Provide equipment with excellent operability, to respond to the needs of customers</li> </ul>	<p>FY2014 (ended March 2015) Results <b>58.9</b></p> <p>FY2015 (ending March 2016) Plan <b>46.0</b></p>	
<ul style="list-style-type: none"> <li>Introduce competitive strategic products designed for the global market and expand ATM sales in China, Russia, Indonesia, Brazil, and other countries</li> <li>Leverage strengths in banknote transportation technology and develop products in Japan and overseas that address customers' needs</li> </ul>	<p>FY2014 (ended March 2015) Results <b>120.7</b></p> <p>FY2015 (ending March 2016) Plan <b>137.0</b></p>	
<ul style="list-style-type: none"> <li>Enhance profitability by revising product line and sales strategy for the office printer market</li> <li>Intensify efforts in the office solutions market with solutions incorporating applications and MFP strategic products</li> <li>Intensify efforts in the professional printing market with high-value-added printers, which functions include special color features</li> </ul>	<p>FY2014 (ended March 2015) Results <b>129.3</b></p> <p>FY2015 (ending March 2016) Plan <b>140.0</b></p>	<p>FY2014 (ended March 2015) Results <b>6.7</b></p> <p>FY2015 (ending March 2016) Plan <b>7.0</b></p>
<ul style="list-style-type: none"> <li>Strengthen alliances among Group companies and establish the framework to meet various needs of customers</li> <li>Focus on high-end-type EMS market where high-level <i>monozukuri</i> (manufacturing) capabilities are required</li> <li>Expand service provision processes beyond production to include design, staging, and other processes</li> </ul>	<p>■ EMS ■ Others</p> <p>FY2014 (ended March 2015) Results <b>40.3</b> <b>18.1</b></p> <p>FY2015 (ending March 2016) Plan <b>46.0</b> <b>19.0</b></p>	<p>■ EMS ■ Others</p> <p>FY2014 (ended March 2015) Results <b>2.0</b> <b>3.5</b></p> <p>FY2015 (ending March 2016) Plan <b>2.5</b> <b>3.5</b></p>