

# Ricoh Company, Ltd.

## FLASH REPORT -Appendix- (Year ended March 31, 1999)

### 1. Performance Outline

(Consolidated)

	Year ended March 31, '98	Year ended March 31, '99	Year ended March 31, '00 (Forecast)	Half year ended September 30 '99 (Forecast)
Net sales (billions of yen).....	1,403.3	1,425.9	1,460.0	715.0
<i>(% change from the previous corresponding period)....</i>	<i>6.6</i>	<i>1.6</i>	<i>2.4</i>	<i>0.9</i>
Operating income (billions of yen).....	89.7	73.5	81.0	39.0
<i>(% change from the previous corresponding period)....</i>	<i>7.6</i>	<i>-18.0</i>	<i>10.1</i>	<i>25.0</i>
Income before income taxes (billions of yen).....	68.4	53.0	61.5	29.5
<i>(% change from the previous corresponding period)....</i>	<i>2.3</i>	<i>-22.5</i>	<i>15.9</i>	<i>31.6</i>
Net income (billions of yen).....	30.1	30.6	34.0	16.0
<i>(% change from the previous corresponding period)....</i>	<i>4.2</i>	<i>1.7</i>	<i>10.9</i>	<i>31.5</i>
Net income per share (yen).....	44.97	44.33	49.16	-
Return on equity (%).....	6.7	6.4	-	-
Income before income taxes on total assets (%).....	4.1	3.2	-	-
Equity ratio (%).....	28.6	29.9	-	-
Interest income (expenses) net (billions of yen).....	-6.3	-5.7	-7.0	-
Exchange rate (US\$).....	122.68	127.98	115.00	-
Exchange rate (DM).....	69.21	73.49	66.00	-
Exchange rate (EUR).....	-	-	129.00	-
Number of domestic employees (thousand).....	40.1	41.7	-	-
Number of overseas employees (thousand).....	23.5	23.7	-	-

(Non-Consolidated)

	Year ended March 31, '98	Year ended March 31, '99	Year ended March 31, '00 (Forecast)	Half year ended September 30 '99 (Forecast)
Net sales (billions of yen).....	752.6	720.5	740.0	365.0
<i>(% change from the previous corresponding period)....</i>	<i>7.7</i>	<i>-4.3</i>	<i>2.7</i>	<i>2.8</i>
Operating income (billions of yen).....	46.6	42.8	44.0	21.0
<i>(% change from the previous corresponding period)....</i>	<i>-1.8</i>	<i>-8.2</i>	<i>2.7</i>	<i>1.4</i>
Ordinary income (billions of yen).....	42.9	36.0	39.0	19.0
<i>(% change from the previous corresponding period)....</i>	<i>5.5</i>	<i>-16.1</i>	<i>8.2</i>	<i>-3.2</i>
Net income (billions of yen).....	22.5	18.9	22.0	10.5
<i>(% change from the previous corresponding period)....</i>	<i>13.6</i>	<i>-15.7</i>	<i>15.9</i>	<i>16.0</i>
Net income per share (yen).....	33.59	27.44	31.81	-
Return on equity (%).....	5.8	4.5	-	-
Ordinary income on total assets (%).....	5.7	4.8	-	-
Equity ratio (%).....	54.7	56.6	-	-
Payout ratio (%).....	33.3	40.1	34.6	-
Interest income (expenses) net (billions of yen).....	4.9	4.0	3.9	-
Exchange rate (US\$).....	122.60	126.95	115.00	-
Exchange rate (DM).....	69.87	71.62	66.00	-
Exchange rate (EUR).....	-	-	129.00	-
Number of employees.....	12,741	12,622	-	-

## 2. Sales by Product Line

(Consolidated)

(billions of yen)

	Year ended March 31, '98	Year ended March 31, '99	Year ended March 31, '00 (Forecast)	Half year ended September 30 '99 (Forecast)
<b>Copiers:</b>				
Domestic.....	472.6	450.7	460.0	230.0
<i>(% change from the previous corresponding period)..</i>	<i>-0.6</i>	<i>-4.6</i>	<i>2.0</i>	<i>1.1</i>
Overseas.....	418.3	456.1	463.0	225.0
<i>(% change from the previous corresponding period)..</i>	<i>18.5</i>	<i>9.0</i>	<i>1.5</i>	<i>-1.9</i>
Total.....	891.0	906.9	923.0	455.0
<i>(% change from the previous corresponding period)..</i>	<i>7.6</i>	<i>1.8</i>	<i>1.8</i>	<i>-0.4</i>
<b>Information Equipment:</b>				
Domestic.....	226.0	234.0	245.0	118.0
<i>(% change from the previous corresponding period)..</i>	<i>4.2</i>	<i>3.5</i>	<i>4.7</i>	<i>5.4</i>
Overseas.....	96.3	93.4	90.0	46.0
<i>(% change from the previous corresponding period)..</i>	<i>5.6</i>	<i>-3.0</i>	<i>-3.7</i>	<i>0.0</i>
Total.....	322.4	327.5	335.0	164.0
<i>(% change from the previous corresponding period)..</i>	<i>4.6</i>	<i>1.6</i>	<i>2.3</i>	<i>3.8</i>
<b>Other Businesses:</b>				
Domestic.....	132.5	136.1	140.0	67.0
<i>(% change from the previous corresponding period)..</i>	<i>3.1</i>	<i>2.7</i>	<i>2.9</i>	<i>3.7</i>
Overseas.....	57.3	55.4	62.0	29.0
<i>(% change from the previous corresponding period)..</i>	<i>12.8</i>	<i>-3.3</i>	<i>11.8</i>	<i>-0.2</i>
Total.....	189.8	191.5	202.0	96.0
<i>(% change from the previous corresponding period)..</i>	<i>5.9</i>	<i>0.9</i>	<i>5.5</i>	<i>2.4</i>
<b>Total:</b>				
Domestic .....	831.3	820.9	845.0	415.0
<i>(% change from the previous corresponding period)..</i>	<i>1.3</i>	<i>-1.2</i>	<i>2.9</i>	<i>2.7</i>
Overseas .....	572.0	605.0	615.0	300.0
<i>(% change from the previous corresponding period)..</i>	<i>15.5</i>	<i>5.8</i>	<i>1.6</i>	<i>-1.4</i>
The Americas.....	230.3	239.6	253.0	126.0
<i>(% change from the previous corresponding period)</i>	<i>12.8</i>	<i>4.0</i>	<i>5.6</i>	<i>1.0</i>
Europe.....	252.0	283.3	288.0	137.0
<i>(% change from the previous corresponding period)</i>	<i>20.3</i>	<i>12.4</i>	<i>1.6</i>	<i>0.0</i>
Other.....	89.6	82.0	74.0	37.0
<i>(% change from the previous corresponding period)</i>	<i>10.2</i>	<i>-8.5</i>	<i>-9.8</i>	<i>-13.3</i>
Total.....	1,403.3	1,425.9	1,460.0	715.0
<i>(% change from the previous corresponding period)..</i>	<i>6.6</i>	<i>1.6</i>	<i>2.4</i>	<i>0.9</i>

(Non-Consolidated)

(billions of yen)

	Year ended March 31, '98	Year ended March 31, '99	Year ended March 31, '00 (Forecast)	Half year ended September 30 '99 (Forecast)
<b>Copiers:</b>				
Domestic.....	345.9	328.6	336.7	165.2
<i>(% change from the previous corresponding period)</i>	-0.7	-5.0	2.4	1.0
Export.....	196.0	189.0	181.2	91.1
<i>(% change from the previous corresponding period).</i>	26.5	-3.6	-4.1	-2.9
Total.....	541.9	517.7	517.9	256.3
<i>(% change from the previous corresponding period).</i>	7.7	-4.5	0.0	-0.4
<b>Information Equipment:</b>				
Domestic.....	112.2	117.3	110.4	51.5
<i>(% change from the previous corresponding period)</i>	4.3	4.6	-5.9	-5.5
Export.....	44.9	35.2	35.4	18.3
<i>(% change from the previous corresponding period).</i>	6.6	-21.4	0.3	-1.3
Total.....	157.1	152.6	145.8	69.8
<i>(% change from the previous corresponding period).</i>	5.0	-2.9	-4.5	-4.4
<b>Photographic Equipment:</b>				
Domestic.....	6.2	4.9	4.1	2.1
<i>(% change from the previous corresponding period)</i>	-21.3	-20.6	-17.7	-25.8
Export.....	4.7	4.0	3.4	1.7
<i>(% change from the previous corresponding period).</i>	3.1	-15.8	-15.3	-31.1
Total.....	11.0	8.9	7.5	3.8
<i>(% change from the previous corresponding period).</i>	-12.4	-18.5	-16.6	-28.3
<b>Other Products:</b>				
Domestic.....	26.5	24.7	28.8	16.2
<i>(% change from the previous corresponding period)</i>	8.0	-6.7	16.5	33.4
Export.....	15.9	16.4	40.0	18.9
<i>(% change from the previous corresponding period).</i>	85.3	2.9	143.7	156.2
Total.....	42.4	41.1	68.8	35.1
<i>(% change from the previous corresponding period).</i>	28.0	-3.1	67.3	79.8
<b>Total:</b>				
Domestic .....	490.9	475.7	480.0	235.0
<i>(% change from the previous corresponding period).</i>	0.5	-3.1	0.9	0.9
Export .....	261.6	244.7	260.0	130.0
<i>(% change from the previous corresponding period).</i>	24.4	-6.5	6.2	6.4
The Americas.....	104.9	101.2	112.4	57.8
<i>(% change from the previous corresponding period).</i>	27.0	-3.6	11.0	16.5
Europe.....	117.2	112.8	114.0	58.3
<i>(% change from the previous corresponding period).</i>	23.5	-3.8	1.0	3.5
Other.....	39.4	30.6	33.6	13.9
<i>(% change from the previous corresponding period).</i>	20.4	-22.2	9.5	-14.8
Total.....	752.6	720.5	740.0	365.0
<i>(% change from the previous corresponding period)..</i>	7.7	-4.3	2.7	2.8

### 3. Expenditure for Plant and Equipment/Depreciation

(Consolidated)

	Year ended March 31, '98	Year ended March, '99	Year ended March 31, '00 (Forecast)
Expenditure for plant and equipment (billions of yen).....	94.1	70.4	67.0
<i>(% change from the previous period).....</i>	<i>19.6</i>	<i>-25.1</i>	<i>-4.9</i>
Depreciation for tangible fixed assets (billions of yen).....	61.9	67.4	67.0
<i>(% change from the previous period).....</i>	<i>21.5</i>	<i>8.9</i>	<i>-0.7</i>

(Non-Consolidated)

	Year ended March 31, '98	Year ended March, '99	Year ended March 31, '00 (Forecast)
Expenditure for plant and equipment (billions of yen).....	32.4	21.6	21.8
<i>(% change from the previous period).....</i>	<i>18.6</i>	<i>-33.4</i>	<i>0.9</i>
Depreciation for tangible fixed assets (billions of yen).....	23.8	24.7	22.7
<i>(% change from the previous period).....</i>	<i>15.4</i>	<i>3.8</i>	<i>-8.4</i>

### 4. R&D Expenditure

(Consolidated)

	Year ended March 31, '98	Year ended March, '99	Year ended March 31, '00 (Forecast)
R&D Expenditure (billions of yen).....	69.9	66.7	68.0
<i>(% change from the previous period).....</i>	<i>8.9</i>	<i>-4.6</i>	<i>1.8</i>
Percent of net sales (%).....	5.0	4.7	4.7

(Non-Consolidated)

	Year ended March 31, '98	Year ended March, '99	Year ended March 31, '00 (Forecast)
R&D Expenditure (billions of yen).....	67.3	64.0	65.0
<i>(% change from the previous period).....</i>	<i>9.3</i>	<i>-5.0</i>	<i>1.5</i>
Percent of net sales (%).....	9.0	8.9	8.8

## 5. Calculation Information Where the Equity Method Is Applied to Ricoh's Leasing Subsidiary

The statements of income and the balance sheets below reflect the application of the equity method where Ricoh Leasing Company, Ltd., is excluded from the consolidated accounts.

Statements of Income (Year ended March 31, 1999)

(Billions of yen)

	Consolidated	Equity Method
Net sales .....	1,426.0	1,324.3
Gross profit.....	568.6	560.5
Operating income.....	73.5	71.0
Income before income taxes .....	53.1	50.6
Net income.....	30.7	30.7

Balance Sheets (Year ended March 31, 1999)

(Billions of yen)

	Consolidated	Equity Method		Consolidated	Equity Method
Current assets	837.4	956.7	Short-term borrowings	308.7	145.4
Fixed assets	790.6	429.4	Other current Liabilities	352.5	473.8
			Current assets	661.2	619.2
			Long-term borrowings	344.6	167.8
			Other fixed liabilities	134.7	111.6
			Fixed liabilities	479.3	279.4
			Shareholders' investment	487.5	487.5
Assets	1,628.0	1,386.1	Liabilities and shareholders' investment	1,628.0	1,386.1

Key Financial Ratios (Year ended March 31, 1999)

	Consolidated	Change from previous period	Equity Method	Change from previous period
Return on assets.....	3.2%	-0.9%	3.7%	-0.8%
Return on equity.....	6.4%	-0.3%	6.4%	-0.3%
Equity ratio.....	29.9%	1.3%	35.2%	0.5%
Debt/Total assets.....	40.1%	-0.5%	22.6%	1.1%
Debt/Equity.....	134.0%	-8.1%	64.3%	2.2%
Total assets turnover.....	86.7%		96.1%	