## Key Financial Figures(Consolidated)

Feb.5, 2003 RICOH COMPANY, LTD.

(Billions of yen)

	(Fiscal year				Mar.'03	(Nine month		
.Operating Results	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar. 03 (Forecast)	Dec.'00	Dec.'01	Dec.'02
Net sales	1,425.9	1,447.1	1,538.2	1,672.3	1,738.0	1,109.2	1,221.4	1,277.
(change from the previous corresponding period)	1.6%	1.5%	6.3%	8.7%	3.9%		10.1%	4.6
Domestic sales	820.9	873.1	930.4	902.6	895.0	681.7	664.5	659.
(change from the previous corresponding period)	-1.2%	6.4%	6.6%	-3.0%	-0.8%	-	-2.5%	-0.7
Overseas sales	605.0	573.9	607.8	769.6	843.0	427.5	556.9	617.
(change from the previous corresponding period)	5.8%	-5.1%	5.9%	26.6%	9.5%	_	30.3%	10.9
Overseas sales ratio	42.4%	39.7%	39.5%	46.0%	48.5%	38.5%	45.6%	48.4
Gross profit	568.5	580.0	613.3	699.9	741.0	443.6	515.5	545.
(change from the previous corresponding period)	0.6%	2.0%	5.8%	14.1%	5.9%	_	16.2%	5.8
Percentage of net sales	39.9%	40.1%	39.9%	41.9%	42.6%	40.0%	42.2%	42.7
Operating income	73.5	88.9	105.1	129.6	138.0	76.9	89.6	94.
(change from the previous corresponding period)	-18.0%	20.9%	18.2%	23.4%	6.4%	_	16.4%	5.7
Percentage of net sales	5.2%	6.1%	6.8%	7.8%	7.9%	6.9%	7.3%	7.4
Income before income taxes	53.0	70.3	97.7	113.9	125.1	69.0	78.3	85.
(change from the previous corresponding period)	-22.5%	32.7%	38.9%	16.6%	9.8%	_	13.5%	9.3
Percentage of net sales	3.7%	4.9%	6.4%	6.8%	7.2%	6.2%	6.4%	6.7
Net income	30.6	41.9	53.2	61.6	73.2	38.2	43.2	51.
(change from the previous corresponding period)	1.7%	36.8%	27.0%	15.8%	73.2 18.8%	- 30.2	43.2 13.1%	18.5
Percentage of net sales	2.1%	2.9%	3.5%	3.7%	4.2%	3.5%	3.5%	4.0
Net income per share-basic [yen]	44.33	60.61	76.85	88.27	101.00	55.28	62.38	70.6
(change from the previous corresponding period)	-1.4%	36.7%	26.8%	14.9%	14.4%		12.8%	13.29
Exchange rate [yen/US\$]	127.98	111.52	110.60	125.10	121.70	108.12	122.67	122.9
[yen/EURO]	143.73	115.35	100.41	110.60	120.37	97.60	108.77	118.84
2. Sales by Category	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Sep.'00	Sep.'01	Sep.'02
Imaging Solutions	954.3	898.0	867.0	934.1	(Forecast) 868.2	632.6	687.5	638.
Network input/output systems	128.3	173.1	261.8	344.2	453.5	178.6	251.5	336.
Network system solutions	168.2	181.9	201.0	206.9	194.8	149.2	148.0	140.
Other Businesses	175.0	194.0	199.8	186.9	221.5	148.7	134.3	162.
3. Sales by Geographic Area	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar.'03 (Forecast)	Sep.00	Sep.01	Sep.'02
Japan	820.0	873.1	030 /	902.6		681.7	664 5	•
Japan The American	820.9	873.1	930.4 252.6	902.6 341.7	895.0	681.7	664.5 245.2	659.3
The Americas	239.6	231.1	252.6	341.7	895.0 341.0	174.4	245.2	659. 254.
The Americas Europe	239.6 283.3	231.1 258.5	252.6 247.4	341.7 311.3	895.0 341.0 357.0	174.4 177.2	245.2 225.9	659. 254. 254.
The Americas	239.6	231.1	252.6	341.7	895.0 341.0 357.0 145.0	174.4	245.2	659. 254.
The Americas Europe	239.6 283.3	231.1 258.5	252.6 247.4	341.7 311.3	895.0 341.0 357.0 145.0 Mar.'03	174.4 177.2 75.8	245.2 225.9 85.6	659. 254. 254. 108.
The Americas Europe Other - Other ratios	239.6 283.3 82.0 Mar.'99	231.1 258.5 84.2 Mar.'00	252.6 247.4 107.6 Mar.'01	341.7 311.3 116.6 Mar.'02	895.0 341.0 357.0 145.0 Mar.'03 (Forecast)	174.4 177.2 75.8 Sep.'00	245.2 225.9 85.6 Sep.'01	659. 254. 254. 108. Sep.'02
The Americas Europe Other . Other ratios R&D Expenditure	239.6 283.3 82.0 Mar.'99 66.7	231.1 258.5 84.2 Mar.'00 66.5	252.6 247.4 107.6 Mar.'01 78.2	341.7 311.3 116.6 Mar.'02 80.7	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5	174.4 177.2 75.8 Sep.'00 55.8	245.2 225.9 85.6 Sep.'01 58.6	659. 254. 254. 108. Sep.'02
The Americas Europe Other Cother ratios R&D Expenditure R&D Expenditure / net sales	239.6 283.3 82.0 Mar.'99 66.7 4.7%	231.1 258.5 84.2 Mar.'00 66.5 4.6%	252.6 247.4 107.6 Mar.'01 78.2 5.1%	341.7 311.3 116.6 Mar.'02 80.7 4.8%	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8%	174.4 177.2 75.8 Sep.'00 55.8 5.0%	245.2 225.9 85.6 Sep.'01 58.6 4.8%	659. 254. 254. 108. Sep.'02 61. 4.8
The Americas Europe Other •. Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0	659. 254. 254. 108. Sep.'02 61. 4.8 2.
The Americas Europe Other A. Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5.
The Americas Europe Other Other Conter ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2.
The Americas Europe Other Other Conter ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times]	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3
The Americas Europe Other Other R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51.
The Americas Europe Other Other A. Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55.
The Americas Europe Other Other Conter ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184.
The Americas Europe Other Other Cother ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months]	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184. 1.3
The Americas Europe Other Other Conter ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184. 1.3 149.
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184. 1.3 149. 1.8
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8	245.2 225.9 85.6 Sep.'01 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184. 1.3 149. 1.8
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2	659. 254. 254. 108. Sep.'02 61. 48. 2. 5. -2. 18.3 51. 55. 184. 1.3 149. 1.8 541.
The Americas Europe Other Other . Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0	659. 254. 254. 108. Sep.'02 61. 4.8 2. 51. 55. 184. 1.3 149. 1.8 541. 29.9
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1%	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4%	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6%	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6%	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9 34.0%	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3%	659. 254. 254. 108. Sep.'02 61. 4.8 2 5 -2 18.3 55. 184. 1.3 55. 184. 1.4 9.9 1.1 541. 29.9
The Americas Europe Other Other Other Cother ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1% 1,628.0	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4% 1,543.3	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6% 1,704.7	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6% 1,832.9	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9 34.0% 1,586.7	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3% 1,760.3	659. 254. 254. 108. Sep.'02 61. 4.8 2. 55. 184. 1.5 55. 184. 1.5 51. 55. 184. 1.5 51. 55. 184. 1.5 51. 55. 184. 1.5 51. 55. 184. 1.5 51. 55. 51. 55. 55. 55. 55. 55. 55
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1% 1,628.0 3.2%	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4% 1,543.3 4.4%	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6% 1,704.7 6.0%	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6% 1,832.9 6.4%	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9 34.0% 1,586.7 4.4%	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3% 1,760.3 4.5%	659. 254. 254. 108. Sep.'02 61. 4.8 2. 55. 184. 1.5 55. 184. 1.5 541. 29.9 1,807. 4.7 671.
The Americas Europe Other Other Other ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1% 1,628.0 3.2% 487.4	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4% 1.543.3 4.4%	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6% 1,704.7 6.0% 556.7	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6% 1,832.9 6.4% 633.0	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 193.6 1.6 158.8 2.1 539.9 34.0% 1,586.7 4.4% 561.4	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3% 1.760.3 4.5% 601.2	659. 254. 254. 108. Sep.'02 61. 4.8 2. 55. -2. 18.3 55. 184. 1.3 149. 1.8 541. 29.9 1,807. 4.7 671. 37.1
The Americas Europe Other Other Cother ratios R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1% 1,628.0 3.2% 487.4 29.9%	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4% 1.543.3 4.4% 541.5 35.1%	252.6 247.4 107.6 Mar.'01 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6% 1.704.7 6.0% 556.7 32.7%	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6% 1,832.9 6.4% 633.0 34.5%	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9 34.0% 1,586.7 4.4% 561.4 35.4%	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3% 1.760.3 4.5% 601.2 34.2%	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 51. 55. 184. 1.3 149.
The Americas Europe Other Other Cother ratios R&D Expenditure R&D Expenditure R&D Expenditure / net sales Interest and dividend income Interest and dividend income Interest and dividend income Interest expense Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio Return on equity	239.6 283.3 82.0 Mar.'99 66.7 4.7% 5.9 11.6 -5.7 6.8 67.4 70.4 245.3 2.1 162.2 2.3 653.2 40.1% 1,628.0 3.2% 487.4 29.9% 6.4%	231.1 258.5 84.2 Mar.'00 66.5 4.6% 5.9 10.1 -4.1 9.3 61.9 58.3 257.6 2.1 143.1 2.0 515.1 33.4% 1.543.3 4.4% 541.5 35.1% 8.1%	252.6 247.4 107.6 78.2 5.1% 8.0 7.7 0.2 14.5 62.1 73.3 137.8 1.1 176.3 2.3 538.9 31.6% 1.704.7 6.0% 556.7 32.7% 9.7%	341.7 311.3 116.6 Mar.'02 80.7 4.8% 4.7 8.2 -3.4 16.3 73.7 75.6 205.5 1.5 162.1 2.0 561.4 30.6% 1.832.9 6.4% 633.0 34.5% 10.4%	895.0 341.0 357.0 145.0 Mar.'03 (Forecast) 83.5 4.8% 3.4 6.5 -3.1 21.8 70.0	174.4 177.2 75.8 Sep.'00 55.8 5.0% 5.9 4.6 1.2 17.7 45.1 50.6 193.6 1.6 158.8 2.1 539.9 34.0% 1,586.7 4.4% 561.4 35.4%	245.2 225.9 85.6 58.6 4.8% 4.0 6.5 -2.5 14.3 53.3 56.6 150.4 1.1 173.9 2.2 586.0 33.3% 1.760.3 4.5% 601.2 34.2% 7.5%	659. 254. 254. 108. Sep.'02 61. 4.8 2. 5. -2. 18.3 55. 184. 1.3 541. 29.9 1,807. 4.7 671. 37.1 7.9

Interest coverage ratio( $\bigotimes$ )=(Interest and dividend income + Operating income)  $\div$  Interest expense

## Key Financial Figures(Consolidated)

Feb.5, 2003 RICOH COMPANY, LTD. (Billions of yen)

	(Three mo	nths ended	d)		(Three mon	ths ended)		
1.Operating Results	'01 Q1	'01 Q2	'01 Q3	'01 Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
Net sales	411.9	408.1	401.3	450.9	428.2	428.5	420.7	460.4
(change from the previous corresponding period)	12.2%	10.9%	7.3%	5.1%	4.0%	5.0%	4.8%	2.1%
Domestic sales	228.7	223.9	211.7	238.1	224.8	224.7	210.1	235.2
(change from the previous corresponding period)	1.1%	-2.6%	-6.1%	-4.2%	-1.7%	0.3%	-0.8%	-1.2%
Overseas sales	183.2	184.1	189.5	212.7	203.4	203.8	210.5	225.2
(change from the previous corresponding period)	29.9%	33.3%	27.8%	18.0%	11.0%	10.7%	11.1%	5.8%
Overseas sales ratio	44.5%	45.1%	47.2%	47.2%	47.5%	47.6%	50.0%	48.9%
Gross profit	174.0	167.8	173.6	184.4	186.4	174.1	184.9	195.4
(change from the previous corresponding period)	17.3%	15.3%	16.0%	8.7%	7.2%	3.7%	6.5%	6.0%
Percentage of net sales	42.2%	41.1%	43.3%	40.9%	43.5%	40.6%	44.0%	42.4%
Operating income	31.6	28.2	29.7	40.0	35.9	25.4	33.3	43.2
(change from the previous corresponding period)	20.6%	13.5%	15.0%	42.5%	13.6%	-10.2%	12.3%	8.09
Percentage of net sales	7.7%	6.9%	7.4%	8.9%	8.4%	5.9%	7.9%	9.49
Income before income taxes	27.1	25.3	25.8	35.5	32.2	23.4	29.9	39.4
(change from the previous corresponding period)	17.3%	10.2%	12.9%	24.0%	18.7%	-7.7%	15.9%	10.9%
Percentage of net sales	6.6%	6.2%	6.4%	7.9%	7.5%	5.5%	7.1%	8.6%
Net income	14.8	13.5	14.8	18.3	19.5	14.0	17.8	21.8
(change from the previous corresponding period)	17.9%	2.6%	19.4%	22.5%	31.2%	3.5%	19.5%	19.4%
Percentage of net sales	3.6%	3.3%	3.7%	4.1%	4.6%	3.3%	4.2%	4.8%
Net income per share-basic [yen]	21.47	19.50	21.41	25.89	26.85	19.26	24.51	30.38
(change from the previous corresponding period)	17.8%	2.4%	18.9%	20.0%	25.1%	-1.2%	14.5%	17.3%
Exchange rate [yen/US\$]	122.60	121.72	123.70	132.50	127.01	119.19	122.59	118.00
[yen/EURO]	107.25	108.32	110.74	116.21	116.56	117.34	122.59	125.00
[yell/LORO]	107.25	100.52	110.74	110.21	110.50	117.34	122.55	125.00
	104 04	104 0.0	104 0.0	104 04	100.01	100.00	100.00	'02 Q4
2. Sales by Category	'01 Q1	'01 Q2	'01 Q3	'01_Q4	'02 Q1	'02 Q2	'02 Q3	(Forecast)
Imaging Solutions	231.6	226.6	229.2	246.6	219.9	210.4	208.3	229.5
Network input/output systems	87.6	80.6	83.2	92.7	110.5	108.4	117.4	117.1
Network system solutions	48.7 43.9	54.1 46.5	45.0	58.9 52.6	46.9 50.9	53.1 56.5	40.0	54.6
Other Businesses	10.0	10.0	43.8	02.0		00.0	54.9	59.1
3. Sales by Geographic Area	'01 Q1	'01 Q2	'01 Q3	'01_Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
Japan	228.7	223.9	211.7	238.1	224.8	224.7	210.1	235.2
The Americas	79.8	82.7	82.5	96.5	84.1	86.2	84.1	86.3
	76.1	71.9	77.8	85.3	83.2	82.9	88.3	102.4
Other	27.1	29.3	29.1	30.9	35.9	34.6	37.9	36.3
								102 04
4. Other ratios	'01 Q1	'01 Q2	'01 Q3	'01_Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
R&D Expenditure	17.8	22.0	18.6	22.1	18.4	21.7	20.8	22.5
R&D Expenditure / net sales	4.3%	5.4%	4.7%	4.9%	4.3%	5.1%	5.0%	4.9%
Interest and dividend income	1.1	1.7	1.1	0.6	0.9	1.0	0.6	0.7
Interest expense	2.4	2.1	2.0	1.6	1.7	2.2	1.2	1.1
Financial income(expenses)net	-1.2	-0.3	-0.8	-0.9	-0.7	-1.2	-0.6	-0.4
Interest coverage ratio(※) [times]	13.6	14.0	15.4	24.4	21.2	11.6	26.2	37.6
Depreciation for tangible fixed assets	15.1	17.9	20.2	20.3	16.9	16.9	17.5	18.7
Expenditure for plant and equipment	17.9	21.8	16.8	19.0	17.6	20.8	16.7	19.9
Liquidity at hand	141.6	155.0	150.4	205.5	215.3	227.5	184.9	-
Liquidity at hand/Averaged sales [months]	1.0	1.1	1.1	1.4	1.5	1.6	1.3	_
Inventories	175.4	163.7	173.9	162.1	157.1	148.9	149.3	-
Inventories/Averaged cost of sales [months]	2.2	2.0	2.3	1.8	1.9	1.8	1.9	-
Debt	538.8	548.6	586.0	561.4	554.8	543.2	541.2	_
Debt on total assets	31.2%	32.0%	33.3%	30.6%	30.5%	29.7%	29.9%	
Total assets	1,728.5	1,713.0	1,760.3	1,832.9	1,821.9	1,826.3	1,807.2	-
Income before income taxes on total assets	1.6%	1.5%	1.5%	2.0%	1.8%	1.3%	1.7%	-
Shareholders' equity	570.3	581.3	601.2	633.0	648.3	663.6	671.1	-
Equity ratio	33.0%	33.9%	34.2%	34.5%	35.6%	36.3%	37.1%	-
Return on equity	2.6%	2.3%	2.5%	3.0%	3.0%	2.1%	2.7%	_
Number of employees(Japan)(thousand of people)	_	40.0	39.9	40.0	39.9	39.8	39.8	_
Number of employees(Overseas)(thousand of people)	_	34.4	34.3	34.2	34.5	34.8	34.4	_
Number of employees (Total)(thousand of people)	_	74.4	74.2	74.2	74.4	74.6	74.2	_
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Interest coverage ratio(💥)=(Interest and dividend income + Operating income) ÷ Interest expense