

Communicating with Shareholders and Investors

OKI recognizes the importance of communication and is committed to the fair and timely disclosure of corporate information.

Focal Points for the Year Ended March 2007

- Reinforcement of communication with individual investors and foreign investors

Main Initiatives in the Year Ended March 2007

- Started distributing email newsletters to institutional investors overseas
- Increased subscribers to email newsletters for individual investors
- Relunched website for investors

Focal Points for the Year Ending March 2008

- Enhance IR events for Japanese institutional investors (business seminars, factory tours, etc.)

OKI Group Investor Relations Activities

The OKI Group appropriately discloses useful information to shareholders and investors in a timely manner, including corporate information, management strategies and operating results. Disclosure of this information improves management transparency and provides the market with an accurate understanding of the company's financial condition. We proactively engage in IR activities to build trust and raise corporate value.

The OKI Group recognizes that appropriately utilizing the views of the market in management practices and business activities serves to further increase operating efficiency and raise corporate value. Based on this, the CEO and the rest of the management team conduct investor briefings, hold IR meetings and engage in various other communication activities. In addition, in April 2007 we integrated our IR unit into the Business Management and Promotion Division in order to more closely link investor relations to management.

Going forward, the OKI Group intends to appropriately disclose information at an even faster rate while complying with the Company Law, Financial Instruments and Exchange Law and amendment to disclosure rules of the Tokyo Stock Exchange.

Investor Briefings and IR Meetings

OKI has held quarterly results announcements since the first quarter of the year ended March 2004. At briefings for institutional investors, which are held in conjunction with results announcements, the CEO and other members of the management team discuss not only financial information but also the company's vision and management strategies.

Apart from results announcements, we also proactively hold individual IR meetings with institutional investors in Japan and overseas, where we go over a broad range of topics, including management and business strategies and individual products and technologies. Tours of our business facilities are also



A results briefing (February 2007)

conducted. These are some of the examples of the ways we are working to ensure institutional investors in Japan and overseas gain an accurate understanding of the OKI Group.

Communicating Via Our IR Website and email Newsletters

OKI has an IR website where a range of investor information, including financial data, is posted simultaneously in English and Japanese in order to maintain fairness in information disclosure. We also send out email newsletters as needed to over 2,700 people, including institutional investors and people that have signed up for it on our website. The newsletters are sent out via email and includes the latest financial results, information on filings to securities exchanges, press releases on new products, new services and other topics, and information on updates to our IR website. We have also sent out an English version of the newsletters since the year ended March 2007. In addition, on our site for individual investors, we provide easy-to-understand content using video and voice that conveys information on the company.

These efforts have resulted in our IR site receiving awards for excellence in Internet IR from Daiwa Investor Relations for six consecutive years.



Our relaunched website for investors

Thoroughly Preventing Insider Trading

In addition to appropriate and timely disclosure to shareholders and investors, the OKI Group has also taken steps to prevent insider trading in order to protect shareholders and investors and help ensure the integrity of securities markets. We have appointed insider information officers who judge whether information should be classified as insider information and manage the process of designating insider information and removing that designation. We also conduct training for employees to ensure full group compliance with insider trading prevention regulations as a part of our risk management activities.

Evaluations by SRI Assessment Organizations

Socially responsible investing involves making the decision to invest in a company not only due to financial considerations but also based on its stance toward society, the environment and other social responsibilities.

As of May 2007, OKI has been included in the following SRI indices.



Employee Perspective

OKI holds around 200 IR meetings every year, which include management briefings conducted by upper management, individual meetings conducted by the IR unit, and tours of business facilities. We use various media and tools, including our IR website, email newsletters and annual report, to convey useful information on the OKI Group to as many shareholders and investors as possible. We intend to continue to quickly and appropriately disclose information while taking care to ensure that the information we provide is fair and up to date.



Keiko Miyaji
Investor Relations,
Business Management
and Promotion Division

Promotion of Compliance with Laws and Regulations

Improvement of Customer Satisfaction

Good Communication with Shareholders and Investors

Respect for Employees

Consideration for the Environment

Social Contribution

Communication With All Categories of Stakeholders

The OKI Group also works to communicate with stakeholders other than shareholders and investors.

OKI Information and Telecom Convergence Solution Fair 2006

The OKI Group holds this fair every year to showcase its products and services and directly communicate with customers. The year ended March 2007 fair, which was held over three days from November 9 to November 11, had the slogan, "Experience Ubiquitous Services and the e-Society," and featured exhibits of the latest solutions and cutting-edge technologies as well as lectures and seminars with opinion leaders in various fields. The break area displayed panels that introduced OKI's various CSR activities. Some 4,700 customers attended and learned about the multifaceted initiatives of the OKI Group.

November 11, the final day of the event, was designated as "family day" for employees and former employees of the OKI Group and their families.

In addition to the regular exhibitions, we also ran a class that taught elementary school children about the workings of telephones and the movements of robots in an easy-to-understand manner.



The class for kids conducted on "family day"

Sharing Information Through Supplier Briefings

OKI holds goodwill parties, and briefings on business policies and production plans at its various production sites in order to maintain close communication with its business partners.

Strengthening Communication Between Top Management and Employees

The OKI Group works to maintain two-way communication between top management and employees. Monthly discussion sessions are held by the CEO to discuss business plans and administrative issues with small numbers of employees at various levels in the organization. The details of these discussions are conveyed to all employees via the company's intranet. In addition, twice every year the CEO personally visits the group's major business sites to explain management plans and policies in a face-to-face setting.

Reporting on NPO Activities

In order to deepen our employees' understanding of the activities of non-profit organizations with which we collaborate with on social contribution activities, every year the OKI Group invites two of the NPOs we support via the OKI 100 Yen Fund for Love to come to the company and report on its activities.

In the year ended March 2007, presentations were given by Peoples Hope Japan, an organization involved in providing medical assistance to developing countries in Asia, and Action with Lao Children, which establishes libraries at schools in Laos and supports the publication of children's books.



Representatives of Action with Lao Children reporting on the organization's activities