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

July 28, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal year ended)

	(Fiscal year			
		IFF	RS	
Operating Results	Mar.'15	Mar.'16	Mar.'17	Mar.'18
Sales	(*1) 2,151.4	2,209.0	2,028.8	(Forecast) 2,000.0
(change from the previous corresponding period)	2.0%	2.7%	-8.2%	-1.4%
Domestic sales	759.5	761.5	767.5	787.0
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	2.5%
Overseas sales	1,391.8	1,447.4	1,261.3	1,213.0
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	-3.8%
Overseas sales ratio	64.7%	65.5%	62.2%	60.7%
Gross profit	906.9	881.9	788.6	750.0
•	3.9%	-2.8%	-10.6%	-4.9%
(change from the previous corresponding period)				
Percentage of sales	42.2%	39.9%	38.9%	37.5%
Selling, general and administrative expenses	791.1	779.6	754.7	732.0
(change from the previous corresponding period)	5.1%	-1.5%	-3.2%	-3.0%
Percentage of sales	36.8%	35.3%	37.2%	36.6%
Operating profit	115.7	102.2	33.8	18.0
(change from the previous corresponding period)	-3.8%	-11.6%	-66.9%	-46.9%
Percentage of sales	5.4%	4.6%	1.7%	0.9%
Profit before income tax expenses	112.2	95.6	29.9	13.0
(change from the previous corresponding period)	-4.9%	-14.8%	-68.7%	-56.6%
Percentage of sales	5.2%	4.3%	1.5%	0.7%
Profit attributable to owners of the parent	68.5	62.9	3.4	3.0
(change from the previous corresponding period)	-5.8%	-8.1%	-94.5%	-14.0%
Percentage of sales	3.2%	2.8%	0.2%	0.2%
Earnings per share attributable to owners of the parent-basic[y	yei 94.58	86.87	4.81	4.14
(change from the previous corresponding period)	-5.8%	0.20/	-94.5%	-13.9%
1 1 21	3.070	-8.2%	-24.3 /0	-13.9 /
	109.89	120.12	108.39	
				106.54
Exchange rate [yen/US\$]	109.89 138.85	120.12	108.39	106.54 116.78
Exchange rate [yen/US\$] [yen/EURO]	109.89 138.85 Mar.'15	120.12	108.39	106.54 116.78 Mar.'18
Exchange rate [yen/US\$] [yen/EURO]  Other ratios	109.89 138.85 Mar.'15 (*1)	120.12 132.68 Mar.'16	108.39 118.82 Mar.'17	106.54 116.78 Mar.'18 (Forecast
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure	109.89 138.85 Mar.'15 (*1) 118.7	120.12 132.68 Mar.'16	108.39 118.82 Mar.'17 114.3	106.54 116.78 Mar.'18 (Forecast 117.0
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure  R&D Expenditure / Sales	109.89 138.85 Mar.'15 (*1) 118.7 5.5%	120.12 132.68 Mar.'16 118.5 5.4%	108.39 118.82 Mar.'17 114.3 5.6%	106.54 116.78 Mar.'18 (Forecast 117.0
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure  R&D Expenditure / Sales  Finance income	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9	120.12 132.68 Mar.'16 118.5 5.4% 5.0	108.39 118.82 Mar.'17 114.3 5.6% 4.6	106.54 116.78 Mar.'18 (Forecast 117.0
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure  R&D Expenditure / Sales  Finance income  Finance costs	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5	106.54 116.78 Mar.'18 (Forecast 117.0
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9	106.54 116.78 Mar.'18 (Forecast 117.0
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net Interest coverage ratio(**) [times]	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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]	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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]	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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]	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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]	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0%	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2%	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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 Inventories/Averaged cost of sales [months]  Debt Debt on total assets  Total assets Profit before income tax expenses on total assets	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2%	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85 Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2%	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2% 2,759.2 1.1%	106.54 116.78 Mar.'18 (Forecast 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85  Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2% 1,084.1	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2% 2,759.2 1.1%	106.54 116.78 Mar.'18 (Forecast) 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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	109.89 138.85  Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0% 2,730.2 4.2% 1,084.1 39.7%	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5% 1,077.8 38.8%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2% 2,759.2 1.1% 1,042.1 37.8%	106.54 116.78 Mar.'18 (Forecast) 117.0 5.9%
Exchange rate [yen/US\$] [yen/EURO]  Other ratios  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 Return on equity	109.89 138.85  Mar.'15 (*1) 118.7 5.5% 3.9 7.3 -3.4 16.2 70.9 75.9 -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%	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7% 2,776.4 3.5% 1,077.8 38.8% 5.8%	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7 31.2% 2,759.2 1.1% 1,042.1 37.8% 0.3%	106.54 116.78

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.

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

July 28, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal year ended)

1	(14scar year	iff	25	
			10	Mar.'18
3. Sales by Category	Mar.'15 (*1)	Mar.'16	Mar.'17	(Forecast)
Office Printing				1,096.2
(change from the previous corresponding period)				-6.0%
Percentage of sales				54.8%
Office Service				430.8
(change from the previous corresponding period)				1.2%
Percentage of sales				21.5%
Commercial Printing				190.7
(change from the previous corresponding period)				2.5%
Percentage of sales				9.5%
Industrial Printing				22.3
(change from the previous corresponding period)				87.7%
Percentage of sales				1.1%
Thermal Media				61.6
(change from the previous corresponding period)				7.5%
Percentage of sales				3.1%
Other				198.4
(change from the previous corresponding period)				9.0%
Percentage of sales				9.9%
4. Sales by Geographic Area	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (Forecast) (*2)
Japan	759.5	761.5	767.5	787.0
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	2.5%
Percentage of sales	35.3%	34.5%	37.8%	39.4%
Overseas	1,391.8	1,447.4	1,261.3	1,213.0
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	-3.8%
Percentage of sales	64.7%	65.5%	62.2%	60.7%
The Americas	648.5	693.7	609.0	581.5
(change from the previous corresponding period)	10.1%	7.0%	-12.2%	-4.5%
Percentage of sales	20.10/	31.4%	30.0%	29.1%
	30.1%			
Europe, Middle East and Africa	532.3	531.0	456.4	431.7
Europe, Middle East and Africa (change from the previous corresponding period)			456.4 -14.0%	
• '	532.3	531.0		-5.4%
(change from the previous corresponding period)	532.3 2.6%	531.0 -0.3%	-14.0%	-5.4%
(change from the previous corresponding period)  Percentage of sales	532.3 2.6% 24.7%	531.0 -0.3% 24.0%	-14.0% 22.5%	-5.4% 21.6%

<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>\*2</sup> Ricoh redefined business region from April 1, 2017 which 19th Mid-term Management Plan starts. Based on this redefinition, Ricoh haschanged Operating Segment Information form this fiscal year.

(Three months ended)

					IFRS				
Operating Results	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jur
Sales	539.1	556.0	548.6	565.1	487.7	483.7	497.9	559.4	
(change from the previous corresponding period)	6.4%	5.7%	1.8%	-2.5%	-9.5%	-13.0%	-9.2%	-1.0%	
Domestic sales	179.8	187.1	182.1	212.4	179.1	185.6	182.2	220.5	
(change from the previous corresponding period)	-3.1%	-1.1%	2.4%	2.6%	-0.4%	-0.8%	0.0%	3.8%	
Overseas sales	359.2	368.8	366.5	352.7	308.6	298.0	315.7	338.9	
(change from the previous corresponding period)	11.9%	9.5%	1.5%	-5.4%	-14.1%	-19.2%	-13.9%	-3.9%	
Overseas sales ratio	66.6%	66.3%	66.8%	62.4%	63.3%	61.6%	63.4%	60.6%	(
Gross profit	224.8	221.8	226.0	209.2	198.8	188.3	198.2	203.1	·
(change from the previous corresponding period)	2.5%	-2.3%	-2.9%	-8.1%	-11.6%	-15.1%	-12.3%	-2.9%	
Percentage of sales	41.7%	39.9%	41.2%	37.0%	40.8%	38.9%	39.8%	36.3%	
Selling, general and administrative expenses	204.1	186.4	196.6	192.3	187.9	182.7	186.2	197.8	
(change from the previous corresponding period)	6.3%	-6.0%	-2.9%	-2.9%	-7.9%	-2.0%	-5.3%	2.8%	
Percentage of sales	37.9%	33.5%	35.8%	34.0%	38.6%	37.8%	37.4%	35.4%	3
Operating profit	20.6	35.4	29.3	16.8	10.8	5.6	12.0	5.3	
(change from the previous corresponding period)	-23.9%	23.5%	-2.9%	-43.3%	-47.4%	-84.0%	-59.0%	-68.5%	7
Percentage of sales	3.8%	6.4%	5.3%	3.0%	2.2%	1.2%	2.4%	0.9%	
Profit before income tax expenses	19.4	34.1	27.6	14.5	10.3	4.8	10.8	3.7	
(change from the previous corresponding period)	-24.6%	14.5%	-5.7%	-47.1%	-46.6%	-85.6%	-60.7%	-73.8%	
Percentage of sales	3.6%	6.1%	5.0%	2.6%	2.1%	1.0%	2.2%	0.7%	
Profit attributable to owners of the parent	12.9	21.5	16.8	11.5	4.7	0.2	-0.8	-0.6	
(change from the previous corresponding period)	-13.9%	14.1%	-8.2%	-28.7%	-63.3%	-98.9%	_	_	12
Percentage of sales	2.4%	3.9%	3.1%	2.0%	1.0%	0.0%	-0.2%	-0.1%	
Earnings per share attributable to owners of the parent-basic[yen]	17.91	29.74	23.28	15.95	6.58	0.32	-1.23	-0.86	
(change from the previous corresponding period)	-13.9%	14.1%	-8.1%	-28.7%	-63.3%	-98.9%	_	_	12
		122.29	121.42			102.45	109.33	113.82	1
Exchange rate     Ven/US\$	121.51	122.29	121.42	115.44	108.08	102.43	109.33		
Exchange rate [yen/US\$] [yen/EURO]	121.31 134.22	136.03	133.01	115.44 127.40	108.08 121.97	114.35	117.81	121.23	
									1
[yen/EURO]	134.22	136.03	133.01	127.40	121.97	114.35	117.81	121.23	1
[yen/EURO] Other ratios	134.22 Jun.'15	136.03 Sep.'15	133.01 Dec.'15	127.40 Mar.'16	Jun.'16	114.35 Sep.'16	117.81 Dec.'16	121.23 Mar.'17	1
[yen/EURO]  Other ratios  R&D Expenditure	Jun.'15 27.0	136.03 Sep.'15 30.2	133.01 Dec.'15 28.7	127.40 Mar.'16	Jun.'16 26.8	114.35 Sep.'16 30.2	Dec.'16	121.23 Mar.'17 30.6	1
[yen/EURO]  Other ratios  R&D Expenditure  R&D Expenditure / Sales	Jun.'15 27.0 5.0%	136.03 Sep.'15 30.2 5.7%	Dec.'15 28.7 5.2%	127.40 Mar.'16 32.0 5.7%	Jun.'16  26.8 5.5%	Sep.'16 30.2 6.3%	Dec.'16  26.6 5.4%	121.23 Mar.'17 30.6 5.5%	1
[yen/EURO]  Other ratios  R&D Expenditure  R&D Expenditure / Sales  Finance income	Jun.'15  27.0 5.0% 0.6	136.03 Sep.'15 30.2 5.7% 2.6	Dec.'15  28.7 5.2% 0.3	127.40 Mar.'16 32.0 5.7% 1.3	Jun.'16  26.8 5.5% 1.8	Sep.'16 30.2 6.3% 1.6	Dec.'16  26.6 5.4% 0.1	121.23 Mar.'17 30.6 5.5% 1.0	1
[yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs	Jun.'15  27.0 5.0% 0.6 1.8	136.03 Sep.'15 30.2 5.7% 2.6 1.6	Dec.'15  28.7 5.2% 0.3 2.0	127.40 Mar.'16 32.0 5.7% 1.3 3.6	Jun.'16  26.8 5.5% 1.8 2.2	Sep.'16 30.2 6.3% 1.6 2.4	Dec.'16  26.6 5.4% 0.1 1.2	Mar.'17  30.6 5.5% 1.0 2.5	1
[yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net	Jun.'15  27.0  5.0%  0.6  1.8  -1.2	136.03 Sep.'15 30.2 5.7% 2.6 1.6 1.0	Dec.'15  28.7 5.2% 0.3 2.0 -1.7	Mar.'16  32.0 5.7% 1.3 3.6 -2.3	Jun.'16  26.8 5.5% 1.8 2.2 -0.4	Sep.'16 30.2 6.3% 1.6 2.4 -0.8	Dec.'16  26.6 5.4%  0.1 1.2 -1.1	Mar.'17  30.6 5.5% 1.0 2.5 -1.5	1
[yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net Interest coverage ratio(※) [times]	Jun.'15  27.0  5.0%  0.6  1.8  -1.2  11.3	136.03 Sep.'15 30.2 5.7% 2.6 1.6 1.0 19.4	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2	Mar.'16  32.0 5.7% 1.3 3.6 -2.3 5.0	Jun.'16  26.8 5.5% 1.8 2.2 -0.4 5.6	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5	1
[yen/EURO]  Other ratios  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	Jun.15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3	Sep.'15  30.2 5.7% 2.6 1.6 1.0 19.4 18.3	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9	Mar.'16  32.0 5.7%  1.3 3.6 -2.3 5.0 16.2	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8	1
[yen/EURO]  Other ratios  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	Jun. 15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3  20.5	136.03 Sep.'15 30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9  20.7	Mar.'16  32.0 5.7%  1.3 3.6 -2.3 5.0 16.2 22.1	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3  16.0	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3	Ju
[yen/EURO]  Other ratios  R&D Expenditure R&D Expenditure / Sales  Finance income  Finance costs  Financial income(expenses)net Interest coverage ratio(※) [times]  Depreciation for tangible fixed assets	Jun.'15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3  20.5  -30.1	136.03 Sep.'15 30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9  20.7  -51.7	Mar.'16  32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3  16.0  1.7	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5	Jui
Other ratios  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	Jun.'15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3  20.5  -30.1  150.5	Sep.'15  30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9  20.7  -51.7  163.1	Mar.'16  32.0 5.7%  1.3 3.6 -2.3 5.0  16.2 22.1 37.9  168.5	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3  16.0  1.7	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8	Mar.'17  30.6 5.5%  1.0 2.5 -1.5 2.5 2.5 17.8 22.3 20.5 135.0	Jui
Other ratios  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]	Jun.'15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3  20.5  -30.1  150.5  0.84	Sep.'15  30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9  20.7  -51.7  163.1  0.89	Mar.'16  32.0 5.7% 1.3 3.6 -2.3 5.0 16.2 22.1 37.9 168.5 0.89	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3  16.0  1.7  191.4  1.18	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72	Jui
[yen/EURO]  Other ratios  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 [months]	Jun.'15  27.0  5.0%  0.6  1.8  -1.2  11.3  17.3  20.5  -30.1  150.5  0.84  232.3	Sep.'15  30.2 5.7% 2.6 1.6 1.0 19.4 18.3 20.4 -36.1 137.9 0.79 211.8	Dec.'15  28.7  5.2%  0.3  2.0  -1.7  14.2  17.9  20.7  -51.7  163.1  0.89  234.8	Mar.'16  32.0 5.7%  1.3 3.6 -2.3 5.0  16.2 22.1 37.9 168.5 0.89 207.0	Jun.'16  26.8  5.5%  1.8  2.2  -0.4  5.6  16.3  16.0  1.7  191.4  1.18  206.1	Sep.'16  30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8	Dec.'16  26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5	Ju
[yen/EURO]  Other ratios  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 [months]	Jun.'15  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	Sep.'15  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	Dec.'15  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	Mar.'16  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	Jun.'16  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	Sep.'16  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	Dec.'16  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	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71	Ju
Other ratios  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	Jun.'15  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	Sep.'15  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	Dec.'15  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	Mar.'16  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	Jun.'16  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	Sep.'16  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	Dec.'16  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	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7	Jun
Other ratios  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	Jun.'15  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%	Sep.'15  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%	Dec.'15  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%	127.40  Mar.'16  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%	Jun.'16  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%	Sep.'16  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%	Dec.'16  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%	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2%	Jui
Other ratios  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 Total assets Profit before income tax expenses on total assets	Jun.'15  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	Sep.'15  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	Dec.'15  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	127.40  Mar.'16  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	Jun.'16  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	Sep.'16  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	Dec.'16  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	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2	Jun
Other ratios  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 Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent	Jun.'15  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%	136.03  Sep.'15  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%	Dec.'15  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%	127.40  Mar.'16  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	Jun.'16  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%	Sep.'16  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%	Dec.'16  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%	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1%	
Other ratios  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 Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	Jun.'15  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	136.03  Sep.'15  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	Dec.'15  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	127.40  Mar.'16  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%	Jun.'16  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	Sep.'16  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	Dec.'16  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	Mar.'17  30.6 5.5%  1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1% 1,042.1	
Other ratios  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 Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio Return on equity	Jun.'15  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%	Sep.'15  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%	Dec.'15  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%	127.40  Mar.'16  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%	Jun.'16  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%	Sep.'16  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%	Dec.'16  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%	Mar.'17  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1% 1,042.1 37.8% -0.1%	
Other ratios  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 Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	Jun.'15  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%	Sep.'15  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%	133.01  Dec.'15  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%	127.40  Mar.'16  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%	Jun.'16  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%	Sep.'16  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%	Dec.'16  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  30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1% 1,042.1 37.8%	

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.

(Three months ended)

					IFRS				
3. Sales by Category	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16 (*1)	Sep.'16	Dec.'16	Mar.'17	Jun.'17 (*1)
Office Printing					292.9				284.6
(change from the previous corresponding period)					-39.2%				-2.8%
Percentage of sales					60.1%				57.8%
Office Service					92.9				98.4
(change from the previous corresponding period)					-74.3%				5.9%
Percentage of sales					19.1%				20.0%
Commercial Printing					42.7				45.6
(change from the previous corresponding period)					-15.7%				6.9%
Percentage of sales					8.8%				9.3%
Industrial Printing					2.4				4.3
(change from the previous corresponding period)					-96.5%				78.4%
Percentage of sales					0.5%				0.9%
Thermal Media					13.8				14.5
(change from the previous corresponding period)					-55.6%				5.0%
Percentage of sales					2.8%				2.9%
Other					42.8				44.9
(change from the previous corresponding period)					60.8%				5.0%
Percentage of sales					8.8%				9.1%
4. Sales by Geographic Area	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17
Japan	179.8	187.1	182.1	212.4	179.1	185.6	182.2	220.5	186.7
(change from the previous corresponding period)	-3.1%	-1.1%	2.4%	2.6%	-0.4%	-0.8%	0.0%	3.8%	4.3%
Percentage of sales	33.4%	33.7%	33.2%	37.6%	36.7%	38.4%	36.6%	39.4%	37.9%
Overseas	359.2	368.8	366.5	352.7	308.6	298.0	315.7	338.9	305.8
(change from the previous corresponding period)	11.9%	9.5%	1.5%	-5.4%	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%
Percentage of sales	66.6%	66.3%	66.8%	62.4%	63.3%	61.6%	63.4%	60.6%	62.1%
The Americas	174.2	178.6	171.8	169.0	145.6	147.2	150.8	165.3	146.1
(change from the previous corresponding period)	18.3%	13.8%	1.7%	-3.5%	-16.4%	-17.6%	-12.2%	-2.1%	0.4%
Percentage of sales	32.3%	32.1%	31.3%	29.9%	29.9%	30.4%	30.3%	29.6%	29.7%
Europe, Middle East and Africa	129.8	130.1	137.3	133.6	116.5	104.3	113.7	121.8	110.9
(change from the previous corresponding period)	1.3%	3.0%	0.3%	-5.2%	-10.2%	-19.8%	-17.2%	-8.9%	-4.8%
Percentage of sales	24.1%	23.4%	25.0%	23.7%	23.9%	21.6%	22.8%	21.8%	22.5%
Other	55.2	60.0	57.3	50.0	46.4	46.4	51.1	51.7	48.7
(change from the previous corresponding period)	21.2%	12.0%	4.3%	-11.8%	-15.9%	-22.7%	-10.7%	3.4%	4.9%
Percentage of sales	10.2%	10.8%	10.5%	8.8%	9.5%	9.6%	10.3%	9.2%	9.9%

<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. GAAP. 
\*1 Ricoh redefined business region from April 1, 2017 which 19th Mid-term Management Plan starts.

Based on this redefinition, Ricoh haschanged Operating Segment Information form this fiscal year.

Prior year comparative figures have also been reclassified to conform to the current year's presentation.