

Key Financial Figures(Consolidated)

1. Operating Results	(Fiscal year ended)					(Six months ended)		
	Mar.'08	Mar.'09	Mar.'10	Mar.'11	Mar.'12 (Forecast)	Sep.'09	Sep.'10	Sep.'11
Net sales	2,219.9	2,091.6	2,016.3	1,942.0	1,950.0	988.7	970.8	938.8
(change from the previous corresponding period)	7.3%	-5.8%	-3.6%	-3.7%	0.4%	-7.2%	-1.8%	-3.3%
Domestic sales	1,016.0	938.3	876.5	875.8	905.0	421.6	439.0	434.5
(change from the previous corresponding period)	1.4%	-7.6%	-6.6%	-0.1%	3.3%	-12.8%	4.1%	-1.0%
Overseas sales	1,203.9	1,153.3	1,139.7	1,066.1	1,045.0	567.1	531.7	504.3
(change from the previous corresponding period)	12.9%	-4.2%	-1.2%	-6.5%	-2.0%	-2.6%	-6.2%	-5.2%
Overseas sales ratio	54.2%	55.1%	56.5%	54.9%	53.6%	57.4%	54.8%	53.7%
Gross profit	927.7	854.3	822.3	790.0	780.0	398.2	402.9	386.2
(change from the previous corresponding period)	7.6%	-7.9%	-3.8%	-3.9%	-1.3%	-10.2%	1.2%	-4.1%
Percentage of net sales	41.8%	40.8%	40.8%	40.7%	40.0%	40.3%	41.5%	41.1%
Selling, general and administrative expenses	746.2	779.8	756.3	729.8	743.0	384.2	364.9	388.0
(change from the previous corresponding period)	8.5%	4.5%	-3.0%	-3.5%	1.8%	1.6%	-5.0%	6.3%
Percentage of net sales	33.6%	37.3%	37.5%	37.6%	38.1%	38.9%	37.6%	41.3%
Operating income	181.5	74.5	65.9	60.1	37.0	13.9	38.0	-1.7
(change from the previous corresponding period)	4.1%	-58.9%	-11.5%	-8.8%	-38.5%	-78.5%	171.6%	---
Percentage of net sales	8.2%	3.6%	3.3%	3.1%	1.9%	1.4%	3.9%	-0.2%
Income before income taxes	174.6	30.9	57.5	45.4	26.5	6.7	28.0	-7.7
(change from the previous corresponding period)	0.1%	-82.3%	85.9%	-21.1%	-41.6%	-88.5%	314.8%	---
Percentage of net sales	7.9%	1.5%	2.9%	2.4%	1.4%	0.7%	2.9%	-0.8%
Net income attributable to Ricoh Company, Ltd.	106.4	6.5	27.8	19.6	10.0	1.8	12.5	-7.3
(change from the previous corresponding period)	-4.7%	-93.9%	326.8%	-29.5%	-49.1%	-94.7%	592.0%	---
Percentage of net sales	4.8%	0.3%	1.4%	1.0%	0.5%	0.2%	1.3%	-0.8%
Net income attributable to shareholders per share-basic [yen]	146.04	9.02	38.41	27.08	13.78	2.49	17.24	-10.15
(change from the previous corresponding period)	-4.6%	-93.8%	325.8%	-29.5%	-49.1%	-94.8%	592.4%	---
Exchange rate [yen/US\$]	114.40	100.55	92.91	85.77	77.41	95.56	89.03	79.82
[yen/EURO]	161.69	143.74	131.21	113.28	109.47	133.24	114.14	113.94
2. Other ratios	Mar.'08	Mar.'09	Mar.'10	Mar.'11	Mar.'12 (Forecast)	Sep.'09	Sep.'10	Sep.'11
R&D Expenditure	126.0	124.4	109.8	110.8	115.0	55.9	53.9	59.5
R&D Expenditure / net sales	5.7%	5.9%	5.4%	5.7%	5.9%	5.7%	5.6%	6.3%
Interest and dividend income	6.3	5.2	3.4	2.9	---	1.7	1.3	1.5
Interest expense	4.8	5.8	8.1	8.4	---	4.0	3.9	3.4
Financial income(expenses)net	1.5	-0.6	-4.6	-5.5	---	-2.3	-2.5	-1.9
Interest coverage ratio(×) [times]	38.9	13.6	8.5	7.4	---	3.9	10.1	-0.1
Depreciation for tangible fixed assets	72.7	74.8	70.3	67.2	65.0	33.9	33.4	30.8
Expenditure for plant and equipment	85.2	96.9	66.9	66.9	65.0	38.4	39.5	36.7
Free Cash Flow	-3.9	-195.6	101.1	38.0	---	29.7	17.8	-41.5
Liquidity at hand	172.1	260.5	243.8	181.1	---	226.4	275.7	138.6
Liquidity at hand/Averaged sales [months]	0.9	1.5	1.5	1.1	---	1.4	1.7	0.9
Inventories	192.0	191.5	169.2	171.0	---	177.7	182.4	188.9
Inventories/Averaged cost of sales [months]	1.8	1.9	1.7	1.8	---	1.8	1.9	2.1
Debt	384.3	779.1	684.4	630.4	---	724.2	731.6	643.2
Debt on total assets	17.4%	31.0%	28.7%	27.9%	---	30.5%	31.2%	29.4%
Total assets	2,214.3	2,513.4	2,383.9	2,262.3	---	2,376.9	2,343.0	2,186.9
Income before income taxes on total assets	7.8%	1.3%	2.3%	2.0%	---	0.3%	1.2%	-0.3%
Shareholders' equity	1,080.1	975.3	973.3	929.8	---	955.6	927.8	861.7
Equity ratio	48.8%	38.8%	40.8%	41.1%	---	40.2%	39.6%	39.4%
Return on equity	9.9%	0.6%	2.9%	2.1%	---	0.2%	1.3%	-0.8%
Number of employees(Japan)(thousand of people)	40.3	40.8	41.1	40.0	---	41.6	40.8	40.5
Number of employees(Overseas)(thousand of people)	43.0	67.6	67.4	68.9	---	67.0	67.6	70.0
Number of employees (Total)(thousand of people)	83.4	108.4	108.5	109.0	---	108.7	108.5	110.6

Interest coverage ratio(×) = (Interest and dividend income + Operating income) ÷ Interest expense

Key Financial Figures(Consolidated)

3. Sales by Category	(Fiscal year ended)					(Six months ended)		
	Mar.'08	Mar.'09	Mar.'10	Mar.'11	Mar.'12 (Forecast)	Sep.'09	Sep.'10	Sep.'11
Imaging & Solutions	1,909.5	1,833.0	1,790.2	1,713.3	1,715.4	875.1	850.9	829.1
(change from the previous corresponding period)	7.6%	-4.0%	-2.3%	-4.3%	0.1%	-4.9%	-2.8%	-2.6%
Percentage of net sales	86.0%	87.6%	88.8%	88.2%	88.0%	88.5%	87.7%	88.3%
Imaging Solutions	1,709.4	1,598.6	1,516.1	1,429.8		745.0	706.6	
(change from the previous corresponding period)	8.2%	-6.5%	-5.2%	-5.7%	(*1)	-8.5%	-5.2%	(*1)
Percentage of net sales	77.0%	76.4%	75.2%	73.6%		75.4%	72.8%	
Network System Solutions	200.0	234.4	274.0	283.4		130.0	144.2	
(change from the previous corresponding period)	3.0%	17.2%	16.9%	3.4%	(*1)	23.1%	10.9%	(*1)
Percentage of net sales	9.0%	11.2%	13.6%	14.6%		13.2%	14.9%	
Industrial Products	144.3	115.5	101.6	106.8	100.5	51.2	55.7	50.4
(change from the previous corresponding period)	8.2%	-19.9%	-12.0%	5.1%	-5.9%	-24.5%	8.9%	-9.5%
Percentage of net sales	6.5%	5.5%	5.0%	5.5%	5.2%	5.2%	5.7%	5.4%
Other	166.0	143.0	124.4	121.8	134.0	62.4	64.1	59.3
(change from the previous corresponding period)	3.1%	-13.9%	-13.0%	-2.0%	9.9%	-20.2%	2.7%	-7.5%
Percentage of net sales	7.5%	6.8%	6.2%	6.3%	6.9%	6.3%	6.6%	6.3%

(*1) Product lines included in Product Category was changed in this fiscal year.

Service&Support, such as MDS(Managed Document Services) was changed from Network System Solutions to Imaging Solutions.

The reclassification was made to the prior year's figures to conform with the current year's presentation.

Imaging Solutions				1,531.8	1,514.4		757.4	731.0
(change from the previous corresponding period)					-1.1%			-3.5%
Percentage of net sales				78.9%	77.7%		78.0%	77.9%
Network System Solutions				181.4	201.0		93.4	98.0
(change from the previous corresponding period)					10.8%			4.9%
Percentage of net sales				9.3%	10.3%		9.6%	10.4%

4. Sales by Geographic Area	Mar.'08	Mar.'09	Mar.'10	Mar.'11	Mar.'12 (Forecast)	Sep.'09	Sep.'10	Sep.'11
Japan	1,016.0	938.3	876.5	875.8	905.0	421.6	439.0	434.5
(change from the previous corresponding period)	1.4%	-7.6%	-6.6%	-0.1%	3.3%	-12.8%	4.1%	-1.0%
Percentage of net sales	45.8%	44.9%	43.5%	45.1%	46.4%	42.6%	45.2%	46.3%
Overseas	1,203.9	1,153.3	1,139.7	1,066.1	1,045.0	567.1	531.7	504.3
(change from the previous corresponding period)	12.9%	-4.2%	-1.2%	-6.5%	-2.0%	-2.6%	-6.2%	-5.2%
Percentage of net sales	54.2%	55.1%	56.5%	54.9%	53.6%	57.4%	54.8%	53.7%
The Americas	434.7	502.8	557.6	521.9	488.3	281.1	264.8	234.2
(change from the previous corresponding period)	2.0%	15.7%	10.9%	-6.4%	-6.5%	29.2%	-5.8%	-11.6%
Percentage of net sales	19.6%	24.0%	27.7%	26.9%	25.0%	28.4%	27.3%	24.9%
Europe	603.2	523.4	458.5	413.9	417.9	226.1	201.0	201.9
(change from the previous corresponding period)	18.9%	-13.2%	-12.4%	-9.7%	1.0%	-21.7%	-11.1%	0.4%
Percentage of net sales	27.2%	25.0%	22.7%	21.3%	21.4%	22.9%	20.7%	21.5%
Other	165.9	127.0	123.4	130.2	138.7	59.7	65.8	68.2
(change from the previous corresponding period)	24.7%	-23.4%	-2.8%	5.5%	6.5%	-21.1%	10.2%	3.5%
Percentage of net sales	7.5%	6.1%	6.1%	6.7%	7.1%	6.0%	6.8%	7.3%

Key Financial Figures(Consolidated)

1. Operating Results	(Three months ended)				Jun.'10	Sep.'10	Dec.'10	Mar.'11	Jun.'11	Sep.'11
	Jun.'09	Sep.'09	Dec.'09	Mar.'10						
Net sales	491.3	497.4	485.9	541.6	482.9	487.9	468.1	502.9	466.1	472.7
(change from the previous corresponding period)	-5.8%	-8.6%	-3.2%	3.4%	-1.7%	-1.9%	-3.7%	-7.1%	-3.5%	-3.1%
Domestic sales	206.7	214.9	204.8	250.0	212.9	226.1	210.3	226.4	215.1	219.3
(change from the previous corresponding period)	-11.6%	-14.0%	-7.3%	7.1%	3.0%	5.2%	2.7%	-9.4%	1.0%	-3.0%
Overseas sales	284.6	282.4	281.1	291.5	270.0	261.7	257.8	276.5	251.0	253.3
(change from the previous corresponding period)	-1.1%	-4.1%	0.0%	0.5%	-5.1%	-7.3%	-8.3%	-5.2%	-7.0%	-3.2%
Overseas sales ratio	57.9%	56.8%	57.8%	53.8%	55.9%	53.6%	55.1%	55.0%	53.8%	53.6%
Gross profit	200.3	197.8	210.2	213.9	204.3	198.6	196.5	190.5	194.0	192.1
(change from the previous corresponding period)	-12.3%	-7.9%	-1.8%	8.7%	2.0%	0.4%	-6.5%	-10.9%	-5.0%	-3.2%
Percentage of net sales	40.8%	39.8%	43.3%	39.5%	42.3%	40.7%	42.0%	37.9%	41.6%	40.6%
Selling, general and administrative expenses	194.2	189.9	186.4	185.6	182.4	182.4	180.5	184.3	184.0	203.9
(change from the previous corresponding period)	3.0%	0.2%	-3.3%	-11.1%	-6.1%	-4.0%	-3.2%	-0.7%	0.9%	11.8%
Percentage of net sales	39.5%	38.2%	38.4%	34.3%	37.8%	37.4%	38.6%	36.7%	39.5%	43.1%
Operating income	6.0	7.9	23.7	28.2	21.8	16.1	15.9	6.2	10.0	-11.7
(change from the previous corresponding period)	-84.7%	-68.7%	11.4%	---	259.6%	104.1%	-32.7%	-78.0%	-54.2%	---
Percentage of net sales	1.2%	1.6%	4.9%	5.2%	4.5%	3.3%	3.4%	1.2%	2.1%	-2.5%
Income before income taxes	3.4	3.3	24.0	26.7	15.4	12.5	13.2	4.0	8.5	-16.2
(change from the previous corresponding period)	-92.2%	-77.9%	1,925.0%	---	353.6%	275.2%	-44.8%	-84.8%	-45.0%	---
Percentage of net sales	0.7%	0.7%	5.0%	4.9%	3.2%	2.6%	2.8%	0.8%	1.8%	-3.4%
Net income attributable to Ricoh Company, Ltd.	0.9	0.9	12.6	13.4	7.3	5.1	7.8	-0.6	3.4	-10.8
(change from the previous corresponding period)	-96.5%	-89.5%	---	---	712.1%	472.3%	-37.9%	---	-53.0%	---
Percentage of net sales	0.2%	0.2%	2.6%	2.5%	1.5%	1.1%	1.7%	-0.1%	0.7%	-2.3%
Net income attributable to shareholders per share-basic [yen]	1.24	1.25	17.38	18.54	10.11	7.13	10.79	-0.95	4.75	-14.9
(change from the previous corresponding period)	-96.5%	-89.5%	---	---	715.3%	470.4%	-37.9%	---	-53.0%	---
Exchange rate [yen/US\$]	97.51	93.64	89.75	90.76	92.13	85.95	82.66	82.32	81.71	77.94
[yen/EURO]	132.69	133.79	132.60	125.64	117.52	110.80	112.30	112.51	117.62	110.31
2. Other ratios	Jun.'09	Sep.'09	Dec.'09	Mar.'10	Jun.'10	Sep.'10	Dec.'10	Mar.'11	Jun.'11	Sep.'11
R&D Expenditure	27.2	28.7	25.8	27.9	25.6	28.3	27.3	29.5	27.6	31.8
R&D Expenditure / net sales	5.6%	5.8%	5.3%	5.2%	5.3%	5.8%	5.8%	5.9%	5.9%	6.7%
Interest and dividend income	0.5	1.1	0.4	1.2	0.5	0.7	0.7	0.8	0.6	0.8
Interest expense	2.1	1.9	2.0	1.9	1.8	2.0	1.9	2.6	1.4	1.9
Financial income(expenses)net	-1.5	-0.8	-1.6	-0.7	-1.2	-1.2	-1.1	-1.8	-0.8	-1.0
Interest coverage ratio(%) [times]	3.2	4.6	11.6	14.8	12.1	8.2	8.8	2.6	7.3	-5.6
Depreciation for tangible fixed assets	16.6	17.3	17.8	18.4	16.0	17.3	16.7	17.0	15.6	15.2
Expenditure for plant and equipment	17.3	21.0	9.8	18.6	15.8	23.7	9.1	18.3	16.6	20.0
Free Cash Flow	5.9	23.7	12.4	58.8	20.5	-2.6	-7.6	27.8	-19.1	-22.3
Liquidity at hand	197.9	226.4	218.4	243.8	288.1	275.7	149.5	181.1	170.7	138.6
Liquidity at hand/Averaged sales [months]	1.2	1.4	1.3	1.4	1.8	1.7	1.0	1.1	1.1	0.9
Inventories	193.3	177.7	181.3	169.2	171.3	182.4	183.2	171.0	186.6	188.9
Inventories/Averaged cost of sales [months]	2.0	1.8	2.0	1.5	1.8	1.9	2.0	1.6	2.1	2.0
Debt	721.6	724.2	718.4	684.4	743.7	731.6	627.8	630.4	652.3	643.2
Debt on total assets	29.8%	30.5%	30.2%	28.7%	31.5%	31.2%	28.7%	27.9%	28.9%	29.4%
Total assets	2,424.3	2,376.9	2,382.4	2,383.9	2,361.0	2,343.0	2,191.0	2,262.3	2,257.1	2,186.9
Income before income taxes on total assets	0.1%	0.1%	1.0%	1.1%	0.7%	0.5%	0.6%	0.2%	0.4%	-0.7%
Shareholders' equity	977.0	955.6	962.2	973.3	925.8	927.8	907.5	929.8	913.1	861.7
Equity ratio	40.3%	40.2%	40.4%	40.8%	39.2%	39.6%	41.4%	41.1%	40.5%	39.4%
Return on equity	0.1%	0.1%	1.3%	1.4%	0.8%	0.6%	0.9%	-0.1%	0.4%	-1.2%
Number of employees(Japan)(thousand of people)	41.9	41.6	41.3	41.1	41.5	40.8	40.3	40.0	40.9	40.5
Number of employees(Overseas)(thousand of people)	67.2	67.0	67.3	67.4	67.0	67.6	67.9	68.9	69.0	70.0
Number of employees (Total)(thousand of people)	109.1	108.7	108.7	108.5	108.6	108.5	108.3	109.0	109.9	110.6
Interest coverage ratio(%)=(Interest and dividend income + Operating income) ÷ Interest expense										

Key Financial Figures(Consolidated)

(Three months ended)

3. Sales by Category	Jun.'09	Sep.'09	Dec.'09	Mar.'10	Jun.'10	Sep.'10	Dec.'10	Mar.'11	Jun.'11	Sep.'11
Imaging & Solutions	436.8	438.3	430.9	484.1	424.6	426.2	413.4	448.9	412.1	417.0
(change from the previous corresponding period)	-4.1%	-5.6%	-2.9%	3.2%	-2.8%	-2.7%	-4.1%	-7.3%	-3.0%	-2.2%
Percentage of net sales	88.9%	88.1%	88.7%	89.4%	87.9%	87.4%	88.3%	89.3%	88.4%	88.2%
Imaging Solutions	378.0	366.9	368.1	402.9	359.9	346.7	346.1	376.9		
(change from the previous corresponding period)	-7.8%	-9.2%	-4.1%	0.6%	-4.8%	-5.5%	-6.0%	-6.4%	(*2)	(*2)
Percentage of net sales	76.9%	73.8%	75.8%	74.4%	74.5%	71.1%	73.9%	74.9%		
Network System Solutions	58.7	71.3	62.7	81.2	64.7	79.5	67.2	71.9		
(change from the previous corresponding period)	30.1%	17.9%	4.6%	18.1%	10.3%	11.5%	7.1%	-11.4%	(*2)	(*2)
Percentage of net sales	12.0%	14.3%	12.9%	15.0%	13.4%	16.3%	14.4%	14.4%		
Industrial Products	24.7	26.4	25.1	25.3	27.9	27.8	26.3	24.6	25.1	25.3
(change from the previous corresponding period)	-25.2%	-23.9%	-2.9%	16.2%	12.7%	5.3%	4.9%	-2.5%	-9.9%	-9.1%
Percentage of net sales	5.0%	5.3%	5.2%	4.7%	5.8%	5.7%	5.6%	4.9%	5.4%	5.4%
Other	29.8	32.6	29.8	32.1	30.3	33.7	28.3	29.3	28.8	30.4
(change from the previous corresponding period)	-10.3%	-27.6%	-7.3%	-1.3%	1.8%	3.4%	-4.8%	-8.6%	-4.8%	-9.9%
Percentage of net sales	6.1%	6.6%	6.1%	5.9%	6.3%	6.9%	6.1%	5.8%	6.2%	6.4%

(*1) Product lines included in Product Category was changed in this fiscal year.

Service&Support, such as MDS(Managed Document Services) was changed from Network System Solutions to Imaging Solutions.

The reclassification was made to the prior year's figures to conform with the current year's presentation.

Imaging Solutions					385.5	371.9			367.8	363.2
(change from the previous corresponding period)									-4.6%	-2.3%
Percentage of net sales					79.8%	76.2%			78.9%	76.8%
Network System Solutions					39.1	54.3			4.4	53.7
(change from the previous corresponding period)									13.2%	-1.1%
Percentage of net sales					8.1%	11.2%			9.5%	11.4%

4. Sales by Geographic Area	Jun.'09	Sep.'09	Dec.'09	Mar.'10	Jun.'10	Sep.'10	Dec.'10	Mar.'11	Jun.'11	Sep.'11
Japan	206.7	214.9	204.8	250.0	212.9	226.1	210.3	226.4	215.1	219.3
(change from the previous corresponding period)	-11.6%	-14.0%	-7.3%	7.1%	3.0%	5.2%	2.7%	-9.4%	1.0%	-3.0%
Percentage of net sales	42.1%	43.2%	42.2%	46.2%	44.1%	46.4%	44.9%	45.0%	46.2%	46.4%
Overseas	284.6	282.4	281.1	291.5	270.0	261.7	257.8	276.5	251.0	253.3
(change from the previous corresponding period)	-1.1%	-4.1%	0.0%	0.5%	-5.1%	-7.3%	-8.3%	-5.2%	-7.0%	-3.2%
Percentage of net sales	57.9%	56.8%	57.8%	53.8%	55.9%	53.6%	55.1%	55.0%	53.8%	53.6%
The Americas	142.7	138.3	135.2	141.2	133.4	131.4	124.5	132.5	115.5	118.6
(change from the previous corresponding period)	40.4%	19.4%	1.8%	-7.3%	-6.6%	-5.0%	-7.9%	-6.2%	-13.4%	-9.7%
Percentage of net sales	29.1%	27.8%	27.8%	26.1%	27.6%	26.9%	26.6%	26.4%	24.8%	25.1%
Europe	113.7	112.3	115.3	117.1	103.1	97.9	102.4	110.4	102.4	99.4
(change from the previous corresponding period)	-23.5%	-19.7%	-3.5%	1.7%	-9.3%	-12.9%	-11.1%	-5.7%	-0.6%	1.5%
Percentage of net sales	23.1%	22.6%	23.7%	21.6%	21.4%	20.1%	21.9%	22.0%	22.0%	21.0%
Other	28.1	31.6	30.5	33.1	33.5	32.3	30.7	33.5	32.9	35.2
(change from the previous corresponding period)	-24.7%	-17.6%	6.8%	46.1%	19.1%	2.2%	0.8%	1.3%	-1.7%	8.9%
Percentage of net sales	5.7%	6.4%	6.3%	6.1%	6.9%	6.6%	6.6%	6.6%	7.0%	7.5%