

Consolidated Results for the 3 months ended June 30, 2013

RICOH
imagine. change.

July 26, 2013
Daisuke Segawa,
Corporate Senior Vice President
Ricoh Company, Ltd.



Renewing the lineup.
The MP C6003 color MFP, sports a new ease-to-navigate control panel and can connect to Cloud.



Forward-looking statements

The plans, prospects, strategies and other statements, except for the historical events, mentioned in this material are forward-looking statements with respect to future events and business results. Those statements were made based on the judge of RICOH's Directors from the information that is now obtainable. Actual results may differ materially from those projected or implied in such forward-looking statements and from any historical trends. Please refrain from judging only from these forward-looking statements with respect to future events and business results. The following important factors, without limiting the generality of the foregoing, could affect future results and could cause those results to differ materially from those expressed in the forward-looking statements:

- a. General economic conditions and business trend
- b. Exchange rates and their fluctuations
- c. Rapid technological innovation
- d. Uncertainty as to RICOH's ability to continue to design, develop, produce and market products and services that achieve market acceptance in hot competitive market

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FY2014/03 Q1 results overview

- Q1 net sales was ¥521.7 bil., an increase of 13.6% y-o-y.
- Operating income was ¥19.0 bil., an increase of 33.5% y-o-y.
- Net income was ¥10.1 bil., an increase of 55.4% y-o-y.
- Significant increase in profit as the yen depreciation more than we expected.
Our businesses performed as expected except for the forex effect.
- Our restructuring program accelerated and appropriated costs were moved up.
- We are sticking with the forecast for FY2014/03, operating income ¥140.0 bil. and net income ¥80.0 bil.
- We envisage an annual dividend of ¥33 for FY2014/03.



FY2014/03 Q1 income statement

(billions of yen)		FY2013/03 Q1 result	FY2014/03 Q1 result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	215.4	217.7	+2.3	+1.1%	+1.1%
	(Overseas)	243.9	303.9	+59.9	+24.6%	+0.6%
	Total	459.3	521.7	+62.3	+13.6%	+0.8%
Gross profit		189.8	214.1	+24.2	+12.8%	
net sales %		41.3%	41.0%			
SG&A		175.6	195.0	+19.4	+11.1%	
net sales %		38.2%	37.3%			
Operating income		14.2	19.0	+4.7	+33.5%	
net sales %		3.1%	3.7%			
Income before income taxes		12.2	18.5	+6.2	+51.0%	
net sales %		2.7%	3.6%			
Net income attribute to Ricoh Co.		6.5	10.1	+3.6	+55.4%	
net sales %		1.4%	1.9%			
EPS (Yen)		9.02	14.01	+4.99		
Exchange rate	US \$1	80.23	98.79	+18.56		
	(Yen) Euro 1	103.06	129.04	+25.98		

Investment

(billions of yen)	FY13/03 Q1	FY14/03 Q1
R&D	27.0	28.0
(% on sales)	5.9%	5.4%
CAPEX	19.1	18.7
Depreciation (tangible fixed assets)	14.7	16.6

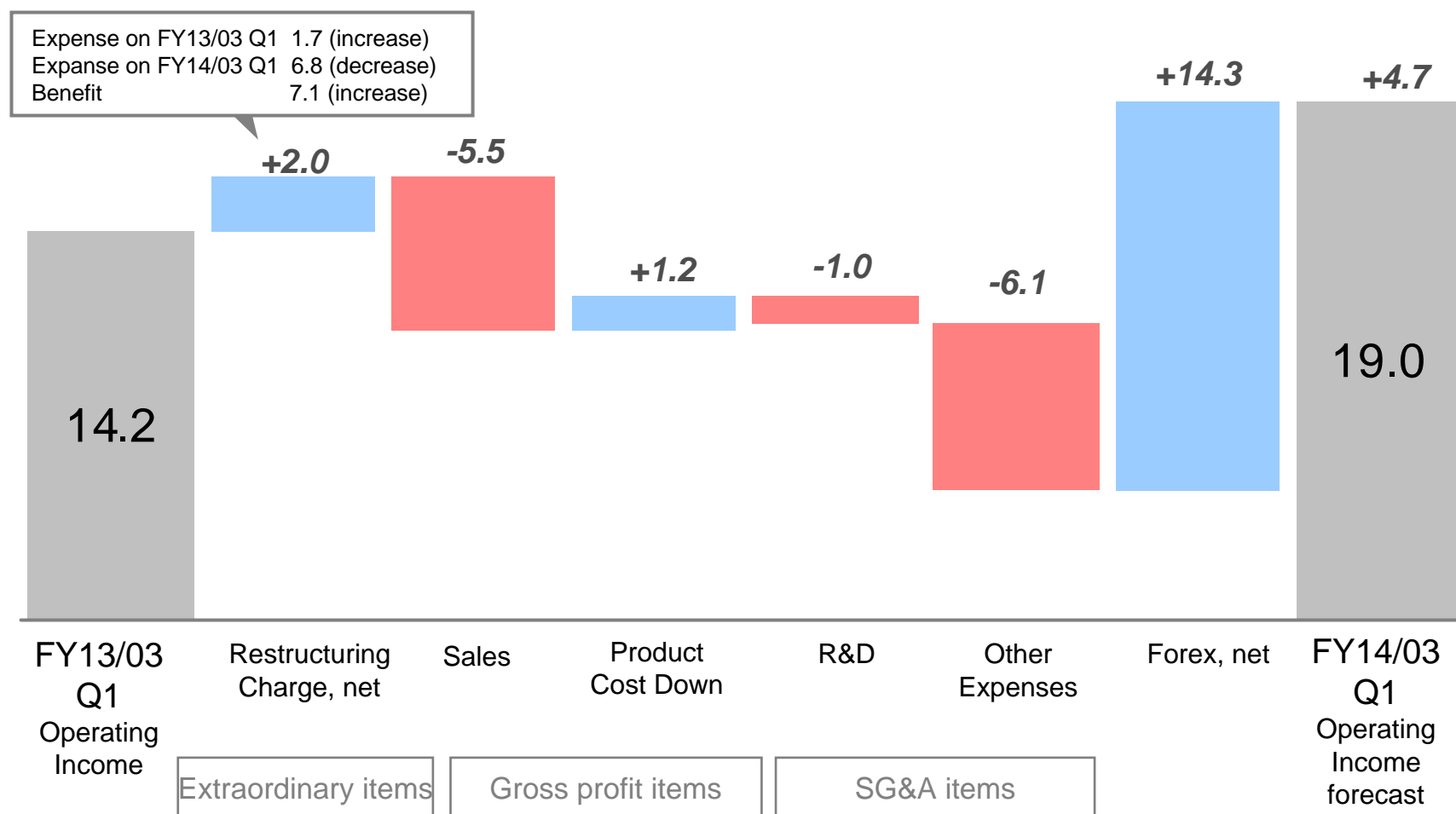
<FY2014/03 Q1 forex assumption >

	Q1	Q1(Actual)
1US\$	95.00JPY	98.79JPY
1Euro	125.00JPY	129.04JPY



FY2014/03 Q1 operating income y-o-y comparison

(billions of yen)





FY2014/3 Q1 results supplement



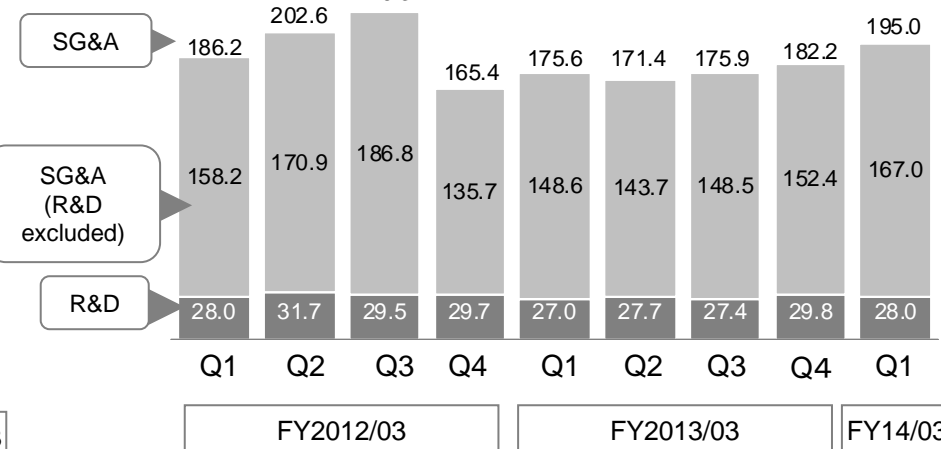
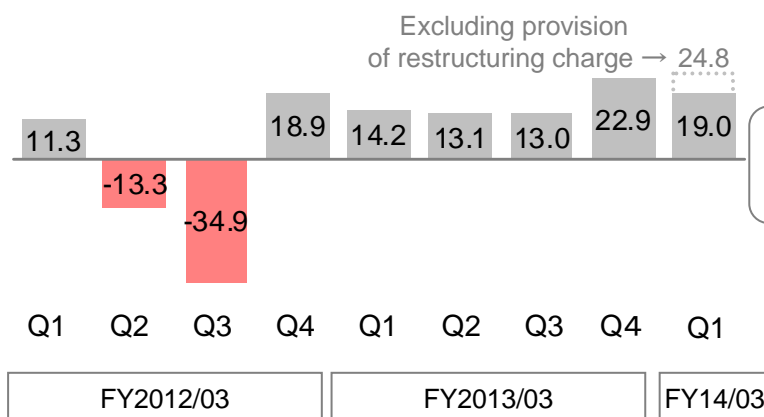
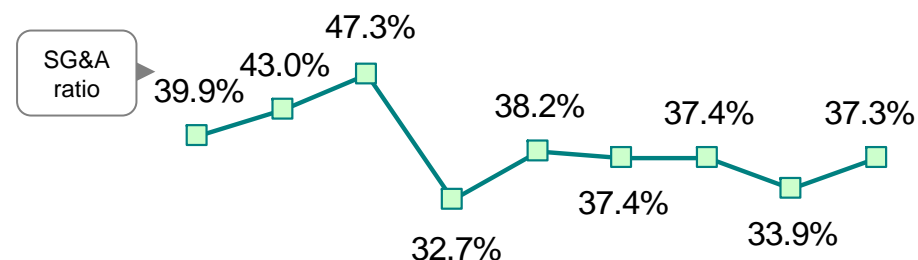
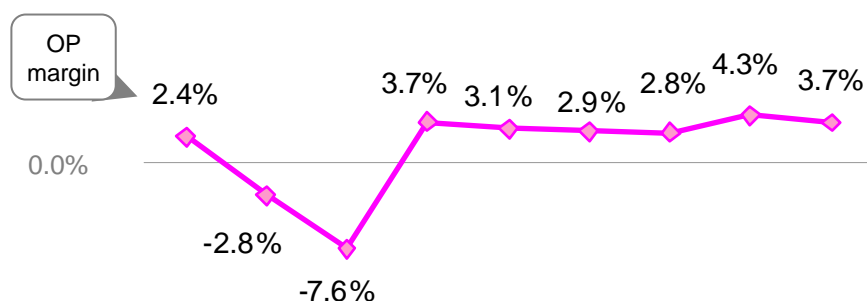
OP / OP margin

(billions of yen)



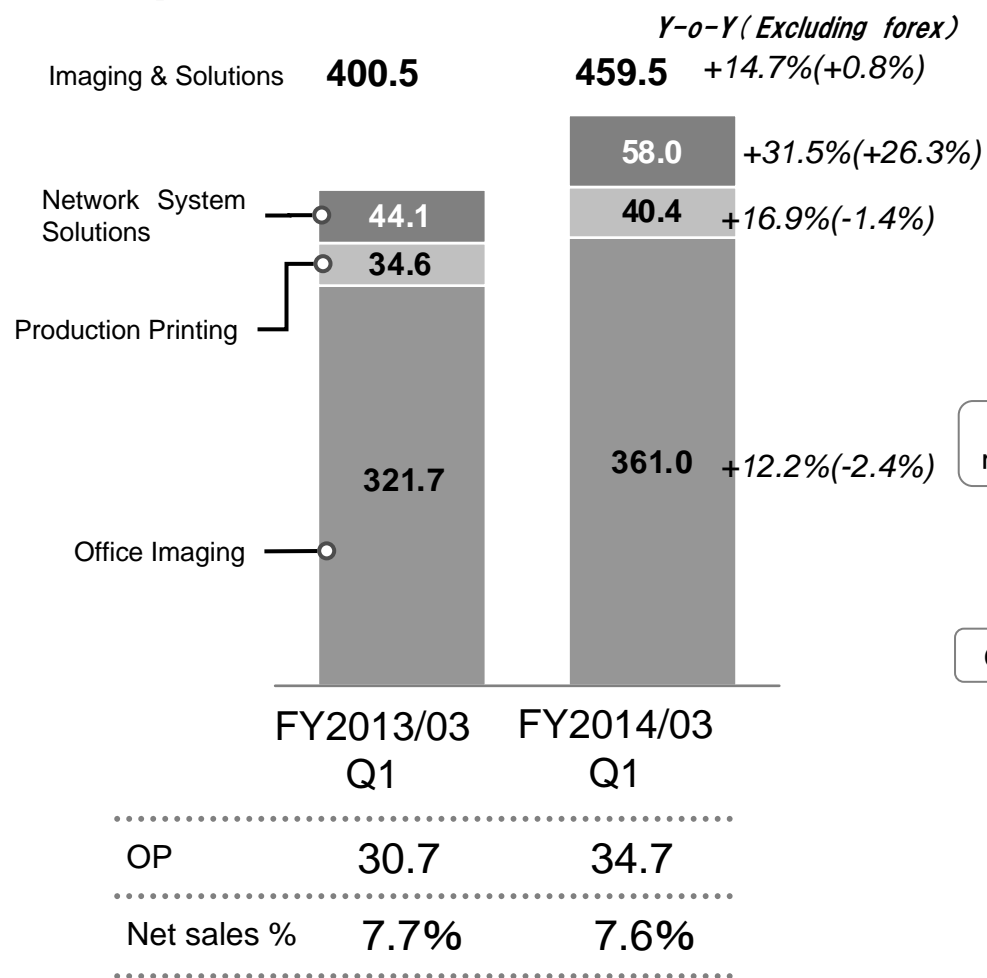
SG&A

(billions of yen)

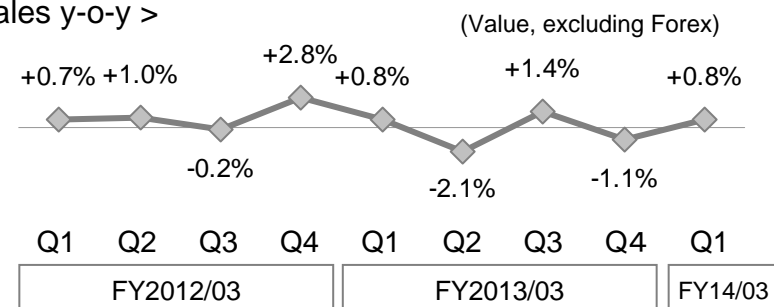


Imaging & Solutions (1)

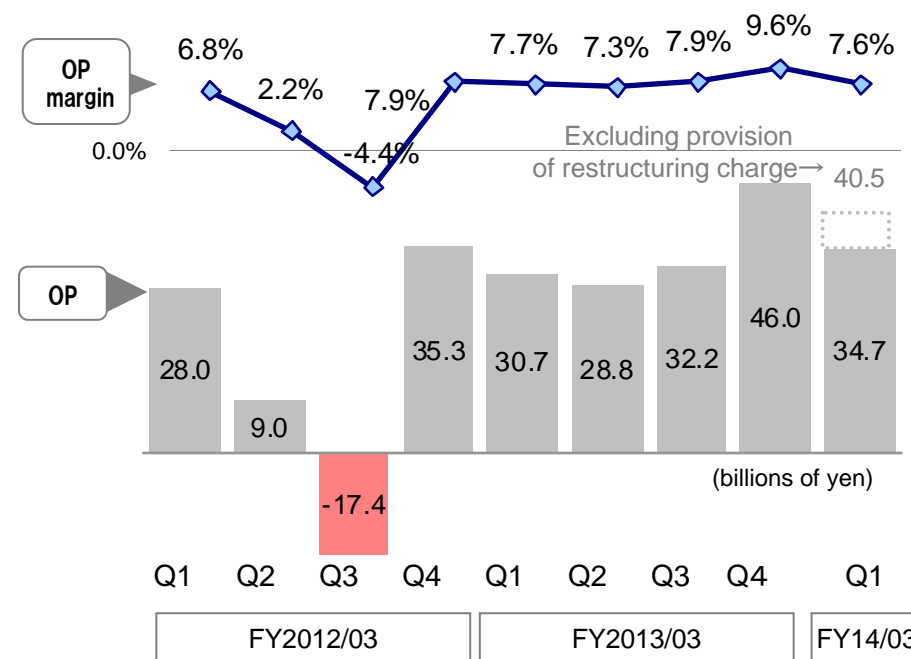
Sales (billions of yen)



< Sales y-o-y >



< OP&OP margin >



Excluding "Corporate and Eliminations"

Main products and service

MFP (Office Imaging)

- Color MFP sales increased but monochrome decreased, resulting in an overall dip in sales.
- New products launched in Japan in June.

LP (Office Imaging)

- Sales decreased by comparison with the major deals of the previous year.

MDS (Office Imaging)

- Two digit sales growth continues mainly in Europe and the Americas.

Production Printing

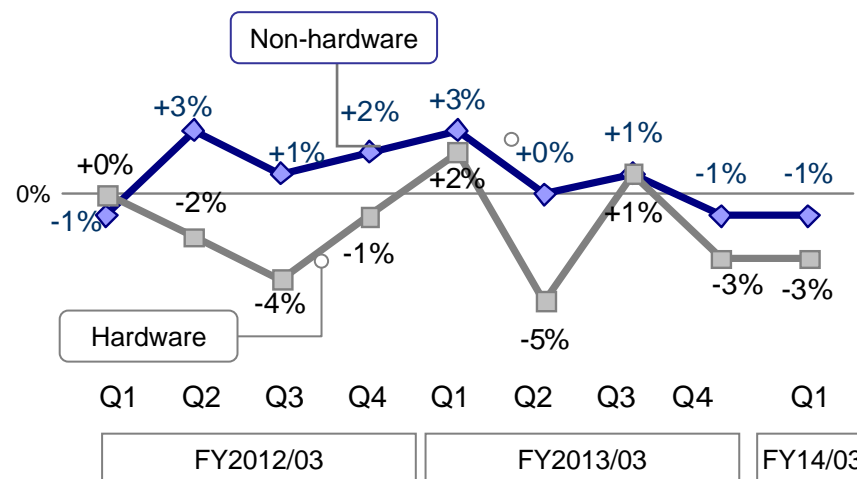
- Color cut models enjoyed a robust expansion.
- Monochrome and continuous format machines decreased resulting in an overall dip in sales.

Network Solution System

- Two digit sales growth of IT services continues mainly overseas.
- PJS and UCS sales enjoyed healthy growth worldwide.

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

(Value, excluding Forex)



➡ See Appendix for more data

< Products & Services sales FY2014/03 Q1 y-o-y >

(Value, excluding Forex)

	Black & White	Color
MFP	-8%	+3%
Office Printer	-4%	-9%
PP(Cut Sheet type)	-6%	+15%

.....

MDS*	+12%
------	------

IT services	+18%
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(*including hardware, non-hardware and labor charge)



FY2014/03 Q1 sales by business region

Review by regions

Japan

- Sales increased y-o-y thanks to expansion of IT services
- Profit improved steadily thanks to restructuring efforts.

The Americas

- Sales decreased y-o-y but business environment is trending positive.
- Profit improved steadily thanks to our restructuring program.

EMEA

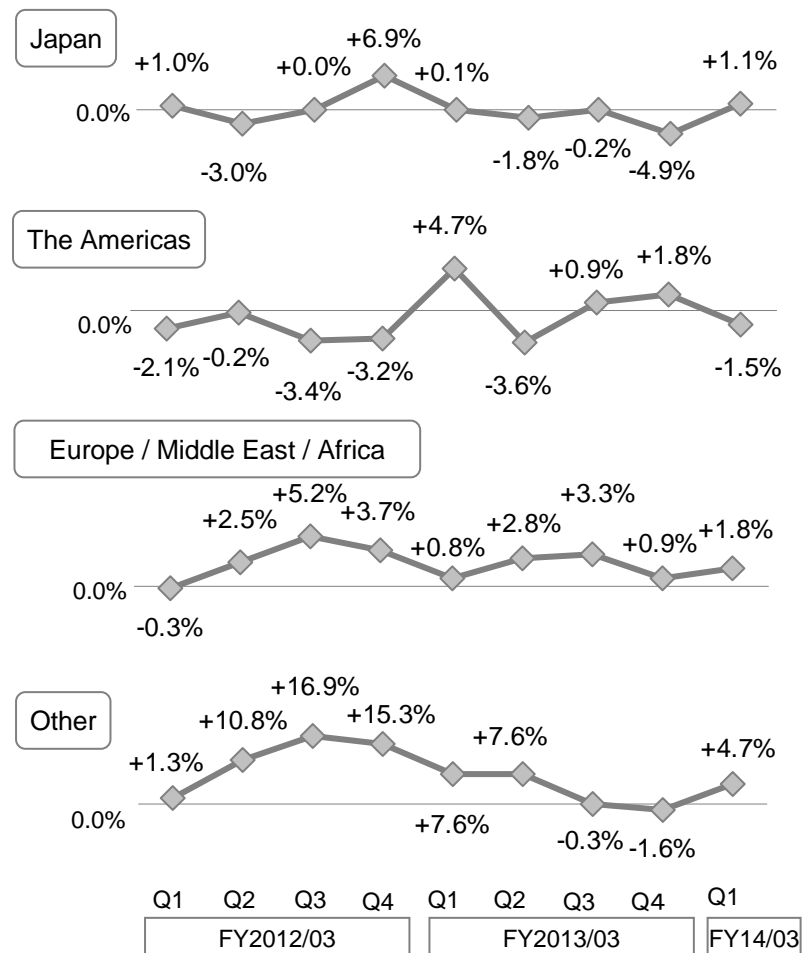
- Macro economics still opaque but sales increased thanks to PP and IT services.
- Restructuring costs resulted in a decrease in profit.

AP& China

- Low end MFPs expanded steadily in the AP region except China.
- Demand in China bottomed out.

➡ For more details please refer to the 'data' in the appendix.

Quarterly sales y-o-y (excluding Forex)

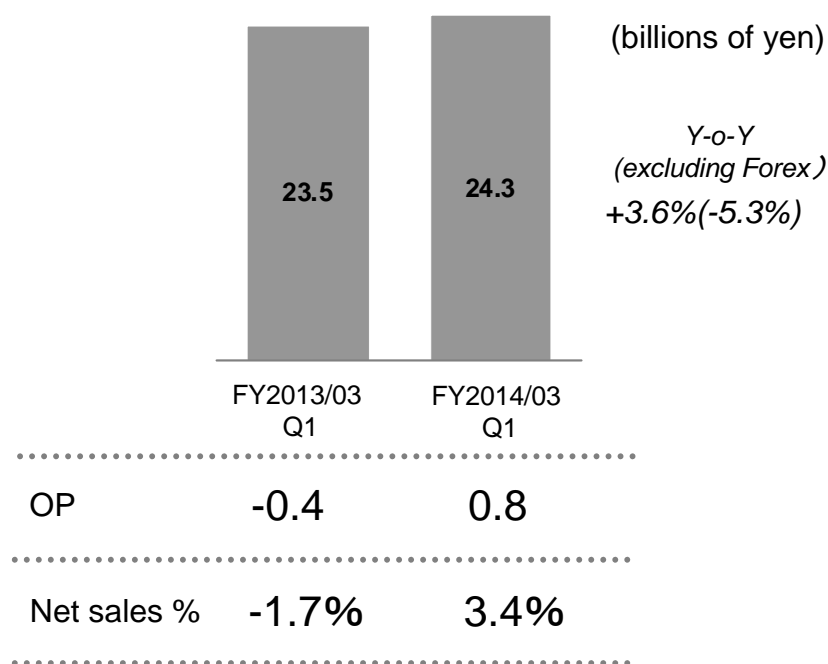




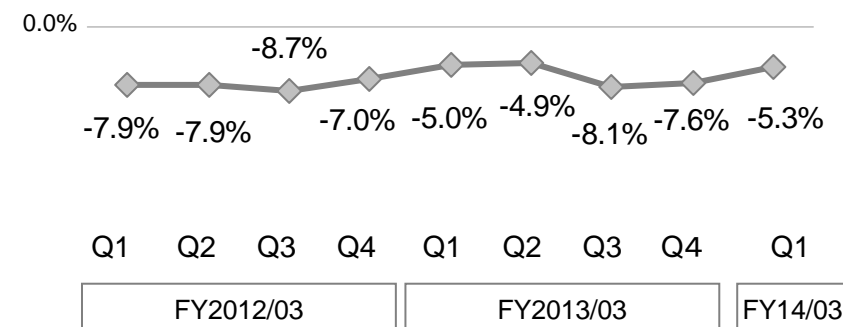
Industrial Products



Sales

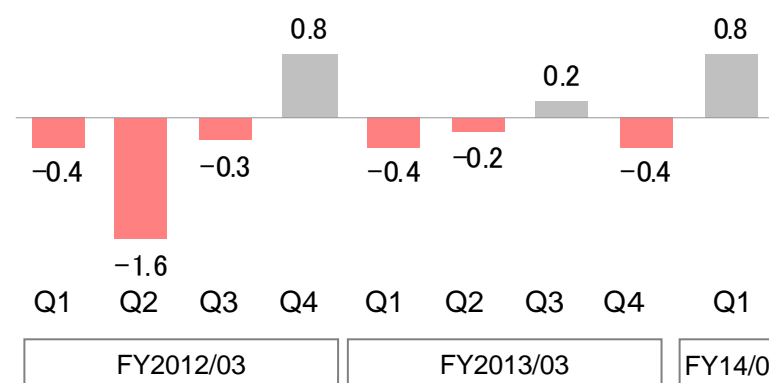


< Industrial Products Sales y-o-y >
(excluding Forex)



< OP >

Excluding "Corporate and Eliminations"

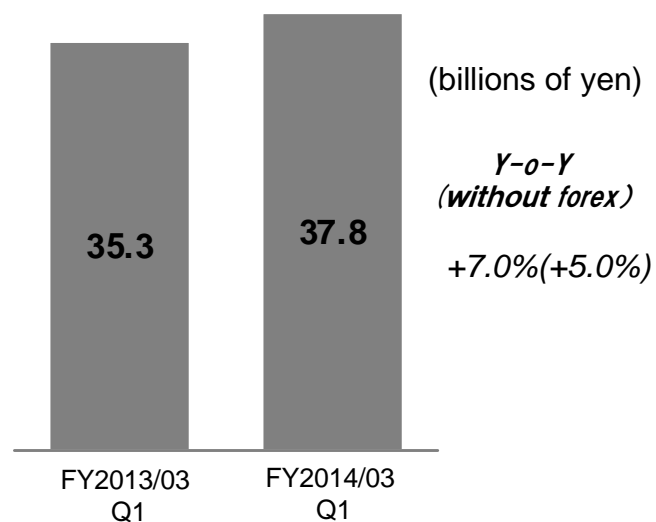




Other

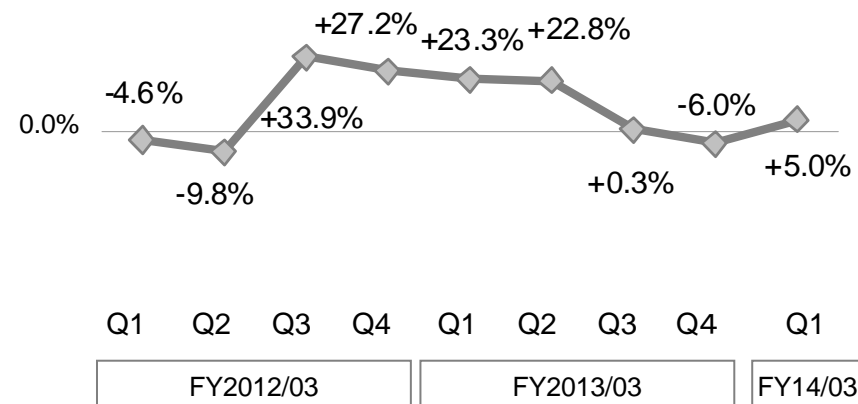


Sales



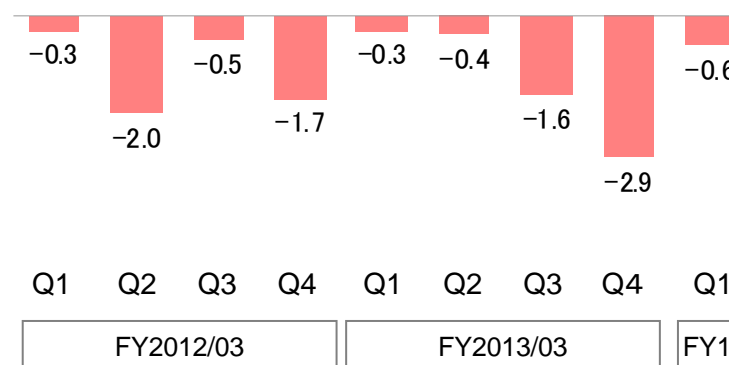
OP	-0.3	-0.6
Net sales %	-0.9%	-1.7%

< Other Sales y-o-y > (excluding Forex)



< OP >

Excluding "Corporate and Eliminations"





Balance Sheet as of June 30, 2013



Assets

(billions of yen)	As of Jun 30, 2013	Dif. from Mar 31, '13
Current Assets	1,157.9	+31.6
Cash & time deposits	128.0	+7.6
Trade receivables	758.8	+13.4
Inventories	205.4	+10.0
Other current assets	65.5	+0.5
Fixed Assets	1,263.1	+28.7
Tangible fixed assets	292.8	+1.9
Finance receivable	482.0	+15.4
Other investments	488.2	+11.2
Total Assets	2,421.0	+60.3

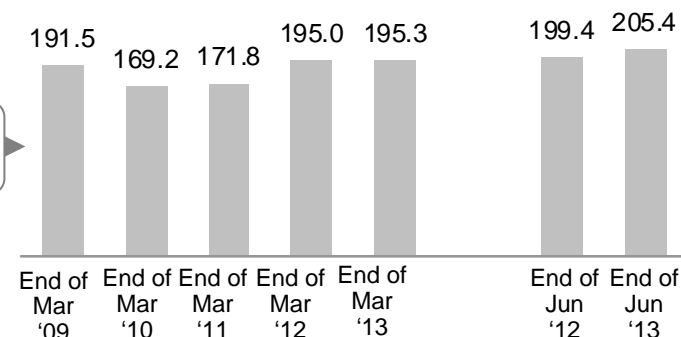


Inventories/Averaged cost of sales (month)

Inventories/Averaged
cost of sales

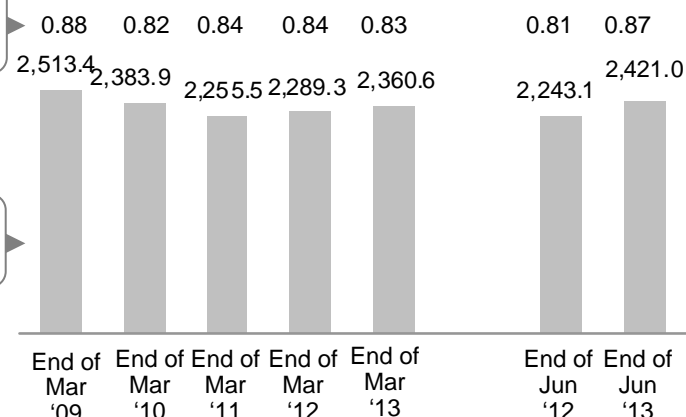
1.86 1.70 1.79 2.03 2.03 2.22 2.00

Inventories
(billions of yen)



Total assets turn over (per month)

Total assets
turn over



Total Assets
(billions of Yen)

Exchange rate as of June 30, 2013:

US\$ 1 = ¥ 98.59 (+4.54)
EURO 1 = ¥ 128.53 (+7.80)



Balance Sheet as of June 30, 2013

Liabilities and Equity		
(billions of yen)	As of Jun 30, 2013	Dif f. from Mar 31, '13
Current Liabilities	757.5	+57.2
Trade payables	247.2	-9.2
Short-term borrowings	271.9	+45.5
Other current liabilities	238.3	+20.9
Fixed Liabilities	683.2	-18.4
Long-term indebtedness	452.7	-23.6
Accrued pension&severance costs	165.6	+1.3
Other fixed liabilities	64.8	+3.8
Total Liabilities	1,440.7	+38.7
Total Shareholders' Investment	918.7	+20.7
Noncontrolling Interest	61.5	+0.8
Total Equity	980.3	+21.6
Total liabilities and Equity	2,421.0	+60.3
Total debt	724.6	+21.9

Exchange rate as of June 30, 2013:

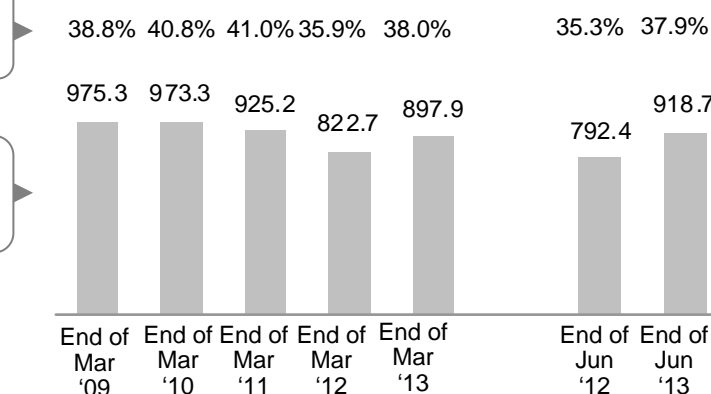
US\$ 1 = ¥ 98.59 (+4.54)
EURO 1 = ¥ 128.53 (+7.80)



Equity ratio

Equity ratio

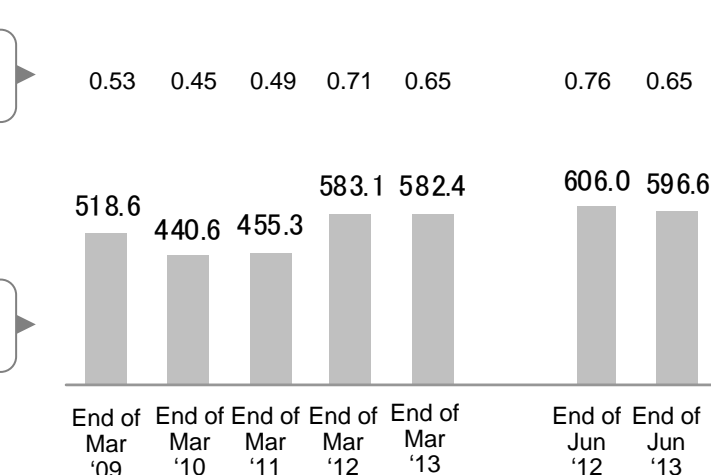
Shareholders' equity (billions of yen)



Net debt/equity ratio (multiplies)

Net D/E ratio

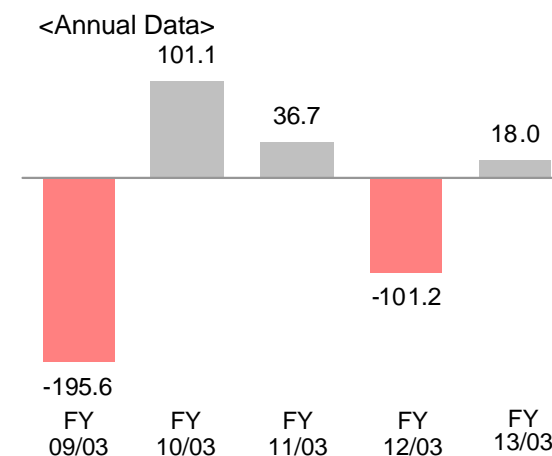
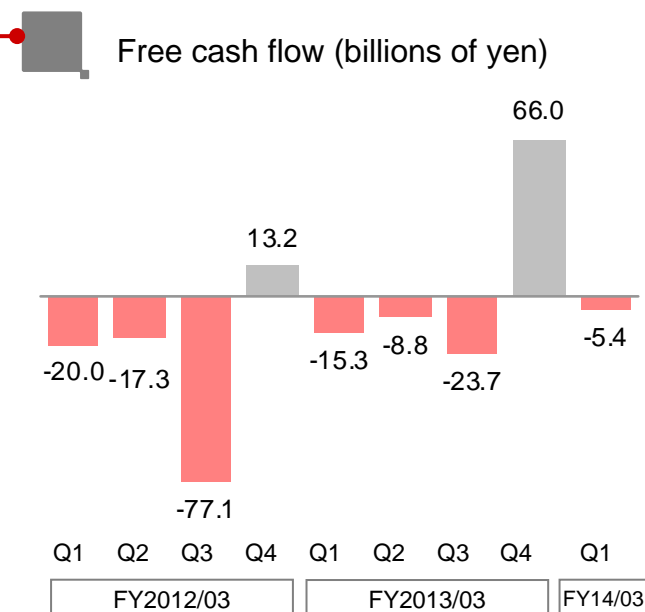
Net debt (billions of yen)





FY2014/03 Q1 statement of cash flow

(billions of yen)	FY2013/03 Q1	FY2014/03 Q1
Consolidated net income	7.6	11.5
Depreciation and amortization	20.8	23.1
[Net income + Depreciation and amortization]	[28.5]	[34.7]
Other operating activities	-19.6	-16.5
Net cash by operating activities	8.8	18.1
Plant and equipment	-18.6	-18.6
Other investing activities	-5.5	-4.9
Net cash by investing activities	-24.1	-23.6
Free cash flow(Operating + Investing net cash)	-15.3	-5.4
Increase (Decrease) of debt	18.9	21.8
Dividend paid	-6.1	-11.9
Other financing activities	-0.3	-0.3
Net cash by financing activities	12.4	9.5
Effect of exchange rate	-4.8	2.3
Net increase in cash and equivalents	-7.7	6.4
Cash and equivalents at end of period	148.5	123.5





FY2014/03 income statement forecast

(billions of yen)		FY2013/03 Results	FY2014/03 forecast (on Apr '13)	FY2014/03 Forecast	Y-o-Y comparison		
					Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	870.3	882.5	888.0	+17.6	+2.0%	+2.0%
	(Overseas)	1,054.1	1,217.5	1,242.0	+187.9	+17.8%	+3.4%
	Total	1,924.4	2,100.0	2,130.0	+205.5	+10.7%	+2.8%
Gross profit		768.6	875.0	880.0	+111.3	+14.5%	
net sales %		39.9%	41.7%	41.3%			
SG&A		705.1	735.0	740.0	+34.8	+4.9%	
net sales %		36.6%	35.0%	34.7%			
Operating income		63.4	140.0	140.0	+76.5	+120.7%	
net sales %		3.3%	6.7%	6.6%			
Income before income taxes		58.1	135.0	135.0	+76.8	+132.1%	
net sales %		3.0%	6.4%	6.3%			
Net income attribute to Ricoh Co.		32.4	80.0	80.0	+47.5	+146.4%	
net sales %		1.7%	3.8%	3.8%			
EPS (Yen)		44.78	110.34	110.34	+65.56		
Exchange rate	US \$1	83.06	95.00	95.95	+12.89		
	(Yen) Euro 1	107.08	125.00	126.01	+18.93		

Investment

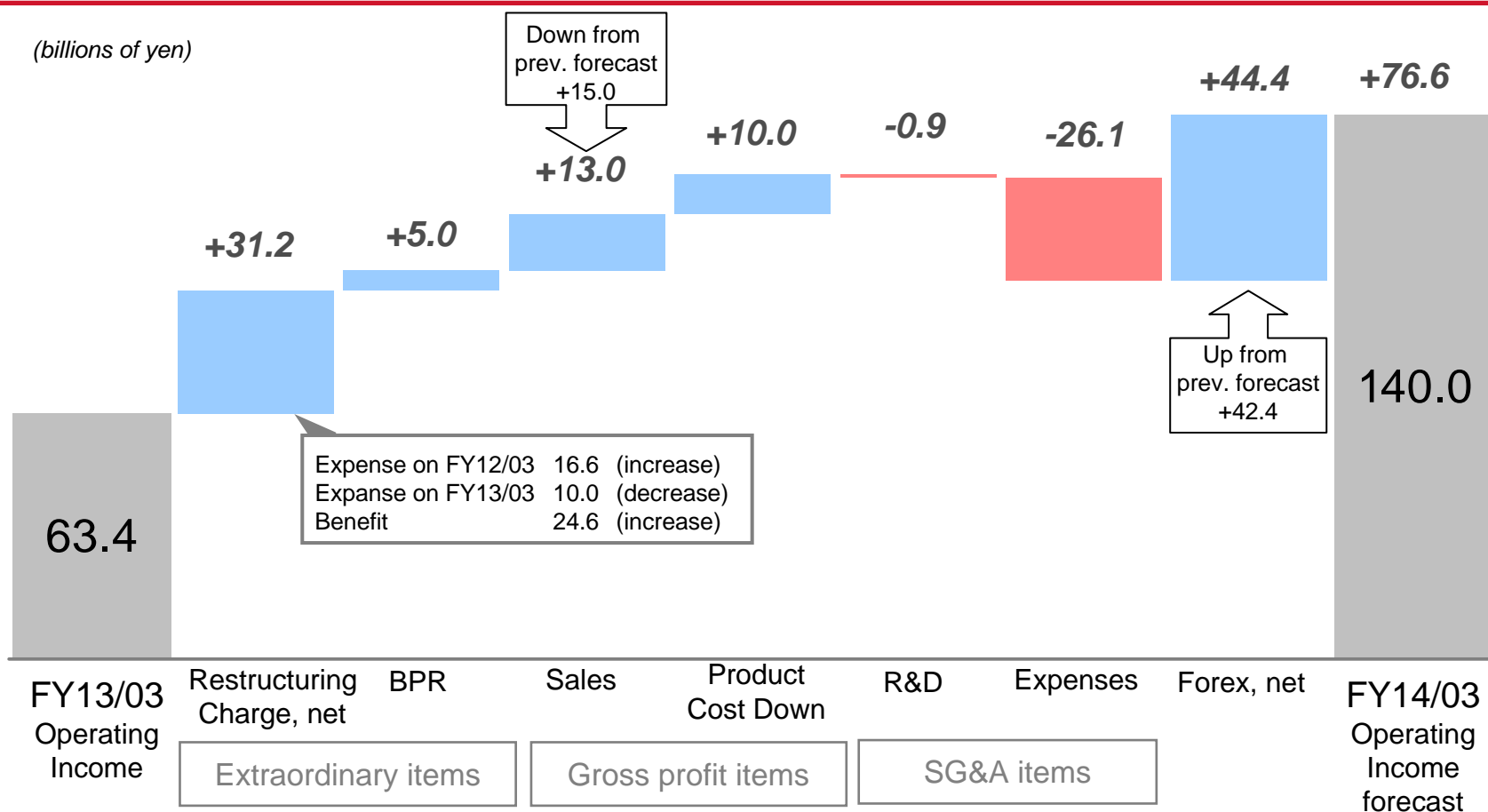
(billions of yen)	FY13/03 result	FY14/03 forecast
R&D	112.0	113.0
(% on sales)	5.8%	5.3%
CAPEX	86.5	89.0
Depreciation (tangible fixed assets)	60.4	73.0

FY14/03 Forex assumptions

	Q2-Q4	Full year
1US\$	95.00JPY	95.95JPY
1Euro	125.00JPY	126.01JPY



FY2014/03 operating income y-o-y comparison



Forex assumptions

(yen)	FY2013/03 result	FY2014/03 forecast	y-o-y
US\$	83.06	95.95	+12.89
Euro	107.08	126.01	+18.93

Forex impacts

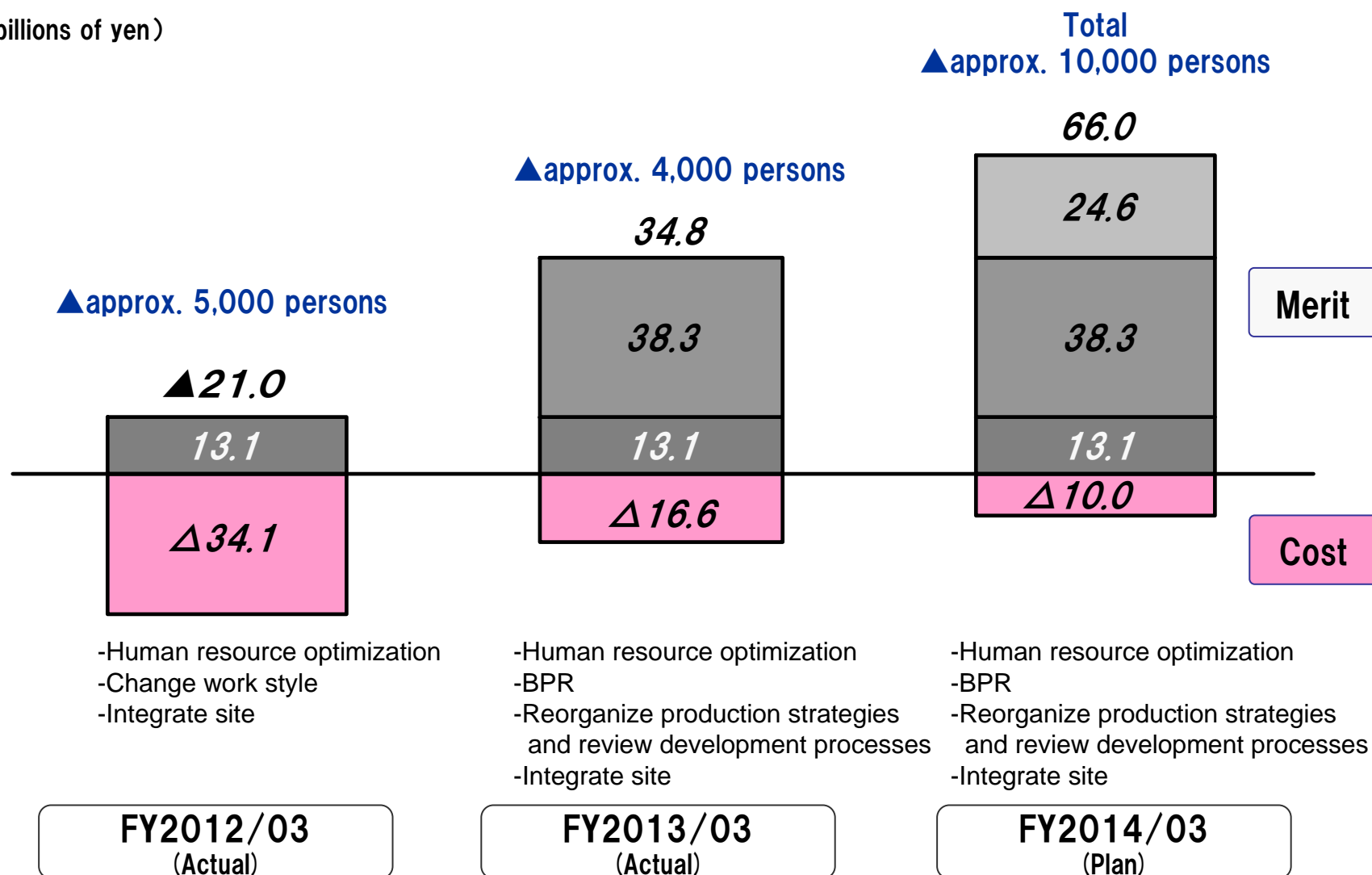
Impacts of forex
per yen annually

(billion yen)	sales	OP
US\$	6.5	1.3
Euro	3.5	1.5



Progress of structural reform (CRGP)

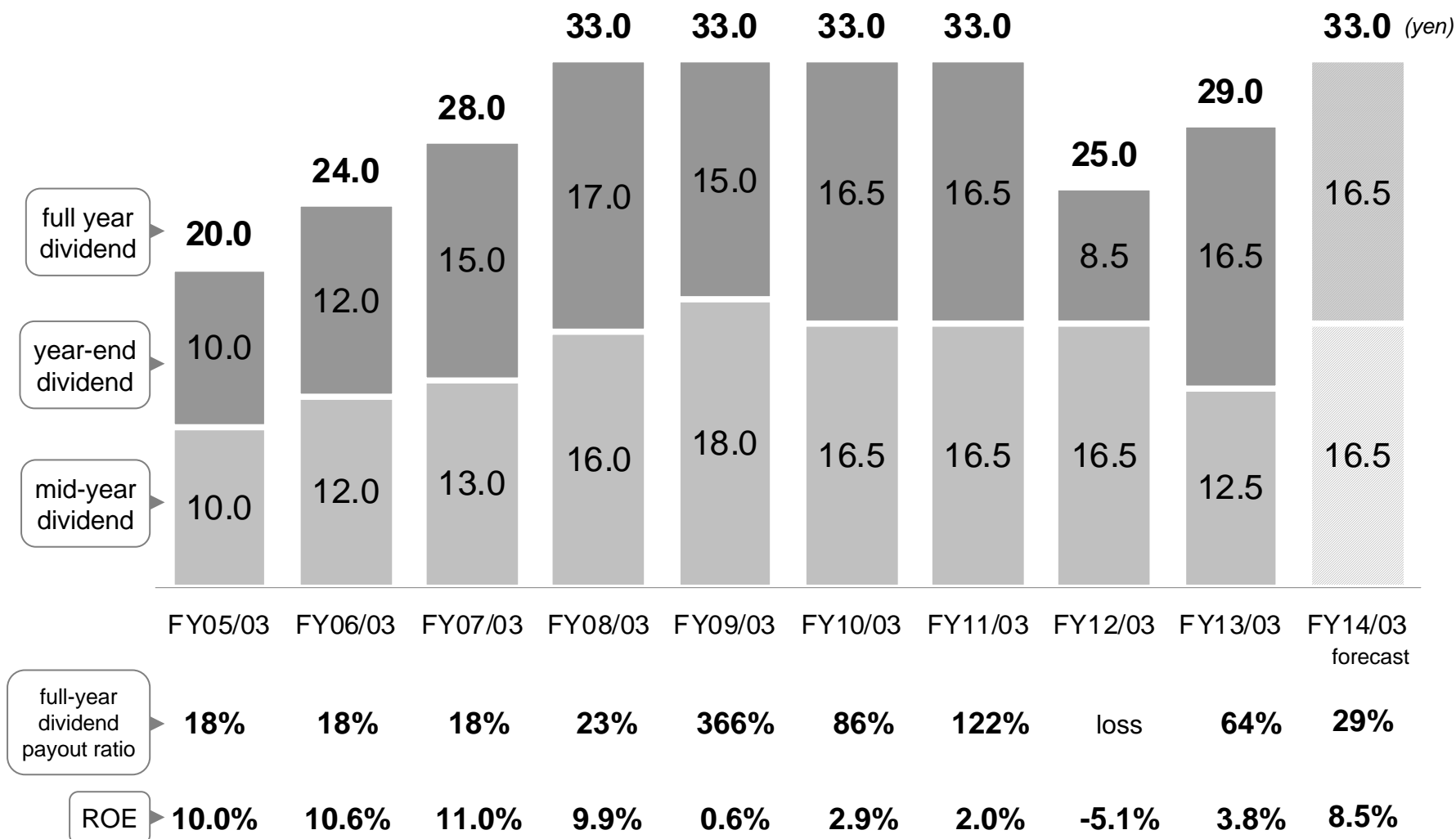
(billions of yen)



*No changes from previous forecast



Dividend and ROE









































Appendix



FY2014/03 new products (Imaging & Solutions – Document)

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	FY2012/03	FY2013/03	FY2014/03
Color MFP	 MP C4002	 MP C5002	 MP C6502
	 MP C2802	 MP C3302	 MP C8002
			 MP C6003
			 MP C5503
			 MP C4503
			 MP C3503
			 MP C3003
Mono MFP	 MP4002	 MP5002	
	 MP 6002	 MP 7502	
	 MP2352	 MP2852	
	 MP3352	 MP 9002	
	 MP1301	 MP2001	
	 MP1601	 MP2501	
A4 MFP	 SP1200SF	 SP100SU	
	 SP C230SFL	 SP5200S	
	 SP C241SF	 SP5210SF	
	 SP100SF	 MP301SPF	
	 SP3510SF	 MP C305SPF	
		 SG 3100SF	
			 SP 204SF
			 SG 3120SF

July 26, 2013

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New Customer Value -Outstanding new products and services-

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Renewing core MFP products (5 kinds, 19 models)

<Launched June>

MP C6003/C5503/C4503/C3503/C3003 series



Lowest electronic consumption
in the industry

Utilize information by
connecting to various machines

Space-saving model 37% smaller
than previous unit

Commitment to
total ease-of-use

MultiLink-Panel



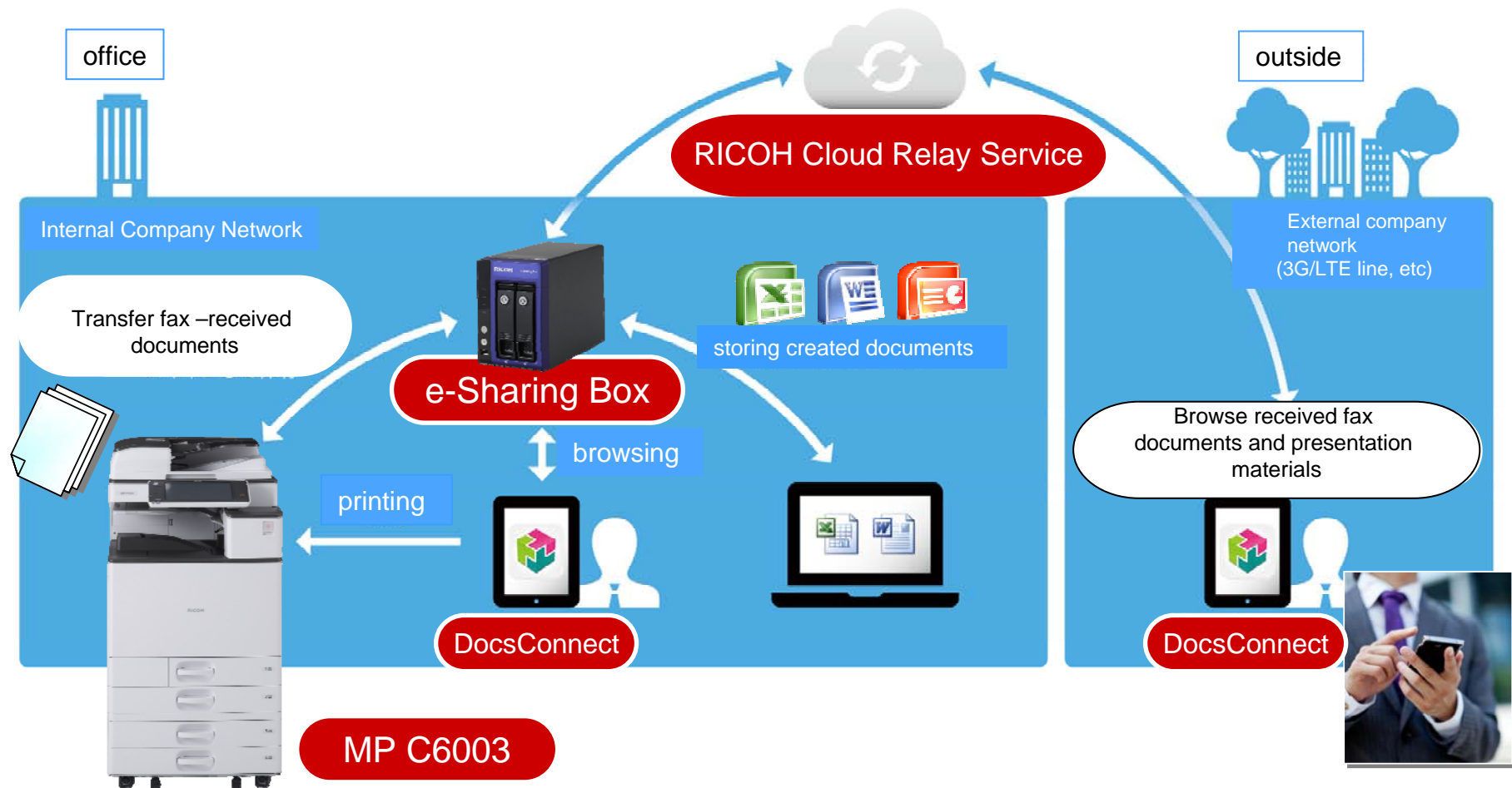
Access various functions easily

e-Sharing Box



Innovating document
workflow

- Access internal document data easily and securely from outside of the office thanks to Cloud connection





New Customer Value -Outstanding new products and services-

RICOH
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■ <Industrial Products> Delivering new value such as FA and logistics

FA camera



New!

<Launched May, 2013>

Rewritable
laser system



New!

<Launched July, 2013>

Began the demonstration at
membership-based delivery service

■ <Cameras> Expansion of interchangeable-lens cameras

PENTAX
A RICOH COMPANY

K-50

New!



Q7

New!



GR

New!



New Customer Value -Outstanding new products and services-

RICOH
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Demonstration of transportation advertisement using 'Clickable Paper'

<Launched July, 2013>

Step **1** Click!

Step **2** Search!

Step **3** Enjoy!



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扶桑社/テレビ東京

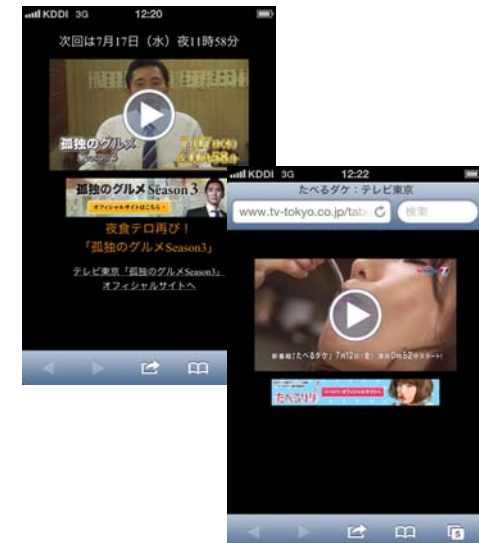


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「たべるダケ」製作委員会

Search the picture and
display the contents or
links



Browse original contents
and program sites



Take a picture of station
posters with Clickable
Paper app

*At all stations of
Keio Inokashira Line

KEIO

TV TOKYO
digital

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July 26, 2013

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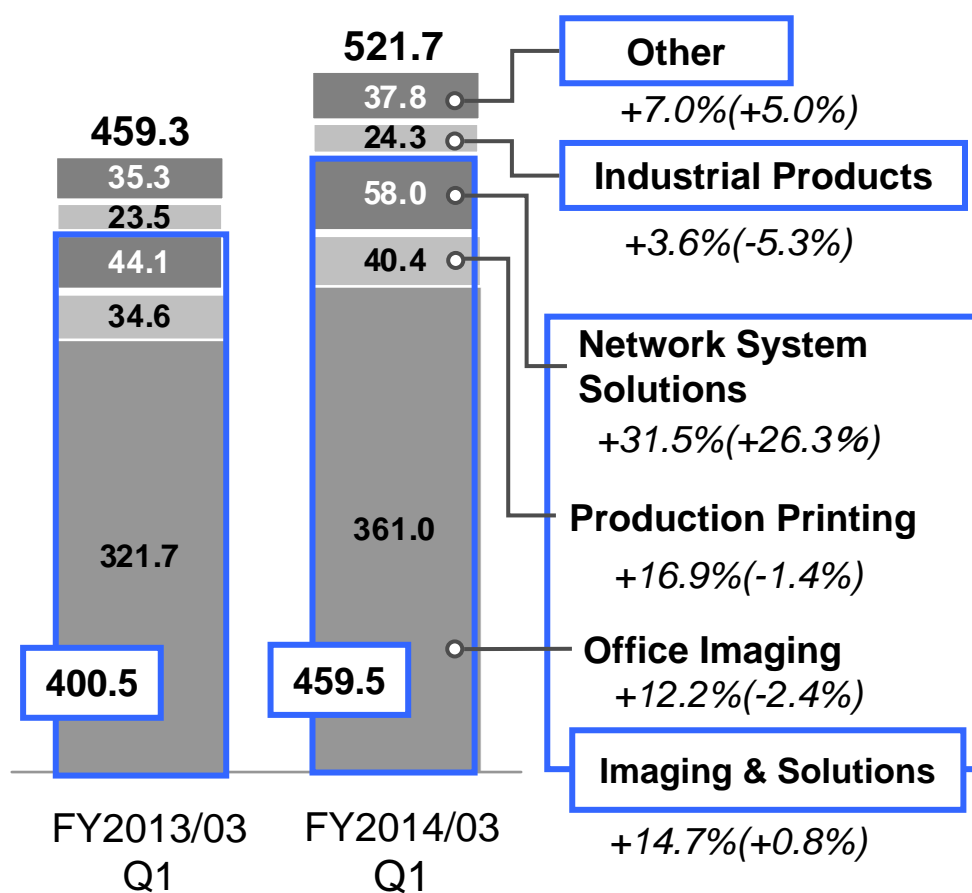


FY2014/3 Q1 sales by category

(billions of yen)

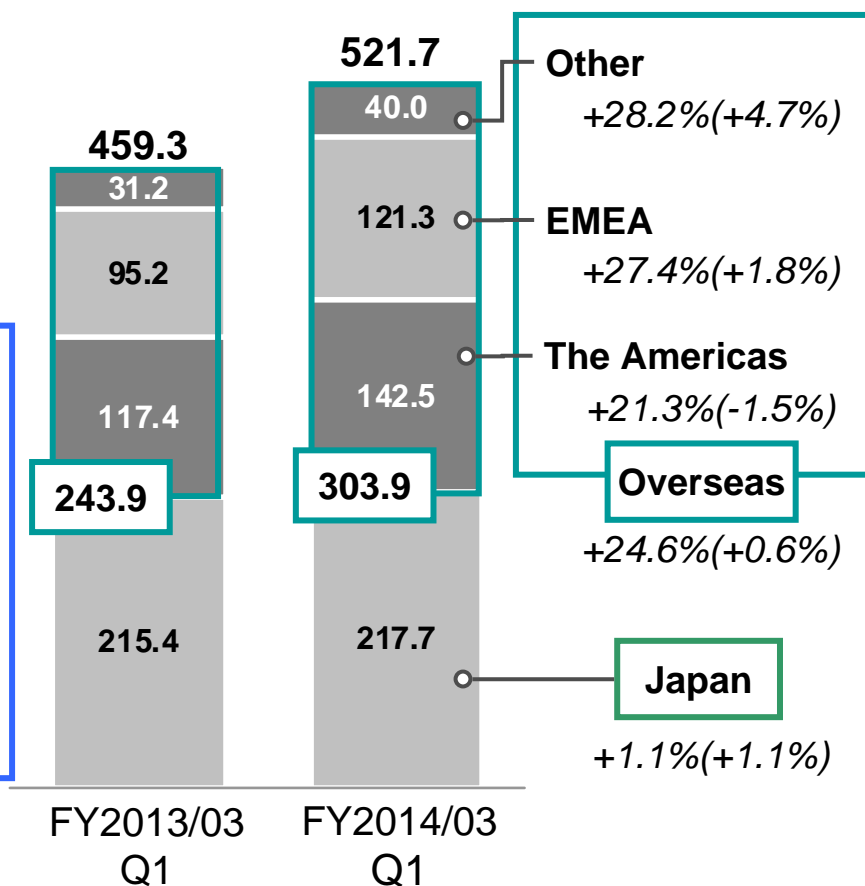
By product category

Y-o-Y (excluding Forex)
+13.6%(+0.8%)



By Area

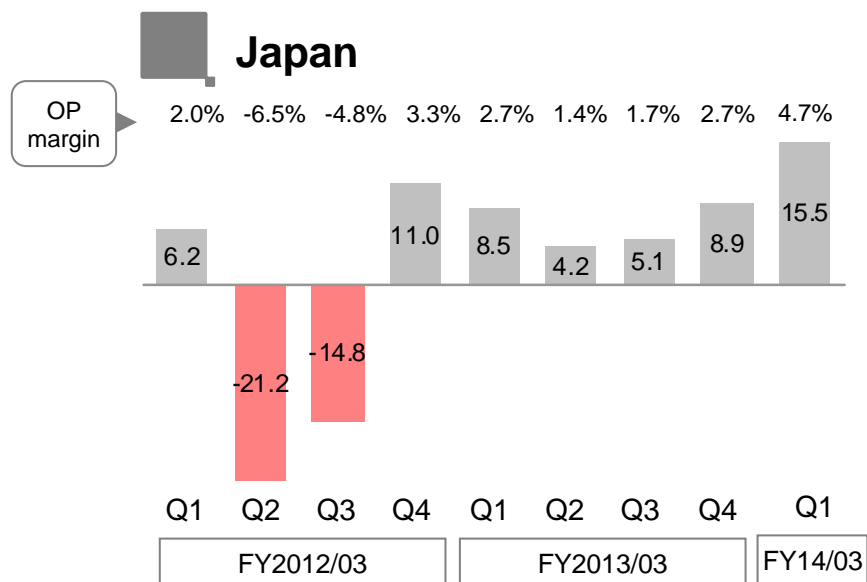
Y-o-Y (excluding Forex)
+13.6%(+0.8%)





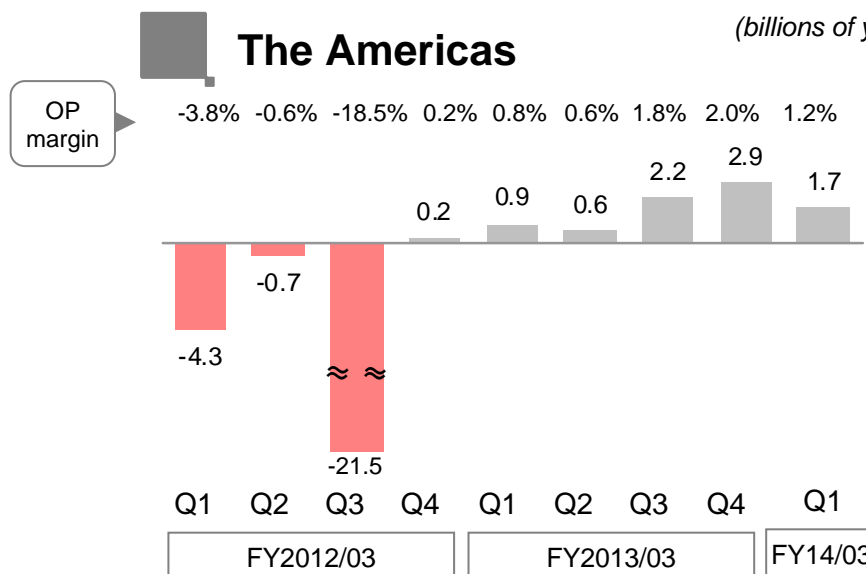
OP by geographic segment

Japan

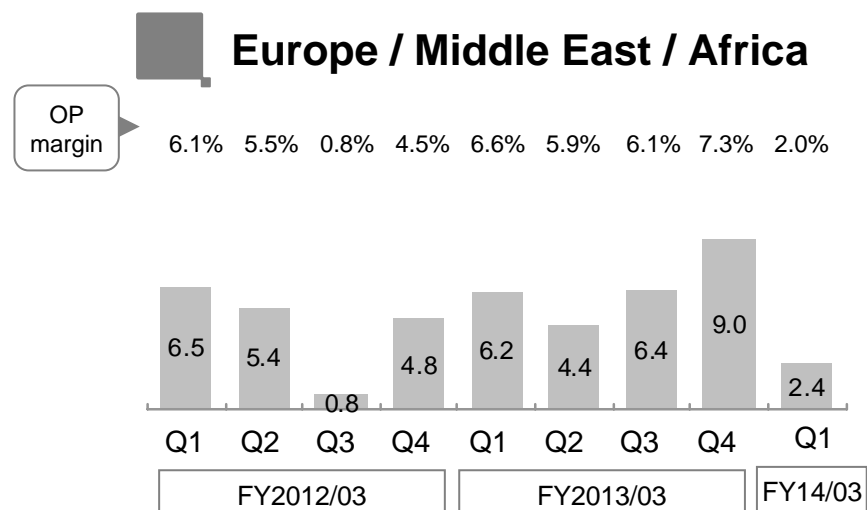


The Americas

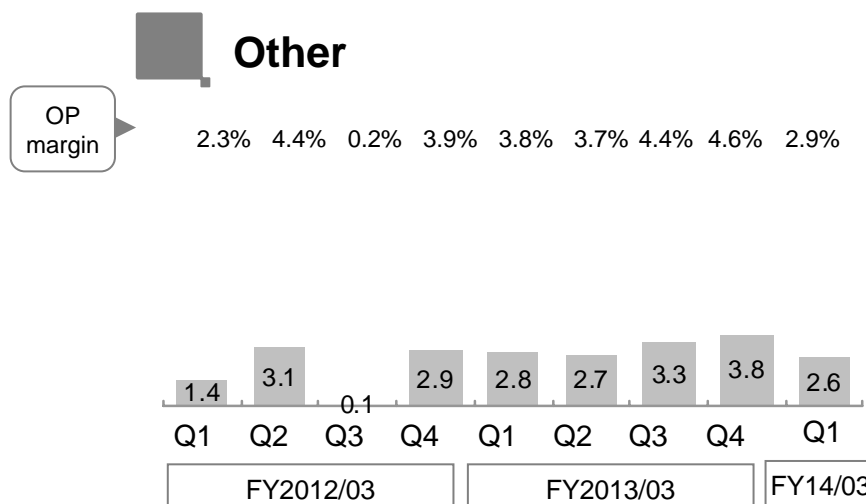
(billions of yen)



Europe / Middle East / Africa



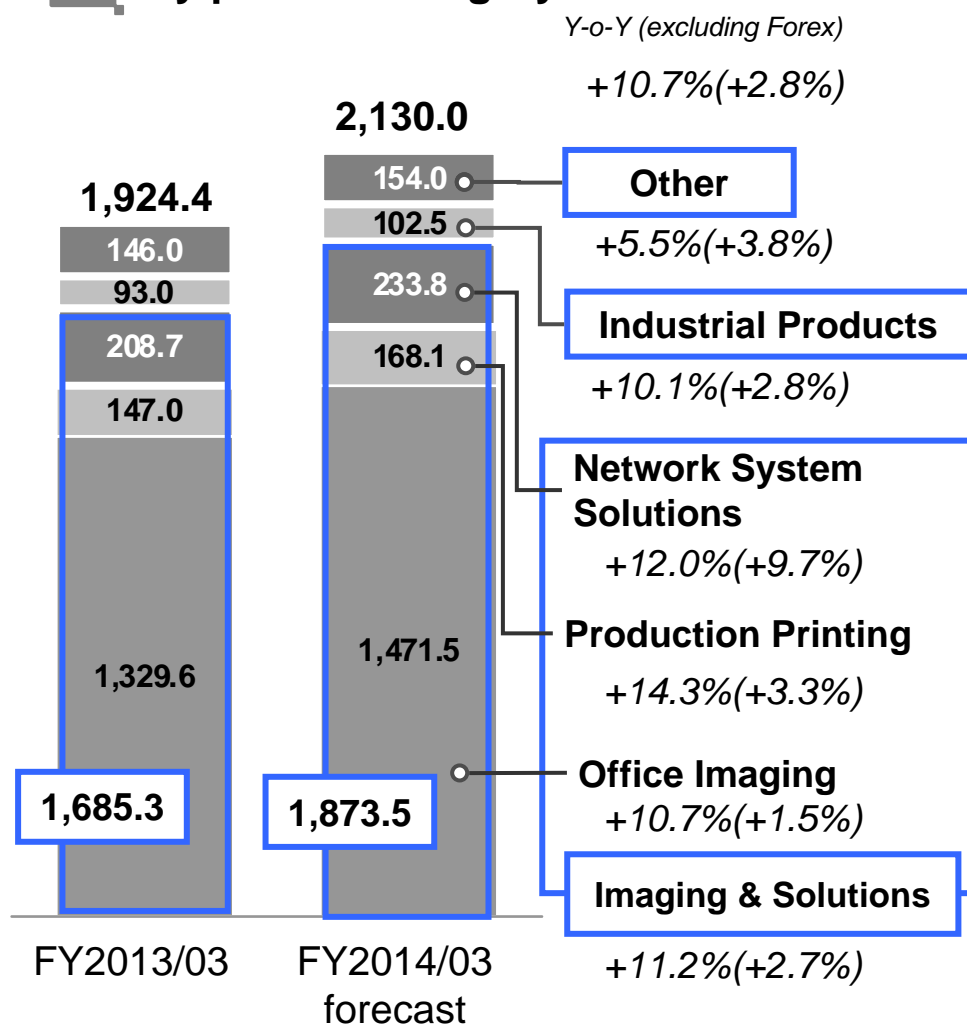
Other



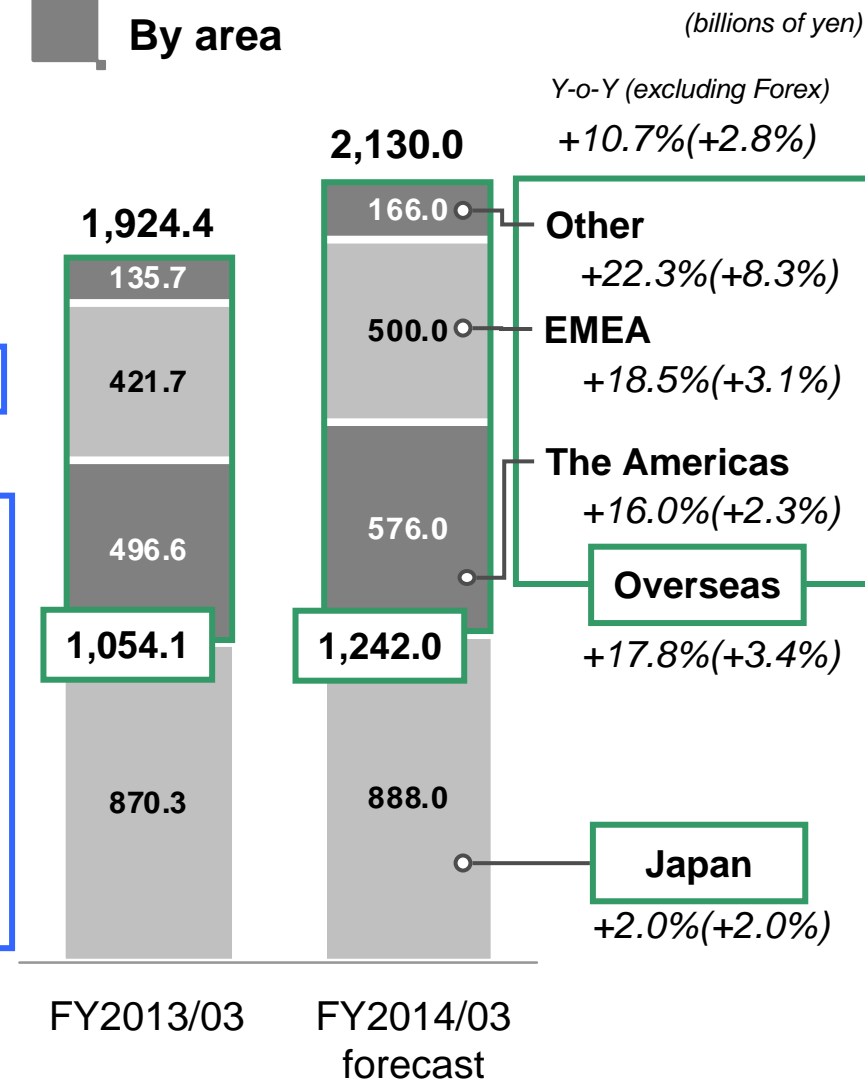


FY2014/3 sales forecast by category

By product category



By area





Appendix: historical data (1)

Imaging & Solutions sales portion by products

*Value based ratio including forex

	FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	59%	56%	57%	57%	58%	55%	57%	57%	57%	57%	57%
Office Printer	11%	10%	10%	10%	10%	10%	10%	10%	9%	10%	10%
Production Printing(PP)	8%	9%	10%	9%	9%	9%	9%	9%	9%	9%	9%
Office Imaging, other	6%	6%	6%	6%	6%	6%	6%	6%	5%	6%	6%
MDS(Labor charge) & IT Services	9%	10%	10%	11%	10%	11%	11%	12%	11%	10%	11%
Network System Solutions, other	8%	9%	8%	7%	8%	9%	8%	7%	9%	8%	8%

MFP & printer Non-hardware ratio

		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	Japan	56%	61%	64%	52%	58%	61%	60%	50%	55%	58%	57%
	Overseas	56%	51%	54%	52%	55%	53%	55%	53%	56%	53%	54%
	Total	56%	55%	57%	52%	56%	56%	57%	52%	56%	55%	55%
Office Printer	Japan					88%	88%	88%	85%	88%		87%
	Overseas					73%	69%	74%	72%	72%		72%
	Total					81%	79%	81%	78%	80%		80%
PP	Japan					63%	58%	61%	55%	71%		59%
	Overseas					56%	57%	60%	59%	62%		58%
	Total					58%	57%	60%	58%	63%		58%



Appendix: historical data (2)



MFP & printer y-o-y (Office Imaging and Production Printing)

*By value

< Hardware >		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer	Japan	+18%	-2%	-4%	+10%	-6%	-2%	+11%	-2%	-3%	+6%	+0%
(Office+PP)	Overseas	-13%	-7%	-11%	-11%	+0%	-11%	+0%	+11%	+20%	-11%	+0%
	(Forex excluded)	-8%	-1%	-5%	-6%	+7%	-7%	-4%	-3%	-3%	-5%	-2%
	Total	-4%	-5%	-9%	-4%	-2%	-8%	+3%	+6%	+13%	-6%	+0%
	(Forex excluded)	+0%	-2%	-4%	-1%	+2%	-5%	+1%	-3%	-3%	-2%	-1%
< Non-hardware >												
MFP&Printer	Japan	-5%	+4%	-2%	+0%	+2%	-2%	-2%	-7%	-4%	-1%	-2%
(Office+PP)	Overseas	-4%	-2%	-4%	-1%	-4%	-4%	+7%	+19%	+24%	-3%	+5%
	(Forex excluded)	+2%	+3%	+2%	+4%	+4%	+1%	+4%	+3%	+0%	+3%	+3%
	Total	-4%	+1%	-3%	-1%	-2%	-3%	+3%	+8%	+13%	-2%	+2%
	(Forex excluded)	-1%	+3%	+1%	+2%	+3%	+0%	+1%	-1%	-1%	+1%	+1%

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



Appendix: historical data (3)



MFP & printer y-o-y (Office Imaging)

*By value

< Hardware >		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer (Office Imaging)	Japan					-6%	-3%	+11%	-2%	-2%		-1%
	Overseas					-3%	-10%	+1%	+12%	+21%		+0%
	(Forex excluded)					+4%	-6%	-2%	-2%	-2%		-2%
	Total					-4%	-8%	+4%	+6%	+13%		+0%
	(Forex excluded)					+0%	-5%	+2%	-2%	-2%		-1%
MFP	Japan	+18%	-4%	-5%	+7%	-6%	-1%	+12%	-1%	-1%	+5%	+0%
	Overseas	-14%	-6%	-14%	-15%	-4%	-12%	+0%	+12%	+22%	-12%	-1%
	(Forex excluded)	-8%	-1%	-8%	-10%	+3%	-8%	-3%	-2%	-2%	-7%	-3%
	Total	-4%	-5%	-11%	-7%	-4%	-9%	+4%	+7%	+13%	-7%	+0%
	(Forex excluded)	+0%	-2%	-7%	-4%	+0%	-6%	+2%	-2%	-1%	-3%	-2%
Office Printer	Japan					-1%	-16%	-2%	-19%	-13%		-11%
	Overseas					+8%	+22%	+17%	+10%	+15%		+13%
	(Forex excluded)					+16%	+28%	+13%	-4%	-7%		+12%
	Total					+5%	+6%	+10%	-2%	+5%		+4%
	(Forex excluded)					+10%	+9%	+8%	-10%	-9%		+3%



Appendix: historical data (4)



MFP & printer y-o-y (Office Imaging)

*By value

< Non-hardware >		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer	Japan					+2%	-3%	-2%	-7%	-4%		-2%
(Office Imaging)	Overseas					-5%	-6%	+7%	+18%	+22%		+4%
	(Forex excluded)					+3%	-1%	+4%	+2%	-2%		+2%
	Total					-2%	-4%	+3%	+7%	+11%		+1%
	(Forex excluded)					+2%	-2%	+2%	-2%	-2%		+0%
MFP	Japan	-5%	-3%	-4%	-1%	+0%	-4%	-3%	-6%	-4%	-3%	-3%
	Overseas	-4%	-3%	-7%	-4%	-5%	-5%	+7%	+17%	+24%	-4%	+3%
	(Forex excluded)	+1%	+2%	-1%	+2%	+2%	+0%	+4%	+1%	+0%	+1%	+2%
	Total	-5%	-3%	-6%	-3%	-3%	-5%	+3%	+8%	+14%	-4%	+1%
	(Forex excluded)	-2%	+0%	-2%	+0%	+1%	-2%	+1%	-2%	-1%	-1%	+0%
Office Printer	Japan					+9%	+1%	+1%	-8%	-4%		+0%
	Overseas					-3%	-10%	+10%	+22%	+11%		+5%
	(Forex excluded)					+6%	-5%	+6%	+7%	-11%		+4%
	Total					+4%	-3%	+5%	+3%	+2%		+2%
	(Forex excluded)					+8%	-1%	+3%	-3%	-7%		+2%



Appendix: historical data (5)



Production Printing (PP) y-o-y

*By value

< Hardware >		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
PP	Japan					-10%	+8%	+4%	+10%	-29%		+3%
	Overseas					+32%	-13%	-9%	+5%	+11%		+1%
	(Forex excluded)					+39%	-10%	-13%	-9%	-10%		-1%
	Total					+21%	-9%	-7%	+6%	+4%		+2%
	(Forex excluded)					+27%	-6%	-10%	-5%	-14%		+0%
< Non-hardware >												
PP	Japan					+5%	+6%	-9%	-2%	-1%		+0%
	Overseas					+5%	+13%	+7%	+31%	+38%		+14%
	(Forex excluded)					+11%	+18%	+4%	+14%	+12%		+12%
	Total					+5%	+12%	+3%	+23%	+29%		+11%
	(Forex excluded)					+10%	+15%	+1%	+10%	+9%		+9%

* Total hardware and non-hardware sales of Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)



Appendix: historical data (6)



MFP & printer color ratio

		FY2012/03				FY2013/03				FY2014/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	Japan	76%	77%	78%	68%	70%	68%	74%	71%	76%	74%	71%
	Overseas	56%	56%	58%	53%	56%	55%	56%	56%	54%	56%	56%
	Total	64%	62%	64%	59%	61%	59%	62%	61%	61%	62%	61%
Office Printer	Japan					44%	43%	45%	49%	47%		46%
	Overseas					32%	32%	33%	29%	32%		31%
	Total					36%	36%	37%	36%	36%		36%
PP	Japan					6%	8%	7%	14%	31%		9%
	Overseas					56%	54%	56%	53%	56%		55%
	Total					47%	44%	46%	45%	53%		45%

*For hardware shipment, by value



Number of employees

		FY11/03	FY12/03	FY13/03	FY14/03
					Q1
Japan		40,072	38,519	37,401	37,591
Overseas	Americas	34,139	33,262	31,475	31,353
	EMEA	17,350	17,637	18,229	18,267
	China	11,808	11,960	12,094	12,566
	AsiaPacific	5,645	7,864	8,232	8,318
	Sub total	68,942	70,723	70,030	70,504
Total		109,014	109,242	107,431	108,095

*As of end of each period

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