Key Financial Figures(Consolidated)

April 27, 2018 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal y	year e	ended	
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	(Fiscal year	,			
Operating Results	Mar.'15	Mar.'16	Mar.'17	Mar.'18	Mar.'19
Sales	(*1) 2,151.4	2,209.0	2,028.8	2,063.3	(Forecas) 2,040.
(change from the previous corresponding period)	2.0%	2.7%	-8.2%	1.7%	-1.19
Domestic sales	759.5	761.5	767.5	799.9	807.
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	4.2%	0.99
Overseas sales	1,391.8	1,447.4	1,261.3	1,263.4	1,233.
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	0.2%	-2.4
Overseas sales ratio	64.7%	65.5%	62.2%	61.2%	60.4
Gross profit	906.9	881.9	788.6	791.0	786
(change from the previous corresponding period)	3.9%	-2.8%	-10.6%	0.3%	-0.6
Percentage of sales	42.2%	39.9%	38.9%	38.3%	38.5
Selling, general and administrative expenses	791.1	779.6	754.7	906.6	706
(change from the previous corresponding period)	5.1%	-1.5%	-3.2%	20.1%	-22.1
Percentage of sales	36.8%	35.3%	37.2%	43.9%	34.6
Operating profit	115.7	102.2	33.8		
				-115.6	80
(change from the previous corresponding period)	-3.8%	-11.6%	-66.9%	- - (0/	2.0
Percentage of sales	5.4%	4.6%	1.7%	-5.6%	3.9
Profit before income tax expenses	112.2	95.6	29.9	-124.1	77
(change from the previous corresponding period)	-4.9%	-14.8%	-68.7%	-	2.0
Percentage of sales	5.2%	4.3%	1.5%	-6.0%	3.8
Profit attributable to owners of the parent	68.5	62.9	3.4	-135.3	4'
(change from the previous corresponding period)	-5.8%	-8.1%	-94.5%	-	
Percentage of sales	3.2%	2.8%	0.2%	-6.6%	2
Earnings per share attributable to owners of the parent-basic[ye		86.87	4.81	-186.75	64.
				_	
(change from the previous corresponding period)	-5.8%	-8.2%	-94.5%		
	-5.8% 109.89 138.85	120.12 132.68	108.39 118.82	110.91 129.67	105. 130.
Exchange rate [yen/US\$]	109.89 138.85 Mar.'15	120.12	108.39		130. Mar.'1
Exchange rate [yen/US\$] [yen/EURO]	109.89 138.85	120.12 132.68	108.39 118.82	129.67	130.
Exchange rate [yen/US\$] [yen/EURO] Other ratios R&D Expenditure	109.89 138.85 Mar.'15 (*1)	120.12 132.68 Mar.'16	108.39 118.82 Mar.'17	129.67 Mar.'18	130. Mar.'1 (Foreca
Exchange rate [yen/US\$] [yen/EURO] Other ratios	109.89 138.85 Mar.'15 (*1) 118.7	120.12 132.68 Mar.'16	108.39 118.82 Mar.'17	129.67 Mar.'18 111.0	130. Mar.'! (Foreca
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%	120.12 132.68 Mar.'16 118.5 5.4%	108.39 118.82 Mar.'17 114.3 5.6%	129.67 Mar.'18 111.0 5.4%	130. Mar.'! (Foreca
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% 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	129.67 Mar.'18 111.0 5.4% 4.1	130. Mar.'! (Foreca
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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7	130. Mar.'! (Foreca
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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7)	130. Mar.'l (Foreca 110 5.
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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7	130. Mar.'! (Foreca 110 5.
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	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 68.0	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4	130. Mar.'! (Foreca 110 5.
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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2	130. Mar.': (Foreca 110 5.
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	120.12 132.68 Mar.'16 118.5 5.4% 5.0 11.7 -6.6 9.1 68.7 83.7 -4.2	108.39 118.82 Mar.'17 114.3 5.6% 4.6 8.5 -3.9 4.5 68.0 75.4 -18.4	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6	130. Mar.': (Foreca 110 5.
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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9	130. Mar.': (Foreca 110 5.
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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6	130. Mar.'! (Foreca 110 5.
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]	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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4	130. Mar.'! (Foreca 110 5.
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]	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	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	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7	130. Mar.'! (Foreca 110 5.
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	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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4%	130. Mar.'! (Foreca 110 5.
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	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 2.0 859.7 31.2% 2,759.2	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0	130. Mar.'! (Foreca 110 5.
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 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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0 -4.6%	130. Mar.'! (Foreca 110 5.
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 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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0 -4.6% 909.5	130. Mar.'! (Foreca 110 5.
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 Fotal 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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0 -4.6% 909.5 34.4%	130. Mar.'1 (Foreca 110 5.4
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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0 -4.6% 909.5 34.4% -13.9%	130. Mar.'! (Foreca 110 5.
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 Fotal 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%	129.67 Mar.'18 111.0 5.4% 4.1 12.8 -8.7 (8.7) 68.4 72.2 29.2 160.6 0.9 180.4 1.7 881.9 33.4% 2,641.0 -4.6% 909.5 34.4%	130. Mar.'1 (Foreca

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.

Key Financial Figures(Consolidated)

April 27, 2018 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal year ended)

3. Sales by Category	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (*2)	Mar.'19 (Forecast)
Office Printing				1,144.0	1,100.8
(change from the previous corresponding period)				-1.9%	-3.8%
Percentage of sales				55.4%	54.0%
Office Service				447.9	459.4
(change from the previous corresponding period)				5.3%	2.6%
Percentage of sales				21.7%	22.5%
Commercial Printing				185.9	191.6
(change from the previous corresponding period)				-0.1%	3.0%
Percentage of sales				9.0%	9.4%
Industrial Printing				19.2	29.0
(change from the previous corresponding period)				61.6%	51.0%
Percentage of sales				0.9%	1.4%
Thermal Media				61.4	67.6
(change from the previous corresponding period)				7.3%	10.0%
Percentage of sales				3.0%	3.3%
Other				204.7	191.6
(change from the previous corresponding period)				12.5%	-6.4%
Percentage of sales				9.9%	9.4%
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4. Sales by Geographic Area	Mar.'15 (*1)	Mar.'16	Mar.'17	Mar.'18 (*2)	Mar.'19 (Forecast)
	(*1)			Mar.'18 (*2)	Mar.'19 (Forecast)
Japan	(*1) 759.5	761.5	767.5	Mar.'18 (*2) 799.9	Mar.'19 (Forecast)
Japan (change from the previous corresponding period)	(*1) 759.5 -7.1%	761.5 0.3%	767.5 0.8%	Mar.'18 (*2) 799.9 4.2%	Mar.'19 (Forecast) 807.0 0.9%
Japan (change from the previous corresponding period) Percentage of sales	(*1) 759.5 -7.1% 35.3%	761.5 0.3% 34.5%	767.5 0.8% 37.8%	Mar.'18 (*2) 799.9 4.2% 38.8%	Mar.'19 (Forecast) 807.0 0.9% 39.6%
Japan (change from the previous corresponding period) Percentage of sales Overseas	(*1) 759.5 -7.1% 35.3% 1,391.8	761.5 0.3% 34.5% 1,447.4	767.5 0.8% 37.8% 1,261.3	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period)	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9%	761.5 0.3% 34.5% 1,447.4 4.0%	767.5 0.8% 37.8% 1,261.3 -12.9%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4%
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7%	761.5 0.3% 34.5% 1,447.4 4.0% 65.5%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4%
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales The Americas	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7	767.5 0.8% 37.8% 1,261.3 -12.9%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4
Japan (change from the previous corresponding period) Percentage of sales Overseas (change from the previous corresponding period) Percentage of sales	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5	761.5 0.3% 34.5% 1,447.4 4.0% 65.5%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4%
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	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5 10.1%	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7 7.0%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0 -12.2%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5 -5.2%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4 -3.5%
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)	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5 10.1% 30.1% 532.3	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7 7.0% 31.4%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0 -12.2% 30.0%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5 -5.2% 28.0%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4 -3.5% 27.3%
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	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5 10.1% 30.1% 532.3	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7 7.0% 31.4% 531.0	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0 -12.2% 30.0% 456.4 -14.0%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5 -5.2% 28.0% 477.5	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4 -3.5% 27.3% 484.1
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)	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5 10.1% 30.1% 532.3 2.6%	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7 7.0% 31.4% 531.0 -0.3%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0 -12.2% 30.0% 456.4	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5 -5.2% 28.0% 477.5 4.6%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4 -3.5% 27.3% 484.1 1.4%
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	(*1) 759.5 -7.1% 35.3% 1,391.8 7.9% 64.7% 648.5 10.1% 30.1% 532.3 2.6% 24.7% 210.9	761.5 0.3% 34.5% 1,447.4 4.0% 65.5% 693.7 7.0% 31.4% 531.0 -0.3% 24.0%	767.5 0.8% 37.8% 1,261.3 -12.9% 62.2% 609.0 -12.2% 30.0% 456.4 -14.0% 22.5%	Mar.'18 (*2) 799.9 4.2% 38.8% 1,263.4 0.2% 61.2% 577.5 -5.2% 28.0% 477.5 4.6% 23.1%	Mar.'19 (Forecast) 807.0 0.9% 39.6% 1,233.0 -2.4% 60.4% 557.4 -3.5% 27.3% 484.1 1.4% 23.7%

^{*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.

^{*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 months ended)

Operating Results	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.'17	Dec.'17	Mar.'18
Sales	487.7	483.7	497.9	559.4	492.5	506.2	517.3	547.1
(change from the previous corresponding period)	-9.5%	-13.0%	-9.2%	-1.0%	1.0%	4.7%	3.9%	-2.2%
Domestic sales	179.1	185.6	182.2	220.5	186.7	198.4	194.0	220.6
(change from the previous corresponding period)	-0.4%	-0.8%	0.0%	3.8%	4.3%	6.8%	6.5%	0.1%
Overseas sales	308.6	298.0	315.7	338.9	305.8	307.8	323.2	326.4
(change from the previous corresponding period)	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%	3.3%	2.4%	-3.7%
Overseas sales ratio	63.3%	61.6%	63.4%	60.6%	62.1%	60.8%	62.5%	59.7%
Gross profit	198.8	188.3	198.2	203.1	199.9	190.4	203.5	197.0
(change from the previous corresponding period)	-11.6%	-15.1%	-12.3%	-2.9%	0.6%	1.1%	2.6%	-3.0%
Percentage of sales	40.8%	38.9%	39.8%	36.3%	40.6%	37.6%	39.3%	36.0%
Selling, general and administrative expenses	187.9	182.7	186.2	197.8	181.0	187.3	177.4	360.7
(change from the previous corresponding period)	-7.9%	-2.0%	-5.3%	2.8%	-3.7%	2.5%	-4.7%	82.4%
Percentage of sales	38.6%	37.8%	37.4%	35.4%	36.8%	37.0%	34.3%	65.9%
Operating profit	10.8	5.6	12.0	5.3	18.9	3.0	26.0	-163.7
(change from the previous corresponding period)	-47.4%	-84.0%	-59.0%	-68.5%	74.1%	-45.7%	116.4% -	
Percentage of sales	2.2%	1.2%	2.4%	0.9%	3.8%	0.6%	5.0%	-29.9%
Profit before income tax expenses	10.3	4.8	10.8	3.7	16.8	0.9	25.3	-167.3
(change from the previous corresponding period)	-46.6%	-85.6%	-60.7%	-73.8%	61.7%	-80.4%	133.6% -	
Percentage of sales	2.1%	1.0%	2.2%	0.7%	3.4%	0.2%	4.9%	-30.6%
Profit attributable to owners of the parent	4.7	0.2	-0.8	-0.6	10.7	-6.2	12.8	-152.7
(change from the previous corresponding period)	-63.3%	-98.9%	-	-	126.3%	_	_	
Percentage of sales	1.0%	0.0%	-0.2%	-0.1%	2.2%	-1.2%	2.5%	-27.9%
Earnings per share attributable to owners of the parent-basic[yen]	6.58	0.32	-1.23	-0.86	14.89	-8.64	17.67	-210.63
(change from the previous corresponding period)	-63.3%	-98.9%	_	_	126.3%	_	_	
Exchange rate [yen/US\$]	108.08	102.45	109.33	113.82	111.16	111.01	112.97	108.44
[yen/EURO]	121.97	114.35	117.81	121.23	122.11	130.31	133.02	133.23
Other ratios	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.'17	Dec.'17	Mar.'18
R&D Expenditure	26.8	30.2	26.6	30.6	25.5	28.8	26.0	30.6
R&D Expenditure / Sales	5.5%	6.3%	5.4%	5.5%	5.2%	5.7%	5.0%	5.6%
Finance income	1.8	1.6	0.1	1.0	0.8	1.1	0.9	1.2
Finance costs	2.2	2.4	1.2	2.5	2.9	3.2	1.6	5.0
Financial income(expenses)net	-0.4	-0.8	-1.1	-1.5	-2.1	-2.1	-0.6	-3.7
Interest coverage ratio(X) [times]	5.6	3.0	9.5	2.5	6.7	1.3	16.8	-32.2
Depreciation for tangible fixed assets	16.3					170		
Expenditure for plant and equipment		16.7	17.0	17.8	16.9	17.8	16.7	16.8
Free Cash Flow	16.0	16.7 19.8	17.0 17.1	17.8 22.3	16.9 13.5	17.8	16.7 17.7	
Tiec cush flow								26.1
	16.0	19.8	17.1	22.3	13.5	14.8	17.7	26.1 29.5
	16.0	19.8 -27.2	17.1 -13.4	22.3	13.5	14.8 -18.0	17.7 10.9	26.1 29.5 160.6
Liquidity at hand	16.0 1.7 191.4	19.8 -27.2 184.8	17.1 -13.4 193.8	22.3 20.5 135.0	13.5 6.7 140.8	14.8 -18.0 156.7	17.7 10.9 159.6	26.1 29.5 160.6 0.88
Liquidity at hand Liquidity at hand/Averaged sales [months]	16.0 1.7 191.4 1.18	19.8 -27.2 184.8 1.15	17.1 -13.4 193.8 1.17	22.3 20.5 135.0 0.72	13.5 6.7 140.8 0.86	14.8 -18.0 156.7 0.93	17.7 10.9 159.6 0.93	26.1 29.5 160.6 0.88 180.4
Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	16.0 1.7 191.4 1.18 206.1	19.8 -27.2 184.8 1.15 206.8	17.1 -13.4 193.8 1.17 234.7	22.3 20.5 135.0 0.72 202.5	13.5 6.7 140.8 0.86 213.6	14.8 -18.0 156.7 0.93 213.5	17.7 10.9 159.6 0.93 209.3	26.1 29.5 160.6 0.88 180.4 1.55
Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	16.0 1.7 191.4 1.18 206.1 2.14	19.8 -27.2 184.8 1.15 206.8 2.10	17.1 -13.4 193.8 1.17 234.7 2.35	22.3 20.5 135.0 0.72 202.5 1.71	13.5 6.7 140.8 0.86 213.6 2.19	14.8 -18.0 156.7 0.93 213.5 2.03	17.7 10.9 159.6 0.93 209.3 2.00	26.1 29.5 160.6 0.88 180.4 1.55
Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets	16.0 1.7 191.4 1.18 206.1 2.14 881.4	19.8 -27.2 184.8 1.15 206.8 2.10 905.8	17.1 -13.4 193.8 1.17 234.7 2.35 944.9	22.3 20.5 135.0 0.72 202.5 1.71 859.7	13.5 6.7 140.8 0.86 213.6 2.19 877.0	14.8 -18.0 156.7 0.93 213.5 2.03 912.8	17.7 10.9 159.6 0.93 209.3 2.00 912.2	26.1 29.5 160.6 0.88 180.4 1.55 881.5 33.4%
Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets	16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9%	19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8%	17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3%	22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2%	13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5%	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3%	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1%	26.1 29.5 160.6 0.88 180.4 1.55 881.5 33.4% 2,641.6
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	16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1	19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4	17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9	22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2	13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3	26.1 29.3 160.6 0.88 180.4 1.55 881.5 33.4% 2,641.6
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	16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4%	19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4 0.2%	17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4%	22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1%	13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6%	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0%	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9%	26.1 29.5 160.6 0.88 180.4 1.55 881.5 33.4% 2,641.6 -6.1%
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	16.0 1.7 191.4 1.18 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2	19.8 -27.2 184.8 1.15 206.8 2.10 905.8 33.8% 2,678.4 0.2% 988.3	17.1 -13.4 193.8 1.17 234.7 2.35 944.9 33.3% 2,834.9 0.4% 1,056.4	22.3 20.5 135.0 0.72 202.5 1.71 859.7 31.2% 2,759.2 0.1% 1,042.1	13.5 6.7 140.8 0.86 213.6 2.19 877.0 31.5% 2,780.8 0.6% 1,058.4	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0% 1,073.2	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9% 1,090.6	26.1 29.5 160.6 0.88 180.4 1.55 881.5 33.4% 2,641.0 -6.1% 909.5
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	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%	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%	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%	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%	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%	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0% 1,073.2 38.0%	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9% 1,090.6 38.3%	26.1 29.5 160.6 0.88 180.4 1.55 881.9 33.4% 2,641.0 -6.1% 909.5 34.4% -15.3%
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	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%	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%	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%	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%	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%	14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0% 1,073.2 38.0% -0.6%	17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9% 1,090.6 38.3% 1.2%	16.8 26.1 29.5 160.6 0.88 180.4 1.55 881.9 33.4% 2,641.0 -6.1% 909.5 34.4% -15.3% 33.7 64.0

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

Key Financial Figures(Consolidated)

April 27, 2018 RICOH COMPANY, LTD. (Billions of yen)

(Three months ended)

3. Sales by Category	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.'17	Dec.'17	Mar.'18
Office Printing	292.9	277.5	287.5	307.8	284.6	274.7	289.8	294.8
(change from the previous corresponding period)	-	-	-	-	-2.8%	-1.0%	0.8%	-4.2%
Percentage of sales	60.1%	57.4%	57.7%	55.0%	57.8%	54.3%	56.0%	53.9%
Office Service	92.9	101.1	100.0	131.5	98.4	113.6	105.5	130.3
(change from the previous corresponding period)	-	-	-	-	5.9%	12.4%	5.4%	-0.9%
Percentage of sales	19.1%	20.9%	20.1%	23.5%	20.0%	22.4%	20.4%	23.8%
Commercial Printing	42.7	43.1	47.4	52.7	45.6	44.8	47.2	48.1
(change from the previous corresponding period)	-	-	-	-	6.9%	4.1%	-0.6%	-8.8%
Percentage of sales	8.8%	8.9%	9.5%	9.4%	9.3%	8.9%	9.1%	8.8%
Industrial Printing	2.4	2.9	2.7	3.7	4.3	4.5	4.5	5.7
(change from the previous corresponding period)	-	-	-	-	78.4%	52.5%	65.0%	55.4%
Percentage of sales	0.5%	0.6%	0.6%	0.7%	0.9%	0.9%	0.9%	1.1%
Thermal Media	13.8	13.6	15.2	14.5	14.5	14.9	16.8	15.1
(change from the previous corresponding period)	-	-	-	-	5.0%	9.0%	10.4%	4.5%
Percentage of sales	2.8%	2.8%	3.1%	2.6%	2.9%	2.9%	3.3%	2.8%
Other	42.8	45.2	44.8	49.1	44.9	53.5	53.3	52.8
(change from the previous corresponding period)	-	-	-	-	5.0%	18.3%	19.0%	7.7%
Percentage of sales	8.8%	9.4%	9.0%	8.8%	9.1%	10.6%	10.3%	9.7%
4. Sales by Geographic Area	Jun.'16	Sep.'16	Dec.'16	Mar.'17	Jun.'17	Sep.'17	Dec.'17	Mar.'18
Japan	179.1	185.6	182.2	220.5	186.7	198.4	194.0	220.6
(change from the previous corresponding period)	-0.4%	-0.8%	0.0%	3.8%	4.3%	6.8%	6.5%	0.1%
Percentage of sales	36.7%	38.4%	36.6%	39.4%	37.9%	39.2%	37.5%	40.3%
Overseas	308.6	298.0	315.7	338.9	305.8	307.8	323.2	326.4
(change from the previous corresponding period)	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%	3.3%	2.4%	-3.7%
Percentage of sales	63.3%	61.6%	63.4%	60.6%	62.1%	60.8%	62.5%	59.7%
The Americas	145.6	147.2	150.8	165.3	146.1	141.9	143.8	145.6
(change from the previous corresponding period)	-16.4%	-17.6%	-12.2%	-2.1%	0.4%	-3.6%	-4.7%	-11.9%
Percentage of sales	29.9%	30.4%	30.3%	29.6%	29.7%	28.0%	27.8%	26.6%
Europe, Middle East and Africa	116.5	104.3	113.7	121.8	110.9	113.2	123.8	129.5
(change from the previous corresponding period)	-10.2%	-19.8%	-17.2%	-8.9%	-4.8%	8.5%	8.9%	6.3%
Percentage of sales	23.9%	21.6%	22.8%	21.8%	22.5%	22.4%	23.9%	23.7%
Other	46.4	46.4	51.1	51.7	48.7	52.7	55.5	51.2
(change from the previous corresponding period)	-15.9%	-22.7%	-10.7%	3.4%	4.9%	13.6%	8.5%	-0.9%
Percentage of sales	9.5%	9.6%	10.3%	9.2%	9.9%	10.4%	10.8%	9.4%

[★] 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

[★] 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 thecurrent year's presentation.