

Component Products



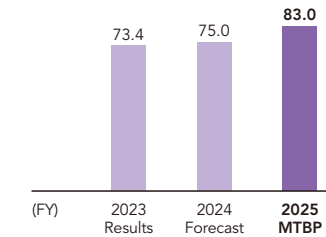
Takashi Inoue
Executive Officer
Head of Component Products Division

Message from Head of the Division

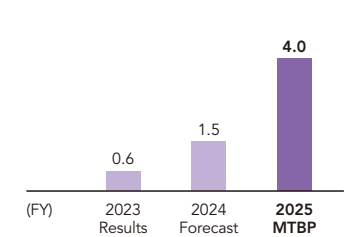
We develop and manufacture OKI products centered on core technologies such as sensing, AI, communication, and output, to sell them widely to domestic and international customers through our globally expanded sales channels.

We provide LED printers known for their durability and space-saving features, products for business communication such as business phones and systems for call centers, and Edge devices that can realize sensor networks by utilizing sensing technologies and AI. Our role is to supply competitive products that strengthen OKI's solutions business for other internal divisions, while also selling extensively to our partners. In particular, we are actively expanding overseas, leveraging our printer sales network to tap into the globally growing infrastructure monitoring market with our Edge devices.

Net Sales
(Billions of yen)



Operating Income
(Billions of yen)



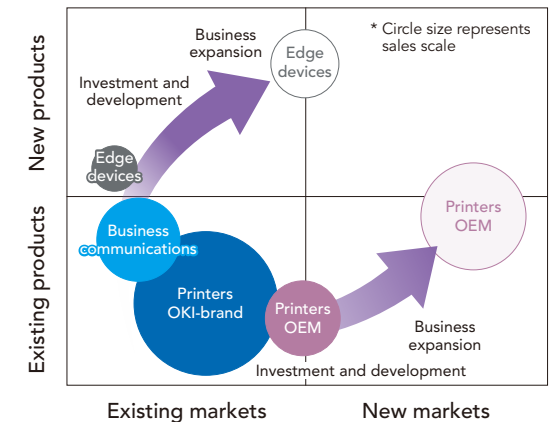
Business Overview

The printer and business communication markets are generally considered mature and are expected to see a slight decline in the future. However, in the printer market, efforts to reduce the burden of development costs across companies are progressing, leading to an increase in opportunities for OKI to leverage its strengths by offering OEM printer engines and engage in joint development. In the area of Edge devices, the global market for carbon neutrality and infrastructure monitoring is expected to expand. Given OKI's strengths in energy-saving, wireless technology, and environmental durability, we anticipate growth in sales moving forward.



Business Policy

Under the Medium-Term Business Plan 2025, we aim to stabilize profits by promoting structural reforms in our two core business areas (as shown in the diagram on the right: OKI-branded printers and business communications). This includes reviewing product lineups, reallocating personnel, and optimizing development investments. Additionally, we will make proactive investments in key focus areas, fostering growth in the Edge device and printer OEM businesses, with the goal of achieving 100 billion yen in sales and a 7% operating profit margin by fiscal year 2031.



Understanding the Business Environment	
Opportunities	<ul style="list-style-type: none"> In a mature market expected to shrink (with declining sales), as development investments become burdensome for many companies, there are increasing opportunities in the printer engine OEM business, one of OKI's strengths Expanding demand for products that contribute to solving social issues such as infrastructure monitoring for aging infrastructure, increasing severity of natural disasters, and environmental conservation, including carbon-neutral solutions
Threats	<ul style="list-style-type: none"> Continued market contraction due to the maturation of the printer and business communication markets Rising costs associated with compliance due to stricter regulations in such areas as the environment, security, and human rights

Business Strengths and Possible Issues/Challenges	
Strengths	<ul style="list-style-type: none"> Track record of collaboration with major partner companies in expanding the printer OEM business Assets from a global sales network developed through the printer business Technical expertise in LED, durability, and space-saving solutions cultivated through printer development Communication technology developed through business phone and wireless terminal development, along with sensor technology utilizing frequency analysis
How to address possible issues/challenges	<ul style="list-style-type: none"> Enhancing profitability by continuing structural reforms in the printer and business communication businesses Securing new OEM business partners Entering new markets, such as environmental conservation and disaster prevention, by developing unique products that leverage strong existing technologies

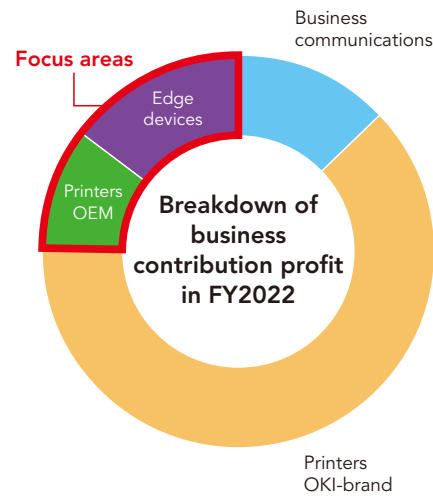
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Medium-Term Business Plan 2025 (First Stage of Steering toward Growth)

In the printer business, we will continue to expand sales by targeting markets with high printing demand, such as distribution, logistics, and pharmaceuticals. By leveraging OKI's strengths in durability, space-saving design, and simple structure (which makes maintenance easy), we aim to secure a stable market position through the expansion of our OEM offerings and joint development with other companies.

In terms of business communications, we plan to enhance functionalities for environments where communication is crucial, such as field operations and customer interaction points. This will allow us to uncover new needs and expand the use of our solutions, moving beyond the office environments where web conferencing tools are predominantly used.

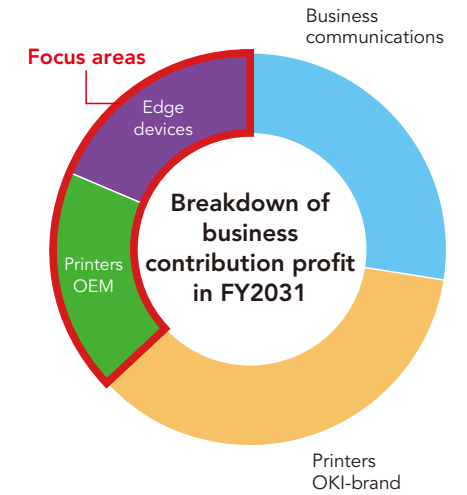
For Edge devices, we will continue to refine our highly valued power-free and energy-saving technologies, which are recognized in the infrastructure market, while strengthening our product lineup. Additionally, we plan to promote overseas expansion by utilizing the global sales network developed through our printer business.



Vision for 2031 (Beyond the Second Stage of Steering toward Growth)

In the shrinking printer and business communication markets, we will enhance profitability by reviewing product lineups and streamlining fixed costs, turning these into stable businesses.

Meanwhile, we will expand investment in Edge devices, which hold strong future potential, and cultivate them into the next core business pillar. Our role will be to create and supply products that contribute to society, such as remote monitoring solutions to ensure the safety of infrastructure—including railways, roads, and power systems—and to protect lives from disasters such as river flooding and landslides. By doing so, we will play a key role in providing solutions that ensure the well-being of society.



TOPICS Value Creation Material Issue | Safe and Convenient Social Infrastructure

The infrastructure monitoring market is expected to grow globally, driven by the increasing frequency of natural disasters, with an anticipated compound annual growth rate (CAGR) of over 10%.

The Zero Energy IoT series, positioned as the flagship product of the Edge device business, provides infrastructure monitoring functions to ensure the safety and security of social infrastructure in the face of aging infrastructure and intensifying natural disasters. These environmentally contributing products offer high power generation efficiency through compact solar panels, combined with energy-saving functions that allow

long-term operation. The product lineup includes accelerometers, water level gauges, and high-sensitivity cameras that provide clear images even at night. These devices are used in monitoring the structural integrity of roads and bridges, as well as flood monitoring for rivers and reservoirs. Domestically, the system is being adopted for remote monitoring of landslides along railway lines and detecting bridge pillar tilts caused by riverbed erosion, contributing to the safe operation of railways. Internationally, monitoring demonstrations will begin in Türkiye and Indonesia in fiscal year 2024.

Edge Devices – Zero Energy IoT Series



Ultrasonic water level gauge



High-sensitivity camera

Example Use Cases

Bridges and rivers



- Dangerous water levels
- Bridge pillar tilts

Slopes and embankments



- Slope displacement
- Landslides

OKI Environmentally Contributing Products: www.oki.com/global/sustainability/eco/product/ecosolu.html