

## TO OUR STAKEHOLDERS

### **We are creating the business foundation for fulfilling the Mid-term Business Plan 2016 and to support sustaining growth in the future.**

In fiscal year 2014, the OKI Group increased net sales and operating income in all business segments year on year and turned in a performance that exceeded expectations.

Net sales grew by ¥57.1 billion year on year to ¥540.2 billion on solid performances in all business segments led by the Info-Telecom Systems business. Operating income rose ¥5.2 billion to ¥32.4 billion supported by an increased sales volume in the Info-Telecom Systems business and an improved product mix in the Printers business. Ordinary income increased ¥1.2 billion to ¥37.9 billion despite a decline in foreign exchange gains, and net income rose ¥5.7 billion to ¥33.1 billion, helped in part by the disappearance of expenses arising from the structural reform last fiscal year.

We believe our performance in fiscal year 2014 was an extremely solid first year for the Mid-term Business Plan 2016. Reflecting the strengthening of shareholders' equity as we accumulate profits, we paid per-share dividends of ¥2 at the midterm and ¥3 at the year-end for a total dividend payout of ¥5 per share in fiscal year 2014.

In fiscal year 2015, we will steadily solidify the foundation for achieving the targets of the Mid-term Business Plan 2016. In the ATM business, which is a growing sector for us, we will ensure business base in China while accelerating development in other emerging country markets and also actively developing the ATM market in Brazil. In the Printers business, we will stimulate sales by providing new products and augmenting our sales channel support.

In Japan, we will move toward the full-fledged launch of the next-generation social infrastructure business and seek to steadily capture the firm undertone of domestic demand. We will also seek to accelerate our business growth through active investment aimed at expanding sales and production capacity.

Based on these activities, we project net sales of ¥545.0 billion, representing an increase of ¥4.8 billion year on year, and operating income of ¥30.0 billion, a decline of ¥2.4 billion. We project net income of ¥22.0 billion, a decline of ¥11.1 billion due mainly because we do not expect a weak-yen effect contribution to non-operating income.

Our per-share dividend plan for fiscal year 2015 is to pay an interim dividend of ¥2 and a year-end dividend of ¥3 for an aggregate full-year dividend of ¥5. OKI considers shareholder return as a management priority and will continue striving to return profit to shareholders in a continuous and stable manner.

I look forward to the ongoing support and cooperation of our stakeholders.

July 2015



*Hideichi Kawasaki*

Hideichi Kawasaki  
President  
Oki Electric Industry Co., Ltd.