



Appendix



















New products (Imaging & Solutions - Document)

	FY2013/03	FY2014/03	FY2015/03	FY2016/03
Color MFP				
Mono MFP				
A4 MFP				



New products (Production Printing)

Color Continuous Form		 InfoPrint5000	 InfoPrint5000VP	 Pro VC60000
Color Cut Sheet	Heavy			 Pro C9110
	Mid	 Pro C900	 Pro C901	 Pro C9100
		 Pro C720		 Pro C7110S
		 Pro C751		 Pro C7100S
	Light	 Pro C651		 Pro C5110S
				 Pro C5100S
Color Wide Format Inkjet		 MP CW2200	 Pro L4000	
		FY09/03 - FY12/03	FY13/03	FY14/03
				FY15/03

FY2016/03 Q3 profit statement

(billions of yen)		FY2015/03 Q3 result	FY2016/03 Q3 result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Sales	(Japan)	177.8	182.1	+4.2	+2.4%	+2.4%
	(Overseas)	361.0	366.5	+5.5	+1.5%	+1.9%
	Total	538.8	548.6	+9.7	+1.8%	+2.1%
Gross profit		232.7	226.0	-6.7	-2.9%	
	sales %	43.2%	41.2%			
SG&A		202.5	196.6	-5.8	-2.9%	
	sales %	37.6%	35.8%			
Operating profit		30.2	29.3	-0.8	-2.9%	
	sales %	5.6%	5.3%			
Profit before income tax expenses		29.2	27.6	-1.6	-5.7%	
	sales %	5.4%	5.0%			
Profit attribute to owners of the parent		18.3	16.8	-1.5	-8.2%	
	sales %	3.4%	3.1%			
EPS (Yen)		25.34	23.28	-2.06		
Exchange rate	US \$1	114.37	121.42	+7.05		
	(Yen) Euro 1	142.87	133.01	-9.86		

<Investment>

(billions of yen)	FY15/03 Q3	FY16/03 Q3
R&D	28.6	28.7
% on sales	5.3%	5.2%
CAPEX	16.2	20.7
Depreciation (tangible fixed assets)	17.5	17.9

<FY2016/03 Q3 forex assumptions>

	Q3 forecast
1US\$	120.00JPY
1Euro	130.00JPY

Statement of Financial Position as of Dec 31, 2015



Assets

(billions of yen)	As of Dec 31, 2015	Change from Mar 31, '15
Current Assets	1,263.9	+47.5
Cash & time deposits	163.1	+24.5
Trade and other receivables	549.1	-4.3
Other financial assets	269.0	+9.0
Inventories	234.8	+10.3
Other current assets	47.7	+8.0
Non-current assets	1,530.0	+16.2
Property, plant and equipment	279.5	+2.9
Goodwill and intangible assets	432.3	-3.4
Other financial assets	625.1	+23.3
Other non-current assets	193.0	-6.6
Total Assets	2,794.0	+63.8

Liabilities and Equity

(billions of yen)	As of Dec 31, 2015	Change from Mar 31, '15
Current Liabilities	778.4	+6.3
Bonds and borrowings	272.5	+50.4
Trade and other payables	245.9	-31.0
Other current liabilities	259.9	-13.0
Non-current Liabilities	835.8	+32.0
Bonds and borrowings	612.9	+44.4
Accrued pension&retirement benefits	132.5	-11.5
Other non-current liabilities	90.2	-0.8
Total Liabilities	1,614.2	+38.3
Total Liabilities and Equity	2,794.0	+63.8
Total Debt	885.4	+94.8

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

US\$ 1 = ¥ 119.96 (+2.28)

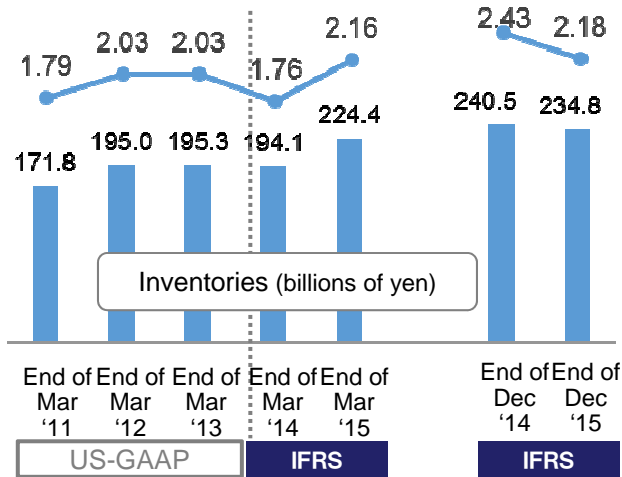
EURO 1 = ¥ 134.97 (+6.91)



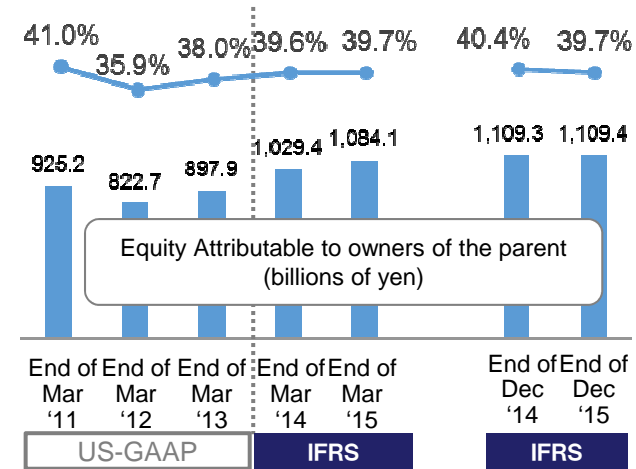
Statement of Financial Position as of Dec 31, 2015



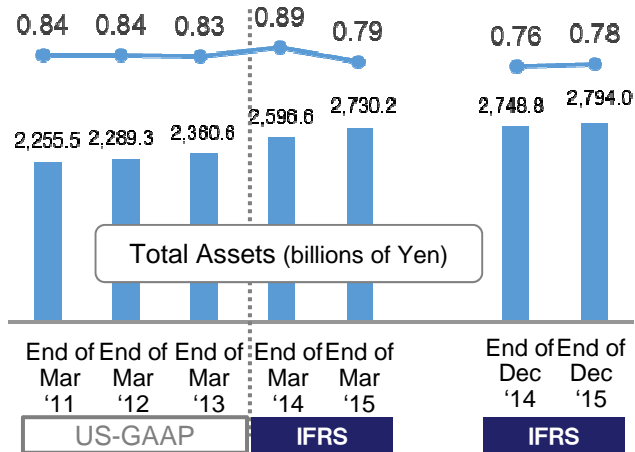
Inventories/Averaged cost of sales ratio(month)



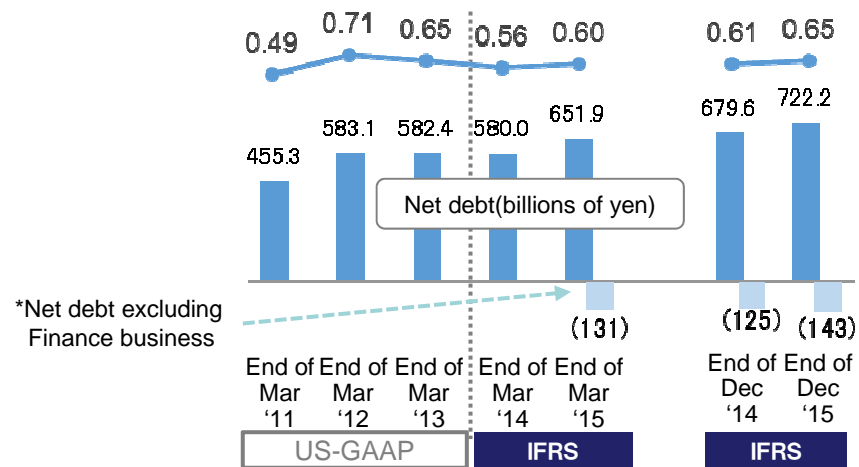
Equity attributable to owners of the parent ratio (Equity ratio)



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 December, 2014 and end of March, 2015 have been adjusted to conform to the current year figures.

**<Appendix> Calculation information FY2016/03 Apr-Dec
Financial Statements excluding Finance Businesses**

*Finance: Finance business Ricoh conducts globally

1.Profit Statement

(billions of yen)

	Consolidated	Products & Services	Finance
Sales	1,643.8	1,597.8	104.8
Operating profit	85.4	62.3	23.1

2.Statement of Financial Position

	Consolidated	Products & Services	Finance
Assets	2,794.0	1,900.7	1,079.8
Financial Assets	888.1	-	888.1
Liabilities	1,614.2	860.4	940.3
Interest-bearing debt	885.4	150.0	870.5
Total Equity	1,179.7	1,040.2	139.5
Net debt	722.2	Δ143.1	865.4

3.Statement of Cash Flow

	Consolidated	Products & Services	Finance
Free cash flow	Δ42.2	6.9	Δ49.2

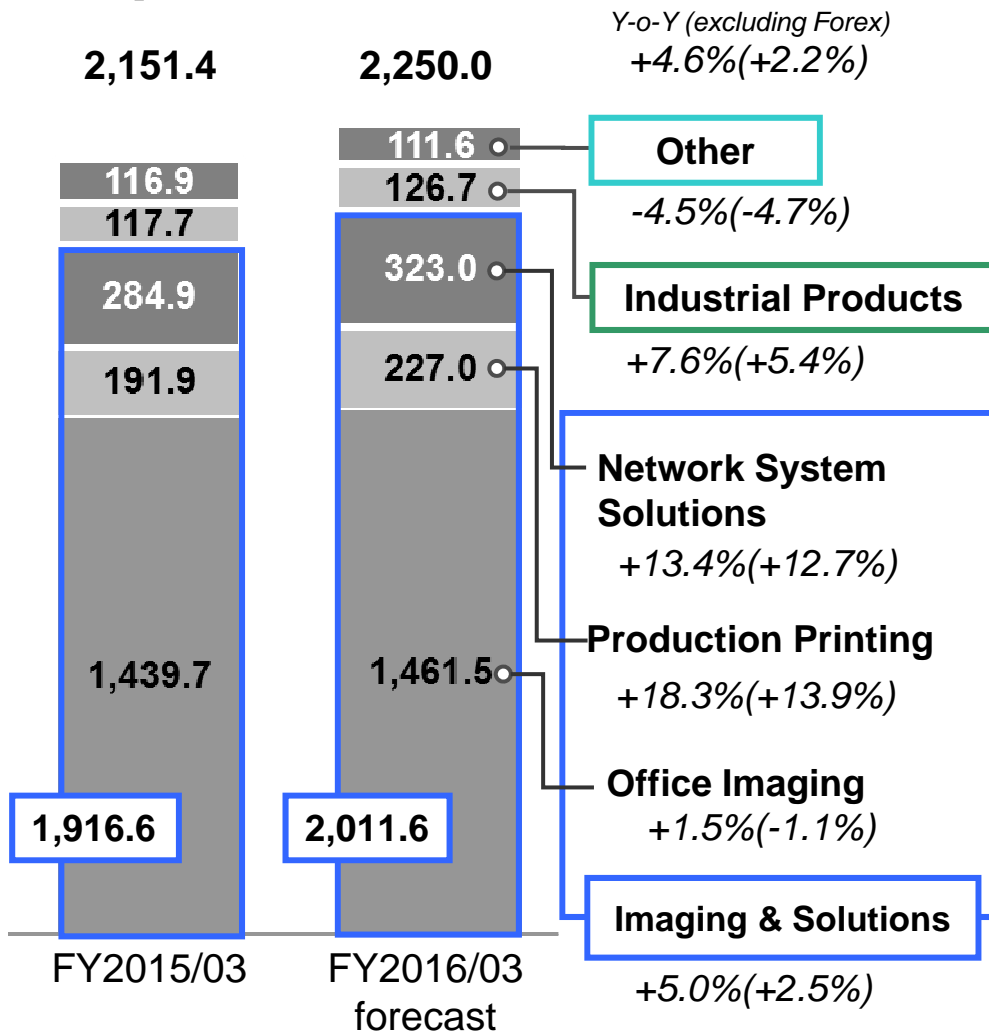
<Key Financial Ratios>

	Consolidated	Products & Services
Equity ratio	39.7%	54.7%
D/E ratio	79.8%	14.4%
Total assets turn over	0.79	1.12

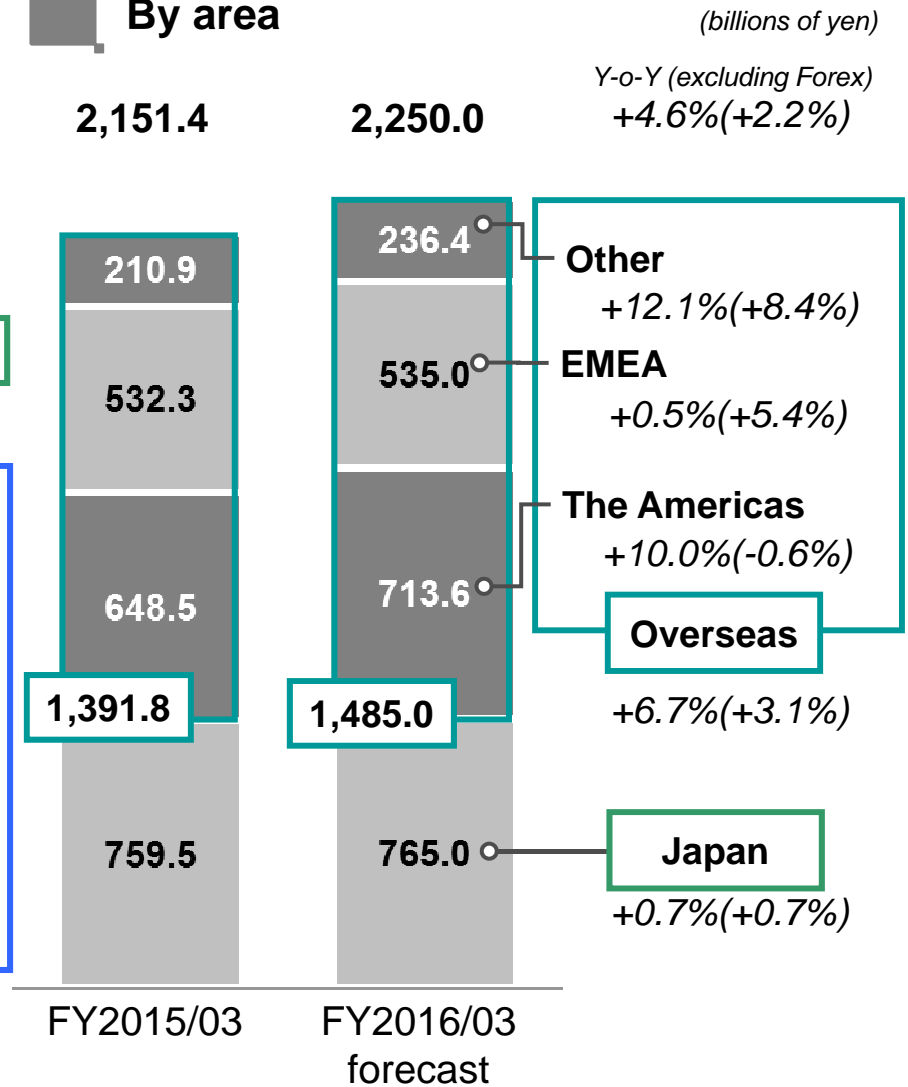
This chart includes approximate calculations.

FY2016/3 sales forecast by category

By product category



By area



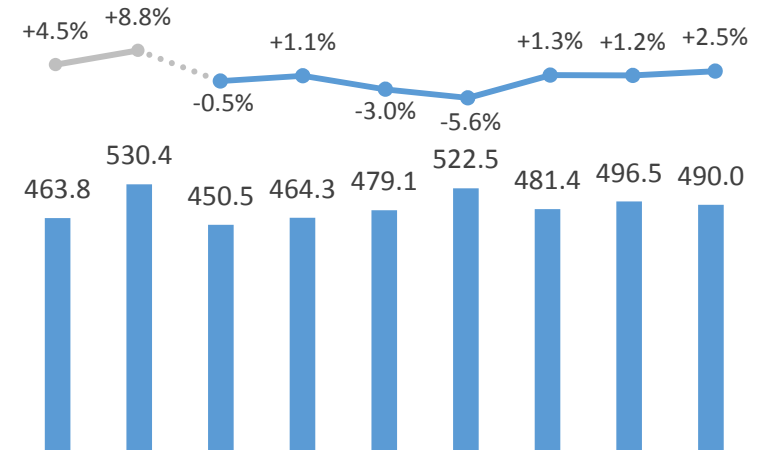
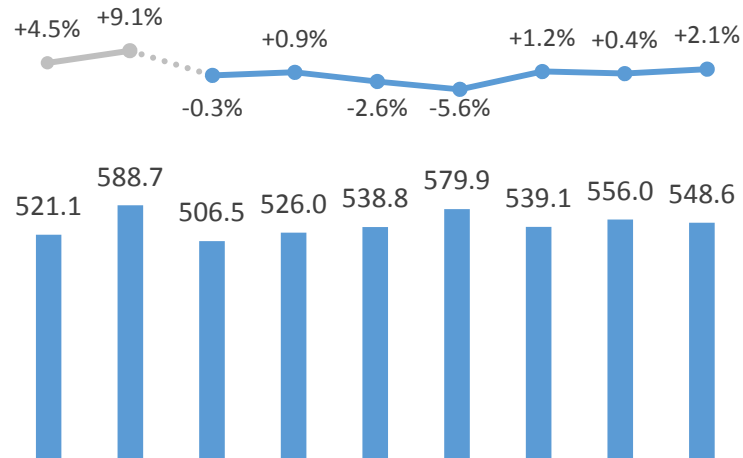
P/L by business segment (1)

Consolidated

Imaging & Solutions

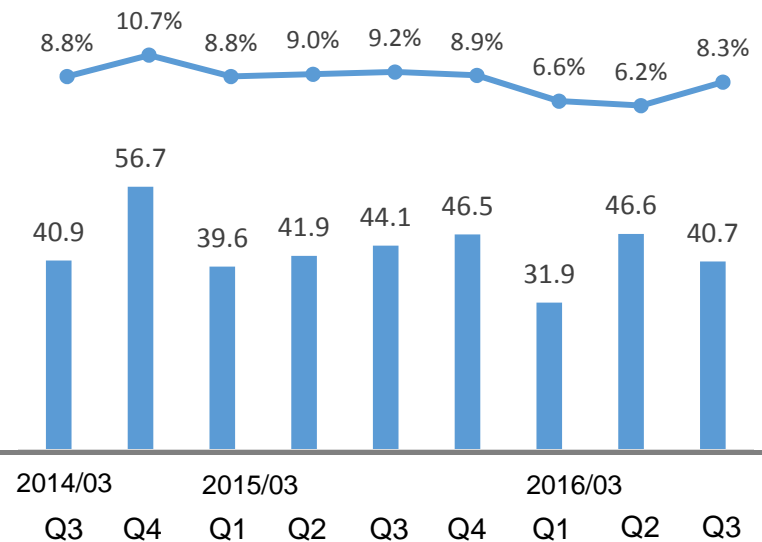
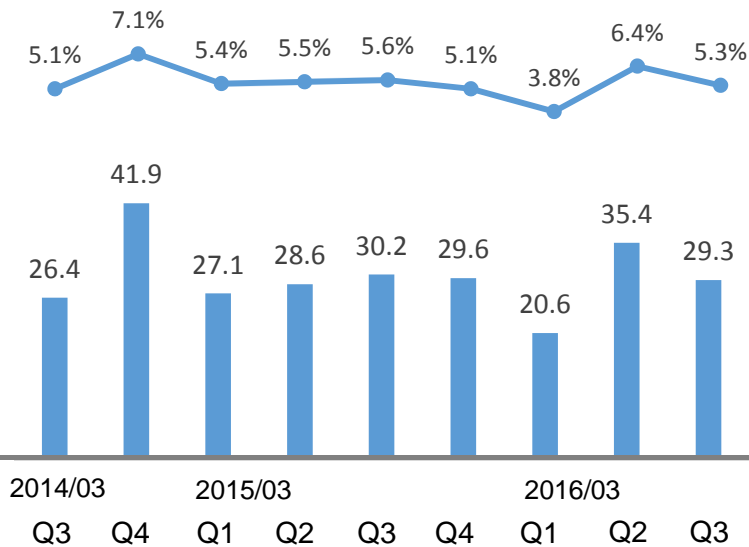
Sales

■ Sales(bil.)
● Change (ex. Forex)



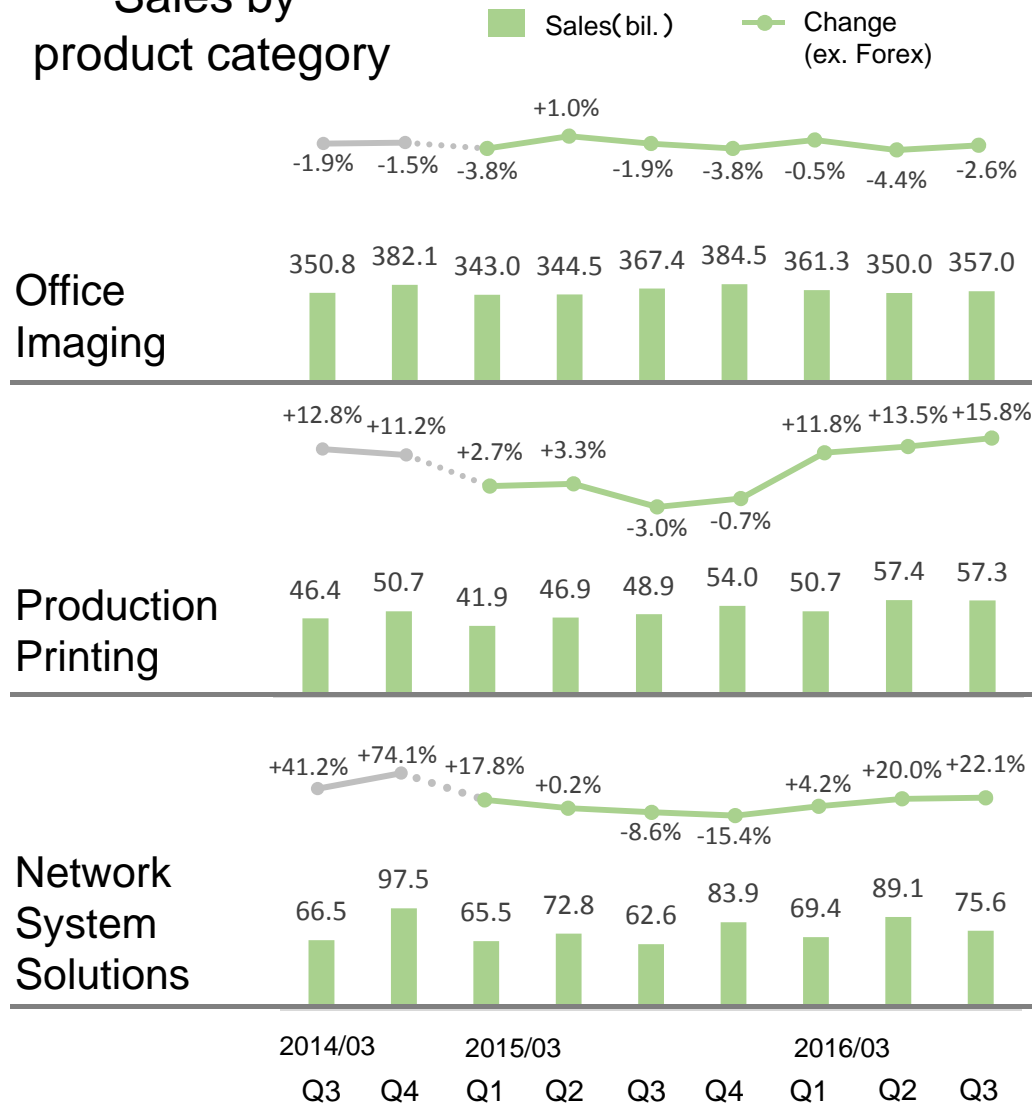
Operating Profit

■ OP(bil.)
● OP margin



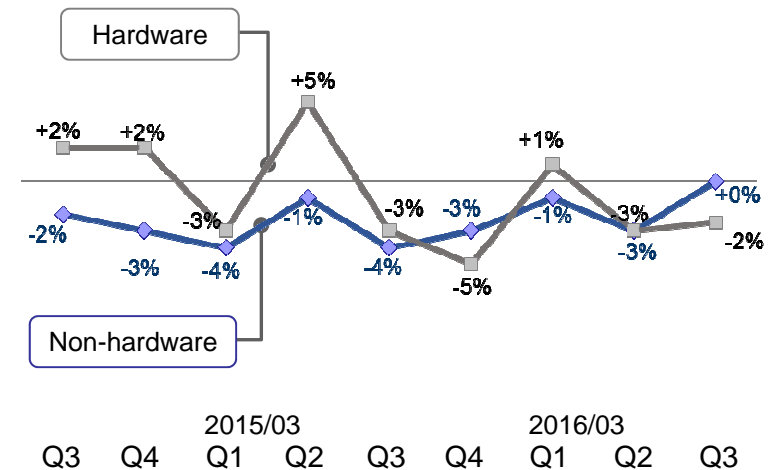
Imaging & Solutions supplement

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 >

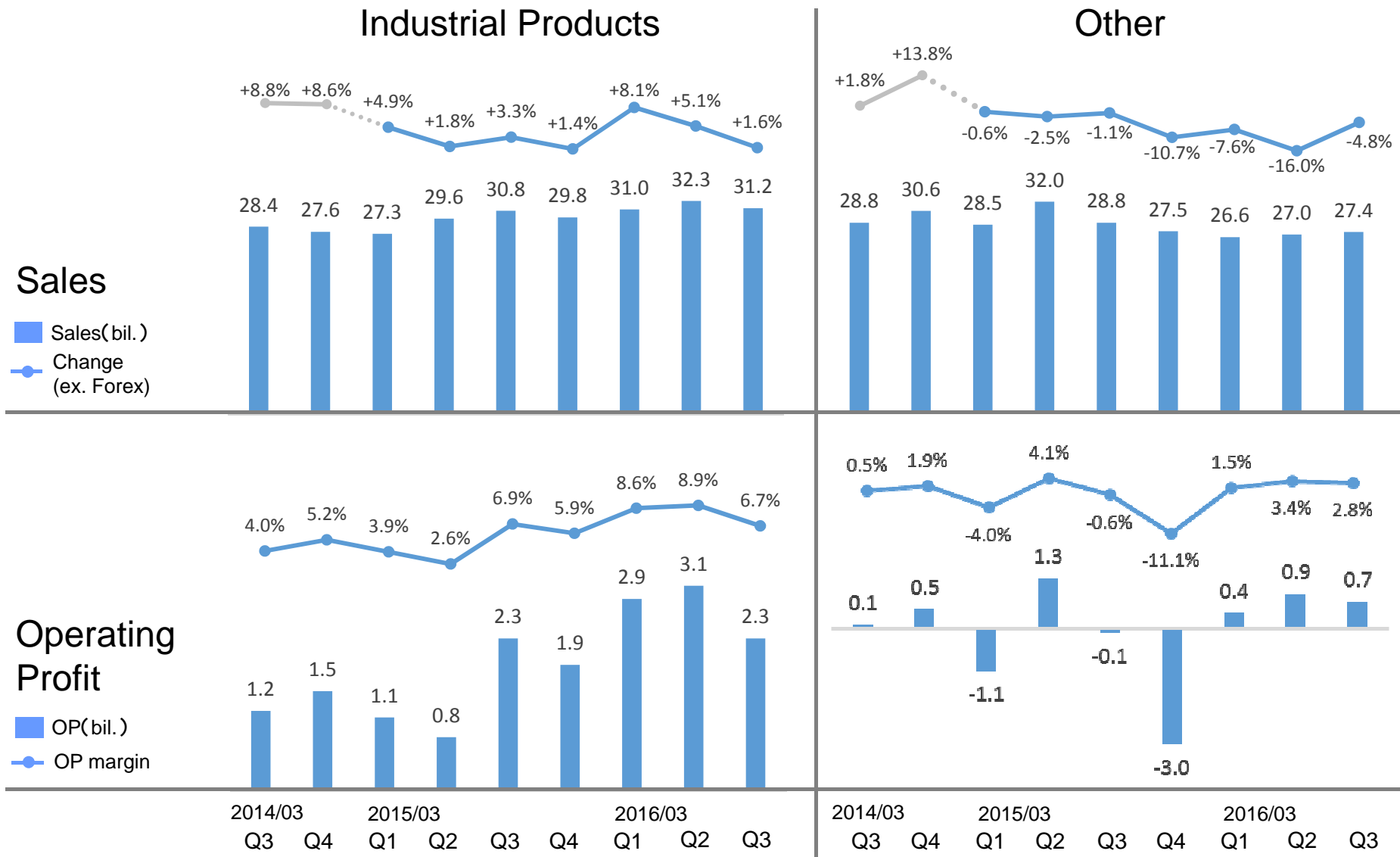
<FY2016/03 Apr-Dec>

(Value, excluding Forex)

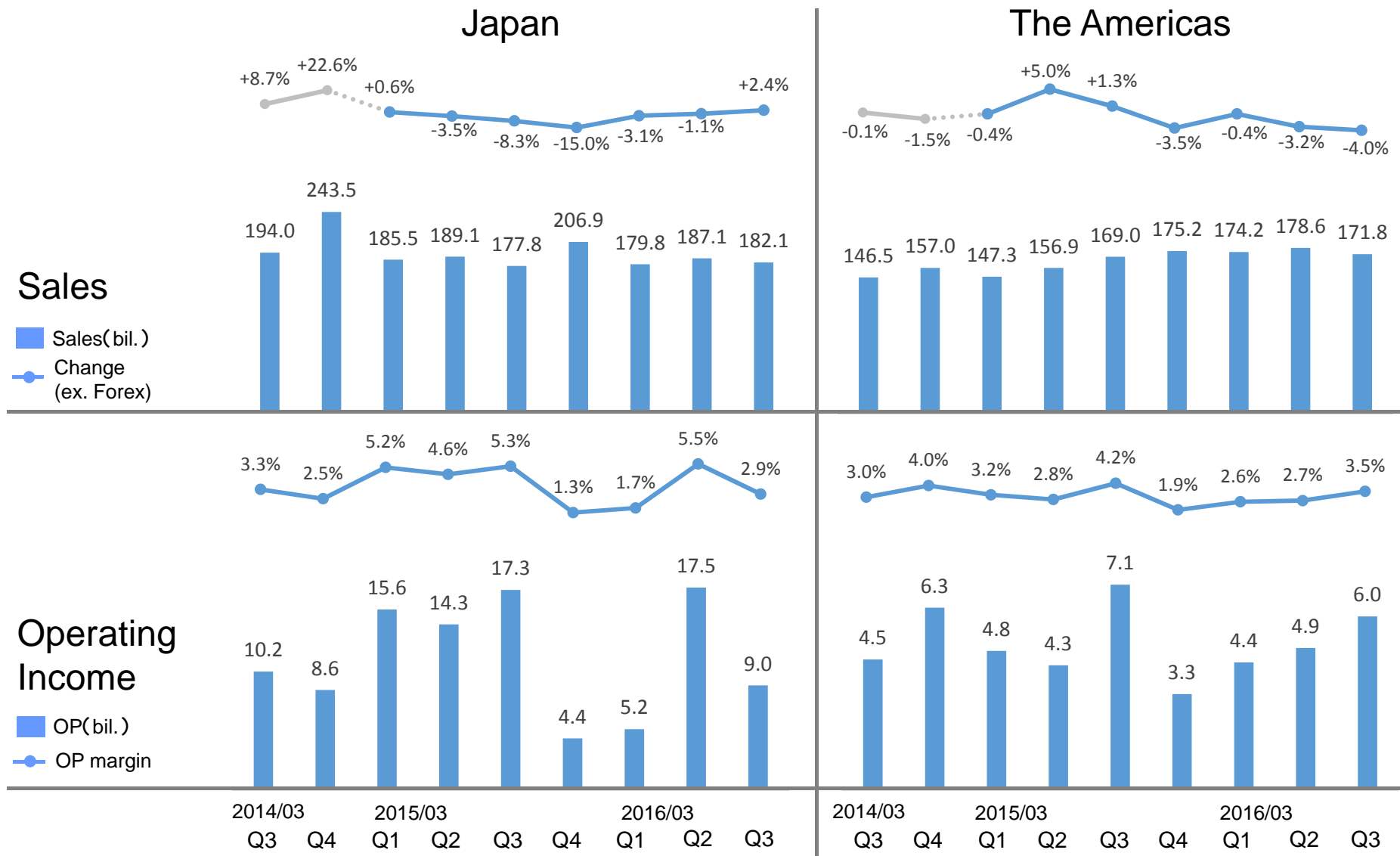
	Black & White	Color
MFP	-11%	-1%
Office Printer	+6%	-7%
PP(Cut Sheet type)	+2%	+34%
Services*	+9%	

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

P/L by business segment (2)



P/L by geographic segment (1)



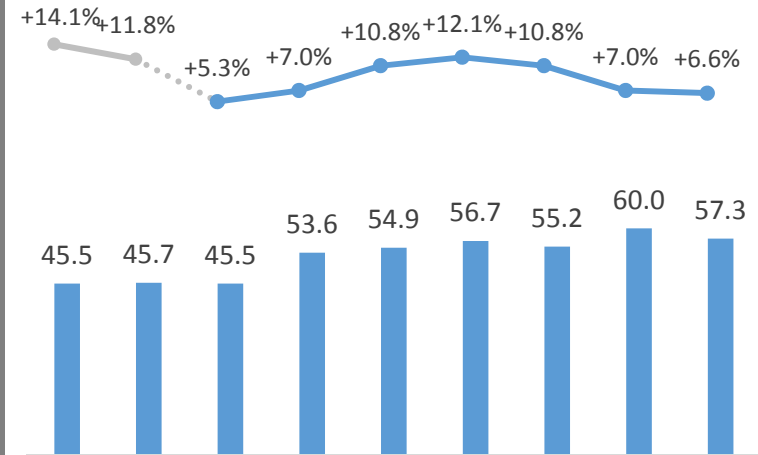
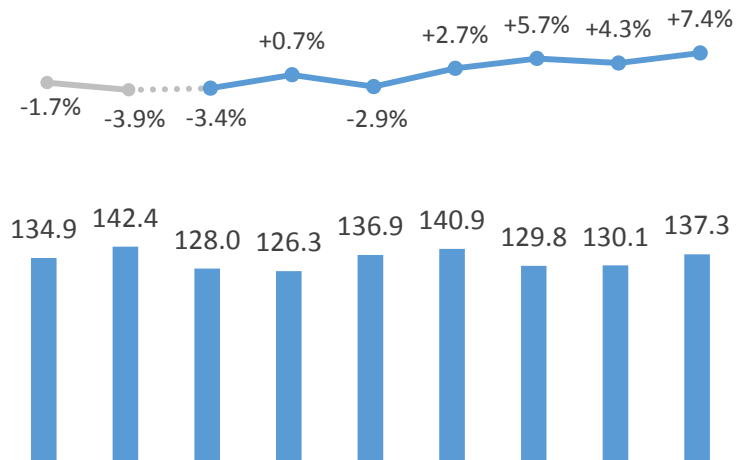
P/L by geographic segment (2)

Europe / Middle East / Africa

Other

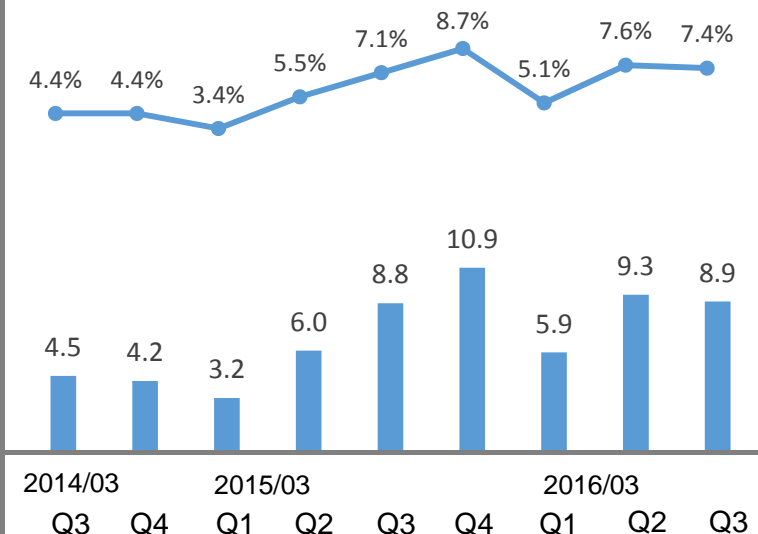
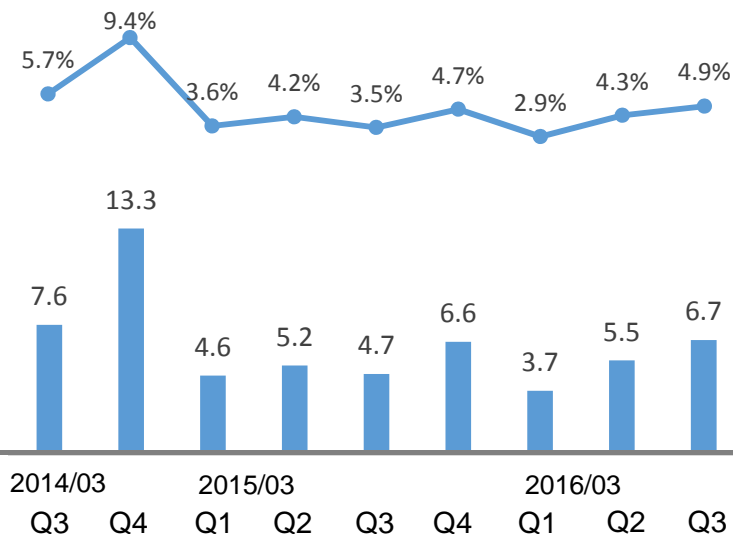
Sales

■ Sales(bil.)
● Change (ex. Forex)



Operating Income

■ OP(bil.)
● OP margin



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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	57%	52%	54%	51%	55%	52%	54%	52%	52%	48%	48%	54%	54%	49%	53%	53%
Office Printer	9%	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%	11%	9%	10%	11%	9%	10%
Office Imaging, other	5%	5%	5%	6%	5%	6%	4%	6%	6%	6%	8%	5%	5%	6%	6%	5%
MDS(Labor charge) & IT Services	11%	12%	12%	13%	12%	13%	13%	14%	14%	15%	14%	12%	13%	14%	12%	13%
Network System Solutions, other	9%	11%	11%	12%	10%	10%	9%	10%	9%	11%	10%	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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	55%	60%	58%	48%	55%	58%	56%	46%	67%	74%	67%	58%	56%	69%	54%	53%
	Overseas	56%	56%	56%	53%	56%	54%	55%	54%	56%	54%	55%	56%	55%	55%	55%	55%
	Total	56%	57%	57%	51%	56%	55%	55%	51%	59%	59%	59%	57%	55%	59%	55%	54%
Office Printer	Japan	88%	85%	87%	88%	89%	88%	91%	86%	90%	88%	88%	87%	89%	89%	87%	88%
	Overseas	72%	71%	69%	71%	69%	70%	68%	66%	69%	68%	65%	70%	69%	68%	70%	68%
	Total	80%	78%	78%	79%	78%	79%	78%	75%	79%	77%	76%	79%	78%	77%	79%	77%
PP	Japan	71%	65%	61%	54%	63%	54%	61%	52%	58%	59%	60%	65%	59%	59%	62%	57%
	Overseas	62%	54%	55%	50%	62%	59%	62%	57%	58%	59%	57%	57%	61%	58%	55%	60%
	Total	63%	56%	56%	51%	62%	58%	62%	56%	58%	59%	57%	58%	61%	58%	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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	-3%	-7%	+3%	+10%	-2%	+7%	+0%	-6%	+4%	-7%	+2%	-3%	+1%	+0%	+1%	-1%
(Office+PP)	Overseas	+20%	+19%	+27%	+11%	+1%	+9%	+6%	+2%	+9%	+6%	+0%	+22%	+5%	+5%	+19%	+4%
	(Forex excluded)	-3%	-7%	+1%	-2%	-4%	+4%	-4%	-5%	+0%	-3%	-4%	-3%	-1%	-2%	-3%	-2%
	Total	+13%	+11%	+19%	+11%	+0%	+9%	+4%	-1%	+8%	+4%	+1%	+14%	+4%	+4%	+13%	+3%
	(Forex excluded)	-3%	-7%	+2%	+2%	-3%	+5%	-3%	-5%	+1%	-3%	-2%	-3%	-1%	-2%	-1%	-2%
< Non-hardware >																	
MFP&Printer	Japan	-4%	-3%	-3%	+2%	-6%	-1%	-5%	-8%	+0%	-5%	-4%	-3%	-4%	-3%	-2%	-5%
(Office+PP)	Overseas	+24%	+29%	+24%	+6%	+2%	+5%	+6%	+5%	+6%	+5%	-2%	+26%	+4%	+3%	+20%	+4%
	(Forex excluded)	+0%	+1%	-2%	-6%	-3%	-0%	-3%	-1%	-1%	-2%	+2%	+0%	-2%	-0%	-2%	-2%
	Total	+13%	+16%	+13%	+5%	-0%	+3%	+2%	+1%	+4%	+2%	-2%	+14%	+1%	+1%	+11%	+1%
	(Forex excluded)	-1%	-1%	-2%	-3%	-4%	-1%	-4%	-3%	-1%	-3%	+0%	-1%	-3%	-1%	-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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer (Office Imaging)	Japan	-2%	-6%	+3%	+10%	-3%	+6%	+1%	-6%	+2%	-6%	+2%	-2%	+1%	-0%	+2%	-1%
	Overseas	+21%	+15%	+22%	+5%	-0%	+11%	+8%	+4%	+6%	+2%	-5%	+19%	+6%	+1%	+15%	+6%
	(Forex excluded)	-2%	-10%	-3%	-7%	-5%	+6%	-2%	-3%	-2%	-6%	-9%	-5%	-1%	-6%	-6%	-1%
	Total	+13%	+8%	+15%	+7%	-1%	+10%	+6%	+0%	+5%	+1%	-4%	+12%	+5%	+1%	+10%	+3%
	(Forex excluded)	-2%	-9%	-1%	-1%	-4%	+6%	-1%	-4%	-1%	-6%	-7%	-4%	+0%	-5%	-3%	-1%
MFP	Japan	-1%	-8%	+2%	+11%	-3%	+9%	+4%	-5%	+2%	-3%	-0%	-2%	+3%	-0%	+2%	+0%
	Overseas	+22%	+15%	+21%	+5%	-1%	+11%	+7%	+2%	+6%	+2%	-6%	+19%	+6%	+0%	+15%	+5%
	(Forex excluded)	-2%	-11%	-4%	-7%	-6%	+6%	-3%	-5%	-2%	-7%	-10%	-5%	-1%	-7%	-6%	-2%
	Total	+13%	+7%	+15%	+7%	-2%	+10%	+6%	-1%	+5%	+1%	-5%	+12%	+5%	+0%	+10%	+3%
	(Forex excluded)	-1%	-10%	-2%	-1%	-5%	+6%	-0%	-5%	-1%	-6%	-8%	-4%	+0%	-5%	-3%	-1%
Office Printe	Japan	-13%	+15%	+8%	+3%	-14%	-13%	-36%	-16%	+4%	-17%	+23%	+4%	-21%	+1%	+4%	-20%
	Overseas	+15%	+18%	+28%	+2%	+15%	+11%	+16%	+25%	+6%	+11%	+5%	+20%	+14%	+8%	+15%	+17%
	(Forex excluded)	-7%	-7%	+2%	-9%	+10%	+6%	+6%	+16%	-2%	+3%	+5%	-4%	+7%	+2%	-6%	+10%
	Total	+5%	+17%	+21%	+3%	+7%	+3%	+1%	+11%	+6%	+4%	+8%	+15%	+3%	+6%	+11%	+5%
	(Forex excluded)	-9%	+0%	+4%	-5%	+3%	-1%	-6%	+5%	-1%	-3%	+8%	-2%	-2%	+2%	-3%	+0%
PP *	Japan	-29%	-22%	+2%	+7%	+21%	+23%	-23%	-12%	+20%	-15%	+10%	-16%	+4%	+3%	-9%	-2%
	Overseas	+11%	+46%	+67%	+59%	+13%	-2%	-8%	-9%	+26%	+28%	+37%	+41%	-0%	+31%	+46%	-3%
	(Forex excluded)	-10%	+15%	+34%	+39%	+8%	-7%	-17%	-17%	+16%	+18%	+34%	+13%	-7%	+23%	+20%	-10%
	Total	+4%	+32%	+54%	+48%	+14%	+1%	-10%	-10%	+25%	+22%	+33%	+30%	+0%	+27%	+35%	-3%
	(Forex excluded)	-14%	+8%	+27%	+32%	+10%	-3%	-18%	-16%	+17%	+13%	+31%	+7%	-5%	+20%	+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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	-4%	-3%	-3%	+2%	-5%	-0%	-5%	-7%	+0%	-5%	-4%	-3%	-3%	-3%	-2%	-4%
(Office Imaging)	Overseas	+22%	+29%	+22%	+5%	+1%	+3%	+3%	+3%	+4%	+2%	-4%	+24%	+2%	+0%	+19%	+2%
	(Forex excluded)	-2%	+0%	-3%	-6%	-5%	-2%	-5%	-2%	-2%	-4%	+1%	-1%	-4%	-2%	-3%	-4%
	Total	+11%	+15%	+12%	+4%	-2%	+2%	+0%	-1%	+3%	-1%	-4%	+13%	+0%	-1%	+10%	-0%
	(Forex excluded)	-2%	-1%	-3%	-3%	-5%	-1%	-5%	-4%	-1%	-5%	-1%	-2%	-4%	-2%	-3%	-4%
MFP	Japan	-4%	-2%	-3%	-2%	-3%	-3%	-4%	-3%	-3%	-3%	-5%	-3%	-3%	-4%	-3%	-3%
	Overseas	+24%	+29%	+24%	+9%	-0%	+2%	+2%	+3%	+3%	+2%	-4%	+26%	+1%	+0%	+21%	+2%
	(Forex excluded)	+0%	+1%	-2%	-3%	-5%	-3%	-6%	-2%	-3%	-5%	+1%	+0%	-5%	-2%	-1%	-4%
	Total	+14%	+17%	+14%	+6%	-1%	+1%	+0%	+1%	+1%	+0%	-4%	+15%	-0%	-1%	+12%	+0%
	(Forex excluded)	-1%	+0%	-2%	-3%	-5%	-3%	-5%	-2%	-3%	-4%	-1%	-1%	-4%	-3%	-2%	-4%
Office Printe	Japan	-4%	-5%	-3%	+10%	-11%	+7%	-7%	-14%	+11%	-11%	-2%	-4%	-4%	-1%	-0%	-7%
	Overseas	+11%	+25%	+13%	-14%	+6%	+6%	+7%	-0%	+8%	+4%	-5%	+16%	+7%	+2%	+6%	+5%
	(Forex excluded)	-11%	-3%	-10%	-24%	+0%	+2%	-1%	-4%	+2%	-1%	-3%	-8%	+0%	-1%	-13%	-1%
	Total	+2%	+7%	+4%	-1%	-3%	+7%	-0%	-8%	+9%	-4%	-3%	+4%	+1%	+0%	+3%	-2%
	(Forex excluded)	-7%	-4%	-6%	-6%	-6%	+4%	-4%	-10%	+6%	-7%	-3%	-5%	-2%	-1%	-6%	-4%
PP *	Japan	-1%	+4%	+2%	+4%	-15%	-20%	-20%	-18%	+1%	+2%	+6%	+2%	-18%	+3%	+2%	-18%
	Overseas	+38%	+31%	+36%	+10%	+16%	+19%	+22%	+19%	+17%	+20%	+12%	+35%	+19%	+16%	+27%	+19%
	(Forex excluded)	+12%	+3%	+8%	-3%	+10%	+13%	+11%	+10%	+7%	+11%	+11%	+7%	+11%	+10%	+4%	+11%
	Total	+29%	+25%	+29%	+9%	+10%	+12%	+15%	+13%	+15%	+17%	+12%	+28%	+12%	+14%	+22%	+13%
	(Forex excluded)	+9%	+3%	+7%	-2%	+6%	+7%	+6%	+5%	+6%	+10%	+11%	+6%	+6%	+9%	+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	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	76%	80%	85%	80%	85%	85%	87%	85%	90%	87%	87%	80%	86%	88%	80%	86%
	Overseas	54%	52%	58%	61%	62%	61%	63%	64%	65%	64%	64%	55%	62%	64%	57%	62%
	Total	61%	60%	67%	68%	70%	68%	70%	71%	70%	68%	69%	63%	69%	69%	64%	70%
Office Printer	Japan	47%	41%	42%	44%	49%	47%	36%	45%	45%	42%	41%	43%	44%	42%	43%	45%
	Overseas	32%	33%	31%	34%	31%	39%	38%	38%	37%	36%	37%	32%	36%	36%	33%	36%
	Total	36%	36%	34%	38%	35%	41%	37%	40%	39%	37%	38%	35%	38%	38%	36%	38%
PP	Japan	31%	29%	27%	32%	32%	34%	27%	25%	42%	32%	46%	29%	31%	40%	30%	29%
	Overseas	56%	62%	66%	69%	65%	63%	67%	69%	68%	71%	76%	62%	65%	72%	64%	66%
	Total	53%	58%	60%	64%	60%	59%	62%	63%	64%	67%	73%	57%	60%	68%	59%	61%

*For hardware shipment, by value

Number of employees

		FY13/03	FY14/03	FY15/03	FY16/03		
					Q1	Q2	Q3
Japan		37,401	36,873	36,371	36,698	36,369	36,149
Overseas	Americas	31,475	31,853	31,766	31,384	31,752	31,754
	EMEA	18,229	18,422	18,525	18,535	18,815	18,808
	China	12,094	11,932	12,856	12,727	12,832	13,215
	AsiaPacific	8,232	9,115	10,433	10,407	10,604	10,604
	Sub total	70,030	71,322	73,580	73,053	74,003	74,381
Total		107,431	108,195	109,951	109,751	110,372	110,530

*As of end of each period

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