# Ricoh Company, Ltd. And Consolidated Subsidiaries INTERIM REPORT (Consolidated. Half year ended September 30, 2000) 

*Date of approval for the financial results for the half year ended September 30, 2000, at the Board of Directors' meeting: November 8, 2000

1. Results for the Period from April 1, 2000 to September 30, 2000
(1) Operating Results
(Millions of yen)

|  | Half Year ended September 30, 2000 | Half Year ended September 30, 1999 | Year ended <br> March 31, 2000 |
| :---: | :---: | :---: | :---: |
| Net sales.. | 735,303 | 717,505 | 1,447,157 |
| (\% change from the previous corresponding period)..... | 2.5 | 1.3 | 1.5 |
| Operating income.................................................... | 51,141 | 44,043 | 88,921 |
| (\% change from the previous corresponding period)..... | 16.1 | 41.1 | 20.9 |
| Income before income taxes............................................ | 46,171 | 33,856 | 70,393 |
| (\% change from the previous corresponding period)..... | - 36.4 | 51.1 | 32.7 |
| Interim (net) income..................................................... | .... 25,808 | 20,440 | 41,928 |
| (\% change from the previous corresponding period)..... | - 26.3 | 68.0 | 36.8 |
| Interim (net) income per share (yen)............................. | 37.27 | 29.55 | 60.61 |
| Fully diluted net income per share (yen) | 34.44 | 27.41 | 56.06 |

Notes:
i. Equity in income (loss) of affiliates: $¥ 1,250$ million; $¥ 1,470$ million, half year ended September 30,$1999 ; ¥ 2,497$ million in the year ended March 31, 2000
ii. Difference between fair value of available-for-sale securities and cost amount: $¥ 9,824$ million
iii. The difference between derivative transaction estimated fair value and carrying amount: $¥ 4,045$ million.
iv. Changes in accounting method, etc.: no change
(2) Financial Position (Millions of yen)

|  | September 30, 2000 | September 30, 1999 | March 31, 2000 |
| :---: | :---: | :---: | :---: |
| Total assets | 1,566,307 | 1,638,399 | 1,543,320 |
| Shareholders' equity. | 554,853 | 514,405 | 541,506 |
| Equity ratio (\%)....... | 35.4 | 31.4 | 35.1 |
| Equity per share (yen). | 800.99 | 743.66 | 782.43 |

(3) Cash Flow (Millions of yen)

|  | Half Year ended September 30, 2000 | Half Year ended September 30, 1999 | Year ended <br> March 31, 2000 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities | 25,160 | - | 135,640 |
| Cash flows from investing activities. | -24,320 | - | -28,490 |
| Cash flows from financing activities. | 1,152 | - | -121,249 |
| Cash and cash equivalents at End of Year....................... | 113,372 | - | 111,838 |

(4) Items relating to the scale of consolidation and the application of the equity method:

Number of consolidated subsidiaries: 251; nonconsolidated subsidiaries: 45; affiliated companies: 25
(5) Changes in accounting method, etc.:

Consolidated subsidiaries: 2 additions; 9 removals
Companies accounted for by the equity method: 2 additions; 1 removal
Notes: Consolidated financial statements of the Company and its consolidated subsidiaries have been prepared in conformity with accounting principles generally accepted in the United States of America.
Net income per share is calculated based on Statement of Financial Accounting Standards(SFAS) No.128.
2. Forecast of operating results from April 1, 2000 to March 31, 2001 (Consolidated)
(Millions of yen)


Note: Net income per share (Consolidated) 76.51 yen
In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 2001. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.

## Group Position

The Ricoh Group comprises 296 subsidiaries and 25 affiliates.
Their development, manufacturing, sales, and service activities center on office equipment (copiers and related supplies and communications and information systems), optical equipment, and other devices.

The parent company heads development. The parent company and subsidiaries and affiliates maintain an integrated domestic and international manufacturing structure. Below, we have listed our main product areas and the positions of key subsidiaries and affiliates.

## <Office Equipment>

In this business category, the Company provides products and systems that help enhance the office productivity of customers. Major products include:
Digital/analog copiers, laser printers, facsimile machines, stencil duplicators, optical disks.
Ricoh also provides solution systems including personal computers and servers, utilizing its information technology. The Company also provides support, service, and related supplies, as well as use ware including IT environment setup, network administration, and user support.
[Main Subsidiaries and Affiliates]
Production
Japan...Tohoku Ricoh Co., Ltd.; Ricoh Elemex Corporation, Ricoh Unitechno Co., Ltd., Hasama Ricoh Inc., Ricoh Microelectronics Co., Ltd., Ricoh Keiki Co., Ltd.
The Americas...Ricoh Electronics, Inc.
Europe...Ricoh UK Products Ltd., Ricoh Industrie France S.A.
Other regions...Ricoh Asia Industry (Shenzhen) Ltd., Sindo Ricoh Co., Ltd., Shanghai Ricoh Facsimile Co., Ltd.

## Sales and Service

Japan ...Tokyo Ricoh Co., Ltd. Osaka Ricoh Co., Ltd. and 44 other sales companies nationwide, Ricoh Technosystems Co., Ltd.; NBS Ricoh Co., Ltd.
The Americas...Ricoh Corporation, Savin Corporation
Europe...Ricoh Europe B.V., Ricoh Deutschland GmbH, Ricoh UK Ltd., Ricoh France S.A., Ricoh Espana S.A., Ricoh Italia S.p.A., Gestetner Holdings PLC
Other regions...Ricoh Hong Kong Ltd., Ricoh Asia Pacific Pte. Ltd., Ricoh Australia Pty, Ltd., Ricoh New Zealand Ltd.
<Other Businesses>
Manufacturing and marketing analog cameras and optical lenses, semiconductor devices, and measuring equipment, and providing leasing and logistics services
[Main Subsidiaries and Affiliates]
Production
Japan...Ricoh Optical Industries Co., Ltd., Ricoh Elemex Corporation
Overseas...Taiwan Ricoh Co., Ltd., Dong Guan Tailien Optical Co., Ltd.
Sales
Ricoh Corporation, Ricoh Photo Products (Asia) Ltd.
Others
Ricoh Leasing Company, Ltd., Ricoh Logistics System Co., Ltd.
<Business System Chart>
This group potion can be shown by the following chart.

## Customer



## 1. Sales by Product Line (Consolidated)

For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000.
(Millions of yen)

|  | Half year ended <br> September 30, '00 | Half Year end September 30, | 99 Change(\%) | Change excluding exchange rate effect(\%) | Year ended <br> March 31, ’00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Copiers and related supplies: |  |  |  |  |  |
| Domestic. | 226,651 | 223,146 | +3,505 (1.6) | +3,505 (1.6) | 453,600 |
| Overseas.. | 206,463 | 226,704 | -20,241 (-8.9) | +9,543 (4.2) | 416,691 |
| Total. | 433,114 | 449,850 | -16,736(-3.7) | +13,048 (2.9) | 870,291 |
| Percentage of net sales (\%) ........ | .. 58.9 | 62.7 |  |  | 60.1 |
| Communications and Information Systems: |  |  |  |  |  |
| Domestic. | 144,143 | 126,173 | +17,970(14.2) | +17,970(14.2) | 262,186 |
| Overseas.. | 54,153 | 51,549 | +2,604 (5.1) | +10,233(19.9) | 120,593 |
| Total. | 198,296 | 177,722 | +20,574(11.6) | +28,203(15.9) | 382,779 |
| Percentage of net sales (\%) ....... | .. 27.0 | 24.8 |  |  | 26.5 |
| Other Businesses: |  |  |  |  |  |
| Domestic. | 85,329 | 72,547 | +12,782(17.6) | +12,782(17.6) | 157,384 |
| Overseas.. | 18,564 | 17,386 | +1,178 (6.8) | +3,092(17.8) | 36,703 |
| Total.. | 103,893 | 89,933 | +13,960(15.5) | +15,874(17.7) | 194,087 |
| Percentage of net sales (\%) ........ | .. 14.1 | 12.5 |  |  | 13.4 |
| Total: |  |  |  |  |  |
| Domestic | 456,123 | 421,866 | +34,257 (8.1) | +34,257 (8.1) | 873,170 |
| Percentage of net sales (\%) ........ | .. 62.0 | 58.8 |  |  | 60.3 |
| Overseas ..................................... | .. 279,180 | 295,639 | -16,459 (-5.6) | +22,868 (7.7) | 573,987 |
| Percentage of net sales (\%)....... . | . 38.0 | 41.2 |  |  | 39.7 |
| The Americas.. | 112,496 | 122,830 | -10,334(-8.4) | +115 (0.1) | 231,181 |
| Percentage of net sales (\%) | \%) 15.3 | 17.1 |  |  | 16.0 |
| Europe................................... | ... 117,183 | 130,968 | -13,785(-10.5) | +10,014 (7.6) | 258,515 |
| Percentage of net sales (\%) | \%) 16.0 | 18.3 |  |  | 17.9 |
| Other................................... | ... 49,501 | 41,841 | +7,660(18.3) | +12,739(30.4) | 84,291 |
| Percentage of net sales (\%). | \%). 6.7 | 5.8 |  |  | 5.8 |
| Total............................................ | ..... 735,303 | 717,505 | +17,798 (2.5) | +57,125 (8.0) | 1,447,157 |
| Percentage of net sales (\%) ........ | .. 100.0 | 100.0 |  |  | 100.0 |

## Reference

Exchange rate

|  | Half year ended | Half Year ended | Year ended |
| :---: | :---: | :---: | :---: |
|  | September 30, '00 | September 30, 99 | March 31, '00 |
| US\$ 1... | $¥ 107.23$ | $¥ 117.23$ | ¥111.52 |
| EURO 1.................... | ¥98.63 | $¥ 123.43$ | $¥ 115.35$ |

## (Reference) Consolidated Sales by Category

## (Office equipment; other businesses)

For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000.
(Millions of yen)

|  | Half year ended September 30, '00 | Half Year ended September 30, ' 99 | d ${ }^{\text {change(\%) }}$ | Change excluding exchange rate effect(\%) | Year ended <br> March 31, '00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Equipment> |  |  |  |  |  |
| Imaging Solutions: |  |  |  |  |  |
| Digital Imaging Systems . | 275,112 | 266,414 | +8,698 (3.3) | +24,958 (9.4) | 546,206 |
| Percentage of net sales (\%) ... | . 37.4 | 37.1 |  |  | 37.7 |
| Domestic | 160,504 | 146,235 | +14,269 (9.8) | +14,269 (9.8) | 299,709 |
| Overseas | 114,608 | 120,179 | -5,571 (-4.6) | +10,689 (8.9) | 246,497 |
| Other Imaging Systems | 147,171 | 189,581 | -42,410(-22.4) | -30,302(-16.0) | 351,817 |
| Percentage of net sales (\%) .......... | . 20.0 | 26.5 |  |  | 24.3 |
| Domestic | 61,957 | 77,162 | -15,205(-19.7) | -15,205(-19.7) | 149,221 |
| Overseas | 85,214 | 112,419 | -27,205(-24.2) | -15,097(-13.4) | 202,596 |
| Total Imaging Solutions.. | 422,283 | 455,995 | -33,712(-7.4) | -5,344(-1.2) | 898,023 |
| Percentage of net sales (\%) ......... | . 57.4 | 63.6 |  |  | 62.1 |
| Domestic | 222,461 | 223,397 | -936(-0.4) | -936(-0.4) | 448,930 |
| Overseas | 199,822 | 232,598 | -32,776(-14.1) | -4,408(-1.9) | 449,093 |
| Networking input/output systems: |  |  |  |  |  |
| Printing Systems ........ | 89,761 | 67,768 | +21,993(32.5) | +29,504(43.5) | 141,098 |
| Percentage of net sales (\%) .......... | . 12.2 | 9.4 |  |  | 9.8 |
| Domestic | 41,958 | 33,496 | +8,462(25.3) | +8,462(25.3) | 77,649 |
| Overseas | 47,803 | 34,272 | +13,531(39.5) | +21,042(61.4) | 63,449 |
| Other Input/Output Systems................ | .. 18,871 | 14,369 | +4,502(31.3) | +5,906(41.1) | 32,010 |
| Percentage of net sales (\%) .......... | . 2.6 | 2.0 |  |  | 2.2 |
| Domestic | 8,023 | 3,618 | +4,405(121.8) | +4,405(121.8) | 9,521 |
| Overseas | 10,848 | 10,751 | +97 (0.9) | +1,501(14.0) | 22,489 |
| Total Networking input/output systems. | . 108,632 | 82,137 | +26,495(32.3) | +35,410(43.1) | 173,108 |
| Percentage of net sales (\%) ......... | . 14.8 | 11.4 |  |  | 12.0 |
| Domestic. | 49,981 | 37,114 | +12,867(34.7) | +12,867(34.7) | 87,170 |
| Overseas.. | 58,651 | 45,023 | +13,628(30.3) | +22,543(50.1) | 85,938 |
| Network system solutions.................... | .. 100,495 | 89,440 | +11,055(12.4) | +11,185(12.5) | 181,939 |
| Percentage of net sales (\%) ......... | .. 13.7 | 12.5 |  |  | 12.6 |
| Domestic | 98,352 | 88,808 | +9,544(10.7) | +9,544(10.7) | 179,686 |
| Overseas...................................... | .. 2,143 | 632 | +1,511(239.1) | +1,641(259.7) | 2,253 |
| Office Equipment Total ...................... | .. 631,410 | 627,572 | +3,838 (0.6) | +41,251 (6.6) | 1,253,070 |
| Percentage of net sales (\%) .......... | . 85.9 | 87.5 |  |  | 86.6 |
| Domestic | 370,794 | 349,319 | +21,475 (6.1) | +21,475 (6.1) | 715,786 |
| Overseas..................................... | .. 260,616 | 278,253 | -17,637(-6.3) | +19,776 (7.1) | 537,284 |

(Reference) Consolidated Sales by Category
(Office equipment; other businesses)(Continued)
For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000.
(Millions of yen)

|  | Half year ended <br> September 30, '00 | Half Year ended September 30, ' 99 | ${ }_{9}$ Change(\%) | Change excluding exchange rate effect (\%) | Year ended <br> March 31, ’00 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| < Other Businesses > |  |  |  |  |  |
| Other Businesses. | 103,893 | 89,933 | +13,960(15.5) | +15,874(17.7) | 194,087 |
| Percentage of net sales (\%) | 14.1 | 12.5 |  |  | 13.4 |
| Domestic | 85,329 | 72,547 | +12,782(17.6) | +12,782(17.6) | 157,384 |
| Overseas...... | 18,564 | 17,386 | +1,178 (6.8) | +3,092(17.8) | 36,703 |
| Grand Total. | 735,303 | 717,505 | +17,798 (2.5) | +57,125 (8.0) | 1,447,157 |
| Percentage of net sales (\%) .......... | .. 100.0 | 100.0 |  |  | 100.0 |
| Domestic | 456,123 | 421,866 | +34,257 (8.1) | +34,257 (8.1) | 873,170 |
| Percentage of net sales (\%) ......... | .. 62.0 | 58.8 |  |  | 60.3 |
| Overseas.. | 279,180 | 295,639 | -16,459(-5.6) | +22,868 (7.7) | 573,987 |
| Percentage of net sales (\%) ......... | .. 38.0 | 41.2 |  |  | 39.7 |
| The Americas................. | 112,496 | 122,830 | -10,334 (-8.4) | +115 (0.1) | 231,181 |
| Percentage of net sales (\%)... | .. 15.3 | 17.1 |  |  | 16.0 |
| Europe ................................ | .. 117,183 | 130,968 | -13,785(-10.5) | +10,014 (7.6) | 258,515 |
| Percentage of net sales (\%)... | .. 16.0 | 18.3 |  |  | 17.9 |
| Other................................... | .. 49,501 | 41,841 | +7,660(18.3) | +12,739(30.4) | 84,291 |
| Percentage of net sales (\%)... | .. 6.7 | 5.8 |  |  | 5.8 |

Each category includes the following products:
Digital Imaging Systems. $\qquad$ Digital PPCs, color PPCs, stencil duplicators, facsimile machines, related supplies and services
Other Imaging Systems Analog PPCs, diazo copiers, and related supplies including thermal paper, and services
Printing Systems........................ Multifunctional printers(MFPs), laser printers, related supplies, services and software
Other Input/Output Systems........ Optical discs and system scanners
Network System Solutions .......... Personal computers, PC servers, network systems, network related software, And service/support
Other Businesses........................ Digital cameras, analog cameras, semiconductors
Reference:
Exchange rate


## 2. Statement of Income (Consolidated)

For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000
(Millions of yen)

|  | Half year ended <br> September 30, '00 | Half Year ended <br> September 30, '99 | Change(\%) | Year ended <br> March 31, '00 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales . | 735,303 | 717,505 | +17,798 (2.5) | 1,447,157 |
| Cost of sales. | 441,274 | 423,659 | +17,615 (4.2) | 867,148 |
| Percentage of net sales (\%).................... | 60.0 | 59.0 |  | 59.9 |
| Gross Profit. | 294,029 | 293,846 | +183 (0.1) | 580,009 |
| Percentage of net sales (\%). | 40.0 | 41.0 |  | 40.1 |
| Selling, general and administrative expenses ...... | 242,888 | 249,803 | -6,915(-2.8) | 491,088 |
| Percentage of net sales (\%).................... | 33.0 | 34.9 |  | 33.9 |
| Operating income ......................................... | 51,141 | 44,043 | +7,098(16.1) | 88,921 |
| Percentage of net sales (\%)... | 7.0 | 6.1 |  | 6.1 |
| Other (income) expense |  |  |  |  |
| Interest and dividend income.. | 4,835 | 3,393 | +1,442(42.5) | 5,997 |
| Percentage of net sales (\%).................... | 0.6 | 0.5 |  | 0.4 |
| Interest expense......................................... | 2,830 | 5,013 | -2,183(-43.5) | 10,181 |
| Percentage of net sales (\%).. | 0.4 | 0.7 |  | 0.7 |
| Other, net.............................................. | 6,975 | 8,567 | -1,592(-18.6) | 14,344 |
| Percentage of net sales (\%).................... | 0.9 | 1.2 |  | 1.0 |
| Income before income taxes, equity income and minority interests. | 46,171 | 33,856 | +12,315(36.4) | 70,393 |
| Percentage of net sales (\%).................. | 6.3 | 4.7 |  | 4.9 |
| Provision for income taxes............................... | 19,834 | 14,113 | +5,721(40.5) | 28,363 |
| Percentage of net sales (\%)................... | 2.7 | 2.0 |  | 2.0 |
| Minority interests in earnings of subsidiaries .. ... | 1,779 | 773 | +1,006(130.1) | 2,599 |
| Percentage of net sales (\%)................... | 0.2 | 0.1 |  | 0.2 |
| Equity in earnings of affiliates........................... | 1,250 | 1,470 | -220(-15.0) | 2,497 |
| Percentage of net sales (\%)................... | 0.1 | 0.2 |  | 0.2 |
| Interim (net) income ...................................... | 25,808 | 20,440 | +5,368(26.3) | 41,928 |
| Percentage of net sales (\%) ................. | 3.5 | 2.8 |  | 2.9 |

Reference:
Exchange rate

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, '00 | September 30, '99 | March 31, '00 |
| US\$ 1. | $¥ 107.23$ | $¥ 117.23$ | $¥ 111.52$ |
| EURO 1. | ¥98.63 | $¥ 123.43$ | $¥ 115.35$ |

## 3. Net Income Per Share (Consolidated)

For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000

|  | Half year ended <br> September 30, '00 | Half Year ended <br> September 30, '99 | Change | Year ended <br> March 31, '00 |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Net income per share-basic (yen) .................... | 37.27 | 29.55 | +7.72 | 60.61 |
| Net income per share- diluted (yen) ................ | 34.44 | 27.41 | +7.03 | 56.06 |

## 4. Balance Sheets (Consolidated)

September 30, 2000 and March 31, 2000
Assets

|  | September 30, 2000 | March 31, 2000 | Change |
| :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |
| Cash and time deposits............................................... | 131,287 | 128,914 | +2,373 |
| Trade receivables...................................................... | 354,358 | 341,246 | +13,112 |
| Marketable securities.................................................. | 73,807 | 128,768 | -54,961 |
| Inventories............. | 153,117 | 143,161 | +9,956 |
| Other current assets...................................................... | . 44,174 | 37,658 | +6,516 |
| Total Current Assets....................................................... | . 756,743 | 779,747 | -23,004 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | . 245,626 | 243,514 | +2,112 |
| Finance receivable | $\text { .. } 386,642$ | $372,861$ | $+13,781$ |
| Other Investments | $177,296$ | $147,198$ | $+30,098$ |
| Total Fixed Assets......................................................... | . 809,564 | 763,573 | +45,991 |
| Total Assets................................................................... | .. 1,566,307 | 1,543,320 | +22,987 |

Liabilities and Shareholders' Investment
(Millions
of yen)


| Fixed Liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Long-term indebtedness. | 275,851 | 307,962 | -32,111 |
| Retirement benefit obligation. | 39,197 | 37,837 | +1,360 |
| Other fixed liabilities.. | 15,160 | 17,463 | -2,303 |
| Total Fixed Liabilities. | 330,208 | 363,262 | -33,054 |


| Total Liabilities ................................................ | 964,890 | 955,456 | $+9,434$ |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Minority Interest........................................................ | 46,564 | 46,358 | +206 |


| Shareholders' Investment |  |  |  |
| :---: | :---: | :---: | :---: |
| Common stock | 103,414 | 103,112 | +302 |
| Additional paid-in capital. | 154,615 | 154,314 | +301 |
| Retained earnings. | 309,183 | 287,182 | +22,001 |
| Accumulated other comprehensive income ................. | -12,359 | -3,102 | -9,257 |
| Total Shareholders' Investment......................................... | 554,853 | 541,506 | +13,347 |
| Total Liabilities and Shareholders' Investment | 1,556,307 | 1,543,320 | +22,987 |


| Note: Other comprehensive income; |  |  |  |
| :---: | :---: | :---: | :---: |
| Net unrealized holding gains on available-for-sale securities | 13,904 | 18,299 | -4,395 |
| Pension liability adjustments | -1,188 | -1,600 | +412 |
| Cumulative translation adjustment | -25,075 | -19,801 |  |

Reference: Exchange rate
US\$ 1... $¥ 108.00$ (As of September 30, 2000) $\quad ¥ 106.15$ (As of March 31, 2000)
EURO 1...¥95.03(As of September 30, 2000) $¥ 102.14$ (As of March 31, 2000)

## 5. Retained Earnings

For the half year ended September 30, 2000 and year ended March 31, 2000

| Retained earnings (beginning balance) | 287,182 | 252,863 |
| :---: | :---: | :---: |
| Net income | 25,808 | 41,928 |
| Cash dividends | 3,807 | 7,609 |
| Retained earnings (ending balance) | 309,183 | 287,182 |

## 6. Statements of Cash Flow (Consolidated)

For the half year ended September 30, 2000 and year ended March 31, 2000
(Millions of yen)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2000 | Year ended March 31, 2000 |
| I. Cash Flows from Operating Activities: |  |  |
| 1. Net income. | 25,808 | 41,928 |
| 2. Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization. | 28,909 | 61,946 |
| Equity in earnings of affiliates, net of dividends received......... | (807) | (846) |
| Retirement benefit obligation, net. | 2,121 | 8,618 |
| Deferred income taxes | $(6,757)$ | $(18,053)$ |
| Loss on disposal and sales of plant and equipment. | 1,072 | 207 |
| Changes in assets and liabilities, net of effects from acquisition- |  |  |
| Decrease (increase) in trade receivables . | $(16,601)$ | $(7,794)$ |
| Decrease (increase) in inventories. | $(11,682)$ | 8,502 |
| Decrease (increase) in finance receivables...................... | $(13,751)$ | $(22,914)$ |
| (Decrease) increase in trade payables. | 9,899 | 23,852 |
| (Decrease) increase in accrued income taxes and accrued expenses and other | 1,933 | 27,620 |
| Other, net .................................................................. | 5,016 | 12,574 |
| Net cash provided by operating activities .................................... | 25,160 | 135,640 |
| II. Cash Flows from Investing Activities: |  |  |
| 1. Proceeds from sales of plant and equipment............................ | 299 | 2,989 |
| 2. Expenditures for plant and equipment. | $(37,309)$ | $(56,930)$ |
| 3. Payments for purchases of available-for-sale securities | $(15,790)$ | $(54,194)$ |
| 4. Proceeds from sales of available-for-sale securities | 40,300 | 24,534 |
| 5. (Increase) decrease in investments in and advances to affiliates .. | 85 | 4,254 |
| 6. Decrease (increase) in time deposits | $(1,288)$ | $(1,571)$ |
| 7. Decrease (increase) in cash deposits for assignment of debt securities |  | 50,000 |
| 8. Decrease (increase) in intangible fixed assets . | $(9,574)$ | $(1,766)$ |
| 9. Other, net ......................................................................... | $(1,043)$ | 4,194 |
| Net cash used in investing activities........................................... | $(24,320)$ | $(28,490)$ |
| III. Cash Flows from Financing Activities: |  |  |
| 1. Proceeds from long-term indebtedness. | 16,058 | 8,362 |
| 2. Repayment of long-term indebtedness | $(25,095)$ | $(36,699)$ |
| 3. (Decrease) increase in short-term borrowings, net .................... | 14,369 | $(56,529)$ |
| 4. Proceeds from issuance of long-term debt securities. | - | 35,000 |
| 5. Repayment of long-term debt securities . | (3,808) | $(66,620)$ |
| 6. Cash dividends paid. | $(3,808)$ | $(7,595)$ |
| 7. Other, net ......................................................................... | (372) | 2,832 |
| Net cash provided by (used in) financing activities........................ | 1,152 | $(121,249)$ |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents . | (458) | $(4,718)$ |
| V. Net Increase (Decrease) in Cash and Cash Equivalents ................. | 1,534 | $(18,817)$ |
| VI. Cash and Cash Equivalents at Beginning of Year ....................... | 111,838 | 130,655 |
| VII. Cash and Cash Equivalents at End of Year.............................. | 113,372 | 111,838 |

Supplemental Disclosures of Cash Flow Information:
Cash Paid during the Year for-

| Interest | 4,727 | 17,305 |
| :---: | :---: | :---: |
| Income taxes | 32,369 | 26,546 |

Note: Our cash flow for the year included additional deposits of $¥ 50.0$ billion based on corporate bond underwriting contracts.

## Significant Accounting Policies (Consolidated)

## 1. Items relating to the scale of consolidation and the application of the equity method

Consolidated subsidiaries:
2 additions including San-Ai Logistics Co., Ltd.(newly established)
9 removals including Fujimex Ltd.(liquidation)

Companies accounted for by the equity method:
2 additions including Laikok Photographic Products (Hong Kong) Ltd. (merger and acquisition) 1 removal: Sanwa Systems Co., Ltd..(liquidation)

## 2. Consolidated Accounting Policies

(1) Principles of Consolidation

The consolidated financial statements include the accounts of Ricoh. All significant intercompany balances and transactions have been eliminated in consolidation. Investments in affiliated companies are accounted for on the equity basis.

## (2) Securities

Ricoh conforms with SFAS No.115, "Accounting for Certain Investments in Debt and Equity Securities," which requires certain investments in debt and equity securities to be classified as either held-to-maturity, trading, or available-for-sale securities. Available-for-sale are reported at fair value with unrealized gains and losses, net of related taxes, excluded from earnings and reported in accumulated other comprehensive income (loss).
The cost of the securities sold was computed based on the average cost of each security held at the time of sale.
(3) Inventories

Inventories are stated at the lower of average cost or market. Inventory costs include raw materials, labor and manufacturing overheads.
(4) Plant and Equipment

Depreciation of plant and equipment is computed principally by using the declining-balance method over the estimated useful lives. Most of the foreign subsidiaries have adopted the straight-line method for computing depreciation.
Certain leased buildings, machinery and equipment are accounted for as capital leases in conformity with SFAS No. 13, "Accounting for Leases."
(5) Goodwill

Ricoh has classified as goodwill the cost in excess of fair value of the net assets of major companies acquired in purchase transactions. Goodwill is being amortized on a straight-line method over the estimated periods
benefited, not to exceed 20 years.
(6) Use of Estimates

Management of the Company has made a number of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities, to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates.

## 7. Segment Information

(1) Industry Segment Information

| For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000. | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
| Half year ended | Half Year ended | Change(\%) | Year ended |
| September 30, '00 | September 30, '99 | March 31, '00 |  |


| Net sales: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Office Equipment | 631,410 | 627,572 | +3,838 (0.6) | 1,253,070 |
| Other Businesses | 105,428 | 92,244 | +13,184(14.3) | 197,490 |
| Intersegment transaction ........................... | -1,535 | -2,311 | +776(-33.6) | -3,403 |
| Total ......................................................... | 735,303 | 717,505 | +17,798 (2.5) | 1,447,157 |
| Operating expenses: |  |  |  |  |
| Office Equipment | 564,338 | 562,593 | +1,745 (0.3) | 1,124,675 |
| Other Businesses | 97,638 | 90,452 | +7,186 (7.9) | 191,447 |
| Intersegment transaction ........................... | -1,533 | -2,283 | +750(-32.9) | -3,410 |
| Corporate and eliminations........................ | 23,719 | 22,700 | +1,019 (4.5) | 45,524 |
| Total .......................................................... | 684,162 | 673,462 | +10,700 (1.6) | 1,358,236 |


| Operating income: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Office Equipment ..................................... | 67,072 | 64,979 | +2,093 (3.2) | 128,395 |
| Other Businesses | 7,790 | 1,792 | +5,998(334.7) | 6,043 |
| Intersegment transaction | -2 | -28 | +26(-92.9) | 7 |
| Unallocated expense................................. | -23,719 | -22,700 | -1,019 (4.5) | -45,524 |
| Consolidated operating income........................ | 51,141 | 44,043 | +7,098(16.1) | 88,921 |
| Other income(expenses)................................. | -4,970 | -10,187 | +5,217(-51.2) | -18,528 |
| Consolidated pretax profit............................... | 46,171 | 33,856 | +12,315(36.4) | 70,393 |
| Total assets: |  |  |  |  |
| Office Equipment. | 1,001,813 | 1,020,237 | -18,424(-1.8) | 965,316 |
| Other Businesses | 174,016 | 178,343 | -4,327(-2.4) | 161,017 |
| Elimination | -8,913 | -8,336 | -577 (6.9) | -7,509 |
| Corporate assets ...................................... | 399,391 | 448,155 | -48,764(-10.9) | 424,496 |
| Total .......................................................... | 1,566,307 | 1,638,399 | -72,092 (-4.4) | 1,543,320 |
| Capital expenditure: |  |  |  |  |
| Office Equipment .................................... | 31,173 | 29,648 | +1,525 (5.1) | 51,817 |
| Other Businesses | 5,459 | 3,331 | +2,128(63.9) | 5,561 |
| Corporate ................................................ | 677 | 496 | +181(36.5) | 978 |
| Total .......................................................... | 37,309 | 33,475 | +3,834(11.5) | 58,356 |
| Depreciation and Amortization: |  |  |  |  |
| Office Equipment .... | 24,641 | 25,137 | -496(-2.0) | 54,046 |
| Other Businesses ..................................... | 3,519 | 4,227 | -708(-16.7) | 6,838 |
| Corporate ................................................ | 749 | 688 | +61 (8.9) | 1,062 |
| Total. | 28,909 | 30,052 | -1,143(-3.8) | 61,946 |

(2) Geographic Segment Information

For the half years ended September 30, 1999 and 2000, and year ended March 31, 2000.
(Millions of yen)

|  | Half year ended September 30, '00 | Half Year ended <br> September 30, '99 | Change(\%) | Year ended <br> March 31, '00 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |
| Japan |  |  |  |  |
| Unaffiliated Customers. | 466,456 | 427,863 | +38,593 (9.0) | 885,998 |
| Intersegment . | 140,898 | 135,400 | +5,498 (4.1) | 259,792 |
| Total | 607,354 | 563,263 | +44,091 (7.8) | 1,145,790 |
| The Americas |  |  |  |  |
| Unaffiliated Customers. | 112,042 | 122,273 | -10,231 (-8.4) | 230,496 |
| Intersegment | 2,875 | 3,753 | -878(-23.4) | 5,988 |
| Total | 114,917 | 126,026 | -11,109 (-8.8) | 236,484 |
| Europe |  |  |  |  |
| Unaffiliated Customers. | 119,160 | 134,943 | -15,783(-11.7) | 265,621 |
| Intersegment | 1,530 | 1,747 | -217(-12.4) | 3,355 |
| Total | 120,690 | 136,690 | -16,000(-11.7) | 268,976 |
| Other |  |  |  |  |
| Unaffiliated Customers. | 37,645 | 32,426 | +5,219(16.1) | 65,042 |
| Intersegment | 19,120 | 19,695 | -575 (-2.9) | 36,026 |
| Total .................................................... | 56,765 | 52,121 | +4,644 (8.9) | 101,068 |
| Elimination of intersegment sales ................ | -164,423 | -160,595 | -3,828 (2.4) | -305,161 |
| Total | 735,303 | 717,505 | +17,798 (2.5) | 1,447,157 |
| Operating expenses: |  |  |  |  |
| Japan | 561,819 | 530,483 | +31,336 (5.9) | 1,083,227 |
| The Americas | 110,676 | 120,677 | -10,001 (-8.3) | 226,210 |
| Europe | 115,575 | 129,541 | -13,966(-10.8) | 255,698 |
| Other. | 54,494 | 51,273 | +3,221 (6.3) | 95,802 |
| Corporate and eliminations........................ | -158,402 | -158,512 | +110(-0.1) | -302,701 |
| Total .......................................................... | 684,162 | 673,462 | +10,700 (1.6) | 1,358,236 |
| Operating income: |  |  |  |  |
| Japan | 45,535 | 32,780 | +12,755(38.9) | 62,563 |
| The Americas | 4,241 | 5,349 | -1,108(-20.7) | 10,274 |
| Europe | 5,115 | 7,149 | -2,034(-28.5) | 13,278 |
| Other. | 2,271 | 848 | +1,423(167.8) | 5,266 |
| Corporate and eliminations........................ | -6,021 | -2,083 | -3,938(189.1) | -2,460 |
| Consolidated operating income....................... | 51,141 | 44,043 | +7,098(16.1) | 88,921 |
| Other income(expenses)................................. | -4,970 | -10,187 | +5,217(-51.2) | -18,528 |
| Consolidated pretax profit.............................. | 46,171 | 33,856 | +12,315(36.4) | 70,393 |
| Total assets: |  |  |  |  |
| Japan .................................................. | 1,014,105 | 1,003,616 | +10,489 (1.0) | 956,670 |
| The Americas | 103,733 | 101,607 | +2,126 (2.1) | 93,191 |
| Europe | 123,108 | 129,632 | -6,524 (-5.0) | 120,587 |
| Other. | 52,454 | 57,519 | -5,065 (-8.8) | 52,791 |
| Eliminations. | -126,484 | -102,130 | -24,354(23.8) | -104,415 |
| Corporate assets ...................................... | 399,391 | 448,155 | -48,764(-10.9) | 424,496 |
| Consolidated ............................................... | 1,566,307 | 1,638,399 | -72,092 (-4.4) | 1,543,320 |

## 8. Notes to Consolidated Financial Statements

## (1) Fair Market Value of Marketable Securities

The non-marketable securities as of March 31, 2000, and September 30, 2000, primarily relate to less than $20 \%$-owned companies and are stated at cost.
The securities and the respective cost, gross unrealized holding gains, gross unrealized holding losses and fair value as of March 31, 2000 and September 30, 2000, are as follows:

| Half year ended September 30, 2000 |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Equity securities | 82 | 6 | - | 88 |
| Japanese and foreign governmental bond securities..... | . 997 | 28 | - | 1,025 |
| Corporate debt securities.. | 4,140 | 272 | 6 | 4,406 |
| Bank debt securities................................................. | 3,018 | - | 302 | 2,716 |
| Other.................................................................. | 65,550 | 25 | 3 | 65,572 |
|  | 73,787 | 331 | 311 | 73,807 |
| Noncurrent: |  |  |  |  |
| Equity securities .............................................. | 8,299 | 11,706 | 966 | 19,039 |
| Corporate debt securities........................................... | 23,592 | 443 | 245 | 23,790 |
| Other.................................................................. | 11,491 | 65 | 1,199 | 10,357 |
| Non-marketable securities......................................... | 1,233 | - | - | 1,233 |
|  | 44,615 | 12,214 | 2,410 | 54,419 |


| Year ended March 31, 2000 |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Equity securities | 2,993 | 238 | 480 | 2,751 |
| Japanese and foreign governmental bond securities..... | .1,012 | 43 | 2 | 1,053 |
| Corporate debt securities.......................................... | 33,640 | 602 | 10 | 34,232 |
| Bank debt securities. | 158 | - | 5 | 153 |
| Other.................................................................. | 90,508 | 106 | 35 | 90,579 |
|  | 128,311 | 989 | 532 | 128,768 |
| Noncurrent: |  |  |  |  |
| Equity securities | 6,791 | 15,441 | 221 | 22,011 |
| Corporate debt securities........................................... | 4,147 | - | 34 | 4,113 |
| Other.................................................................. | 40 | - | - | 40 |
| Non-marketable securities......................................... | 2,621 | - | - | 2,621 |
|  | 13,599 | 15,441 | 255 | 28,785 |

Other includes money management funds of 38,868 million yen and 22,560 million yen as of March 31,2000 , and September 30, 2000, respectively, and investment trusts consisting of investments in marketable debt.

## (2) Derivative

The Company and certain of its subsidiaries enter into various financial instrument contracts in the normal course of business and in connection with the management of its assets and liabilities.
The Company and certain of its subsidiaries enter into foreign currency contracts and currency options to hedge assets and liabilities denominated in foreign currencies.
The outstanding contracted amounts of foreign currency as of March 31, 2000, and September 30, 2000, were 91,627 million yen and 43,184 million yen, respectively.
The outstanding contracted amounts of currency options as of September 30, 2000, was 119,372 million yen.
Gains or losses on those contracts used to hedge existing assets and liabilities are recognized in income currently.
In connection with short-term borrowings and long-term indebtedness, the Company and certain of its subsidiaries have used interest rate swap agreements as a means of managing its interest exposure; at March 31, 2000, and September 30, 2000 , they had 378,010 million yen and 343,960 million yen of contractual amounts under interest rate swap agreements. Interest rate swap transactions generally involve the exchange of floating rate for fixed rate interest payment obligations without an exchange of underlying principal amounts. The differentials to be paid or received under the interest rate swap agreements are accrued.
The counterparties to the above financial instrument contracts are major financial institutions and, therefore, the Company and certain of its subsidiaries are exposed to credit risk in the event of nonperformance by counterparties. However, the Company does not anticipate nonperformance by them.
The carrying amount and estimated fair value of derivative financial instruments as of March 31, 2000 and September 30, 2000 are as follows:

| Half year ended September 30, 2000 |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Carrying amount | Estimated Fair value | Profit/loss |
| Interest rate swap agreements, net.. | -24 | 2,711 | 2,735 |
| Foreign currency contracts-net credit ............................... | 1,647 | 2,850 | 1,203 |
| Currency options-net credit............................................. | 0 | 107 | 107 |
| Total.......................................................................... | 1,623 | 5,668 | 4,045 |
| Year ended March 31, 2000 |  |  | (Millions of yen) |
|  | Carrying amount | Estimated Fair value | Profit/loss |
| Interest rate swap agreements, net.................................... | -47 | 2,685 | 2,732 |
| Foreign currency contracts-net credit .............................. | 2,314 | 2,102 | -212 |
| Currency options-net credit............................................ | - | - | - |
| Total........................................................................... | 2,267 | 4,787 | 2,520 |

(3) Transactions of Ricoh with affiliates
(Millions of yen)


