October 30, 2017 RICOH COMPANY, LTD. (Billions of yen)

			(BIIIIO	ns of yen)
	(Fiscal year	ended)		
Operating Results	Mar.'15	Mar.'16	Mar.'17	Mar.'18
	(*1)			(Forecast)
Sales	2,151.4	2,209.0	2,028.8	2,040.0
(change from the previous corresponding period)	2.0%	2.7%	-8.2%	0.5%
Domestic sales	759.5	761.5	767.5	800.0
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	4.2%
Overseas sales	1,391.8	1,447.4	1,261.3	1,240.0
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	-1.7%
Overseas sales ratio	64.7%	65.5%	62.2%	60.8%
Gross profit	906.9	881.9	788.6	790.0
(change from the previous corresponding period)	3.9%	-2.8%	-10.6%	0.2%
Percentage of sales	42.2%	39.9%	38.9%	38.7%
Selling, general and administrative expenses	791.1	779.6	754.7	780.0
(change from the previous corresponding period)	5.1%	-1.5%	-3.2%	3.3%
Percentage of sales	36.8%	35.3%	37.2%	38.2%
Operating profit	115.7	102.2	33.8	10.0
(change from the previous corresponding period)	-3.8%	-11.6%	-66.9%	-70.5%
Percentage of sales	5.4%	4.6%	1.7%	0.5%
Profit before income tax expenses	112.2	95.6	29.9	4.0
(change from the previous corresponding period)	-4.9%	-14.8%	-68.7%	-86.6%
Percentage of sales	5.2%	4.3%	1.5%	0.2%
Profit attributable to owners of the parent	68.5	62.9	3.4	-7.0
(change from the previous corresponding period)	-5.8%	-8.1%	-94.5%	-300.6%
Percentage of sales	3.2%	2.8%	0.2%	-0.3%
Earnings per share attributable to owners of the parent-basic	yen 94.58	86.87	4.81	-9.66
(change from the previous corresponding period)	-5.8%	-8.2%	-94.5%	-300.8%
Exchange rate [yen/US\$]	109.89	120.12	108.39	108.04
[yen/EURO]	138.85	132.68	118.82	125.62
	26.45			
Other ratios	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (Forecast)
R&D Expenditure	118.7	118.5	114.3	113.0
R&D Expenditure / Sales	5.5%	5.4%	5.6%	5.5%
Finance income				
Finance costs	3.9	5.0		_
	3.9 7.3	5.0 11.7	4.6	-
Financial income(expenses)net	7.3	11.7	4.6 8.5	-
	7.3 -3.4	11.7 -6.6	4.6 8.5 -3.9	-
Interest coverage ratio(X) [times]	7.3 -3.4 16.2	11.7 -6.6 9.1	4.6 8.5 -3.9 4.5	
Interest coverage ratio(%) [times] Depreciation for tangible fixed assets	7.3 -3.4 16.2 70.9	11.7 -6.6 9.1 68.7	4.6 8.5 -3.9 4.5 68.0	
Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment	7.3 -3.4 16.2 70.9 75.9	11.7 -6.6 9.1 68.7 83.7	4.6 8.5 -3.9 4.5 68.0 75.4	
Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow	7.3 -3.4 16.2 70.9 75.9 -40.9	11.7 -6.6 9.1 68.7 83.7 -4.2	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4	
Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0	
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]	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8	
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	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5	
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]	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0	
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	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8	4.6 8.5 -3.9 4.5 68.0 75.4 -18.4 135.0 0.8 202.5 2.0 859.7	
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	7.3 -3.4 16.2 70.9 75.9 -40.9 138.6 0.77 224.4 2.16 790.5 29.0%	11.7 -6.6 9.1 68.7 83.7 -4.2 168.5 0.9 207.0 1.9 852.8 30.7%	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%	
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	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	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	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	
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	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%	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%	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%	
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	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	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	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	
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 0n total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	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%	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%	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%	
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	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	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	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%	
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 Number of employees(Japan)(thousand of people)	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%	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%	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%	
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	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%	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%	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%	

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

*1 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.

October 30, 2017 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal year ended)

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3. Sales	by Category	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (Forecast) (*2)
Office	Printing				1,116.8
	(change from the previous corresponding period)				-4.2%
	Percentage of sales				54.7%
Office	Service				442.1
	(change from the previous corresponding period)				3.9%
	Percentage of sales				21.7%
Comm	ercial Printing				191.5
	(change from the previous corresponding period)				2.9%
	Percentage of sales				9.4%
Indust	rial Printing				21.8
	(change from the previous corresponding period)				84.3%
	Percentage of sales				1.1%
Therma	al Media				60.9
	(change from the previous corresponding period)				6.3%
	Percentage of sales				3.0%
Other					206.5
	(change from the previous corresponding period)				13.5%
	Percentage of sales				10.1%
4. Sales	by Geographic Area	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (Forecast) (*2)
Japan		759.5	761.5	767.5	800.0
	(change from the previous corresponding period)	-7.1%	0.3%	0.8%	4.2%
	Percentage of sales	35.3%	34.5%	37.8%	39.2%
Overse	as	1,391.8	1,447.4	1,261.3	1,240.0
	(change from the previous corresponding period)	7.9%	4.0%	-12.9%	-1.7%
	Percentage of sales	64.7%	65.5%	62.2%	60.8%
Th	e Americas	648.5	693.7	609.0	571.4
	(change from the previous corresponding period)	10.1%	7.0%	-12.2%	-6.2%
	Percentage of sales	30.1%	31.4%	30.0%	28.0%
Eu	rope, Middle East and Africa	532.3	531.0	456.4	465.0
	(change from the previous corresponding period)	2.6%	-0.3%	-14.0%	1.9%
	Percentage of sales	24.7%	24.0%	22.5%	22.8%
		010.0	200 - F	105.0	

210.9

15.7%

222.6

5.6%

195.8

-12.1%

203.5

3.9%

FY15/03 have also been adjusted retroactively to conform to the current year.

(change from the previous corresponding period)

Other

*2 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 mont	ns ended)								
Operating Results	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.'1
Sales	539.1	556.0	548.6	565.1	487.7	483.7	497.9	559.4	492.5	506
(change from the previous corresponding period)	6.4%	5.7%	1.8%	-2.5%	-9.5%	-13.0%	-9.2%	-1.0%	1.0%	4.7
Domestic sales	179.8	187.1	182.1	212.4	179.1	185.6	182.2	220.5	186.7	198
(change from the previous corresponding period)	-3.1%	-1.1%	2.4%	2.6%	-0.4%	-0.8%	0.0%	3.8%	4.3%	6.
Overseas sales	359.2	368.8	366.5	352.7	308.6	298.0	315.7	338.9	305.8	30
(change from the previous corresponding period)	11.9%	9.5%	1.5%	-5.4%	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%	3.
Overseas sales ratio	66.6%	66.3%	66.8%	62.4%	63.3%	61.6%	63.4%	60.6%	62.1%	60.
Gross profit	224.8	221.8	226.0	209.2	198.8	188.3	198.2	203.1	199.9	19
(change from the previous corresponding period)	2.5%	-2.3%	-2.9%	-8.1%	-11.6%	-15.1%	-12.3%	-2.9%	0.6%	1
Percentage of sales	41.7%	39.9%	41.2%	37.0%	40.8%	38.9%	39.8%	36.3%	40.6%	37
Selling, general and administrative expenses	204.1	186.4	196.6	192.3	187.9	182.7	186.2	197.8	181.0	18
(change from the previous corresponding period)	6.3%	-6.0%	-2.9%	-2.9%	-7.9%	-2.0%	-5.3%	2.8%	-3.7%	2
Percentage of sales	37.9%	33.5%	35.8%	34.0%	38.6%	37.8%	37.4%	35.4%	36.8%	37
Operating profit	20.6	35.4	29.3	16.8	10.8	5.6	12.0	5.3	18.9	
(change from the previous corresponding period)	-23.9%	23.5%	-2.9%	-43.3%	-47.4%	-84.0%	-59.0%	-68.5%	74.1%	-45
Percentage of sales	3.8%	6.4%	5.3%	3.0%	2.2%	1.2%	2.4%	0.9%	3.8%	0
Profit before income tax expenses	19.4	34.1	27.6	14.5	10.3	4.8	10.8	3.7	16.8	
(change from the previous corresponding period)	-24.6%	14.5%	-5.7%	-47.1%	-46.6%	-85.6%	-60.7%	-73.8%	61.7%	-80
Percentage of sales	3.6%	6.1%	5.0%	2.6%	2.1%	1.0%	2.2%	0.7%	3.4%	0
Profit attributable to owners of the parent	12.9	21.5	16.8	11.5	4.7	0.2	-0.8	-0.6	10.7	
(change from the previous corresponding period)	-13.9%	14.1%	-8.2%	-28.7%	-63.3%	-98.9%	-	-	126.3%	
Percentage of sales	2.4%	3.9%	3.1%	2.0%	1.0%	0.0%	-0.2%	-0.1%	2.2%	-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	14.89	
(change from the previous corresponding period)	-13.9%	14.1%	-8.1%	-28.7%	-63.3%	-98.9%	-	-	126.3%	
Exchange rate [yen/US\$]	121.31	122.29	121.42	115.44	108.08	102.45	109.33	113.82	111.16	11
								121.23	122.11	
[yen/EURO]	134.22	136.03	133.01	127.40	121.97	114.35	117.81	121.23	122.11	130
[yen/EURO] Other ratios		136.03 Sep.'15	133.01 Dec.'15	127.40 Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.
Other ratios										Sep.
	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales	Jun.'15 27.0	Sep.'15 30.2	Dec.'15 28.7	Mar.'16 32.0	Jun.'16 26.8	Sep.'16 30.2	Dec.'16 26.6	Mar.'17 30.6	Jun.'17 25.5	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income	Jun.'15 27.0 5.0%	Sep.'15 30.2 5.7%	Dec.'15 28.7 5.2%	Mar.'16 32.0 5.7%	Jun.'16 26.8 5.5%	Sep.'16 30.2 6.3%	Dec.'16 26.6 5.4%	Mar.'17 30.6 5.5%	Jun.'17 25.5 5.2%	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income Finance costs	Jun.'15 27.0 5.0% 0.6	Sep.'15 30.2 5.7% 2.6	Dec.'15 28.7 5.2% 0.3	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	Mar.'17 30.6 5.5% 1.0	Jun.'17 25.5 5.2% 0.8	Sep.
Other ratios R&D Expenditure	Jun.'15 27.0 5.0% 0.6 1.8	Sep.'15 30.2 5.7% 2.6 1.6	Dec.'15 28.7 5.2% 0.3 2.0	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	Jun.'17 25.5 5.2% 0.8 2.9	Sep.
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	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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales	Jun.'15 27.0 5.0% 0.6 1.8 -1.2 11.3	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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales ?inance income ?inance costs ?inancial 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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales ?inance income ?inance costs ?inancial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment ?ree Cash Flow	Jun.'15 27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5	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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5	Sep.
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 -30.1	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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7	Sep. 5 - 1
Other ratios & D Expenditure R&D Expenditure / Sales "inance income "inance income "inancial income(expenses)net Interest coverage ratio(%) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow .iquidity 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	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 1.7 191.4	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 17.8 22.3 20.5 135.0	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8	Sep. 5
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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86	Sep.
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	Jun.'15 27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3	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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6	Sep. 5
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	Jun.'15 27.0 5.0% 0.6 1.8 -1.2 11.3 17.3 20.5 -30.1 150.5 0.84 232.3 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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19	Sep. 5
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income 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	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.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0	Sep. 5
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income 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	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%	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%	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5%	Sep. 5
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 Foral 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	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.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8	Sep. 5
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income Finance income 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	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%	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%	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%	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%	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6%	Sep. 5 5
Other ratios R&D Expenditure R&D Expenditure / Sales Finance income Finance income Finance income Finance income 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 Foral 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% 1,111.0	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	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% 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	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6% 1,058.4	Sep. 5 5 7 7 7 7 9 9 32 2,88 0 0 1,00 38
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 Debt Debt on total assets Foral 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%	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%	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%	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6% 1,058.4 38.1%	
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/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Foral 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%	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%	Jun.'17 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6% 1,058.4 38.1% 1.0%	Sep. 5 5 5 5 5 5 5 7 7 7 7 7 7 7 7 7 7 7 7

 $Interest \ coverage \ ratio(\%) = (Interest \ and \ dividend \ income + Operating \ profit) \div Interest \ expense$

★ 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)

. Sales by Category	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16 (*1)	Sep.'16 (*1)	Dec.'16	Mar.'17	Jun.'17 (*1)	Sep.'17 (*1)
Office Printing					292.9	277.5			284.6	274.
(change from the previous corresponding period)									-2.8%	-1.0%
Percentage of sales					60.1%	57.4%			57.8%	54.3%
Office Service					92.9	101.1			98.4	113.0
(change from the previous corresponding period)									5.9%	12.4%
Percentage of sales					19.1%	20.9%			20.0%	22.4%
Commercial Printing					42.7	43.1			45.6	44.8
(change from the previous corresponding period)									6.9%	4.1%
Percentage of sales					8.8%	8.9%			9.3%	8.9%
Industrial Printing					2.4	2.9			4.3	4.
(change from the previous corresponding period)									78.4%	52.5%
Percentage of sales					0.5%	0.6%			0.9%	0.9%
Thermal Media					13.8	13.6			14.5	14.
(change from the previous corresponding period)									5.0%	9.0%
Percentage of sales					2.8%	2.8%			2.9%	2.9%
Other					42.8	45.2			44.9	53.
(change from the previous corresponding period)									5.0%	18.39
Percentage of sales					8.8%	9.4%			9.1%	10.6%
Sales by Geographic Area	Jun '15	Sen '15	Dec '15	Mar '16	Jun '16	Sep.'16	Dec '16	Mar '17	Jun '17	Jun.'17
. Sales by Geographic Area	Jun.'15	Sep.'15	Dec.'15	Mar.'16	Jun.'16	(*1)	Dec.'16	Mar.'17	Jun.'17	Jun.'17
Japan	179.8	187.1	182.1	212.4	179.1	(*1) 185.6	182.2	220.5	186.7	198.4
Japan (change from the previous corresponding period)	179.8 -3.1%	187.1 -1.1%	182.1 2.4%	212.4 2.6%	179.1 -0.4%	(*1) 185.6 -0.8%	182.2 0.0%	220.5 3.8%	186.7 4.3%	198. 6.8%
Japan (change from the previous corresponding period) Percentage of sales	179.8 -3.1% 33.4%	187.1 -1.1% 33.7%	182.1 2.4% 33.2%	212.4 2.6% 37.6%	179.1 -0.4% 36.7%	(*1) 185.6 -0.8% 38.4%	182.2 0.0% 36.6%	220.5 3.8% 39.4%	186.7 4.3% 37.9%	198.4 6.8% 39.2%
Japan (change from the previous corresponding period) Percentage of sales Overseas	179.8 -3.1% 33.4% 359.2	187.1 -1.1% 33.7% 368.8	182.1 2.4% 33.2% 366.5	212.4 2.6% 37.6% 352.7	179.1 -0.4% 36.7% 308.6	(*1) 185.6 -0.8% 38.4% 298.0	182.2 0.0% 36.6% 315.7	220.5 3.8% 39.4% 338.9	186.7 4.3% 37.9% 305.8	198.4 6.8% 39.2% 307.4
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period)	179.8 -3.1% 33.4% 359.2 11.9%	187.1 -1.1% 33.7% 368.8 9.5%	182.1 2.4% 33.2% 366.5 1.5%	212.4 2.6% 37.6% 352.7 -5.4%	179.1 -0.4% 36.7% 308.6 -14.1%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2%	182.2 0.0% 36.6% 315.7 -13.9%	220.5 3.8% 39.4% 338.9 -3.9%	186.7 4.3% 37.9% 305.8 -0.9%	198.4 6.8% 39.2% 307.1 3.3%
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales	179.8 -3.1% 33.4% 359.2 11.9% 66.6%	187.1 -1.1% 33.7% 368.8 9.5% 66.3%	182.1 2.4% 33.2% 366.5 1.5% 66.8%	212.4 2.6% 37.6% 352.7 -5.4% 62.4%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6%	182.2 0.0% 36.6% 315.7 -13.9% 63.4%	220.5 3.8% 39.4% 338.9 -3.9% 60.6%	186.7 4.3% 37.9% 305.8 -0.9% 62.1%	198.4 6.89 39.29 307.4 3.39 60.89
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales The Americas	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1	198. 6.89 39.29 307. 3.39 60.89 141.
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales The Americas (change from the previous corresponding period)	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3%	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8%	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7%	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6%	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2%	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1%	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4%	198.4 6.89 39.29 307.4 3.39 60.89 141.9 -3.69
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales The Americas (change from the previous corresponding period) Percentage of sales	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3%	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1%	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3%	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4%	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3%	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6%	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7%	198.4 6.8% 39.2% 307.4 3.3% 60.8% 141.4 -3.6% 28.0%
Japan (change from the previous corresponding period) 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	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6% 121.8	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7% 110.9	198. 6.8% 39.2% 307. 3.3% 60.8% 141. -3.6% 28.0%
Japan (change from the previous corresponding period) 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)	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3%	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0%	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3%	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8%	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2%	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6% 121.8 -8.9%	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7% 110.9 -4.8%	198. 6.8° 39.2° 307. 3.3° 60.8° 141. -3.6° 28.0° 113. 8.5°
Japan (change from the previous corresponding period) 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	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3% 24.1%	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0% 23.4%	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3% 25.0%	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2% 23.7%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2% 23.9%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8% 21.6%	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2% 22.8%	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6% 121.8 -8.9% 21.8%	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7% 110.9 -4.8% 22.5%	198. 6.8° 39.2° 307. 3.3° 60.8° 141. -3.6° 28.0° 113. 8.5° 22.4°
Japan (change from the previous corresponding period) 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 Other	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3% 24.1% 55.2	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0% 23.4% 60.0	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3% 25.0% 57.3	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2% 23.7% 50.0	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2% 23.9% 46.4	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8% 21.6% 46.4	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2% 22.8% 51.1	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6% 121.8 -8.9% 21.8% 51.7	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7% 110.9 -4.8% 22.5% 48.7	198. 6.89 39.29 307. 3.39 60.89 141. -3.69 28.09 113. 8.59 22.49 52.
Japan (change from the previous corresponding period) 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	179.8 -3.1% 33.4% 359.2 11.9% 66.6% 174.2 18.3% 32.3% 129.8 1.3% 24.1%	187.1 -1.1% 33.7% 368.8 9.5% 66.3% 178.6 13.8% 32.1% 130.1 3.0% 23.4%	182.1 2.4% 33.2% 366.5 1.5% 66.8% 171.8 1.7% 31.3% 137.3 0.3% 25.0%	212.4 2.6% 37.6% 352.7 -5.4% 62.4% 169.0 -3.5% 29.9% 133.6 -5.2% 23.7%	179.1 -0.4% 36.7% 308.6 -14.1% 63.3% 145.6 -16.4% 29.9% 116.5 -10.2% 23.9%	(*1) 185.6 -0.8% 38.4% 298.0 -19.2% 61.6% 147.2 -17.6% 30.4% 104.3 -19.8% 21.6%	182.2 0.0% 36.6% 315.7 -13.9% 63.4% 150.8 -12.2% 30.3% 113.7 -17.2% 22.8%	220.5 3.8% 39.4% 338.9 -3.9% 60.6% 165.3 -2.1% 29.6% 121.8 -8.9% 21.8%	186.7 4.3% 37.9% 305.8 -0.9% 62.1% 146.1 0.4% 29.7% 110.9 -4.8% 22.5%	198. 6.8° 39.2° 307. 3.3° 60.8° 141. -3.6° 28.0° 113. 8.5°