

# **Consolidated Results for the 3 months ended June 30, 2002**

**August 2, 2002  
Ricoh Company, Ltd.**

**\* The Company bases the estimates in this presentation on information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.**

## **I. FY2002 Q1 Results**

## FY2002 Q1 Performance Highlights (1)

< Comparison with latest forecast (May, 2002) >

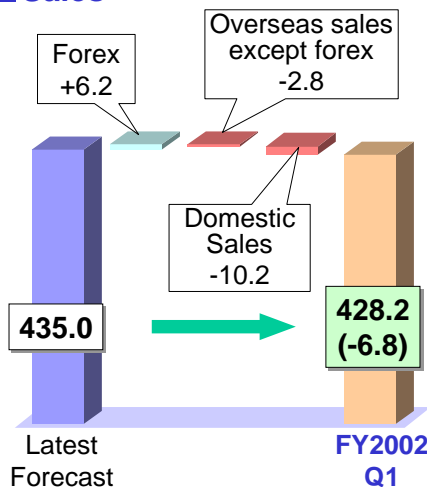
(Billions of Yen)	Latest Forecast	FY2002 Q1	Change	Change (%)
<b>Net sales</b>				
(Japan)	235.0	224.8	-10.2	-4.3%
(Overseas)	200.0	203.4	+3.4	+1.7%
<b>Total</b>	<b>435.0</b>	<b>428.2</b>	<b>-6.8</b>	<b>-1.6%</b>
<b>Gross profit</b>	<b>184.0</b>	<b>186.4</b>	<b>+2.4</b>	<b>+1.3%</b>
Percentage of net sales	42.3%	43.5%	—	—
<b>Operating income</b>	<b>32.5</b>	<b>35.9</b>	<b>+3.4</b>	<b>+10.5%</b>
Percentage of net sales	7.5%	8.4%	—	—
<b>Income before tax</b>	<b>28.5</b>	<b>32.2</b>	<b>+3.7</b>	<b>+13.0%</b>
Percentage of net sales	6.6%	7.5%	—	—
<b>Net income</b>	<b>16.0</b>	<b>19.5</b>	<b>+3.5</b>	<b>+21.9%</b>
Percentage of net sales	3.7%	4.6%	—	—
Exchange rate				
US \$1	125.00	127.01	+2.01	+1.6%
(Yen) Euro 1	110.00	116.56	+6.56	+6.0%

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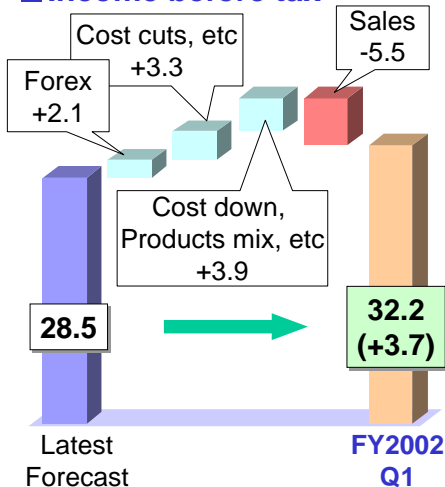
## FY2002 Q1 Performance Highlights (2)

< Comparison with latest forecast (May, 2002) > (Billions of Yen)

### ■ Sales



### ■ Income before tax



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## FY2002 Q1 Performance Highlights (3)

< Comparison with FY2001 >

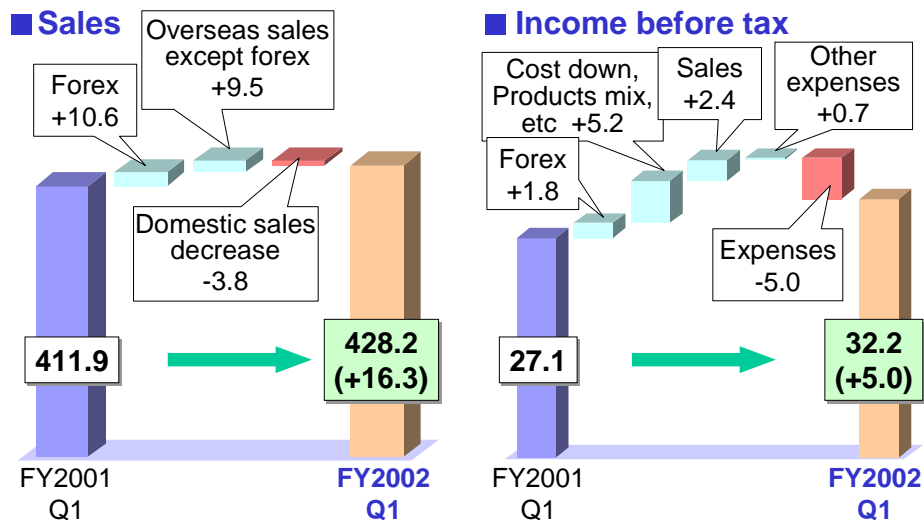
(Billions of Yen)	FY2001 Q1	FY2002 Q1	Change	Change (%)
<b>Net sales</b>				
(Japan)	228.7	224.8	-3.8	-1.7%
(Overseas)	183.2	203.4	+20.2	+11.0%
<b>Total</b>	<b>411.9</b>	<b>428.2</b>	<b>+16.3</b>	<b>+4.0%</b>
<b>Gross profit</b>	<b>174.0</b>	<b>186.4</b>	<b>+12.4</b>	<b>+7.2%</b>
Percentage of net sales	42.2%	43.5%	—	—
<b>Operating income</b>	<b>31.6</b>	<b>35.9</b>	<b>+4.3</b>	<b>+13.6%</b>
Percentage of net sales	7.7%	8.4%	—	—
<b>Income before tax</b>	<b>27.1</b>	<b>32.2</b>	<b>+5.0</b>	<b>+18.7%</b>
Percentage of net sales	6.6%	7.5%	—	—
<b>Net income</b>	<b>14.8</b>	<b>19.5</b>	<b>+4.6</b>	<b>+31.2%</b>
Percentage of net sales	3.6%	4.6%	—	—
Exchange rate				
US \$1	122.60	127.01	+4.41	+3.6%
(Yen) Euro 1	107.25	116.56	+9.31	+8.7%

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## FY2002 Q1 Performance Highlights (4)

< Comparison with FY2001 >

(Billions of Yen)






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## FY2002 Q1 Performance Highlights (5)

### < Topics of FY2002 Q1 >

#### ■ New Products

- imagio Neo C320/C240 (Japan) 
- IPSiO Color 7100 (Japan) 
- IPSiO Color 6500/6000 (Japan) 
- Ridoc Document Server Pro ver.2 (Japan)
- Ridoc Web Navigator (Japan)

▼ imagio Neo C320



▼ IPSiO Color 6500



#### ■ Others

- No.1 of J.D.Power Customer Satisfaction Study (to Lanier Worldwide)
- U.S. Digital Copy Manufacturer of the year (6th consecutive year)
- RICOH Printer Driver API opened to the public on Web
- Top ranked for 'Corporate Social Responsibility' survey by Oekom Research

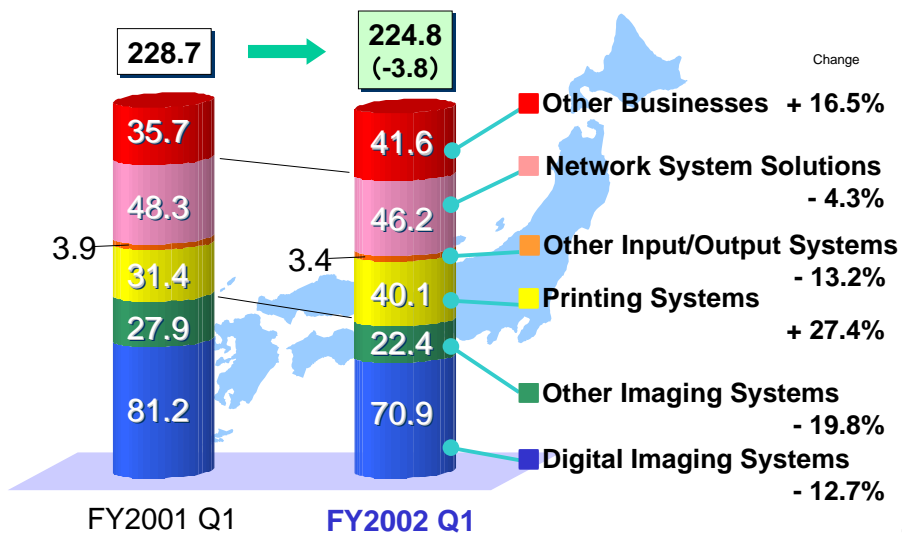


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## FY2002 Q1 Sales by Category

### < Japan >

(Billions of Yen)

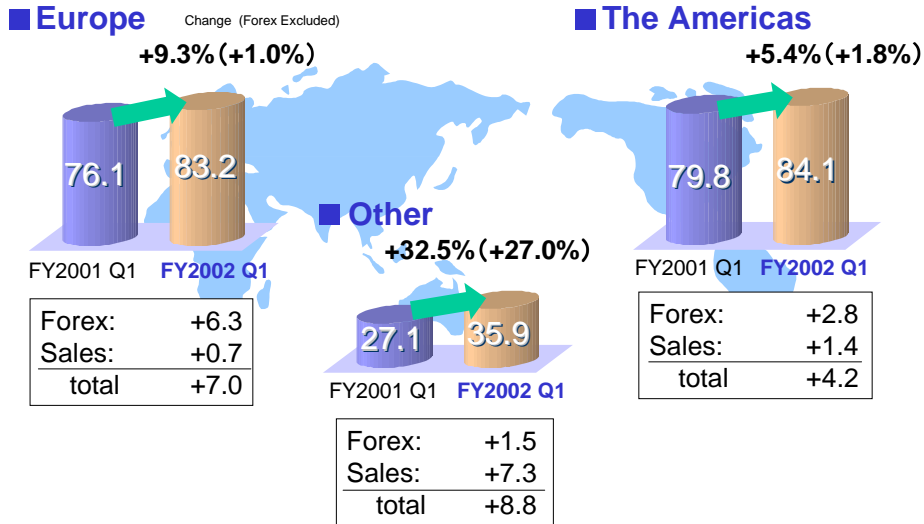


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## FY2002 Q1 Sales by Geographic Area

< Overseas >

(Billions of Yen)

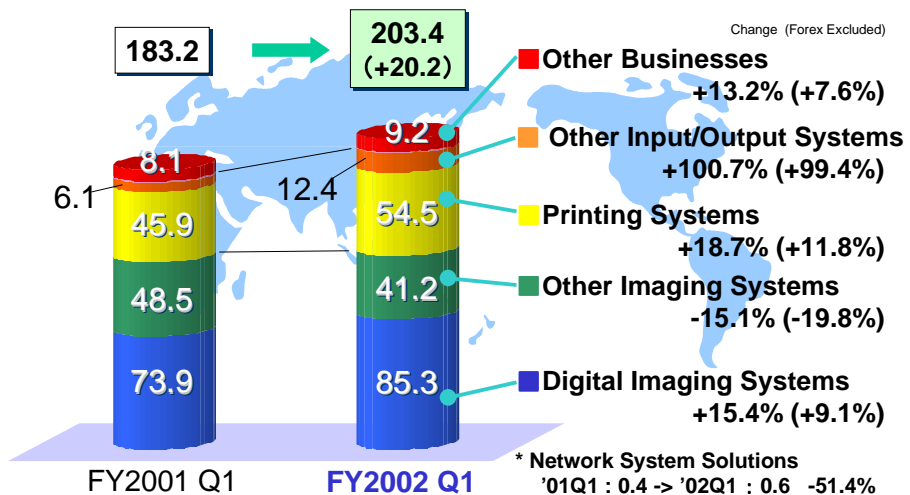


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## FY2002 Q1 Sales by Category

< Overseas >

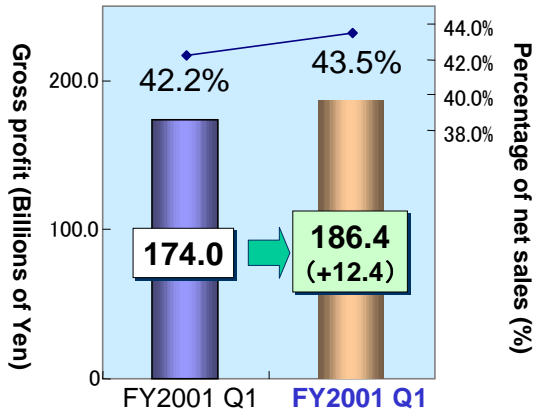
(Billions of Yen)



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## FY2002 Q1 Statement of Income (1)

### < Gross Profit >



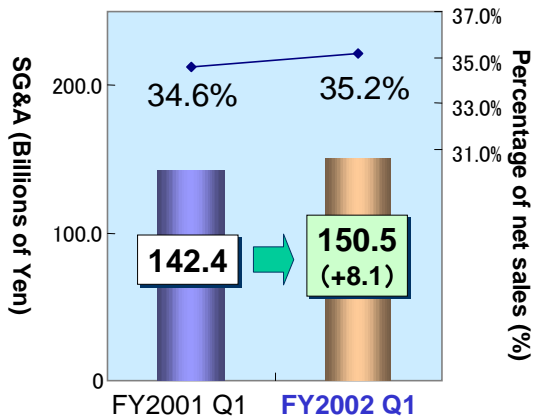
### - Changes

	(Billions of Yen)
Sales	+ 2.4
Forex	+ 4.8
Cost down, Products mix, etc	+ 5.2
<b>total</b>	<b>+ 12.4</b>

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## FY2002 Q1 Statement of Income (2)

### < SG&A >



### - Changes

	(Billions of Yen)
Forex	+ 3.1
R&D	+ 0.6
Others	+ 4.4
<b>total</b>	<b>+ 8.1</b>

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## FY2002 Q1 Statement of Income (3)

< Other (income) expenses > (Billions of Yen)

	FY2000	FY2001	change
Interest and dividend income	1.1	0.9	-0.1
Interest expenses	2.4	1.7	-0.6
Other, net	3.1	2.8	-0.2
Other (income) expenses	-4.4	-3.6	+0.7

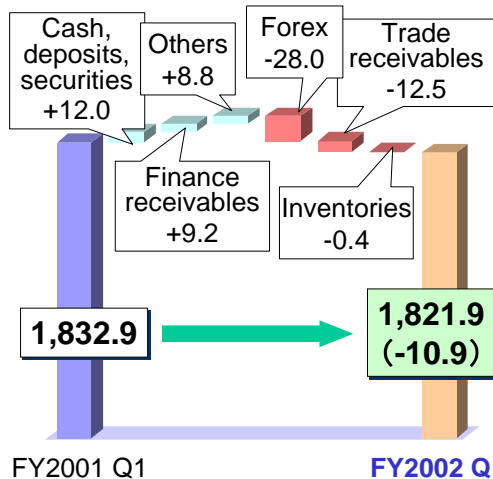
Details of Other, net

	FY2000	FY2001
Forex loss (gain)	2.6	1.7
Others	0.5	1.1

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## FY2002 Q1 Balance Sheet

< Total Assets > (Billions of Yen)



- Financial Indexes

	FY2001	FY2002 Q1
Inventories / cost of sales	2.0months	1.95months
D/E ratio	0.89	0.86
Income before tax on total assets	6.4%	1.8%
ROE	10.4%	3.0%

\* Excluding Forex impact on major assets and liabilities

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## FY2002 Q1 Statement of Cash Flow

< Comparison with FY2001 > (Billions of Yen)

	FY2001 Q1	FY2002 Q1
Net income	14.8	19.5
Depreciation and amortization	15.1	19.1
Other operating activities	-13.4	15.7
<b>Net cash by operating activities</b>	<b>16.5</b>	<b>54.3</b>
Plant and equipment	-17.6	-17.5
Other investing activities	-4.2	2.1
<b>Net cash by investing activities</b>	<b>-21.8</b>	<b>-15.4</b>
<b>Net cash by financing activities</b>	<b>-3.1</b>	<b>-3.7</b>
Effect of exchange rate	0.3	-2.2
<b>Net increase in Cash and Equivalents</b>	<b>-8.0</b>	<b>32.8</b>

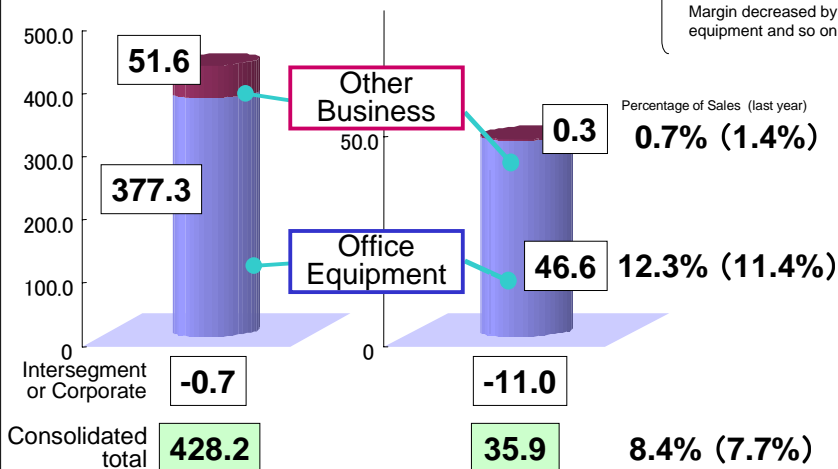
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## FY2002 Q1 Segment Information (1)

< Business Segment >  
(Billions of Yen)

■ Sales

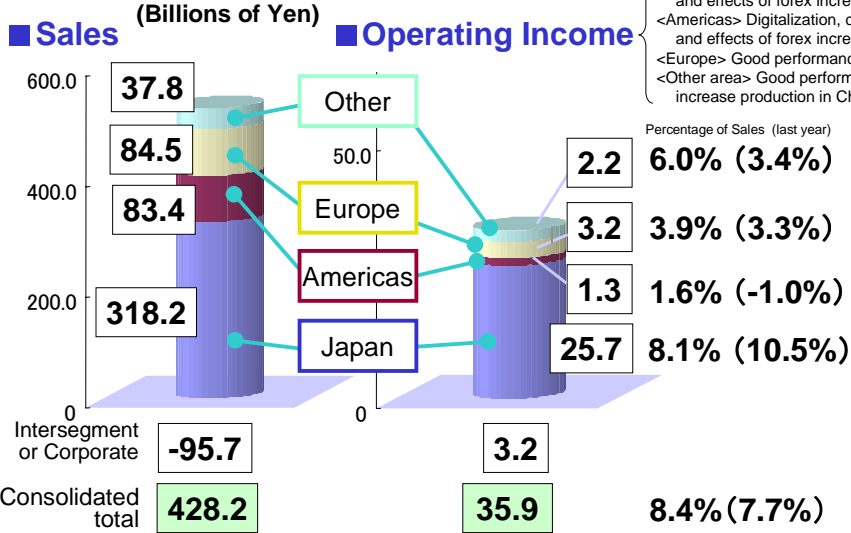
■ Operating Income



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## FY2002 Q1 Segment Information (2)

### < Geographic Segment >



<Japan> Reform of profitability structure and effects of forex increase margin.  
 <Americas> Digitalization, colorization and effects of forex increase margin.  
 <Europe> Good performance and forex  
 <Other area> Good performance and increase production in China.

## II. FY2002 Forecast (Revised)

## FY2002 Performance Forecast (1)

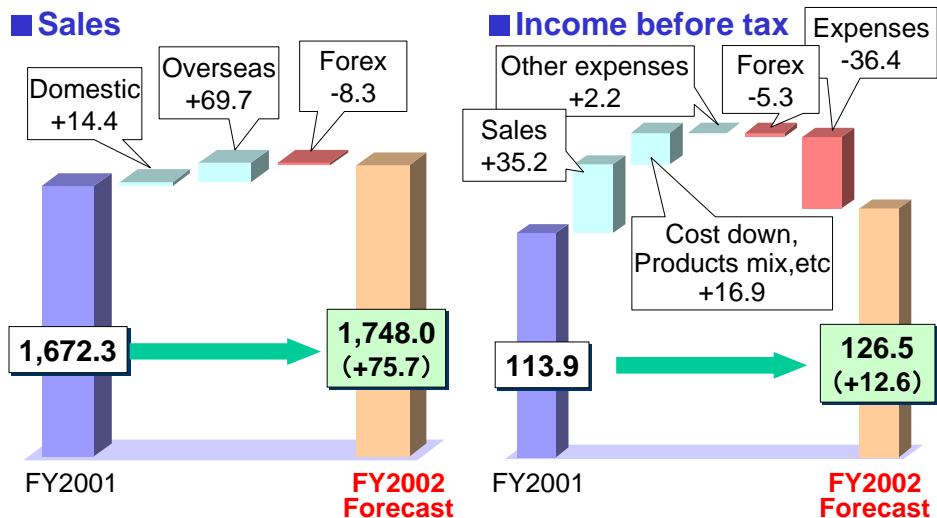
### < Comparison with FY2001 >

(Billions of Yen)	FY2001	FY2002 Old Forecast	FY2002 Forecast	Change	Change (%)
<b>Net sales</b>					
(Japan)	902.6	945.0	917.0	+14.4	+1.6%
(Overseas)	769.6	828.0	831.0	+61.4	+8.0%
<b>Total</b>	<b>1,672.3</b>	<b>1,773.0</b>	<b>1,748.0</b>	<b>+75.7</b>	<b>+4.5%</b>
<b>Gross profit</b>	<b>699.9</b>	<b>743.2</b>	<b>741.8</b>	<b>+41.9</b>	<b>+6.0%</b>
Percentage of net sales	41.9%	41.9%	42.4%	-	-
<b>Operating income</b>	<b>129.6</b>	<b>136.0</b>	<b>140.0</b>	<b>+10.4</b>	<b>+7.9%</b>
Percentage of net sales	7.8%	7.7%	8.0%	-	-
<b>Income before tax</b>	<b>113.9</b>	<b>122.0</b>	<b>126.5</b>	<b>+12.6</b>	<b>+11.0%</b>
Percentage of net sales	6.8%	6.9%	7.2%	-	-
<b>Net income</b>	<b>61.6</b>	<b>67.5</b>	<b>72.5</b>	<b>+10.9</b>	<b>+17.7%</b>
Percentage of net sales	3.7%	3.8%	4.1%	-	-
Exchange rate					
US \$1	125.10	125.00	118.00	-7.10	-5.7%
(Yen) Euro 1	110.60	110.00	115.39	+4.79	+4.3%

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## FY2002 Performance Forecast (2)

### < Comparison with FY2001: Revised > (Billions of Yen)

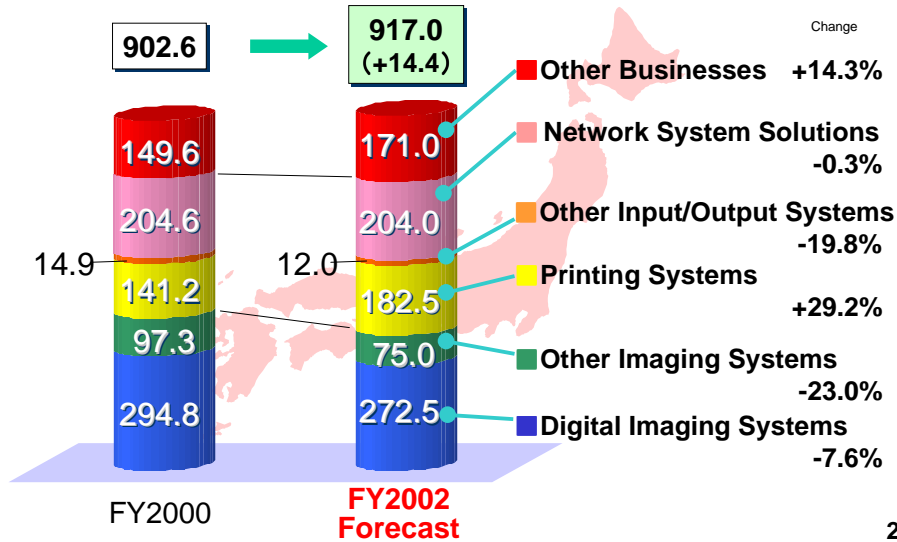


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## FY2002 Sales by Category

< Japan : Revised >

(Billions of Yen)

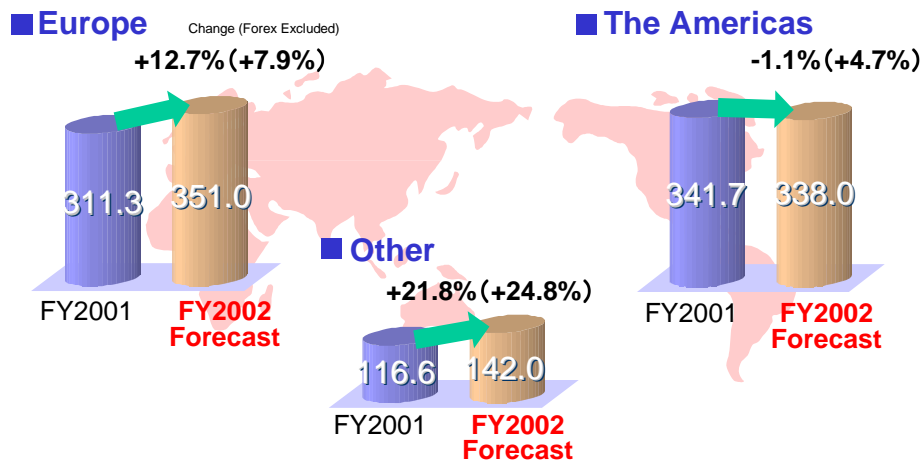


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## FY2002 Sales by Geographic Area

< Overseas : Revised >

(Billions of Yen)

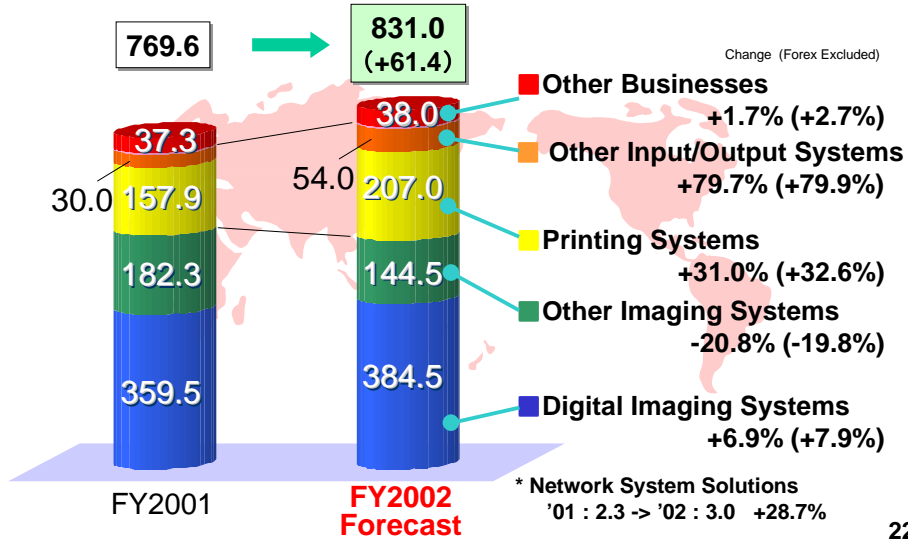


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## FY2002 Sales by Category

< Overseas : Revised >

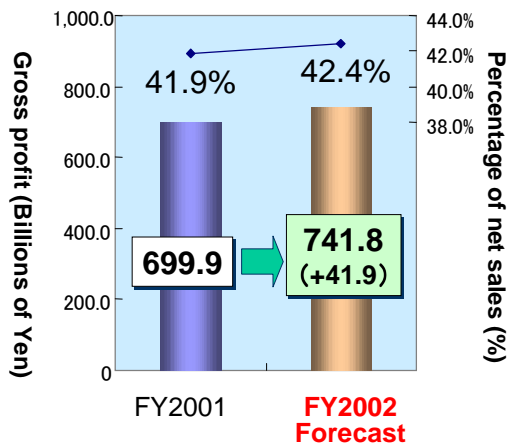
(Billions of Yen)



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## FY2002 Statement of Income (1)

< Gross Profit >



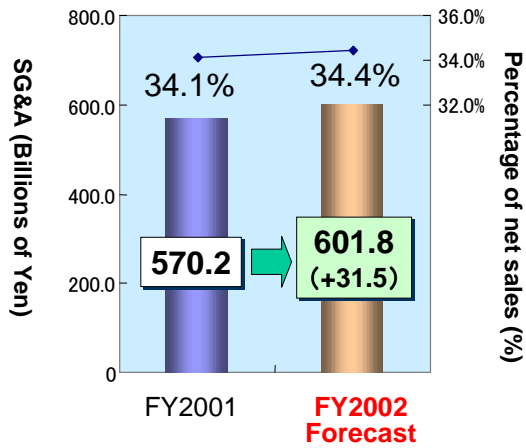
- Changes

(Billions of Yen)	
Forex	- 10.2
Sales	+ 35.2
Cost down, Products mix, etc	+ 16.9
<b>total</b>	<b>+ 41.9</b>

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## FY2002 Statement of Income (2)

### < SG&A >



### - Changes

	(Billions of Yen)
Forex	- 4.9
R&D	+ 2.3
Others	+ 34.1
<b>total</b>	<b>+ 31.5</b>

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## FY2001 Statement of Income (3)

### < Other (income) expenses >

(Billions of Yen)

	FY2001 Q1	FY2002 Q1	change
Interest and dividend income	4.7	4.6	-0.1
Interest expenses	8.2	7.9	-0.3
Other, net	12.2	10.2	-2.0
Other (income) expenses	-15.7	-13.5	+2.2

#### Details of Other, net

	FY2001 Q1	FY2002 Q1
Forex loss (gain)	5.8	5.5
Impairment loss of goodwill	2.9	1.5
Others	3.6	3.2

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## FY2002 Q2 Performance Forecast

### < Comparison with Q2 of FY2001 >

(Billions of Yen)		FY2001 Q2	FY2002 Q2 Old Forecast	<b>FY2002 Q2 Forecast</b>	Change	Change (%)
<b>Net sales</b>	(Japan)	223.9	236.0	226.2	+2.3	+1.0%
	(Overseas)	184.1	204.0	200.5	+16.4	+8.9%
	<b>Total</b>	<b>408.1</b>	<b>440.0</b>	<b>426.7</b>	<b>+18.6</b>	<b>+4.6%</b>
<b>Gross profit</b>		<b>167.8</b>	<b>180.7</b>	<b>179.3</b>	<b>+11.5</b>	<b>+6.8%</b>
	Percentage of net sales	41.1%	41.1%	42.0%	-	-
<b>Operating income</b>		<b>28.2</b>	<b>29.5</b>	<b>30.1</b>	<b>+1.9</b>	<b>+6.3%</b>
	Percentage of net sales	6.9%	6.7%	7.1%	-	-
<b>Income before tax</b>		<b>25.3</b>	<b>26.5</b>	<b>27.2</b>	<b>+1.9</b>	<b>+7.4%</b>
	Percentage of net sales	6.2%	6.0%	6.4%	-	-
<b>Net income</b>		<b>13.5</b>	<b>14.5</b>	<b>15.5</b>	<b>+2.0</b>	<b>+14.4%</b>
	Percentage of net sales	3.3%	3.3%	3.6%	-	-
Exchange rate	US \$1	121.72	125.00	115.00	-6.72	-5.5%
	(Yen) Euro 1	108.32	110.00	115.00	+6.68	+6.2%

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## FY2002 1H Performance Forecast

### < Comparison with 1H of FY2001 >

(Billions of Yen)		FY2001 1H	FY2002 1H Old Forecast	<b>FY2002 1H Forecast</b>	Change	Change (%)
<b>Net sales</b>	(Japan)	452.7	471.0	451.0	-1.7	-0.4%
	(Overseas)	367.3	404.0	404.0	+36.7	+10.0%
	<b>Total</b>	<b>820.0</b>	<b>875.0</b>	<b>855.0</b>	<b>+35.0</b>	<b>+4.3%</b>
<b>Gross profit</b>		<b>341.8</b>	<b>364.7</b>	<b>365.8</b>	<b>+24.0</b>	<b>+7.0%</b>
	Percentage of net sales	41.7%	41.7%	42.8%	-	-
<b>Operating income</b>		<b>59.9</b>	<b>62.0</b>	<b>66.0</b>	<b>+6.1</b>	<b>+10.2%</b>
	Percentage of net sales	7.3%	7.1%	7.7%	-	-
<b>Income before tax</b>		<b>52.5</b>	<b>55.0</b>	<b>59.5</b>	<b>+7.0</b>	<b>+13.3%</b>
	Percentage of net sales	6.4%	6.3%	7.0%	-	-
<b>Net income</b>		<b>28.4</b>	<b>30.5</b>	<b>35.0</b>	<b>+6.6</b>	<b>+23.2%</b>
	Percentage of net sales	3.5%	3.5%	4.1%	-	-
Exchange rate	US \$1	122.16	125.00	121.01	-1.15	-0.9%
	(Yen) Euro 1	107.79	110.00	115.78	+7.99	+7.4%

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