

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 (Forecast) |
| Net sales | 2,219.9 | 2,091.6 | 2,016.3 | 1,942.0 | 2,010.0 | 988.7 | 970.8 | 960.0 |
| (change from the previous corresponding period) | 7.3% | -5.8% | -3.6% | -3.7% | 3.5% | -7.2% | -1.8% | -1.1% |
| Domestic sales | 1,016.0 | 938.3 | 876.5 | 875.8 | 905.0 | 421.6 | 439.0 | 443.0 |
| (change from the previous corresponding period) | 1.4% | -7.6% | -6.6% | -0.1% | 3.3% | -12.8% | 4.1% | 0.9% |
| Overseas sales | 1,203.9 | 1,153.3 | 1,139.7 | 1,066.1 | 1,105.0 | 567.1 | 531.7 | 517.0 |
| (change from the previous corresponding period) | 12.9% | -4.2% | -1.2% | -6.5% | 3.6% | -2.6% | -6.2% | -2.8% |
| Overseas sales ratio | 54.2% | 55.1% | 56.5% | 54.9% | 55.0% | 57.4% | 54.8% | 53.9% |
| Gross profit | 927.7 | 854.3 | 822.3 | 790.0 | 820.0 | 398.2 | 402.9 | 395.0 |
| (change from the previous corresponding period) | 7.6% | -7.9% | -3.8% | -3.9% | 3.8% | -10.2% | 1.2% | -2.0% |
| Percentage of net sales | 41.8% | 40.8% | 40.8% | 40.7% | 40.8% | 40.3% | 41.5% | 41.1% |
| Selling, general and administrative expenses | 746.2 | 779.8 | 756.3 | 729.8 | 766.0 | 384.2 | 364.9 | 389.0 |
| (change from the previous corresponding period) | 8.5% | 4.5% | -3.0% | -3.5% | 4.9% | 1.6% | -5.0% | 6.6% |
| Percentage of net sales | 33.6% | 37.3% | 37.5% | 37.6% | 38.1% | 38.9% | 37.6% | 40.5% |
| Operating income | 181.5 | 74.5 | 65.9 | 60.1 | 54.0 | 13.9 | 38.0 | 6.0 |
| (change from the previous corresponding period) | 4.1% | -58.9% | -11.5% | -8.8% | -10.3% | -78.5% | 171.6% | -84.2% |
| Percentage of net sales | 8.2% | 3.6% | 3.3% | 3.1% | 2.7% | 1.4% | 3.9% | 0.6% |
| Income before income taxes | 174.6 | 30.9 | 57.5 | 45.4 | 47.0 | 6.7 | 28.0 | 4.0 |
| (change from the previous corresponding period) | 0.1% | -82.3% | 85.9% | -21.1% | 3.5% | -88.5% | 314.8% | -85.7% |
| Percentage of net sales | 7.9% | 1.5% | 2.9% | 2.4% | 2.3% | 0.7% | 2.9% | 0.4% |
| Net income attributable to Ricoh Company, Ltd. | 106.4 | 6.5 | 27.8 | 19.6 | 22.0 | 1.8 | 12.5 | 0.5 |
| (change from the previous corresponding period) | -4.7% | -93.9% | 326.8% | -29.5% | 12.0% | -94.7% | 592.0% | -96.0% |
| Percentage of net sales | 4.8% | 0.3% | 1.4% | 1.0% | 1.1% | 0.2% | 1.3% | 0.1% |
| Net income attributable to shareholders per share-basic [yen] | 146.04 | 9.02 | 38.41 | 27.08 | 30.32 | 2.49 | 17.24 | 0.69 |
| (change from the previous corresponding period) | -4.6% | -93.8% | 325.8% | -29.5% | 12.0% | -94.8% | 592.4% | -96.0% |
| Exchange rate [yen/US\$] | 114.40 | 100.55 | 92.91 | 85.77 | 80.43 | 95.56 | 89.03 | 80.86 |
| [yen/EURO] | 161.69 | 143.74 | 131.21 | 113.28 | 111.91 | 133.24 | 114.14 | 113.81 |
| 2. Other ratios | Mar.'08 | Mar.'09 | Mar.'10 | Mar.'11 | Mar.'12 (Forecast) | Sep.'09 | Sep.'10 | Sep.'11 (Forecast) |
| R&D Expenditure | 126.0 | 124.4 | 109.8 | 110.8 | 120.0 | 55.9 | 53.9 | 60.0 |
| R&D Expenditure / net sales | 5.7% | 5.9% | 5.4% | 5.7% | 6.0% | 0.1% | 0.1% | 0.1% |
| Interest and dividend income | 6.3 | 5.2 | 3.4 | 2.9 | --- | 1.7 | 1.3 | --- |
| Interest expense | 4.8 | 5.8 | 8.1 | 8.4 | --- | 4.0 | 3.9 | --- |
| Financial income(expenses)net | 1.5 | -0.6 | -4.6 | -5.5 | --- | -2.3 | -2.5 | --- |
| Interest coverage ratio(%) [times] | 38.9 | 13.6 | 8.5 | 7.4 | --- | 3.9 | 10.1 | --- |
| Depreciation for tangible fixed assets | 72.7 | 74.8 | 70.3 | 67.2 | 67.0 | 33.9 | 33.4 | 33.0 |
| Expenditure for plant and equipment | 85.2 | 96.9 | 66.9 | 66.9 | 67.0 | 38.4 | 39.5 | 38.0 |
| Free Cash Flow | -3.9 | -195.6 | 101.1 | 38.0 | --- | 29.7 | 17.8 | --- |
| Liquidity at hand | 172.1 | 260.5 | 243.8 | 181.1 | --- | 226.4 | 275.7 | --- |
| Liquidity at hand/Averaged sales [months] | 0.9 | 1.5 | 1.5 | 1.1 | --- | 1.4 | 1.7 | --- |
| Inventories | 192.0 | 191.5 | 169.2 | 171.0 | --- | 177.7 | 182.4 | --- |
| Inventories/Averaged cost of sales [months] | 1.8 | 1.9 | 1.7 | 1.8 | --- | 1.8 | 1.9 | --- |
| Debt | 384.3 | 779.1 | 684.4 | 630.4 | --- | 724.2 | 731.6 | --- |
| Debt on total assets | 17.4% | 31.0% | 28.7% | 27.9% | --- | 30.5% | 31.2% | --- |
| Total assets | 2,214.3 | 2,513.4 | 2,383.9 | 2,262.3 | --- | 2,376.9 | 2,343.0 | --- |
| Income before income taxes on total assets | 7.8% | 1.3% | 2.3% | 2.0% | --- | 0.3% | 1.2% | --- |
| Shareholders' equity | 1,080.1 | 975.3 | 973.3 | 929.8 | --- | 955.6 | 927.8 | --- |
| Equity ratio | 48.8% | 38.8% | 40.8% | 41.1% | --- | 40.2% | 39.6% | --- |
| Return on equity | 9.9% | 0.6% | 2.9% | 2.1% | --- | 0.2% | 1.3% | --- |
| Number of employees(Japan)(thousand of people) | 40.3 | 40.8 | 41.1 | 40.0 | --- | 41.6 | 40.8 | --- |
| Number of employees(Overseas)(thousand of people) | 43.0 | 67.6 | 67.4 | 68.9 | --- | 67.0 | 67.6 | --- |
| Number of employees (Total)(thousand of people) | 83.4 | 108.4 | 108.5 | 109.0 | --- | 108.7 | 108.5 | --- |

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 (Forecast) |
| Imaging & Solutions | 1,909.5 | 1,833.0 | 1,790.2 | 1,713.3 | 1,782.5 | 875.1 | 850.9 | 847.6 |
| (change from the previous corresponding period) | 7.6% | -4.0% | -2.3% | -4.3% | 4.0% | -4.9% | -2.8% | -0.4% |
| Percentage of net sales | 86.0% | 87.6% | 88.8% | 88.2% | 88.7% | 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 | 106.0 | 51.2 | 55.7 | 52.0 |
| (change from the previous corresponding period) | 8.2% | -19.9% | -12.0% | 5.1% | -0.8% | -24.5% | 8.9% | -6.6% |
| Percentage of net sales | 6.5% | 5.5% | 5.0% | 5.5% | 5.3% | 5.2% | 5.7% | 5.4% |
| Other | 166.0 | 143.0 | 124.4 | 121.8 | 121.5 | 62.4 | 64.1 | 60.4 |
| (change from the previous corresponding period) | 3.1% | -13.9% | -13.0% | -2.0% | -0.3% | -20.2% | 2.7% | -5.8% |
| Percentage of net sales | 7.5% | 6.8% | 6.2% | 6.3% | 6.0% | 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 | 1,541.8 | 1,587.6 | 760.3 | 748.0 |
| (change from the previous corresponding period) | | 3.0% | | -1.6% |
| Percentage of net sales | 79.4% | 79.0% | 78.3% | 77.9% |
| Network System Solutions | 171.4 | 194.9 | 90.6 | 99.6 |
| (change from the previous corresponding period) | | 13.7% | | 9.9% |
| Percentage of net sales | 8.8% | 9.7% | 9.3% | 10.4% |

| 4. Sales by Geographic Area | (Fiscal year ended) | | | | | (Six months ended) | | |
|---|---------------------|---------|---------|---------|-----------------------|--------------------|---------|-----------------------|
| | Mar.'08 | Mar.'09 | Mar.'10 | Mar.'11 | Mar.'12 (Forecast) | Sep.'09 | Sep.'10 | Sep.'11 (Forecast) |
| Japan | 1,016.0 | 938.3 | 876.5 | 875.8 | 905.0 | 421.6 | 439.0 | 443.0 |
| (change from the previous corresponding period) | 1.4% | -7.6% | -6.6% | -0.1% | 3.3% | -12.8% | 4.1% | 0.9% |
| Percentage of net sales | 45.8% | 44.9% | 43.5% | 45.1% | 45.0% | 42.6% | 45.2% | 46.1% |
| Overseas | 1,203.9 | 1,153.3 | 1,139.7 | 1,066.1 | 1,105.0 | 567.1 | 531.7 | 517.0 |
| (change from the previous corresponding period) | 12.9% | -4.2% | -1.2% | -6.5% | 3.6% | -2.6% | -6.2% | -2.8% |
| Percentage of net sales | 54.2% | 55.1% | 56.5% | 54.9% | 55.0% | 57.4% | 54.8% | 53.9% |
| The Americas | 434.7 | 502.8 | 557.6 | 521.9 | 517.3 | 281.1 | 264.8 | 243.0 |
| (change from the previous corresponding period) | 2.0% | 15.7% | 10.9% | -6.4% | -0.9% | 29.2% | -5.8% | -8.3% |
| Percentage of net sales | 19.6% | 24.0% | 27.7% | 26.9% | 25.7% | 28.4% | 27.3% | 25.3% |
| Europe | 603.2 | 523.4 | 458.5 | 413.9 | 441.0 | 226.1 | 201.0 | 205.8 |
| (change from the previous corresponding period) | 18.9% | -13.2% | -12.4% | -9.7% | 6.5% | -21.7% | -11.1% | 2.4% |
| Percentage of net sales | 27.2% | 25.0% | 22.7% | 21.3% | 21.9% | 22.9% | 20.7% | 21.4% |
| Other | 165.9 | 127.0 | 123.4 | 130.2 | 146.7 | 59.7 | 65.8 | 68.3 |
| (change from the previous corresponding period) | 24.7% | -23.4% | -2.8% | 5.5% | 12.6% | -21.1% | 10.2% | 3.6% |
| Percentage of net sales | 7.5% | 6.1% | 6.1% | 6.7% | 7.3% | 6.0% | 6.8% | 7.1% |

Key Financial Figures(Consolidated)

| | | (Three months ended) | | | | | | | | | |
|---|---|----------------------|---------|----------|---------|---------|---------|---------|---------|---------|-----------------------|
| 1. Operating Results | | Jun.'09 | Sep.'09 | Dec.'09 | Mar.'10 | Jun.'10 | Sep.'10 | Dec.'10 | Mar.'11 | Jun.'11 | Sep.'11 (Forecast) |
| Net sales | | 491.3 | 497.4 | 485.9 | 541.6 | 482.9 | 487.9 | 468.1 | 502.9 | 466.1 | 493.8 |
| | (change from the previous corresponding period) | -5.8% | -8.6% | -3.2% | 3.4% | -1.7% | -1.9% | -3.7% | -7.1% | -3.5% | 1.2% |
| Domestic sales | | 206.7 | 214.9 | 204.8 | 250.0 | 212.9 | 226.1 | 210.3 | 226.4 | 215.1 | 227.8 |
| | (change from the previous corresponding period) | -11.6% | -14.0% | -7.3% | 7.1% | 3.0% | 5.2% | 2.7% | -9.4% | 1.0% | 0.8% |
| Overseas sales | | 284.6 | 282.4 | 281.1 | 291.5 | 270.0 | 261.7 | 257.8 | 276.5 | 251.0 | 265.9 |
| | (change from the previous corresponding period) | -1.1% | -4.1% | 0.0% | 0.5% | -5.1% | -7.3% | -8.3% | -5.2% | -7.0% | 1.6% |
| | Overseas sales ratio | 57.9% | 56.8% | 57.8% | 53.8% | 55.9% | 53.6% | 55.1% | 55.0% | 53.8% | 53.9% |
| Gross profit | | 200.3 | 197.8 | 210.2 | 213.9 | 204.3 | 198.6 | 196.5 | 190.5 | 194.0 | 200.9 |
| | (change from the previous corresponding period) | -12.3% | -7.9% | -1.8% | 8.7% | 2.0% | 0.4% | -6.5% | -10.9% | -5.0% | 1.2% |
| | Percentage of net sales | 40.8% | 39.8% | 43.3% | 39.5% | 42.3% | 40.7% | 42.0% | 37.9% | 41.6% | 40.7% |
| Selling, general and administrative expenses | | 194.2 | 189.9 | 186.4 | 185.6 | 182.4 | 182.4 | 180.5 | 184.3 | 184.0 | 204.9 |
| | (change from the previous corresponding period) | 3.0% | 0.2% | -3.3% | -11.1% | -6.1% | -4.0% | -3.2% | -0.7% | 0.9% | 12.3% |
| | Percentage of net sales | 39.5% | 38.2% | 38.4% | 34.3% | 37.8% | 37.4% | 38.6% | 36.7% | 39.5% | 41.5% |
| Operating income | | 6.0 | 7.9 | 23.7 | 28.2 | 21.8 | 16.1 | 15.9 | 6.2 | 10.0 | -4.0 |
| | (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% | -0.8% |
| Income before income taxes | | 3.4 | 3.3 | 24.0 | 26.7 | 15.4 | 12.5 | 13.2 | 4.0 | 8.5 | -4.5 |
| | (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% | -0.9% |
| 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 | -2.9 |
| | (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% | -0.6% |
| 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 | -4.06 |
| | (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 | 80.00 |
| | [yen/EURO] | 132.69 | 133.79 | 132.60 | 125.64 | 117.52 | 110.80 | 112.30 | 112.51 | 117.62 | 110.00 |
| 2. Other ratios | | Jun.'09 | Sep.'09 | Dec.'09 | Mar.'10 | Jun.'10 | Sep.'10 | Dec.'10 | Mar.'11 | Jun.'11 | Sep.'11 (Forecast) |
| R&D Expenditure | | 27.2 | 28.7 | 25.8 | 27.9 | 25.6 | 28.3 | 27.3 | 29.5 | 27.6 | 32.3 |
| | R&D Expenditure / net sales | 5.6% | 5.8% | 5.3% | 5.2% | 5.3% | 5.8% | 5.8% | 5.9% | 5.9% | 6.5% |
| Interest and dividend income | | 0.5 | 1.1 | 0.4 | 1.2 | 0.5 | 0.7 | 0.7 | 0.8 | 0.6 | --- |
| Interest expense | | 2.1 | 1.9 | 2.0 | 1.9 | 1.8 | 2.0 | 1.9 | 2.6 | 1.4 | --- |
| Financial income(expenses)net | | -1.5 | -0.8 | -1.6 | -0.7 | -1.2 | -1.2 | -1.1 | -1.8 | -0.8 | --- |
| | Interest coverage ratio(%) [times] | 3.2 | 4.6 | 11.6 | 14.8 | 12.1 | 8.2 | 8.8 | 2.6 | 7.3 | --- |
| Depreciation for tangible fixed assets | | 16.6 | 17.3 | 17.8 | 18.4 | 16.0 | 17.3 | 16.7 | 17.0 | 15.6 | 17.4 |
| Expenditure for plant and equipment | | 17.3 | 21.0 | 9.8 | 18.6 | 15.8 | 23.7 | 9.1 | 18.3 | 16.6 | 21.4 |
| Free Cash Flow | | 5.9 | 23.7 | 12.4 | 58.8 | 20.5 | -2.6 | -7.6 | 27.8 | -19.1 | --- |
| Liquidity at hand | | 197.9 | 226.4 | 218.4 | 243.8 | 288.1 | 275.7 | 149.5 | 181.1 | 170.7 | --- |
| | Liquidity at hand/Averaged sales [months] | 1.2 | 1.4 | 1.3 | 1.4 | 1.8 | 1.7 | 1.0 | 1.1 | 1.1 | --- |
| Inventories | | 193.3 | 177.7 | 181.3 | 169.2 | 171.3 | 182.4 | 183.2 | 171.0 | 186.6 | --- |
| | Inventories/Averaged cost of sales [months] | 2.0 | 1.8 | 2.0 | 1.5 | 1.8 | 1.9 | 2.0 | 1.6 | 2.1 | --- |
| Debt | | 721.6 | 724.2 | 718.4 | 684.4 | 743.7 | 731.6 | 627.8 | 630.4 | 652.3 | --- |
| | Debt on total assets | 29.8% | 30.5% | 30.2% | 28.7% | 31.5% | 31.2% | 28.7% | 27.9% | 28.9% | --- |
| 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 | --- |
| | 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% | --- |
| Shareholders' equity | | 977.0 | 955.6 | 962.2 | 973.3 | 925.8 | 927.8 | 907.5 | 929.8 | 913.1 | --- |
| | Equity ratio | 40.3% | 40.2% | 40.4% | 40.8% | 39.2% | 39.6% | 41.4% | 41.1% | 40.5% | --- |
| | Return on equity | 0.1% | 0.1% | 1.3% | 1.4% | 0.8% | 0.6% | 0.9% | -0.1% | 0.4% | --- |
| | 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 | --- |
| | 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 | --- |
| | 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 | --- |
| Interest coverage ratio(%)=(Interest and dividend income + Operating income) ÷ Interest expense | | | | | | | | | | | |

Key Financial Figures(Consolidated)

| 3. Sales by Category | (Three months ended) | | | | | | | | Jun.'11 | Sep.'11 (Forecast) |
|---|----------------------|---------|---------|---------|---------|---------|---------|---------|--------------|-----------------------|
| | Jun.'09 | Sep.'09 | Dec.'09 | Mar.'10 | Jun.'10 | Sep.'10 | Dec.'10 | Mar.'11 | | |
| Imaging & Solutions | 436.8 | 438.3 | 430.9 | 484.1 | 424.6 | 426.2 | 413.4 | 448.9 | 412.1 | 435.4 |
| (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% | (*) | (*) |
| 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% | (*) | (*) |
| 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 | 26.8 |
| (change from the previous corresponding period) | -25.2% | -23.9% | -2.9% | 16.2% | 12.7% | 5.3% | 4.9% | -2.5% | -9.9% | -3.5% |
| 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 | 31.5 |
| (change from the previous corresponding period) | -10.3% | -27.6% | -7.3% | -1.3% | 1.8% | 3.4% | -4.8% | -8.6% | -4.8% | -6.7% |
| 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 | 374.7 | | | 367.8 | 380.1 |
| (change from the previous corresponding period) | | | | | | | | | -4.6% | 1.4% |
| Percentage of net sales | | | | | 79.8% | 76.8% | | | 78.9% | 77.0% |
| Network System Solutions | | | | | 39.1 | 51.5 | | | 4.4 | 55.3 |
| (change from the previous corresponding period) | | | | | | | | | 13.2% | 7.3% |
| Percentage of net sales | | | | | 8.1% | 10.6% | | | 9.5% | 11.2% |

| 4. Sales by Geographic Area | | | | | | | | | Jun.'11 | Sep.'11 (Forecast) |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------------|-----------------------|
| | Jun.'09 | Sep.'09 | Dec.'09 | Mar.'10 | Jun.'10 | Sep.'10 | Dec.'10 | Mar.'11 | | |
| Japan | 206.7 | 214.9 | 204.8 | 250.0 | 212.9 | 226.1 | 210.3 | 226.4 | 215.1 | 227.8 |
| (change from the previous corresponding period) | -11.6% | -14.0% | -7.3% | 7.1% | 3.0% | 5.2% | 2.7% | -9.4% | 1.0% | 0.8% |
| Percentage of net sales | 42.1% | 43.2% | 42.2% | 46.2% | 44.1% | 46.4% | 44.9% | 45.0% | 46.2% | 46.1% |
| Overseas | 284.6 | 282.4 | 281.1 | 291.5 | 270.0 | 261.7 | 257.8 | 276.5 | 251.0 | 265.9 |
| (change from the previous corresponding period) | -1.1% | -4.1% | 0.0% | 0.5% | -5.1% | -7.3% | -8.3% | -5.2% | -7.0% | 1.6% |
| Percentage of net sales | 57.9% | 56.8% | 57.8% | 53.8% | 55.9% | 53.6% | 55.1% | 55.0% | 53.8% | 53.9% |
| The Americas | 142.7 | 138.3 | 135.2 | 141.2 | 133.4 | 131.4 | 124.5 | 132.5 | 115.5 | 127.4 |
| (change from the previous corresponding period) | 40.4% | 19.4% | 1.8% | -7.3% | -6.6% | -5.0% | -7.9% | -6.2% | -13.4% | -3.1% |
| Percentage of net sales | 29.1% | 27.8% | 27.8% | 26.1% | 27.6% | 26.9% | 26.6% | 26.4% | 24.8% | 25.8% |
| Europe | 113.7 | 112.3 | 115.3 | 117.1 | 103.1 | 97.9 | 102.4 | 110.4 | 102.4 | 103.3 |
| (change from the previous corresponding period) | -23.5% | -19.7% | -3.5% | 1.7% | -9.3% | -12.9% | -11.1% | -5.7% | -0.6% | 5.5% |
| Percentage of net sales | 23.1% | 22.6% | 23.7% | 21.6% | 21.4% | 20.1% | 21.9% | 22.0% | 22.0% | 20.9% |
| Other | 28.1 | 31.6 | 30.5 | 33.1 | 33.5 | 32.3 | 30.7 | 33.5 | 32.9 | 35.3 |
| (change from the previous corresponding period) | -24.7% | -17.6% | 6.8% | 46.1% | 19.1% | 2.2% | 0.8% | 1.3% | -1.7% | 9.2% |
| Percentage of net sales | 5.7% | 6.4% | 6.3% | 6.1% | 6.9% | 6.6% | 6.6% | 6.6% | 7.0% | 7.2% |