## **Key Financial Figures(Consolidated)**

January 31, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Nine months ended)

Operating Results Sales								
• •	(Fiscal year	ended)		IFRS			IFRS	
Sales	Mar.'13	Mar.'14	Mar.'15 (*1)	Mar.'16	Mar.'17 (Forecast)	Dec.'14	Dec.'15	Dec.'16
	1,924.4	2,236.9	2,151.4	2,209.0	2,000.0	1,571.5	1,643.8	1,469.4
(change from the previous corresponding period)	1.1%	16.2%	2.0%	2.7%	-9.5%	3.4%	4.6%	-10.6%
Domestic sales	870.3	953.5	759.5	761.5	766.0	552.5	549.1	546.9
(change from the previous corresponding period)	-1.8%	9.6%	-7.1%	0.3%	0.6%	-3.8%	-0.6%	-0.4%
Overseas sales	1,054.1	1,283.3	1,391.8	1,447.4	1,234.0	1,018.9	1,094.7	922.4
(change from the previous corresponding period)	3.6%	21.7%	7.9%	4.0%	-14.7%	7.8%	7.4%	-15.7%
Overseas sales ratio	54.8%	57.4%	64.7%	65.5%	61.7%	64.8%	66.6%	62.8%
Gross profit	768.6	894.3	906.9	881.9	772.0	679.1	672.7	585.5
(change from the previous corresponding period)	2.1%	16.4%	3.9%	-2.8%	-12.5%	6.0%	-0.9%	-13.0%
Percentage of sales	39.9%	40.0%	42.2%	39.9%	38.6%	43.2%	40.9%	39.8%
Selling, general and administrative expenses	705.1	773.9	791.1	779.6	732.0	593.0	587.2	556.9
(change from the previous corresponding period)	-8.5%	9.7%	5.1%	-1.5%	-6.1%	5.5%	-1.0%	-5.2%
Percentage of sales	36.6%	34.6%	36.8%	35.3%	36.6%	37.7%	35.7%	37.9%
Operating profit	63.4	120.3	115.7	102.2	40.0	86.0	85.4	28.5
(change from the previous corresponding period)		89.8%	-3.8%	-11.6%	-60.9%	9.8%	-0.7%	-66.6%
Percentage of sales	3.3%	5.4%	5.4%	4.6%	2.0%	5.5%	5.2%	1.9%
Profit before income tax expenses	58.1	117.2	112.2	95.6	38.0	84.8	81.1	26.1
(change from the previous corresponding period)		101.5%	-4.9%	-14.8%	-60.3%	11.8%	-4.4%	-67.8%
Percentage of sales	3.0%	5.2%	5.2%	4.3%	1.9%	5.4%	4.9%	1.8%
Profit attributable to owners of the parent	32.4	72.8	68.5	62.9	10.0	52.3	51.4	4.1
(change from the previous corresponding period)	32.4	124.3%	-5.8%	-8.1%	-84.1%	20.6%	-1.8%	-92.0%
Percentage of sales	1.7%	3.3%	3.2%	2.8%	0.5%	3.3%	3.1%	0.3%
Earnings per share attributable to owners of the parent-basic[ye		100.46	94.58	86.87	13.80	72.22	70.93	5.68
(change from the previous corresponding period)		124.3%	-5.8%	-8.2%	-84.1%	20.6%	-1.8%	-92.0%
Exchange rate [yen/US\$]	83.06	100.29	109.89	120.12	106.21	106.84	121.67	106.61
[yen/EURO]	107.08	134.47	138.85	132.68	117.27	140.26	134.42	118.03
[jem Berte]	107.00	10	100.00	102.00	11/12/		10.1.12	110.00
2. Other ratios	Mar.'13	Mar.'14	Mar.'15	Mar.'16	Mar.'17	Dec.'14	Dec.'15	Dec.'16
			(*1)		(Forecast)			
R&D Expenditure	112.0	116.2	118.7	118.5	118.0	86.8	86.5	83.7
R&D Expenditure / Sales	5.8%	5.2%	5.5%	5.4%	5.9%	5.5%	5.3%	5.7%
Finance income	3.0	2.5	3.9	5.0	_	4.4	3.7	3.5
Finance costs	7.3	7.5	7.3	11.7	_	5.6	8.1	6.0
Financial income(expenses)net	-4.3	-4.9	-3.4	-6.6	_	-1.1	-4.3	-2.4
Interest coverage ratio(*) [times]	9.0	16.3	16.2	9.1		16.1	11.0	5.3
Depreciation for tangible fixed assets	60.4	72.5	70.9	68.7	70.0	53.3	52.5	50.1
Expenditure for plant and equipment	86.5	78.7				54.9	61.6	53.0
Experiencie for plant and equipment		70.7	75.9	83.7	78.0		01.0	33.0
Free Cash Flow	18.0	24.7	75.9 -40.9	83.7 -4.2	78.0	-74.9	-42.2	
	18.0 120.3				78.0 — —	-		-39.0
Free Cash Flow	120.3 0.75	24.7 144.1 0.77	-40.9 138.6 0.77	-4.2 168.5 0.9	78.0 — — —	-74.9 140.2 0.80	-42.2 163.1 0.89	-39.0 193.8
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories	120.3 0.75 195.3	24.7 144.1	-40.9 138.6	-4.2 168.5 0.9 207.0	78.0 — — — — —	-74.9 140.2	-42.2 163.1	-39.0 193.8 1.19
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months]	120.3 0.75	24.7 144.1 0.77	-40.9 138.6 0.77	-4.2 168.5 0.9	_ _ _	-74.9 140.2 0.80	-42.2 163.1 0.89	-39.0 193.8 1.19 234.7 2.39
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories	120.3 0.75 195.3	24.7 144.1 0.77 194.7	-40.9 138.6 0.77 224.4	-4.2 168.5 0.9 207.0	_ _ _	-74.9 140.2 0.80 240.5	-42.2 163.1 0.89 234.8	-39.0 193.8 1.19 234.7 2.39
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	120.3 0.75 195.3 2.03	24.7 144.1 0.77 194.7 1.74	-40.9 138.6 0.77 224.4 2.16	-4.2 168.5 0.9 207.0 1.9	_ _ _	-74.9 140.2 0.80 240.5 2.43	-42.2 163.1 0.89 234.8 2.18 885.4 31.7%	-39.0 193.8 1.19 234.7 2.39 944.9
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months]  Inventories Inventories/Averaged cost of sales [months]  Debt	120.3 0.75 195.3 2.03 702.7	24.7 144.1 0.77 194.7 1.74 724.4	-40.9 138.6 0.77 224.4 2.16 790.5	-4.2 168.5 0.9 207.0 1.9 852.8		-74.9 140.2 0.80 240.5 2.43 819.8	-42.2 163.1 0.89 234.8 2.18 885.4	-39.0 193.8 1.19 234.7 2.39 944.9 33.3%
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months]  Inventories Inventories/Averaged cost of sales [months]  Debt Debt on total assets	120.3 0.75 195.3 2.03 702.7 29.8%	24.7 144.1 0.77 194.7 1.74 724.4 28.3%	-40.9 138.6 0.77 224.4 2.16 790.5 29.0%	-4.2 168.5 0.9 207.0 1.9 852.8 30.7%		-74.9 140.2 0.80 240.5 2.43 819.8 29.8%	-42.2 163.1 0.89 234.8 2.18 885.4 31.7%	-39.0 193.8 1.19 234.7 2.39 944.9 33.3% 2,834.9
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets	120.3 0.75 195.3 2.03 702.7 29.8% 2,360.6	24.7 144.1 0.77 194.7 1.74 724.4 28.3% 2,556.9	-40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2	-4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4	- - - - - - -	-74.9 140.2 0.80 240.5 2.43 819.8 29.8% 2,748.8	-42.2 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0	-39.0 193.8 1.19 234.7 2.39 944.9 33.3% 2,834.9
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets	120.3 0.75 195.3 2.03 702.7 29.8% 2,360.6 2.5%	24.7 144.1 0.77 194.7 1.74 724.4 28.3% 2,556.9 4.8%	-40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2%	-4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5%	- - - - - - -	-74.9 140.2 0.80 240.5 2.43 819.8 29.8% 2,748.8 3.2%	-42.2 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 2.9%	-39.0 193.8 1.19 234.7 2.39 944.9 33.3% 2,834.9 0.9%
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent	120.3 0.75 195.3 2.03 702.7 29.8% 2,360.6 2.5%	24.7 144.1 0.77 194.7 1.74 724.4 28.3% 2,556.9 4.8% 1,017.9	-40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2% 1,084.1	-4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5%	- - - - - - -	-74.9 140.2 0.80 240.5 2.43 819.8 29.8% 2,748.8 3.2% 1,109.3	-42.2 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 2.9% 1,109.4	-39.0 193.8 1.19 234.7 2.39 944.9 33.3% 2,834.9 0.9% 1,056.4 37.3%
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	120.3 0.75 195.3 2.03 702.7 29.8% 2,360.6 2.5% 897.9 38.0%	24.7 144.1 0.77 194.7 1.74 724.4 28.3% 2,556.9 4.8% 1,017.9 39.8%	-40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2% 1,084.1 39.7%	-4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5% 1,077.8 38.8%	- - - - - - -	-74.9 140.2 0.80 240.5 2.43 819.8 29.8% 2,748.8 3.2% 1,109.3 40.4%	-42.2 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 2.9% 1,109.4 39.7%	33.3% 1.19 234.7 2.39 944.9 33.3% 2,834.9 0.9% 1,056.4 37.3% 0.4% 35.8
Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio Return on equity	120.3 0.75 195.3 2.03 702.7 29.8% 2,360.6 2.5% 897.9 38.0% 3.8%	24.7 144.1 0.77 194.7 1.74 724.4 28.3% 2,556.9 4.8% 1,017.9 39.8% 7.6%	-40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2% 1,084.1 39.7% 6.5%	-4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5% 1,077.8 38.8% 5.8%	- - - - - - -	-74.9 140.2 0.80 240.5 2.43 819.8 29.8% 2,748.8 3.2% 1,109.3 40.4% 4.9%	-42.2 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 2.9% 1,109.4 39.7% 4.7%	-39.0 193.8 1.19 234.7 2.39 944.9 33.3% 2,834.9 0.9% 1,056.4 37.3% 0.4%

Interest coverage ratio(\*\*)=(Interest and dividend income + Operating profit) ÷ Interest expense

<sup>\*1</sup> Due to the change in lease transaction reporting from FY16/03, sales figures and related indicators of FY15/03 have also been adjusted retroactively to conform to the current year.

<sup>★</sup> We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statements from FY March 31, 2014, instead of U.S. GAAP.

## **Key Financial Figures(Consolidated)**

January 31, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Nine months ended)

	(Fiscal year	ended)		IFRS			IFRS	
3. Sales by Category	Mar.'13	Mar.'14	Mar.'15 (*1)	Mar.'16	Mar.'17	Dec.'14	Dec.'15	Dec.'16
Imaging & Solutions	1,685.3	1,970.4	1,916.6	1,974.5	(Forecast) 1,765.1	1,394.1	1,468.0	1,294.4
(change from the previous corresponding period		16.9%	-2.5%	3.0%	-10.6%	3.5%	5.3%	-11.8%
Percentage of sales	87.6%	88.1%	89.0%	89.3%	88.3%	88.7%	89.4%	88.1%
Office Imaging	1,329.6	1,477.4	1,439.7	1,432.0	1,257.0	1,055.1	1,068.3	929.0
(change from the previous corresponding period	,	11.1%	-2.5%	-0.5%	-12.2%	3.0%	1.3%	-13.0%
Percentage of sales	69.1%	66.0%	66.9%	64.8%	62.9%	67.1%	65.0%	63.2%
Production Printing	147.0	185.0	191.9	223.8	202.8	137.9	165.4	147.9
(change from the previous corresponding period	-1.0%	25.9%	6.6%	16.6%	-9.4%	6.6%	20.0%	-10.6%
Percentage of sales	7.6%	8.3%	8.9%	10.1%	10.1%	8.8%	10.1%	10.1%
Network System Solutions	208.7	308.0	284.9	318.6	305.3	201.0	234.2	217.5
(change from the previous corresponding period	4.8%	47.5%	-7.5%	11.8%	-4.2%	4.0%	16.5%	-7.1%
Percentage of sales	10.8%	13.8%	13.2%	14.4%	15.3%	12.8%	14.3%	14.8%
Industrial Products	93.0	105.0	117.7	125.4	124.3	87.9	94.6	91.3
(change from the previous corresponding period	-5.1%	12.8%	7.1%	6.5%	-0.9%	6.8%	7.6%	-3.5%
Percentage of sales	4.8%	4.7%	5.5%	5.7%	6.2%	5.6%	5.8%	6.2%
Other	146.0	161.4	116.9	109.0	110.5	89.4	81.1	83.6
(change from the previous corresponding period	8.7%	10.5%	-3.2%	-6.8%	1.3%	-0.7%	-9.3%	3.1%
Percentage of sales	7.7%	7.2%	5.5%	5.0%	5.5%	5.7%	4.8%	5.7%
4. Sales by Geographic Area	Mar.'13	Mar.'14	Mar.'15 (*1)	Mar.'16	Mar.'17 (Forecast)	Dec.'14	Dec.'15	Dec.'16
Japan	870.3	953.5	759.5	761.5	766.0	552.5	549.1	546.9
(change from the previous corresponding period	-1.8%	9.6%	-7.1%	0.3%	0.6%	-3.8%	-0.6%	-0.4%
Percentage of sales	45.2%	42.6%	35.3%	34.5%	38.3%	35.2%	33.4%	37.2%
Overseas	1,054.1	1,283.3	1,391.8	1,447.4	1,234.0	1,018.9	1,094.7	922.4
(change from the previous corresponding period	3.6%	21.7%	7.9%	4.0%	-14.7%	7.8%	7.4%	-15.7%
Percentage of sales	54.8%	57.4%	64.7%	65.5%	61.7%	64.8%	66.6%	62.8%
The Americas	496.6	591.2	648.5	693.7	594.5	473.3	524.7	443.7
(change from the previous corresponding period	5.9%	19.1%	10.1%	7.0%	-14.3%	9.5%	10.9%	-15.4%
Percentage of sales	25.8%	26.4%	30.1%	31.4%	29.7%	30.1%	31.9%	30.2%
Europe, Middle East and Africa	421.7	519.4	532.3	531.0	447.3	391.4	397.3	334.6
(change from the previous corresponding period	0.1%	23.2%	2.6%	-0.3%	-15.8%	3.9%	1.5%	-15.8%
Percentage of sales	21.9%	23.2%	24.7%	24.0%	22.4%	24.9%	24.2%	22.8%
Other	135.7	172.6	210.9	222.6	192.1	154.1	172.6	144.0
(change from the previous corresponding period	6.9%	27.2%	15.7%	5.6%	-13.7%	13.0%	12.0%	-16.5%
Percentage of sales	7.1%	7.7%	9.9%	10.1%	9.6%	9.8%	10.5%	9.8%

<sup>\*1</sup> Due to the change in lease transaction reporting from FY16/03, sales figures and related indicators of FY15/03 have also been adjusted retroactively to conform to the current year

<sup>★</sup> We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statement from FY March 31, 2014, instead of U.S. GAAP.

(Three months ended)

Operating Results	Jun.'15	Sep.'15	Dec.'15	IFR Mar.'16	<b>S</b> Jun.'16	Sep.'16	Dec.'16	Mar.'17
Sales	539.1	556.0	548.6	565.1	487.7	483.7	497.9	(Forecast) 530.6
(change from the previous corresponding period)	6.4%	5.7%	1.8%	-2.5%	-9.5%	-13.0%	-9.2%	-6.1%
Domestic sales	179.8	187.1	182.1	212.4	179.1	185.6	182.2	219.0
(change from the previous corresponding period)	-3.1%	-1.1%	2.4%	2.6%	-0.4%	-0.8%	0.0%	3.1%
Overseas sales	359.2	368.8	366.5	352.7	308.6	298.0	315.7	311.6
(change from the previous corresponding period)	11.9%	9.5%	1.5%	-5.4%	-14.1%	-19.2%	-13.9%	-11.7%
Overseas sales ratio	66.6%	66.3%	66.8%	62.4%	63.3%	61.6%	63.4%	58.7%
Gross profit	224.8	221.8	226.0	209.2	198.8	188.3	198.2	186.4
(change from the previous corresponding period)	2.5%	-2.3%	-2.9%	-8.1%	-11.6%	-15.1%	-12.3%	-10.9%
Percentage of sales	41.7%	39.9%	41.2%	37.0%	40.8%	38.9%	39.8%	35.1%
Selling, general and administrative expenses	204.1	186.4	196.6	192.3	187.9	182.7	186.2	175.0
(change from the previous corresponding period)	6.3%	-6.0%	-2.9%	-2.9%	-7.9%	-2.0%	-5.3%	-9.0%
Percentage of sales	37.9%	33.5%	35.8%	34.0%	38.6%	37.8%	37.4%	33.0%
Operating profit	20.6	35.4	29.3	16.8	10.8	5.6	12.0	11.4
(change from the previous corresponding period)	-23.9%	23.5%	-2.9%	-43.3%	-47.4%	-84.0%	-59.0%	-32.1%
Percentage of sales	3.8%	6.4%	5.3%	3.0%	2.2%	1.2%	2.4%	2.2%
Profit before income tax expenses	19.4	34.1	27.6	14.5	10.3	4.8	10.8	11.8
(change from the previous corresponding period)	-24.6%	14.5%	-5.7%	-47.1%	-46.6%	-85.6%	-60.7%	-18.4%
Percentage of sales	3.6%	6.1%	5.0%	2.6%	2.1%	1.0%	2.2%	2.2%
Profit attributable to owners of the parent	12.9	21.5	16.8	11.5	4.7	0.2	-0.8	5.8
(change from the previous corresponding period)	-13.9%	14.1%	-8.2%	-28.7%	-63.3%	-98.9%	-0.6	-49.1%
Percentage of sales	2.4%	3.9%	3.1%	2.0%	1.0%	0.0%	-0.2%	1.1%
Earnings per share attributable to owners of the parent-basic[yen]	17.91	29.74	23.28	15.95	6.58	0.0%	-1.23	8.12
(change from the previous corresponding period)	-13.9%	14.1%	-8.1%	-28.7%	-63.3%	-98.9%	-1.23	0.12
	121.31	122.29	121.42	115.44	108.08	102.45		105.00
Exchange rate [yen/US\$] [yen/EURO]	134.22	136.03	133.01	113.44	108.08	114.35	109.33 117.81	105.00 115.00
Other ratios	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17 (Forecast)
Other ratios  R&D Expenditure								(Forecast)
R&D Expenditure	27.0	30.2	28.7	32.0	26.8	30.2	26.6	(Forecast)
R&D Expenditure R&D Expenditure / Sales	27.0 5.0%	30.2 5.7%	28.7 5.2%	32.0 5.7%	26.8 5.5%	30.2 6.3%	26.6 5.4%	34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income	27.0 5.0% 0.6	30.2 5.7% 2.6	28.7 5.2% 0.3	32.0 5.7% 1.3	26.8 5.5% 1.8	30.2 6.3% 1.6	26.6 5.4% 0.1	34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs	27.0 5.0% 0.6 1.8	30.2 5.7% 2.6 1.6	28.7 5.2% 0.3 2.0	32.0 5.7% 1.3 3.6	26.8 5.5% 1.8 2.2	30.2 6.3% 1.6 2.4	26.6 5.4% 0.1 1.2	34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net	27.0 5.0% 0.6 1.8 -1.2	30.2 5.7% 2.6 1.6 1.0	28.7 5.2% 0.3 2.0 -1.7	32.0 5.7% 1.3 3.6 -2.3	26.8 5.5% 1.8 2.2 -0.4	30.2 6.3% 1.6 2.4 -0.8	26.6 5.4% 0.1 1.2 -1.1	34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(**) [times]	27.0 5.0% 0.6 1.8 -1.2 11.3	30.2 5.7% 2.6 1.6 1.0 19.4	28.7 5.2% 0.3 2.0 -1.7 14.2	32.0 5.7% 1.3 3.6 -2.3 5.0	26.8 5.5% 1.8 2.2 -0.4 5.6	30.2 6.3% 1.6 2.4 -0.8 3.0	26.6 5.4% 0.1 1.2 -1.1 9.5	34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(*) [times]  Depreciation for tangible fixed assets	27.0 5.0% 0.6 1.8 -1.2 11.3	30.2 5.7% 2.6 1.6 1.0 19.4 18.3	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2	26.8 5.5% 1.8 2.2 -0.4 5.6	30.2 6.3% 1.6 2.4 -0.8 3.0	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0	34.3 6.5% 
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(**) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0	(Forecast) 34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1	34.3 6.5% 
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8	34.3 6.5% 
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand/Averaged sales [months]	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17	(Forecast) 34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7	19.9 25.0
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories  Inventories/Averaged cost of sales [months]	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35	19.9 25.0
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories  Inventories/Averaged cost of sales [months]  Debt	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9	(Forecast) 34.3 6.5%
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories  Inventories/Averaged cost of sales [months]  Debt  Debt on total assets	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1%	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4%	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7%	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7%	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9%	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3%	19.9 25.0
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories  Inventories/Averaged cost of sales [months]  Debt  Debt on total assets	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9	19.9 25.0
R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net  Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets  Expenditure for plant and equipment  Free Cash Flow  Liquidity at hand  Liquidity at hand/Averaged sales [months]  Inventories  Inventories/Averaged cost of sales [months]  Debt  Debt on total assets  Total assets  Profit before income tax expenses on total assets	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4 0.7%	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5 1.1%	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 1.0%	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4 0.5%	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4%	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2.678.4 0.2%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4%	(Forecast 34.3 6.5%
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Fotal assets Profit before income tax expenses on total assets Equity attributable to owners of the parent	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4 0.7% 1,111.0	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5 1.1% 1,064.4	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 1.0% 1,109.4	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4 0.5% 1,077.8	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2.678.4 0.2%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4% 1,056.4	(Forecast 34.3 6.5%
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4 0.7% 1,111.0 39.6%	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5 1.1% 1,064.4 40.4%	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 1.0% 1,109.4 39.7%	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4 0.5% 1,077.8 38.8%	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2 37.3%	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4 0.2% 988.3 36.9%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4% 1,056.4 37.3%	(Forecast) 34.3 6.5%
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets  Frofit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio Return on equity	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4 0.7% 1,111.0 39.6% 1.2%	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5 1.1% 1,064.4 40.4% 1.8%	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 1.0% 1,109.4 39.7% 1.5%	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4 0.5% 1,077.8 38.8% 1.1%	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2 37.3% 0.5%	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2.678.4 0.2% 988.3 36.9% 0.0%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4% 1,056.4 37.3% -0.1%	(Forecast) 34.3 6.5%
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 2.22 844.1 30.1% 2,806.4 0.7% 1,111.0 39.6%	30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8 2.13 773.6 29.4% 2,632.5 1.1% 1,064.4 40.4%	28.7 5.2% 0.3 2.0 -1.7 14.2 17.9 20.7 -51.7 163.1 0.89 234.8 2.18 885.4 31.7% 2,794.0 1.0% 1,109.4 39.7%	32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89 207.0 1.75 852.8 30.7% 2,776.4 0.5% 1,077.8 38.8%	26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2 37.3%	30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4 0.2% 988.3 36.9%	26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4% 1,056.4 37.3%	Mar.'17 (Forecast) 34.3 6.5%

Interest coverage ratio(\*\*)=(Interest and dividend income + Operating profit) - Interest expense

<sup>★</sup> We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statements from FY March 31, 2014, instead of U.S. GAAP.

## **Key Financial Figures(Consolidated)**

January 31, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Three months ended)

	IFRS							
3. Sales by Category	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17 (Forecast)
Imaging & Solutions	481.4	496.5	490.0	506.4	430.4	424.8	439.1	470.6
(change from the previous corresponding period)	6.9%	6.9%	2.3%	-3.1%	-10.6%	-14.4%	-10.4%	-7.1%
Percentage of sales	89.3%	89.3%	89.3%	89.6%	88.3%	87.8%	88.2%	88.7%
Office Imaging	361.3	350.0	357.0	363.7	316.5	298.5	313.9	328.0
(change from the previous corresponding period)	5.3%	1.6%	-2.9%	-5.4%	-12.4%	-14.7%	-12.1%	-9.8%
Percentage of sales	67.0%	63.0%	65.1%	64.4%	64.9%	61.7%	63.0%	61.8%
Production Printing	50.7	57.4	57.3	58.3	47.5	47.7	52.5	54.9
(change from the previous corresponding period)	20.8%	22.4%	17.0%	7.9%	-6.2%	-16.8%	-8.3%	-5.9%
Percentage of sales	9.4%	10.3%	10.4%	10.3%	9.8%	9.9%	10.6%	10.3%
Network System Solutions	69.4	89.1	75.6	84.3	66.3	78.5	72.5	87.8
(change from the previous corresponding period)	6.0%	22.4%	20.7%	0.6%	-4.5%	-11.9%	-4.1%	4.1%
Percentage of sales	12.9%	16.0%	13.8%	14.9%	13.6%	16.2%	14.6%	16.5%
Industrial Products	31.0	32.3	31.2	30.7	28.8	30.3	32.1	33.0
(change from the previous corresponding period)	13.5%	8.9%	1.2%	3.3%	-7.3%	-6.1%	2.9%	7.2%
Percentage of sales	5.8%	5.8%	5.7%	5.4%	5.9%	6.3%	6.4%	6.2%
Other	26.6	27.0	27.4	27.9	28.4	28.5	26.7	26.9
(change from the previous corresponding period)	-6.9%	-15.5%	-4.9%	1.6%	6.7%	5.2%	-2.6%	-3.7%
Percentage of sales	4.9%	4.9%	5.0%	5.0%	5.8%	5.9%	5.4%	5.1%
4. Sales by Geographic Area	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17 (Forecast)
Japan	179.8	187.1	182.1	212.4	179.1	185.6	182.2	219.0
(change from the previous corresponding period)	-3.1%	-1.1%	2.4%	2.6%	-0.4%	-0.8%	0.0%	3.1%
(change from the previous corresponding period) Percentage of sales	-3.1% 33.4%	-1.1% 33.7%	2.4% 33.2%	2.6% 37.6%	-0.4% 36.7%	-0.8% 38.4%	0.0% 36.6%	
								41.3%
Percentage of sales	33.4%	33.7%	33.2%	37.6%	36.7%	38.4%	36.6%	41.3% 311.6
Percentage of sales Overseas	33.4%	33.7% 368.8	33.2% 366.5	37.6% 352.7	36.7%	38.4% 298.0	36.6% 315.7	41.3% 311.6 -11.7%
Percentage of sales  Overseas  (change from the previous corresponding period)	33.4% 359.2 11.9%	33.7% 368.8 9.5%	33.2% 366.5 1.5%	37.6% 352.7 -5.4%	36.7% 308.6 -14.1%	38.4% 298.0 -19.2%	36.6% 315.7 -13.9%	41.3% 311.6 -11.7% 58.7%
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales	33.4% 359.2 11.9% 66.6%	33.7% 368.8 9.5% 66.3%	33.2% 366.5 1.5% 66.8%	37.6% 352.7 -5.4% 62.4%	36.7% 308.6 -14.1% 63.3%	38.4% 298.0 -19.2% 61.6%	36.6% 315.7 -13.9% 63.4%	41.3% 311.6 -11.7% 58.7% 150.8
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales  The Americas	33.4% 359.2 11.9% 66.6% 174.2	33.7% 368.8 9.5% 66.3% 178.6	33.2% 366.5 1.5% 66.8% 171.8	37.6% 352.7 -5.4% 62.4% 169.0	36.7% 308.6 -14.1% 63.3% 145.6	38.4% 298.0 -19.2% 61.6% 147.2	36.6% 315.7 -13.9% 63.4% 150.8	41.3% 311.6 -11.7% 58.7% 150.8 -10.8%
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales  The Americas (change from the previous corresponding period)	33.4% 359.2 11.9% 66.6% 174.2 18.3%	33.7% 368.8 9.5% 66.3% 178.6 13.8%	33.2% 366.5 1.5% 66.8% 171.8 1.7%	37.6% 352.7 -5.4% 62.4% 169.0 -3.5%	36.7% 308.6 -14.1% 63.3% 145.6 -16.4%	38.4% 298.0 -19.2% 61.6% 147.2 -17.6%	36.6% 315.7 -13.9% 63.4% 150.8 -12.2%	41.3% 311.6 -11.7% 58.7% 150.8 -10.8% 28.4%
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales  The Americas (change from the previous corresponding period)  Percentage of sales	33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3%	33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1%	33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3%	37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9%	36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9%	38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4%	36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3%	41.3% 311.6 -11.7% 58.7% 150.8 -10.8% 28.4% 112.7
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales  The Americas (change from the previous corresponding period)  Percentage of sales  Europe, Middle East and Africa	33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8	33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1%	33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3%	37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6	36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5	38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3	36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3%	41.3% 311.6 -11.7% 58.7% 150.8 -10.8% 28.4% 112.7 -15.7%
Percentage of sales Overseas  (change from the previous corresponding period) Percentage of sales The Americas (change from the previous corresponding period) Percentage of sales Europe, Middle East and Africa (change from the previous corresponding period)	33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3%	33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0%	33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3%	37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2%	36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2%	38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8%	36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2%	41.3% 311.6 -11.7% 58.7% 150.8 -10.8% 28.4% 112.7 -15.7% 21.2%
Percentage of sales  Overseas  (change from the previous corresponding period)  Percentage of sales  The Americas (change from the previous corresponding period)  Percentage of sales  Europe, Middle East and Africa (change from the previous corresponding period)  Percentage of sales	33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3% 24.1%	33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0% 23.4%	33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3% 25.0%	37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2% 23.7%	36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2% 23.9%	38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8% 21.6%	36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2% 22.8%	3.1% 41.3% 311.6 -11.7% 58.7% 150.8 -10.8% 28.4% 112.7 -15.7% 21.2% 48.1 -3.9%

<sup>★</sup> We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statements from FY March 31, 2014, instead of U.S. GA