

Consolidated
Results for the
year ended
March 31,
2013

RICOH
imagine. change.

April 26, 2013
Zenji Miura, Director,
President & CEO
Ricoh Company, Ltd.



*Color MFP “MP8002” improves basic functions and also connects to cloud services



Forward-looking statements

The plans, prospects, strategies and other statements, except for the historical events, mentioned in this material are forward-looking statements with respect to future events and business results. Those statements were made based on the judge of RICOH's Directors from the information that is now obtainable. Actual results may differ materially from those projected or implied in such forward-looking statements and from any historical trends. Please refrain from judging only from these forward-looking statements with respect to future events and business results. The following important factors, without limiting the generality of the foregoing, could affect future results and could cause those results to differ materially from those expressed in the forward-looking statements:

- a. General economic conditions and business trend
- b. Exchange rates and their fluctuations
- c. Rapid technological innovation
- d. Uncertainty as to RICOH's ability to continue to design, develop, produce and market products and services that achieve market acceptance in hot competitive market

No company's name and/or organization's name used, quoted and/or referenced in this material shall be interpreted as a recommendation and/or endorsement by RICOH.

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- *Operating income turned to black from last corresponding period, and grew ¥81.5 bil y-o-y to ¥63.4 bil. Net sales increased 1.1%, y-o-y (excluding forex: +0.0%).*
- *Net sales from January to March increased 6.1%, y-o-y (excluding forex: -1.8%). Operating income increased 21% and net income 75%.*
- *Structural reform activities are on track and contributed to profits of ¥55.8 bil, y-o-y.*
- *By improving the operating fund, FCF turned to ¥18.0 bil over the fiscal year.*
- *Year end dividend of ¥16.5 per share as previously announced.*
- *We are aiming for an increase in operating income of 120% for FY2014/03 and increase in net income of 146%.*
- *We envisage an annual dividend of ¥33 for FY2014/3 (a ¥4 increase).*



FY2013/03 income statement

(billions of yen)	FY2012/03 Results		FY2013/03 forecast (on Jan '12)	FY2013/03 Results	Y-o-Y Comparison		
					Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	886.4	883.0	870.3	-16.0	-1.8%	-1.8%
	(Overseas)	1,017.0	1,037.0	1,054.1	+37.0	+3.6%	+1.6%
	Total	1,903.4	1,920.0	1,924.4	+21.0	+1.1%	+0.0%
Gross profit		752.6	765.0	768.6	+15.9	+2.1%	
	net sales %	39.5%	39.8%	39.9%			
SG&A		770.6	690.0	705.1	-65.5	-8.5%	
	net sales %	40.5%	35.9%	36.6%			
Operating income		-18.0	75.0	63.4	+81.5	—	
	net sales %	-0.9%	3.9%	3.3%			
Income before income taxes		-31.9	67.5	58.1	+90.1	—	
	net sales %	-1.7%	3.5%	3.0%			
Net income attribute to Ricoh Co.		-44.5	36.0	32.4	+77.0	—	
	net sales %	-2.3%	1.9%	1.7%			
EPS (Yen)		-61.42	49.65	44.78	+106.20		
Exchange rate	US \$1	79.08	81.29	83.06	+3.98		
	(Yen) Euro 1	109.05	105.44	107.08	-1.97		

Investment

(billions of yen)	FY12/03	FY13/03
R&D	119.0	112.0
(% on sales)	6.3%	5.8%
CAPEX	73.2	86.5
Depreciation (tangible fixed assets)	64.9	60.4

< FY2013/03 Q4 forex assumption >

	Q4(Actual)	Q4
1US\$	92.28JPY	85.00JPY
1Euro	121.81JPY	115.00JPY

*We have restated the previous year's consolidated financial statements due to changing the fiscal year-ends of our subsidiaries from Jan, 2012.

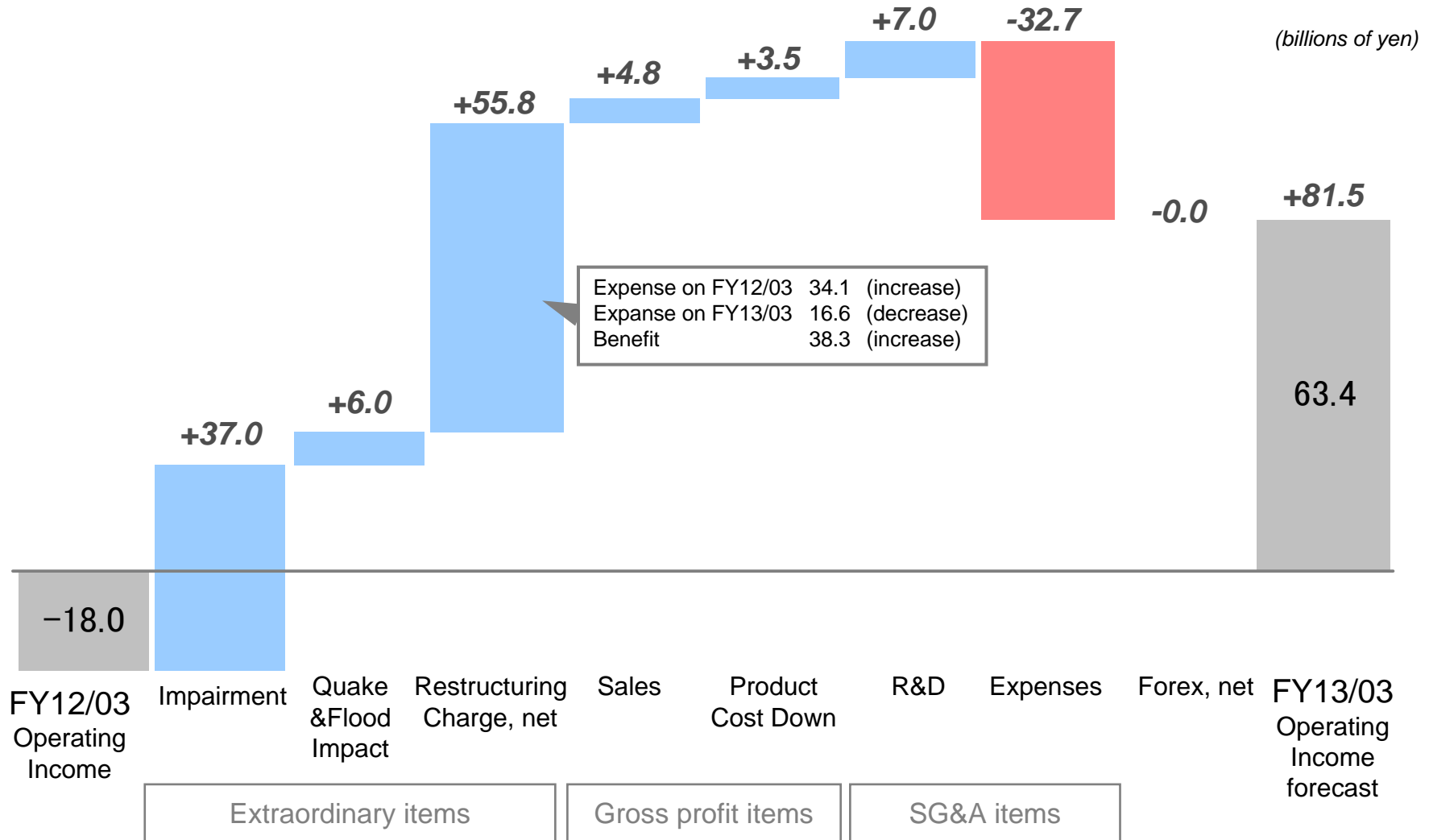
April 26, 2013

statements due to changing the fiscal year-ends of our subsidiaries from Jan, 2012.

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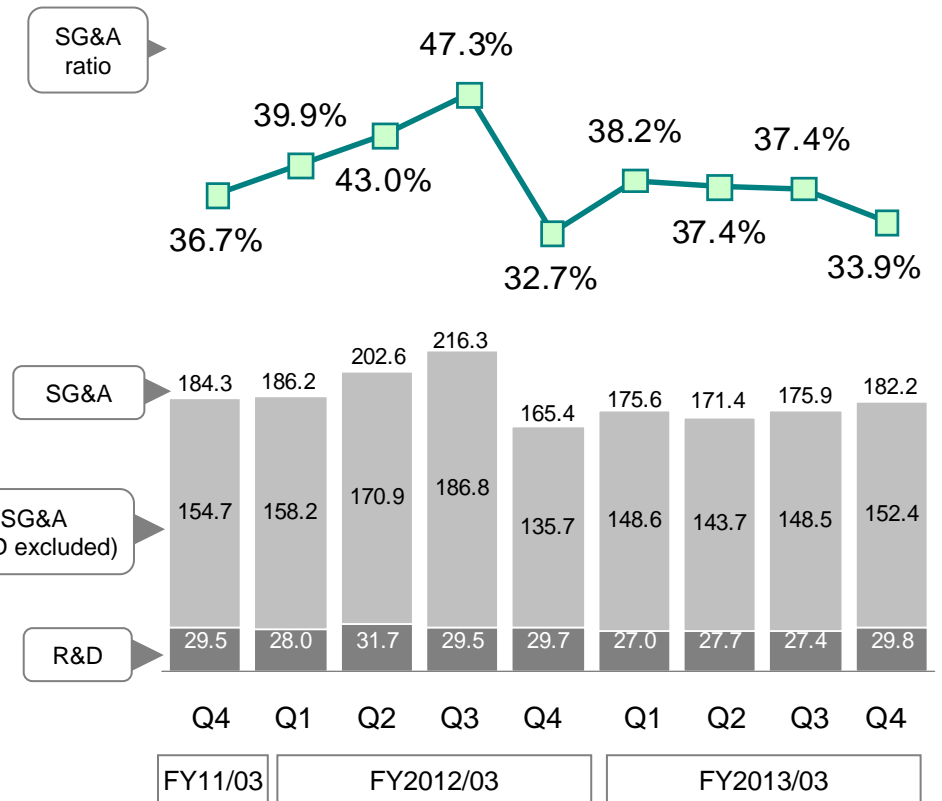
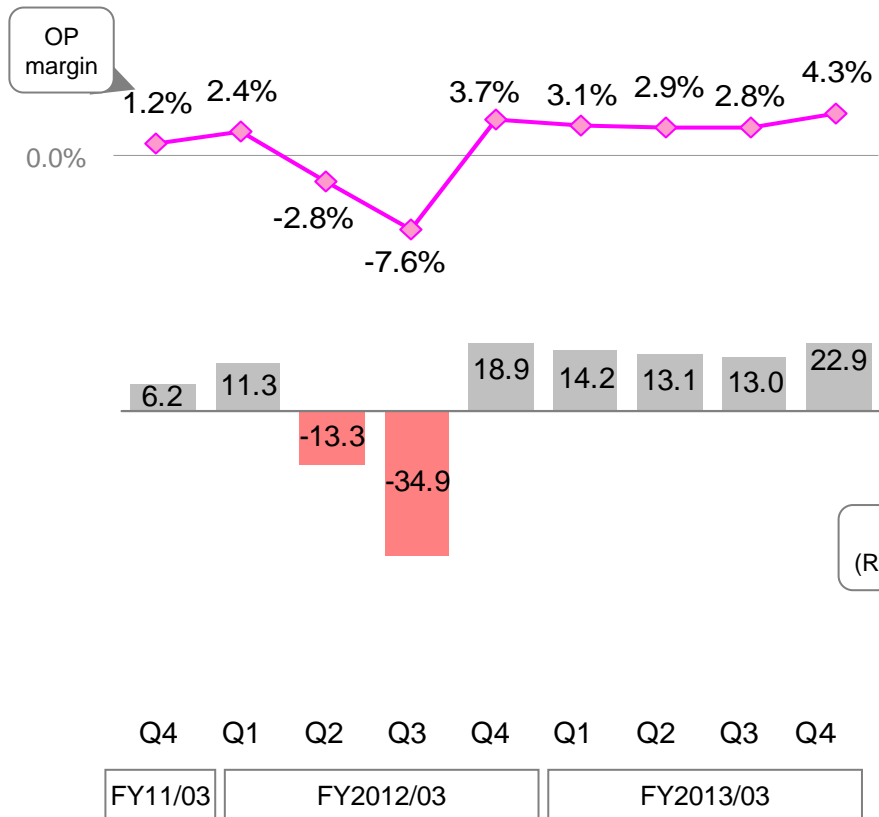
FY2013/03 operating income y-o-y comparison



FY2013/3 results supplement

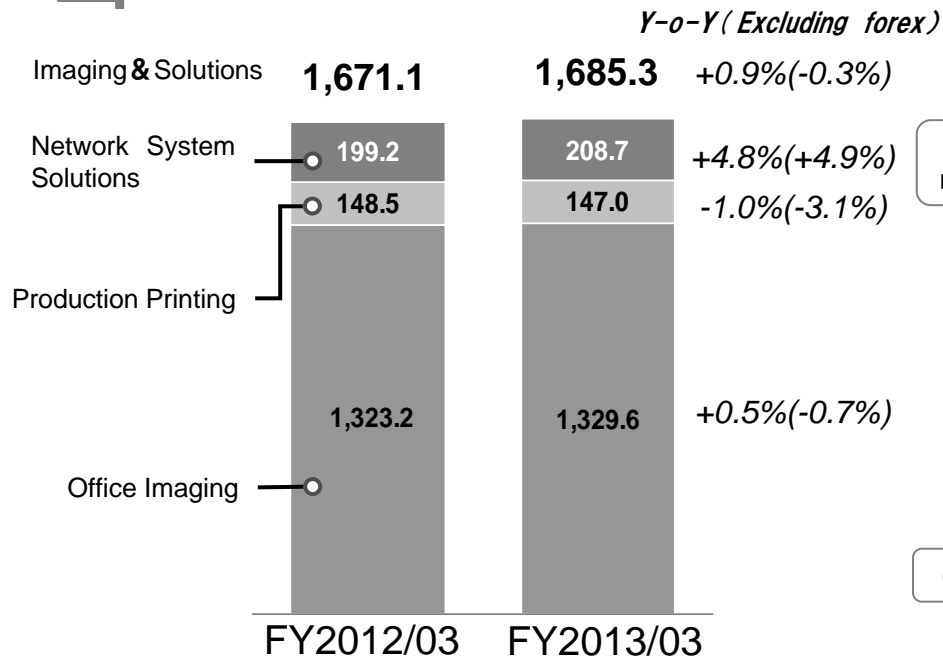
OP / OP margin (billions of yen)

SG&A (billions of yen)

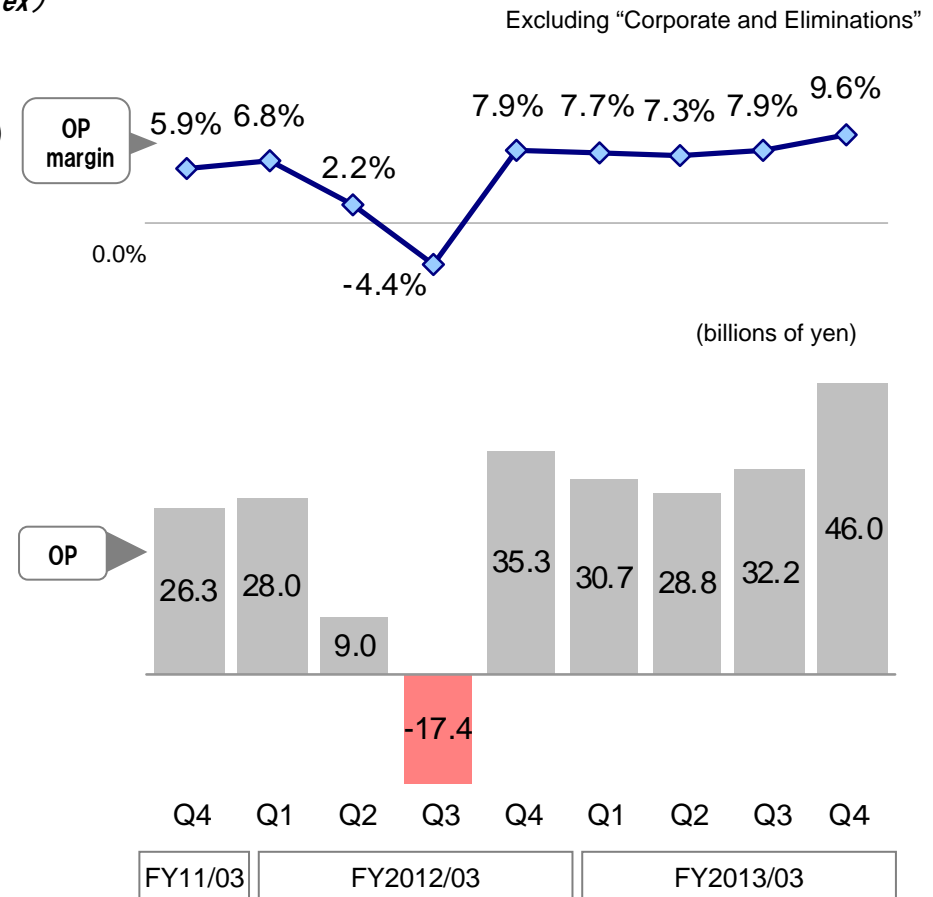


Imaging & Solutions (1)

Sales (billions of yen)



< OP&OP margin >



OP (billions of yen)

	2012/03	2013/03
OP	54.9	137.9
Net sales %	3.3%	8.2%

Main products and service

<MFP(Office Imaging)>

- Japan: Hardware sales featuring color MFPs increased while non-hardware sales decreased.
- Overseas: A4 MFPs and color MFPs increased as well as non-hardware.

<LP(Office Imaging)>

- Japan: Hardware sales decreased while non-hardware increased.
- Overseas: Hardware and non-hardware expanded steadily

<MDS(Office Imaging)>

- More than double-digit sales growth mainly in Europe and Americas.

<Production Printing>

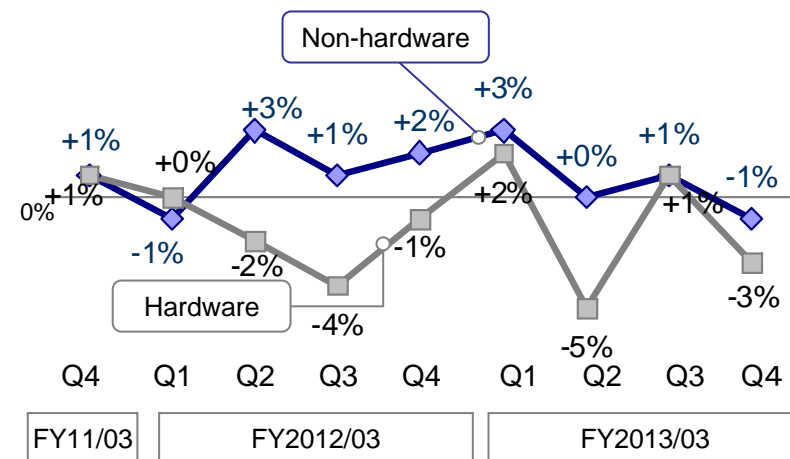
- Japan: Both hardware and non-hardware of cut sheet machines expanded.
- Overseas: Both hardware and non-hardware of color cut sheet machines expanded.

<Network System Solutions>

- IT services grew double-digits mainly overseas.
- PJS and UCS grew steadily worldwide.

< MFP / Printer / PP combined y-o-y >

(Value, excluding Forex)



➔ See Appendix for more data

< Products & Services sales y-o-y >

(Value, excluding Forex)

	Black & White	Color
MFP	-6%	+2%
Office Printer	+8%	-2%
PP(Cut Sheet type)	-2%	+21%

.....
MDS* +14%
 (*including hardware, non-hardware and labor charge)

IT services +11%



FY2013/03 sales by business region

Review by business region

Japan

- Flat sales due to stagnant economy.
- Profit improved thanks to restructuring.

The Americas

- MFP and LP sales recovered.
- Profit improved thanks to restructuring.

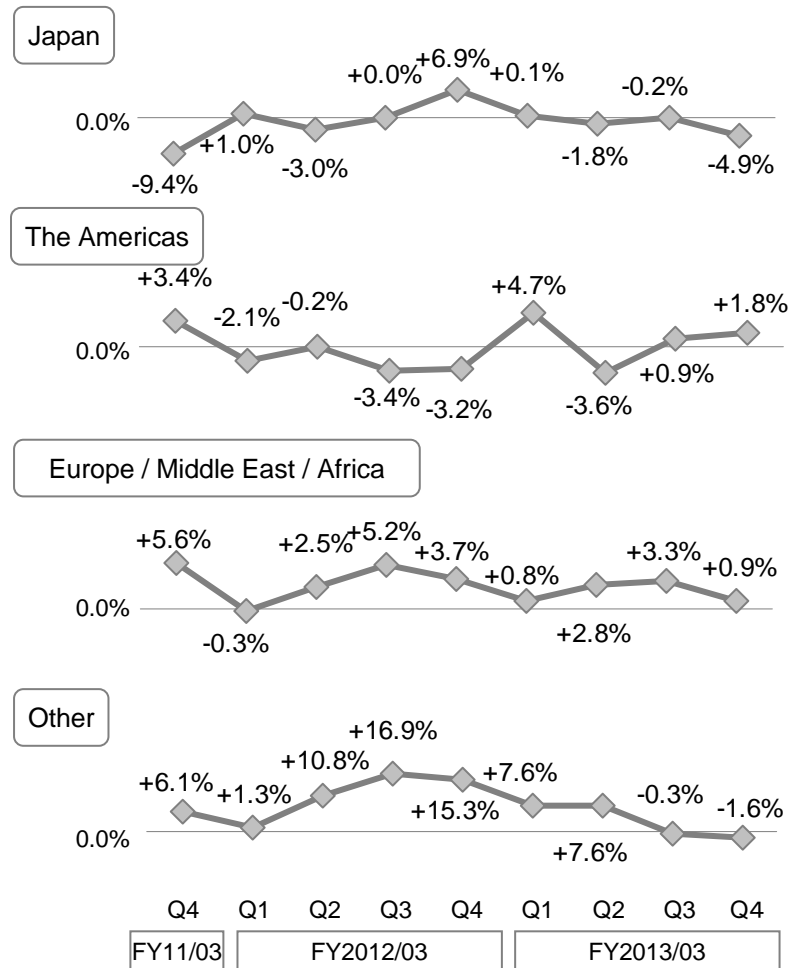
EMEA

- Growth thanks to service business inspite of the weak economy.
- Income increased thanks to value-added proposals and restructuring effect.

AP& China

- Weak demand in China continued.
- At the AP region excluding China low-end MFP sales expanded steadily.

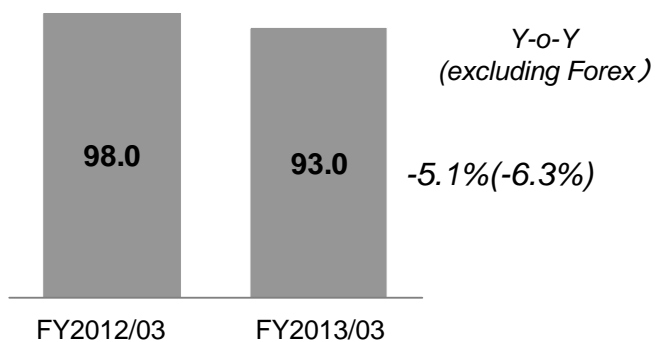
Quarterly sales y-o-y (excluding Forex)



Industrial Products

Sales

(billions of yen)



OP -1.6 -0.8

Net sales % -1.6% -0.9%

- Thermal Rewritable media with RFID launched in Japan.
- FA (factory automation) camera series launched.

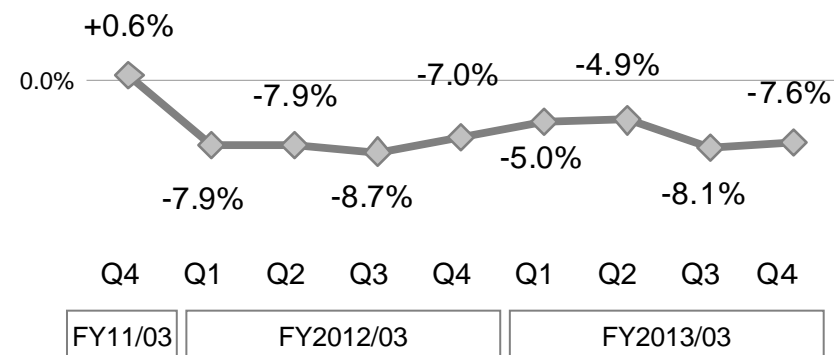


RECO-view RF tag

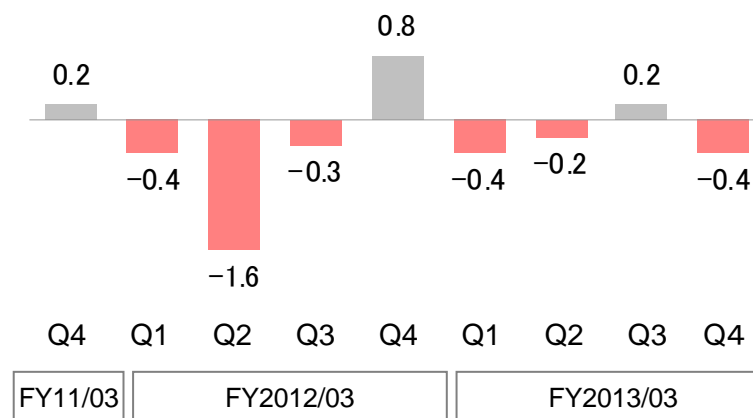


FA camera

< Industrial Products Sales y-o-y >
(excluding Forex)



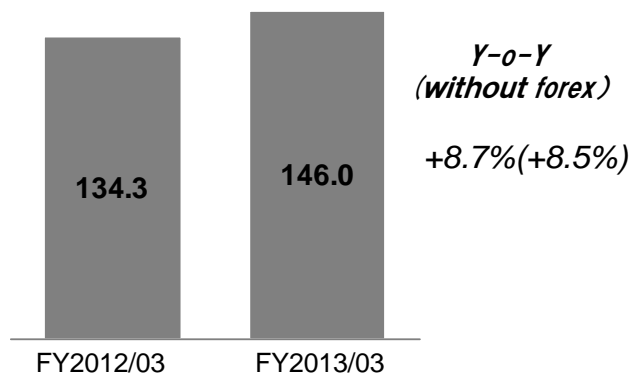
< OP > Excluding "Corporate and Eliminations"



Other

Sales

(billions of yen)



OP	-4.7	-5.2
Net sales %	-3.5%	-3.6%

- DSLR camera PENTAX K-30 launched.
- New DSLR camera PENTAX K-5 II launched.
- New Mirror-less camera PENTAX Q10 launched.



PENTAX K-30

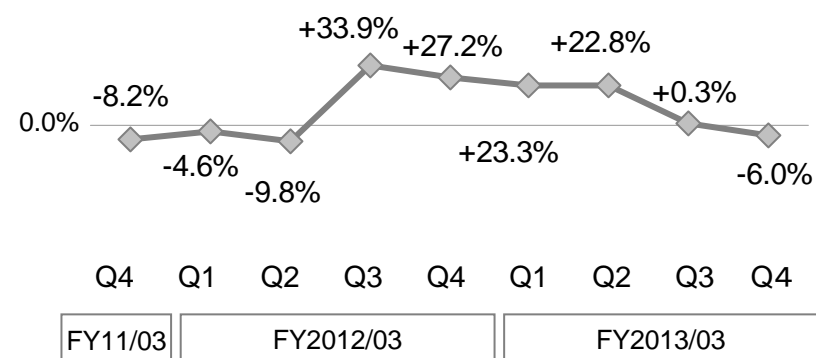


PENTAX K-5 II



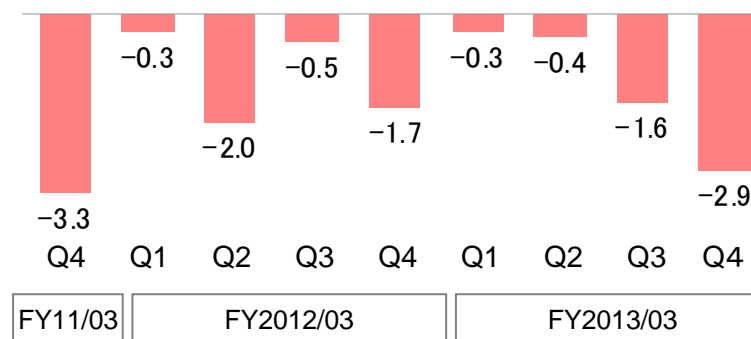
Q10

< Other Sales y-o-y > (excluding Forex)



< OP >

Excluding "Corporate and Eliminations"



Balance Sheet as of March 31, 2013

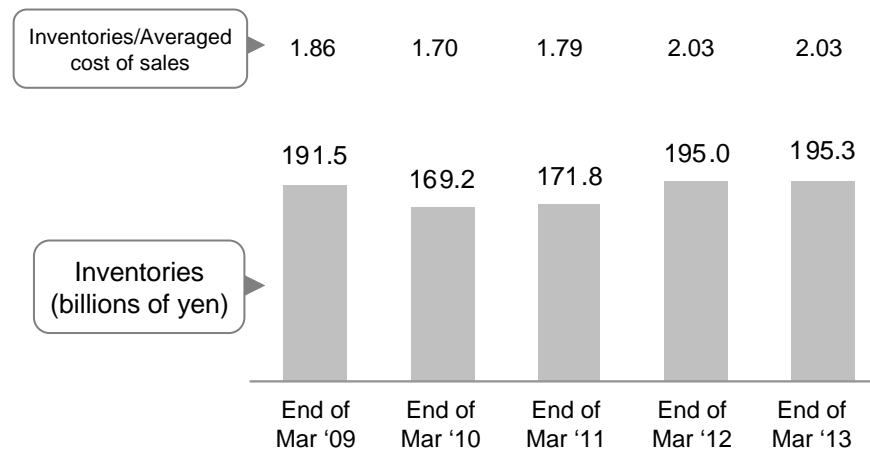
Assets

(billions of yen)	As of Mar 31, 2013	Dif. from Mar 31, '12
Current Assets	1,126.2	+19.7
Cash & time deposits	120.3	-38.3
Trade receivables	745.4	+58.5
Inventories	195.3	+0.3
Other current assets	65.0	-0.8
Fixed Assets	1,234.4	+51.6
Tangible fixed assets	290.8	+22.3
Finance receivable	466.6	-1.3
Other investments	476.9	+30.6
Total Assets	2,360.6	+71.3

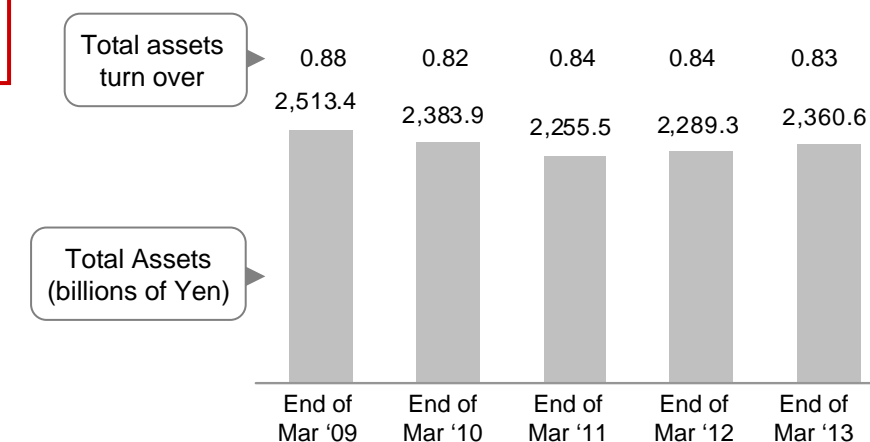
Exchange rate as of March 31, 2013:

US\$ 1 = ¥ 94.05 (+11.86)
EURO 1 = ¥ 120.73 (+10.93)

Inventories/Averaged cost of sales (month)



Total assets turn over (per month)



Balance Sheet as of March 31, 2013

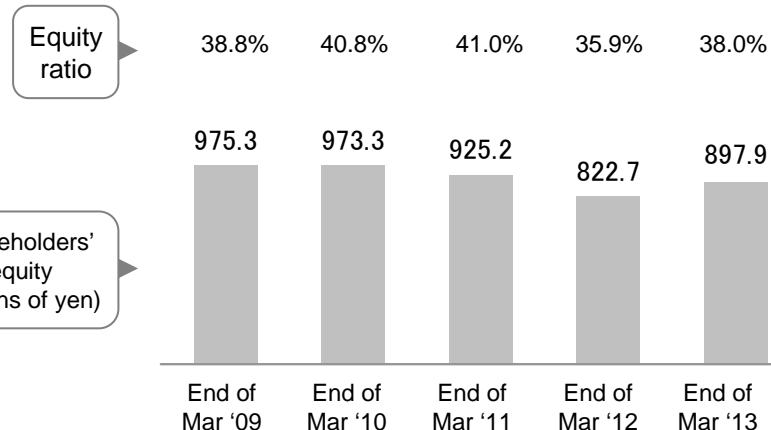
Liabilities and Equity

(billions of yen)	As of Mar 31, 2013	Dif f. from Mar 31, '12
Current Liabilities	700.3	+27.3
Trade payables	256.5	+4.3
Short-term borrowings	226.3	+9.9
Other current liabilities	217.4	+13.0
Fixed Liabilities	701.6	-35.6
Long-term indebtedness	476.3	-49.0
Accrued pension&severance costs	164.2	-0.4
Other fixed liabilities	61.0	+13.8
Total Liabilities	1,402.0	-8.3
Total Shareholders' Investment	897.9	+75.2
Noncontrolling Interest	60.6	+4.3
Total Equity	958.6	+79.6
Total liabilities and Equity	2,360.6	+71.3
Total debt	702.7	-39.0

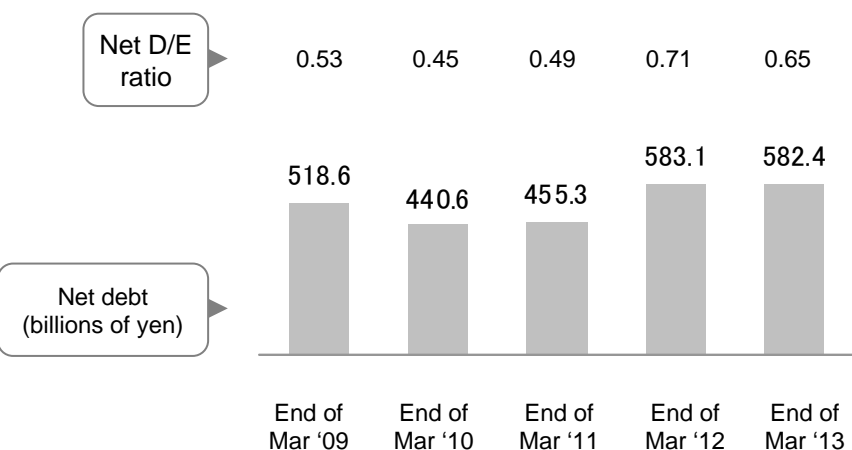
Exchange rate as of March 31, 2013:

US\$ 1 = ¥ 94.05 (+11.86)
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Equity ratio



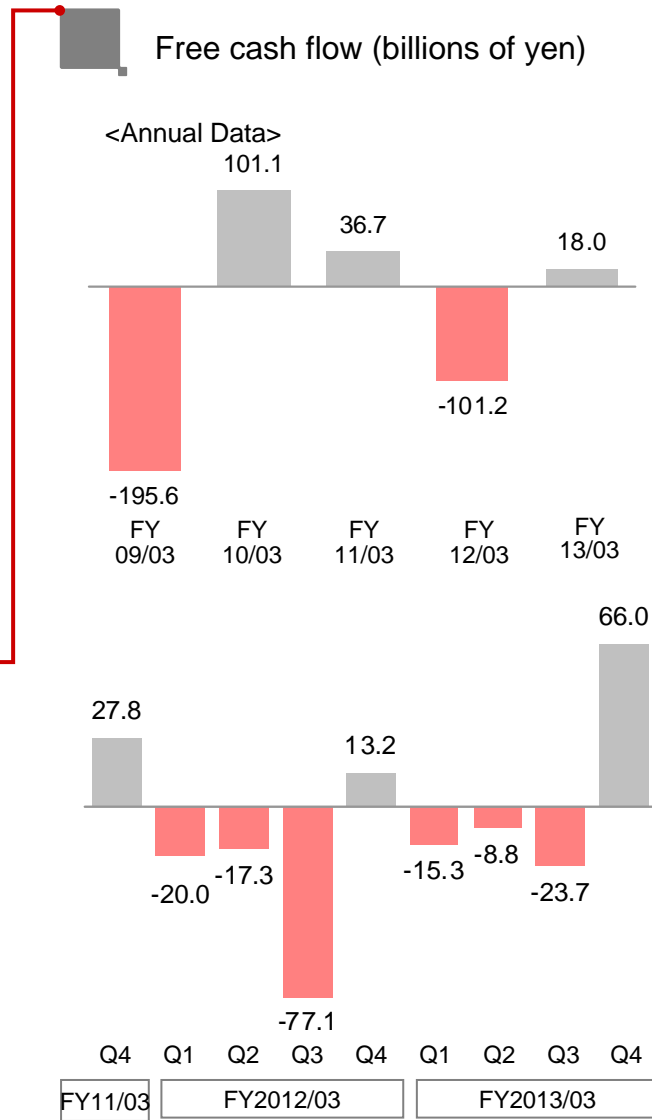
Net debt/equity ratio (multiplies)





FY2013/03 statement of cash flow

(billions of yen)	FY2012/03	FY2013/03
Consolidated net income	-40.1	37.3
Depreciation and amortization	91.1	85.9
[Net income + Depreciation and amortization]	[51.0]	[123.2]
Other operating activities	-39.8	1.2
Net cash by operating activities	11.2	124.5
Plant and equipment	-71.7	-84.8
Purchase of business	-14.8	-2.7
Other investing activities	-25.8	-18.8
Net cash by investing activities	-112.4	-106.4
Free cash flow (Operating + Investing net cash	-101.2	18.0
Increase (Decrease) of debt	112.3	-48.3
Dividend paid	-23.9	-15.2
Other financing activities	-0.6	-0.7
Net cash by financing activities	87.8	-64.3
Effect of exchange rate	-2.5	7.1
Net increase in cash and equivalents	-16.0	-39.1
Cash and equivalents at end of period	156.2	117.0





economy

World economy will recover slowly in the latter half of 2013.
Uncertain situation in the Eurozone will continue.
Total demand for MFPs will increase thanks to demand in emerging markets.

.....

customers

High interest in TCO reduction and business efficiency.
Expanding use of mobile devices and cloud services.
Demand shifting from possession to use and products to services.

.....

competitors

Intensifying competition advanced and emerging countries.
Service business expansion
Strengthening one-stop solution trend



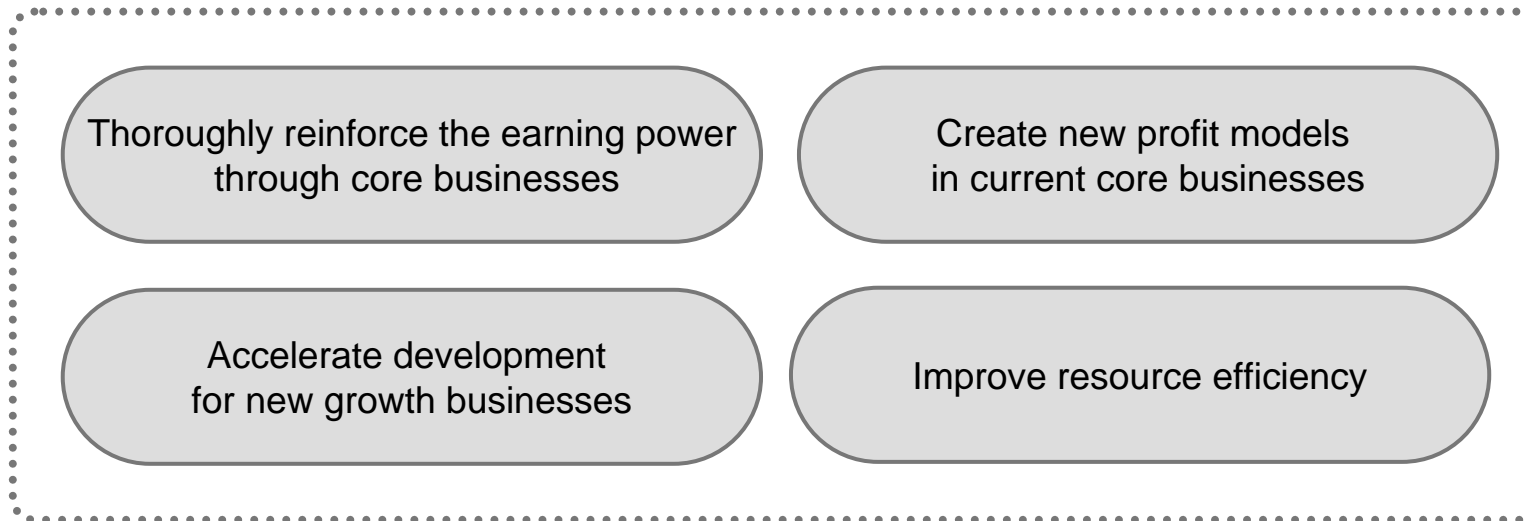
<17th MTP basic strategy>

Simultaneous achievement of “transformation” and “growth”



<FY2014/3 basic policy>

Ensure activities for transformation and accelerate growth





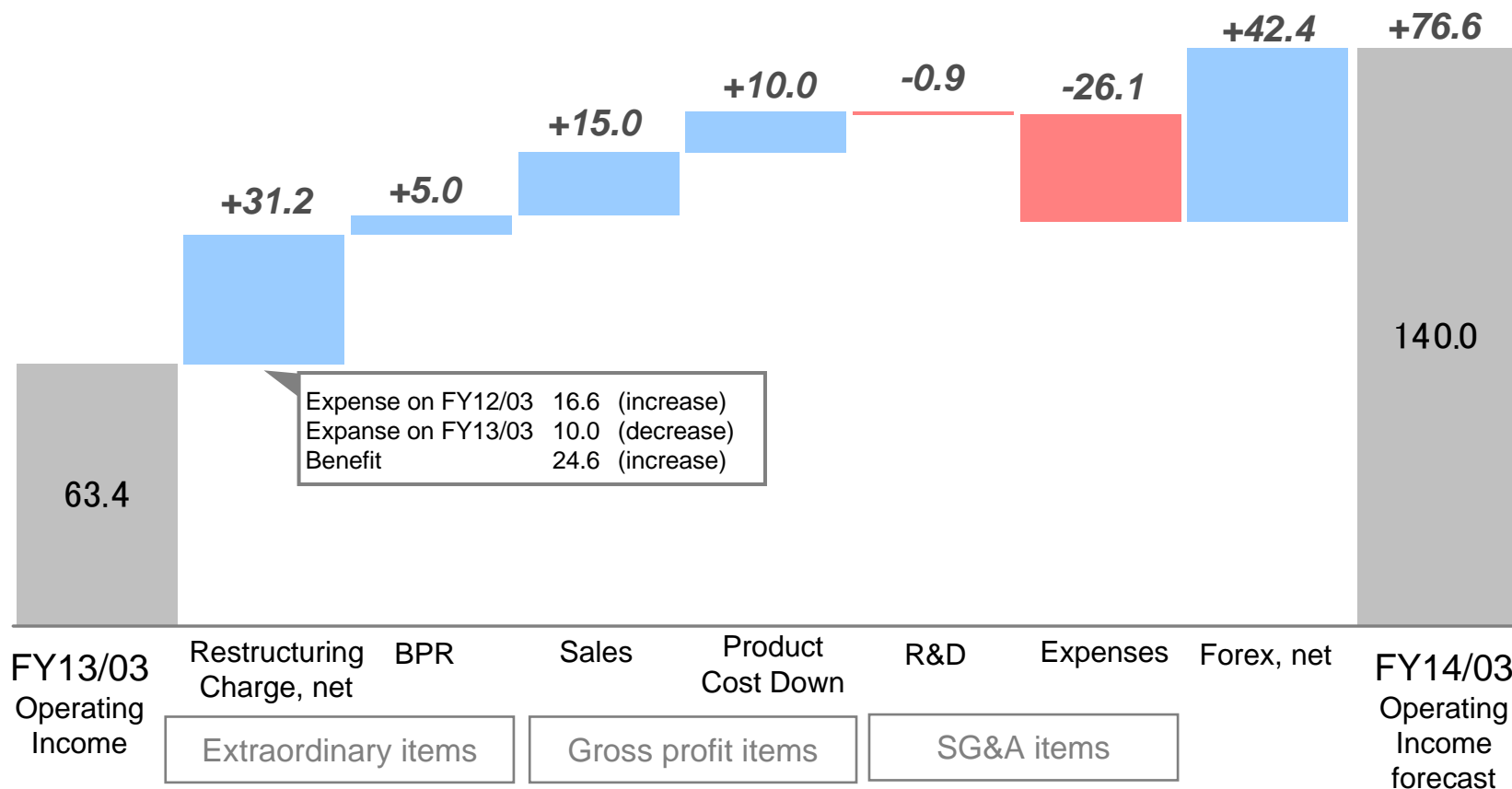
FY2014/3 Forecast - Key Indexes-

Net sales	2,100.0 bn yen	yoy +9.1% (excluding FX :+1.8%)
Operating income	140.0 bn yen	yoy +120.8%
Net sales %	6.7 %	yoy +3.4pt
.....		
EPS	110.34 yen	yoy +146.4%
ROE	8.6 %	yoy +4.8pt
full year dividend	33.0 yen	yoy +4.0 yen
.....		
Capital expenditures (fixed assets)	89.0 bn yen	yoy +2.4 bn yen
R&D expenditures	113.0 bn yen	yoy +0.9 bn yen (Net sales%: 5.4%)
.....		
Exchange rate	US\$: 95.0 yen	yoy +11.94 yen
	Euro : 125.0 yen	Yoy +17.92 yen



FY2014/03 operating income y-o-y comparison

(billions of yen)



Forex assumptions

(yen)	FY2013/03 result	FY2014/03 forecast	y-o-y
US\$	83.06	95.00	+11.94
Euro	107.08	125.00	+17.92

Forex impacts

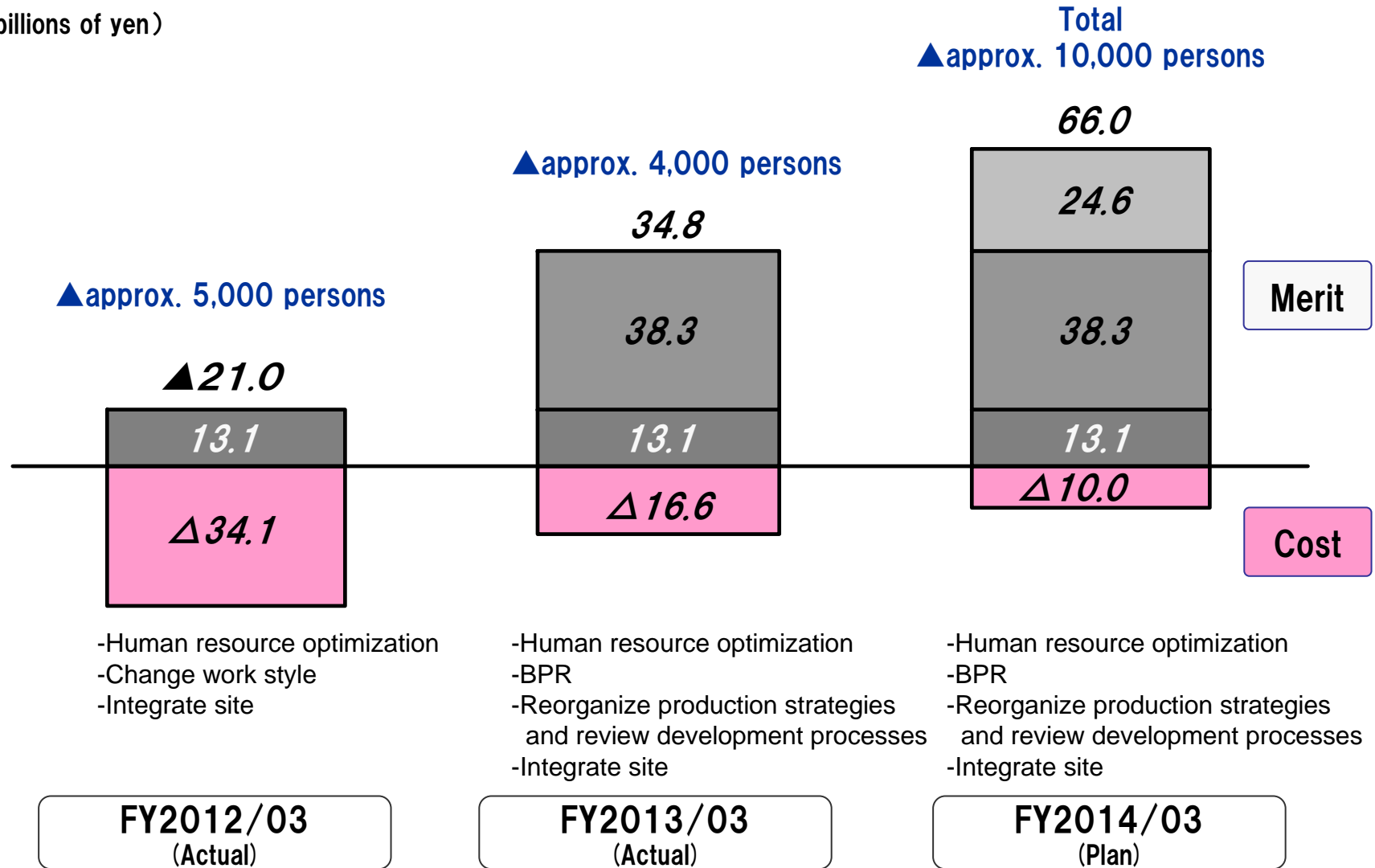
Impacts of forex per yen annually

(billion yen)	sales	OP
US\$	6.5	1.3
Euro	3.5	1.5



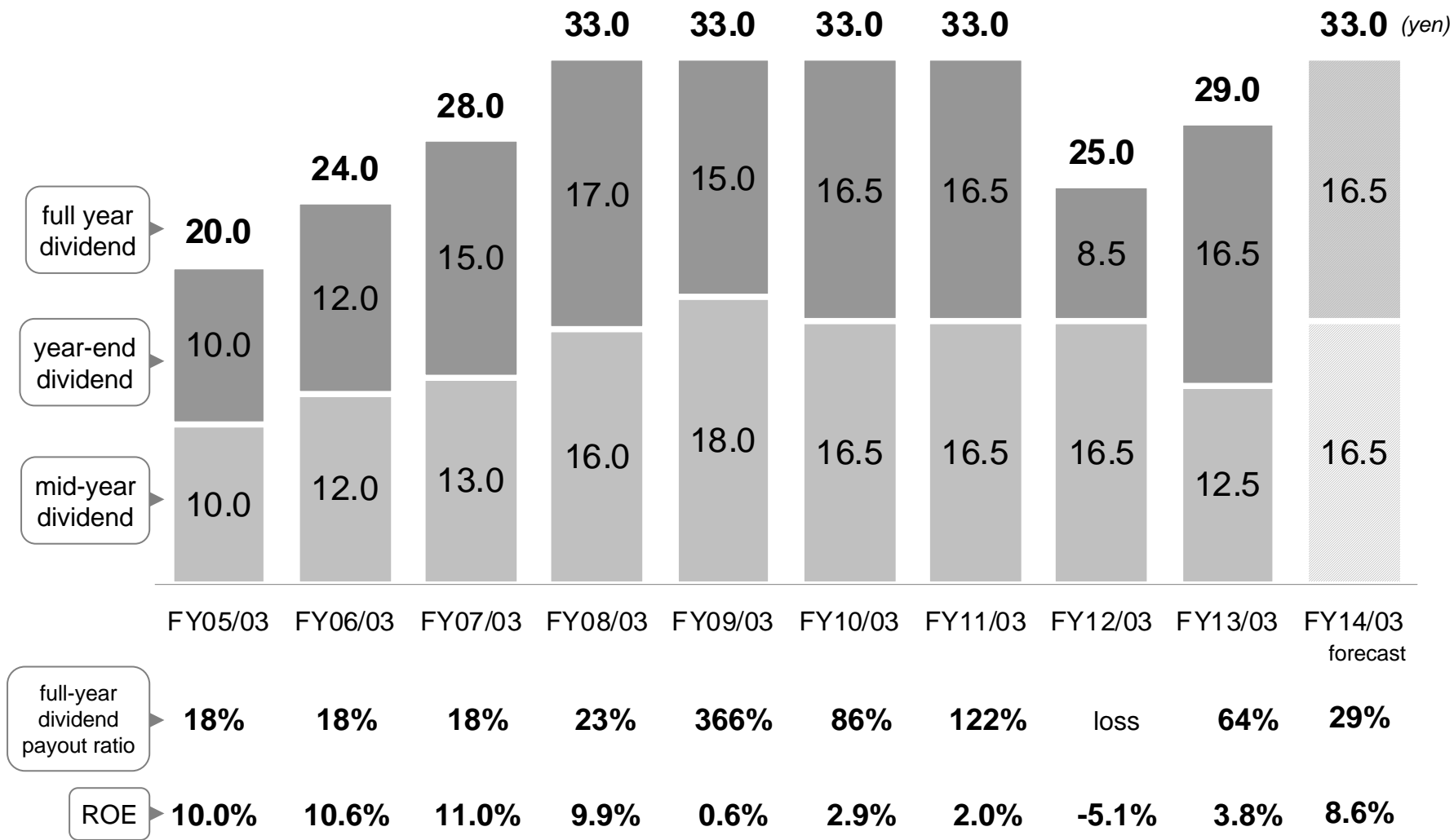
Progress of structural reform (CRGP)

(billions of yen)





Dividend and ROE





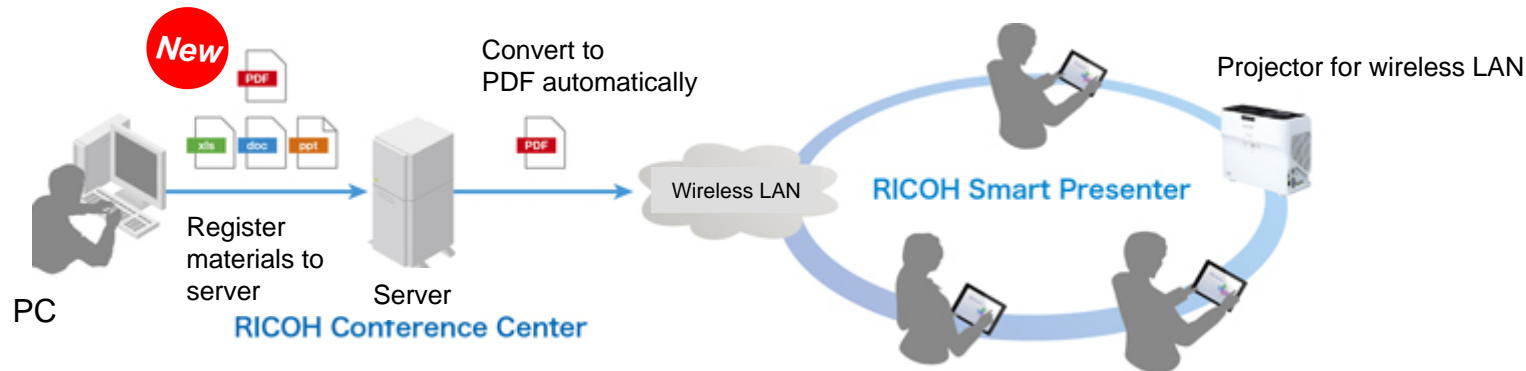
Appendix



Hot new products and services

Tablet application for paperless meetings available to connect a maximum of 350 units at same time

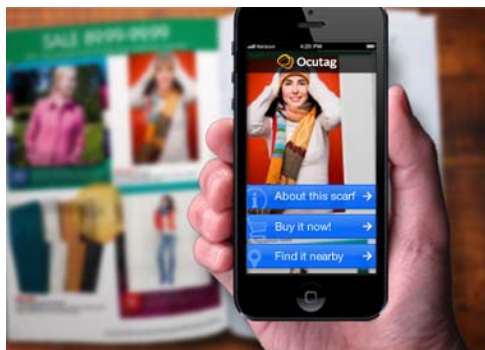
<announced in Feb., 2013>



- Easily upload meeting materials from web browser to server
- Decrease printing costs for materials and also respond to last minute document changes
- Secure deleting of data after meetings

Mobile Visual Search Platform "Ocutag™"

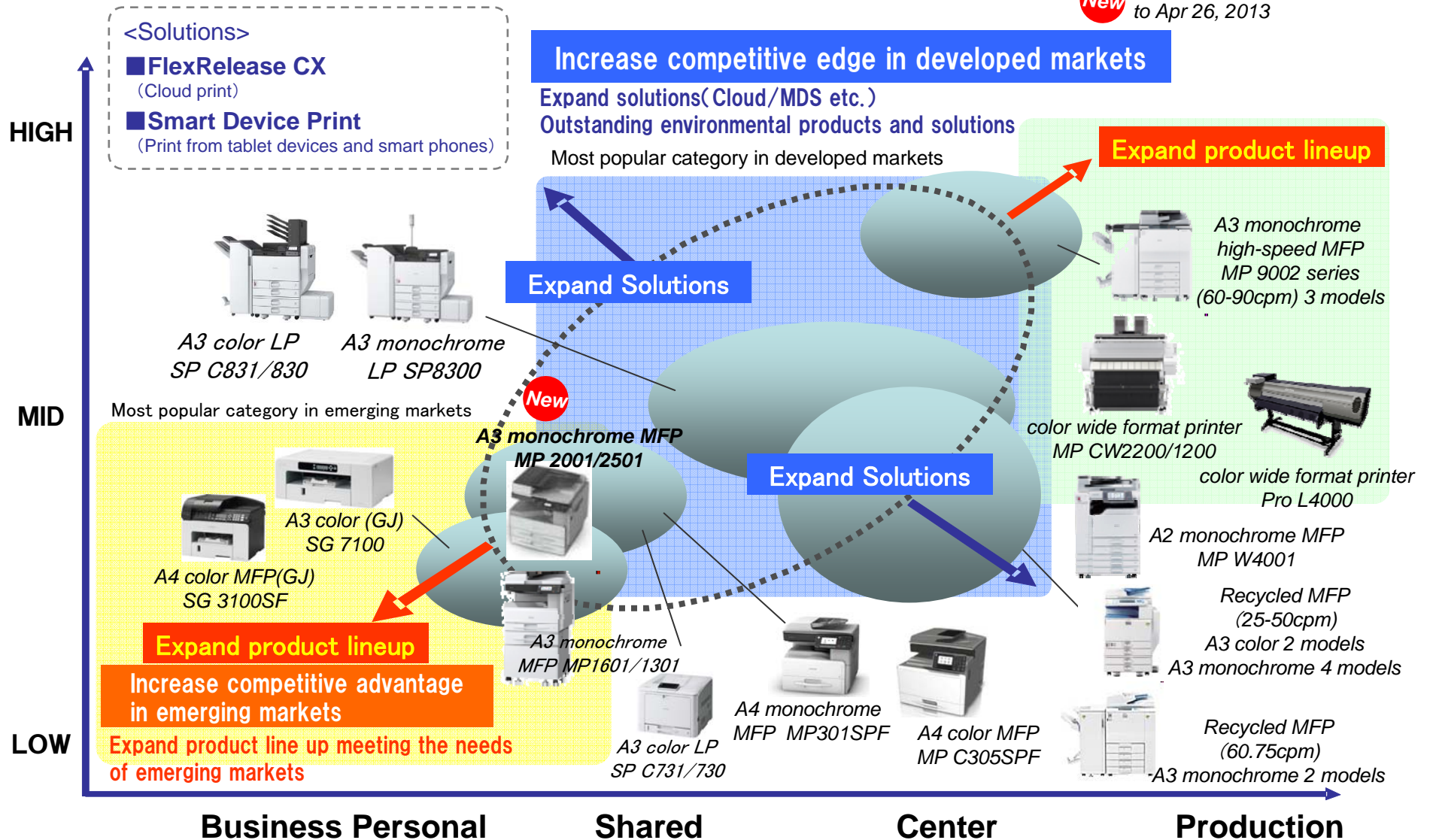
<announced in Apr.,2013>



- Mobile apps connect users with a variety of related digital media through simple image capture, for easy access to customized multimedia content and other services. Ocutag is a visual search platform which can realize this
- The Ocutag mobile visual search platform provides developers with open APIs and online services to enable and support the integration of visual search into mobile apps.
- The first implementation of this technology has been already achieved in India.

FY2013/03 new products (Imaging & Solutions – Document)

New Released between Jan 31, 2013 to Apr 26, 2013



FY2013/03 new products (Imaging & Solutions – Document)

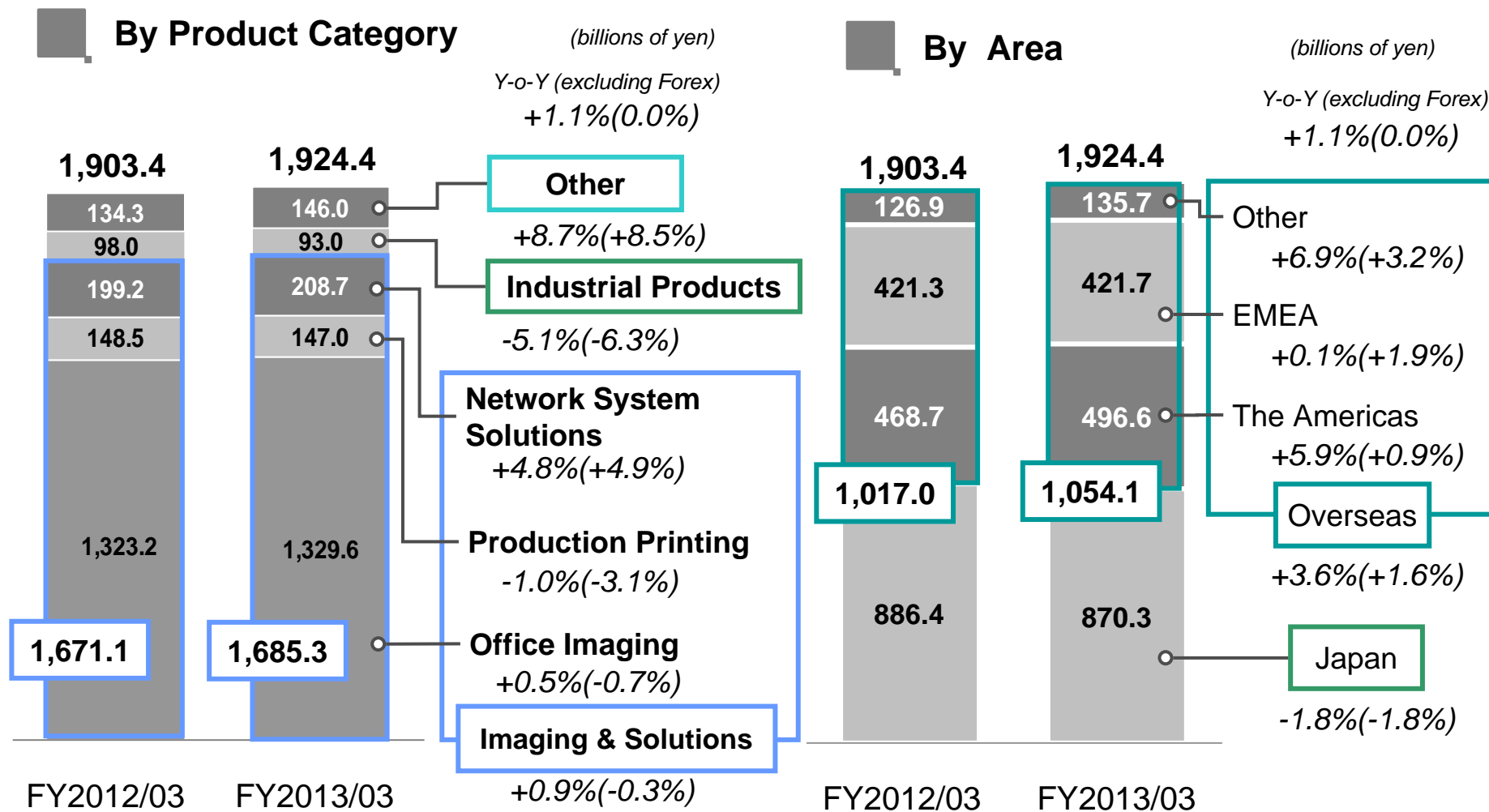


	FY2011/03	FY2012/03	FY2013/03
Color MFP			
Mono MFP			
A4 MFP			

Major new MFP launch from 12/03 2H to 13/03 .



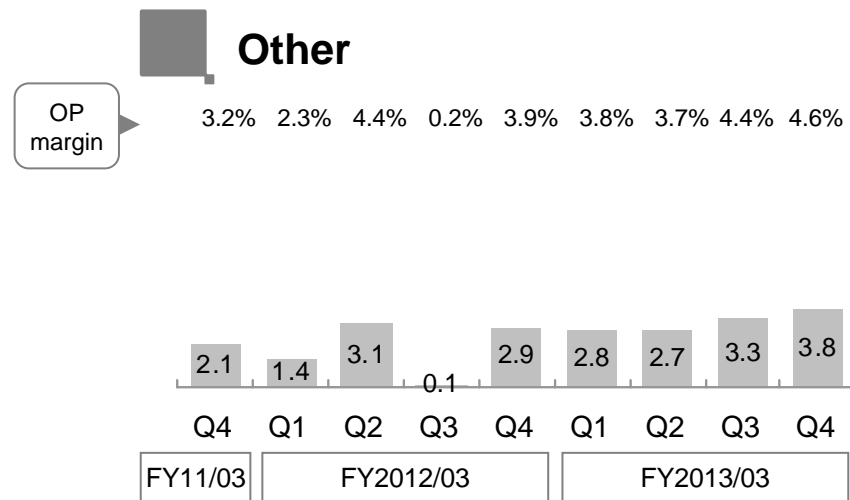
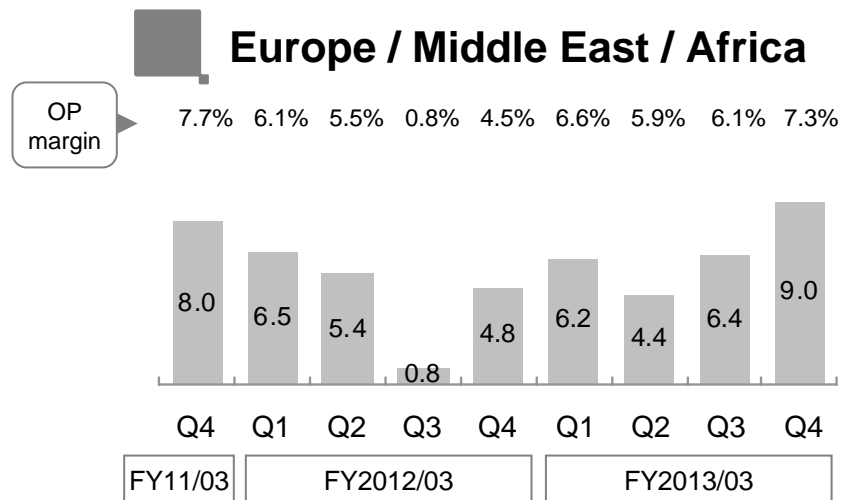
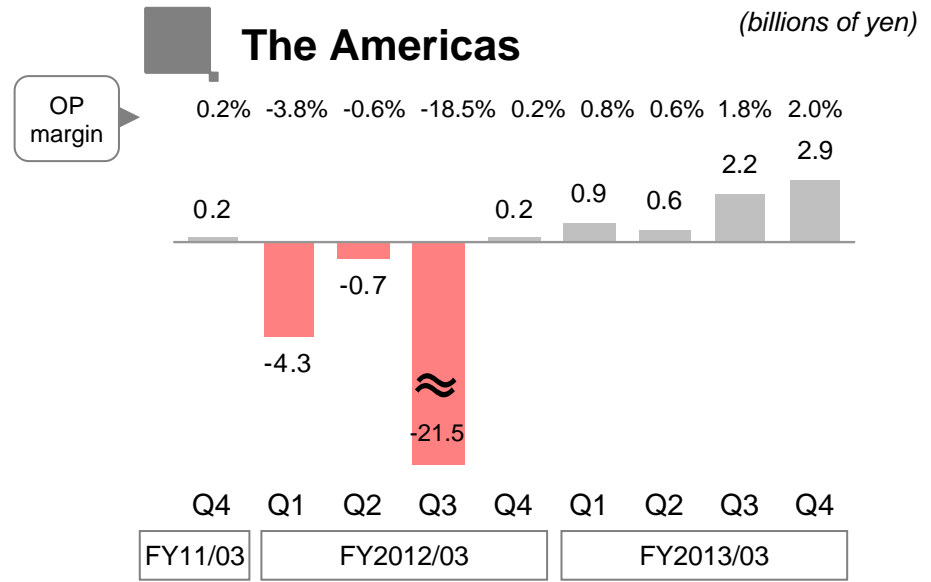
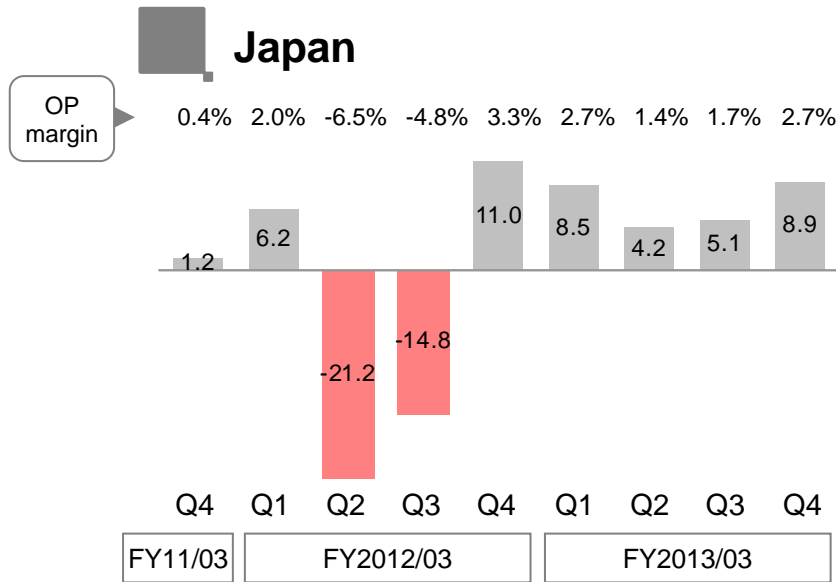
FY2013/03 sales by category



* We have restated the previous year's consolidated financial statements due to changing the fiscal year-ends of our subsidiaries from Jan, 2012.



OP by geographic segment



FY2013/03 Q4 income statement

(billions of yen)		FY2012/03 Q4 result	FY2013/03 Q4 result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	241.3	229.4	-11.8	-4.9%	-4.9%
	(Overseas)	265.2	307.9	+42.6	+16.1%	+1.0%
	Total	506.6	537.3	+30.7	+6.1%	-1.8%
Gross profit		184.3	205.1	+20.8	+11.3%	
	net sales %	36.4%	38.2%			
SG&A		165.4	182.2	+16.8	+10.2%	
	net sales %	32.7%	33.9%			
Operating income		18.9	22.9	+4.0	+21.2%	
	net sales %	3.7%	4.3%			
Income before income taxes		16.6	21.8	+5.2	+31.7%	
	net sales %	3.3%	4.1%			
Net income attribute to Ricoh Co.		8.6	15.1	+6.5	+75.8%	
	net sales %	1.7%	1.7%			
EPS (Yen)		11.89	20.92	+9.03		
Exchange rate	US \$1	79.32	92.28	+12.96		
	(Yen) Euro 1	104.04	121.81	+17.77		

Investment

(billions of yen)	FY12/03 Q4	FY13/03 Q4
R&D	29.7	29.8
(% on sales)	5.9%	5.5%
CAPEX	19.3	25.4
Depreciation (tangible fixed assets)	18.1	15.9

FY2013/03 Q4 forex assumption

1US\$ =	85.00JPY
1Euro =	115.00JPY

*We have restated the previous year's consolidated financial statements due to changing the fiscal year-ends of our subsidiaries from Jan, 2012.

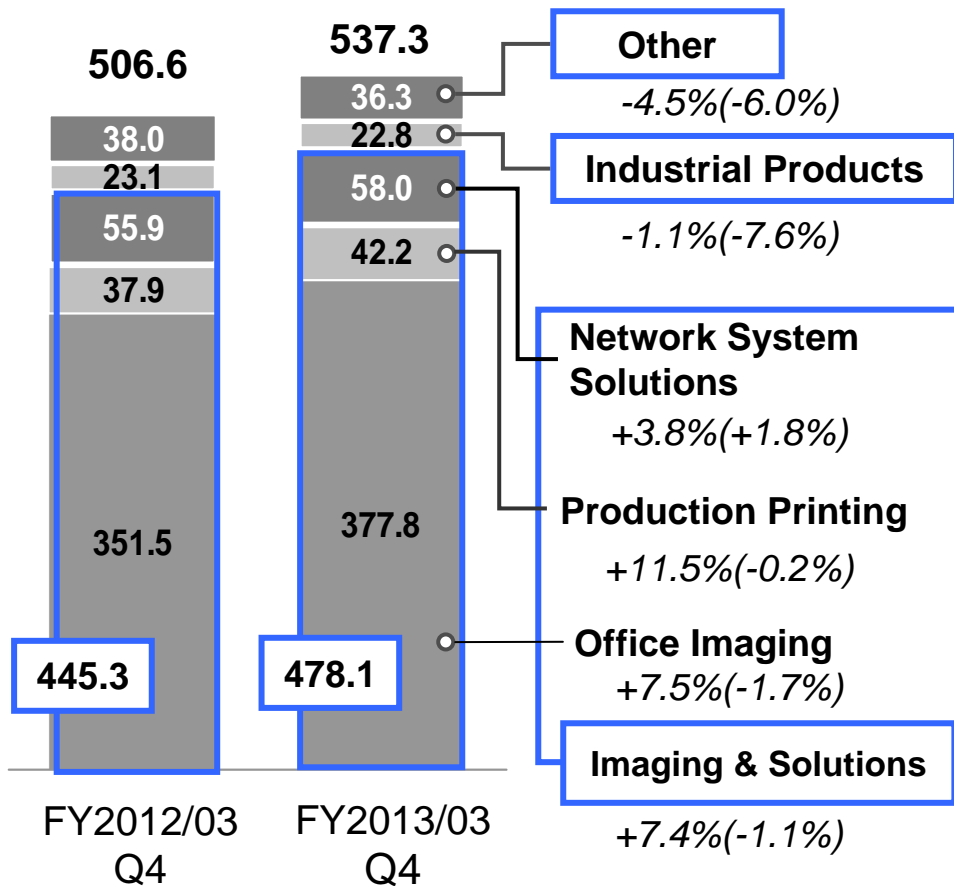


FY2013/3 Q4 sales by category

(billions of yen)

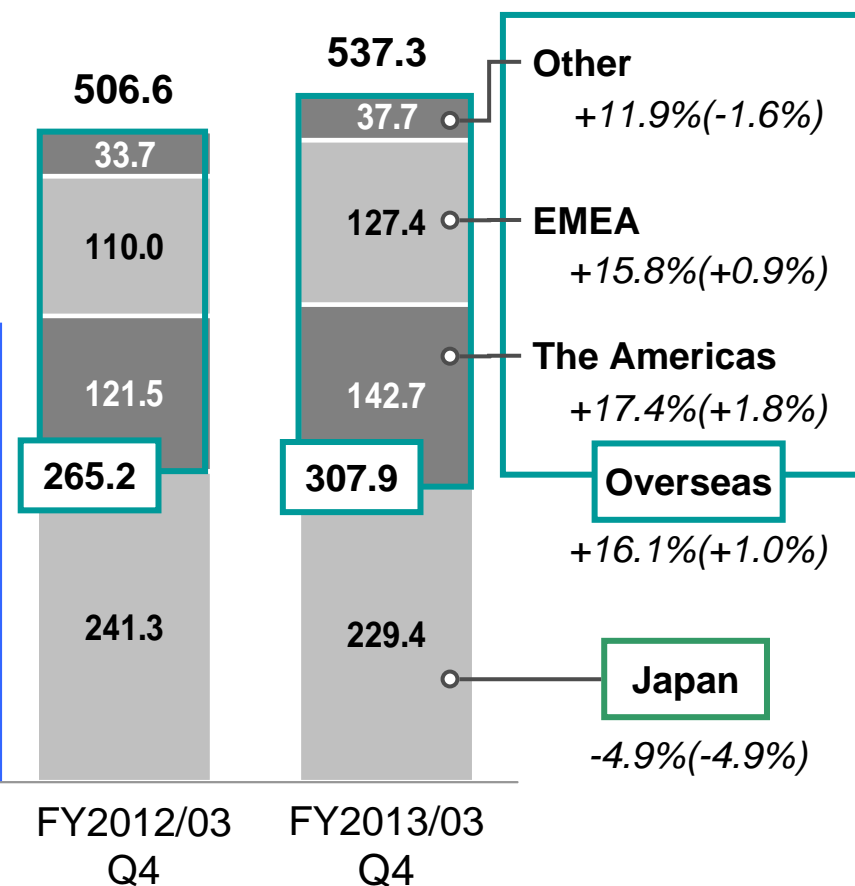
By product category

Y-o-Y (excluding Forex)
+6.1%(-1.8%)



By Area

Y-o-Y (excluding Forex)
+6.1%(-1.8%)



FY2014/03 income statement forecast

(billions of yen)		FY2013/03 Results	FY2014/03 Forecast	Y-o-Y comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	870.3	882.5	+12.1	+1.4%	+1.4%
	(Overseas)	1,054.1	1,217.5	+163.4	+15.5%	+2.2%
	Total	1,924.4	2,100.0	+175.5	+9.1%	+1.8%
Gross profit		768.6	875.0	+106.3	+13.8%	
	net sales %	39.9%	41.7%			
SG&A		705.1	735.0	+29.8	+4.2%	
	net sales %	36.6%	35.0%			
Operating income		63.4	140.0	+76.5	+120.8%	
	net sales %	3.3%	6.7%			
Income before income taxes		58.1	135.0	+76.8	+132.4%	
	net sales %	3.0%	6.4%			
Net income attribute to Ricoh Co.		32.4	80.0	+47.5	+146.8%	
	net sales %	1.7%	3.8%			
EPS (Yen)		44.78	110.34	+65.56		
Exchange rate	US \$1	83.06	95.00	+11.94		
	(Yen) Euro 1	107.08	125.00	+17.92		

Investment

(billions of yen)	FY13/03 result	FY14/03 forecast
R&D	112.0	113.0
(% on sales)	5.8%	5.4%
CAPEX	86.5	89.0
Depreciation (tangible fixed assets)	60.4	73.0



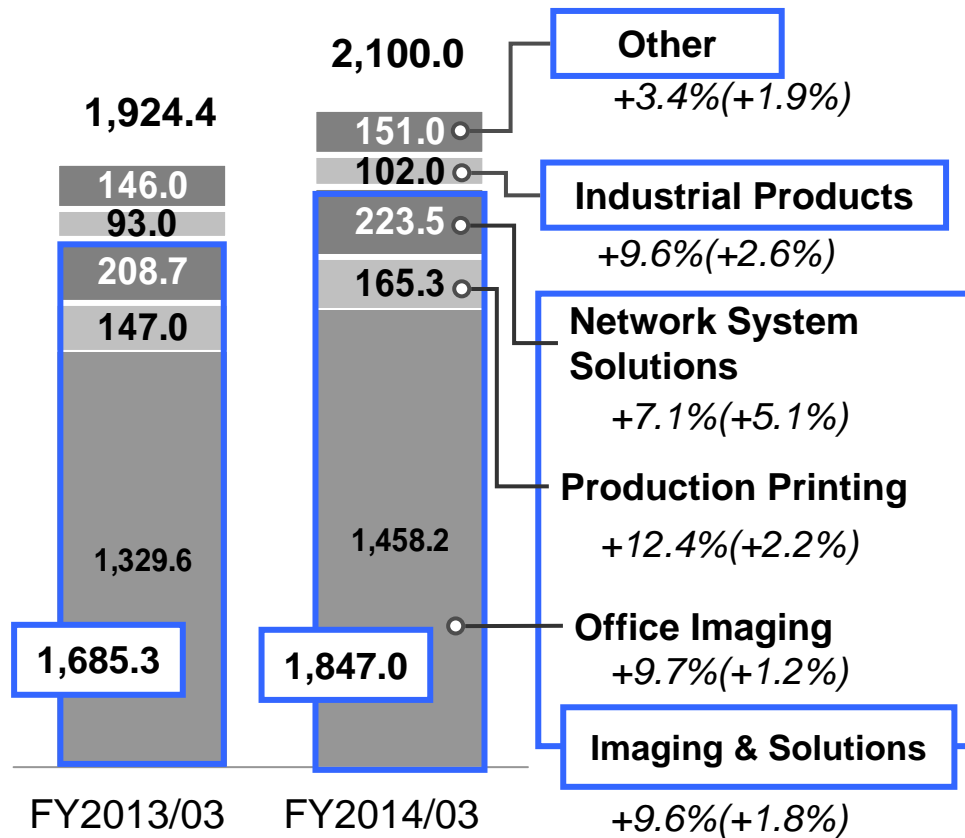
FY2014/3 sales forecast by category



By product category

Y-o-Y (excluding Forex)

+9.1%(+1.8%)

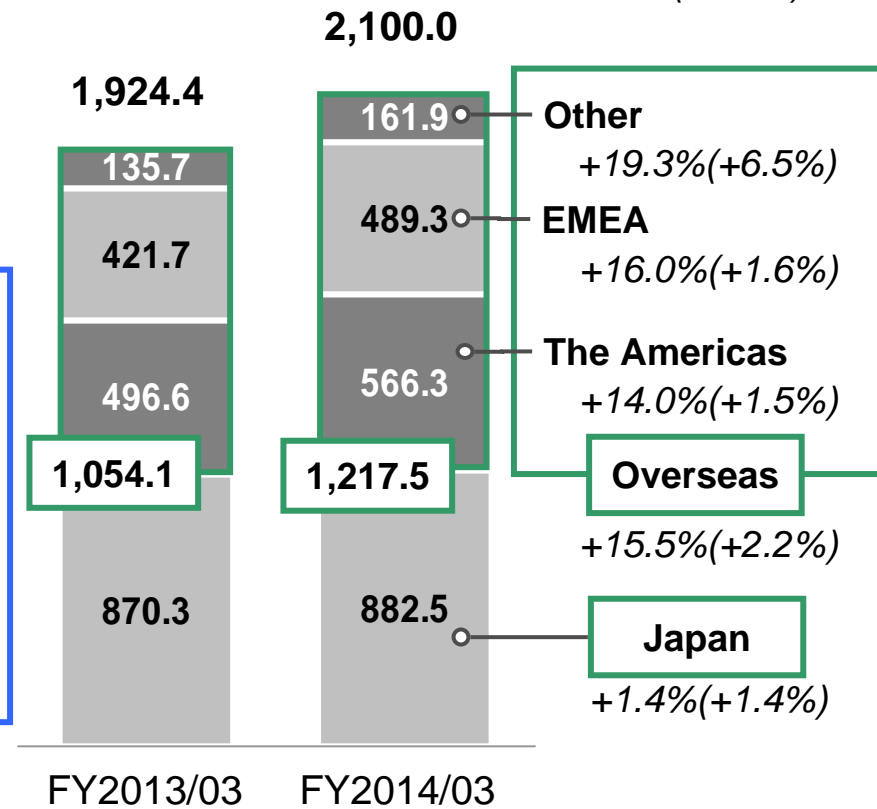


By area

(billions of yen)

Y-o-Y (excluding Forex)

+9.1%(+1.8%)





Appendix: historical data (1)

Imaging & Solutions sales portion by products

*Value based ratio including forex

	FY2012/03				FY2013/03				FY12/03 FY13/03		FY12/03 FY13/03	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP	59%	56%	57%	57%	58%	55%	57%	57%	57%	56%	57%	57%
Office Printer	11%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Production Printing(PP)	8%	9%	10%	9%	9%	9%	9%	9%	9%	9%	9%	9%
Office Imaging, other	6%	6%	6%	6%	6%	6%	6%	6%	7%	6%	6%	6%
MDS(Labor charge) & IT Services	9%	10%	10%	11%	10%	11%	11%	12%	9%	11%	10%	11%
Network System Solutions, other	8%	9%	8%	7%	8%	9%	8%	7%	8%	9%	8%	8%

MFP & printer Non-hardware ratio

		FY2012/03				FY2013/03				FY12/03 FY13/03		FY12/03 FY13/03	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP	Japan	56%	61%	64%	52%	58%	61%	60%	50%	59%	59%	58%	57%
	Overseas	56%	51%	54%	52%	55%	53%	55%	53%	53%	54%	53%	54%
	Total	56%	55%	57%	52%	56%	56%	57%	52%	55%	56%	55%	55%
Office Printer	Japan					88%	88%	88%	85%		88%		87%
	Overseas					73%	69%	74%	72%		71%		72%
	Total					81%	79%	81%	78%		80%		80%
PP	Japan					63%	58%	61%	55%		60%		59%
	Overseas					56%	57%	60%	59%		57%		58%
	Total					58%	57%	60%	58%		57%		58%

Appendix: historical data (2)

MFP & printer y-o-y (Office Imaging and Production Printing)

*By value

< Hardware >		FY2012/03				FY2013/03				FY12/03	FY13/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP&Printer	Japan	+18%	-2%	-4%	+10%	-6%	-2%	+11%	-2%	+8%	-4%	+6%	+0%
(Office+PP)	Overseas	-13%	-7%	-11%	-11%	+0%	-11%	+0%	+11%	-10%	-6%	-11%	+0%
	(Forex excluded)	-8%	-1%	-5%	-6%	+7%	-7%	-4%	-3%	-5%	+0%	-5%	-2%
	Total	-4%	-5%	-9%	-4%	-2%	-8%	+3%	+6%	-5%	-5%	-6%	+0%
	(Forex excluded)	+0%	-2%	-4%	-1%	+2%	-5%	+1%	-3%	-1%	-2%	-2%	-1%
< Non-hardware >													
MFP&Printer	Japan	-5%	+4%	-2%	+0%	+2%	-2%	-2%	-7%	+0%	+0%	-1%	-2%
(Office+PP)	Overseas	-4%	-2%	-4%	-1%	-4%	-4%	+7%	+19%	-3%	-4%	-3%	+5%
	(Forex excluded)	+2%	+3%	+2%	+4%	+4%	+1%	+4%	+3%	+2%	+2%	+3%	+3%
	Total	-4%	+1%	-3%	-1%	-2%	-3%	+3%	+8%	-2%	-2%	-2%	+2%
	(Forex excluded)	-1%	+3%	+1%	+2%	+3%	+0%	+1%	-1%	+1%	+1%	+1%	+1%

* Total hardware and non-hardware sales of MFP, Office printer, Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)

Appendix: historical data (3)

MFP & printer y-o-y (Office Imaging)

*By value

< Hardware >		FY2012/03				FY2013/03				FY12/03 FY13/03		FY12/03 FY13/03	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP&Printer (Office Imaging)	Japan					-6%	-3%	+11%	-2%		-4%		-1%
	Overseas					-3%	-10%	+1%	+12%		-7%		+0%
	(Forex excluded)					+4%	-6%	-2%	-2%		-1%		-2%
	Total					-4%	-8%	+4%	+6%		-6%		+0%
	(Forex excluded)					+0%	-5%	+2%	-2%		-2%		-1%
MFP	Japan	+18%	-4%	-5%	+7%	-6%	-1%	+12%	-1%	+7%	-4%	+5%	+0%
	Overseas	-14%	-6%	-14%	-15%	-4%	-12%	+0%	+12%	-10%	-8%	-12%	-1%
	(Forex excluded)	-8%	-1%	-8%	-10%	+3%	-8%	-3%	-2%	-5%	-3%	-7%	-3%
	Total	-4%	-5%	-11%	-7%	-4%	-9%	+4%	+7%	-5%	-7%	-7%	+0%
	(Forex excluded)	+0%	-2%	-7%	-4%	+0%	-6%	+2%	-2%	-1%	-3%	-3%	-2%
Office Printer	Japan					-1%	-16%	-2%	-19%		-9%		-11%
	Overseas					+8%	+22%	+17%	+10%		+14%		+13%
	(Forex excluded)					+16%	+28%	+13%	-4%		+21%		+12%
	Total					+5%	+6%	+10%	-2%		+5%		+4%
	(Forex excluded)					+10%	+9%	+8%	-10%		+9%		+3%

Appendix: historical data (4)

MFP & printer y-o-y (Office Imaging)

*By value

< Non-hardware >

		FY2012/03				FY2013/03				FY12/03 FY13/03		FY12/03 FY13/03	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP&Printer (Office Imaging)	Japan					+2%	-3%	-2%	-7%		+0%		-2%
	Overseas					-5%	-6%	+7%	+18%		-5%		+4%
	(Forex excluded)					+3%	-1%	+4%	+2%		+1%		+2%
	Total					-2%	-4%	+3%	+7%		-3%		+1%
	(Forex excluded)					+2%	-2%	+2%	-2%		+0%		+0%
MFP	Japan	-5%	-3%	-4%	-1%	+0%	-4%	-3%	-6%	-4%	-2%	-3%	-3%
	Overseas	-4%	-3%	-7%	-4%	-5%	-5%	+7%	+17%	-3%	-5%	-4%	+3%
	(Forex excluded)	+1%	+2%	-1%	+2%	+2%	+0%	+4%	+1%	+1%	+1%	+1%	+2%
	Total	-5%	-3%	-6%	-3%	-3%	-5%	+3%	+8%	-4%	-4%	-4%	+1%
	(Forex excluded)	-2%	+0%	-2%	+0%	+1%	-2%	+1%	-2%	-1%	+0%	-1%	+0%
Office Printer	Japan					+9%	+1%	+1%	-8%		+5%		+0%
	Overseas					-3%	-10%	+10%	+22%		-6%		+5%
	(Forex excluded)					+6%	-5%	+6%	+7%		+1%		+4%
	Total					+4%	-3%	+5%	+3%		+0%		+2%
	(Forex excluded)					+8%	-1%	+3%	-3%		+3%		+2%



Appendix: historical data (5)



Production Printing (PP) y-o-y *By value

< Hardware >		FY2012/03				FY2013/03				FY12/03	FY13/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
PP	Japan					-10%	+8%	+4%	+10%		-1%		+3%
	Overseas					+32%	-13%	-9%	+5%		+5%		+1%
	(Forex excluded)					+39%	-10%	-13%	-9%		+10%		-1%
	Total					+21%	-9%	-7%	+6%		+3%		+2%
	(Forex excluded)					+27%	-6%	-10%	-5%		+7%		+0%
< Non-hardware >													
PP	Japan					+5%	+6%	-9%	-2%		+6%		+0%
	Overseas					+5%	+13%	+7%	+31%		+9%		+14%
	(Forex excluded)					+11%	+18%	+4%	+14%		+15%		+12%
	Total					+5%	+12%	+3%	+23%		+8%		+11%
	(Forex excluded)					+10%	+15%	+1%	+10%		+13%		+9%

* Total hardware and non-hardware sales of Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)

Appendix: historical data (6)

MFP & printer color ratio

		FY2012/03				FY2013/03				FY12/03	FY13/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	1H	1H	Total	Total
MFP	Japan	76%	77%	78%	68%	70%	68%	74%	71%	77%	69%	74%	71%
	Overseas	56%	56%	58%	53%	56%	55%	56%	56%	56%	56%	56%	56%
	Total	64%	62%	64%	59%	61%	59%	62%	61%	63%	60%	62%	61%
Office Printer	Japan					44%	43%	45%	49%		44%		46%
	Overseas					32%	32%	33%	29%		32%		31%
	Total					36%	36%	37%	36%		36%		36%
PP	Japan					6%	8%	7%	14%		7%		9%
	Overseas					56%	54%	56%	53%		55%		55%
	Total					47%	44%	46%	45%		45%		45%

*For hardware shipment, by value

Number of employees

		FY09/03	FY11/03	FY12/03	FY13/03			
					Q1	Q2	Q3	Q4
Japan		41,118	40,072	38,519	38,849	38,323	37,793	37,401
Overseas	Americas	35,000	34,139	33,262	32,900	32,461	32,025	31,475
	EMEA	17,239	17,350	17,637	17,449	18,170	18,290	18,229
	China	10,143	11,808	11,960	11,798	12,056	11,883	12,094
	AsiaPacific	5,025	5,645	7,864	7,984	8,072	8,151	8,232
	Sub total	67,407	68,942	70,723	70,131	70,759	70,349	70,030
Total		108,525	109,014	109,242	108,980	109,082	108,142	107,431

*As of end of each period

RICOH
imagine. change.