

# RICOH



## **Consolidated Results for the 9 months ended December 31, 2011**

January 31, 2012

Zenji Miura,

Director, Deputy President & CFO

Ricoh Company, Ltd.



Image: Low-end A4 size MFP "SP100SF" (upper left) and compact A4 size printer "SP100" (lower right)

- *36.6 billion yen loss in operating income for the 9 months of FY2012/03.*
- *38.5 billion yen profit by excluding extraordinary factors from above, such as restructuring charges, Japan earthquake & Thai flood impact and impairment losses. (see next slide about impairment)*
- *Q3 business were impacted by forex, Thai flood impact and global economy uncertainty.*
- *Strategy execution for 17th MTP on track with new products launch for emerging markets, MDS & IT service business expansion and executing restructuring program.*
- *Overall forecast for FY2012/03 revised down under the results of Q3 and unclear global economic condition, with forecasting losses in operating income and net income due to the impairment loss and the impact from tax rate change. (see next slide about impairment)*
- *Also revised down annual dividend forecast to 25 yen per share from 33 yen of previous forecast.*

## ***Impact of newly consolidated company***

- The impact of Pentax Ricoh Imaging Co. was 8.2 billion in net sales and no impact in operating income on Q3.

## ***Impact from Thai flood***

- No direct impact for Ricoh Group production site in Thailand. Supply problem occurred due to the shortage of parts from suppliers from last half of Q3. As a results, 5.3 billion yen net sales and 1.9 billion yen operating income decrease on Q3.

## ***Impact of restructuring charge***

- Restructuring charges in net were 0.3 billion expense (net of 5.7 billion yen expenses and 5.4 billion benefit) on Q3. 24.2 billion yen expense (net of 29.6 billion yen expense and 5.4 billion benefit) on 9 months total.
- 20.0 billion yen expense (net of 31.0 billion yen expense and 11.0 billion benefit) on full year. Same as previous forecast.
- The results of voluntary retirement program in Japan: total numbers of applicants 2,340 with 24.7 billion yen expense.

## ***Impairment losses for goodwill and long-lived asset***

- Booked impairment losses in total 36.9 billion yen for goodwill in amount of 27.4 billion yen and long-lived asset in amount of 9.5 billion yen for Production Printing business according to U.S. GAAP by annual impairment test.
- Impairment losses booked as SG&A.
- No cash payment for impairment losses for goodwill and long-lived asset.

## ***Impairment losses for available-for-sales investment securities (impact on pre-tax profit)***

- Booked impairment losses for the available-for-sales investment securities due to decline of price at stock market for other than temporary basis in amount of 5.0 billion yen

## ***Recalculated deferred tax assets and liabilities due to the tax rate change (impact on net profit)***

- Income taxes are increased by 7.2 billion yen in the Q3 by recalculating deferred tax assets and liabilities due to new laws proclaimed by Japanese government on December 2, 2011.

# FY2012/03 Apr-Dec income statement

(billions of yen)		FY2011/03 Apr-Dec result	FY2012/03 Apr-Dec result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	649.4	<b>644.8</b>	-4.5	-0.7%	-0.7%
	(Overseas)	789.6	<b>751.6</b>	-37.9	-4.8%	+1.2%
	Total	1,439.0	<b>1,396.5</b>	-42.5	-3.0%	+0.3%
Gross profit		599.4	<b>569.0</b>	-30.4	-5.1%	
	net sales %	41.7%	<b>40.7%</b>			
SG&A		545.4	<b>605.6</b>	+60.1	+11.0%	
	net sales %	37.9%	<b>43.3%</b>			
Operating income		53.9	<b>-36.6</b>	-90.6	—	
	net sales %	3.8%	<b>-2.6%</b>			
Income before income taxes		41.3	<b>-47.9</b>	-89.2	—	
	net sales %	2.9%	<b>-3.4%</b>			
Net income attribute to Ricoh Co.		20.3	<b>-52.1</b>	-72.4	—	
	net sales %	1.4%	<b>-3.7%</b>			
EPS (Yen)		28.03	<b>-71.86</b>	-99.89		
Exchange rate	US \$1	86.90	<b>79.00</b>	-7.90		
	(Yen)	Euro 1	113.53	<b>110.71</b>	-2.82	

Excluding restructuring charges, earthquake&flood impact and impairment

38.5 billion  
(OP margin: 2.8%)

### Investment

(billions of yen)	FY11/03 Apr-Dec	FY12/03 Apr-Dec
R&D	81.3	89.3
(% on sales)	5.6%	6.4%
CAPEX	48.6	53.8
Depreciation (tangible fixed assets)	50.1	46.8

## By Category

(billions of Yen)

## By Area

(billions of Yen)

1,439.0

1,396.5

Change(without forex)

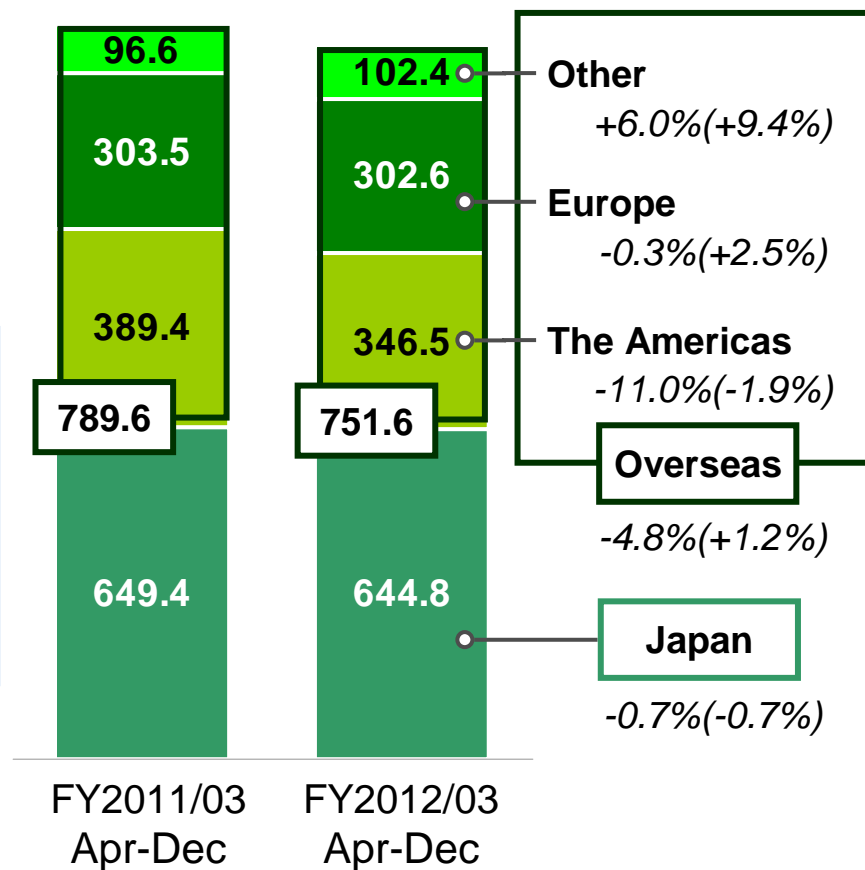
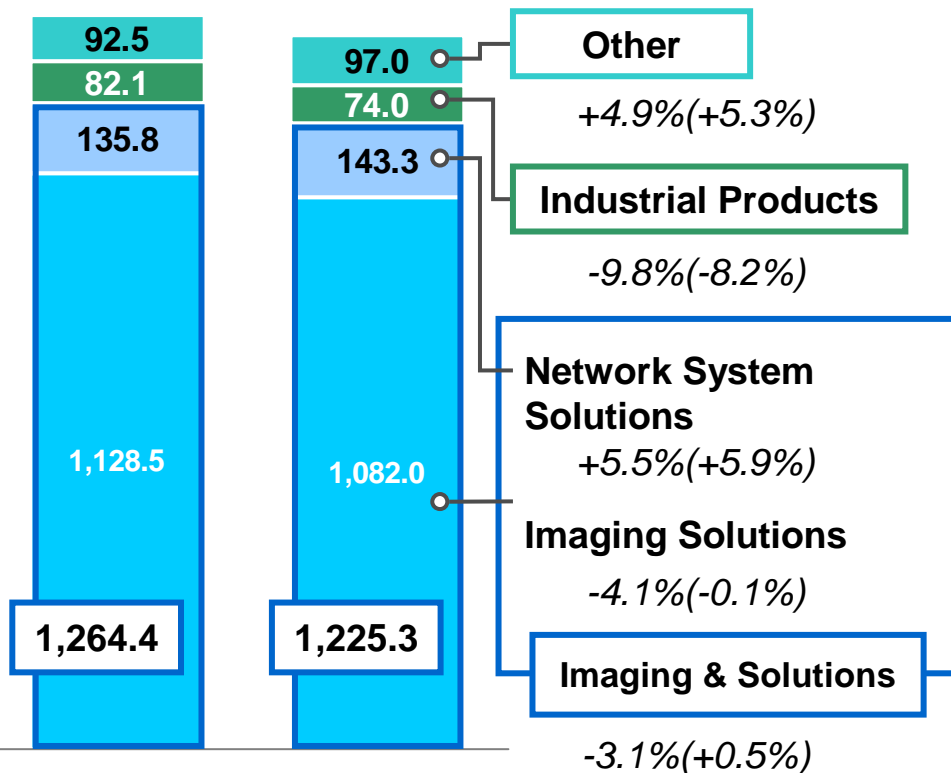
-3.0%(+0.3%)

1,439.0

1,396.5

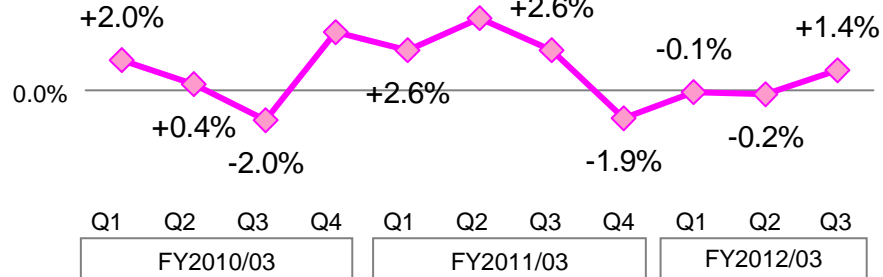
Change(without forex)

-3.0%(+0.3%)



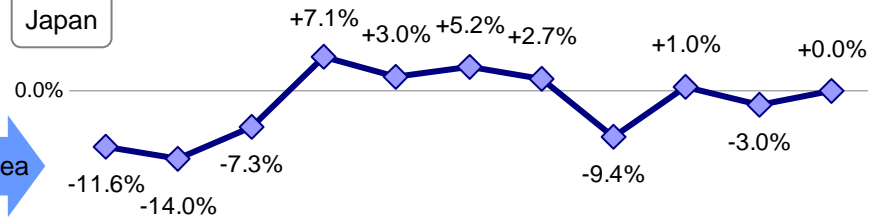
\* Sales category of MDS (Managed Document Services) was changed from Network System Solutions to Imaging Solutions. The reclassification was made to the prior year's figures to conform with the current year's presentation.

Sales y-o-y excluding forex

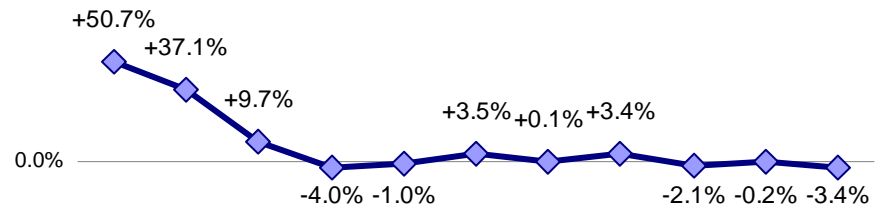


by Area

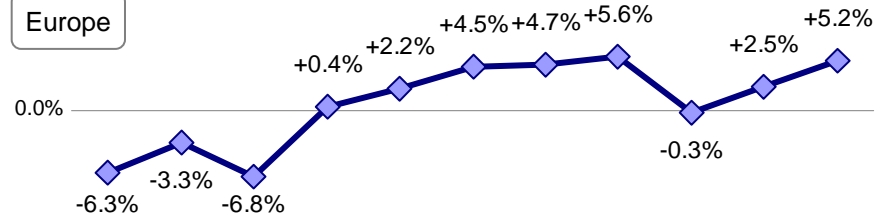
Japan



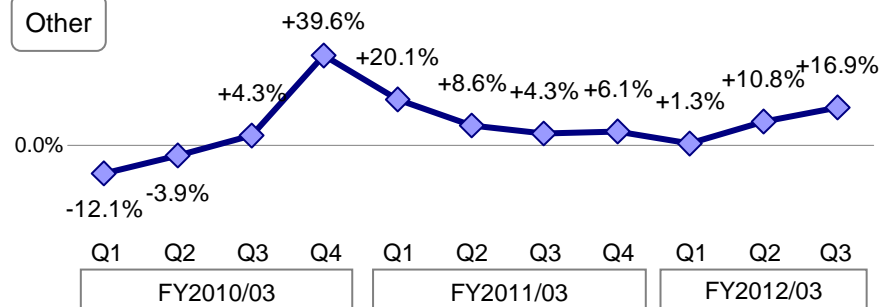
The Americas



Europe

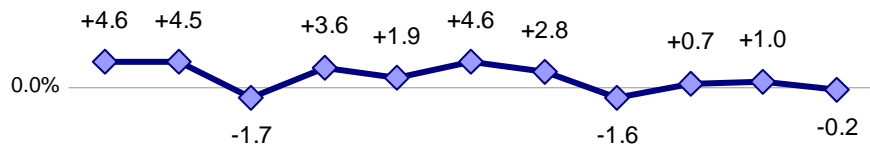


Other

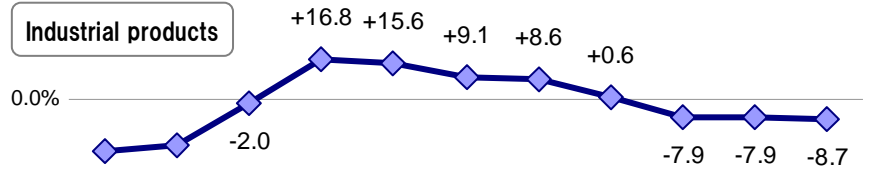


By Category

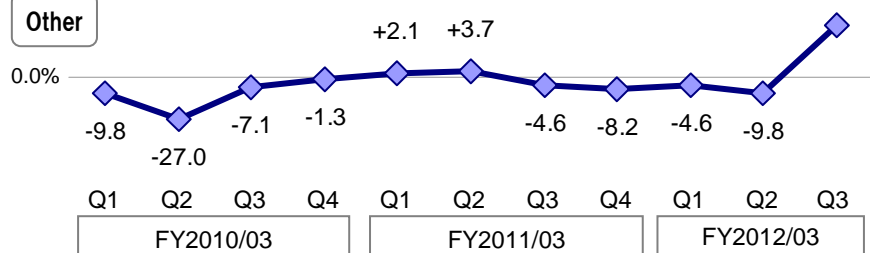
Imaging & Solutions



Industrial products



Other



17th MTP: 3 years business plan through April 1, 2011 to March 31, 2014  
(Announced on May 26, 2011)

## Business Creation and Integration

### Maintain top market share in core business

- 5 models of A3 size MFP and 2 of A4 size MFP launched

### Reinforcing Production Printing Business structure

- Pro C751EX/C651EX for light production segment launched (Jun, 2011)
- Established Ricoh Production Print Solutions (Apr, 2011)

### Growth in Emerging markets

- 5 models of A4 size MFP and 7 models of A4 printer launched
- Ricoh Vietnam sales company established (Nov, 2011)

### Expansion of new business

- eWriter solutions introduced (Jun, 2011)
- 1st product of Unified Communication System announced (Jul, 2011)
- LED lighting launched (Jul, 2011)
- 2 models of Ultra short focus projector, 2 standard models and 2 high-end models of projector launched

## Establish highly efficient management

### Create leaner organization through CRGP\*

- Voluntary early retirement program in Japan



MP5002



MP3352



SP5100SF



SG3100



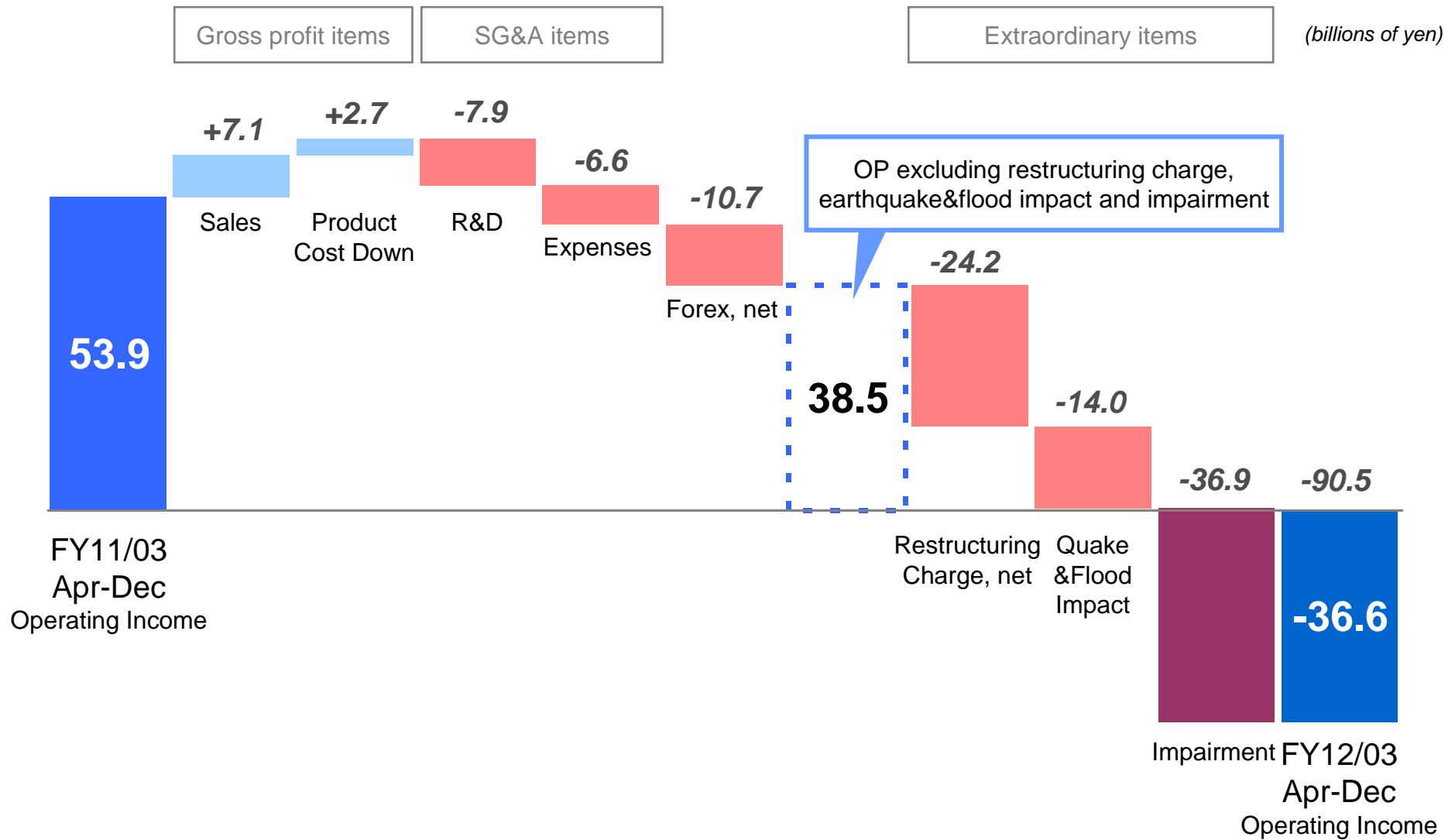
PJ WX4130



UCS S7000

\*CRGP=Corporate Restructuring & Growth Program

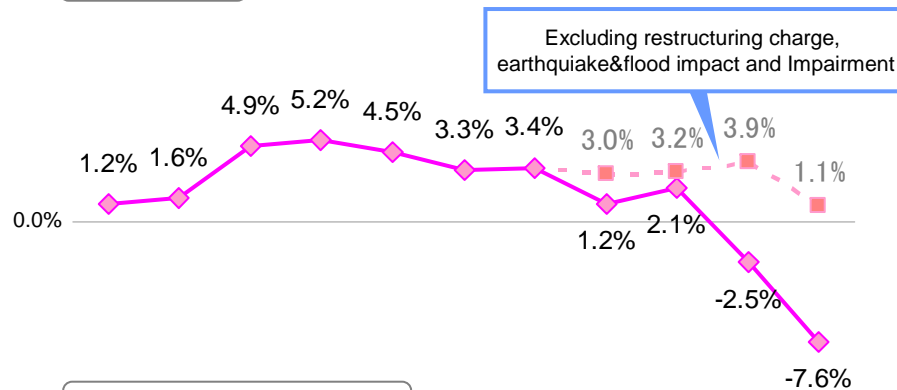
# FY2012/03 Apr-Dec operating income y-o-y comparison



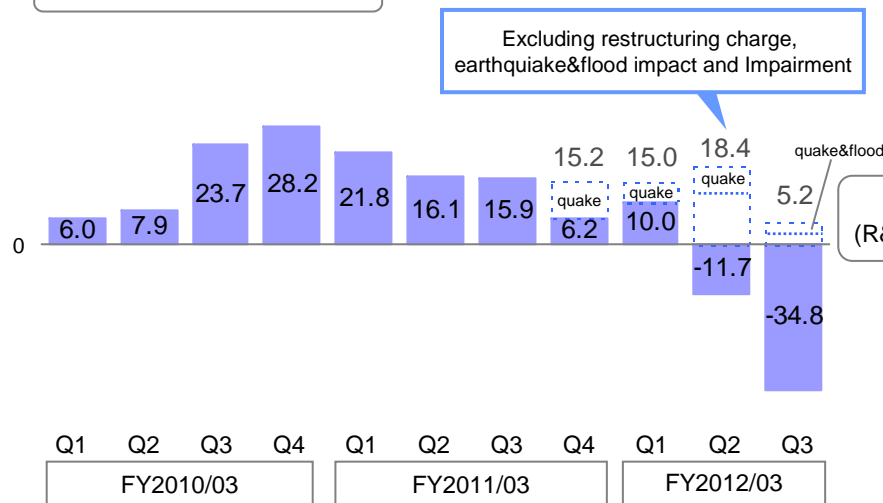


## OP margin / OP

OP margin (%)

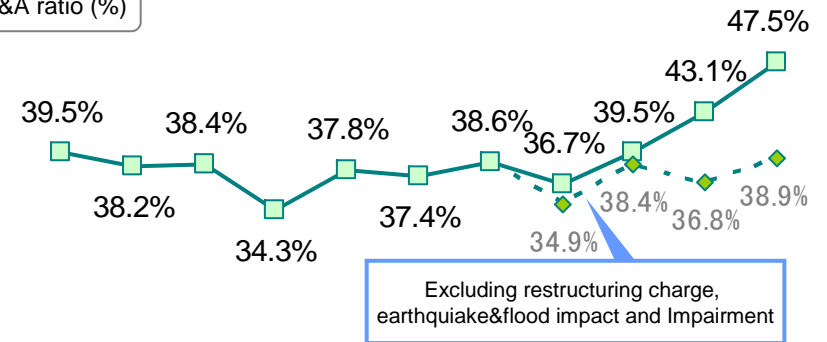


Operating Income (billion yen)

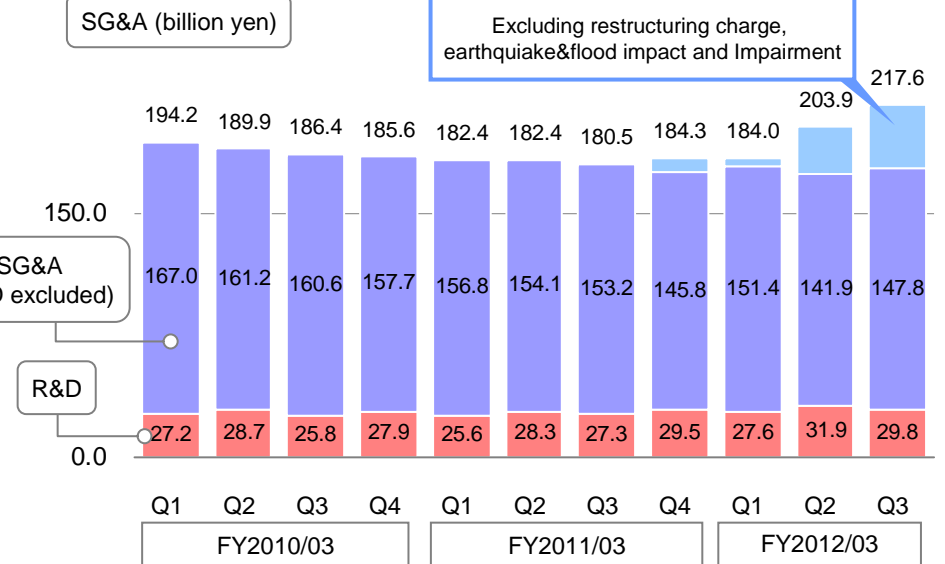


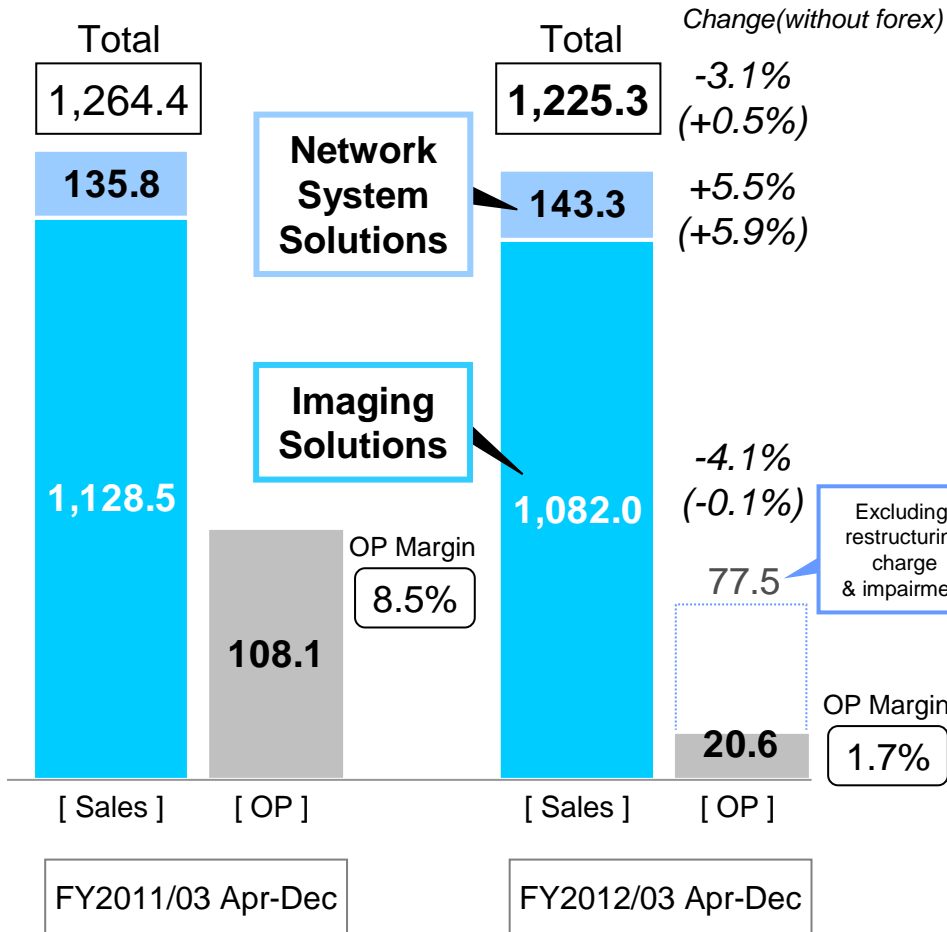
## SG&A

SG&A ratio (%)



SG&A (billion yen)





\* Excluding "Corporate and Eliminations"

(billions of Yen)

### [ MFP, Printer y-o-y growth ]

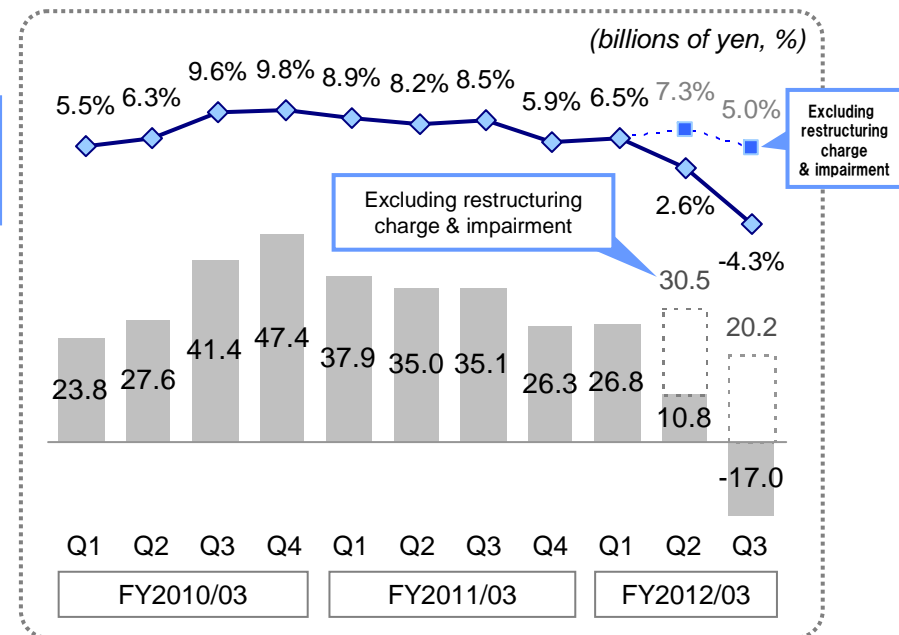
(by value, LC base)	Hardware	Non-hard
MFP&Printer combined	-2%	+1%
MFP(Copier)	-3%	-1%
Printer	+3%	+8%

➔ See page 24 for more data

### [ MDS business ratio in Imaging & Solutions ]

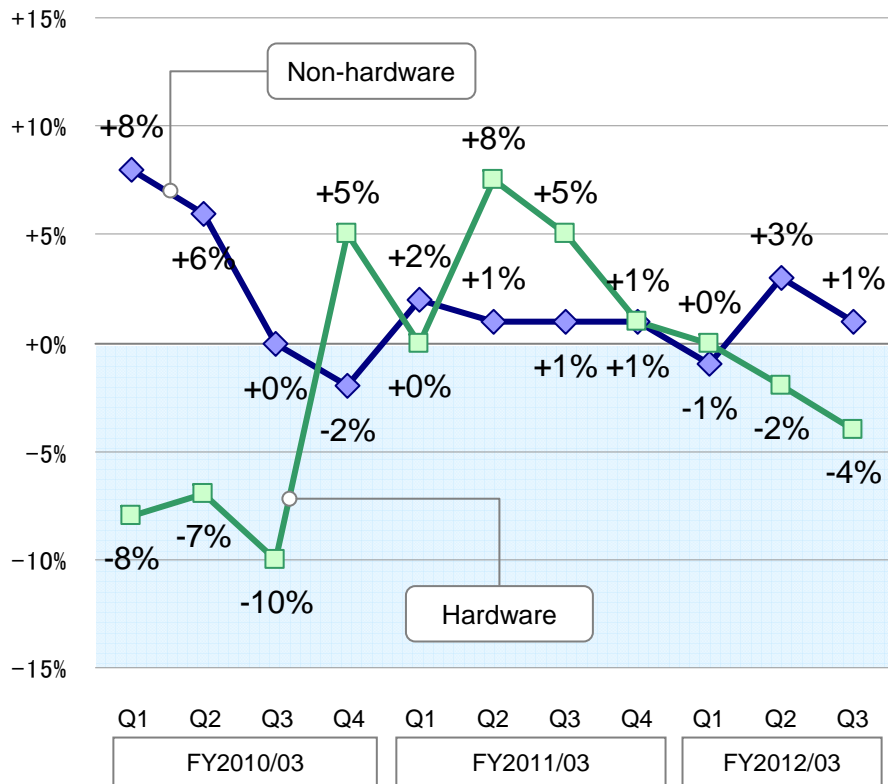
8% (including hardware, non-hardware and labor charge)

### [ Appendix ] OP&OP margin by quarterly



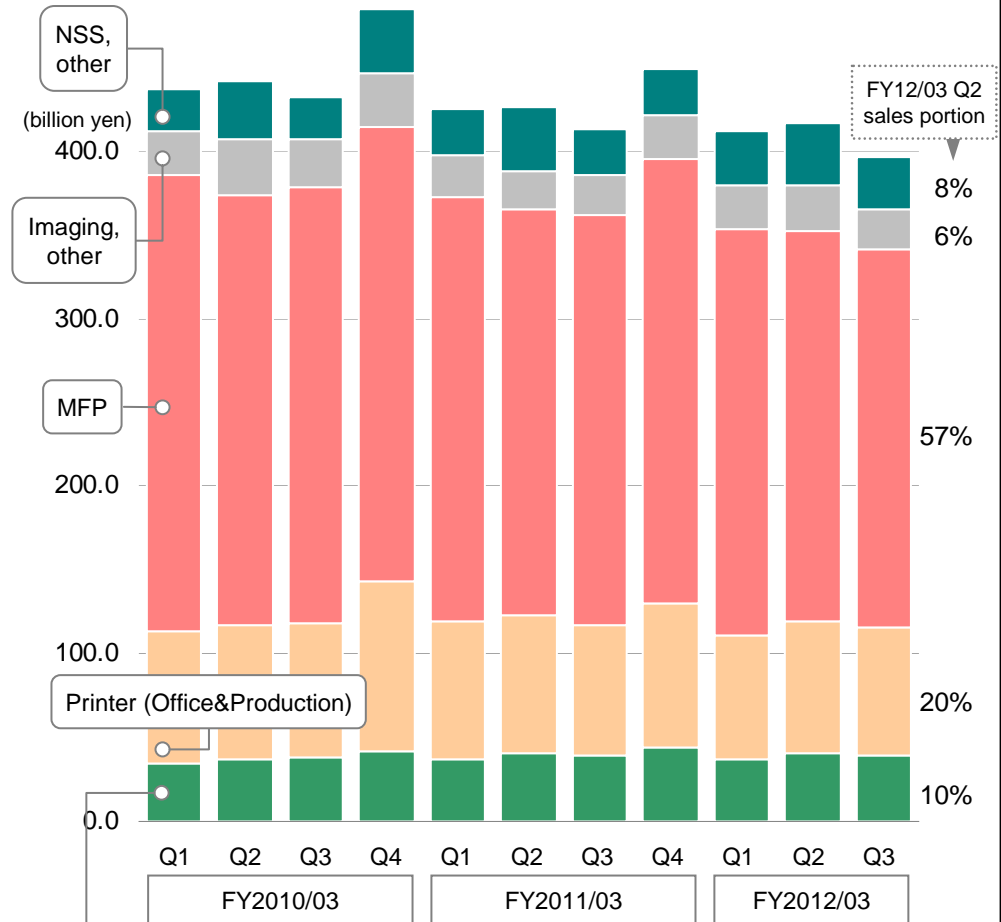
### MFP & Printer combined y-o-y

\*Sales growth by value excluding forex impact



### Imaging & Solutions sales by products

\*Percentage of sales



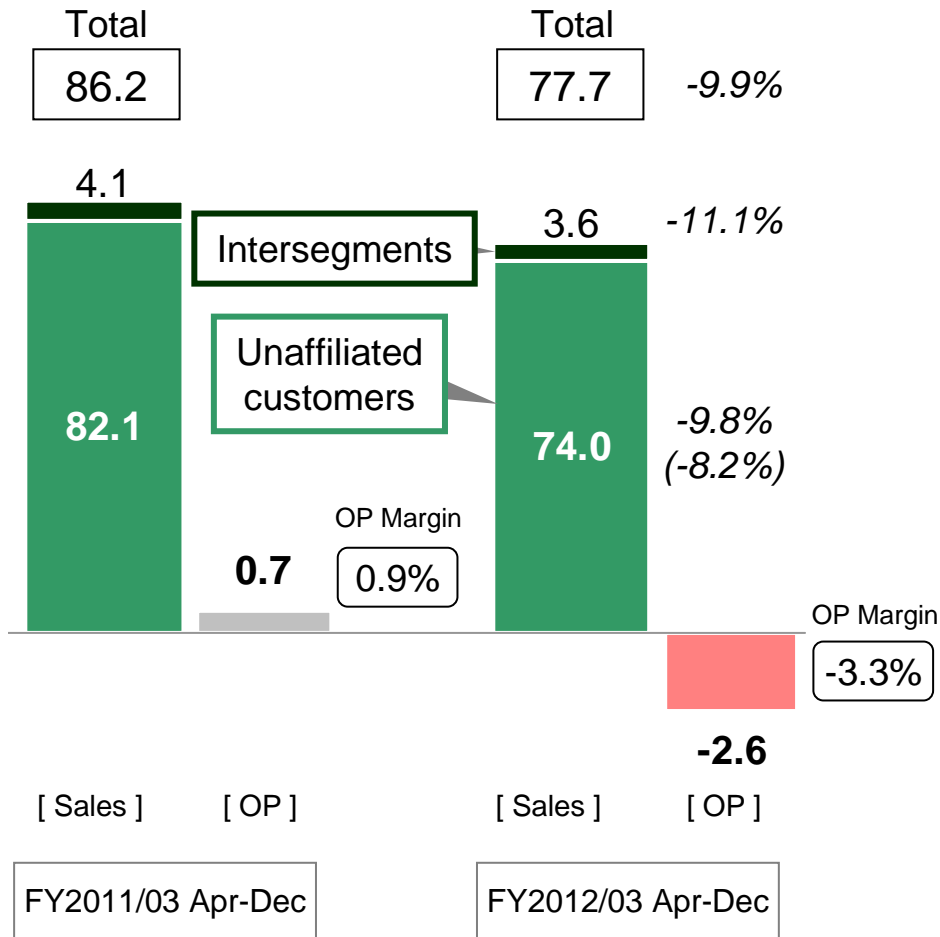
MDS(Labor charge) & IT services

MDS: Managed Document Service  
NSS: Network System Solutions

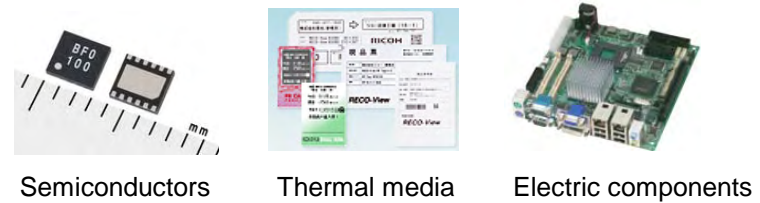
➔ See page 26 for more data



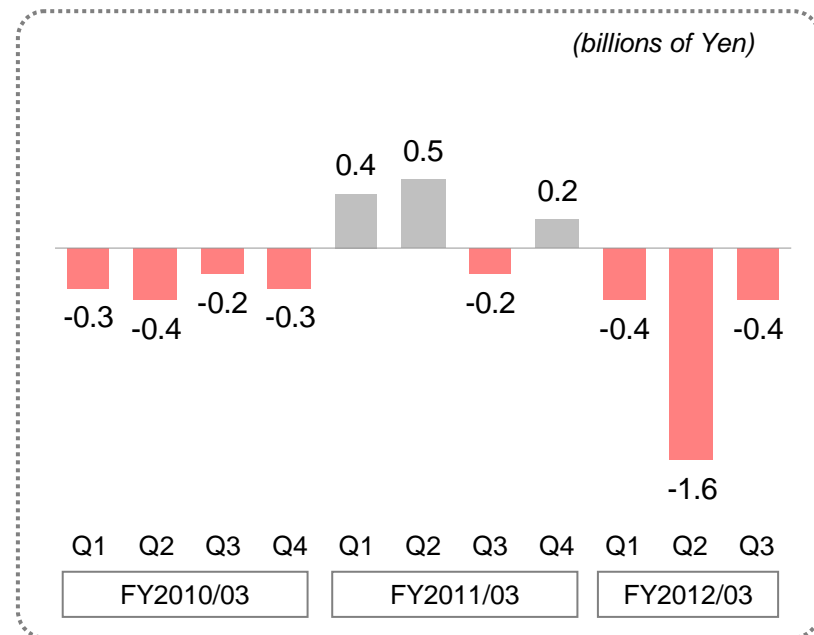
**Comment** Profit down due to restructuring charge and decrease in sales after the quake



[ Products and services ]

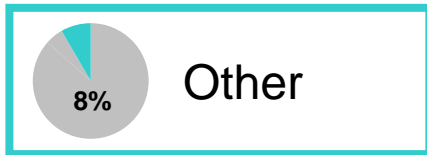


[ Appendix ] OP by quarterly



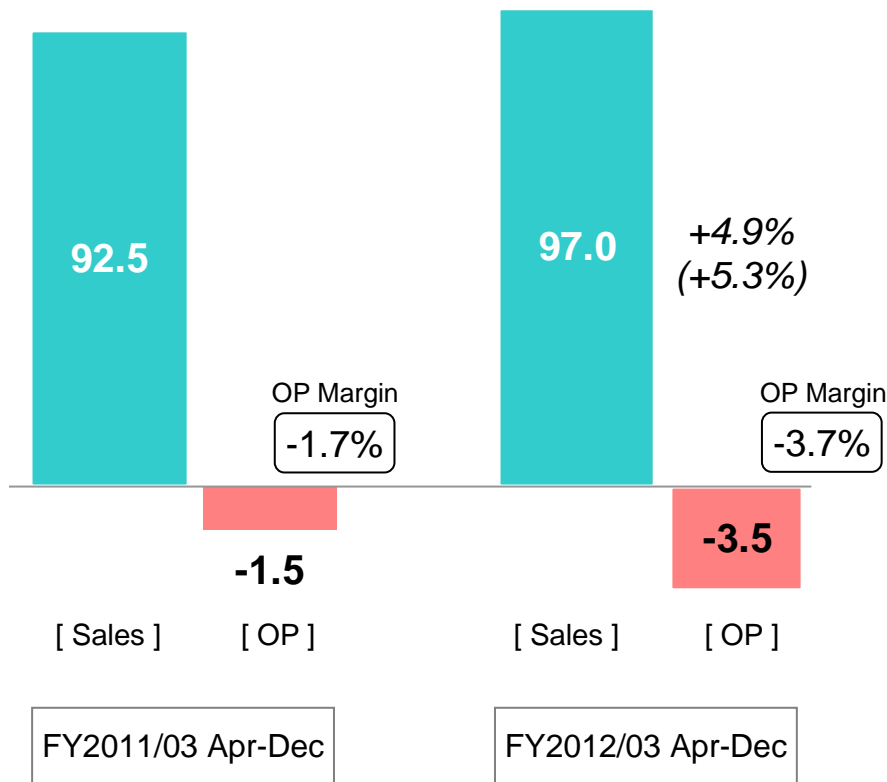
\* Excluding "Corporate and Eliminations"

(billions of Yen)



Comment

Profit down due to new business related expenses and decrease in sales after the quake&flood



[ Products and services ]



Finance

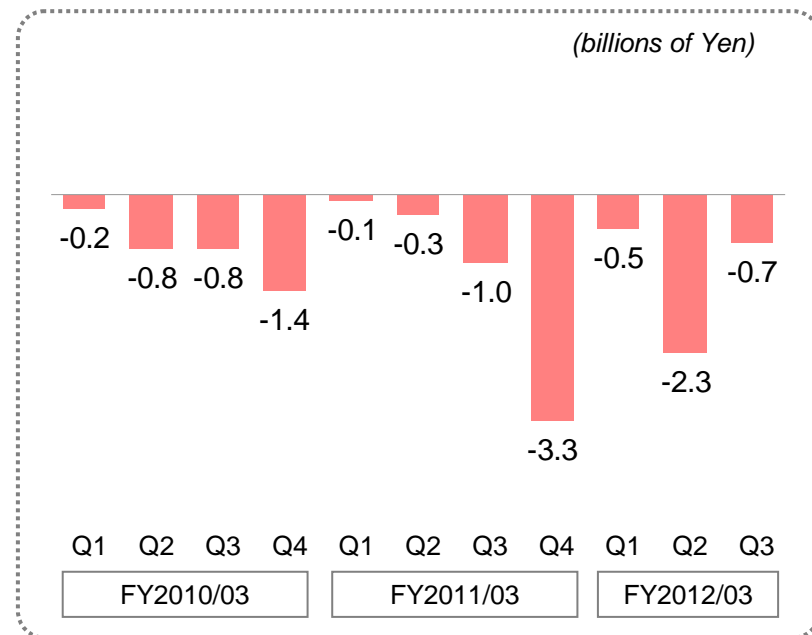


Digital camera



Logistics

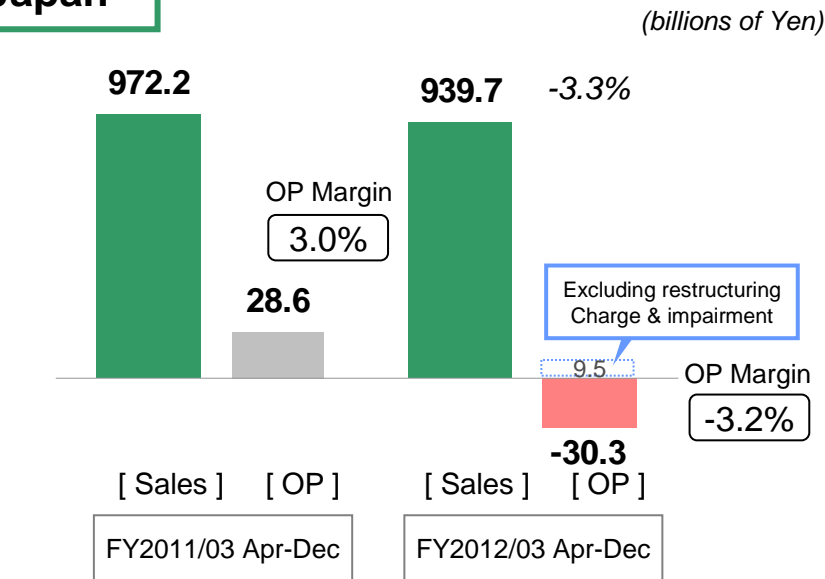
[ Appendix ] OP by quarterly



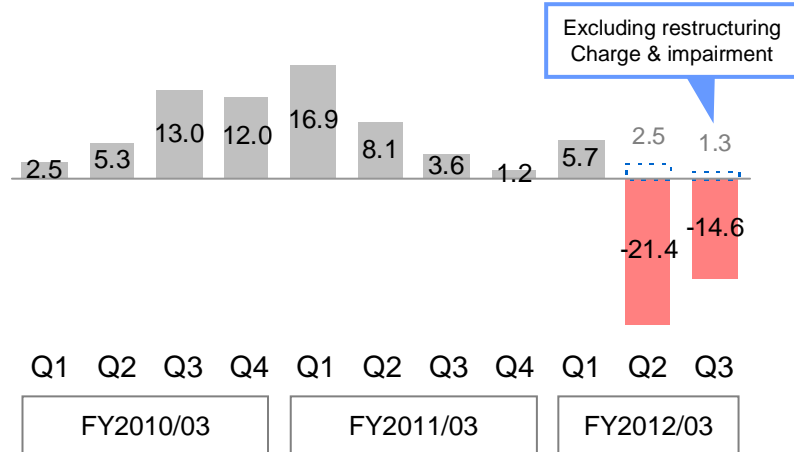
\* Excluding "Corporate and Eliminations"

(billions of Yen)

## Japan

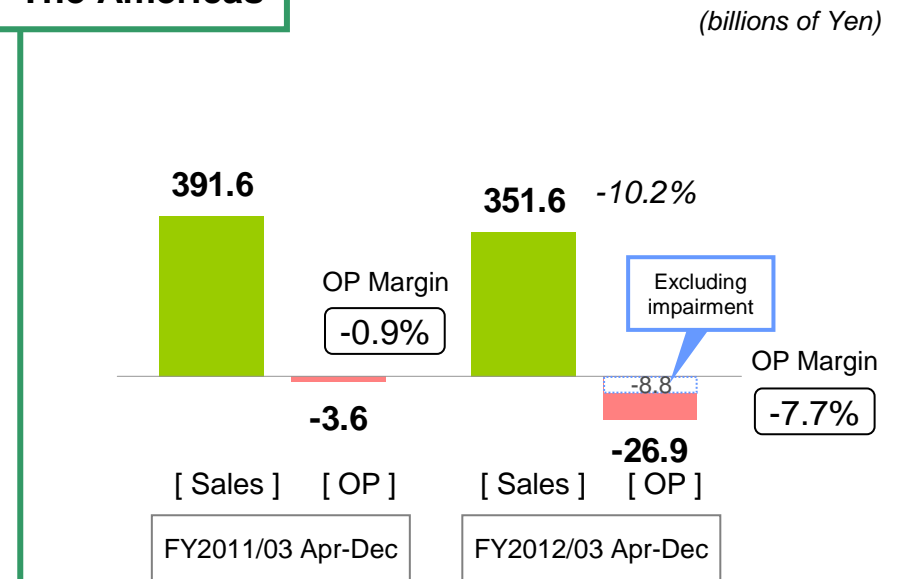


[ OP by quarterly ]

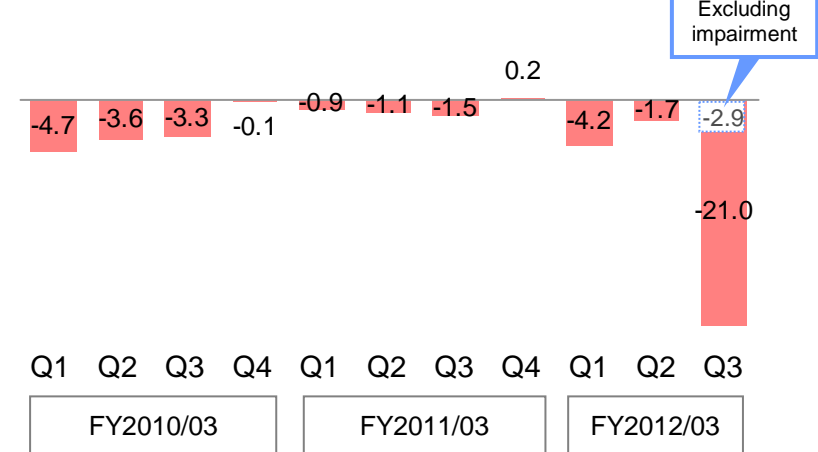


## The Americas

\* Excluding "Corporate and Eliminations"

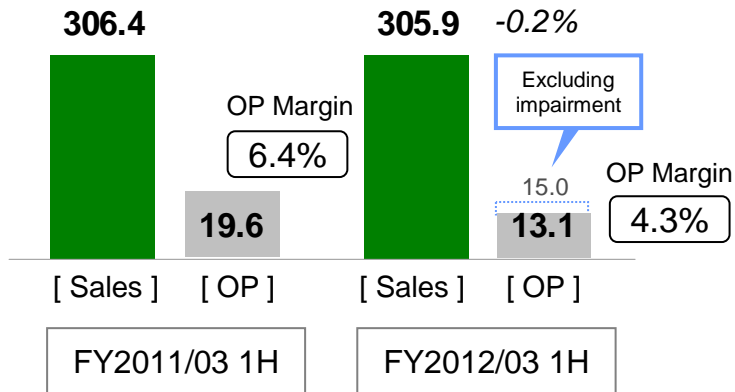


[ OP by quarterly ]

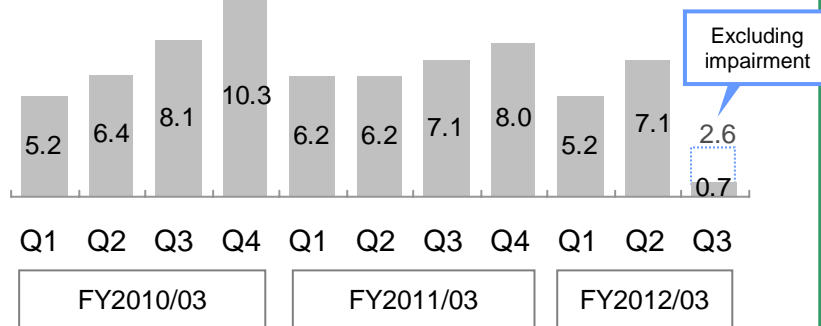


## Europe

(billions of Yen)



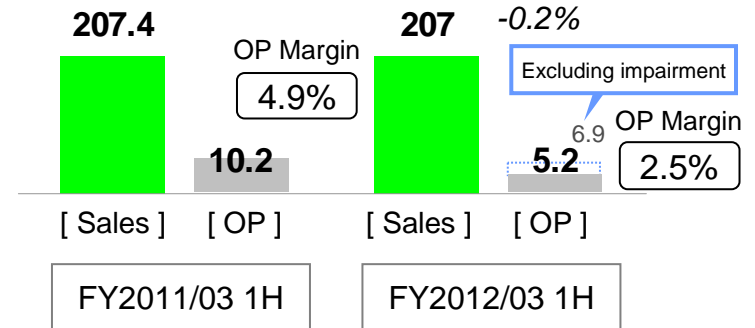
[ OP by quarterly ]



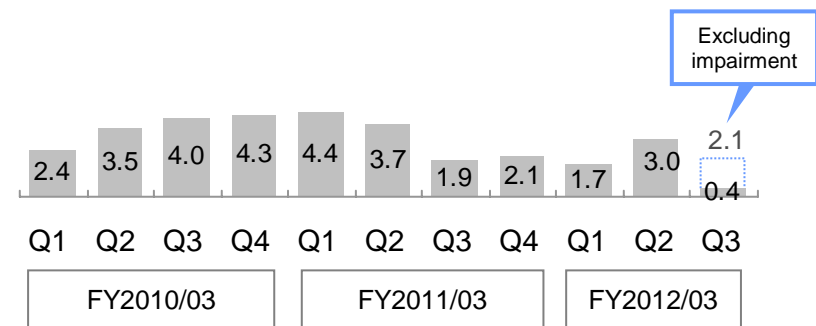
## Other

\* Excluding "Corporate and Eliminations"

(billions of Yen)



[ OP by quarterly ]



# Balance sheet as of December 31, 2011

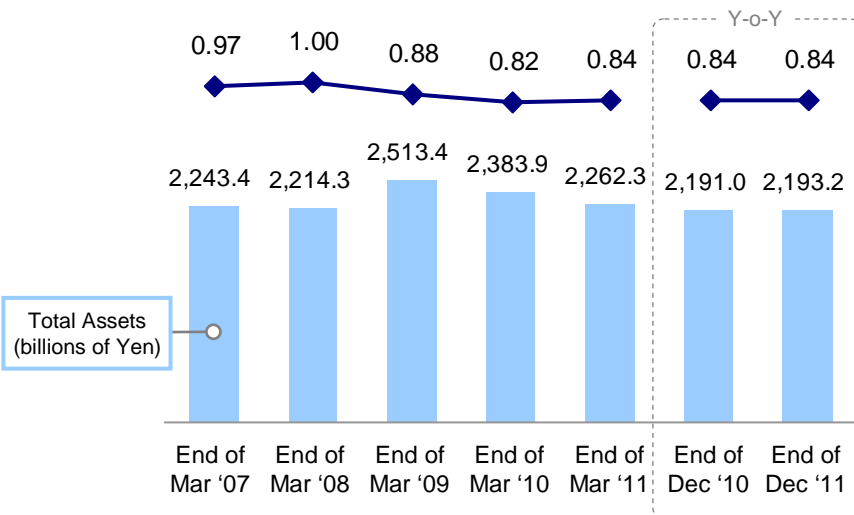
Assets		
(billions of yen)	As of Dec 31, 2011	Dif f. from Mar 31, '10
<b>Current Assets</b>	<b>1,041.4</b>	-32.6
Cash & time deposits	159.2	-21.9
Trade receivables	625.3	-32.4
Inventories	201.9	+30.8
Other current assets	54.9	-9.0
<b>Fixed Assets</b>	<b>1,151.8</b>	-36.5
Tangible fixed assets	264.9	+0.2
Finance receivable	453.7	+7.9
Other investments	433.1	-44.6
<b>Total Assets</b>	<b>2,193.2</b>	-69.1

Liabilities and Equity		
(billions of yen)	As of Dec 31, 2011	Dif f. from Mar 31, '10
<b>Current Liabilities</b>	<b>621.2</b>	+6.5
Trade payables	234.0	-16.4
Short-term borrowings	215.0	+64.0
Other current liabilities	172.1	-41.0
<b>Fixed Liabilities</b>	<b>711.7</b>	+46.8
Long-term indebtedness	537.0	+57.6
Accrued pension&severance costs	137.6	-3.3
Other fixed liabilities	37.0	-7.5
<b>Total Liabilities</b>	<b>1,332.9</b>	+53.3
Total Shareholders' Investment	804.9	-124.8
Noncontrolling Interest	55.2	+2.4
<b>Total Equity</b>	<b>860.2</b>	-122.4
<b>Total liabilities and Equity</b>	<b>2,193.2</b>	-69.1
<b>Total debt</b>	<b>752.1</b>	+121.7

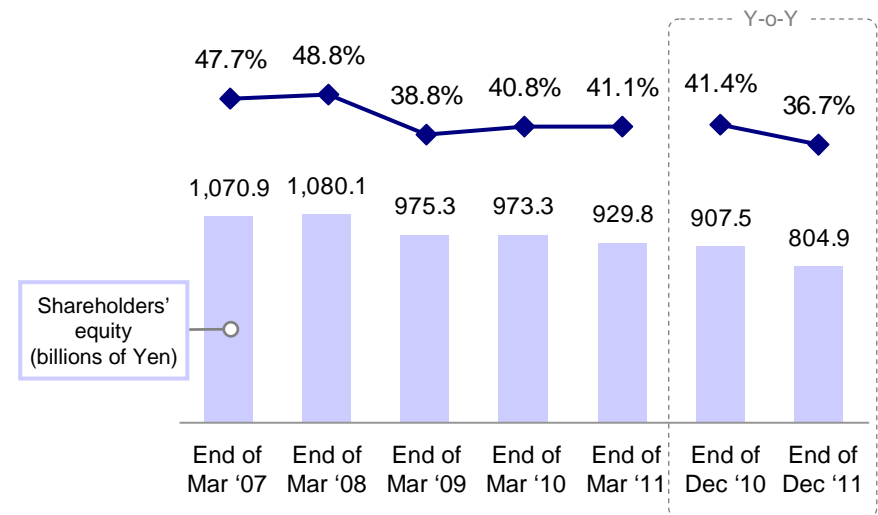
Exchange rate as of December 31, 2011 :  
 US\$ 1 = ¥ 77.74 (- 5.41)  
 EURO 1 = ¥ 100.71 (-16.86)



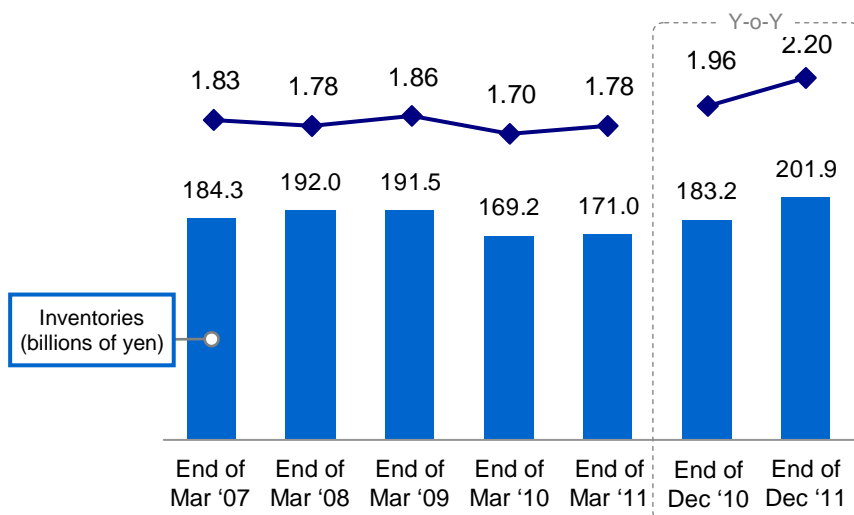
### Total assets turn over (per month)



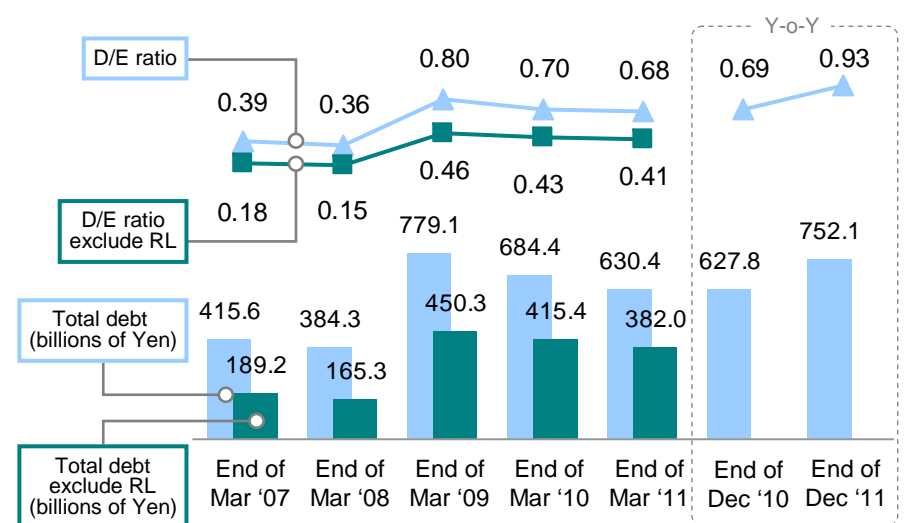
### Equity ratio



### Inventories/Averaged cost of sales (month)



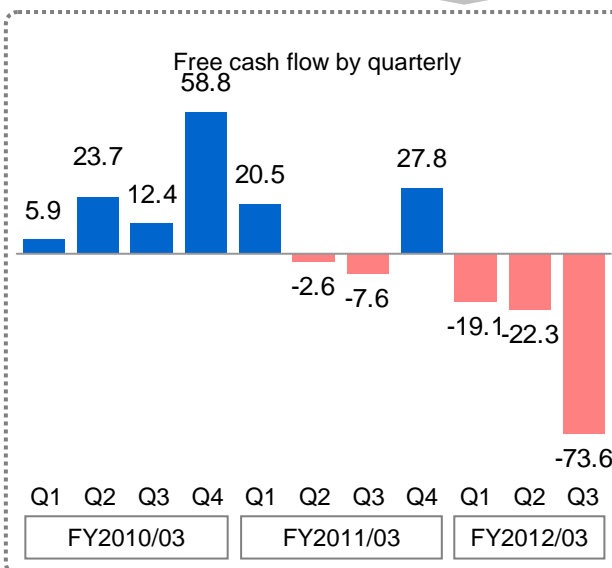
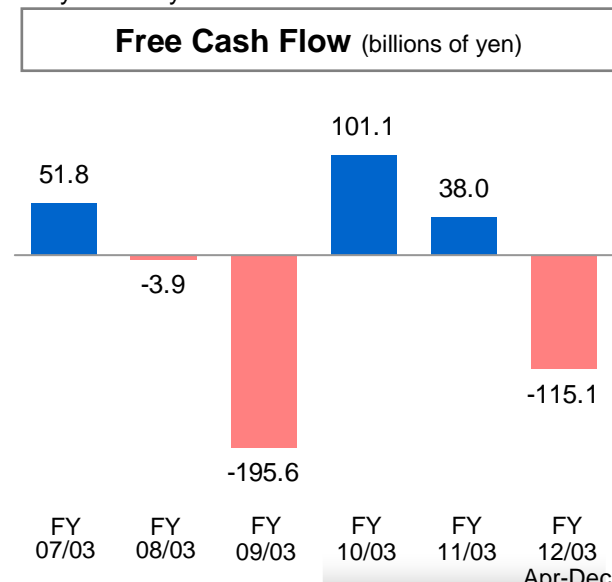
### Debt/Equity ratio (multiplies)



# FY2012/03 Apr-Dec statement of cash flow

(billions of yen)	FY2011/03 Apr-Dec	FY2012/03 Apr-Dec
Consolidated net income	23.1	<b>-48.7</b>
Depreciation and amortization	69.5	<b>65.9</b>
[ Net income + Depreciation and amortization ]	[ 92.6 ]	[ 17.2 ]
Other operating activities	-18.3	<b>-43.8</b>
Net cash by operating activities	74.3	<b>-26.6</b>
Plant and equipment	-47.9	<b>-53.0</b>
Purchase of business	-0.4	<b>-15.0</b>
Other investing activities	-15.7	<b>-20.4</b>
Net cash by investing activities	-64.1	<b>-88.5</b>
Free cash flow ( Operating + Investing net cash )	10.1	<b>-115.1</b>
Increase (Decrease) of debt	-68.0	<b>126.0</b>
Dividend paid	-23.9	<b>-23.9</b>
Other financing activities	-0.6	<b>-0.6</b>
Net cash by financing activities	-92.6	<b>101.4</b>
Effect of exchange rate	-11.8	<b>-8.7</b>
Net increase in cash and equivalents	-94.3	<b>-22.4</b>
Cash and equivalents at end of period	147.8	<b>156.6</b>

< by Annually >



# FY2012/03 forecast < revised >

(billions of yen)	FY2011/03		FY2012/03	FY2012/03	Y-o-Y comparison		
	Results	forecast	forecast	Forecast	Change	Change(%)	Change(%)
		(on Oct '11)	(revised)				without Forex
Net sales	(Japan)	875.8	905.0	885.0	+9.1	+1.0%	+1.0%
	(Overseas)	1,066.1	1,045.0	1,015.0	-51.1	-4.8%	+1.8%
	Total	1,942.0	1,950.0	1,900.0	-42.0	-2.2%	+1.5%
Gross profit		790.0	780.0	759.0	-31.0	-3.9%	
	net sales %	40.7%	40.0%	39.9%			
SG&A		729.8	743.0	777.0	+47.1	+6.5%	
	net sales %	37.6%	38.1%	40.9%			
Operating income		60.1	37.0	-18.0	-78.1	—	
	net sales %	3.1%	1.9%	-0.9%			
Income before income taxes		45.4	26.5	-33.0	-78.4	—	
	net sales %	2.3%	1.4%	-1.7%			
Net income attribute to Ricoh Co.		19.6	10.0	-46.0	-65.6	—	
	net sales %	1.0%	0.5%	-2.4%			
EPS (Yen)		27.08	13.78	-63.40	-90.48		
Exchange rate	US \$1	85.77	77.41	78.01	-7.76		
	(Yen)	Euro 1	113.28	109.47	109.29	-3.99	

Excluding restructuring charge, earthquake&flood impact and impairment

**56.4 billion**  
(OP margin: 3.0%)

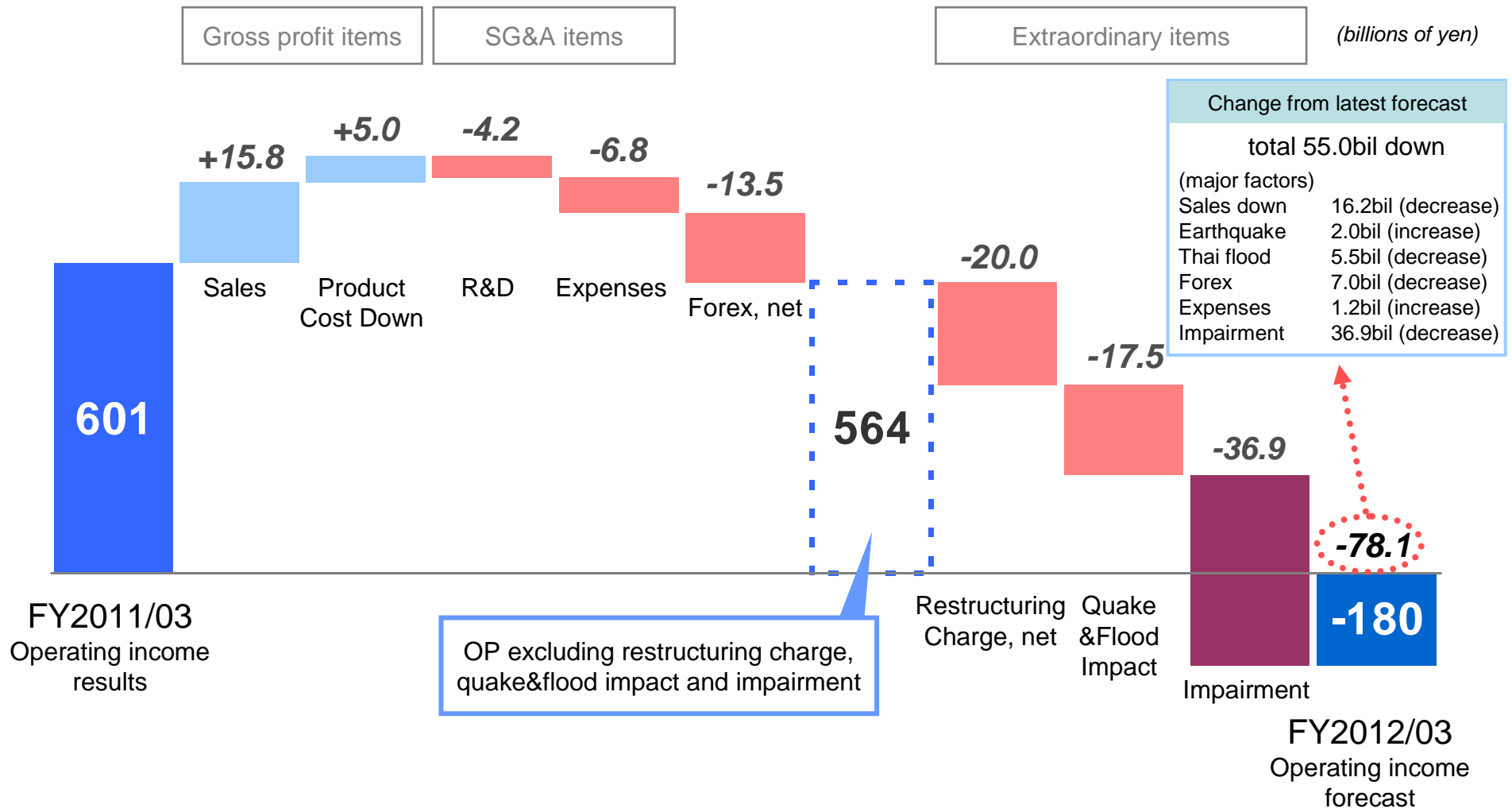
### Investment

(billions of yen)	FY11/03 result	FY12/03 forecast
R&D	110.8	115.0
(% on sales)	5.7%	5.9%
CAPEX	66.9	70.0
Depreciation (tangible fixed assets)	67.2	63.0

### Q4 Forex assumption

1US\$ = 75.00JPY  
1Euro = 105.00JPY

# FY2012/03 operating income forecast y-o-y comparison



FY2011/03  
Operating income  
results

OP excluding restructuring charge,  
quake&flood impact and impairment

FY2012/03  
Operating income  
forecast

**Forex assumptions**

(yen)	FY2011/03 result	FY2012/03 ex-forecast	FY2012/03 forecast	difference
US\$	85.77	77.41	78.01	-7.76
EURO	113.28	109.47	109.29	-3.99

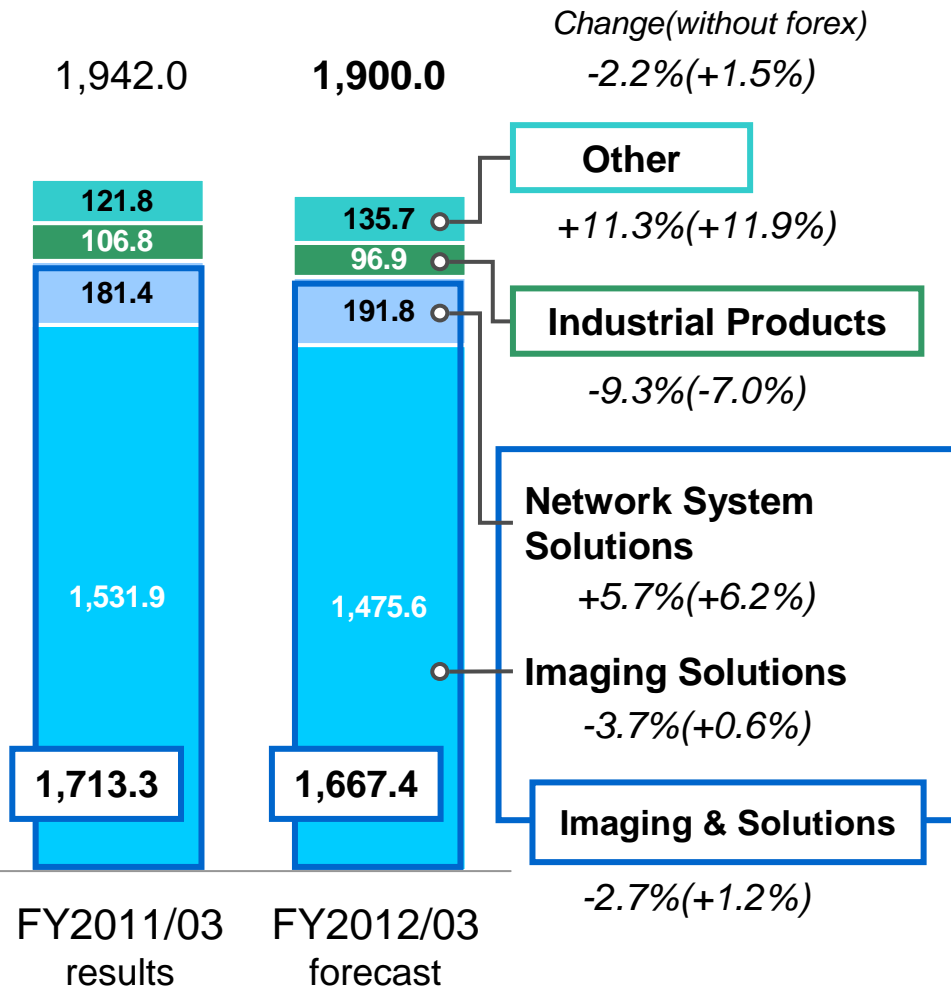
**Forex impacts**

	(billions of yen)	
	Sales	OP
Impacts of forex per yen annually	US\$ 6.5	1.3
	EURO 3.5	1.5

# FY2012/3 sales forecast

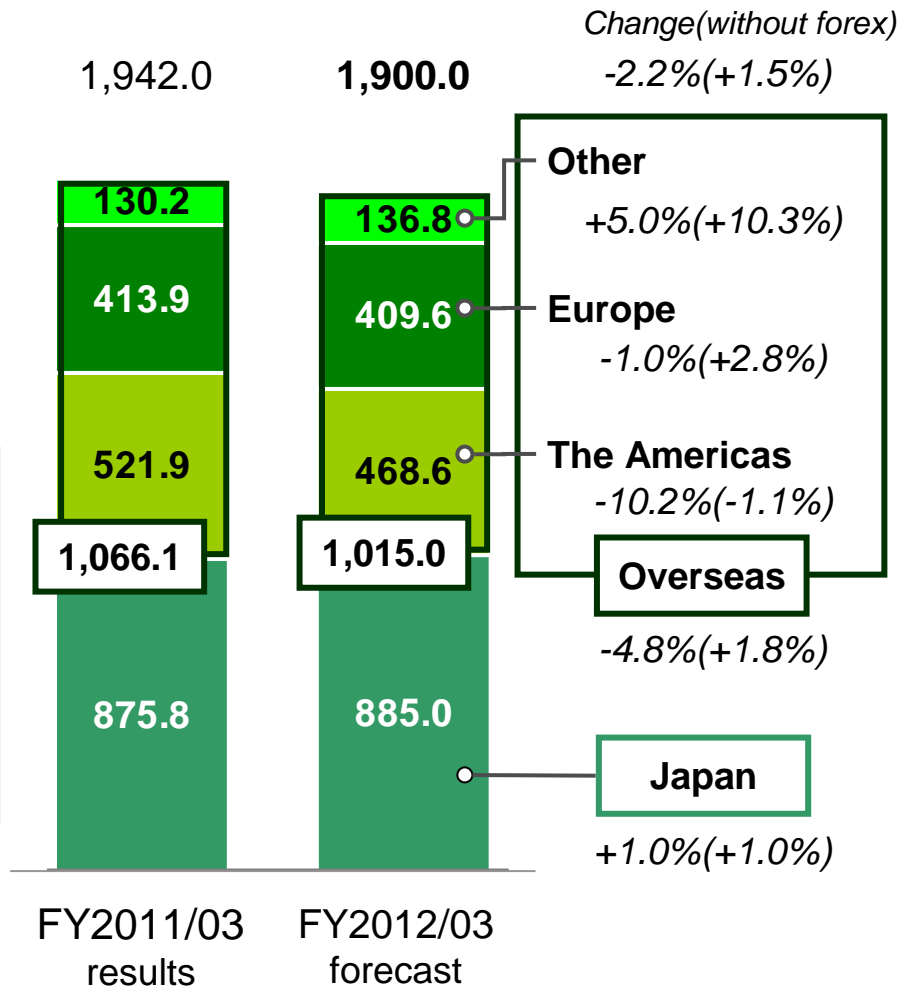
## By Category

(billions of Yen)



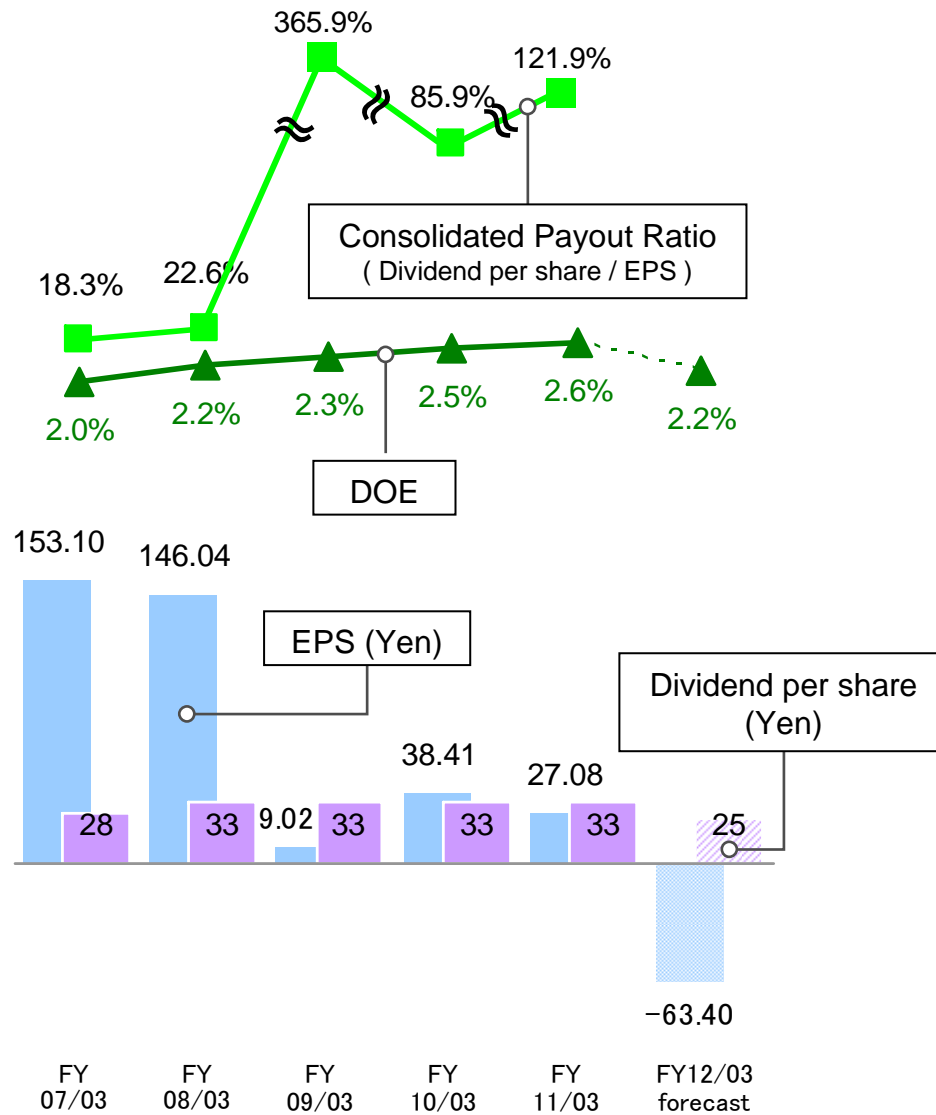
## By Area

(billions of Yen)

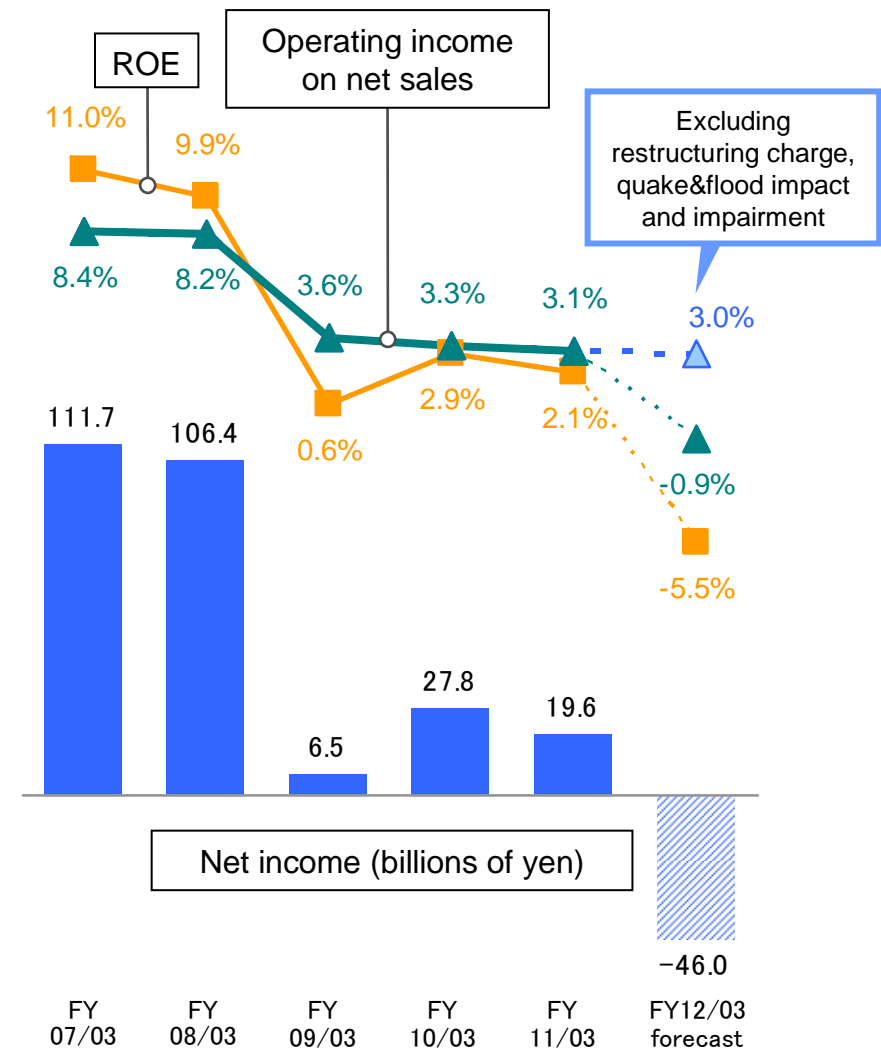


\* Sales category of MDS (Managed Document Services) was changed from Network System Solutions to Imaging Solutions. The reclassification was made to the prior year's figures to conform with the current year's presentation.

## Dividend



## Financial Indexes



# FY2012/03 Q3 income statement

(billions of yen)		FY2011/03 Q3 result	FY2012/03 Q3 result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	210.3	<b>210.3</b>	+0.0	+0.0%	+0.0%
	(Overseas)	257.8	<b>247.2</b>	-10.5	-4.1%	+2.5%
	Total	468.1	<b>457.6</b>	-10.5	-2.3%	+1.4%
Gross profit		196.5	<b>182.7</b>	-13.7	-7.0%	
	net sales %	42.0%	<b>39.9%</b>			
SG&A		180.5	<b>217.6</b>	+37.0	+20.5%	
	net sales %	38.6%	<b>47.5%</b>			
Operating income		15.9	<b>-34.8</b>	-50.8	—	
	net sales %	3.4%	<b>-7.6%</b>			
Income before income taxes		13.2	<b>-40.1</b>	-53.4	—	
	net sales %	2.8%	<b>-8.8%</b>			
Net income attribute to Ricoh Co.		7.8	<b>-44.7</b>	-52.6	—	
	net sales %	1.7%	<b>-9.8%</b>			
EPS (Yen)		10.79	<b>-61.71</b>	-72.50		
Exchange rate	US \$1	82.66	<b>77.39</b>	-5.27		
	(Yen) Euro 1	112.30	<b>104.29</b>	-8.01		

### Investment

(billions of yen)	FY11/03 Q3	FY12/03 Q3
R&D	27.3	29.8
(% on sales)	5.8%	6.5%
CAPEX	9.1	17.1
Depreciation (tangible fixed assets)	16.7	15.9

### Q3 forex planed

1US\$ =	75.00JPY
1Euro =	105.00JPY

**By Category**

(billions of Yen)

**By Area**

(billions of Yen)

468.1

457.6

Change(without forex)

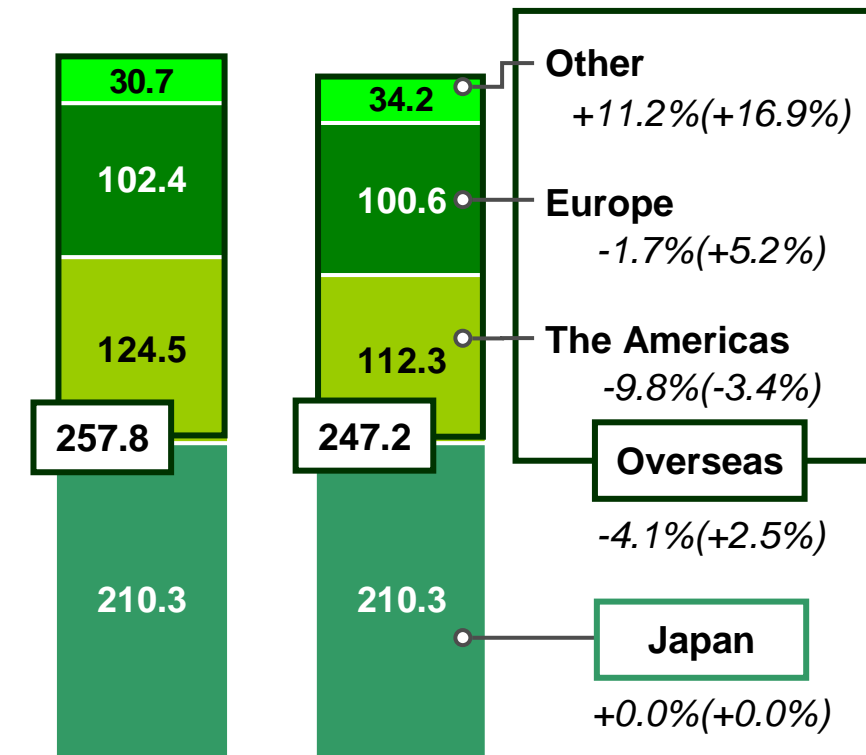
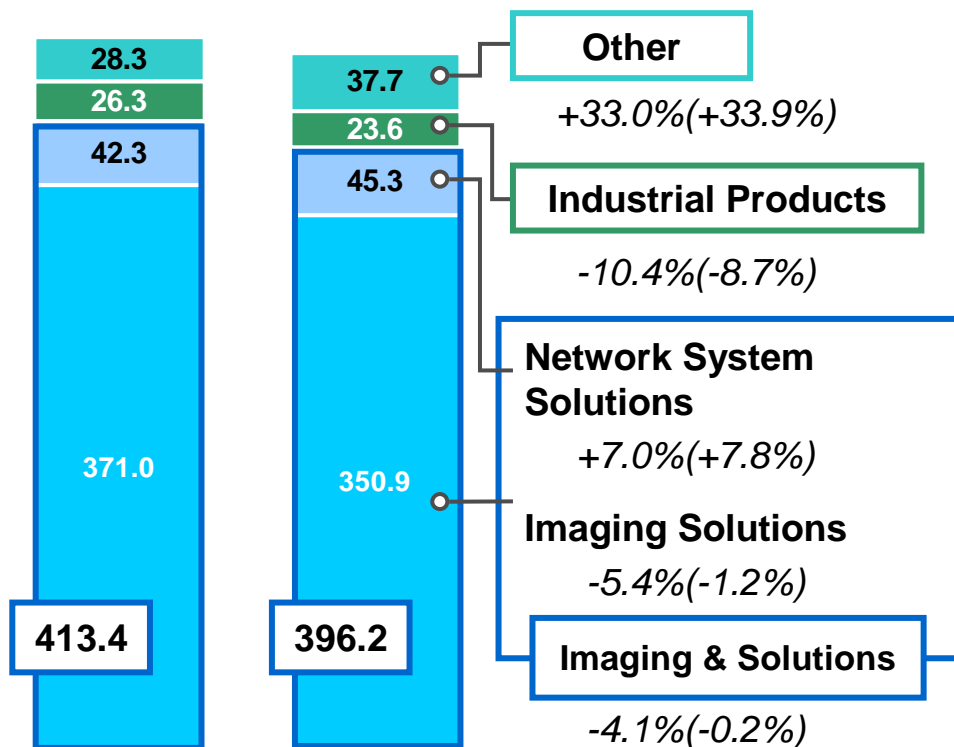
-2.3%(+1.4%)

468.1

457.6

Change(without forex)

-2.3%(+1.4%)



FY2011/03  
Q3

FY2012/03  
Q3

FY2011/03  
Q3

FY2012/03  
Q3

\* Sales category of 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 sales by products

\*Percentage of sales

	FY2011/03				FY2012/03			FY11/03	FY12/03	FY10/03	FY11/03
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	59%	57%	59%	59%	59%	56%	57%	58%	57%	59%	59%
Printer	19%	19%	19%	19%	19%	19%	20%	19%	19%	19%	19%
Office	12%	11%	11%	11%	11%	10%	10%	12%	10%	11%	11%
Production	8%	8%	7%	8%	8%	9%	10%	8%	9%	8%	8%
Imaging Solutions, other	6%	5%	6%	6%	6%	6%	6%	6%	6%	7%	6%
MDS(Labor charge) & IT Services	9%	10%	10%	10%	9%	10%	10%	9%	10%	8%	9%
Network System Solutions, other	7%	9%	7%	6%	8%	9%	8%	7%	8%	7%	7%

## MFP, Printer Non-hard ratio

\*Value based ratio including forex

	FY2011/03				FY2012/03			FY11/03	FY12/03	FY10/03	FY11/03
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Total	Total
MFP											
Japan	62%	61%	63%	54%	56%	61%	64%	62%	60%	59%	60%
Overseas	53%	50%	52%	49%	56%	51%	54%	52%	54%	52%	51%
Total	56%	54%	56%	51%	56%	55%	57%	55%	56%	55%	54%
Printer											
Japan	82%	79%	80%	80%	81%	82%	82%	81%	81%	81%	80%
Overseas	70%	67%	68%	66%	67%	63%	64%	68%	65%	67%	68%
Total	74%	71%	73%	71%	72%	71%	71%	73%	72%	72%	72%

MFP, Printer y-o-y

\*By value

< Hardware >

		FY2011/03				FY2012/03			FY11/03	FY12/03	FY10/03	FY11/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	-4%	+4%	+2%	-10%	+18%	-2%	-4%	+1%	+4%	-9%	-3%
	Overseas	-6%	-4%	-5%	-3%	-13%	-7%	-11%	-5%	-10%	-11%	-4%
	(Forex excluded)	+1%	+9%	+6%	+7%	-8%	-1%	-5%	+5%	-5%	-3%	+6%
	Total	-5%	-2%	-3%	-5%	-4%	-5%	-9%	-3%	-6%	-10%	-4%
	(Forex excluded)	+0%	+8%	+5%	+1%	+0%	-2%	-4%	+4%	-2%	-5%	+3%
MFP	Japan	-4%	+4%	+1%	-12%	+18%	-4%	-5%	+0%	+3%	-8%	-4%
	Overseas	-9%	-4%	-5%	+0%	-14%	-6%	-14%	-6%	-11%	-13%	-5%
	(Forex excluded)	-2%	+9%	+6%	+11%	-8%	-1%	-8%	+4%	-6%	-5%	+6%
	Total	-8%	-2%	-3%	-4%	-4%	-5%	-11%	-4%	-7%	-18%	-4%
	(Forex excluded)	-3%	+7%	+5%	+2%	+0%	-2%	-7%	+3%	-3%	-8%	+3%
Printer	Japan	+2%	+1%	+7%	+9%	+12%	+13%	+4%	+3%	+10%	-19%	+5%
	Overseas	+15%	-1%	-5%	-16%	-11%	-9%	+4%	+2%	-5%	-2%	-4%
	(Forex excluded)	+20%	+11%	+6%	-7%	-5%	-3%	+12%	+12%	+1%	+7%	+6%
	Total	+11%	-1%	-2%	-11%	-6%	-4%	+4%	+2%	-2%	-6%	-2%
	(Forex excluded)	+15%	+8%	+6%	-4%	-1%	+1%	+10%	+10%	+3%	+0%	+6%

MFP, Printer y-o-y

\*By value

< Non-hardware >		FY2011/03				FY2012/03			FY11/03 FY12/03		FY10/03 FY11/03	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	-1%	-2%	-1%	-2%	-5%	+4%	-2%	-2%	-1%	-5%	-2%
	Overseas	-3%	-8%	-9%	-7%	-4%	-2%	-4%	-7%	-3%	-1%	-7%
	(Forex excluded)	+3%	+4%	+2%	+3%	+2%	+3%	+2%	+3%	+2%	+8%	+3%
	Total	-3%	-6%	-6%	-5%	-4%	+1%	-3%	-5%	-2%	-2%	-5%
	(Forex excluded)	+2%	+1%	+1%	+1%	-1%	+3%	+1%	+1%	+1%	+3%	+1%
MFP	Japan	-2%	-3%	-1%	-3%	-5%	-3%	-4%	-2%	-4%	-7%	-2%
	Overseas	-9%	-11%	-11%	-6%	-4%	-3%	-7%	-10%	-5%	+1%	-9%
	(Forex excluded)	-1%	+1%	+0%	+4%	+1%	+2%	-1%	+0%	+1%	+10%	+1%
	Total	-6%	-8%	-7%	-5%	-5%	-3%	-6%	-7%	-4%	-2%	-7%
	(Forex excluded)	-2%	-1%	+0%	+1%	-2%	+0%	-2%	-1%	-1%	+3%	+0%
Printer	Japan	+1%	+0%	-2%	+1%	-4%	+24%	+4%	+0%	+8%	-1%	+0%
	Overseas	+12%	-1%	-2%	-10%	-2%	-1%	+7%	+3%	+1%	-6%	-1%
	(Forex excluded)	+17%	+11%	+9%	+0%	+4%	+5%	+13%	+12%	+8%	+3%	+9%
	Total	+8%	-1%	-2%	-5%	-3%	+10%	+5%	+2%	+4%	-4%	+0%
	(Forex excluded)	+10%	+7%	+4%	+1%	+1%	+14%	+9%	+7%	+8%	+2%	+5%

MFP, Printer color ratio

\*For hardware shipment, by value

		FY2011/03				FY2012/03			FY11/03 FY12/03		FY10/03 FY11/03	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	67%	73%	76%	71%	76%	77%	78%	72%	77%	66%	72%
	Overseas	50%	51%	53%	51%	56%	56%	58%	52%	57%	51%	52%
	Total	56%	58%	60%	58%	64%	62%	64%	58%	63%	55%	58%
Printer	Japan	24%	22%	23%	28%	25%	27%	30%	23%	27%	29%	24%
	Overseas	37%	34%	38%	46%	41%	49%	52%	36%	47%	36%	39%
	Total	34%	31%	34%	41%	36%	43%	46%	33%	42%	34%	35%

# FY2012/03 new products launched for Imaging & Solutions

**RICOH**

\* New : Released between Oct 28, 2011 to Jan 30, 2012

**MFP**



A4  
SP1200SF



A4  
SP1200S



A4  
MP171LN



A4  
SP C230SFL



A4  
SP C241SF



A4  
SP100SF



A4  
SP100SU



A4  
SP5210SF



A4  
SP5200S



A4  
MP5002



A4  
MP4002



A4  
MP3352



A4  
MP2852



A4  
MP2352

**Printer**



A4  
SP4300



A4  
SP4310



A4  
SP1210N



A4  
SP C240DN



A4  
SP C242DN



A4  
SP3400L



A4  
SP3410L



A4  
SP100



A4  
SP5200DN



A4  
SP5210DN



A4  
SG3100



A4  
SG2100



A4  
SG2010

**PP**

PP: Production Printing



Pro C751



Pro C651

\* New : Released between Oct 28, 2011 to Jan 30, 2012

## PJS

PJS: Projection system



## UCS

UCS: Unified Communication System



## PICK UP

New Ultra short-focus projector "PJ WX4130N"



- Only 11.7cm (approx. 4.6inches) is necessary to project 48-inch screen.
- Projector for small tele-meeting in combination with Ricoh's Unified Communication System



Ricoh ranked the world's best performing business for sustainability performance among IT industry

(Jan, 2012)



Ricoh named one of the world's most sustainable companies for the eighth year in a row

(Jan, 2012)



Ricoh Pro C901/901S won the chairman prize of ECCJ for Energy Conservation Award

(Jan, 2012)



Ricoh starts operation of "Tohoku Re-use Center Kitakata"

(Dec, 2011)



# **RICOH**

[www.ricoh.com/IR/](http://www.ricoh.com/IR/)