



# Appendix



# New products (Imaging & Solutions - Document)

|                  | FY2013/03 | FY2014/03 | FY2015/03 | FY2016/03 |
|------------------|-----------|-----------|-----------|-----------|
| <b>Color MFP</b> |           |           |           |           |
| <b>Mono MFP</b>  |           |           |           |           |
| <b>A4 MFP</b>    |           |           |           |           |



# New products (Production Printing)

Color  
Continuous  
Form



**InfoPrint5000**



**InfoPrint5000VP**



**Pro VC60000**

Color  
Cut  
Sheet

Heavy



**Pro C9110**



**Pro C9100**

Mid



**Pro C900**



**Pro C901**



**Pro C720**



**Pro C751**



**Pro C651**



**Pro C7110S**



**Pro C7100S**

Light



**Pro C5110S**



**Pro C5100S**

Color  
Wide Format  
Inkjet



**MP CW2200**



**Pro L4000**

**FY09/03 - FY12/03**

**FY13/03**

**FY14/03**

**FY15/03**

# FY2016/03 Q2 profit statement

| (billions of yen)                        |              | FY2014/03<br>Q2 result | FY2015/03<br>Q2 result | Y-o-Y Comparison |           |                            |
|--|--------------|------------------------|------------------------|------------------|-----------|----------------------------|
|  |              |                        |                        | Change           | Change(%) | Change(%)<br>without Forex |
| Sales                                    | (Japan)      | 189.1                  | <b>187.1</b>           | -2.0             | -1.1%     | -1.1%                      |
|  | (Overseas)   | 336.8                  | <b>368.8</b>           | +31.9            | +9.5%     | +1.2%                      |
|  | Total        | 526.0                  | <b>556.0</b>           | +29.9            | +5.7%     | +0.4%                      |
| Gross profit                             |              | 227.1                  | <b>221.8</b>           | -5.2             | -2.3%     |                            |
|  | sales %      | 43.2%                  | <b>39.9%</b>           |                  |           |                            |
| SG&A                                     |              | 198.4                  | <b>186.4</b>           | -11.9            | -6.0%     |                            |
|  | sales %      | 37.7%                  | <b>33.5%</b>           |                  |           |                            |
| Operating profit                         |              | 28.6                   | <b>35.4</b>            | +6.7             | +23.5%    |                            |
|  | sales %      | 5.5%                   | <b>6.4%</b>            |                  |           |                            |
| Profit before income tax expenses        |              | 29.7                   | <b>34.1</b>            | +4.3             | +14.5%    |                            |
|  | sales %      | 5.7%                   | <b>6.1%</b>            |                  |           |                            |
| Profit attribute to owners of the parent |              | 18.8                   | <b>21.5</b>            | +2.6             | +14.1%    |                            |
|  | sales %      | 3.6%                   | <b>3.9%</b>            |                  |           |                            |
| EPS (Yen)                                |              | 26.07                  | <b>29.74</b>           | +3.67            |           |                            |
| Exchange rate                            | US \$1       | 103.95                 | <b>122.29</b>          | +18.34           |           |                            |
|  | (Yen) Euro 1 | 137.77                 | <b>136.03</b>          | -1.74            |           |                            |

### <Investment>

| (billions of yen)                       | FY15/03<br>Q2 | FY16/03<br>Q2 |
|---|---------------|---------------|
| R&D                                     | 30.2          | 30.6          |
| % on sales                              | 5.7%          | 5.5%          |
| CAPEX                                   | 20.4          | 20.3          |
| Depreciation<br>(tangible fixed assets) | 18.3          | 17.2          |

### <FY2016/03 Q2 forex assumptions>

|       | Q2<br>forecast |
|-------|----------------|
| 1US\$ | 120.00JPY      |
| 1Euro | 125.00JPY      |

# Statement of Financial Position as of Sep 30, 2015



## Assets

| (billions of yen)              | As of<br>Sep 30, 2015 | Dif f. from<br>Mar 31, '15 |
|--------------------------------|-----------------------|----------------------------|
| <b>Current Assets</b>          | <b>1,278.7</b>        | <b>+62.3</b>               |
| Cash & time deposits           | 180.9                 | +42.3                      |
| Trade and other receivables    | 552.8                 | -0.6                       |
| Other current assets           | 271.2                 | +11.1                      |
| Inventories                    | 227.5                 | +3.0                       |
| Other current assets           | 46.1                  | +6.4                       |
| <b>Non-current assets</b>      | <b>1,536.6</b>        | <b>+22.8</b>               |
| Property, plant and equipment  | 278.1                 | +1.5                       |
| Goodwill and intangible assets | 434.5                 | -1.2                       |
| Other financial assets         | 623.9                 | +22.1                      |
| Other non-current assets       | 199.9                 | +0.3                       |
| <b>Total Assets</b>            | <b>2,815.3</b>        | <b>+85.1</b>               |

Exchange rate as of Sep 30, '15: (Diff. from Mar 31, '15)

US\$ 1 = ¥ 119.96 (+2.28)

EURO 1 = ¥ 134.97 (+6.91)

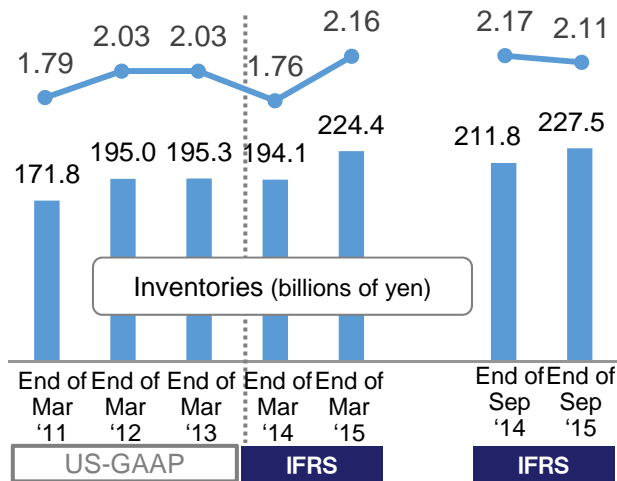
## Liabilities and Equity

| (billions of yen)  | As of<br>Sep 30, 2015 | Dif f. from<br>Mar 31, '15 |
|--|-----------------------|----------------------------|
| <b>Current Liabilities</b>                               | <b>794.4</b>          | <b>+22.3</b>               |
| Bonds and borrowings                                     | 222.0                 | +0.0                       |
| Trade and other payables                                 | 255.5                 | -21.4                      |
| Other current liabilities                                | 316.8                 | +43.7                      |
| <b>Non-current liabilities</b>                           | <b>844.1</b>          | <b>+40.4</b>               |
| Bonds and borrowings                                     | 615.0                 | +46.5                      |
| Accrued pension&retirement benefits                      | 136.5                 | -7.5                       |
| Other non-current liabilities                            | 92.5                  | +1.4                       |
| <b>Total Liabilities</b>                                 | <b>1,638.6</b>        | <b>+62.7</b>               |
| <b>Total equity attributable to owners of the parent</b> | <b>1,107.2</b>        | <b>+23.0</b>               |
| <b>Noncontrolling Interest</b>                           | <b>69.5</b>           | <b>-0.5</b>                |
| <b>Total Equity</b>                                      | <b>1,176.7</b>        | <b>+22.4</b>               |
| <b>Total liabilities and Equity</b>                      | <b>2,815.3</b>        | <b>+85.1</b>               |
| <b>Total debt</b>  | <b>837.1</b>          | <b>+46.5</b>               |

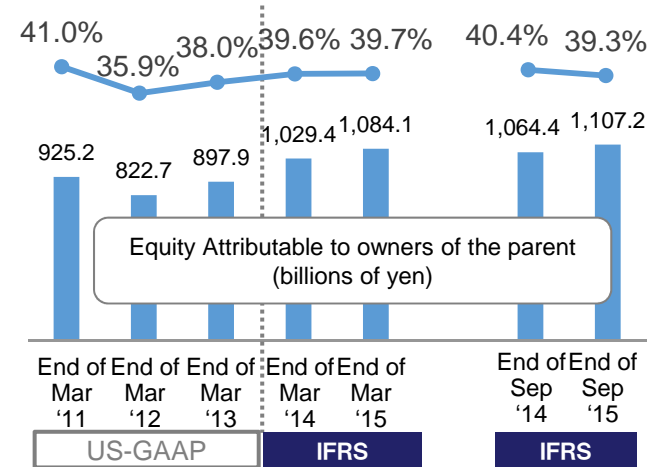


# Statement of Financial Position as of Sep 30, 2015

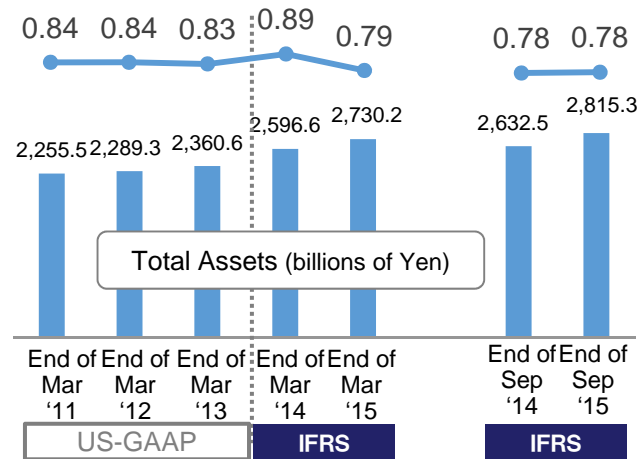
Inventories/Averaged cost of sales ratio(month)



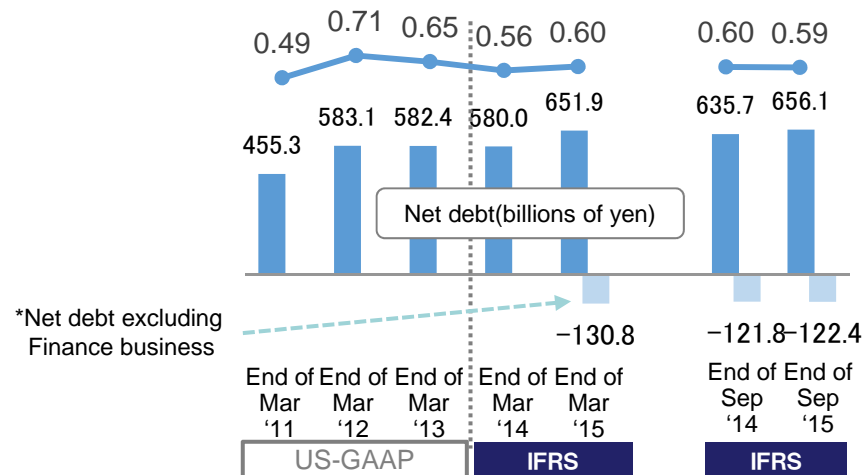
Equity attributable to owners of the parent ratio (Equity ratio)



Total assets turn over (per month)



Net debt/equity ratio (multiplies)



Due to the change in lease transaction reporting, Inventories/Averaged cost of sales ratio and Total assets turnover in end of June, 2014 and end of March, 2015 have been adjusted to conform to the current year figures.



# <Appendix> Calculation information FY2016/03 1H Financial Statements excluding Finance Businesses



\*Finance: Finance business Ricoh conducts globally

**1.Profit Statement** (billions of yen)

|                  | Consolidated | Products & Services | Finance |
|------------------|--------------|---------------------|---------|
| Sales            | 1,095.1      | 1,065.9             | 69.9    |
| Operating profit | 56.1         | 40.5                | 15.5    |

**2.Statement of Financial Position**

|                       | Consolidated | Products & Services | Finance |
|-----------------------|--------------|---------------------|---------|
| Assets                | 2,815.3      | 1,921.3             | 1,103.3 |
| Financial Assets      | 888.3        | -                   | 888.3   |
| Liabilities           | 1,638.6      | 908.4               | 939.4   |
| Interest-bearing debt | 837.1        | 186.6               | 809.0   |
| Total Equity          | 1,176.7      | 1,012.8             | 163.8   |
| Net debt              | 656.1        | △122.4              | 778.6   |

**3.Statement of Cash Flow**

|                | Consolidated | Products & Services | Finance |
|----------------|--------------|---------------------|---------|
| Free cash flow | 9.5          | 6.0                 | 3.5     |

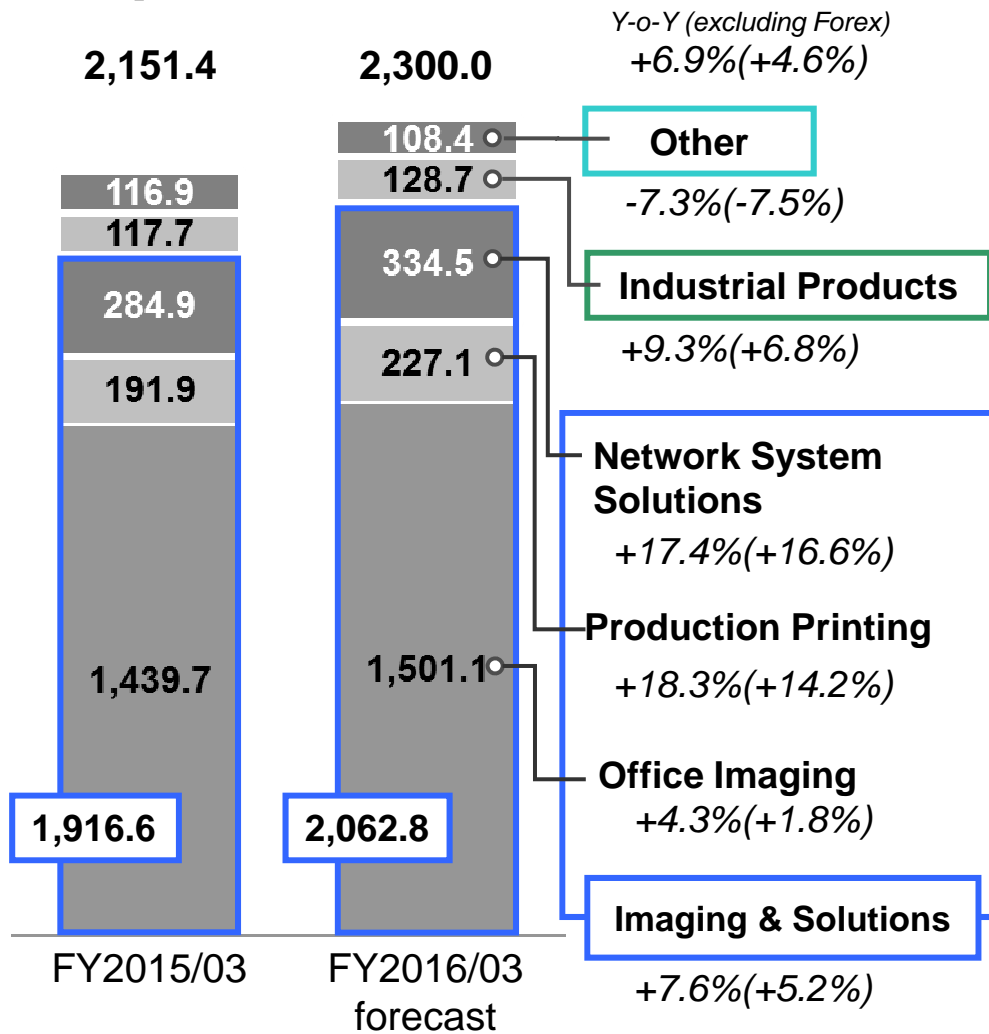
**<Key Financial Ratios>**

|                        | Consolidated | Products & Services |
|------------------------|--------------|---------------------|
| Equity ratio           | 39.3%        | 52.7%               |
| D/E ratio              | 75.6%        | 18.5%               |
| Total assets turn over | 0.78         | 1.11                |

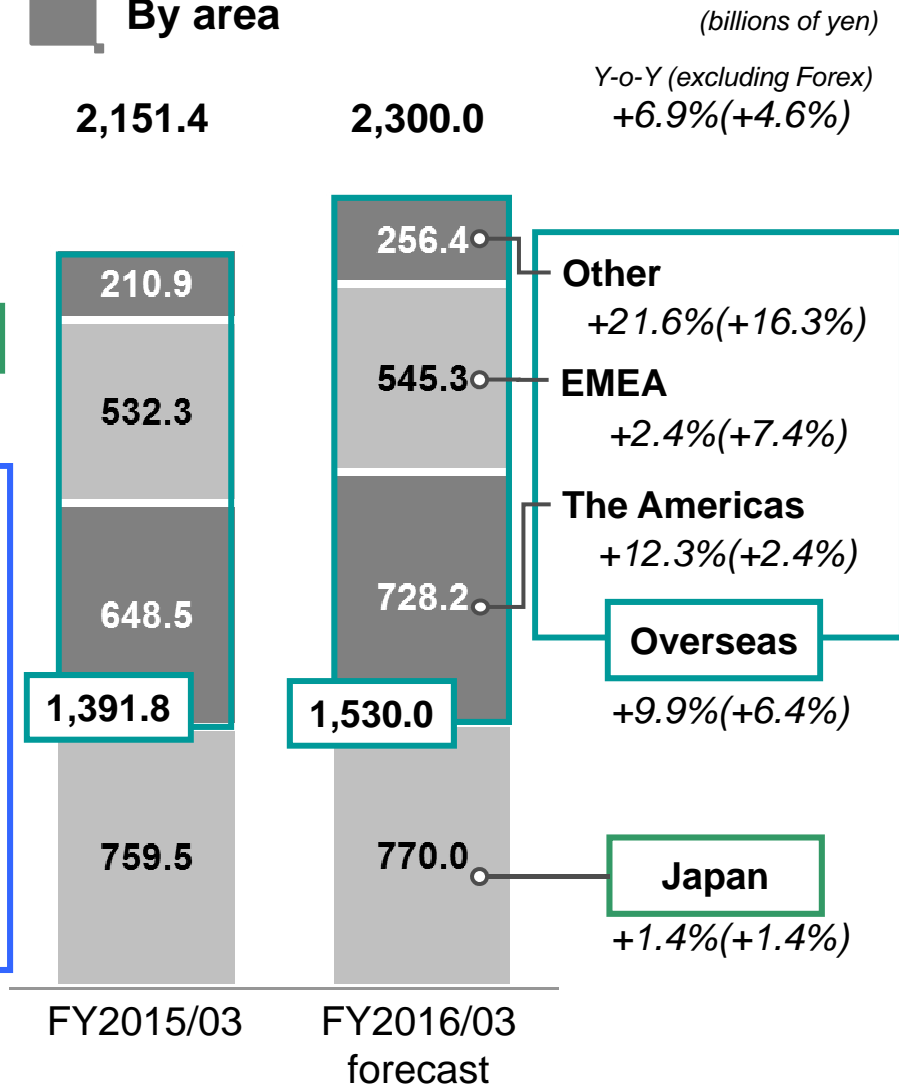
This chart includes approximate calculations.

# FY2016/3 sales forecast by category

## By product category



## By area





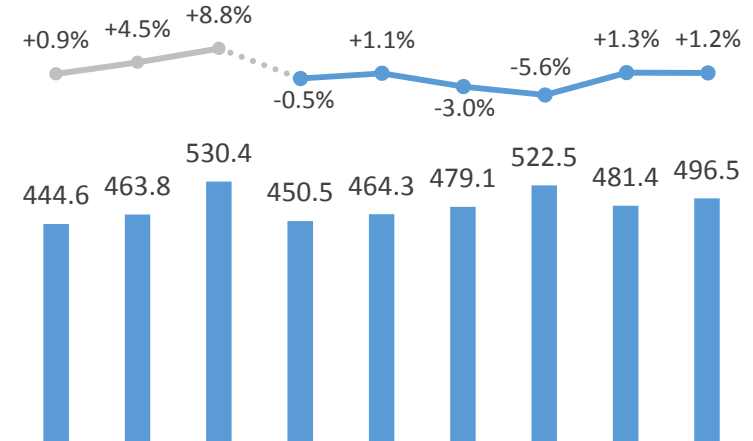
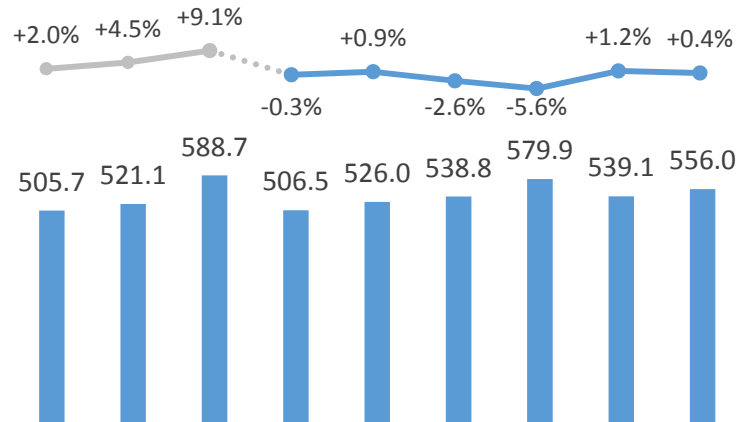
# P/L by business segment (1)

## Consolidated

## Imaging & Solutions

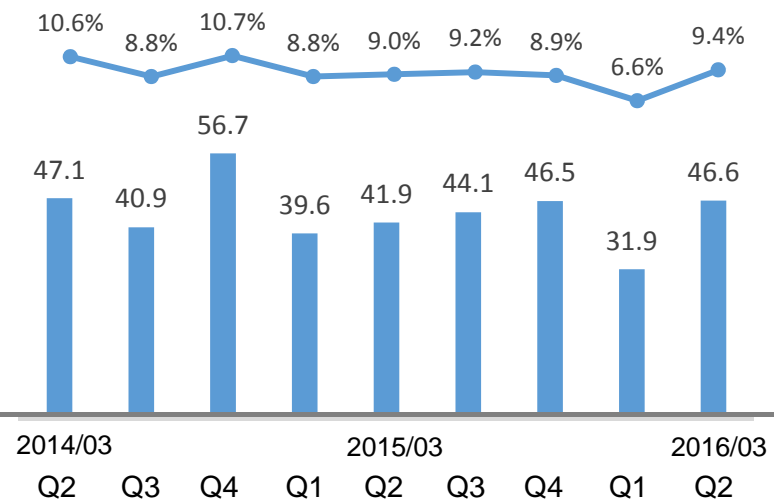
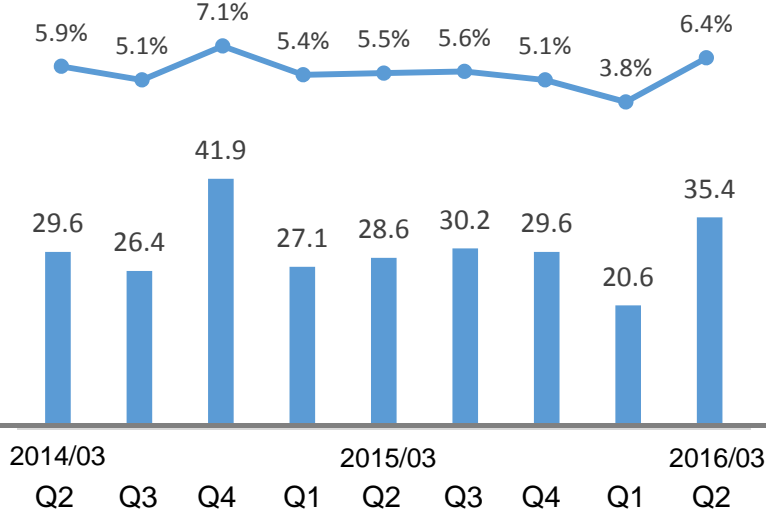
### Sales

■ Sales(bil.)  
● Change (ex. Forex)



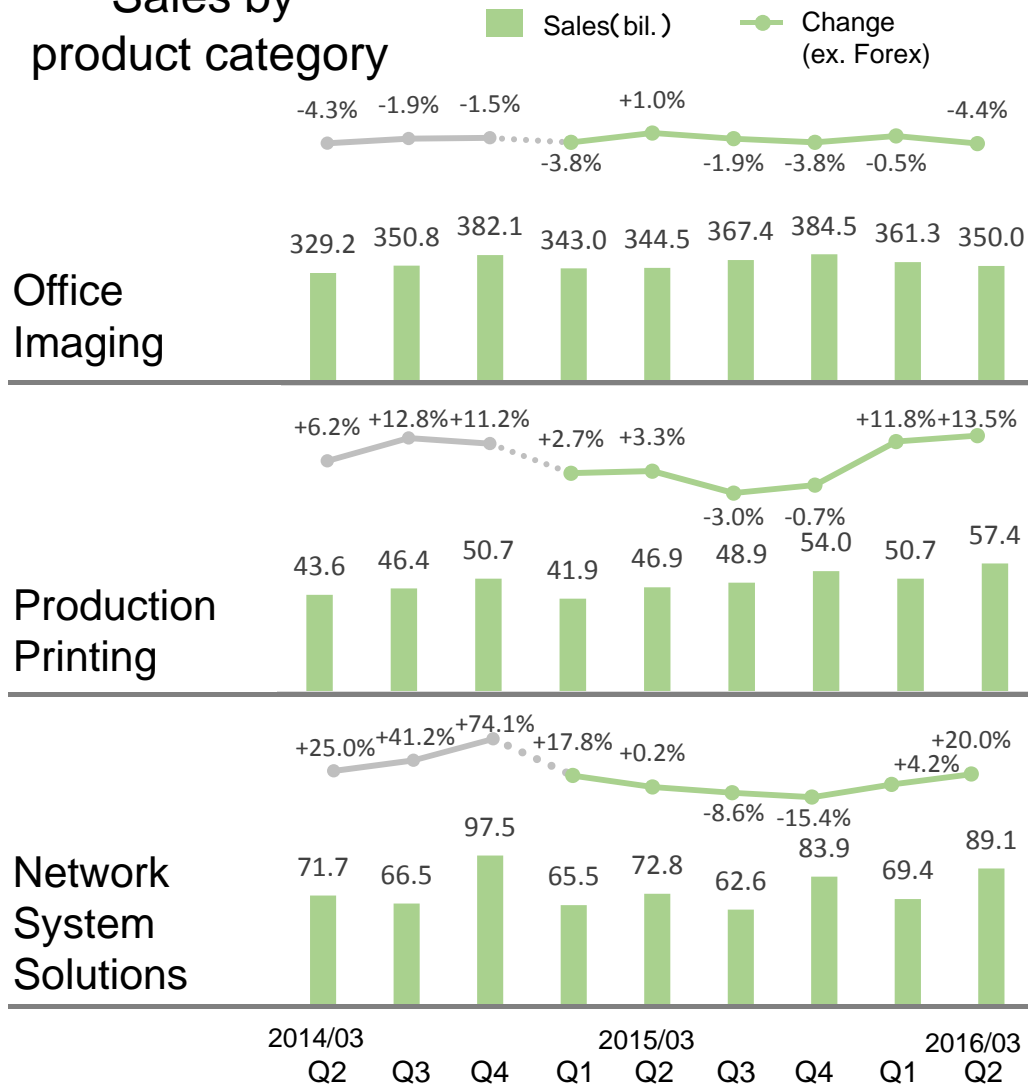
### Operating Profit

■ OP(bil.)  
● OP margin



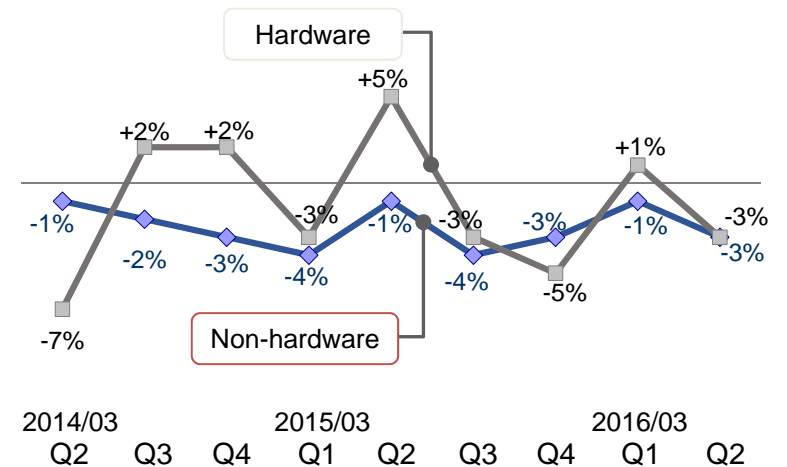
# Imaging & Solutions supplement

## Sales by product category



## < MFP / Printer / PP combined y-o-y >

(Value, excluding Forex)



See Appendix for more data

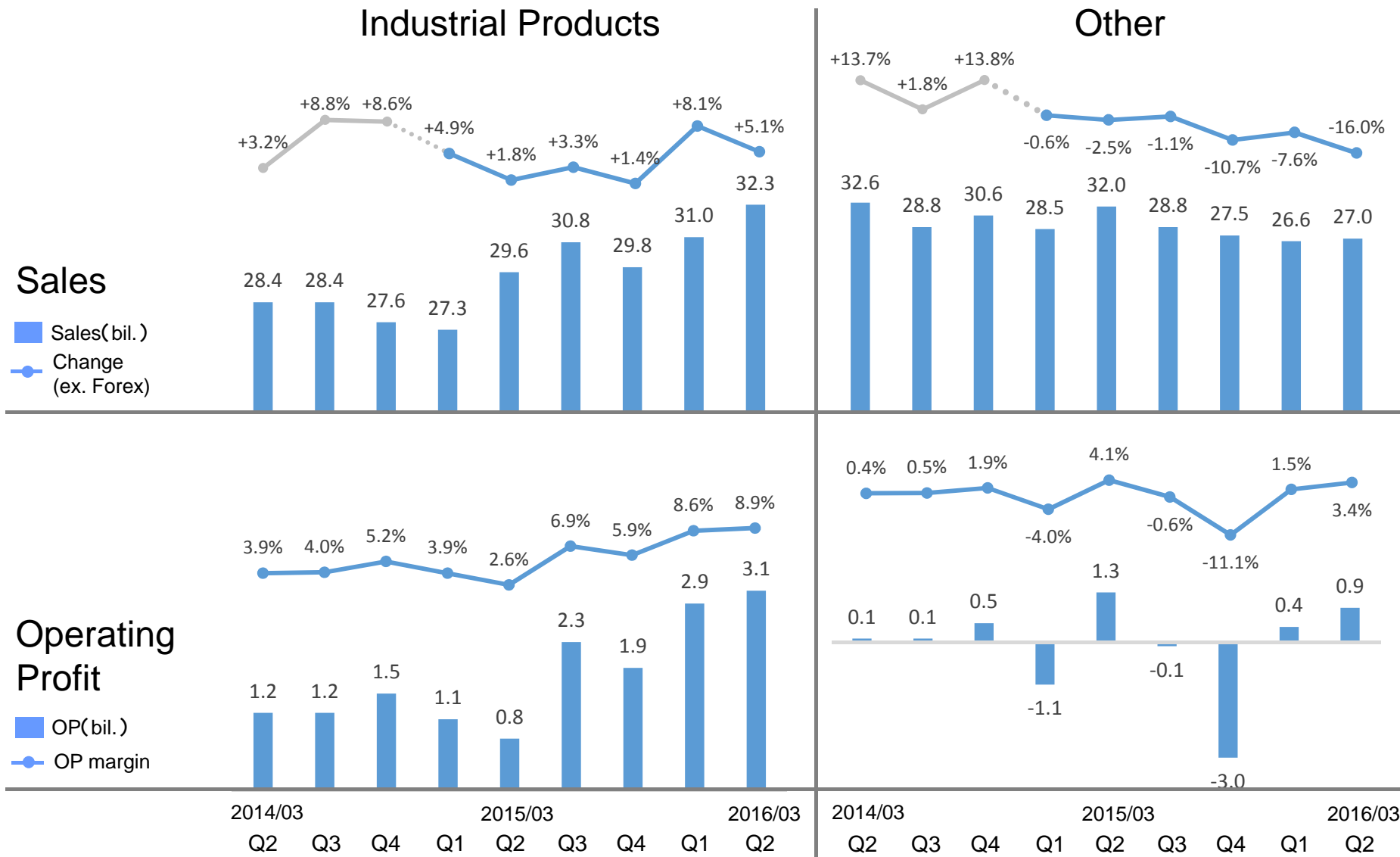
## < Products & Services sales y-o-y >

(Value, excluding Forex)

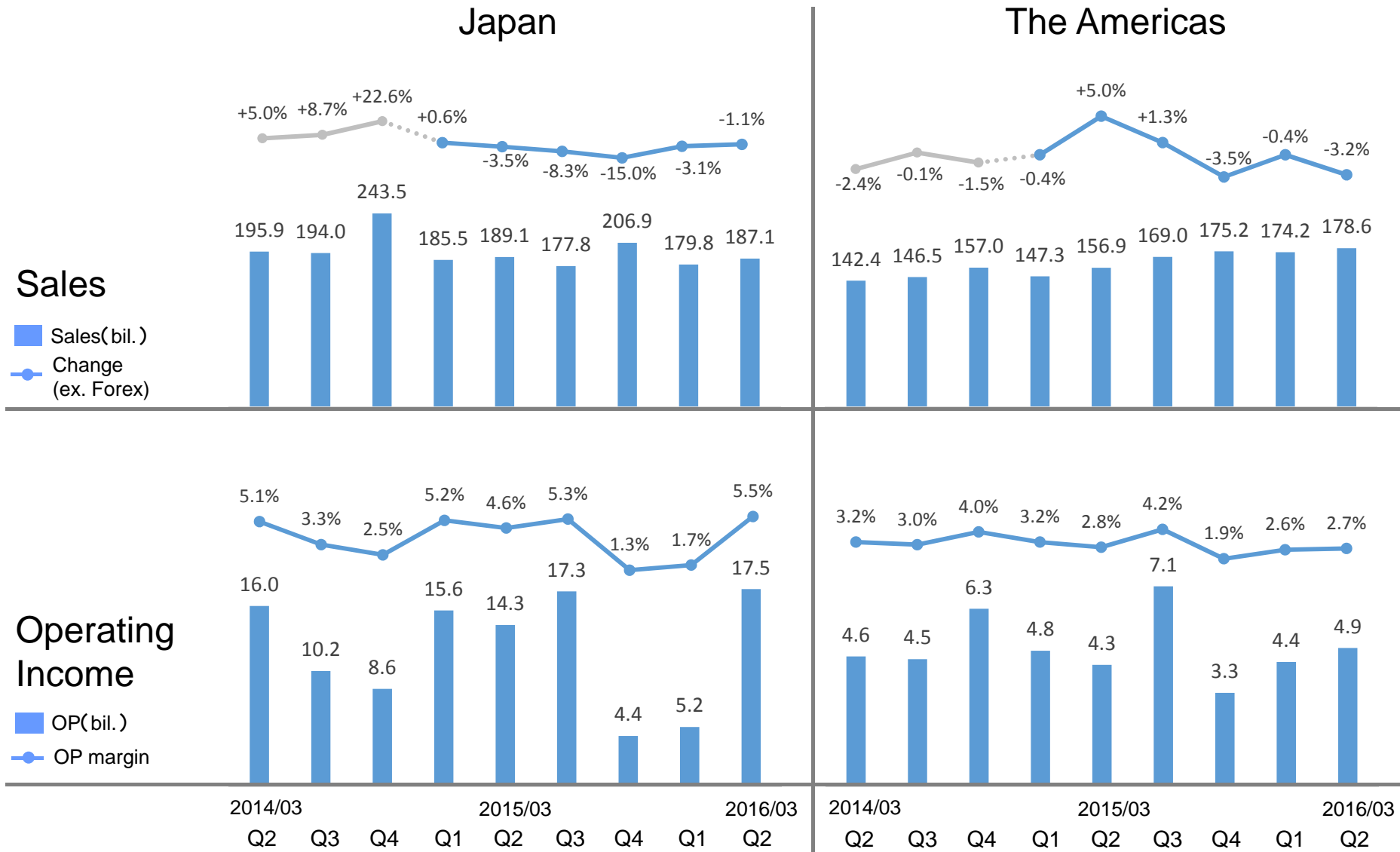
|                    | Black & White | Color |
|--------------------|---------------|-------|
| MFP                | -13%          | +0%   |
| Office Printer     | +5%           | -6%   |
| PP(Cut Sheet type) | +1%           | +28%  |
| .....              |               |       |
| Services*          | +9%           |       |

(\*Document, IT services excluding hardware sales of PC)

# P/L by business segment (2)



# P/L by geographic segment (1)



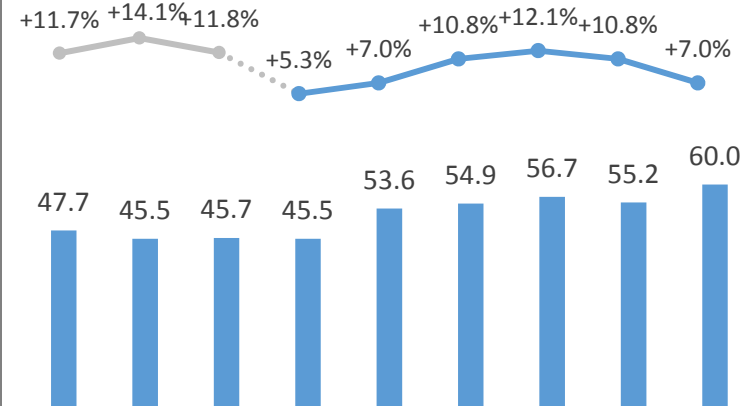
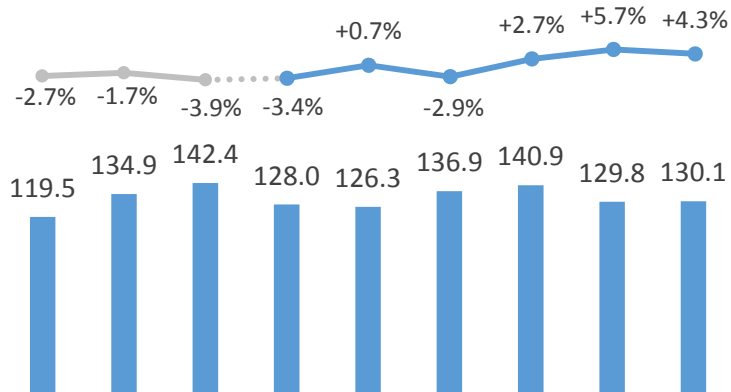
# P/L by geographic segment (2)

## Europe / Middle East / Africa

## Other

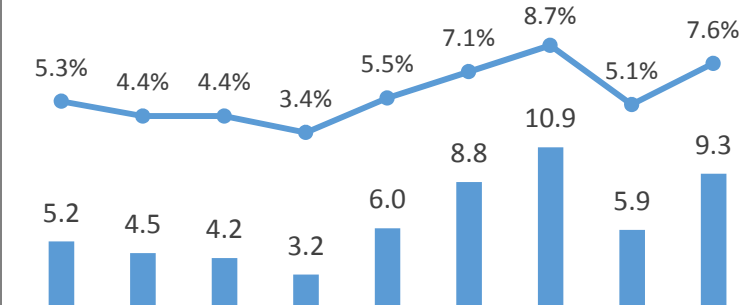
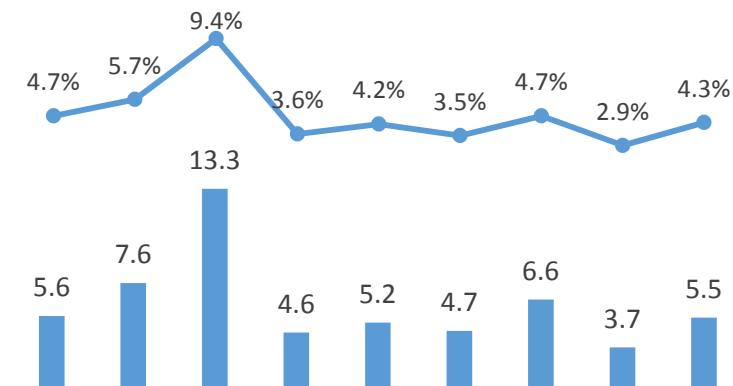
### Sales

■ Sales(bil.)  
● Change (ex. Forex)



### Operating Income

■ OP(bil.)  
● OP margin



2014/03 Q2 Q3 Q4 2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2

2014/03 Q2 Q3 Q4 2015/03 Q2 Q3 Q4 2016/03 Q1 Q2

# Appendix: historical data (1)

## Imaging & Solutions sales portion by products

\*Value based ratio including forex

|                                 | FY2014/03 |     |     |     | FY2015/03 |     |     |     | FY2016/03 |     | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|---------------------------------|-----------|-----|-----|-----|-----------|-----|-----|-----|-----------|-----|---------|---------|---------|---------|---------|
|                                 | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | 1H      | 1H      | 1H      | Total   | Total   |
| MFP                             | 57%       | 52% | 54% | 51% | 55%       | 52% | 54% | 52% | 52%       | 48% | 54%     | 53%     | 50%     | 53%     | 53%     |
| Office Printer                  | 9%        | 9%  | 9%  | 9%  | 9%        | 9%  | 9%  | 9%  | 9%        | 9%  | 9%      | 9%      | 9%      | 9%      | 9%      |
| Production Printing(PP)         | 9%        | 10% | 10% | 9%  | 9%        | 10% | 11% | 10% | 11%       | 12% | 9%      | 9%      | 11%     | 9%      | 10%     |
| Office Imaging, other           | 5%        | 5%  | 5%  | 6%  | 5%        | 6%  | 4%  | 6%  | 6%        | 6%  | 5%      | 6%      | 6%      | 6%      | 5%      |
| MDS(Labor charge) & IT Services | 11%       | 12% | 12% | 13% | 12%       | 13% | 13% | 14% | 14%       | 15% | 12%     | 13%     | 15%     | 12%     | 13%     |
| Network System Solutions, other | 9%        | 11% | 11% | 12% | 10%       | 10% | 9%  | 10% | 9%        | 11% | 10%     | 10%     | 10%     | 11%     | 10%     |

## MFP & printer Non-hardware ratio

|                |          | FY2014/03 |     |     |     | FY2015/03 |     |     |     | FY2016/03 |     | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|----------------|----------|-----------|-----|-----|-----|-----------|-----|-----|-----|-----------|-----|---------|---------|---------|---------|---------|
|                |          | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | 1H      | 1H      | 1H      | Total   | Total   |
| MFP            | Japan    | 55%       | 60% | 58% | 48% | 55%       | 58% | 56% | 46% | 67%       | 74% | 58%     | 56%     | 70%     | 54%     | 53%     |
|                | Overseas | 56%       | 56% | 56% | 53% | 56%       | 54% | 55% | 54% | 56%       | 54% | 56%     | 55%     | 55%     | 55%     | 55%     |
|                | Total    | 56%       | 57% | 57% | 51% | 56%       | 55% | 55% | 51% | 59%       | 59% | 57%     | 56%     | 59%     | 55%     | 54%     |
| Office Printer | Japan    | 88%       | 85% | 87% | 88% | 89%       | 88% | 91% | 86% | 90%       | 88% | 87%     | 88%     | 89%     | 87%     | 88%     |
|                | Overseas | 72%       | 71% | 69% | 71% | 69%       | 70% | 68% | 66% | 69%       | 68% | 71%     | 69%     | 69%     | 70%     | 68%     |
|                | Total    | 80%       | 78% | 78% | 79% | 78%       | 79% | 78% | 75% | 79%       | 77% | 79%     | 78%     | 78%     | 79%     | 77%     |
| PP             | Japan    | 71%       | 65% | 61% | 54% | 63%       | 54% | 61% | 52% | 58%       | 59% | 67%     | 58%     | 59%     | 62%     | 57%     |
|                | Overseas | 62%       | 54% | 55% | 50% | 62%       | 59% | 62% | 57% | 58%       | 59% | 58%     | 60%     | 59%     | 55%     | 60%     |
|                | Total    | 63%       | 56% | 56% | 51% | 62%       | 58% | 62% | 56% | 58%       | 59% | 59%     | 60%     | 59%     | 56%     | 59%     |

# Appendix: historical data (2)

## MFP & printer y-o-y (Office Imaging and Production Printing) \*By value

| < Hardware >     |                  | FY2014/03 |      |      |      | FY2015/03 |     |     |     | FY2016/03 |     | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|------------------|------------------|-----------|------|------|------|-----------|-----|-----|-----|-----------|-----|---------|---------|---------|---------|---------|
|                  |                  | Q1        | Q2   | Q3   | Q4   | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | 1H      | 1H      | 1H      | Total   | Total   |
| MFP&Printer      | Japan            | -3%       | -7%  | +3%  | +10% | -2%       | +7% | +0% | -6% | +4%       | -7% | -5%     | +2%     | -1%     | +1%     | -1%     |
| (Office+PP)      | Overseas         | +20%      | +19% | +27% | +11% | +1%       | +9% | +6% | +2% | +9%       | +6% | +19%    | +5%     | +7%     | +19%    | +4%     |
|                  | (Forex excluded) | -3%       | -7%  | +1%  | -2%  | -4%       | +4% | -4% | -5% | +0%       | -3% | -5%     | +0%     | -1%     | -3%     | -2%     |
|                  | Total            | +13%      | +11% | +19% | +11% | +0%       | +9% | +4% | -1% | +8%       | +4% | +11%    | +4%     | +6%     | +13%    | +3%     |
|                  | (Forex excluded) | -3%       | -7%  | +2%  | +2%  | -3%       | +5% | -3% | -5% | +1%       | -3% | -5%     | +1%     | -1%     | -1%     | -2%     |
| < Non-hardware > |                  |           |      |      |      |           |     |     |     |           |     |         |         |         |         |         |
| MFP&Printer      | Japan            | -4%       | -3%  | -3%  | +2%  | -6%       | -1% | -5% | -8% | +0%       | -5% | -3%     | -4%     | -2%     | -2%     | -5%     |
| (Office+PP)      | Overseas         | +24%      | +29% | +24% | +6%  | +2%       | +5% | +6% | +5% | +6%       | +5% | +27%    | +4%     | +5%     | +20%    | +4%     |
|                  | (Forex excluded) | +0%       | +1%  | -2%  | -6%  | -3%       | -0% | -3% | -1% | -1%       | -2% | +0%     | -1%     | -1%     | -2%     | -2%     |
|                  | Total            | +13%      | +16% | +13% | +5%  | -0%       | +3% | +2% | +1% | +4%       | +2% | +14%    | +1%     | +3%     | +11%    | +1%     |
|                  | (Forex excluded) | -1%       | -1%  | -2%  | -3%  | -4%       | -1% | -4% | -3% | -1%       | -3% | -1%     | -2%     | -2%     | -2%     | -3%     |

\* Total hardware and non-hardware sales of MFP, Office printer, PP (excluding sales of solutions and third party products)

# Appendix: historical data (3)

## MFP & printer y-o-y (Office Imaging) \*By value

| < Hardware >     |                  | FY2014/03 |      |      |      | FY2015/03 |      |      |      | FY2016/03 |      | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|------------------|------------------|-----------|------|------|------|-----------|------|------|------|-----------|------|---------|---------|---------|---------|---------|
|                  |                  | Q1        | Q2   | Q3   | Q4   | Q1        | Q2   | Q3   | Q4   | Q1        | Q2   | 1H      | 1H      | 1H      | Total   | Total   |
| MFP&Printer      | Japan            | -2%       | -6%  | +3%  | +10% | -3%       | +6%  | +1%  | -6%  | +2%       | -6%  | -4%     | +1%     | -1%     | +2%     | -1%     |
| (Office Imaging) | Overseas         | +21%      | +15% | +22% | +5%  | -0%       | +11% | +8%  | +4%  | +6%       | +2%  | +18%    | +5%     | +4%     | +15%    | +6%     |
|                  | (Forex excluded) | -2%       | -10% | -3%  | -7%  | -5%       | +6%  | -2%  | -3%  | -2%       | -6%  | -6%     | +0%     | -4%     | -6%     | -1%     |
|                  | Total            | +13%      | +8%  | +15% | +7%  | -1%       | +10% | +6%  | +0%  | +5%       | +1%  | +10%    | +4%     | +3%     | +10%    | +3%     |
|                  | (Forex excluded) | -2%       | -9%  | -1%  | -1%  | -4%       | +6%  | -1%  | -4%  | -1%       | -6%  | -5%     | +1%     | -4%     | -3%     | -1%     |
| MFP              | Japan            | -1%       | -8%  | +2%  | +11% | -3%       | +9%  | +4%  | -5%  | +2%       | -3%  | -4%     | +2%     | -0%     | +2%     | +0%     |
|                  | Overseas         | +22%      | +15% | +21% | +5%  | -1%       | +11% | +7%  | +2%  | +6%       | +2%  | +18%    | +5%     | +4%     | +15%    | +5%     |
|                  | (Forex excluded) | -2%       | -11% | -4%  | -7%  | -6%       | +6%  | -3%  | -5%  | -2%       | -7%  | -6%     | -0%     | -5%     | -6%     | -2%     |
|                  | Total            | +13%      | +7%  | +15% | +7%  | -2%       | +10% | +6%  | -1%  | +5%       | +1%  | +10%    | +4%     | +3%     | +10%    | +3%     |
|                  | (Forex excluded) | -1%       | -10% | -2%  | -1%  | -5%       | +6%  | -0%  | -5%  | -1%       | -6%  | -5%     | +0%     | -4%     | -3%     | -1%     |
| Office Printer   | Japan            | -13%      | +15% | +8%  | +3%  | -14%      | -13% | -36% | -16% | +4%       | -17% | +1%     | -14%    | -8%     | +4%     | -20%    |
|                  | Overseas         | +15%      | +18% | +28% | +2%  | +15%      | +11% | +16% | +25% | +6%       | +11% | +16%    | +13%    | +9%     | +15%    | +17%    |
|                  | (Forex excluded) | -7%       | -7%  | +2%  | -9%  | +10%      | +6%  | +6%  | +16% | -2%       | +3%  | -7%     | +8%     | +0%     | -6%     | +10%    |
|                  | Total            | +5%       | +17% | +21% | +3%  | +7%       | +3%  | +1%  | +11% | +6%       | +4%  | +11%    | +5%     | +5%     | +11%    | +5%     |
|                  | (Forex excluded) | -9%       | +0%  | +4%  | -5%  | +3%       | -1%  | -6%  | +5%  | -1%       | -3%  | -5%     | +1%     | -2%     | -3%     | +0%     |
| PP *             | Japan            | -29%      | -22% | +2%  | +7%  | +21%      | +23% | -23% | -12% | +20%      | -15% | -25%    | +22%    | +0%     | -9%     | -2%     |
|                  | Overseas         | +11%      | +46% | +67% | +59% | +13%      | -2%  | -8%  | -9%  | +26%      | +28% | +29%    | +5%     | +27%    | +46%    | -3%     |
|                  | (Forex excluded) | -10%      | +15% | +34% | +39% | +8%       | -7%  | -17% | -17% | +16%      | +18% | +3%     | -0%     | +17%    | +20%    | -10%    |
|                  | Total            | +4%       | +32% | +54% | +48% | +14%      | +1%  | -10% | -10% | +25%      | +22% | +18%    | +7%     | +23%    | +35%    | -3%     |
|                  | (Forex excluded) | -14%      | +8%  | +27% | +32% | +10%      | -3%  | -18% | -16% | +17%      | +13% | -3%     | +3%     | +15%    | +14%    | -9%     |

\* Cut sheet PP, Continuous form PP, Wide format (excluding sales of solutions and third party products)



# Appendix: historical data (4)

## MFP & printer y-o-y (Office Imaging) \*By value

| < Non-hardware >                |                  | FY2014/03 |      |      |      | FY2015/03 |      |      |      | FY2016/03 |      | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|---------------------------------|------------------|-----------|------|------|------|-----------|------|------|------|-----------|------|---------|---------|---------|---------|---------|
|                                 |                  | Q1        | Q2   | Q3   | Q4   | Q1        | Q2   | Q3   | Q4   | Q1        | Q2   | 1H      | 1H      | 1H      | Total   | Total   |
| MFP&Printer<br>(Office Imaging) | Japan            | -4%       | -3%  | -3%  | +2%  | -5%       | -0%  | -5%  | -7%  | +0%       | -5%  | -3%     | -3%     | -3%     | -2%     | -4%     |
|                                 | Overseas         | +22%      | +29% | +22% | +5%  | +1%       | +3%  | +3%  | +3%  | +4%       | +2%  | +25%    | +2%     | +3%     | +19%    | +2%     |
|                                 | (Forex excluded) | -2%       | +0%  | -3%  | -6%  | -5%       | -2%  | -5%  | -2%  | -2%       | -4%  | -1%     | -3%     | -3%     | -3%     | -4%     |
|                                 | Total            | +11%      | +15% | +12% | +4%  | -2%       | +2%  | +0%  | -1%  | +3%       | -1%  | +13%    | +0%     | +1%     | +10%    | -0%     |
|                                 | (Forex excluded) | -2%       | -1%  | -3%  | -3%  | -5%       | -1%  | -5%  | -4%  | -1%       | -5%  | -1%     | -3%     | -3%     | -3%     | -4%     |
| MFP                             | Japan            | -4%       | -2%  | -3%  | -2%  | -3%       | -3%  | -4%  | -3%  | -3%       | -3%  | -3%     | -3%     | -3%     | -3%     | -3%     |
|                                 | Overseas         | +24%      | +29% | +24% | +9%  | -0%       | +2%  | +2%  | +3%  | +3%       | +2%  | +27%    | +1%     | +2%     | +21%    | +2%     |
|                                 | (Forex excluded) | +0%       | +1%  | -2%  | -3%  | -5%       | -3%  | -6%  | -2%  | -3%       | -5%  | +0%     | -4%     | -4%     | -1%     | -4%     |
|                                 | Total            | +14%      | +17% | +14% | +6%  | -1%       | +1%  | +0%  | +1%  | +1%       | +0%  | +15%    | -0%     | +1%     | +12%    | +0%     |
|                                 | (Forex excluded) | -1%       | +0%  | -2%  | -3%  | -5%       | -3%  | -5%  | -2%  | -3%       | -4%  | -1%     | -4%     | -4%     | -2%     | -4%     |
| Office Printer                  | Japan            | -4%       | -5%  | -3%  | +10% | -11%      | +7%  | -7%  | -14% | +11%      | -11% | -4%     | -2%     | -1%     | -0%     | -7%     |
|                                 | Overseas         | +11%      | +25% | +13% | -14% | +6%       | +6%  | +7%  | -0%  | +8%       | +4%  | +18%    | +6%     | +6%     | +6%     | +5%     |
|                                 | (Forex excluded) | -11%      | -3%  | -10% | -24% | +0%       | +2%  | -1%  | -4%  | +2%       | -1%  | -7%     | +1%     | +0%     | -13%    | -1%     |
|                                 | Total            | +2%       | +7%  | +4%  | -1%  | -3%       | +7%  | -0%  | -8%  | +9%       | -4%  | +5%     | +2%     | +2%     | +3%     | -2%     |
|                                 | (Forex excluded) | -7%       | -4%  | -6%  | -6%  | -6%       | +4%  | -4%  | -10% | +6%       | -7%  | -5%     | -1%     | -1%     | -6%     | -4%     |
| PP *                            | Japan            | -1%       | +4%  | +2%  | +4%  | -15%      | -20% | -20% | -18% | +1%       | +2%  | +2%     | -17%    | +1%     | +2%     | -18%    |
|                                 | Overseas         | +38%      | +31% | +36% | +10% | +16%      | +19% | +22% | +19% | +17%      | +20% | +35%    | +17%    | +18%    | +27%    | +19%    |
|                                 | (Forex excluded) | +12%      | +3%  | +8%  | -3%  | +10%      | +13% | +11% | +10% | +7%       | +11% | +7%     | +12%    | +9%     | +4%     | +11%    |
|                                 | Total            | +29%      | +25% | +29% | +9%  | +10%      | +12% | +15% | +13% | +15%      | +17% | +27%    | +11%    | +16%    | +22%    | +13%    |
|                                 | (Forex excluded) | +9%       | +3%  | +7%  | -2%  | +6%       | +7%  | +6%  | +5%  | +6%       | +10% | +6%     | +6%     | +8%     | +4%     | +6%     |

\* Cut sheet PP, Continuous form PP, Wide format (excluding sales of solutions and third party products)

# Appendix: historical data (5)

## MFP & printer color ratio

|                |          | FY2014/03 |     |     |     | FY2015/03 |     |     |     | FY2016/03 |     | FY14/03 | FY15/03 | FY16/03 | FY14/03 | FY15/03 |
|----------------|----------|-----------|-----|-----|-----|-----------|-----|-----|-----|-----------|-----|---------|---------|---------|---------|---------|
|                |          | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | Q3  | Q4  | Q1        | Q2  | 1H      | 1H      | 1H      | Total   | Total   |
| MFP            | Japan    | 76%       | 80% | 85% | 80% | 85%       | 85% | 87% | 85% | 90%       | 87% | 78%     | 85%     | 89%     | 80%     | 86%     |
|                | Overseas | 54%       | 52% | 58% | 61% | 62%       | 61% | 63% | 64% | 65%       | 64% | 53%     | 61%     | 64%     | 57%     | 62%     |
|                | Total    | 61%       | 60% | 67% | 68% | 70%       | 68% | 70% | 71% | 70%       | 68% | 61%     | 69%     | 69%     | 64%     | 70%     |
| Office Printer | Japan    | 47%       | 41% | 42% | 44% | 49%       | 47% | 36% | 45% | 45%       | 42% | 44%     | 59%     | 43%     | 43%     | 45%     |
|                | Overseas | 32%       | 33% | 31% | 34% | 31%       | 39% | 38% | 38% | 37%       | 36% | 33%     | 53%     | 36%     | 33%     | 36%     |
|                | Total    | 36%       | 36% | 34% | 38% | 35%       | 41% | 37% | 40% | 39%       | 37% | 36%     | 56%     | 38%     | 36%     | 38%     |
| PP             | Japan    | 31%       | 29% | 27% | 32% | 32%       | 34% | 27% | 25% | 42%       | 32% | 30%     | 26%     | 37%     | 30%     | 29%     |
|                | Overseas | 56%       | 62% | 66% | 69% | 65%       | 63% | 67% | 69% | 68%       | 71% | 60%     | 51%     | 70%     | 64%     | 66%     |
|                | Total    | 53%       | 58% | 60% | 64% | 60%       | 59% | 62% | 63% | 64%       | 67% | 56%     | 48%     | 66%     | 59%     | 61%     |

\*For hardware shipment, by value

## Number of employees

|          |             | FY13/03 | FY14/03 | FY15/03 | FY16/03 |         |
|----------|-------------|---------|---------|---------|---------|---------|
|          |             |         |         |         | Q1      | Q2      |
| Japan    |             | 37,401  | 36,873  | 36,371  | 36,698  | 36,369  |
| Overseas | Americas    | 31,475  | 31,853  | 31,766  | 31,384  | 31,752  |
|          | EMEA        | 18,229  | 18,422  | 18,525  | 18,535  | 18,815  |
|          | China       | 12,094  | 11,932  | 12,856  | 12,727  | 12,832  |
|          | AsiaPacific | 8,232   | 9,115   | 10,433  | 10,407  | 10,604  |
|          | Sub total   | 70,030  | 71,322  | 73,580  | 73,053  | 74,003  |
| Total    |             | 107,431 | 108,195 | 109,951 | 109,751 | 110,372 |

\*As of end of each period

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