## QUARTERLY REPORT

Nine months ended December 31, 2009
Results for the Period from April 1, 2009 to December 31, 2009
Three months ended December 31, 2009
Results for the Period from October 1, 2009 to December 31, 2009

## Performance Outline (Consolidated)

(1) Third Quarter ended December 31, 2008, 2009 and Year ending March 31, 2010 (Forecast)

|  | Third Quarter ended December 31, 2009 Results | Third Quarter ended December 31, 2008 Results | Change |
| :---: | :---: | :---: | :---: |
| Domestic sales | 626.5 | 704.8 | -11.1\% |
| Overseas sales | 848.2 | 863.1 | -1.7\% |
| Net sales | 1,474.7 | 1,568.0 | -5.9\% |
| Gross profit | 608.4 | 657.4 | -7.5\% |
| Operating income | 37.7 | 86.3 | -56.3\% |
| Income before income taxes | 30.8 | 60.0 | -48.7\% |
| Net income attributable to Ricoh Company, Ltd. | 14.4 | 29.5 | -51.2\% |
| Exchange rate (Yen/US\$) | 93.62 | 102.83 | -9.21 |
| Exchange rate (Yen/EURO) | 133.03 | 150.74 | -17.71 |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen) | 19.87 | 40.84 | -20.97 |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | 19.32 | 39.73 | -20.41 |
| Cash flows from operating activities | 108.9 | 8.7 | 100.1 |
| Cash flows from investing activities | -66.7 | -250.7 | 184.0 |
| Cash flows from financing activities | -81.9 | 244.1 | -326.0 |
| Cash and cash equivalents at end of period | 217.1 | 155.1 | 61.9 |
| Capital expenditures |  | 72.3 | -24.0 |
| Depreciation for tangible fixed assets | $51.8$ | 55.0 | -3.2 |
| R\&D expenditures | 81.8 | 93.5 | -11.6 |
|  | December 31, 2009 | March 31, 2009 | Change |
| Total assets | 2,382.4 | 2,513.4 | -131.0 |
| Shareholders' investment | 962.2 | 975.3 | -13.1 |
| Interest-bearing debt | 718.4 | 779.1 | -60.7 |
| Shareholders' investment ratio (\%) | 40.4 | 38.8 | 1.6 |
| Shareholders' investment per share (yen) | 1,326.17 | 1,344.08 | -17.91 |


| (Billions of yen) |  |  |
| ---: | ---: | ---: |
| Year ending <br> March 31, 2010 <br> Forecast | Change |  |
| 855.0 | $-8.9 \%$ |  |
| $1,145.0$ | $-0.7 \%$ |  |
| $2,000.0$ | $-4.4 \%$ |  |
| 807.0 | $-5.5 \%$ |  |
| 45.0 | $-39.6 \%$ |  |
| 35.0 | $13.1 \%$ |  |
| 15.0 | $129.7 \%$ |  |
|  | 92.72 | -7.83 |
| 132.27 | -11.47 |  |
|  |  |  |
|  | 20.67 | 11.65 |
|  |  |  |
| 20.09 | 11.34 |  |
|  | - | - |
| - | - |  |
| - | - |  |
| - | - |  |
| 75.0 | -21.9 |  |
| 70.0 | -4.8 |  |
| 112.0 | -12.4 |  |

(2) Three months ended December 31, 2008 and 2009

|  | Three months ended December 31, 2009 Results | Three months ended December 31, 2008 Results | Change |
| :---: | :---: | :---: | :---: |
| Domestic sales | 204.8 | 221.0 | -7.3\% |
| Overseas sales | 281.1 | 281.0 | 0.0\% |
| Net sales | 485.9 | 502.0 | -3.2\% |
| Gross profit | 210.2 | 214.1 | -1.8\% |
| Operating income | 23.7 | 21.3 | 11.4\% |
| Income before income taxes | 24.0 | 1.1 | - |
| Net income attributable to Ricoh Company, Ltd. | 12.6 | -4.8 | - |
| Exchange rate (Yen/US\$) | 89.75 | 96.21 | -6.46 |
| Exchange rate (Yen/EURO) | 132.60 | 126.97 | 5.63 |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen) | 17.38 | -6.62 | 24.00 |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | 16.91 | -6.45 | 23.36 |
| Capital expenditures | 9.8 | 25.3 | -15.5 |
| Depreciation for tangible fixed assets | 17.8 | 19.7 | -1.8 |
| R\&D expenditures | 25.8 | 30.2 | -4.3 |

## Ricoh Company, Ltd.

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## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the Third Quarter Ended December 31, 2009 (U.S. GAAP Financial Information)

1. Results for the Period from April 1, 2009 to December 31, 2009

| (1) Operating Results |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Third Quarter ended <br> December 31, 2009 | Third Quarter ended <br> December 31, 2008 |
| Net sales | $1,474,731$ | $1,568,018$ |
| (\% change from the previous corresponding period) <br> Operating income <br> (\% change from the previous corresponding period) | -5.9 | -4.4 |
| Income before income taxes | 37,732 | 86,378 |
| (\% change from the previous corresponding period) | -56.3 | -35.5 |
| Net income attributable to Ricoh Company, Ltd. |  |  |
| (\% change from the previous corresponding period) | 30,823 | 60,063 |
| Net income attributable to Ricoh Company, Ltd. shareholders <br> per share-basic (yen) | -48.7 | -55.2 |
| Net income attributable to Ricoh Company, Ltd. shareholders | 14,416 | 29,540 |
| per share-diluted (yen) | -51.2 | -65.4 |


| (2) Financial Position |  | (Millions of yen) |
| :--- | ---: | ---: |
| Total assets | December 31, 2009 | March 31, 2008 |
| Shareholders' investment | $2,382,466$ | $2,513,495$ |
| Shareholders' investment ratio (\%) | 962,264 | 975,373 |
| Shareholders' investment per share (yen) | 40.4 | 38.8 |


| 2. Dividend information | Year ended <br> March 31, 2009 <br> (Results) | Year ending <br> March 31, 2010 <br> (Forecast) |
| :--- | ---: | ---: |
| Cash dividends, applicable to the year (yen) | 33.00 | 33.00 |
| Interim (yen) | 18.00 | 16.50 |
| Year-end (yen) | 15.00 | 16.50 |

Notes: Revision of expected dividends during this period: No

| 3. Forecast of Operating Results from April 1, 2009 to March 31, 2010 | (Millions of yen) |
| :--- | ---: |
| Net sales | March 31, 2010 |
| Operating income | $2,000,000$ |
| Income before income taxes | 45,000 |
| Net income attributable to Ricoh Company, Ltd. | 35,000 |
| Net income attributable to Ricoh Company, Ltd. shareholders | 15,000 |
| per share (yen) | 20.67 |

Notes: Revision of forecast of consolidated operating results during this period: Yes

## 4. Others

(1) Changes in significant subsidiaries: No
(2) Changes in accounting method: Yes

* For details see "4.Others"on page 5.
(3) Number of common stock outstanding (including treasury stock):

As of December 31, 2009 744,912,078 shares As of March 31, 2009 744,912,078 shares
(4) Number of treasury stock:

As of December 31, 2009 19,316,170 shares As of March 31, 2009 19,232,352 shares
(5) Average number of common stock:

As of December 31, 2009 725,624,044 shares As of December 31, 2008 723,338,893 shares

## Consolidated Performance

## 1. Operating results

## *Overview

Consolidated net sales of Ricoh Group for the 9months of fiscal year 2009 (9months period from April 1, 2009 to December 31, 2009) decreased by $5.9 \%$ as compared to the previous corresponding period, to $¥ 1,474.7$ billion. During this period, the average yen exchange rates were $¥ 93.62$ against the U.S. dollar (up $¥ 9.21$ ) and $¥ 133.03$ against the Euro (up $¥ 17.71$ ). Net sales would have increased by $0.1 \%$ excluding impact of such foreign currency exchange fluctuation.

The Japanese economy was recovering partially by economic stimulus measures, but there was still no relief from continuing serious recession started in the second half of previous fiscal year. Under such a severe business environment, domestic sales in the Imaging \& Solutions segment as well as Industrial Products segment and Other segment decreased from the previous corresponding period. Consequently, overall sales in Japan decreased by $11.1 \%$ as compared to the previous corresponding period.

As for overseas, Ricoh continued to be in the severe business environment due mainly to the mess in the overseas economy and the appreciation of the Yen against the U.S. dollar. Although sales in the Americas, despite economic downturns and the appreciation of the Yen against the U.S. dollar, increased by $18.8 \%$ ( $+30.7 \%$, excluding foreign currency exchange fluctuation) because the advantage derived from the effort to enhance its sales structures and expand its sales channels such as through the acquisition of IKON Office Solutions, Inc. ("IKON") completed in the previous fiscal year offset the negative effect of depression of the market, sales in Europe decreased by 16.4\% ( $-5.4 \%$, excluding foreign currency exchange fluctuation) and sales in Other, comprised of China, South East Asia and Oceania, decreased by 13.5\% (-4.6\%, excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market decreased by $1.7 \%$ as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $9.3 \%$ as compared to the previous corresponding period.

Gross profit decreased by $7.5 \%$ as compared to the previous corresponding period, to $¥ 608.4$ billion due mainly to decrease in sales and the appreciation of the Yen. Gross profit as a percentage of net sales also decreased by 0.6 percentage points as compared to the previous corresponding period, to $41.3 \%$ due primarily to the appreciation of the Yen.

While Ricoh incurred the expenses of IKON that was new consolidated subsidiaries acquired in the previous third quarter, group-wide structural improvement efforts contributed to a decline in selling, general and administrative expenses. Consequently, selling, general and administrative expenses decreased by $0.1 \%$ as compared to the previous corresponding period, to $¥ 570.6$ billion.

As a result, operating income decreased by $56.3 \%$ as compared to the previous corresponding period, to $¥ 37.7$ billion.

For other (income) expenses, foreign exchange loss decreased as compared to the previous corresponding period. As a result, income before income taxes decreased by $48.7 \%$ as compared to the previous corresponding period, to $¥ 30.8$ billion.

As a result, net income attributable to Ricoh Company, Ltd. decreased by $51.2 \%$ as compared to the previous corresponding period, to $¥ 14.4$ billion.
*Conditions by Product Line
Conditions by Product Line for the 9months ended December 31, 2009 are as follows;
Imaging \& Solutions (Sales down 4.2\% to $¥ 1,306.0$ billion)
Imaging Solutions (Sales down $7.1 \%$ to $¥ 1,113.2$ billion)
While sales of PPCs, MFPs and other in the Americas increased due mainly to enhancing its sales structures through acquisition of IKON completed in previous fiscal period, sales of that in other regions decreased due mainly to the appreciation of the Yen and economic stagnation Sales in this category decreased by $7.1 \%$ as compared to the previous corresponding period, to $¥ 1,113.2$ billion.

Excluding effects of foreign currency fluctuations, net sales in this category would havedecreased by $0.1 \%$ as compared to the previous corresponding period.

Network System Solutions (Sales up $16.4 \%$ to $¥ 192.8$ billion)
Sales in this category increased by $16.4 \%$ as compared to the previous corresponding period, to $¥ 192.8$ billion due mainly to enhancing direct sales structure in the United States. The sales would have increased by $21.4 \%$ excluding the effects of foreign currency fluctuations.

As a result, sales in the Imaging \& Solutions segment decreased by $4.2 \%$ as compared to the previous corresponding period, to $¥ 1,306.0$ billion. Operating income decreased by $33.3 \%$ as compared to the previous corresponding period, to $¥ 92.9$ billion due mainly to the decrease of sales as well as the appreciation of the Yen.

## Industrial Products (Sales down 18.6\% to ¥76.3 billion)

Sales in the Industrial Products segment decreased by $18.6 \%$ as compared to the previous corresponding period, to $¥ 76.3$ billion. Sales of semiconductor devices, thermal media and electronic components decreased as compared to the previous corresponding period in Japan and overseas.
As a result, operating loss in the Industrial Products segment amounted to $¥ 1.0$ billion (operating loss $¥ 0.9$ billion for the previous corresponding period).

## Other (Sales down 16.5\% to ¥92.2 billion)

Sales in the Other segment decreased by $16.5 \%$ as compared to the previous corresponding period, to $¥ 92.2$ billion. Sales of digital cameras decreased in Japan and overseas.
As a result operating loss in the Other segment amounted to $¥ 1.9$ billion (operating income $¥ 0.5$ billion for the previous corresponding period).

## 2. Financial Position

*Assets, Liabilities and Shareholders' Investment
Total Assets amounted to $¥ 2,382.4$ billion as of December 31, 2009.
For assets, cash and time deposits decreased due to the reduction from high level of amount reflecting the severe financial conditions at the end of the previous period to normal level. Trade receivable also decreased from the end of the previous period due to the decrease of sales. As a result, total assets decreased from the end of the previous period by $¥ 131.0$ billion, to $¥ 2,382.4$ billion.

For Liabilities, short-term borrowings andlong-term indebtedness decreased due to the increase in free cash inflows and the reduction in cash and time deposits. As a result, total liabilities decreasedfrom the end of the previous period by $¥ 118.8$ billion, to $¥ 1,370.3$ billion.

For shareholders' investment, the change in retained earnings resulted from payment of dividends and net income attributable to Ricoh Company, Ltd. Other comprehensive loss increased due mainly to the increase of cumulative translation adjustments (loss) reflecting exchange fluctuation from the end of the previous period. As a result, total shareholders’ investment decreased by $¥ 13.1$ billion from the end of the previous period, to $¥ 962.2$ billion. In accordance with FASB Accounting Standards Codification (ASC) 810, "Consolidation" (former Statement of Financial Accounting Standards No. 160 "Noncontrolling Interests in Consolidated Financial Statements - an amendment of ARB No.51" ("SFAS 160")), Ricoh reports the noncontrolling interest as equity. Total equity involving the noncontrolling interest decreased by $¥ 12.2$ billion as compared to the reclassified total equity at the end of the previous period to conform with the presentation of this 9 months, to $¥ 1,012.1$ billion.
*Cash Flows (9months from April 1, 2009 to December 31, 2009)
Cash Flows results for the third quarter ended December 31, 2009 are as follows;
Net cash provided by operating activities in this period increased by $¥ 100.1$ billion as compared to the previous corresponding period, to $¥ 108.9$ billion. Inventories and so on decreased as compared to the previous corresponding period.

Net cash used in investing activities in this period decreased by $¥ 184.0$ billion as compared to the previous corresponding period, to $¥ 66.7$ billion. Net cash used in investing activities in the previous corresponding period consisted primarily of a payment in connection with the acquisition of IKON.
As a result, free cash inflows generated by operating and investing activities amounted to $¥ 42.2$ billion while cash outflows amounted to $¥ 241.9$ billion in the previous corresponding period.

Net cash used in financing activities amounted to $¥ 81.9$ billion due primarily to repayment of long-term debt and net decrease in short-term borrowings.

As a result, cash and cash equivalents as of December 31, 2009 decreased by $¥ 41.3$ billion as compared to the end of the preceding fiscal year, to $¥ 217.1$ billion.

## 3. Forecast for the entire fiscal year

The forecast of business results for the full fiscal year ending March 31, 2010 is as follows. While Ricoh has revised downward its forecast of sales, Ricoh has revised up that of operating income, income before income taxes and net income attributable to Ricoh Company, Ltd. from announced in October 2009. This revision reflects the business result for the nine months ended December 31, 2009 and current business environment

Ricoh assumes exchange rates of $¥ 90.00$ against the U.S. dollar and of $¥ 130.00$ against the Euro during the fourth quarter, which are the same forecast announced in October 2009. The actual exchange rates during the 9months ended December 31, 2009 are incorporated in annual exchange rates assumption.

Our performance forecast for fiscal year 2010 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2010
US\$ 1 = ¥92.72 ( $¥ 100.55$ in previous fiscal year)
EURO $1=¥ 132.27$ ( $¥ 143.74$ in previous fiscal year)

|  | Year ending <br> March 31, 2010 <br> (Forecast) | Year ended <br> March 31, 2009 <br> (Results) | Change |
| :--- | ---: | ---: | ---: |

* Ricoh bases the forecast estimates for the year ending March 31, 2010 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## 4. Others

(1) Changes in significant subsidiaries:

Not applicable
(2) Changes in accounting method:

Adoption of new accounting standards:
i. Ricoh adopted FASB Accounting Standards Codification (ASC) 805, "Business Combinations " (former SFAS No. 141 (revised 2007), "Business Combinations" ("SFAS 141R")) in this first half. FASB ASC 805 establishes principles and requirements for how an acquirer recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, any noncontrolling interest in the acquiree and the goodwill acquired. FASB ASC 805 also establishes disclosure requirements to enable the evaluation of the nature and financial effects of the business combination. The adoption of FASB ASC 805 did not have a material effect on Ricoh's consolidated financial position or results of operations.
ii. Ricoh adopted FASB Accounting Standards Codification (ASC) 810, "Consolidation" (former SFAS No.160, "Noncontrolling Interests in Consolidated Financial Statements - an amendment of ARB No. 51" ("SFAS 160")) in this first half. In accordance with FASB ASC 810, noncontrolling interests which were previously referred to as minority interests and classified between total liabilities and shareholders' investment on the consolidated balance sheets, are now included as a separate component of total equity. In addition, consolidated net income on the consolidated statements of income now includes the net income (loss) attributable to noncontrolling interests. These financial statement presentation requirements have been adopted retrospectively and prior year amounts in the consolidated financial statements of cash flows have been reclassified or adjusted to conform to FASB ASC 810.
iii. Ricoh adopted FASB Accounting Standards Codification (ASC) 105, "Generally Accepted Accounting Principles" (former SFAS No.168, "The FASB Accounting Standards CodificationTM and the Hierarchy of Generally Accepted Accounting Principles") in this first half. FASB ASC 105 reduced the hierarchy of generally accepted accounting principles from traditional four levels to two levels: authoritative (FASB ASC) and nonauthoritative. The adoption of FASB ASC 105 did not have a material effect on Ricoh's consolidated financial position or results of operations.

## 5. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

| Assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| Current Assets | December 31, 2009 | March 31, 2009 | Change |
| Cash and time deposits | 218,420 | 260,527 | $-42,107$ |
| Trade receivables | 645,006 | 680,384 | $-35,378$ |
| Inventories | 181,379 | 191,570 | $-10,191$ |
| Other current assets | 71,948 | 79,385 | $-7,437$ |
| Total Current Assets | $1,116,753$ | $1,211,866$ | $-95,113$ |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 259,928 | 269,336 | $-9,408$ |
| Finance receivables | 456,359 | 465,262 | $-8,903$ |
| Other investments | 549,426 | 567,031 | $-17,605$ |
| Total Fixed Assets | $1,265,713$ | $1,301,629$ | $-35,916$ |
| Total Assets | $2,382,466$ | $2,513,495$ | $-131,029$ |
| Note: |  |  |  |
| Contents of cash and time deposits; |  |  |  |
| Cash and cash equivalents | 217,125 | 258,484 |  |
| Time deposits | 1,295 | 2,043 |  |


| Liabilities and Equity | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | December 31, 2009 | March 31, 2009 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 253,973 | 285,413 | -31,440 |
| Short-term borrowings | 221,407 | 269,792 | -48,385 |
| Other current liabilities | 199,104 | 218,286 | -19,182 |
| Total Current Liabilities | 674,484 | 773,491 | -99,007 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 497,057 | 509,403 | -12,346 |
| Accrued pension and severance costs | 155,940 | 156,625 | -685 |
| Other fixed liabilities | 42,850 | 49,626 | -6,776 |
| Total Fixed Liabilities | 695,847 | 715,654 | -19,807 |
| Total Liabilities | 1,370,331 | 1,489,145 | -118,814 |
| Equity |  |  |  |
| Common stock | 135,364 | 135,364 |  |
| Additional paid-in capital | 186,083 | 186,083 | - |
| Retained earnings | 807,415 | 815,725 | -8,310 |
| Accumulated other comprehensive loss | -129,887 | -125,121 | -4,766 |
| Treasury stock | -36,711 | -36,678 | -33 |
| Total Shareholders' Investment | 962,264 | 975,373 | -13,109 |
| Noncontrolling interests | 49,871 | 48,977 | 894 |
| Total Equity | 1,012,135 | 1,024,350 | -12,215 |
| Total Liabilities and Equity | 2,382,466 | 2,513,495 | -131,029 |
| Note: |  |  |  |
| Other comprehensive loss; |  |  |  |
| Net unrealized holding gains (losses) on available-for-sale securities | 3,559 | 1,848 | 1,711 |
| Pension liability adjustments | -53,298 | -54,301 | 1,003 |
| Net unrealized gains (losses) on derivative instruments | -1,523 | -373 | -1,150 |
| Cumulative translation adjustments | -78,625 | -72,295 | -6,330 |
| Reference: Exchange rate | December 31, 2009 | March 31, 2009 |  |
| US\$ 1 | ¥92.10 | ¥98.23 |  |
| EURO 1 | ¥132.00 | ¥129.84 |  |

Third Quarter ended December 31, 2008 and 2009

| n) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter ended December 31, 2009 | Third Quarter ended December 31, 2008 | Change | \% |
| Net sales | 1,474,731 | 1,568,018 | -93,287 | -5.9 |
| Cost of sales | 866,325 | 910,529 | -44,204 | -4.9 |
| Percentage of net sales (\%) | 58.7 | 58.1 |  |  |
| Gross Profit | 608,406 | 657,489 | -49,083 | -7.5 |
| Percentage of net sales (\%) | 41.3 | 41.9 |  |  |
| Selling, general and administrative expenses | 570,674 | 571,111 | -437 | -0.1 |
| Percentage of net sales (\%) | 38.7 | 36.4 |  |  |
| Operating income | 37,732 | 86,378 | -48,646 | -56.3 |
| Percentage of net sales (\%) | 2.6 | 5.5 |  |  |
| Other (income) expenses |  |  |  |  |
| Interest and dividend income | 2,216 | 3,828 | -1,612 | -42.1 |
| Percentage of net sales (\%) | 0.2 | 0.2 |  |  |
| Interest expense | 6,156 | 4,322 | 1,834 | 42.4 |
| Percentage of net sales (\%) | 0.4 | 0.3 |  |  |
| Other, net | 2,969 | 25,821 | -22,852 | -88.5 |
| Percentage of net sales (\%) | 0.3 | 1.6 |  |  |
| Income before income taxes, equity income and minority interests | 30,823 | 60,063 | -29,240 | -48.7 |
| Percentage of net sales (\%) | 2.1 | 3.8 |  |  |
| Provision for income taxes | 14,938 | 28,280 | -13,342 | -47.2 |
| Percentage of net sales (\%) | 1.0 | 1.8 |  |  |
| Equity in earnings of affiliates | 6 | 15 | -9 | -60.0 |
| Percentage of net sales (\%) | 0.0 | 0.0 |  |  |
| Consolidated net income | 15,891 | 31,798 | -15,907 | -50.0 |
| Percentage of net sales (\%) | 1.1 | 2.0 |  |  |
| Net income attributable to noncontrolling interests | 1,475 | 2,258 | -783 | -34.7 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Net income attributable to Ricoh Company, Ltd. | 14,416 | 29,540 | -15,124 | -51.2 |
| Percentage of net sales (\%) | 1.0 | 1.9 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥93.62 | ¥102.83 |  |  |
| EURO 1 | ¥133.03 | ¥150.74 |  |  |

Three months ended December 31, 2008 and 2009

| n) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended December 31, 2009 | Three months ended December 31, 2008 | Change | \% |
| Net sales | 485,940 | 502,091 | -16,151 | -3.2 |
| Cost of sales | 275,736 | 287,946 | -12,210 | -4.2 |
| Percentage of net sales (\%) | 56.7 | 57.3 |  |  |
| Gross Profit | 210,204 | 214,145 | -3,941 | -1.8 |
| Percentage of net sales (\%) | 43.3 | 42.7 |  |  |
| Selling, general and administrative expenses | 186,467 | 192,843 | -6,376 | -3.3 |
| Percentage of net sales (\%) | 38.4 | 38.5 |  |  |
| Operating income | 23,737 | 21,302 | 2,435 | 11.4 |
| Percentage of net sales (\%) | 4.9 | 4.2 |  |  |
| Other (income) expenses |  |  |  |  |
| Interest and dividend income | 474 | 750 | -276 | -36.8 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Interest expense | 2,085 | 1,874 | 211 | 11.3 |
| Percentage of net sales (\%) | 0.4 | 0.4 |  |  |
| Other, net | -1,931 | 18,990 | -20,921 | - |
| Percentage of net sales (\%) | -0.4 | 3.7 |  |  |
| Income before income taxes, |  |  |  |  |
| equity income and minority interests | 24,057 | 1,188 | 22,869 | - |
| Percentage of net sales (\%) | 5.0 | 0.2 |  |  |
| Provision for income taxes | 11,064 | 5,698 | 5,366 | 94.2 |
| Percentage of net sales (\%) | 2.3 | 1.1 |  |  |
| Equity in earnings of affiliates | -6 | -7 | 1 | - |
| Percentage of net sales (\%) | 0.0 | 0.0 |  |  |
| Consolidated net income | 12,987 | -4,517 | 17,504 | - |
| Percentage of net sales (\%) | 2.7 | -0.9 |  |  |
| Net income attributable to noncontrolling interests | 379 | 288 | 91 | 31.6 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Net income attributable to Ricoh Company, Ltd. | 12,608 | -4,805 | 17,413 | - |
| Percentage of net sales (\%) | 2.6 | -1.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥89.75 | ¥96.21 |  |  |
| EURO 1 | $¥ 132.60$ | ¥126.97 |  |  |

Consolidated Sales by Product Category

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter ended December 31, 2009 | Third Quarter ended December 31, 2008 | Change | \% |
| <Imaging \& Solutions> |  |  |  |  |
| Imaging Solutions | 1,113,261 | 1,198,102 | -84,841 | -7.1 |
| Percentage of net sales (\%) | 75.5 | 76.4 |  |  |
| Network System Solutions | 192,829 | 165,666 | 27,163 | 16.4 |
| Percentage of net sales (\%) | 13.1 | 10.6 |  |  |
| Imaging \& Solutions Tota] | 1,306,090 | 1,363,768 | -57,678 | -4.2 |
| Percentage of net sales (\%) | 88.6 | 87.0 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 76,357 | 93,754 | -17,397 | -18.6 |
| Percentage of net sales (\%) | 5.2 | 6.0 |  |  |
| <Other> |  |  |  |  |
| Other | 92,284 | 110,496 | -18,212 | -16.5 |
| Percentage of net sales (\%) | 6.2 | 7.0 |  |  |
| Grand Total | 1,474,731 | 1,568,018 | -93,287 | -5.9 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥93.62 | ¥102.83 |  |  |
| EURO 1 | $¥ 133.03$ | ¥150.74 |  |  |

Three months ended December 31, 2008 and 2009
(Millions of yen)

|  | Three months ended December 31, 2009 | Three months ended December 31, 2008 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Imaging \& Solutions> |  |  |  |  |
| Imaging Solutions | 368,192 | 383,997 | -15,805 | -4.1 |
| Percentage of net sales (\%) | 75.8 | 76.5 |  |  |
| Network System Solutions | 62,769 | 59,999 | 2,770 | 4.6 |
| Percentage of net sales (\%) | 12.9 | 11.9 |  |  |
| Imaging \& Solutions Total | 430,961 | 443,996 | -13,035 | -2.9 |
| Percentage of net sales (\%) | 88.7 | 88.4 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 25,156 | 25,913 | -757 | -2.9 |
| Percentage of net sales (\%) | 5.2 | 5.2 |  |  |
| <Other> |  |  |  |  |
| Other | 29,823 | 32,182 | -2,359 | -7.3 |
| Percentage of net sales (\%) | 6.1 | 6.4 |  |  |
| Grand Total | 485,940 | 502,091 | -16,151 | -3.2 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥89.75 | ¥96.21 |  |  |
| EURO 1 | $¥ 132.60$ | $¥ 126.97$ |  |  |

Consolidated Sales by Geographic Area
Third Quarter ended December 31, 2008 and 2009
(Millions of yen)

|  | Third Quarter ended <br> December 31, 2009 | Third Quarter ended <br> December 31, 2008 | Change |
| :---: | :---: | :---: | :---: | :---: |

Reference : Exchange rate

| US\$ 1 | $¥ 93.62$ | $¥ 102.83$ |
| :--- | ---: | ---: |
| EURO 1 | $¥ 133.03$ | $¥ 150.74$ |


| Three months ended December 31, 2008 and 2009 |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Three months ended <br> December 31, 2009 | Three months ended <br> December 31, 2008 | Change |

(Millions of yen)

|  | Third Quarter ended December 31, 2009 | Third Quarter ended December 31, 2008 |
| :---: | :---: | :---: |
| I. Cash Flows from Operating Activities: |  |  |
| Consolidated net income | 15,891 | 31,798 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 73,402 | 74,449 |
| Equity in earnings of affiliates, net of dividends received | -6 | -15 |
| Deferred income taxes | -6,726 | 4,562 |
| Loss on disposals and sales of tangible fixed assets | 606 | 1,170 |
| Pension and severance costs, less payments | 2,890 | 3,273 |
| Changes in assets and liabilities- |  |  |
| Decrease in trade receivables | 27,035 | 15,315 |
| (Increase) Decrease in inventories | 7,403 | -30,936 |
| (Increase) Decrease in finance receivables | 16,684 | -11,509 |
| Decrease in trade payables | -31,160 | -50,108 |
| Decrease in accrued income taxes and accrued expenses and other | -15,453 | -56,210 |
| Other, net | 18,377 | 26,976 |
| Net cash provided by operating activities | 108,943 | 8,765 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 909 | 73 |
| Expenditures for property, plant and equipment | -48,338 | -72,344 |
| Payments for purchases of available-for-sale securities | -695 | -1,275 |
| Proceeds from sales of available-for-sale securities | 938 | 243 |
| (Increase) Decrease in time deposits | 665 | -689 |
| Purchase of business, net of cash acquired | -4,760 | -158,673 |
| Other, net | -15,421 | -18,063 |
| Net cash used in investing activities | -66,702 | -250,728 |
| III. Cash Flows from Financing Activities: |  |  |
| Proceeds from long-term indebtedness | 35,055 | 54,355 |
| Repayment of long-term indebtedness | -60,825 | -53,511 |
| Increase (Decrease) in short-term borrowings, net | -57,767 | 295,813 |
| Proceeds from issuance of long-term debt securities | 35,000 | - |
| Repayment of long-term debt securities | -10,000 | -26,143 |
| Dividends paid | -22,858 | -25,320 |
| Payment for purchase of treasury stock | -127 | -605 |
| Other, net | -393 | -427 |
| Net cash provided by (used in) financing activities | -81,915 | 244,162 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -1,685 | -17,665 |
| V. Net Decrease in Cash and Cash Equivalents | -41,359 | -15,466 |
| VI. Cash and Cash Equivalents at Beginning of Year | 258,484 | 170,607 |
| VII. Cash and Cash Equivalents at End of Period | 217,125 | 155,141 |

## (4) Notes on premise going concern

Not applicable

## (5) Segment Information

(a) Operating Segments Information

Third Quarter ended December 31, 2008 and 2009

|  | Third Quarter ended <br> December 31, 2009 | Third Quarter ended <br> December 31, 2008 | Change | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Imaging \& Solutions: |  |  |  |  |  |
| Net sales: | $1,306,090$ | $1,363,768$ | $-57,678$ | -4.2 |  |
| $\quad$ Unaffiliated customers | - | - | - | - |  |
| Intersegment | $1,306,090$ | $1,363,768$ | $-57,678$ | -4.2 |  |
| $\quad$ Total | $1,213,105$ | $1,224,350$ | $-11,245$ | -0.9 |  |
| Operating expenses | 92,985 | 139,418 | $-46,433$ | -33.3 |  |
| Operating income | 7.1 | 10.2 |  |  |  |
| $\quad$ Operating income on sales in Imaging \& Solutions (\%) |  |  |  |  |  |

## Industrial Products:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Unaffiliated customers | 76,357 | 93,754 | $-17,397$ | -18.6 |
| Intersegment | 3,153 | 3,472 | -319 | -9.2 |
| Total | 79,510 | 97,226 | $-17,716$ | -18.2 |
| Operating expenses | 80,544 | 98,194 | $-17,650$ | -18.0 |
| Operating income | $-1,034$ | -968 | -66 | - |
| Operating income on sales in Industrial Products (\%) | -1.3 | -1.0 |  |  |

Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Unaffiliated customers | 92,284 | 110,496 | $-18,212$ | -16.5 |
| Intersegment | - | - | - | - |
| $\quad$ Total | 92,284 | 110,496 | $-18,212$ | -16.5 |
| Operating expenses | 94,270 | 109,917 | $-15,647$ | -14.2 |
| Operating income | $-1,986$ | 579 | $-2,565$ | - |
| Operating income on sales in Other (\%) | -2.2 | 0.5 |  |  |

Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-3,153$ | $-3,472$ | 319 | - |
| $\quad$ Total | $-3,153$ | $-3,472$ | 319 | - |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-3,135$ | $-3,473$ | 338 | - |
| Corporate | 52,215 | 52,652 | -437 | - |
| $\quad$ Total | 49,080 | 49,179 | -99 | - |
| Operating income | $-52,233$ | $-52,651$ | 418 | - |
| Consolidated: |  |  |  |  |
| Net sales: | $1,474,731$ | $1,568,018$ | $-93,287$ | -5.9 |
| $\quad$ Unaffiliated customers | - | - | - | - |
| $\quad$ Intersegment | $1,474,731$ | $1,568,018$ | $-93,287$ | -5.9 |
| $\quad$ Total | $1,436,999$ | $1,481,640$ | $-44,641$ | -3.0 |
| Operating expenses | 37,732 | 86,378 | $-48,646$ | -56.3 |
| Operating income | 2.6 | 5.5 |  |  |
| $\quad$ Operating income on consolidated net sales (\%) |  |  |  |  |

Three months ended December 31, 2008 and 2009
(Millions of yen)

|  | Three months ended December 31, 2009 | Three months ended December 31, 2008 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Imaging \& Solutions: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 430,961 | 443,996 | -13,035 | -2.9 |
| Intersegment | - | - | - | - |
| Total | 430,961 | 443,996 | -13,035 | -2.9 |
| Operating expenses | 389,529 | 402,781 | -13,252 | -3.3 |
| Operating income | 41,432 | 41,215 | 217 | 0.5 |
| Operating income on sales in Imaging \& Solutions (\%) | 9.6 | 9.3 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 25,156 | 25,913 | -757 | -2.9 |
| Intersegment | 1,112 | 1,179 | -67 | -5.7 |
| Total | 26,268 | 27,092 | -824 | -3.0 |
| Operating expenses | 26,535 | 28,836 | -2,301 | -8.0 |
| Operating income | -267 | -1,744 | 1,477 | - |
| Operating income on sales in Industrial Products (\%) | -1.0 | -6.4 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 29,823 | 32,182 | -2,359 | -7.3 |
| Intersegment | - | - | - | - |
| Total | 29,823 | 32,182 | -2,359 | -7.3 |
| Operating expenses | 30,712 | 33,184 | -2,472 | -7.4 |
| Operating income | -889 | -1,002 | 113 | - |
| Operating income on sales in Other (\%) | -3.0 | -3.1 |  |  |

## Corporate and Eliminations:

Net sales:

| Intersegment | $-1,112$ | $-1,179$ | 67 |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Total | $-1,112$ | $-1,179$ | - |  |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-1,105$ | $-1,181$ | 76 | - |
| Corporate | 16,532 | 17,169 | -637 | - |
| $\quad$ Total | 15,427 | 15,988 | -561 | - |
| Operating income | $-16,539$ | $-17,167$ | 628 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 485,940 |  |  |  |
| $\quad$ Unaffiliated customers | - | 502,091 | $-16,151$ | -3.2 |
| $\quad$ Intersegment | 485,940 | - | - | - |
| $\quad$ Total | 462,203 | 502,091 | $-16,151$ | -3.2 |
| Operating expenses | 23,737 | 480,789 | $-18,586$ | -3.9 |
| Operating income | 21,302 | 2,435 | 11.4 |  |
| $\quad$ Operating income on consolidated net sales (\%) | 4.9 |  |  |  |

(b) Geographic Segments Information

|  | Third Quarter ended <br> December 31, 2009 | Third Quarter ended <br> December 31, 2008 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Japan: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 639,289 | 723,708 | -84,419 | -11.7 |
| Intersegment | 288,956 | 346,985 | -58,029 | -16.7 |
| Total | 928,245 | 1,070,693 | -142,448 | -13.3 |
| Operating expenses | 907,251 | 1,010,551 | -103,300 | -10.2 |
| Operating income | 20,994 | 60,142 | -39,148 | -65.1 |
| Operating income on sales in Japan (\%) | 2.3 | 5.6 |  |  |
| The Americas: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 415,474 | 351,451 | 64,023 | 18.2 |
| Intersegment | 2,710 | 3,172 | -462 | -14.6 |
| Total | 418,184 | 354,623 | 63,561 | 17.9 |
| Operating expenses | 429,945 | 367,286 | 62,659 | 17.1 |
| Operating income | -11,761 | -12,663 | 902 | - |
| Operating income on sales in the Americas (\%) | -2.8 | -3.6 |  |  |
| Europe: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 342,376 | 405,532 | -63,156 | -15.6 |
| Intersegment | 1,706 | 2,046 | -340 | -16.6 |
| Total | 344,082 | 407,578 | -63,496 | -15.6 |
| Operating expenses | 324,279 | 380,817 | -56,538 | -14.8 |
| Operating income | 19,803 | 26,761 | -6,958 | -26.0 |
| Operating income on sales in Europe (\%) | 5.8 | 6.6 |  |  |

Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 77,592 | 87,327 | $-9,735$ | -11.1 |
| Intersegment | 103,913 | 126,922 | $-23,009$ | -18.1 |
| Total | 181,505 | 214,249 | $-32,744$ | -15.3 |
| Operating expenses | 171,502 | 204,186 | $-32,684$ | -16.0 |
| Operating income | 10,003 | 10,063 | -60 | -0.6 |
| Operating income on sales in Other (\%) | 5.5 | 4.7 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment | $-397,285$ | $-479,125$ | 81,840 | - |
| $\quad$ Total | $-397,285$ | $-479,125$ | 81,840 | - |
| Operating expenses | $-395,978$ | $-481,200$ | 85,222 | - |
| Operating income | $-1,307$ |  | 2,075 | $-3,382$ |
| Consolidated: |  |  |  |  |
| Net sales: | $1,474,731$ |  |  |  |
| $\quad$ External customers | - | $1,568,018$ | $-93,287$ | -5.9 |
| $\quad$ Intersegment | $1,474,731$ | - | - | - |
| $\quad$ Total | $1,436,999$ | $1,568,018$ | $-93,287$ | -5.9 |
| Operating expenses | 37,732 | 861,640 | $-44,641$ | -3.0 |
| Operating income | 2.6 | 86,378 | $-48,646$ | -56.3 |
| $\quad$ Operating income on consolidated net sales (\%) |  | 5.5 |  |  |

Three months ended December 31, 2008 and 2009
(Millions of yen)

|  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended | Three months ended |  |
| December 31, 2009 | December 31, 2008 | Change | $\%$ |

## Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 208,970 | 224,054 | $-15,084$ | -6.7 |
| Intersegment | 109,347 | 110,052 | -705 | -0.6 |
| Total | 318,317 | 334,106 | $-15,789$ | -4.7 |
| Operating expenses | 305,295 | 321,681 | $-16,386$ | -5.1 |
| Operating income | 13,022 | 12,425 | 597 | 4.8 |
| $\quad$ Operating income on sales in Japan (\%) | 4.1 | 3.7 |  |  |


| The Americas: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales: | 135,064 | 134,803 | 261 | 0.2 |
| $\quad$ External customers | 966 | 916 | 50 | 5.5 |
| Intersegment | 136,030 | 135,719 | 311 | 0.2 |
| $\quad$ Total | 139,411 | 143,103 | $-3,692$ | -2.6 |
| Operating expenses | $-3,381$ | $-7,384$ | 4,003 | - |
| Operating income | -2.5 | -5.4 |  |  |
| $\quad$ Operating income on sales in the Americas (\%) |  |  |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 115,117 | 118,625 | $-3,508$ | -3.0 |
| Intersegment | 578 | 560 | 18 | 3.2 |
| Total | 115,695 | 119,185 | $-3,490$ | -2.9 |
| Operating expenses | 107,581 | 112,577 | $-4,996$ | -4.4 |
| Operating income | 8,114 | 6,608 | 1,506 | 22.8 |
| Operating income on sales in Europe (\%) | 7.0 | 5.5 |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 26,789 | 24,609 | 2,180 | 8.9 |
| Intersegment | 35,721 | 41,757 | $-6,036$ | -14.5 |
| Total | 62,510 | 66,366 | $-3,856$ | -5.8 |
| Operating expenses | 58,443 | 64,601 | $-6,158$ | -9.5 |
| Operating income | 4,067 | 1,765 | 2,302 | 130.4 |
| $\quad$ Operating income on sales in Other (\%) | 6.5 | 2.7 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-146,612$ | $-153,285$ | 6,673 | - |
| $\quad$ Total | $-146,612$ | $-153,285$ | 6,673 | - |
| Operating expenses | $-148,527$ | $-161,173$ | 12,646 | - |
| Operating income | 1,915 | 7,888 | $-5,973$ | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| $\quad$ External customers | 485,940 | 502,091 | $-16,151$ | -3.2 |
| Intersegment | - | - | - | - |
| $\quad$ Total | 485,940 | 502,091 | $-16,151$ | -3.2 |
| Operating expenses | 462,203 | 480,789 | $-18,586$ | -3.9 |
| Operating income | 23,737 | 21,302 | 2,435 | 11.4 |
| $\quad$ Operating income on consolidated net sales (\%) | 4.9 | 4.2 |  |  |

## (6) Notes on significant changes in shareholders' investment

Not applicable

## -APPENDIX-

1. Consolidated Sales by Product Category

Third Quarter ended December 31, 2008 and 2009

| Third Quarter ended December 31, 2008 and 2009 |  |  |  | (Millions of |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter ended December 31, 2009 | Third Quarter ended December 31, 2008 | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 1,113,261 | 1,198,102 | -84,841 | -7.1 | -816 | -0.1 |
| Percentage of net sales (\%) | 75.5 | 76.4 |  |  |  |  |
| Domestic | 381,593 | 423,032 | -41,439 | -9.8 | -41,439 | -9.8 |
| Overseas | 731,668 | 775,070 | -43,402 | -5.6 | 40,623 | 5.2 |
| Network System Solutions | 192,829 | 165,666 | 27,163 | 16.4 | 35,394 | 21.4 |
| Percentage of net sales (\%) | 13.1 | 10.6 |  |  |  |  |
| Domestic | 115,660 | 127,327 | -11,667 | -9.2 | -11,667 | -9.2 |
| Overseas | 77,169 | 38,339 | 38,830 | 101.3 | 47,061 | 122.7 |
| Imaging \& Solutions Total | 1,306,090 | 1,363,768 | -57,678 | -4.2 | 34,578 | 2.5 |
| Percentage of net sales (\%) | 88.6 | 87.0 |  |  |  |  |
| Domestic | 497,253 | 550,359 | -53,106 | -9.6 | -53,106 | -9.6 |
| Overseas | 808,837 | 813,409 | -4,572 | -0.6 | 87,684 | 10.8 |
| The Americas | 405,807 | 337,955 | 67,852 | 20.1 | 108,474 | 32.1 |
| Europe | 328,687 | 391,209 | -62,522 | -16.0 | -19,332 | -4.9 |
| Other | 74,343 | 84,245 | -9,902 | -11.8 | -1,458 | -1.7 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 76,357 | 93,754 | -17,397 | -18.6 | -14,609 | -15.6 |
| Percentage of net sales (\%) | 5.2 | 6.0 |  |  |  |  |
| Domestic | 41,592 | 52,904 | -11,312 | -21.4 | -11,312 | -21.4 |
| Overseas | 34,765 | 40,850 | -6,085 | -14.9 | -3,297 | -8.1 |
| The Americas | 10,052 | 11,101 | -1,049 | -9.4 | -96 | -0.9 |
| Europe | 11,402 | 14,162 | -2,760 | -19.5 | -1,495 | -10.6 |
| Other | 13,311 | 15,587 | -2,276 | -14.6 | -1,706 | -10.9 |
| <Other> |  |  |  |  |  |  |
| Other | 92,284 | 110,496 | -18,212 | -16.5 | -17,747 | -16.1 |
| Percentage of net sales (\%) | 6.3 | 7.0 |  |  |  |  |
| Domestic | 87,682 | 101,623 | -13,941 | -13.7 | -13,941 | -13.7 |
| Overseas | 4,602 | 8,873 | -4,271 | -48.1 | -3,806 | -42.9 |
| The Americas | 538 | 1,411 | -873 | -61.9 | -830 | -58.8 |
| Europe | 1,378 | 2,892 | -1,514 | -52.4 | -1,352 | -46.7 |
| Other | 2,686 | 4,570 | -1,884 | -41.2 | -1,624 | -35.5 |
| Grand Total | 1,474,731 | 1,568,018 | -93,287 | -5.9 | 2,222 | 0.1 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 626,527 | 704,886 | -78,359 | -11.1 | -78,359 | -11.1 |
| Percentage of net sales (\%) | 42.5 | 45.0 |  |  |  |  |
| Overseas | 848,204 | 863,132 | -14,928 | -1.7 | 80,581 | 9.3 |
| Percentage of net sales (\%) | 57.5 | 55.0 |  |  |  |  |
| The Americas | 416,397 | 350,467 | 65,930 | 18.8 | 107,548 | 30.7 |
| Percentage of net sales (\%) | 28.2 | 22.4 |  |  |  |  |
| Europe | 341,467 | 408,263 | -66,796 | -16.4 | -22,179 | -5.4 |
| Percentage of net sales (\%) | 23.2 | 26.0 |  |  |  |  |
| Other | 90,340 | 104,402 | -14,062 | -13.5 | -4,788 | -4.6 |
| Percentage of net sales (\%) | 6.1 | 6.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | ¥93.62 | $¥ 102.83$ | ¥-9.21 |  |  |  |
| EURO 1 | $¥ 133.03$ | $¥ 150.74$ | ¥-17.71 |  |  |  |

*Each category includes the following product line:
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
Network System Solutions Personal computers, servers, network systems and network related software
Industrial Products
Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment Digital cameras

Three months ended December 31, 2008 and 2009
(Millions of yen)

*Each category includes the following product line:
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
Network System Solutions Personal computers, servers, network systems and network related software
Industrial Products
Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment
Other Digital cameras

## 2. Forecast of Consolidated Performance

|  | Third Quarter ended December 31, 2009 <br> Forecast | Change <br> \% | Fourth Quarter ending <br> March 31, 2010 <br> Forecast | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Year ending |  |
|  |  |  |  | Change | March 31, 2010 | Change |
|  |  |  |  | \% | Forecast | \% |
| Net sales | 1,474.7 | -5.9 | 525.2 | 0.3 | 2,000.0 | -4.4 |
| Gross profit | 608.4 | -7.5 | 198.5 | 0.9 | 807.0 | -5.5 |
| Operating income | 37.7 | -56.3 | 7.2 | - | 45.0 | -39.6 |
| Income before income taxes | 30.8 | -48.7 | 4.1 | - | 35.0 | 13.1 |
| Net income attributable to Ricoh Company, Ltd. | 14.4 | -51.2 | 0.5 | - | 15.0 | 129.7 |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen) | 19.87 | - | 0.80 | - | 20.67 | - |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | 19.32 | - | 0.77 | - | 20.09 | - |
| Capital expenditures | 48.3 | - | 26.8 | - | 75.0 | - |
| Depreciation for tangible fixed assets | 51.8 | - | 18.3 | - | 70.0 | - |
| R\&D expenditures | 81.8 | - | 30.3 | - | 112.0 | - |
| Exchange rate (Yen/US\$) | 93.62 | - | 90.00 | - | 92.72 | - |
| Exchange rate (Yen/EURO) | 133.03 | - | 130.00 | - | 132.27 | - |

## 3. Forecast of Consolidated Sales by Product Category

|  | Fourth Quarter ending March 31, 2010 |  |  |  | Year ending March 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
|  | Forecast | Change <br> \% | Forecast(*) | Change \% | Forecast | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ |
| <Imaging \& Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 398.2 | -0.6 | 398.0 | -0.6 | 1,511.5 | -5.5 | 1,595.3 | -0.2 |
| Domestic | 142.4 | -1.3 | 142.4 | -1.3 | 524.0 | -7.6 | 524.0 | -7.6 |
| Overseas | 255.8 | -0.2 | 255.6 | -0.3 | 987.5 | -4.3 | 1,071.3 | 3.9 |
| Network System Solutions | 70.2 | 2.0 | 70.6 | 2.6 | 263.0 | 12.2 | 271.7 | 15.9 |
| Domestic | 42.5 | -6.8 | 42.5 | -6.8 | 158.2 | -8.5 | 158.2 | -8.5 |
| Overseas | 27.7 | 19.3 | 28.1 | 21.1 | 104.9 | 70.4 | 113.5 | 84.4 |
| Imaging \& Solutions Total | 468.4 | -0.2 | 468.6 | -0.2 | 1,774.5 | -3.2 | 1,866.9 | 1.8 |
| Domestic | 184.9 | -2.6 | 184.9 | -2.6 | 682.1 | -7.8 | 682.1 | -7.8 |
| Overseas | 283.5 | 1.4 | 283.7 | 1.5 | 1,092.4 | -0.1 | 1,184.8 | 8.4 |
| The Americas | 146.4 | -2.1 | 152.2 | 1.8 | 552.3 | 13.3 | 598.7 | 22.8 |
| Europe | 113.5 | 2.5 | 106.8 | -3.5 | 442.2 | -11.9 | 478.7 | -4.6 |
| Other | 23.6 | 22.6 | 24.6 | 27.8 | 97.9 | -5.4 | 107.4 | 3.8 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 25.7 | 17.8 | 25.6 | 17.6 | 102.0 | -11.7 | 104.8 | -9.3 |
| Domestic | 14.4 | 21.1 | 14.4 | 21.1 | 56.0 | -13.6 | 56.0 | -13.6 |
| Overseas | 11.3 | 13.7 | 11.2 | 13.3 | 46.0 | -9.3 | 48.8 | -3.9 |
| The Americas | 3.3 | 25.8 | 3.4 | 30.7 | 13.4 | -2.7 | 14.4 | 5.2 |
| Europe | 3.6 | -11.6 | 3.4 | -15.8 | 15.0 | -17.7 | 16.1 | -11.7 |
| Other | 4.4 | 36.1 | 4.4 | 36.1 | 17.7 | -5.9 | 18.3 | -2.9 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 31.2 | -4.2 | 31.2 | -4.2 | 123.5 | -13.7 | 123.9 | -13.4 |
| Domestic | 29.2 | -8.1 | 29.2 | -8.1 | 116.9 | -12.4 | 116.9 | -12.4 |
| Overseas | 2.0 | 150.6 | 2.0 | 153.2 | 6.6 | -31.9 | 7.1 | -26.9 |
| The Americas | 0.1 | -38.7 | 0.1 | -26.4 | 0.6 | -59.5 | 0.7 | -55.5 |
| Europe | 0.7 | 78.1 | 0.7 | 78.1 | 2.1 | -36.7 | 2.2 | -31.8 |
| Other | 1.2 | 404.3 | 1.2 | 404.3 | 3.9 | -19.5 | 4.1 | -14.1 |
| Grand Total | 525.3 | 0.3 | 525.4 | 0.3 | 2,000.0 | -4.4 | 2,095.6 | 0.2 |
| Domestic | 228.5 | -2.1 | 228.5 | -2.1 | 855.0 | -8.9 | 855.0 | -8.9 |
| Overseas | 296.8 | 2.3 | 296.9 | 2.3 | 1,145.0 | -0.7 | 1,240.6 | 7.6 |
| The Americas | 149.8 | -1.7 | 155.8 | 2.2 | 566.2 | 12.6 | 613.8 | 22.1 |
| Europe | 117.8 | 2.3 | 111.0 | -3.6 | 459.3 | -12.3 | 497.1 | -5.0 |
| Other | 29.2 | 28.4 | 30.2 | 32.9 | 119.5 | -6.0 | 129.8 | 2.1 |

[^1]
[^0]:    * The Company bases the forecast estimates for the fiscal year ending March 31, 2010 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^1]:    Excluding foreign exchange impact

