Key Financial Figures(Consolidated)

February 7, 2019 RICOH COMPANY, LTD. (Billions of yen)

				(Billio	ns of yen)
	(Fiscal year	ended)			
1.Operating Results	FY2014 (*1)	FY2015	FY2016	FY2017	FY2018 (Forecast)
Sales	2,151.4	2,209.0	2,028.8	2,063.3	2,040.0
(change from the previous corresponding period)	2.0%	2.7%	-8.2%	1.7%	-1.1%
Domestic sales	759.5	761.5	767.5	799.9	820.0
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	4.2%	2.5%
Overseas sales	1,391.8	1,447.4	1,261.3	1,263.4	1,220.0
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	0.2%	-3.4%
Overseas sales ratio	64.7%	65.5%	62.2%	61.2%	59.8%
Gross profit	906.9	881.9	788.6	791.0	783.0
(change from the previous corresponding period)	3.9%	-2.8%	-10.6%	0.3%	-1.0%
Percentage of sales	42.2%	39.9%	38.9%	38.3%	38.4%
Selling, general and administrative expenses	791.1	779.6	754.7	906.6	698.0
(change from the previous corresponding period)	5.1%	-1.5%	-3.2%	20.1%	-23.0%
Percentage of sales	36.8%	35.3%	37.2%	43.9%	34.2%
Operating profit	115.7	102.2	33.8	-115.6	85.0
(change from the previous corresponding period)	-3.8%	-11.6%	-66.9%	_	-
Percentage of sales	5.4%	4.6%	1.7%	-5.6%	4.2%
Profit before income tax expenses	112.2	95.6	29.9	-124.1	82.0
(change from the previous corresponding period)	-4.9%	-14.8%	-68.7%	-	-
Percentage of sales	5.2%	4.3%	1.5%	-6.0%	4.0%
Profit attributable to owners of the parent	68.5	62.9	3.4	-135.3	54.0
(change from the previous corresponding period)	-5.8%	-8.1%	-94.5%	155.5	54.0
Percentage of sales	3.2%	2.8%	0.2%	-6.6%	2.6%
Earnings per share attributable to owners of the parent-basic[yen		86.87	4.81	-186.75	74.50
(change from the previous corresponding period)	-5.8%	-8.2%	-94.5%	-100.75	74.30
Exchange rate [yen/US\$]	109.89	120.12	108.39	110.91	109.64
[yen/EURO]	138.85	132.68	118.82	129.67	128.41
[yell beker]	150.05	132.00	110.02	127.07	120,41
2. Other ratios	FY2014 (*1)	FY2015	FY2016	FY2017	FY2018 (Forecast)
R&D Expenditure	118.7	118.5	114.3	111.0	110.0
R&D Expenditure / Sales	5.5%	5.4%	5.6%	5.4%	5.4%
Finance income	3.9	5.0	4.6	4.1	_
Finance costs	7.3	11.7	8.5	12.8	_
Financial income(expenses)net	-3.4	-6.6	-3.9	-8.7	_
Interest coverage ratio(**) [times]	16.2	9.1	4.5	(8.7)	_
Depreciation for tangible fixed assets	70.9	68.7	68.0	68.4	66.5
Expenditure for plant and equipment	75.9	83.7	75.4	72.2	78.0
Free Cash Flow	-40.9	-4.2	-18.4	29.2	
Liquidity at hand	138.6	168.5	135.0	160.6	
Liquidity at hand/Averaged sales [months]	0.77	0.9	0.8	0.9	_
Inventories	224.4	207.0	202.5	180.4	_
Inventories/Averaged cost of sales [months]	2.16	1.9	2.0	1.7	_
Debt	790.5	852.8	859.7	881.9	_
Debt on total assets	29.0%	30.7%	31.2%	33.4%	
Total assets	2,730.2	2,776.4	2,759.2	2,641.0	
Profit before income tax expenses on total assets	4.2%	3.5%	1.1%	-4.6%	
Equity attributable to owners of the parent	1,084.1	1,077.8	1,042.1	909.5	
Equity ratio	39.7%	38.8%	37.8%	34.4%	
Return on equity	6.5%	5.8%	0.3%	-13.9%	
Number of employees(Japan)(thousand of people)					
	36.3	35.7 73.5	35.4	33.7	
Number of employees(Overseas)(thousand of people)	73.5	73.5	70.1	64.0	_

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

Number of employees (Total)(thousand of people)

109.9

109.3

105.6

97.8

^{*1} Due to the change in lease transaction reporting from FY2015, sales figures and related indicators of FY2014 have also been adjusted retroactively to conform to the current year.

Key Financial Figures(Consolidated)

February 7, 2019 RICOH COMPANY, LTD. (Billions of yen)

(Fiscal year ended)

3. Sales by Category	FY2014 (*1)	FY2015	FY2016	FY2017 (*2)	FY2018 (Forecast)
Office Printing				1,144.0	1,094.0
(change from the previous corresponding period)				-1.9%	-4.4%
Percentage of sales				55.4%	53.6%
Office Service				447.9	493.5
(change from the previous corresponding period)				5.3%	10.2%
Percentage of sales				21.7%	24.2%
Commercial Printing				185.9	186.3
(change from the previous corresponding period)				-0.1%	0.2%
Percentage of sales				9.0%	9.1%
Industrial Printing				19.2	21.0
(change from the previous corresponding period)				61.6%	9.8%
Percentage of sales				0.9%	1.0%
Thermal Media				61.4	68.5
(change from the previous corresponding period)				7.3%	11.6%
Percentage of sales				3.0%	3.4%
Other				204.7	176.4
(change from the previous corresponding period)				12.5%	-13.8%
Percentage of sales				9.9%	8.6%
·. Sales by Geographic Area	FY2014 (*1)	FY2015	FY2016	FY2017 (*2)	FY2018 (Forecast)
Japan	759.5	761.5	767.5	799.9	820.0
(change from the previous corresponding period)	-7.1%	0.3%	0.8%	4.2%	2.5%
Percentage of sales	35.3%	34.5%	37.8%	38.8%	40.2%
Overseas	1,391.8	1,447.4	1,261.3	1,263.4	1,220.0
(change from the previous corresponding period)	7.9%	4.0%	-12.9%	0.2%	-3.4%
Percentage of sales	64.7%	65.5%	62.2%	61.2%	59.8%
The Americas	648.5	693.7	609.0	577.5	565.3
(change from the previous corresponding period)	10.1%	7.0%	-12.2%	-5.2%	-2.1%
Percentage of sales	30.1%	31.4%	30.0%	28.0%	27.7%
Europe, Middle East and Africa	532.3	531.0	456.4	477.5	464.7
(change from the previous corresponding period)	2.6%	-0.3%	-14.0%	4.6%	-2.7%
Percentage of sales	24.7%	24.0%	22.5%	23.1%	22.8%
Other	210.9	222.6	195.8	208.3	190.0
(change from the previous corresponding period)	15.7%	5.6%	-12.1%	6.4%	-8.8%
Percentage of sales					
refeemage of sales	9.9%	10.1%	9.7%	10.1%	9.3%

^{*1} Due to the change in lease transaction reporting from FY2015, sales figures and related indicators of FY2014 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.

February 7, 2019 RICOH COMPANY, LTD. (Billions of yen)

	(Three mont	hs ended)									
Operating Results	FY2016	FY2016	FY2016	FY2016	FY2017	FY2017	FY2017	FY2017	FY2018	FY2018	FY2018
	<u>O1</u>	O2	O3	O4	<u>O1</u>	O2	O3	O4	<u>O1</u>	O2	O3
Sales	487.7	483.7	497.9	559.4	492.5	506.2	517.3	547.1	490.9	497.3	501.
(change from the previous corresponding period) Domestic sales	-9.5% 179.1	-13.0%	-9.2% 182.2	-1.0% 220.5	1.0%	4.7% 198.4	3.9% 194.0	-2.2%	-0.3%	-1.8%	-3.19
		185.6			186.7			220.6	193.6	201.4	192.
(change from the previous corresponding period)	-0.4%	-0.8%	0.0%	3.8%	4.3%	6.8%	6.5%	0.1%	3.7%	1.5%	-0.8
Overseas sales	308.6	298.0	315.7	338.9	305.8	307.8	323.2	326.4	297.3	295.8	308.
(change from the previous corresponding period)	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%	3.3%	2.4%	-3.7%	-2.8%	-3.9%	-4.5
Overseas sales ratio	63.3%	61.6%	63.4%	60.6%	62.1%	60.8%	62.5%	59.7%	60.6%	59.5%	61.6
Gross profit	198.8	188.3	198.2	203.1	199.9	190.4	203.5	197.0	194.4	189.4	191.
(change from the previous corresponding period)	-11.6%	-15.1%	-12.3%	-2.9%	0.6%	1.1%	2.6%	-3.0%	-2.8%	-0.5%	-6.1
Percentage of sales	40.8%	38.9%	39.8%	36.3%	40.6%	37.6%	39.3%	36.0%	39.6%	38.1%	38.1
Selling, general and administrative expenses	187.9	182.7	186.2	197.8	181.0	187.3	177.4	360.7	174.7	157.1	164
(change from the previous corresponding period)	-7.9%	-2.0%	-5.3%	2.8%	-3.7%	2.5%	-4.7%	82.4%	-3.5%	-16.1%	-7.6
Percentage of sales	38.6%	37.8%	37.4%	35.4%	36.8%	37.0%	34.3%	65.9%	35.6%	31.6%	32.7
Operating profit	10.8	5.6	12.0	5.3	18.9	3.0	26.0	-163.7	19.7	32.2	27.
(change from the previous corresponding period)	-47.4%	-84.0%	-59.0%	-68.5%	74.1%	-45.7%	116.4%	-	4.1%	946.9%	4.4
Percentage of sales	2.2%	1.2%	2.4%	0.9%	3.8%	0.6%	5.0%	-29.9%	4.0%	6.5%	5.4
Profit before income tax expenses	10.3	4.8	10.8	3.7	16.8	0.9	25.3	-167.3	17.9	32.1	26.
(change from the previous corresponding period)	-46.6%	-85.6%	-60.7%	-73.8%	61.7%	-80.4%	133.6%	-	6.6%	3256.1%	5.6
Percentage of sales	2.1%	1.0%	2.2%	0.7%	3.4%	0.2%	4.9%	-30.6%	3.7%	6.5%	5.4
Profit attributable to owners of the parent	4.7	0.2	-0.8	-0.6	10.7	-6.2	12.8	-152.7	9.2	26.7	14
(change from the previous corresponding period)	-63.3%	-98.9%	-	-	126.3%	-	-	-	-14.0%	-	13.9
Percentage of sales	1.0%	0.0%	-0.2%	-0.1%	2.2%	-1.2%	2.5%	-27.9%	1.9%	5.4%	2.9
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	12.81	36.92	20.1
(change from the previous corresponding period)	-63.3%	-98.9%	-	-	126.3%	-	-	-	-14.0%	-	13.9
Exchange rate [yen/US\$]	108.08	102.45	109.33	113.82	111.16	111.01	112.97	108.44	109.14	111.53	112.8
[yen/EURO]	121.97	114.35	117.81	121.23	122.11	130.31	133.02	133.23	130.14	129.68	128.82
						FY2017			FY2018		
. Other ratios	FY2016	FY2016	FY2016	FY2016	FY2017		FY2017	FY2017		FY2018	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
R&D Expenditure	Q1 26.8	Q2 30.2	Q3 26.6	Q4 30.6	Q1 25.5	Q2 28.8	Q3 26.0	Q4 30.6	Q1 25.5	Q2 29.7	Q3 25
R&D Expenditure R&D Expenditure / Sales	Q1 26.8 5.5%	Q2 30.2 6.3%	Q3 26.6 5.4%	Q4 30.6 5.5%	Q1 25.5 5.2%	Q2 28.8 5.7%	Q3 26.0 5.0%	Q4 30.6 5.6%	Q1 25.5 5.2%	Q2 29.7 6.0%	Q3 25 5.0
R&D Expenditure R&D Expenditure / Sales Finance income	Q1 26.8 5.5% 1.8	Q2 30.2 6.3% 1.6	Q3 26.6 5.4% 0.1	Q4 30.6 5.5% 1.0	Q1 25.5 5.2% 0.8	Q2 28.8 5.7% 1.1	Q3 26.0 5.0% 0.9	Q4 30.6 5.6% 1.2	Q1 25.5 5.2% 1.2	Q2 29.7 6.0% 0.7	Q3 25 5.0 0
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs	Q1 26.8 5.5% 1.8 2.2	Q2 30.2 6.3% 1.6 2.4	Q3 26.6 5.4% 0.1 1.2	Q4 30.6 5.5% 1.0 2.5	Q1 25.5 5.2% 0.8 2.9	Q2 28.8 5.7% 1.1 3.2	Q3 26.0 5.0% 0.9 1.6	Q4 30.6 5.6% 1.2 5.0	Q1 25.5 5.2% 1.2 3.2	Q2 29.7 6.0% 0.7 0.9	Q3 25 5.0 0
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net	Q1 26.8 5.5% 1.8 2.2 -0.4	Q2 30.2 6.3% 1.6 2.4 -0.8	Q3 26.6 5.4% 0.1 1.2 -1.1	Q4 30.6 5.5% 1.0 2.5 -1.5	Q1 25.5 5.2% 0.8 2.9 -2.1	Q2 28.8 5.7% 1.1 3.2 -2.1	Q3 26.0 5.0% 0.9 1.6 -0.6	Q4 30.6 5.6% 1.2 5.0 -3.7	Q1 25.5 5.2% 1.2 3.2 -1.9	Q2 29.7 6.0% 0.7 0.9 -0.2	Q3 25 5.0 0 0 -0
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(*X) [times]	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7	28.8 5.7% 1.1 3.2 -2.1 1.3	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9	Q3 25 5.0 0 0 -0 27
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(* [times] Depreciation for tangible fixed assets	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3	Q3 26.0 5.0% 0.9 1.6 -0.6	Q4 30.6 5.6% 1.2 5.0 -3.7	Q1 25.5 5.2% 1.2 3.2 -1.9	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5	Q3 25 5.0 0 0 -0 27
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	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2	Q3 25 5.0 0 0 -0 27 15
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	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2	Q3 25 5.0 0 0 -0 27 15
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	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2	Q3 25 5.0 0 0 -0 27 15 14
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]	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86	28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36	29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23	Q3 25 5.0 0 0 -0 27 15 14 -5 201
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	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1	Q3 255.0 0 0 -0 27 15 14 -5 201
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]	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86	28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36	29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23	Q3 25 5.0 0 0 -0 27 15 14 -5 201 1.:
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	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 1.18 206.1	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8	Q3 26.6 5.4% 0.1 1.2 -1.1 9.5 17.0 17.1 -13.4 193.8 1.17 234.7	Q4 30.6 5.5% 1.0 2.5 -1.5 2.5 17.8 22.3 20.5 135.0 0.72 202.5	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1	Q3 255 5.0 0 0 -0 27 155 144 -55 201 1 218
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]	Q1 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	Q2 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	Q3 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	Q4 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	Q1 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	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 156.7 0.93 213.5 2.03	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3 2.00	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4 1.55	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 203.1 1.23 207.1 2.02	Q3 255 5.0 0 0 -0 27 155 201 1.:. 218 2.:
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]	Q1 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	Q2 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	Q3 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	Q4 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	Q1 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	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5 2.03 912.8	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3 2.00	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4 1.55 881.9	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 203.1 1.23 207.1 2.02 889.3	Q3 255.0 0 0 -0 27 15 14 -5 201 1.2 218 2.1 902 33.9
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	Q1 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%	Q2 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%	Q3 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%	Q4 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%	Q1 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%	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3%	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1%	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4 1.55 881.9 33.4%	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98 901.4 33.7%	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9%	Q3 25 5.0 0 0 -0 27 15 14 -5 201 1 218 2 902 33.9 2,662
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	Q1 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	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 2.10 905.8 33.8% 2,678.4	Q3 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	Q4 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	Q1 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	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 2,93 200.3 2.00 912.2 32.1% 2,845.3	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4 1.55 881.9 33.4% 2,641.0	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 136. 195.3 1.98 901.4 33.7% 2,671.3	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9% 2,699.6	Q3 25 5.0 0 0 0 -0 27 15 14 -5 201 1.2 218 2.1 902 33.9 2,662 1.0
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets	Q1 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%	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 2.10 905.8 33.8% 2,678.4 0.2%	Q3 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%	Q4 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%	Q1 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%	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0%	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9%	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 16.8 26.1 29.5 160.6 0.88 180.4 1.55 881.9 33.4% 2,641.0 -6.1%	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98 901.4 33.7% 2,671.3 0.7%	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9% 2,699.6 1.2%	Q3 25 5.0 0 0 -0 27 15 14 -5 201 1 2188 2 902 33.9 2,662 1.0 944
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	Q1 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	Q2 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	Q3 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	Q4 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	Q1 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	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 14.8 -18.0 156.7 0.93 213.5 2.03 912.8 32.3% 2,826.0 0.0% 1,073.2	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 17.7 10.9 159.6 0.93 209.3 2.00 912.2 32.1% 2,845.3 0.9% 1,090.6	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 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	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98 901.4 33.7% 2,671.3 0.7% 916.0	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9% 2,699.6 1.2%	Q3 25 5.0 0 0 0 -0 27 15 14 -5 201 1.2 218 2.1 902 33.9 2,662 1.0 944 35.5
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2 37.3%	Q2 30.2 6.3% 1.6 2.4 -0.8 3.0 16.7 19.8 -27.2 184.8 1.15 206.8 33.8% 2.678.4 0.2% 988.3 36.9%	Q3 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%	Q4 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%	Q1 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%	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 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%	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 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%	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 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%	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98 901.4 33.7% 2,671.3 0.7% 916.0 34.3%	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9% 2,699.6 1.2% 962.6 35.7%	Q3 25. 5.0° 0. 00. 27. 15. 145. 201. 1.2 218. 2.1. 902. 33.9° 2,662. 1.0° 944. 35.5° 1.5°
R&D Expenditure R&D Expenditure / Sales Finance income Finance costs Financial income(expenses)net Interest coverage ratio(※) [times] Depreciation for tangible fixed assets Expenditure for plant and equipment Free Cash Flow Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Profit before income tax expenses on total assets Equity attributable to owners of the parent Equity ratio Return on equity	Q1 26.8 5.5% 1.8 2.2 -0.4 5.6 16.3 16.0 1.7 191.4 206.1 2.14 881.4 32.9% 2,682.1 0.4% 999.2 37.3% 0.5%	Q2 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%	Q3 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%	Q4 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%	Q1 25.5 5.2% 0.8 2.9 -2.1 6.7 16.9 13.5 6.7 140.8 0.86 213.6 213.6 2.19 877.0 31.5% 2,780.8 0.6% 1,058.4 38.1% 1.0%	Q2 28.8 5.7% 1.1 3.2 -2.1 1.3 17.8 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%	Q3 26.0 5.0% 0.9 1.6 -0.6 16.8 16.7 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%	Q4 30.6 5.6% 1.2 5.0 -3.7 -32.2 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%	Q1 25.5 5.2% 1.2 3.2 -1.9 6.5 17.6 14.4 48.6 222.6 1.36 195.3 1.98 901.4 33.7% 2,671.3 0.7% 916.0 34.3% 1.0%	Q2 29.7 6.0% 0.7 0.9 -0.2 35.9 16.5 21.2 -12.2 203.1 1.23 207.1 2.02 889.3 32.9% 2,699.6 1.2% 962.6 35.7% 2.8%	FY2018 Q3 25. 5.0° 0. 00. 27. 15. 145. 201. 1.2 218. 2.1 902. 33.9° 2,662. 1.0° 944. 35.5° 1.5° 32.

Number of employees (Total)(thousand of people) 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.

Europe, Middle East and Africa

Percentage of sales

Other

(change from the previous corresponding period)

(change from the previous corresponding period)

(Thuas	months	andad)

FY2016 FY2016 FY2016 FY2016

3. Sales by Category	FY2016 O1	FY2016 O2	FY2016 O3	FY2016 O4	FY2017 O1	FY2017 O2	FY2017 O3	FY2017 O4	FY2018 O1	FY2018 O2	FY2018 O3
Office Printing	292.9	277.5	287.5	307.8	284.6	274.7	289.8	294.8	273.7	264.8	270.6
(change from the previous corresponding period)				-	-2.8%	-1.0%	0.8%	-4.2%	-3.8%	-3.6%	-6.6%
Percentage of sales	60.1%	57.4%	57.7%	55.0%	57.8%	54.3%	56.0%	53.9%	55.8%	53.2%	54.0%
Office Service	92.9	101.1	100.0	131.5	98.4	113.6	105.5	130.3	108.0	123.3	117.4
(change from the previous corresponding period)	-	-	-	-	5.9%	12.4%	5.4%	-0.9%	9.7%	8.6%	11.3%
Percentage of sales	19.1%	20.9%	20.1%	23.5%	20.0%	22.4%	20.4%	23.8%	22.0%	24.8%	23.4%
Commercial Printing	42.7	43.1	47.4	52.7	45.6	44.8	47.2	48.1	42.4	44.0	48.6
(change from the previous corresponding period)	-	-	-	-	6.9%	4.1%	-0.6%	-8.8%	-7.2%	-1.8%	3.0%
Percentage of sales	8.8%	8.9%	9.5%	9.4%	9.3%	8.9%	9.1%	8.8%	8.6%	8.9%	9.7%
Industrial Printing	2.4	2.9	2.7	3.7	4.3	4.5	4.5	5.7	5.8	3.9	5.8
(change from the previous corresponding period)	-	-	-	-	78.4%	52.5%	65.0%	55.4%	35.0%	-13.6%	28.5%
Percentage of sales	0.5%	0.6%	0.6%	0.7%	0.9%	0.9%	0.9%	1.1%	1.2%	0.8%	1.2%
Thermal Media	13.8	13.6	15.2	14.5	14.5	14.9	16.8	15.1	16.2	16.8	17.5
(change from the previous corresponding period)	-	-	-	-	5.0%	9.0%	10.4%	4.5%	12.0%	12.8%	3.9%
Percentage of sales	2.8%	2.8%	3.1%	2.6%	2.9%	2.9%	3.3%	2.8%	3.3%	3.4%	3.5%
Other	42.8	45.2	44.8	49.1	44.9	53.5	53.3	52.8	44.6	44.2	41.0
(change from the previous corresponding period)	-	-	-	-	5.0%	18.3%	19.0%	7.7%	-0.5%	-17.4%	-23.0%
Percentage of sales	8.8%	9.4%	9.0%	8.8%	9.1%	10.6%	10.3%	9.7%	9.1%	8.9%	8.2%
4. Sales by Geographic Area	Jun.'16	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2018 Q1	FY2018 Q2	FY2018 O3
Japan	179.1	185.6	182.2	220.5	186.7	198.4	194.0	220.6	193.6	201.4	192.6
(change from the previous corresponding period)	-0.4%	-0.8%	0.0%	3.8%	4.3%	6.8%	6.5%	0.1%	3.7%	1.5%	-0.8%
Percentage of sales	36.7%	38.4%	36.6%	39.4%	37.9%	39.2%	37.5%	40.3%	39.4%	40.5%	38.4%
Overseas	308.6	298.0	315.7	338.9	305.8	307.8	323.2	326.4	297.3	295.8	308.5
(change from the previous corresponding period)	-14.1%	-19.2%	-13.9%	-3.9%	-0.9%	3.3%	2.4%	-3.7%	-2.8%	-3.9%	-4.5%
Percentage of sales	63.3%	61.6%	63.4%	60.6%	62.1%	60.8%	62.5%	59.7%	60.6%	59.5%	61.6%
The Americas	145.6	147.2	150.8	165.3	146.1	141.9	143.8	145.6	136.2	142.2	141.8
(change from the previous corresponding period)	-16.4%	-17.6%	-12.2%	-2.1%	0.4%	-3.6%	-4.7%	-11.9%	-6.8%	0.2%	-1.4%
Percentage of sales	29.9%	30.4%	30.3%	29.6%	29.7%	28.0%	27.8%	26.6%	27.7%	28.6%	28.3%

104.3

-19.8%

21.6%

46.4

-22.7%

113.7

-17.2%

22.8%

51.1

-10.7%

121.8

-8.9%

21.8%

51.7

3.4%

110.9

-4.8%

22.5%

48.7

4.9%

113.2

8.5%

22.4%

52.7

13.6%

123.8

8.9%

23.9%

55.5

8.5%

129.5

6.3%

23.7%

51.2

-0.9%

114.6

3.4%

23.4%

46.4

-4.8%

9.5%

108.7

-4.0%

21.9%

44.8

9.0%

-14.9%

117.3

-5.2%

23.4%

49.3

-11.2%

10.8%

116.5

-10.2%

23.9%

46.4

-15.9%

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

Percentage of sales 9.5% 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.