## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights (1st Quarter Ended June 30, 2001) -Translation-

1. Results for the period from April 1, 2001 to June 30, 2001
(1) Operating Results
(Millions of yen)

|  | 1 st quarter ended June 30, 2001 | 1st quarter ended June 30, 2000 |
| :---: | :---: | :---: |
| Net sales. | 411,963 | 367,244 |
| (\% change from previous period). | 12.2 |  |
| Operating income. | 31,612 | 26,223 |
| (\% change from previous period). | 20.6 | - |
| Income before income taxes .............. | 27,181 | 23,177 |
| (\% change from previous period)................................................... | 17.3 | 12,6- |
| Net income ....................................................................................... | 14,879 | 12,623 |
| (\% change from previous period).................................................. | 17.9 |  |
| Net income per share-basic (yen)....................................................... | 21.47 | 18.23 |
| Net income per share-diluted (yen)..................................................... | 19.84 | 16.76 |

Note: i. Equity in earnings of affiliates: $¥ 382$ million ( $¥ 517$ million in previous period)
ii. Changes in accounting method, etc.: no change
iii. Average number of shares outstanding: 693,073,668 share ( $692,345,854$ shares in previous period)
(2)Financial Position (Millions of yen)

|  | June 30, 2001 | March 31, 2001 |
| :---: | :---: | :---: |
| Total assets | 1,728,588 | 1,704,791 |
| Shareholders' equity ........................................................................... | 570,326 | 556,728 |


| (3)Cash Flows | (Millions of yen) |  |
| :--- | :---: | :---: |
|  |  | $\begin{array}{c}\text { 1st quarter ended } \\ \text { June 30, 2001 }\end{array}$ | \(\left.\begin{array}{c}Year ended <br>

March 31, 2000\end{array}\right]\)
(4) Items relating to the scale of consolidation and the application of the equity method:

Number of consolidated subsidiaries: 318; nonconsolidated subsidiaries: 44; affiliated companies: 27
(5) Changes in the scale of consolidation and the application of equity method:

Companies accounted for by the equity method: 1 removal
2. Forecast of operating results from April 1, 2001 to March 31, 2002

| . |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2001 | Year ended March 31, 2002 |
| Net sales. | 830,000 | 1,705,000 |
| Operating income................................................................................. | 61,000 | 130,000 |
| Income before income taxes ................................................................................................... | 54,500 | 117,000 |
| Net income. | 29,500 | 64,000 |

Notes: Net income per share (Consolidated) 92.38 yen
The consolidated forecasts made at the end of March 2001 (announced on May 9, 2001) remain unchanged. Financial data other than for fiscal 2001, ended March 31, 2001, has not been audited by independent public accountants.

## Performance

## *Overview

- In the first quarter of fiscal 2002, ended June 30, 2001, net sales climbed $12.2 \%$, to $¥ 411.9$ billion. For your reference, if the exchange rate had remained the same as the previous year, the growth would have been $7.9 \%$.
- Although domestic sales were up just $1.1 \%$, Ricoh did particularly well in its core office equipment area, which sales were up $3.6 \%$. Overseas sales soared $29.9 \%$, reflecting increased revenues from the consolidation of Lanier Worldwide, Inc., and the impact of a lower yen. With foreign exchange changes excluded, overseas sales would have increased $18.8 \%$.
Net sales rose primarily because of the dramatically higher popularity of printing systems, especially multifunctional printers (MFPs). Such offerings as digital plain-paper copiers and optical discs also contributed to sales.
- Operating income increased $20.6 \%$ from the previous corresponding period, owing to increased unit sales of highmargin MFPs and the low yen. Other expenses were up because of higher interest expenses due to the consolidation of Lanier Worldwide, Inc. and increased foreign exchange losses. Nonetheless, income before income taxes was up $17.3 \%$.
- As a result of these factors, net income increased $17.9 \%$.
(Billions of yen)

|  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1 st quarter ended June 30, 2001 | 1st quarter ended June 30, 2000 | Change |
| Net sales. | 411.9 | 367.2 | 12.2\% |
| Domestic sales. | 228.7 | 226.1 | 1.1\% |
| Overseas sales .......................................... | 183.2 | 141.0 | 29.9\% |
| Gross profit ...................................................... | 174.0 | 148.3 | 17.3\% |
| Operating income............................................... | 31.6 | 26.2 | 20.6\% |
| Income before income taxes ................................ | 27.1 | 23.1 | 17.3\% |
| Net income ........................................................ | 14.8 | 12.6 | 17.9\% |
| Net income per share-basic (yen)... | 21.47 | 18.23 | 3.24 |
| Net income per share-diluted (yen)....................... | 19.84 | 16.76 | 3.08 |
| Exchange rate (US\$) | 122.60 | 106.82 | 15.78 |
| Exchange rate (EURO)........................................ | 107.25 | 99.72 | 7.53 |
| Expenditure for plant and equipment (billions of yen) | 17.9 | 15.2 | 2.7 |
| Depreciation for tangible fixed assets (billions of yen) | 15.1 | 13.9 | 1.2 |
| R\&D Expenditure (billions of yen)....................... | 17.8 | 16.5 | 1.3 |

*Consolidated Sales by Category (excluding foreign currency exchange effect)

## Imaging Solutions

Digital Imaging Solutions
Sales of digital plain-paper copiers rose $5.6 \%$, reflecting solid demand for mid-volume models domestically and abroad, especially the imagio Neo 350/450 series (Aficio 1045/1035 series overseas).
Overseas sales climbed $12.9 \%$.

## Other Imaging Solutions

Sales of analog plain-paper copiers dropped $4.6 \%$, because of a demand shift to digital models and MFPs.

## Network Input/Output Systems

## Printing Systems

The Ricoh Group has proactively expanded its printing equipment lineup domestically and abroad while strengthening its printing solutions capabilities. Sales in this area jumped $55.6 \%$, owing to booming demand for MFPs and such models as the IPSiO Color 8000 high-speed, high-resolution color printer.

## Other Input/Output Systems

Sales of this segment advanced $15.2 \%$ due to its favorable optical disc business.

## Network System Solutions

Sales of this segment improved $3.0 \%$. This was due mainly to domestic demand for our reinforced solutions business, which encompasses personal computers, useware, document solutions, and other network areas.

## Other Businesses

Sales of this segment declined $8.8 \%$. This was because of a downturn in demand for mobile communications equipment large-scale integrated circuits, which caused semiconductor sales to drop. Another factor was that demand declined owing to lower sales of analog cameras and metering equipment.


* Consolidated Sales by Geographic Area


## Japan

During the period under review, Ricoh strengthened its printing systems and network solutions businesses, centered on MFPs.
Sales rose just $1.1 \%$, however, as a downturn in semiconductor demand partially offset a $3.6 \%$ increase in imaging equipment sales.

## The Americas

Demand for digital plain-paper copiers and MFPs was in progress mainly in North America. As a result, sales soared on growth in demand for printing solutions.
Lanier Worldwide, Inc. also contributed significantly to performance. Thus, sales in this region jumped $25.6 \%$.

## Europe

Ricoh benefited from its top market shares in digital plain-paper copiers and MFPs. As a result, European sales increased $18.6 \%$.

## Others

Demand for mainline imaging equipment and optical discs was solid in China and the Asia-Pacific, with overall sales rising $3.9 \%$.


| $\underline{\text { For the 1st Quarter Ended June 30, } 2001 \text { and } 2000}$ | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter ended 1 st quarter ended Change(\%) Change excluding <br> June 30,2001 June 30 2000 |  |  |  |
| Copiers and Related Supplies: |  |  |  |  |
| Domestic | 120,737 | 118,942 | +1,795 (1.5) | +1,795 (1.5) |
| Overseas | 140,319 | 103,298 | +37,021 (35.8) | +24,223 (23.4) |
| Total ............................................... | 261,056 | 222,240 | +38,816 (17.5) | +26,018 (11.7) |
| Percentage of net sales (\%) ........................ | 63.3 | 60.5 |  |  |
| Communications and Information Systems : |  |  |  |  |
| Domestic ................................................ | 72,281 | 67,285 | +4,996 (7.4) | +4,996 (7.4) |
| Overseas. | 34,711 | 29,951 | +4,760 (15.9) | +2,253 (7.5) |
| Total .................................................. | 106,992 | 97,236 | +9,756 (10.0) | +7,249 (7.5) |
| Percentage of net sales (\%) ........................ | 26.0 | 26.5 |  |  |
| Other Businesses: |  |  |  |  |
| Domestic | 35,723 | 39,930 | -4,207(-10.5) | -4,207(-10.5) |
| Overseas | 8,192 | 7,838 | +354 (4.5) | +14 (0.2) |
| Total | 43,915 | 47,768 | -3,853 (-8.1) | -4,193 (-8.8) |
| Percentage of net sales (\%) ........................... | 10.7 | 13.0 |  |  |
| Total: |  |  |  |  |
| Domestic | 228,741 | 226,157 | +2,584 (1.1) | +2,584 (1.1) |
| Percentage of net sales (\%) ..................... | 55.5 | 61.6 |  |  |
| Overseas .................................................... | 183,222 | 141,087 | +42,135 (29.9) | +26,490 (18.8) |
| Percentage of net sales (\%) ....................... | 44.5 | 38.4 |  |  |
| The Americas ........................................ | 79,890 | 55,462 | +24,428 (44.0) | +14,191 (25.6) |
| Percentage of net sales (\%) ............ | 19.4 | 15.1 |  |  |
| Europe................................................. | 76,169 | 60,866 | +15,303 (25.1) | +11,327 (18.6) |
| Percentage of net sales (\%) ............ | 18.5 | 16.6 |  |  |
| Other .................................................... | 27,163 | 24,759 | +2,404 (9.7) | +972 (3.9) |
| Percentage of net sales (\%) ............ | 6.6 | 6.7 |  |  |
| Total................................................................. | 411,963 | 367,244 | +44,719 (12.2) | +29,074 (7.9) |

[^0]
## 2. Consolidated Sales by Category

| For the 1st Quarter Ended June 30, 2001 and 2000 | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1 st quarter ended 1 st quarter ended Change (\%) Change excluding June 30, 2001 June 30, 2000 exchange rate effect (\% |  |  |  |
| <Office Equipment> |  |  |  |  |
| Imaging Solutions: |  |  |  |  |
| Digital Imaging Systems ................................ | 155,181 | 140,686 | +14,495 (10.3) | +7,841 (5.6) |
| Percentage of net sales (\%) ....................... | 37.7 | 38.3 |  |  |
| Domestic | 81,244 | 81,077 | +167 (0.2) | +167 (0.2) |
| Overseas | 73,937 | 59,609 | +14,328 (24.0) | +7,674 (12.9) |
| Other Imaging Systems ....................................... | 76,483 | 75,751 | +732 (1.0) | -3,478 (-4.6) |
| Percentage of net sales (\%)....................... | 18.5 | 20.6 |  |  |
| Domestic | 27,937 | 33,398 | -5,461(-16.4) | -5,461(-16.4) |
| Overseas | 48,546 | 42,353 | +6,193 (14.6) | +1,983 (4.7) |
| Total Imaging Solutions ..................................... | 231,664 | 216,437 | +15,227 (7.0) | +4,363 (2.0) |
| Percentage of net sales (\%) ....................... | 56.2 | 58.9 |  |  |
| Domestic | 109,181 | 114,475 | -5,294 (-4.6) | -5,294 (-4.6) |
| Overseas | 122,483 | 101,962 | +20,521 (20.1) | +9,657 (9.5) |
| Networking input/output systems: |  |  |  |  |
| Printing Sy stems ........................................... | 77,451 | 47,067 | +30,384 (64.6) | +26,168 (55.6) |
| Percentage of net sales (\%). | 18.8 | 12.8 |  |  |
| Domestic | 31,483 | 21,981 | +9,502 (43.2) | +9,502 (43.2) |
| Overseas | 45,968 | 25,086 | +20,882 (83.2) | +16,666 (66.4) |
| Other Input/Output Systems ............................... | 10,167 | 8,634 | +1,533 (17.8) | +1,313 (15.2) |
| Percentage of net sales (\%)........................ | 2.5 | 2.4 |  |  |
| Domestic | 3,989 | 3,443 | +546 (15.9) | +546 (15.9) |
| Overseas | 6,178 | 5,191 | +987 (19.0) | +767 (14.8) |
| Total Networking input/output systems ................ | 87,618 | 55,701 | +31,917 (57.3) | +27,481 (49.3) |
| Percentage of net sales (\%) ....................... | 21.3 | 15.2 |  |  |
| Domestic | 35,472 | 25,424 | +10,048 (39.5) | +10,048 (39.5) |
| Overseas | 52,146 | 30,277 | +21,869 (72.2) | +17,433 (57.6) |
| Network system solutions.................................. | 48,766 | 47,338 | +1,428 (3.0) | +1,423 (3.0) |
| Percentage of net sales (\%) ....................... | 11.8 | 12.9 |  |  |
| Domestic | 48,365 | 46,328 | +2,037 (4.4) | +2,037 (4.4) |
| Overseas .................................................. | 401 | 1,010 | -609(-60.3) | -614(-60.8) |
| Office Equipment Total...................................... | 368,048 | 319,476 | +48,572 (15.2) | +33,267 (10.4) |
| Percentage of net sales (\%)........................ | 89.3 | 87.0 |  |  |
| Domestic | 193,018 | 186,227 | +6,791 (3.6) | +6,791 (3.6) |
| Overseas .................................................. | 175,030 | 133,249 | +41,781 (31.4) | +26,476 (19.9) |


| < Other Businesses > |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Other Businesses .............................................. | 43,915 | 47,768 | -3,853 (-8.1) | -4,193 (-8.8) |
| Percentage of net sales (\%) ........................ | 10.7 | 13.0 |  |  |
| Domestic | 35,723 | 39,930 | -4,207(-10.5) | -4,207(-10.5) |
| Overseas .................................................. | 8,192 | 7,838 | +354 (4.5) | +14 (0.2) |
| Grand Total | 411,963 | 367,244 | +44,719 (12.2) | +29,074 (7.9) |
| Percentage of net sales (\%)........................ | 100.0 | 100.0 |  |  |
| Domestic | 228,741 | 226,157 | +2,584 (1.1) | +2,584 (1.1) |
| Percentage of net sales (\%) ....................... | 55.5 | 61.6 |  |  |
| Overseas .................................................. | 183,222 | 141,087 | +42,135 (29.9) | +26,490 (18.8) |
| Percentage of net sales (\%) ....................... | 44.5 | 38.4 |  |  |
| The Americas . | 79,890 | 55,462 | +24,428 (44.0) | +14,191 (25.6) |
| Percentage of net sales (\%) .......... | 19.4 | 15.1 |  |  |
| Europe ........................................ | 76,169 | 60,866 | +15,303 (25.1) | +11,327 (18.6) |
| Percentage of net sales (\%) .......... | 18.5 | 16.6 |  |  |
| Other.......................................... | 27,163 | 24,759 | +2,404 (9.7) | +972 (3.9) |
| Percentage of net sales (\%) .......... | 6.6 | 6.7 |  |  |

Each category includes the following products:
Digital Imaging Systems. $\qquad$ Digital PPCs, color PPCs, digital duplicators, facsimile machines, related supplies and services
Other Imaging Systems $\qquad$ Analog PPCs, diazo copiers, and related supplies including thermal paper, and services
Printing Systems ................................. Multifunctional printers (MFPs), laser printers, related supplies, services and software
Other Input/Output Systems Optical discs and system scanners
Network System Solutions. Personal computers, PC servers, network systems, network related software, and service/support
Other Businesses. $\qquad$ Digital cameras, analog cameras, semiconductors

## Reference:

Exchange rate (average rate for the corresponding periods)

| 1 st quarter ended | 1 st quarter ended |
| :---: | :---: |
| June 30,2001 | June 30,2000 |
| $¥ 122.60$ | $¥ 106.82$ |
| $¥ 107.25$ | $¥ 99.72$ |

## US\$1..

$\qquad$
EURO 1 $\qquad$ $¥ 107.25$
$\neq 99.72$

## 3. Consolidated Statements of Income

For the 1st Quarter Ended June 30, 2001 and 2000

|  | 1st quarter ended June 30, 2001 | 1 st quarter ended June 30, 2000 | Change (\%) |
| :---: | :---: | :---: | :---: |
| Net sales | 411,963 | 367,244 | +44,719 (12.2) |
| Cost of sales ............................................................ | 237,946 | 218,862 | +19,084 (8.7) |
| Percentage of net sales (\%) ......................................... | 57.8 | 59.6 |  |
| Gross profit ................................................................. | 174,017 | 148,382 | +25,635 (17.3) |
| Percentage of net sales (\%) ..................................... | 42.2 | 40.4 |  |
| Selling, general and administrative expenses ....................... | 142,405 | 122,159 | +20,246 (16.6) |
| Percentage of net sales (\%) ......................................... | 34.5 | 33.3 |  |
| Operating income.............................................................. | 31,612 | 26,223 | +5,389 (20.6) |
| Percentage of net sales (\%) ......................................... | 7.7 | 7.1 |  |
| Other (income) expenses |  |  |  |
| Interest and dividend income ........................................ | 1,138 | 1,774 | -636 (-35.9) |
| Percentage of net sales (\%) ..................................... | 0.3 | 0.5 |  |
| Interest expense.......................................................... | 2,415 | 1,273 | +1,142 (89.7) |
| Percentage of net sales (\%) ..................................... | 0.6 | 0.3 |  |
| Other, net. | 3,154 | 3,547 | -396 (-11.1) |
| Percentage of net sales (\%) ..................................... | 0.8 | 1.0 |  |
| Income before income taxes, minority interests and equity in earnings of affiliates. | 27,181 | 23,177 | +4,004 (17.3) |
| Percentage of net sales (\%) ......................................... | 6.6 | 6.3 |  |
| Provision for income taxes ................................................. | 12,109 | 9,874 | +2,235 (22.6) |
| Percentage of net sales (\%) ..................................... | 2.9 | 2.7 |  |
| Minority interests | 575 | 1,197 | -622 (-52.0) |
| Percentage of net sales (\%) | 0.1 | 0.3 |  |
| Equity in earnings of affiliates | 382 | 517 | -135 (-26.1) |
| Percentage of net sales (\%) .................................. | 0.0 | 0.1 |  |
| Net income | 14,879 | 12,623 | +2,256 (17.9) |
| Percentage of net sales (\%) ................................... | 3.6 | 3.4 |  |

Reference:
Exchange rate (average rate for the corresponding periods)
1 st quarter ended 1 st quarter ended June 30, 2001 June 30, 2000
US\$1............................... $¥ 122.60 \quad ¥ 106.82$
EURO 1 $¥ 107.25$ $¥ 99.72$

## 4. Consolidated Balance Sheets

June 30, 2001 and March 31, 2001
Assets

June 30, 2001March 31, 2001Change

| Current Assets |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash and deposits .......................................................... | 84,171 | 75,644 | +8,527 |
| Trade receivables ........................................................... | 417,490 | 410,861 | +6,629 |
| Marketable securities .................................................... | 57,444 | 62,213 | -4,769 |
| Inventories ................................................................... | 175,434 | 176,383 | -949 |
| Other current assets ...................................................... | 55,654 | 54,306 | +1,348 |
| Total Current Assets ........................................................... | 790,193 | 779,407 | +10,786 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 266,735 | 267,249 | -514 |
| Finance receivable ... | 440,550 | 428,790 | +11,760 |
| Other Investments and other assets ....... | 231,110 | 229,345 | +1,765 |
| Total Fixed Assets .............................................................. | 938,395 | 925,384 | +13,011 |
| Total Assets ....................................................................... | 1,728,588 | 1,704,791 | +23,797 |

$\underline{\text { Liabilities and Minority Interest }}$
(Millions of yen)
June 30, 2001March 31, 2001Change

| Current Liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Trade payable | 288,283 | 291,791 | -3,508 |
| Short-term borrowings. | 305,386 | 321,185 | -15,799 |
| Other current liabilities ................................................... | 172,833 | 166,460 | +6,373 |
| Total Current Liabilities ........................................................ | 766,502 | 779,436 | -12,934 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness . | 233,441 | 217,743 | +15,698 |
| Retirement benefit obligation .......................................... | 85,476 | 82,828 | +2,648 |
| Other fixed liabilities..... | 24,780 | 20,625 | +4,155 |
| Total Fixed Liabilities ........................................................ | 343,697 | 321,196 | +22,501 |
| Total Liabilities ..................................................................... | 1,110,199 | 1,100,632 | +9,567 |
| Minority Interest................................................................. | 48,063 | 47,431 | +632 |

Shareholders' Investment
(Millions of yen)
June 30, 2001 March 31, 2001 Change

| Shareholders' Investment |  |  |  |
| :---: | :---: | :---: | :---: |
| Common stock | 103,842 | 103,434 | +408 |
| Additional paid-in capital. | 155,042 | 154,635 | +407 |
| Retained earnings... | 343,170 | 332,447 | +10,723 |
| Accumulated other comprehensive income ........................ | -31,728 | -33,788 | +2,060 |
| Total Shareholders' Investment............................................ | 570,326 | 556,728 | +13,598 |
| Total Liabilities and Shareholders' Investment ...................... | 1,728,588 | 1,704,791 | +23,797 |

Notes:

| Contents of cash and deposits |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents. | 72,886 | 64,457 |
|  | 11,285 | 11,187 |


|  |  |  |  |
| :---: | :---: | :---: | :---: |
| Net unrealized holding gains on |  |  |  |
| available-for-sale securities . | 11,331 | 11,332 | -1 |
| Minimum pension liability adjustments ............................ | -23,583 | -23,579 | -4 |
| Net unrealized gains (losses) on derivative instruments .... | -97 |  |  |
| Cumulative translation adjustmen | -19,379 | -21,541 |  |


| Exchange rate (end of year) | March 31, 2001 | March 31, 2000 |
| :---: | :---: | :---: |
| US\$ 1............................ | ¥ 124.60 | $\geq 123.90$ |
| EURO 1....... | $¥ 105.20$ | $¥ 109.33$ |

## 5. Statements of Cash Flow (Consolidated)

For the 1st Quarter Ended June 30, 2001, and the Year Ended March 31, 2001
(Millions of yen)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | 1st quarter ended June 30, 2001 | Year ended <br> March 31, 2001 |
| I. Cash Flows from Operating Activities: |  |  |
| 1. Net income.......................................................................... | 14,879 | 53,228 |
| 2. Adjustments to reconcile net income to net cash provided by operating activities - |  |  |
| Depreciation and amortization. | 15,149 | 62,142 |
| Equity in earnings of affiliates, net of dividends received........... | 143 | $(1,056)$ |
| Deferred income taxes. | $(3,586)$ | $(9,994)$ |
| Loss on disposal and sales of plant and equipment... | 114 | 2,223 |
| Changes in assets and liabilities, net of effects from acquisition- |  |  |
| Decrease (increase) in trade receivables.. | $(7,017)$ | $(32,476)$ |
| Decrease (increase) in inventories | 941 | $(7,167)$ |
| Decrease (increase) in finance receivables.. | $(11,379)$ | $(15,127)$ |
| (Decrease) increase in trade payables. | $(4,111)$ | 16,235 |
| (Decrease) increase in accrued income taxes and accrued expenses and other. | 6,364 | 27,310 |
| (Decrease) increase in retirement benefit obligation............. | 2,625 | 1,667 |
| Other, net.. | 2,426 | 5,743 |
| Net cash provided by operating activities .......................................... | 16,548 | 102,728 |
| II. Cash Flows from Investing Activities: |  |  |
| 1. Proceeds from sales of plant and equipment. | 273 | 1,120 |
| 2. Expenditures for plant and equipment.. | $(17,954)$ | $(73,040)$ |
| 3. Payments for purchases of available-for-sale securities ........... | $(7,595)$ | $(52,853)$ |
| 4. Proceeds from sales of available-for-sale securities | 21,043 | 93,705 |
| 5. Decrease (increase) in time deposits | (144) | 6,797 |
| 6. Acquisition amount of Lanier Worldwide, Inc | - | $(28,103)$ |
| 7. Other, net.................................................................................. | (981) | $(10,354)$ |
| Net cash used in investing activities .................................................. | $(5,358)$ | $(62,728)$ |
| III. Cash Flows from Financing Activities: |  |  |
| 1. Proceeds from long-term indebtedness .. | 7,805 | 33,183 |
| 2. Repayment of long-term indebtedness.. | $(8,758)$ | $(114,701)$ |
| 3. (Decrease) increase in short-term borrowings, net ................... | $(7,789)$ | 5,565 |
| 4. Proceeds from issuance of long-term debt securities ....... | 10,000 | - |
| 5. Repayment of long-term debt securities | - | $(2,990)$ |
| 6. Cash dividends paid | $(4,154)$ | $(7,964)$ |
| 7. Other, net.................................................................................. | (227) | $(1,475)$ |
| Net cash provided by (used in) financing activities ........................... | $(3,123)$ | $(88,382)$ |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents ..... | 362 | 1,001 |
| V. Net Increase (Decrease) in Cash and Cash Equivalents ..................... | 8,429 | $(47,381)$ |
| VI. Cash and Cash Equivalents at Beginning of Year............................ | 64,457 | 111,838 |
| VII. Cash and Cash Equivalents at End of Year.................................... | 72,886 | 64,457 |

## 6. Segment Information

(1) Business Segment Information

| For the 1st Quarter Ended June 30, 2001 |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Office equipment Other Businesses |  | Corporate and eliminations | Total |
| Net sales: |  |  |  |  |
| Segment sales ............................. | 368,048 | 45,066 | - | 413,114 |
| Intersegment transaction .............. | - | - | -1,151 | -1,151 |
| Total ............................................... | 368,048 | 45,066 | -1,151 | 411,963 |
| Operating expenses: |  |  |  |  |
| Segment operating expenses ......... | 326,030 | 44,445 | - | 370,475 |
| Intersegment transaction .............. | - | - | -1,151 | -1,151 |
| Unallocated operating expense..... | - | - | 11,027 | 11,027 |
| Total ................................................ | 326,030 | 44,445 | 9,876 | 380,351 |
| Operating income: |  |  |  |  |
| Segment operating income............ | 42,018 | 621 | - | 42,639 |
| Intersegment transaction .............. | - | - | 0 | 0 |
| Unallocated operating income....... | - | - | -11,027 | -11,027 |
| Consolidated operating income.......... | 42,018 | 621 | -11,027 | 31,612 |
| Other income(expenses).................... | - | - | - | -4,431 |
| Consolidated pretax profit ................. | - | - | - | 27,181 |

(2) Geographic Segment Information

For the 1st Quarter Ended June 30, 2001
(Millions of yen)
Japan The Americas Europe Other Corporate and Total eliminations

| Net sales: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External customers ....................... | 235,115 | 79,527 | 76,206 | 21,115 | - | 411,963 |
| Intersegment ............................... | 78,923 | 1,492 | 936 | 14,513 | -95,864 | - |
| Total ................................................ | 314,038 | 81,019 | 77,142 | 35,628 | -95,864 | 411,963 |
| Operating expenses:.......................... | 280,952 | 81,869 | 74,602 | 34,419 | -91,491 | 380,351 |
| Operating income:............................. | 33,086 | -850 | 2,540 | 1,209 | -4,373 | 31,612 |
| Other income(expenses).................... | - | - | - | - | - | -4,431 |
| Consolidated pretax profit .................. | - | - | - | - | - | 27,181 |

## 7. Significant Accounting Policies (Consolidated)

## 1. Items relating to the scale of consolidation and the application of the equity method

Companies accounted for by the equity method: 1 removal: Sakura Technos Ltd..(liquidation)

## 2. Consolidated Accounting Policies

(1) Principles of Consolidation

The consolidated financial statements include the accounts of Ricoh. All significant intercompany balances and transactions have been eliminated in consolidation. Investments in affiliated companies are accounted for on the equity basis.

## (2) Securities

Ricoh conforms with SFAS No.115, "Accounting for Certain Investments in Debt and Equity Securities," which requires certain investments in debt and equity securities to be classified as either held-to-maturity, trading, or available-for-sale securities. Available-for-sale are reported at fair value with unrealized gains and losses, net of related taxes, excluded from earnings and reported in accumulated other comprehensive income (loss).
The cost of the securities sold was computed based on the average cost of each security held at the time of sale.
(3) Inventories

Inventories are stated at the lower of average cost or market. Inventory costs include raw materials, labor and manufacturing overheads.
(4) Plant and Equipment

Depreciation of plant and equipment is computed principally by using the declining-balance method over the estimated useful lives. Most of the foreign subsidiaries have adopted the straight-line method for computing depreciation.
Certain leased buildings, machinery and equipment are accounted for as capital leases in conformity with SFAS No. 13, "Accounting for Leases."

## (5) Goodwill

Ricoh has classified as goodwill the cost in excess of fair value of the net assets of major companies acquired in purchase transactions. Goodwill is being amortized on a straight-line method over the estimated periods benefited, not to exceed 20 years.

## (6) Use of Estimates

Management of the Company has made a number of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities, to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates.

## 3. Notes

From fiscal 2002, Ricoh has adopted SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," and SFAS No. 138, "Accounting for Certain Derivative Instruments and Certain Hedging Activities," an amendment of FASB Statement No. 133. These standards require all that every derivative instrument be measured at its fair value and be recorded in the consolidated balance sheets as an asset or liability.
Under the new standards, the unrealized gains of $¥ 1,864$ million net of the income tax effect are deducted from other comprehensive income in the consolidated balance sheets, and a decrease to net income of $¥ 66$ million are recorded in the consolidated statements of income.


[^0]:    Reference:
    Exchange rate (average rate for the corresponding periods)
    1 st quarter ended 1 st quarter ended June 30, 2001 June 30, 2000

    | US\$1............................................................. | $¥ 122.60$ | $¥ 106.82$ |
    | :--- | :--- | ---: |
    | EURO $1 . . . . . . . . ~$ | $¥ 107.25$ | $¥ 99.72$ |

