

Consolidated
Results for the
9 months ended
December 31,
2013

RICOH
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January 31, 2014
Daisuke Segawa,
Corporate Senior Vice President
Ricoh Company, Ltd.



* RICOH SG 3120B SF, battery powered *geljet* MFP (launched in Japan)



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 judgment 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.

This material is not an offer or a solicitation to make investments. Please do not rely on this material as your sole source of information for your actual investments, and be aware that decisions regarding investments are the responsibility of themselves.



- Third quarter year total net sales was ¥ 1,611.5 bil., an increase of 16.2% y-o-y
- Operating income was ¥78.2 bil., an increase of 93.2% y-o-y
- Net income was 43.5 bil., an increase of 151.8% y-o-y
- Our restructuring efforts, cost cutting for new products, and forex effect accelerated profits greatly.
- Outlook for total net sales is changed to ¥2,200.0 bil., (an increase of 14.3% y-o-y) reflecting the IT services expansion.
- Outlook for operating income and net income is changed to ¥120.0 bil., (an increase of 89.2% y-o-y) and ¥70.0 bil., (an increase of 115.6%) due to the product mix change.



FY2014/03 Apr-Dec income statement

(billions of yen)		FY2013/03 Apr-Dec result	FY2014/03 Apr-Dec result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	640.9	672.3	+31.4	+4.9%	+4.9%
	(Overseas)	746.1	939.2	+193.0	+25.9%	+0.4%
	Total	1,387.0	1,611.5	+224.4	+16.2%	+2.5%
Gross profit		563.4	657.0	+93.6	+16.6%	
	net sales %	40.6%	40.8%			
SG&A		522.9	578.8	+55.8	+10.7%	
	net sales %	37.7%	35.9%			
Operating income		40.4	78.2	+37.7	+93.2%	
	net sales %	2.9%	4.9%			
Income before income taxes		36.2	75.8	+39.6	+109.2%	
	net sales %	2.6%	4.7%			
Net income attribute to Ricoh Co.		17.3	43.5	+26.2	+151.8%	
	net sales %	1.2%	2.7%			
EPS (Yen)		23.86	60.09	+36.23		
Exchange rate	US \$1	80.05	99.42	+19.37		
	(Yen)	Euro 1	102.26	132.31	+30.05	

Investment

(billions of yen)	FY13/03 Apr-Dec	FY14/03 Apr-Dec
R&D	82.1	85.9
(% on sales)	5.9%	5.3%
CAPEX	61.1	55.2
Depreciation (tangible fixed assets)	44.5	54.3

<FY2014/03 Q3 forex assumption >

	1H(Actual)	Q3	Q3(Actual)
1US\$	98.90JPY	95.00JPY	100.46JPY
1Euro	130.10JPY	125.00JPY	136.70JPY



FY2014/03 Apr-Dec operating income y-o-y comparison

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(billions of yen)



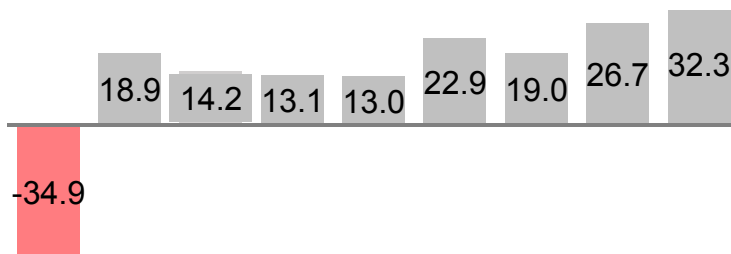
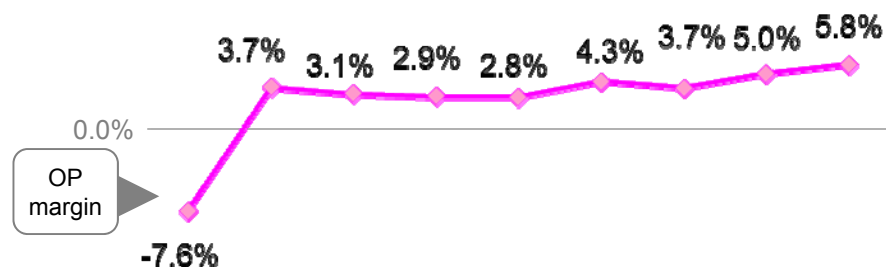


FY2014/3 Apr-Dec results supplement



OP / OP margin

(billions of yen)

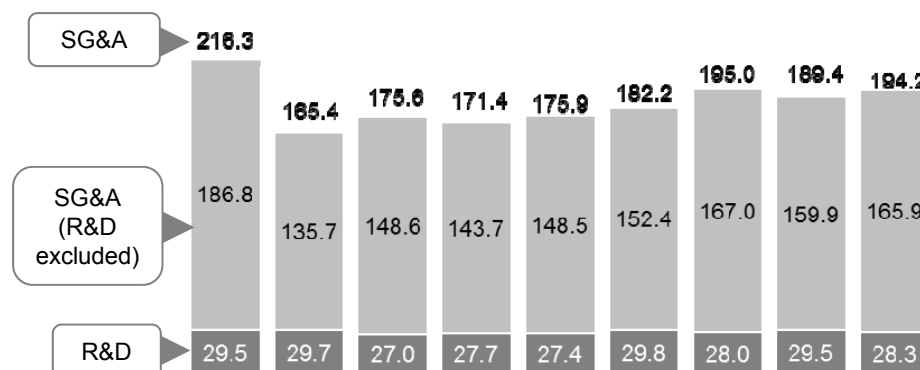
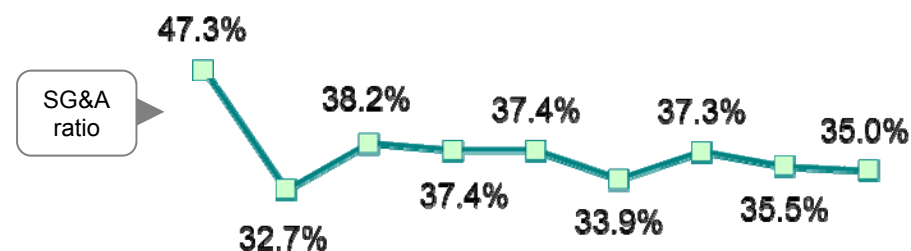


Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		



SG&A

(billions of yen)



Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		

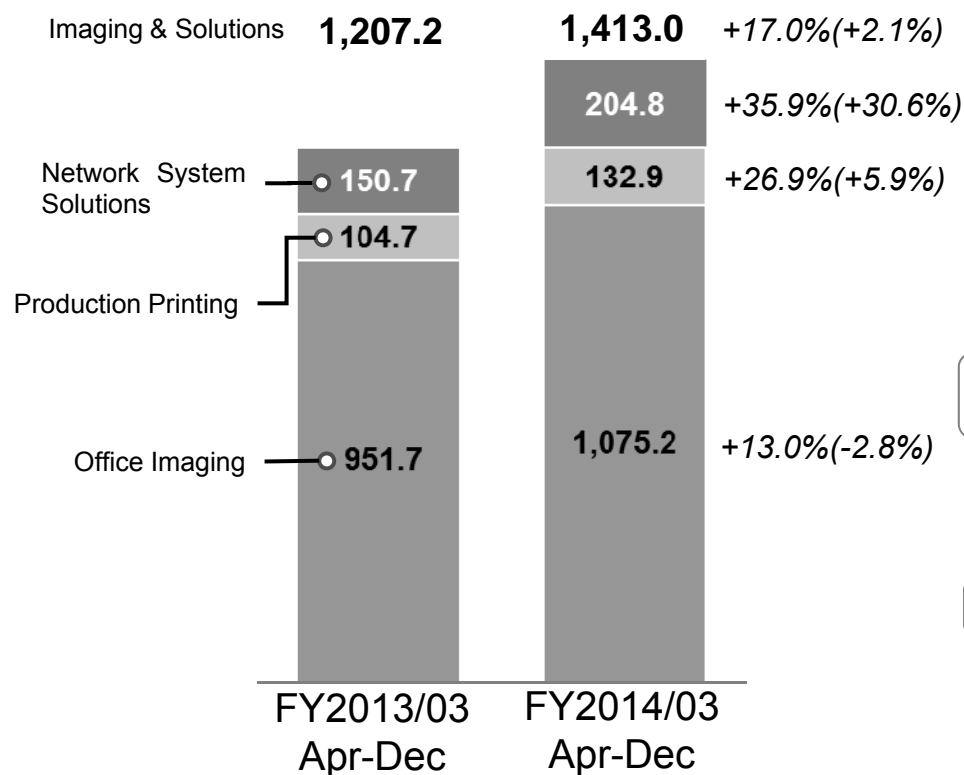


Imaging & Solutions (1)



Sales (billions of yen)

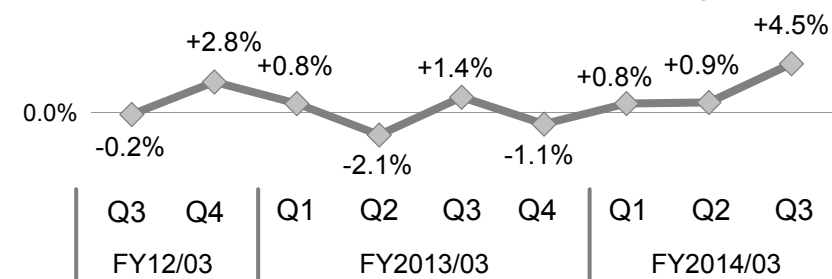
Y-o-Y(Excluding forex)



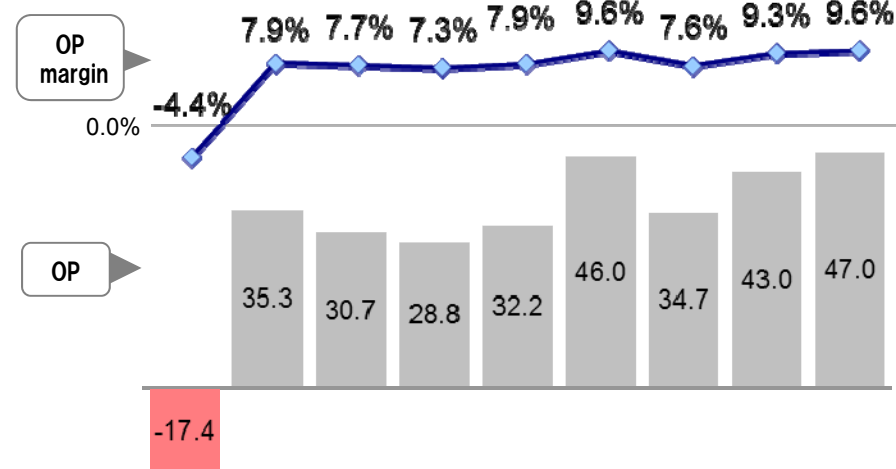
OP	91.8	124.8
Net sales %	7.6%	8.8%

< Sales y-o-y >

(Value, excluding Forex)



< OP&OP margin >



(billions of yen)

Q3 FY12/03	Q4 FY12/03	Q1 FY13/03	Q2 FY13/03	Q3 FY13/03	Q4 FY13/03	Q1 FY14/03	Q2 FY14/03	Q3 FY14/03
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Excluding "Corporate and Eliminations"



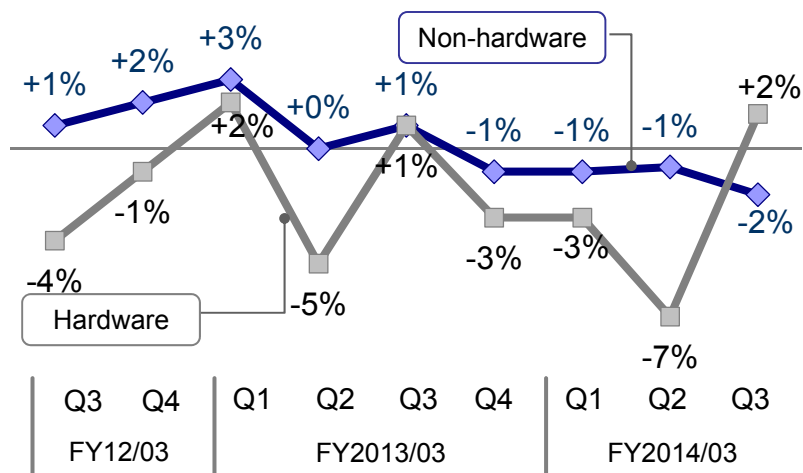
Imaging & Solutions (2)



Main products and service

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

(Value, excluding Forex)



➡ See Appendix for more data

< Products & Services sales FY2014/03 Apr-Dec y-o-y >

(Value, excluding Forex)

	Black & White	Color
MFP	-12%	+3%
Office Printer	-3%	-7%
PP(Cut Sheet type)	-5%	+31%
.....		
MDS*	+11%	
IT services	+14%	
(*including hardware, non-hardware and labor charge)		

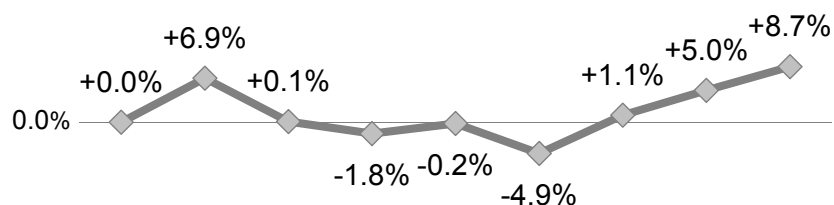


OP by geographic segment



Japan

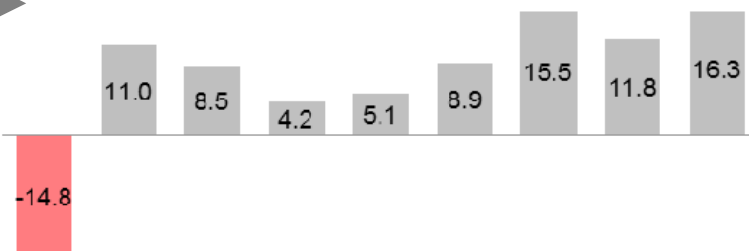
Quarterly sales y-o-y (excluding Forex)



OP margin

-4.8% 3.3% 2.7% 1.4% 1.7% 2.7% 4.7% 3.4% 4.7%

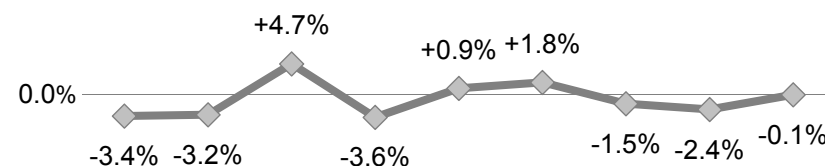
OP



Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		

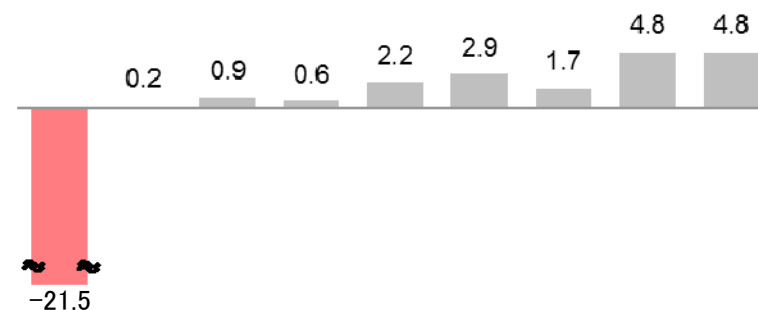


The Americas



-18.5% 0.2% 0.8% 0.5% 1.8% 2.0% 1.2% 3.3% 3.3%

(billions of yen)



Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		

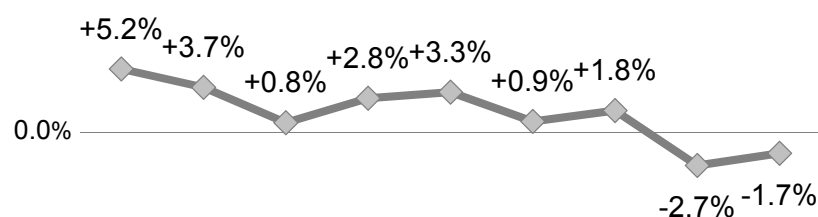


OP by geographic segment



Europe / Middle East / Africa

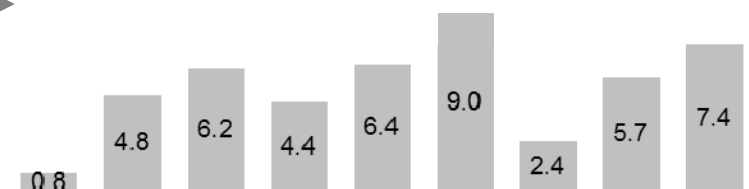
Quarterly sales y-o-y (excluding Forex)



OP margin

0.8% 4.5% 6.6% 4.9% 6.1% 7.3% 2.0% 4.9% 5.5%

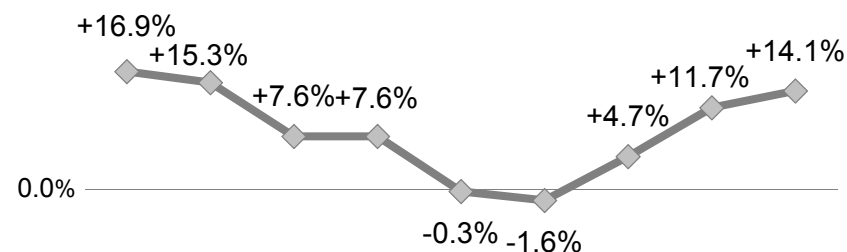
OP



Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		

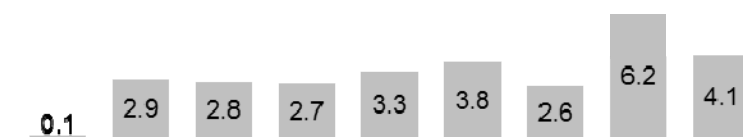


Other



0.2% 3.9% 3.8% 3.6% 4.4% 4.6% 2.9% 6.2% 4.1%

(billions of yen)



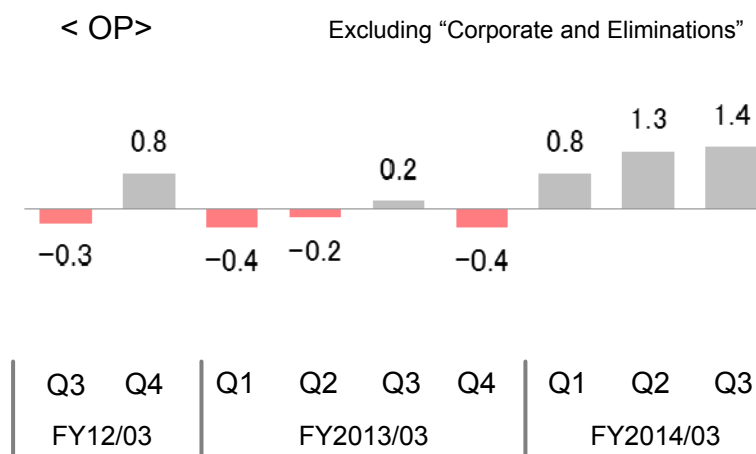
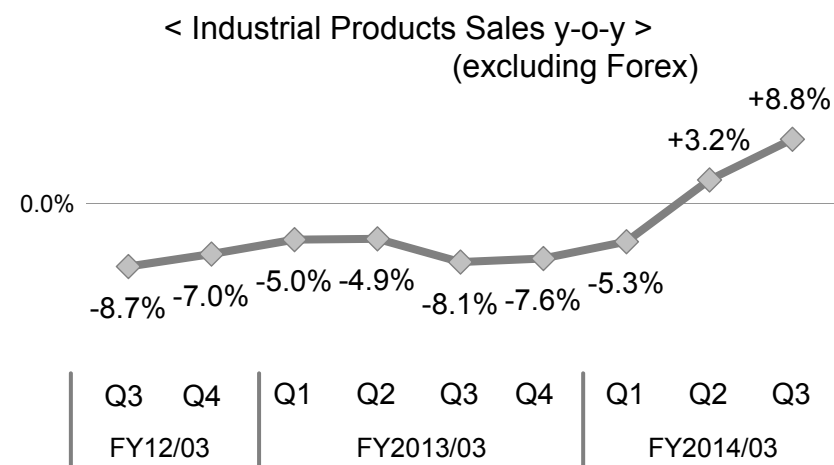
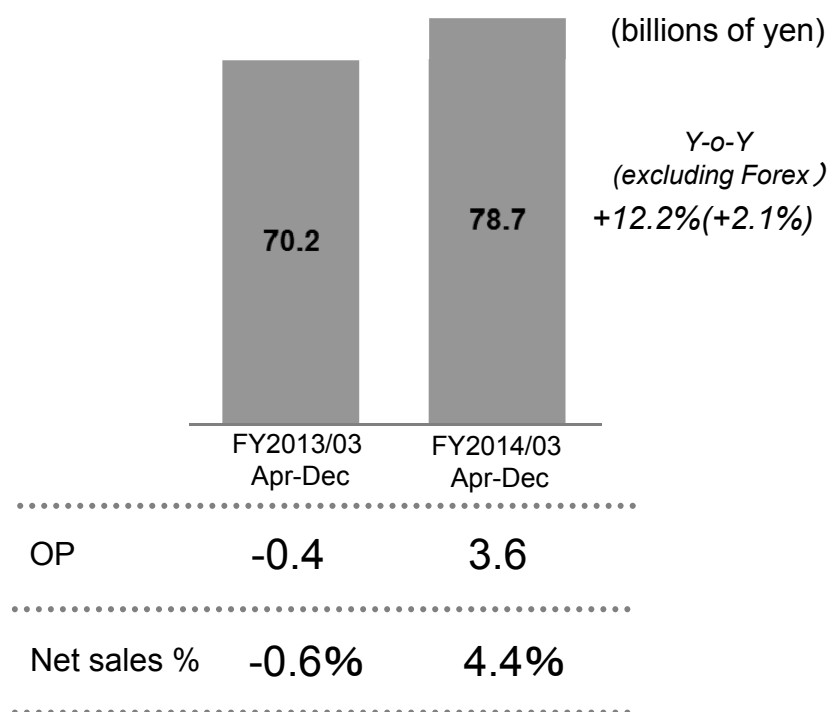
Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY12/03			FY2013/03			FY2014/03		



Industrial Products



Sales

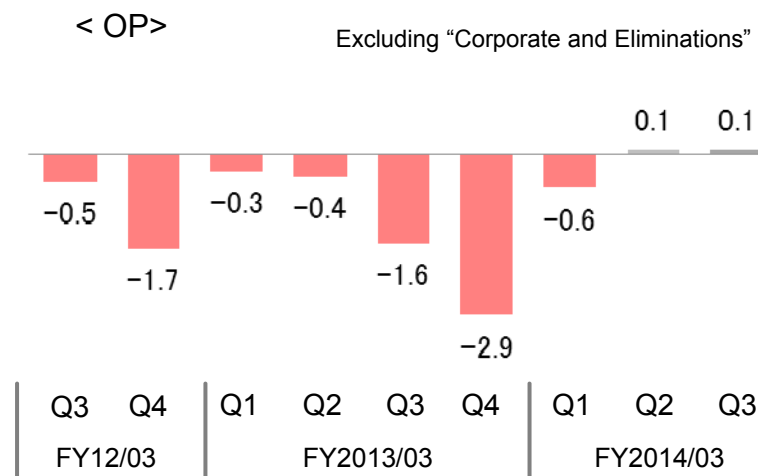
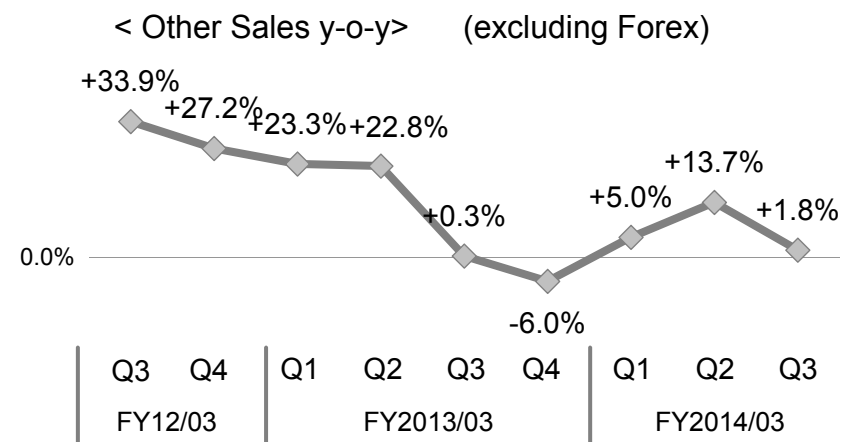
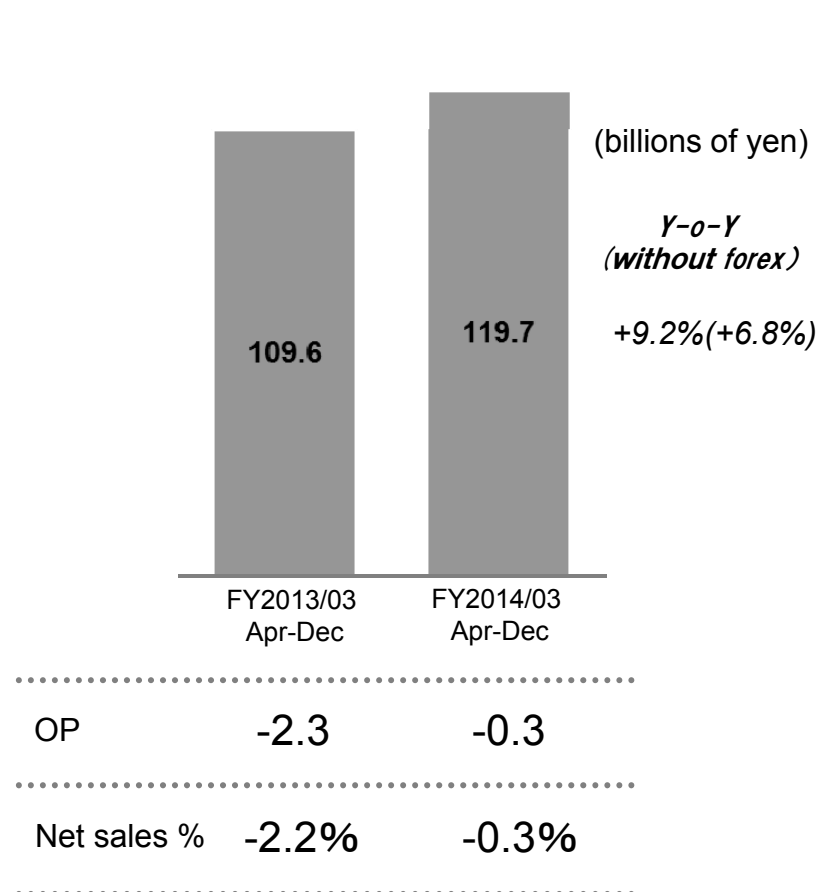




Other



Sales





Balance Sheet as of December 31, 2013

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Assets

(billions of yen)	As of Dec 31, 2013	Dif. from Mar 31, '13
Current Assets	1,251.4	+125.2
Cash & time deposits	147.8	+27.5
Trade receivables	807.9	+62.5
Inventories	228.4	+33.1
Other current assets	67.1	+2.0
Fixed Assets	1,308.9	+74.5
Tangible fixed assets	292.8	+1.9
Finance receivable	513.0	+46.4
Other investments	503.1	+26.1
Total Assets	2,560.4	+199.7

Exchange rate as of Dec 31, 2013 (Diff. from Mar 31, '13) :

US\$ 1 = ¥ 105.39 (+11.34)

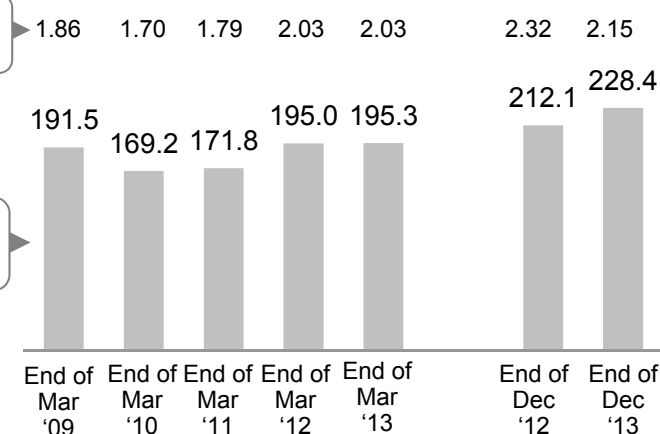
EURO 1 = ¥ 145.05 (+24.32)



Inventories/Averaged cost of sales (month)

Inventories/Averaged
cost of sales

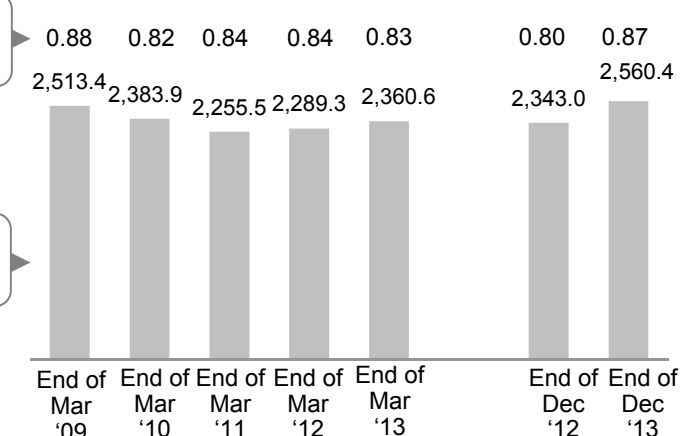
Inventories
(billions of yen)



Total assets turn over (per month)

Total assets
turn over

Total Assets
(billions of Yen)





Balance Sheet as of Dec 31, 2013



Liabilities and Equity

(billions of yen)	As of Dec 31, 2013	Dif f. from Mar 31, '13
Current Liabilities	802.6	+102.2
Trade payables	263.6	+7.0
Short-term borrowings	289.0	+62.6
Other current liabilities	250.0	+32.5
Fixed Liabilities	690.0	-11.5
Long-term indebtedness	489.1	+12.7
Accrued pension&severance costs	140.8	-23.4
Other fixed liabilities	60.0	-0.9
Total Liabilities	1,492.7	+90.7
Total Shareholders' Investment	1,003.4	+105.4
Noncontrolling Interest	64.2	+3.5
Total Equity	1,067.6	+109.0
Total liabilities and Equity	2,560.4	+199.7
Total debt	778.1	+75.4

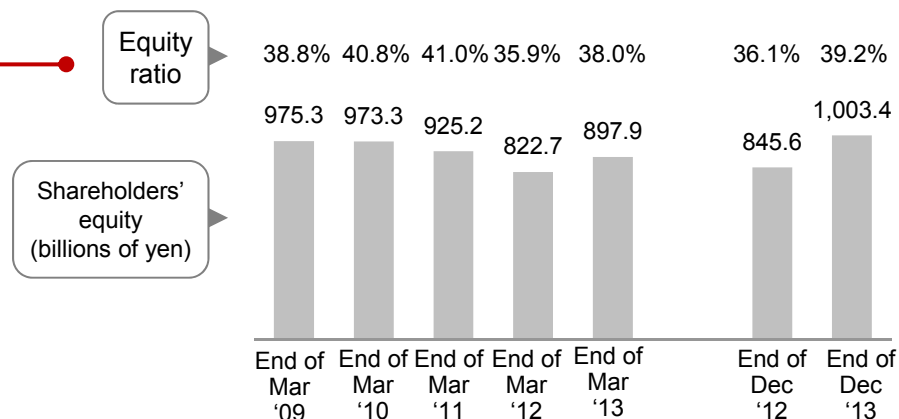
Exchange rate as of Dec 31, 2013 (Diff. from Mar 31, '13):

US\$ 1 = ¥ 105.39 (+11.34)

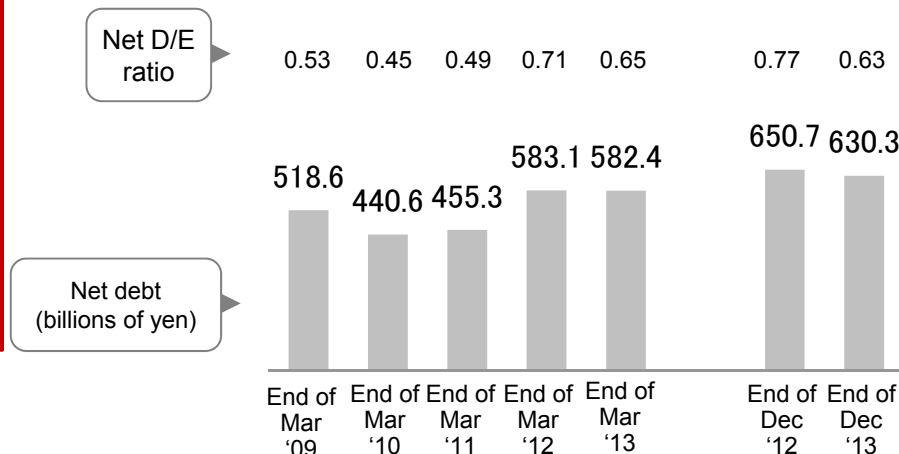
EURO 1 = ¥ 145.05 (+24.32)



Equity ratio



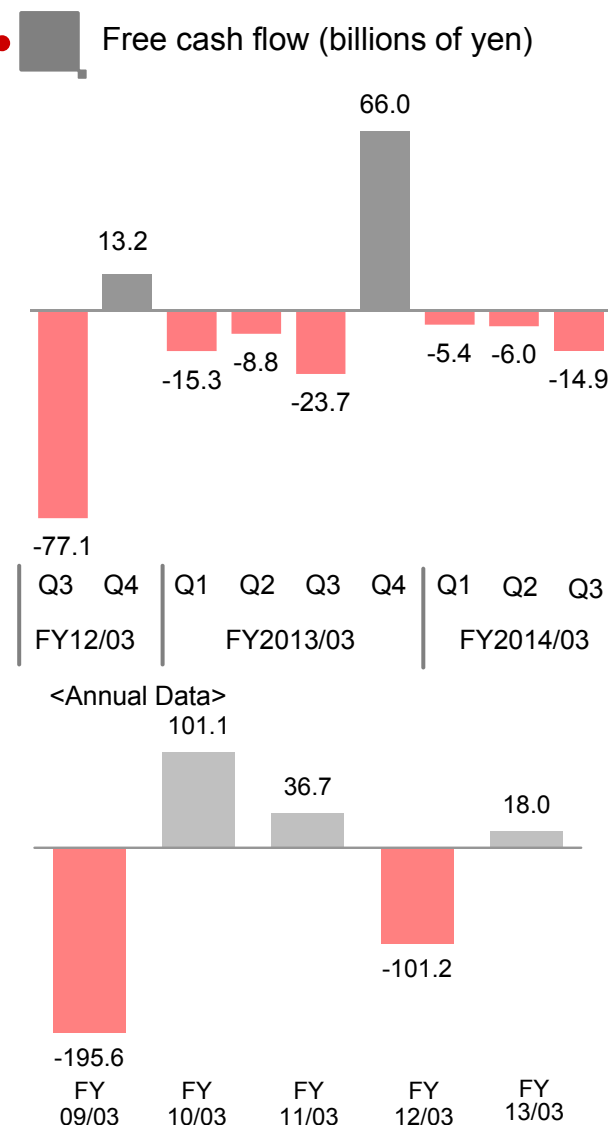
Net debt/equity ratio (multiplies)





FY2014/03 Apr-Dec statement of cash flow

(billions of yen)	FY2013/03 Apr-Dec	FY2014/03 Apr-Dec
Consolidated net income	20.8	47.7
Depreciation and amortization	62.9	73.7
[Net income + Depreciation and amortization]	[83.7]	[121.4]
Other operating activities	-55.3	-87.0
Net cash by operating activities	28.3	34.4
Plant and equipment	-59.7	-54.7
Other investing activities	-16.5	-6.1
Net cash by investing activities	-76.2	-60.8
Free cash flow (Operating + Investing net cash)	-47.9	-26.4
Increase (Decrease) of debt	41.3	68.0
Dividend paid	-15.2	-23.9
Other financing activities	-0.7	-0.7
Net cash by financing activities	25.4	43.3
Effect of exchange rate	0.7	10.2
Net increase in cash and equivalents	-21.8	27.0
Cash and equivalents at end of period	134.4	144.1





FY2014/03 income statement forecast

(billions of yen)		FY2013/03 Results	FY2014/03 forecast (on Jul '13)	FY2014/03 Forecast	Y-o-Y comparison		
					Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	870.3	923.0	914.0	+43.6	+5.0%	+5.0%
	(Overseas)	1,054.1	1,257.0	1,286.0	+231.9	+22.0%	+0.7%
	Total	1,924.4	2,180.0	2,200.0	+275.5	+14.3%	+2.7%
Gross profit		768.6	896.0	892.4	+123.7	+16.1%	
net sales %		39.9%	41.1%	40.6%			
SG&A		705.1	756.0	772.4	+67.2	+9.5%	
net sales %		36.6%	34.7%	35.1%			
Operating income		63.4	140.0	120.0	+56.5	+89.2%	
net sales %		3.3%	6.4%	5.5%			
Income before income taxes		58.1	135.0	115.0	+56.8	+97.7%	
net sales %		3.0%	6.2%	5.2%			
Net income attribute to Ricoh Co.		32.4	80.0	70.0	+37.5	+115.6%	
net sales %		1.7%	3.7%	3.2%			
EPS (Yen)		44.78	110.34	96.55	+51.77		
Exchange rate	US \$1	83.06	96.95	99.57	+16.51		
	(Yen) Euro 1	107.08	127.55	134.22	+27.14		

Investment

(billions of yen)	FY13/03 result	FY14/03 forecast
R&D	112.0	117.0
(% on sales)	5.8%	5.3%
CAPEX	86.5	80.0
Depreciation (tangible fixed assets)	60.4	74.0

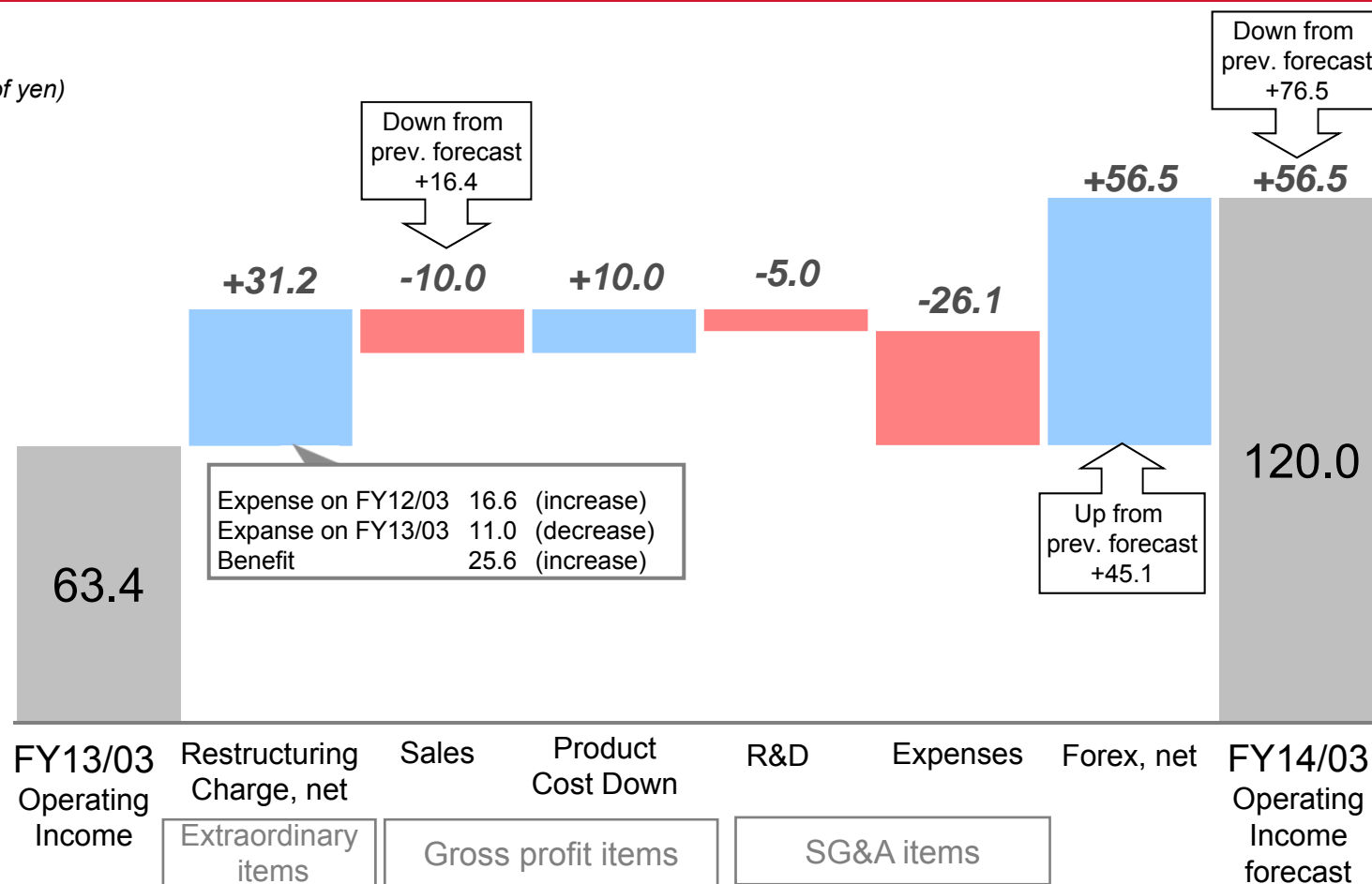
FY14/03 Q4 assumption

	Q4	Full year
1US\$	100.00JPY	99.57JPY
1Euro	140.00JPY	134.22JPY



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	99.57	+16.51
Euro	107.08	134.22	+27.14

Forex impacts

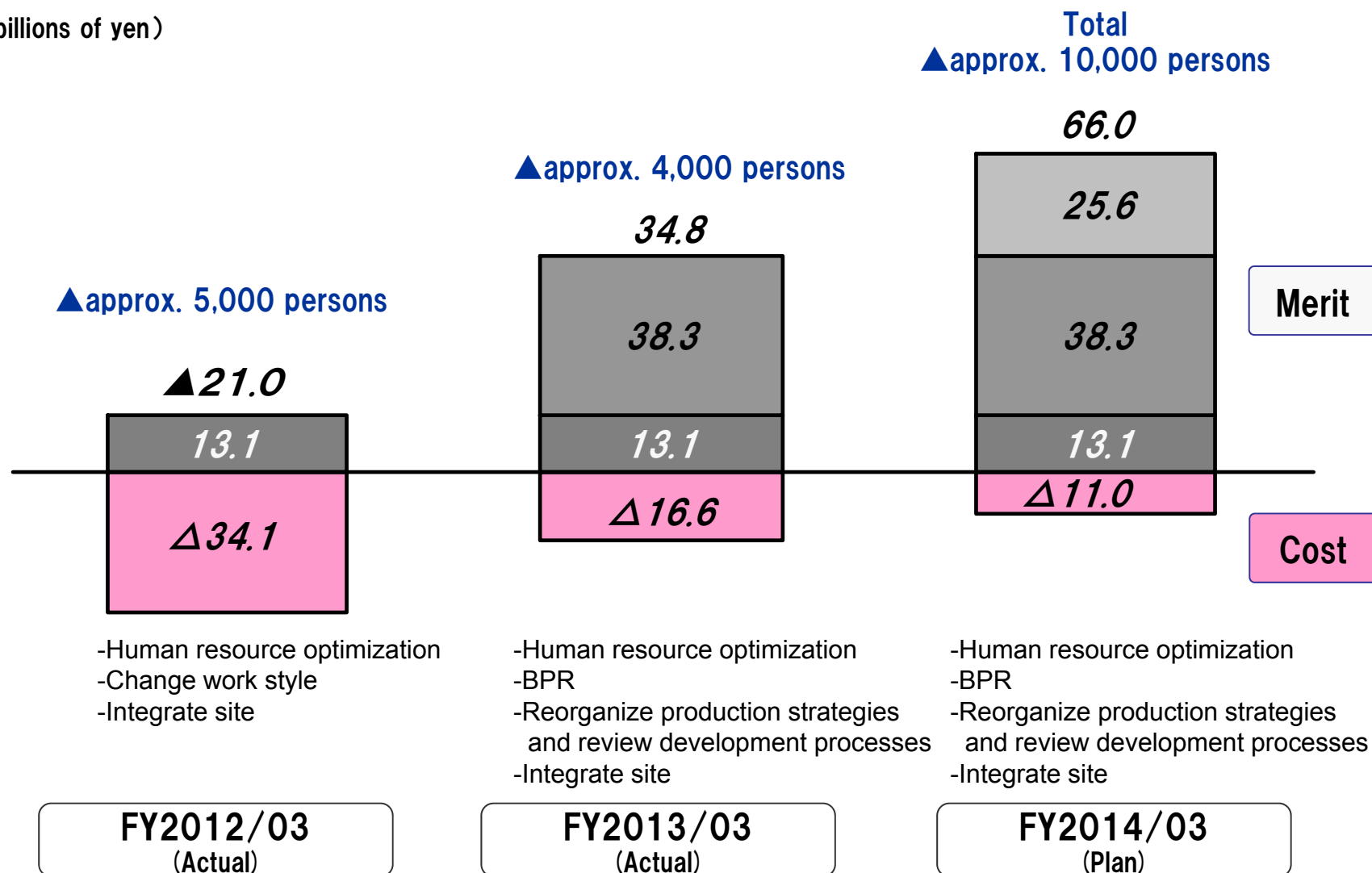
Impacts of forex
per yen annually

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



Progress of structural reform (CRGP)

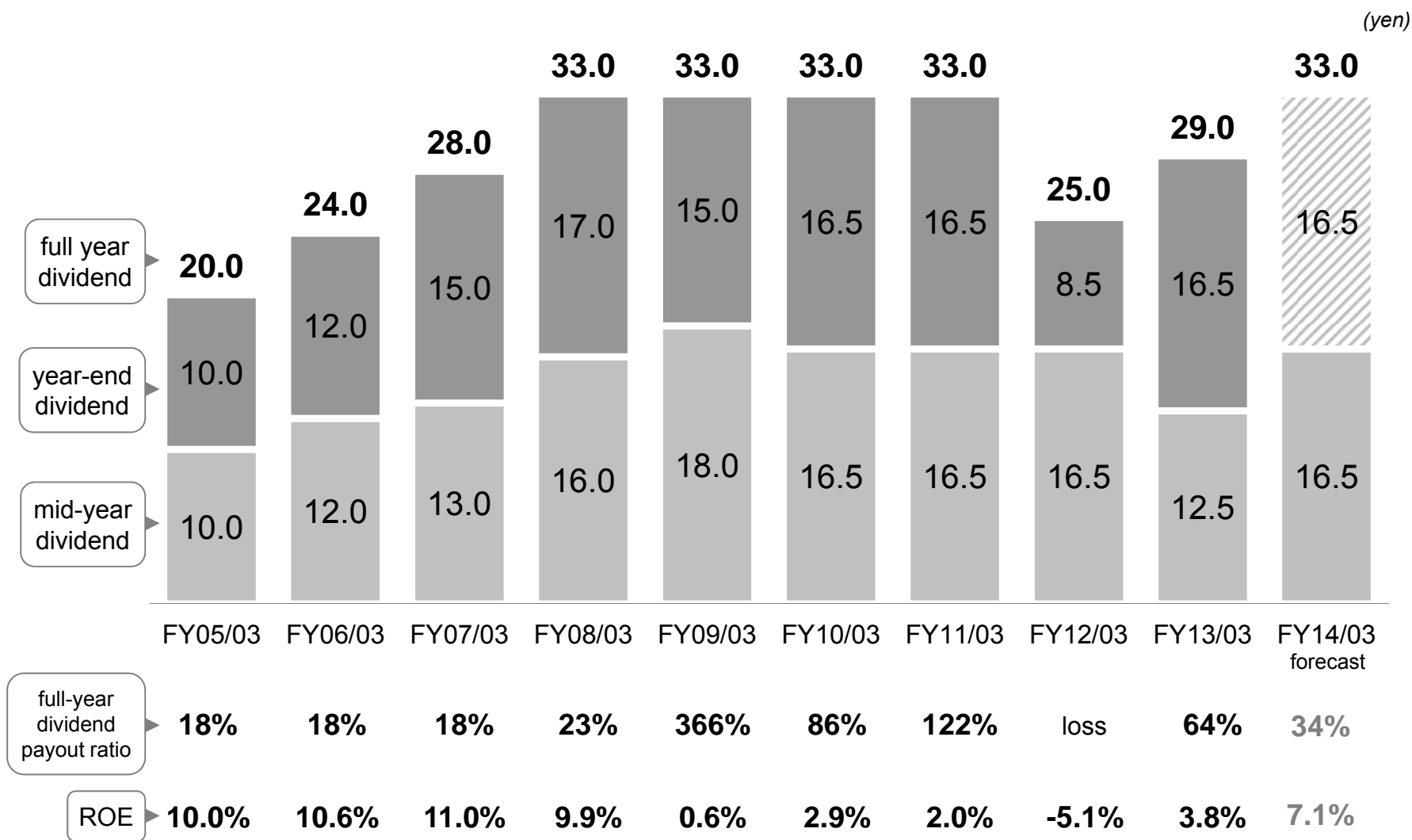
(billions of yen)



*No changes from previous forecast



Dividend and ROE

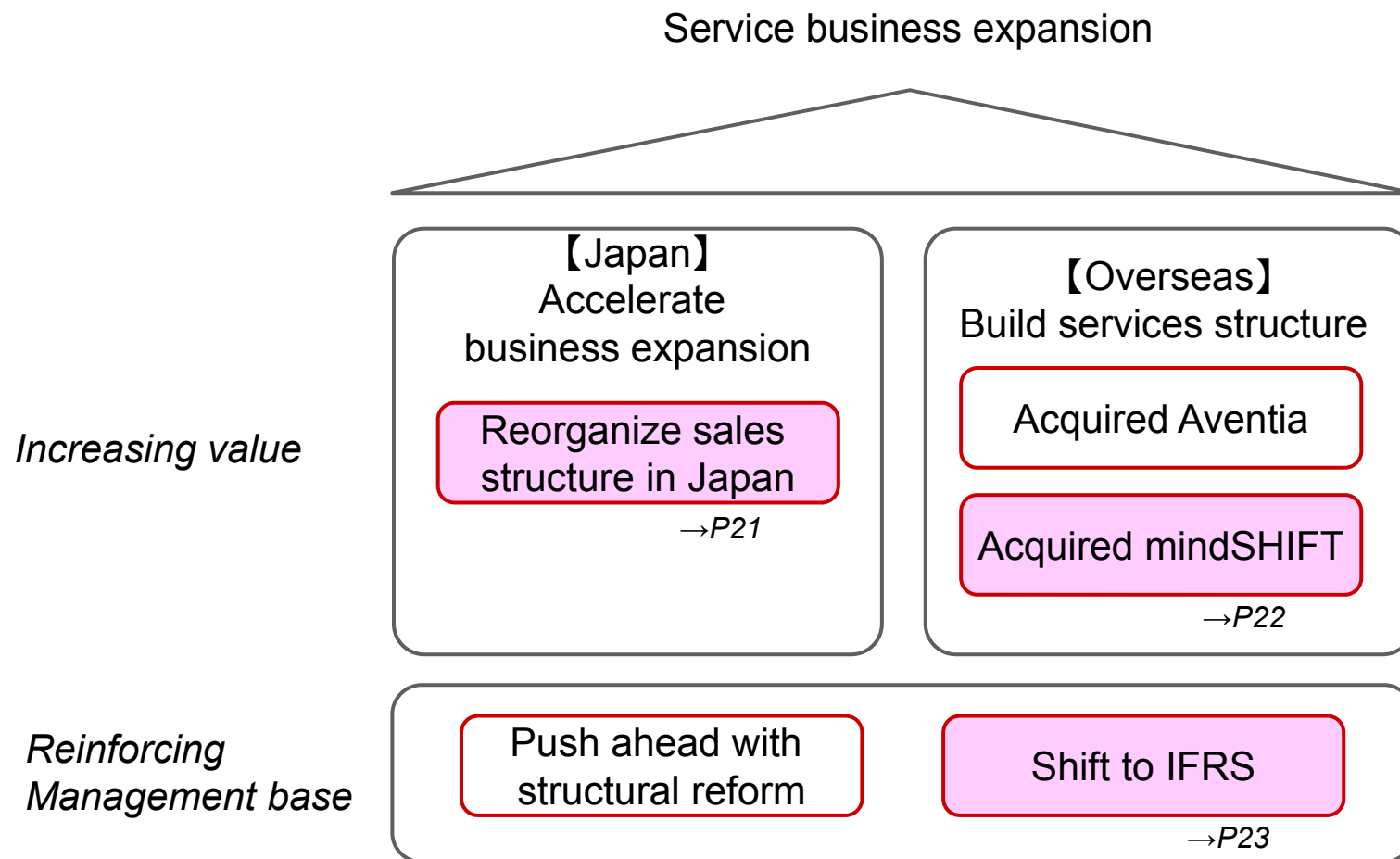




Appendix



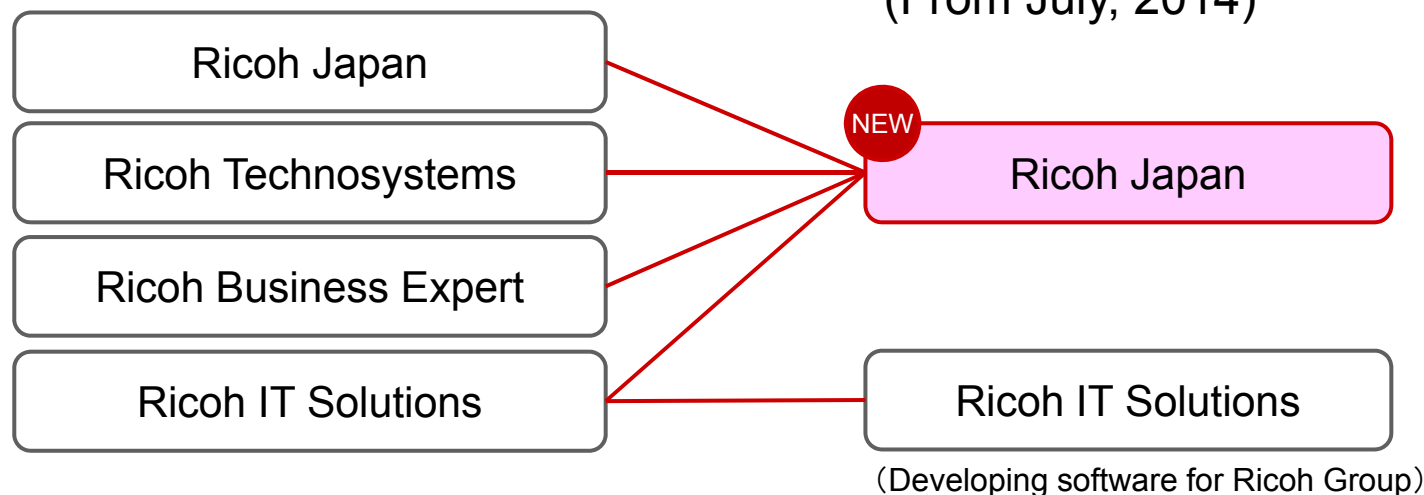
Service business expansion (FY March, 2014)



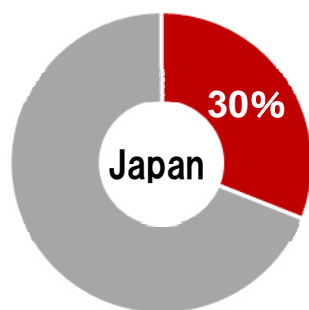


Reorganizing the sales structure in Japan

Integrating sales and service functions into Ricoh Japan Corporation
(From July, 2014)



Document and IT services in Japan will be integrated and further innovated.



Ratio of IT services *

- Japan is the most advanced IT services region in Ricoh Group
- No.1 in document business (A3 MFPs)



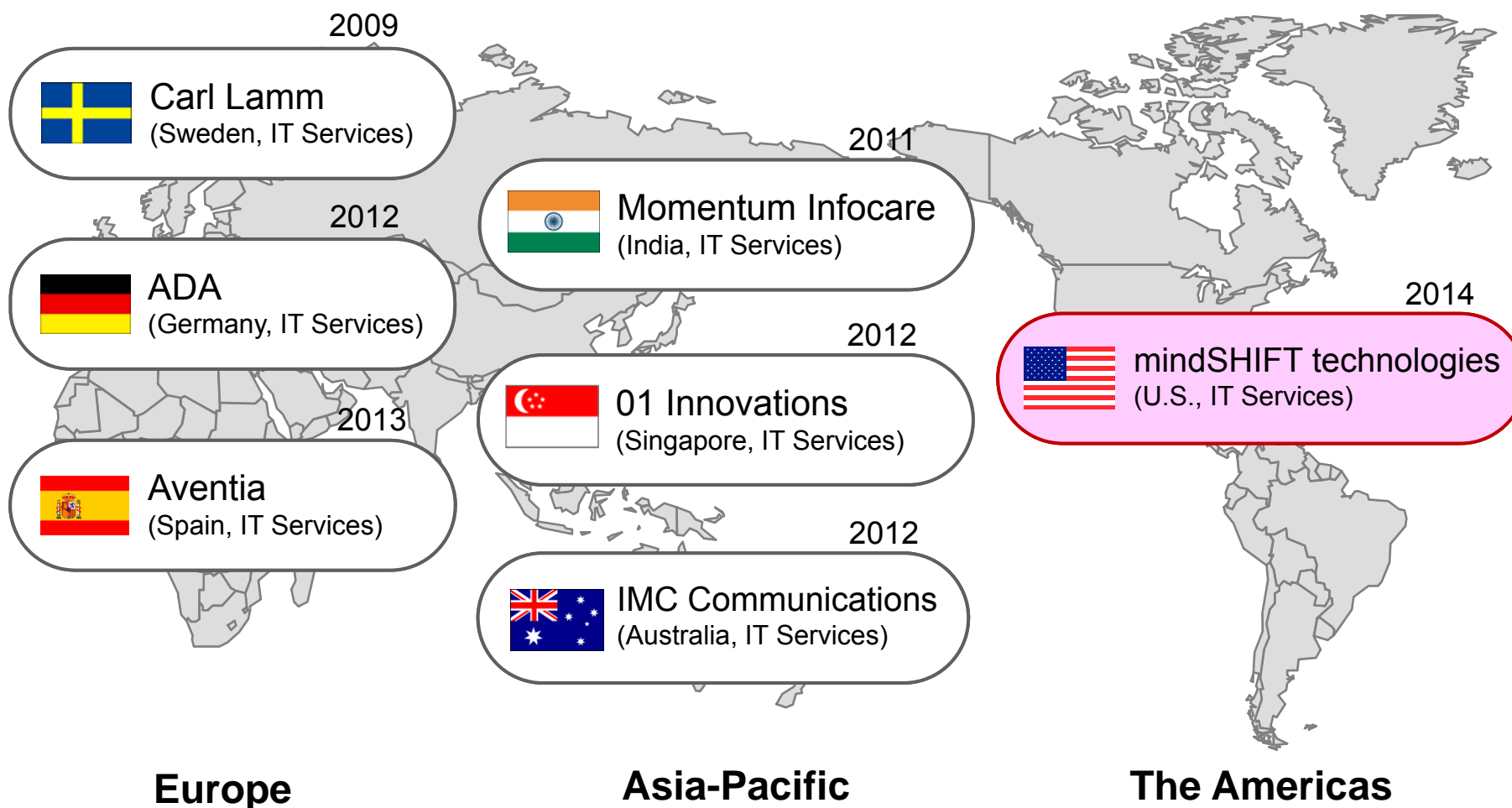
Establish one-stop
solution business model
in developed markets

(Document, IT services and Communication)

*Ratio of Network System Solutions in Imaging & Solutions in Japan



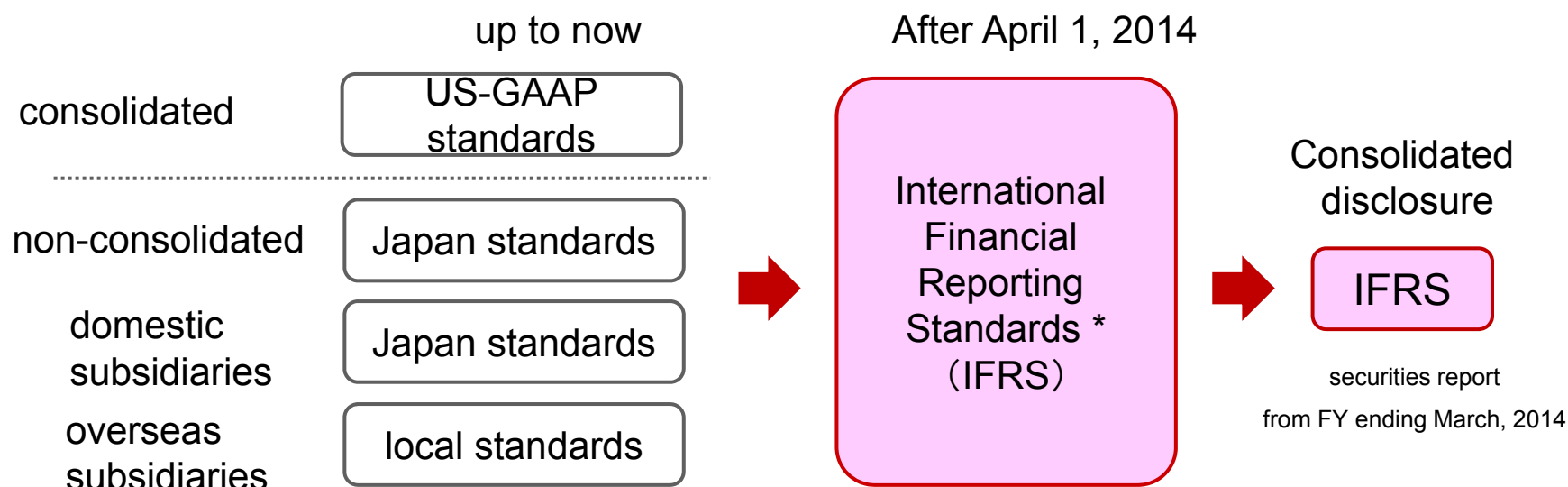
New hub for expanding IT services in the US





Shift to IFRS

Ricoh Group shifts financial standards to IFRS (from April, 2014)



* In system accounting, consolidated; IFRS, Ricoh Group (Japan); Japan standards, overseas subsidiaries; local standards

■ Aim: To Enhance Group management control accuracy by unifying financial standards

■ Areas affected by the shift to IFRS:

- Post-employment benefits
- Capitalized development costs

→ P/L of the IFRS shift is slight. (effect calculation on outlook for FY ending March, 2014)



New value for customers -noteworthy new products and services-

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■ Launched battery powered *geljet* MFP

Can print, fax and copy even during power outages, etc.

Available for use outside without power sources



RICOH SG 3120B SF



Charge batteries for mobile phones

■ Inkjet printer for large signage output

New!



RICOH Pro L4160

Can print on various materials such as paper, clothes, vinyl chloride, films and so on
Suitable for utilizing on posters, billboards and banners

 **THETA**
with
Google











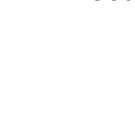





































Easy to create "Original Street View" using THETA's 360° imaging capture



FY2014/03 new products (Imaging & Solutions – Document)

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	FY2012/03	FY2013/03	FY2014/03
Color MFP	 MP C4002  MP C5002  MP C2802  MP C3302		 MP C8002  MP C6502  MP C6003  MP C5503  MP C4503  MP C3503  MP C3003  MP C1803  MP C2503  
Mono MFP	 MP4002  MP5002  MP6002  MP9002  MP750  MP2001  MP2501  MP1301  MP1601  MP2352  MP2852  MP3352  MP2253  MP3353		
A4 MFP	 SP1200SF  SP C230SFL  SP C241SF  SP5200S  SP5210SF  SP100SU  SP100SF  SP3510SF  MP301SPF  MP C305SPF  SG 3100SF		 SP 204SF  SG 3120SF  MP 311SFN  MP C305SP  SG 3120B SF 



Recognition for sustainability

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- The Global 100 Most Sustainable Corporations in the World: Selected for 10 consecutive years



- Energy Center Chairman Award (Japan)

RICOH MP C6003/C5503/C4503/C3503/C3003 Series

- Moved up to 6th place in Manufacturing field of the Environmental Management Survey by Nihon Economic Journal

Announced in January, 2014



RICOH MP C6003

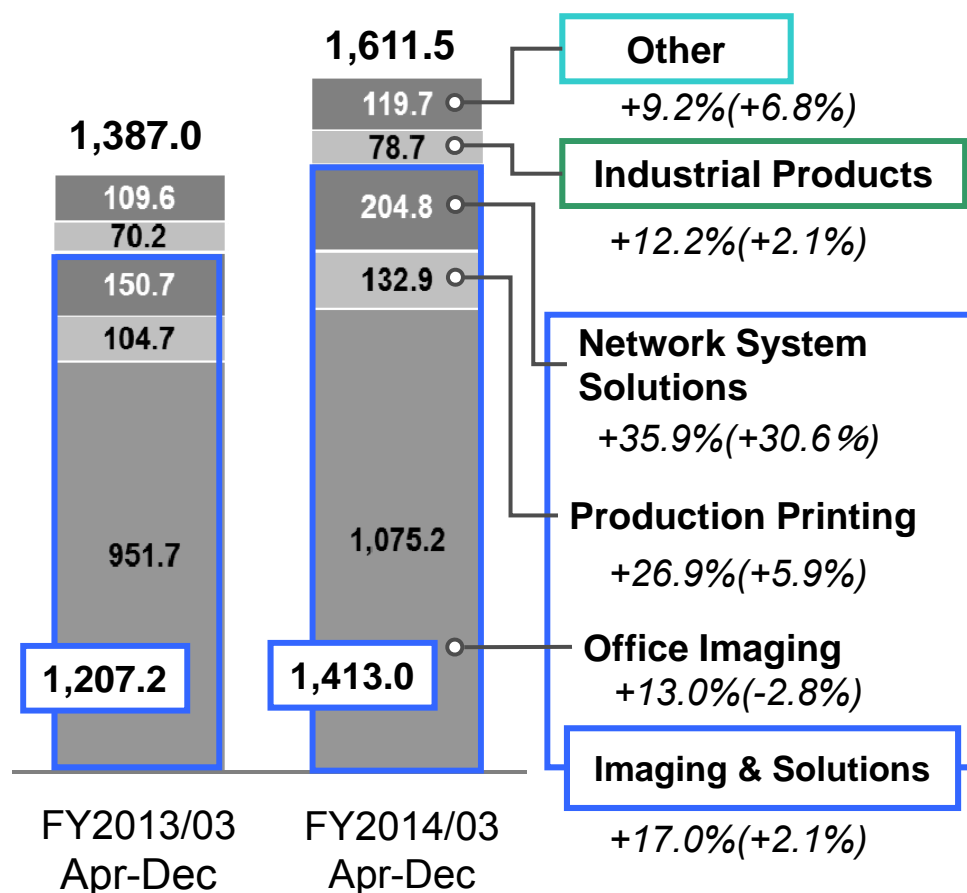


FY2014/3 Apr-Dec sales by category



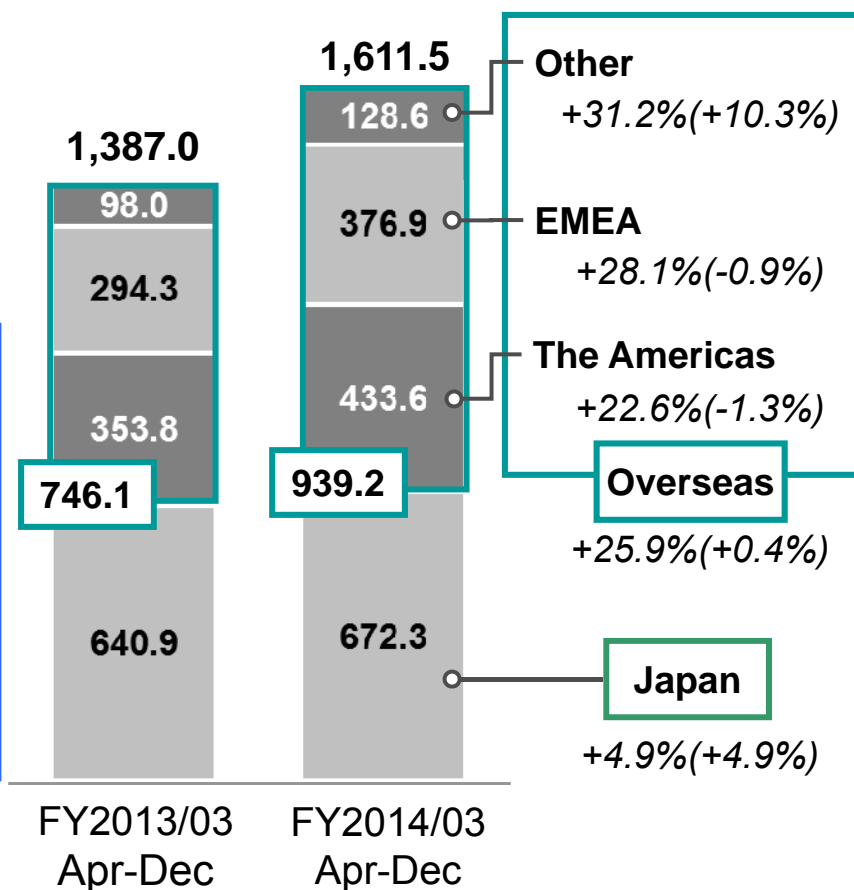
By product category

Y-o-Y (excluding Forex)
+16.2%(+2.5%)



By Area

Y-o-Y (excluding Forex)
+16.2%(+2.5%)





FY2014/03 Q3 income statement

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(billions of yen)		FY2013/03 Q3 result	FY2014/03 Q3 result	Y-o-Y Comparison		
				Change	Change(%)	Change(%) without Forex
Net sales	(Japan)	210.1	228.5	+18.3	+8.7%	+8.7%
	(Overseas)	259.4	327.4	+67.9	+26.2%	+1.0%
	Total	469.6	555.9	+86.3	+18.4%	+4.5%
Gross profit		188.9	226.6	+37.6	+19.9%	
	net sales %	40.2%	40.8%			
SG&A		175.9	194.2	+18.3	+10.5%	
	net sales %	37.4%	35.0%			
Operating income		13.0	32.3	+19.2	+147.0%	
	net sales %	2.8%	5.8%			
Income before income taxes		11.7	31.5	+19.7	+167.4%	
	net sales %	2.5%	5.7%			
Net income attribute to Ricoh Co.		5.5	18.8	+13.2	+237.3%	
	net sales %	1.2%	3.4%			
EPS (Yen)		7.71	26.00	+18.29		
Exchange rate	US \$1	81.27	100.46	+19.19		
	(Yen)	Euro 1	105.43	136.70	+31.27	

Investment

(billions of yen)	FY13/03 Q3	FY14/03 Q3
R&D	27.4	28.3
(% on sales)	5.8%	5.1%
CAPEX	19.7	17.0
Depreciation (tangible fixed assets)	13.9	18.9

FY2014/03 Q3 forex assumption

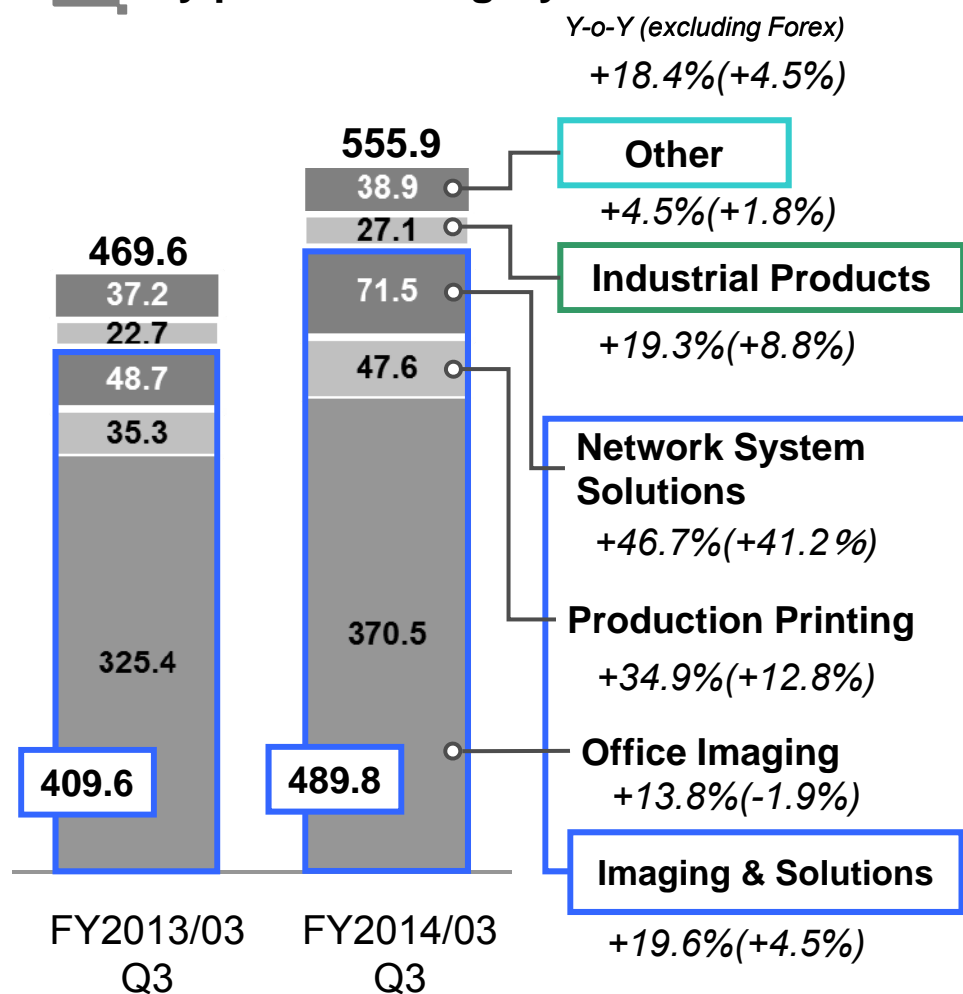
1US\$ =	95.00JPY
1Euro =	125.00JPY



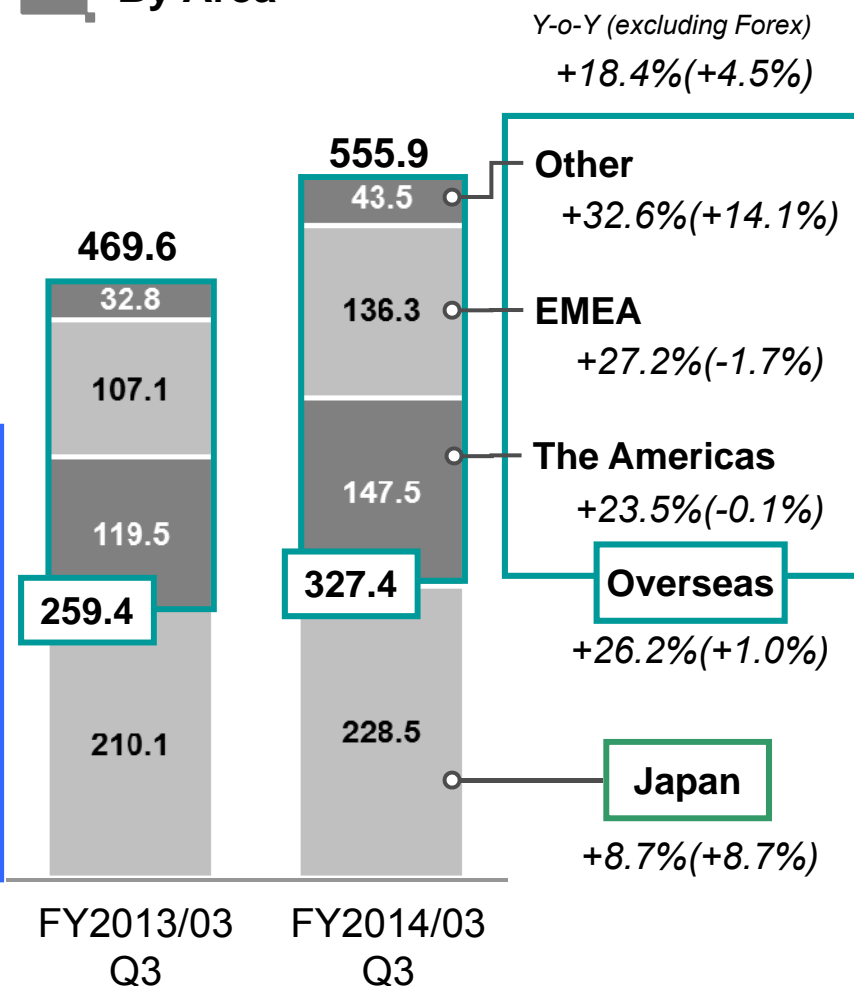
FY2014/3 Q3 sales by category

(billions of yen)

By product category



By Area



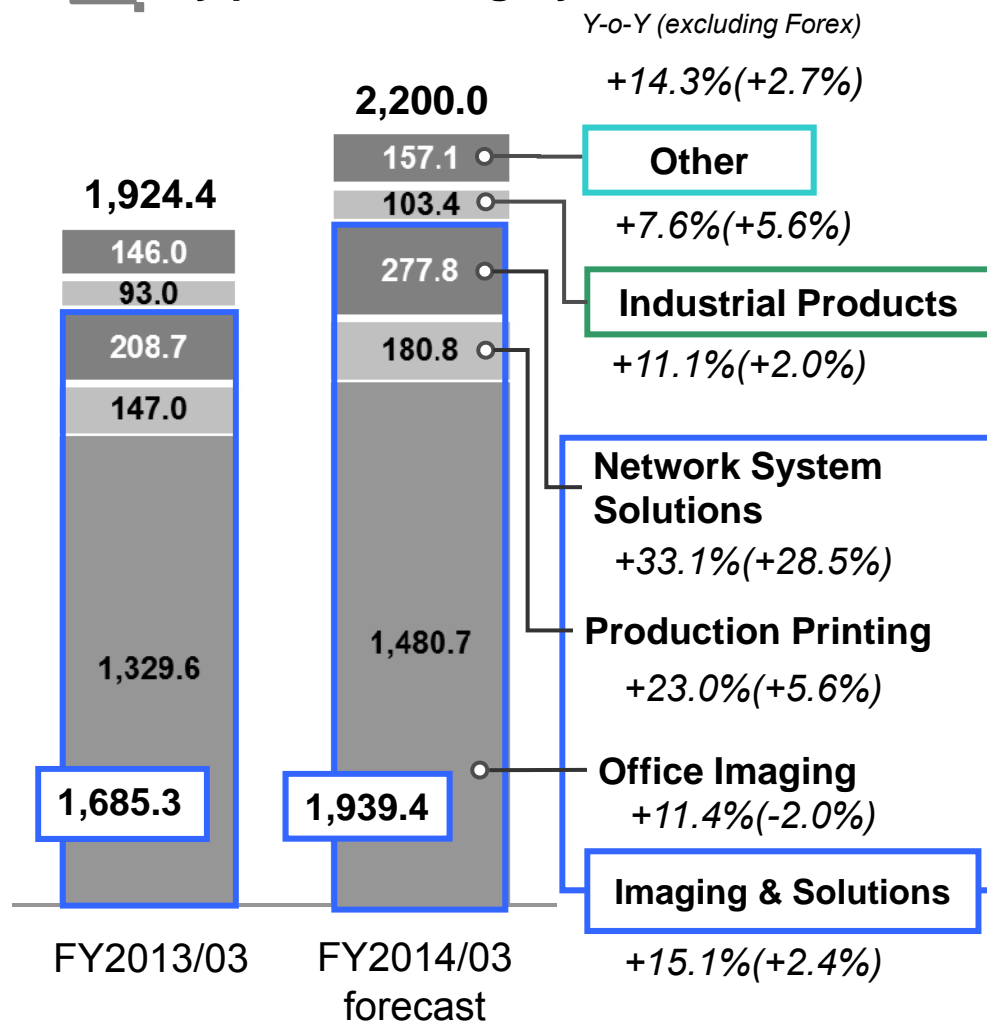


FY2014/3 sales forecast by category



By product category

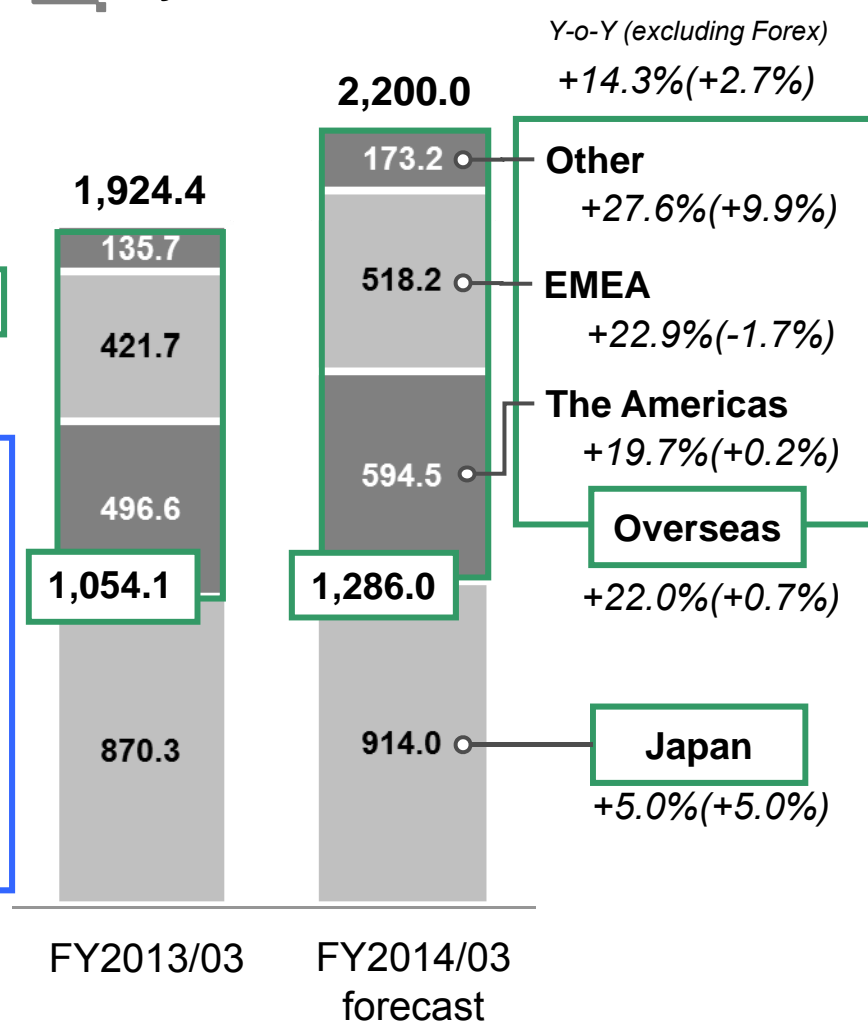
Y-o-Y (excluding Forex)



By area

(billions of yen)

Y-o-Y (excluding Forex)





Appendix: historical data (1)

Imaging & Solutions sales portion by products

*Value based ratio including forex

		FY2012/03				FY2013/03				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP		59%	56%	57%	57%	58%	55%	57%	57%	57%	52%	54%	57%	56%	54%	57%	57%
Office Printer		11%	10%	10%	10%	10%	10%	10%	10%	9%	9%	9%	10%	10%	9%	10%	10%
Production Printing(PP)		8%	9%	10%	9%	9%	9%	9%	9%	9%	10%	10%	9%	9%	9%	9%	9%
Office Imaging, other		6%	6%	6%	6%	6%	6%	6%	6%	5%	5%	5%	6%	6%	5%	6%	6%
MDS(Labor charge) & IT Services		9%	10%	10%	11%	10%	11%	11%	12%	11%	12%	12%	10%	11%	12%	10%	11%
Network System Solutions, other		8%	9%	8%	7%	8%	9%	8%	7%	9%	11%	11%	8%	8%	10%	8%	8%

MFP & printer Non-hardware ratio

		FY2012/03				FY2013/03				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	56%	61%	64%	52%	58%	61%	60%	50%	55%	60%	58%	60%	59%	58%	58%	57%
	Overseas	56%	51%	54%	52%	55%	53%	55%	53%	56%	56%	56%	54%	55%	56%	53%	54%
	Total	56%	55%	57%	52%	56%	56%	57%	52%	56%	57%	57%	56%	56%	57%	55%	55%
Office Printer	Japan					88%	88%	88%	85%	88%	85%	87%		88%	87%		87%
	Overseas					73%	69%	74%	72%	72%	71%	69%		72%	70%		72%
	Total					81%	79%	81%	78%	80%	78%	78%		80%	79%		80%
PP	Japan					63%	58%	61%	55%	71%	65%	61%		61%	65%		59%
	Overseas					56%	57%	60%	59%	62%	54%	55%		58%	57%		58%
	Total					58%	57%	60%	58%	63%	56%	56%		58%	58%		58%



Appendix: historical data (2)



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

*By value

< Hardware >		FY2012/03				FY2013/03				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	+18%	-2%	-4%	+10%	-6%	-2%	+11%	-2%	-3%	-7%	+3%	+4%	+0%	-3%	+6%	+0%
(Office+PP)	Overseas	-13%	-7%	-11%	-11%	+0%	-11%	+0%	+11%	+20%	+19%	+27%	-10%	-4%	+22%	-11%	+0%
	(Forex excluded)	-8%	-1%	-5%	-6%	+7%	-7%	-4%	-3%	-3%	-7%	+1%	-5%	-1%	-3%	-5%	-2%
	Total	-4%	-5%	-9%	-4%	-2%	-8%	+3%	+6%	+13%	+11%	+19%	-6%	-2%	+14%	-6%	+0%
	(Forex excluded)	+0%	-2%	-4%	-1%	+2%	-5%	+1%	-3%	-3%	-7%	+2%	-2%	-1%	-3%	-2%	-1%
< Non-hardware >																	
MFP&Printer	Japan	-5%	+4%	-2%	+0%	+2%	-2%	-2%	-7%	-4%	-3%	-3%	-1%	-1%	-3%	-1%	-2%
(Office+PP)	Overseas	-4%	-2%	-4%	-1%	-4%	-4%	+7%	+19%	+24%	+29%	+24%	-3%	+0%	+26%	-3%	+5%
	(Forex excluded)	+2%	+3%	+2%	+4%	+4%	+1%	+4%	+3%	+0%	+1%	-2%	+2%	+3%	+0%	+3%	+3%
	Total	-4%	+1%	-3%	-1%	-2%	-3%	+3%	+8%	+13%	+16%	+13%	-2%	+0%	+14%	-2%	+2%
	(Forex excluded)	-1%	+3%	+1%	+2%	+3%	+0%	+1%	-1%	-1%	-1%	-2%	+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				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer (Office Imaging)	Japan					-6%	-3%	+11%	-2%	-2%	-6%	+3%		+0%	-2%		-1%
	Overseas					-3%	-10%	+1%	+12%	+21%	+15%	+22%		-4%	+19%		+0%
	(Forex excluded)					+4%	-6%	-2%	-2%	-2%	-10%	-3%		-2%	-5%		-2%
	Total					-4%	-8%	+4%	+6%	+13%	+8%	+15%		-3%	+12%		+0%
	(Forex excluded)					+0%	-5%	+2%	-2%	-2%	-9%	-1%		-1%	-4%		-1%
MFP	Japan	+18%	-4%	-5%	+7%	-6%	-1%	+12%	-1%	-1%	-8%	+2%	+3%	+1%	-2%	+5%	+0%
	Overseas	-14%	-6%	-14%	-15%	-4%	-12%	+0%	+12%	+22%	+15%	+21%	-11%	-6%	+19%	-12%	-1%
	(Forex excluded)	-8%	-1%	-8%	-10%	+3%	-8%	-3%	-2%	-2%	-11%	-4%	-6%	-3%	-5%	-7%	-3%
	Total	-4%	-5%	-11%	-7%	-4%	-9%	+4%	+7%	+13%	+7%	+15%	-7%	-3%	+12%	-7%	+0%
	(Forex excluded)	+0%	-2%	-7%	-4%	+0%	-6%	+2%	-2%	-1%	-10%	-2%	-3%	-2%	-4%	-3%	-2%
Office Printer	Japan					-1%	-16%	-2%	-19%	-13%	+15%	+8%		-7%	+4%		-11%
	Overseas					+8%	+22%	+17%	+10%	+15%	+18%	+28%		+15%	+20%		+13%
	(Forex excluded)					+16%	+28%	+13%	-4%	-7%	-7%	+2%		+19%	-4%		+12%
	Total					+5%	+6%	+10%	-2%	+5%	+17%	+21%		+7%	+15%		+4%
	(Forex excluded)					+10%	+9%	+8%	-10%	-9%	+0%	+4%		+9%	-2%		+3%



Appendix: historical data (4)



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

*By value

< Non-hardware >		FY2012/03				FY2013/03				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer (Office Imaging)	Japan					+2%	-3%	-2%	-7%	-4%	-3%	-3%		-1%	-3%		-2%
	Overseas					-5%	-6%	+7%	+18%	+22%	+29%	+22%		-1%	+24%		+4%
	(Forex excluded)					+3%	-1%	+4%	+2%	-2%	+0%	-3%		+2%	-1%		+2%
	Total					-2%	-4%	+3%	+7%	+11%	+15%	+12%		-1%	+13%		+1%
	(Forex excluded)					+2%	-2%	+2%	-2%	-2%	-1%	-3%		+1%	-2%		+0%
MFP	Japan	-5%	-3%	-4%	-1%	+0%	-4%	-3%	-6%	-4%	-2%	-3%	-4%	-2%	-3%	-3%	-3%
	Overseas	-4%	-3%	-7%	-4%	-5%	-5%	+7%	+17%	+24%	+29%	+24%	-5%	-1%	+26%	-4%	+3%
	(Forex excluded)	+1%	+2%	-1%	+2%	+2%	+0%	+4%	+1%	+0%	+1%	-2%	+1%	+2%	+0%	+1%	+2%
	Total	-5%	-3%	-6%	-3%	-3%	-5%	+3%	+8%	+14%	+17%	+14%	-4%	-2%	+15%	-4%	+1%
	(Forex excluded)	-2%	+0%	-2%	+0%	+1%	-2%	+1%	-2%	-1%	+0%	-2%	-1%	+0%	-1%	-1%	+0%
Office Printer	Japan					+9%	+1%	+1%	-8%	-4%	-5%	-3%		+4%	-4%		+0%
	Overseas					-3%	-10%	+10%	+22%	+11%	+25%	+13%		-1%	+16%		+5%
	(Forex excluded)					+6%	-5%	+6%	+7%	-11%	-3%	-10%		+3%	-8%		+4%
	Total					+4%	-3%	+5%	+3%	+2%	+7%	+4%		+2%	+4%		+2%
	(Forex excluded)					+8%	-1%	+3%	-3%	-7%	-4%	-6%		+3%	-5%		+2%



Appendix: historical data (5)



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

< Hardware >		FY2012/03				FY2013/03				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
PP	Japan					-10%	+8%	+4%	+10%	-29%	-22%	+2%		+1%	-16%		+3%
	Overseas					+32%	-13%	-9%	+5%	+11%	+46%	+67%		+0%	+41%		+1%
	(Forex excluded)					+39%	-10%	-13%	-9%	-10%	+15%	+34%		+2%	+13%		-1%
	Total					+21%	-9%	-7%	+6%	+4%	+32%	+54%		+0%	+30%		+2%
	(Forex excluded)					+27%	-6%	-10%	-5%	-14%	+8%	+27%		+2%	+7%		+0%
< Non-hardware >																	
PP	Japan					+5%	+6%	-9%	-2%	-1%	+4%	+2%		+0%	+2%		+0%
	Overseas					+5%	+13%	+7%	+31%	+38%	+31%	+36%		+9%	+35%		+14%
	(Forex excluded)					+11%	+18%	+4%	+14%	+12%	+3%	+8%		+11%	+7%		+12%
	Total					+5%	+12%	+3%	+23%	+29%	+25%	+29%		+7%	+28%		+11%
	(Forex excluded)					+10%	+15%	+1%	+10%	+9%	+3%	+7%		+8%	+6%		+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				FY2014/03			FY12/03	FY13/03	FY14/03	FY12/03	FY13/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	76%	77%	78%	68%	70%	68%	74%	71%	76%	80%	85%	77%	71%	80%	74%	71%
	Overseas	56%	56%	58%	53%	56%	55%	56%	56%	54%	52%	58%	57%	56%	55%	56%	56%
	Total	64%	62%	64%	59%	61%	59%	62%	61%	61%	60%	67%	63%	61%	63%	62%	61%
Office Printer	Japan					44%	43%	45%	49%	47%	41%	42%		44%	43%		46%
	Overseas					32%	32%	33%	29%	32%	33%	31%		32%	32%		31%
	Total					36%	36%	37%	36%	36%	36%	34%		36%	35%		36%
PP	Japan					6%	8%	7%	14%	31%	29%	27%		7%	29%		9%
	Overseas					56%	54%	56%	53%	56%	62%	66%		56%	62%		55%
	Total					47%	44%	46%	45%	53%	58%	60%		46%	57%		45%

*For hardware shipment, by value



Number of employees

		FY11/03	FY12/03	FY13/03	FY14/03		
					Q1	Q2	Q3
Japan		40,072	38,519	37,401	37,591	37,311	37,077
Overseas	Americas	34,139	33,262	31,475	31,353	31,467	31,331
	EMEA	17,350	17,637	18,229	18,267	18,459	18,410
	China	11,808	11,960	12,094	12,566	12,847	12,679
	AsiaPacific	5,645	7,864	8,232	8,318	8,618	8,838
	Sub total	68,942	70,723	70,030	70,504	71,391	71,258
Total		109,014	109,242	107,431	108,095	108,702	108,335

*As of end of each period

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