



QUARTERLY REPORT

3rd Quarter ended December 31, 2003

(Results for the Period from October 1, 2003 to December 31, 2003)

Performance Outline (Consolidated)

(1) Three months ended December 31, 2003 and 2002

	(Billions of yen)		
	Three months ended December 31, 2003	Three months ended December 31, 2002	Change
Domestic sales	212.9	210.1	1.3%
Overseas sales	207.9	210.5	-1.2%
Net sales	420.9	420.7	0.0%
Gross profit	185.7	184.9	0.5%
Operating income	36.2	33.3	8.4%
Income before income taxes	33.2	29.9	10.9%
Net income	19.6	17.8	10.5%
Exchange rate (Yen/US\$)	108.92	122.59	-13.67
Exchange rate (Yen/EURO)	129.58	122.59	6.99
Net income per share (yen)	26.53	24.51	2.02
Capital expenditures	15.5	16.7	-1.1
Depreciation for tangible fixed assets	15.7	17.5	-1.7
R&D expenditures	24.2	20.8	3.3

(2) Nine months ended December 31, 2003, 2002 and year ended March 31, 2004 (forecast)

	(Results)			(Billions of yen)	
	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	Year ended March 31, 2004	Change
	(Results)	(Results)		(Forecast)	
Domestic sales	661.5	659.7	0.3%	900.0	0.4%
Overseas sales	647.4	617.7	4.8%	877.0	4.1%
Net sales	1,308.9	1,277.5	2.5%	1,777.0	2.2%
Gross profit	573.8	545.5	5.2%	778.0	4.4%
Operating income	113.4	94.7	19.8%	153.0	14.5%
Income before income taxes	104.6	85.6	22.2%	144.0	16.6%
Net income	61.9	51.3	20.7%	85.0	17.2%
Exchange rate (Yen/US\$)	115.00	122.92	-7.92	113.26	-8.70
Exchange rate (Yen/EURO)	132.17	118.84	13.33	131.13	10.13
Net income per share (yen)	83.32	70.62	12.70	114.89	15.10
Total assets	1,922.1	1,807.2	114.8	-	-
Shareholders' equity	708.8	671.1	37.7	-	-
Interest-bearing debt	513.1	541.2	-28.0	-	-
Equity ratio (%)	36.9	37.1	-0.2	-	-
Shareholder's equity per share (yen)	958.20	925.98	32.22	-	-
Cash flows from operating activities	81.6	112.1	-30.4	-	-
Cash flows from investing activities	-40.4	-76.6	36.2	-	-
Cash flows from financing activities	9.2	-26.2	35.4	-	-
Cash and cash equivalents at end of period	238.3	177.5	60.8	-	-
Capital expenditures	51.8	55.1	-3.2	71.0	-2.9
Depreciation for tangible fixed assets	49.4	51.4	-2.0	68.0	-1.5
R&D expenditures	68.4	61.0	7.4	94.0	10.4

Ricoh Company, Ltd.

* The Company bases the forecast estimates for March 31, 2004 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

Performance

*Overview

Consolidated net sales for the 3rd quarter of fiscal 2004 (the three months period from October 1 to December 31, 2003) amounted to ¥420.9 billion. During this quarter, the average yen exchange rates were at ¥108.92 against the U.S. dollar (an appreciation of approximately 11.2% as compared to the previous corresponding period) and ¥129.58 against the Euro (a depreciation of approximately 5.7% as compared to the previous corresponding period). Net sales would rise 0.6% excluding impacts of such foreign currency exchange fluctuations.

In Japan, sales of printing systems such as MFPs (multifunctional printers) and laser printers increased. We strategically focused these product categories in order to deal with customer needs shifting to multifunctional and networking. In addition, solutions business such as useware and support continued to be favorable. Overall domestic sales consequently increased by 1.3% as compared to the previous corresponding period.

As for overseas, sales of product categories such as PPCs (plain paper copier), MFPs and laser printers, especially color models, increased in each region. Although sales in Europe increased by 12.5% as compared to the previous corresponding period, sales in the Americas decreased by 9.8% as compared to the previous corresponding period (1.2% increase excluding foreign currency exchange impact), due to the yen's appreciation to the U.S. dollar. And sales in other region such as China, Asian and Oceania countries decreased by 14.1% as compared to the previous corresponding period, owing to decline of optical disks demands and cutback of analog camera business. As the result, overall overseas sales decreased by 1.2% as compared to the previous corresponding period. Excluding impacts of the foreign exchange fluctuations, overall overseas sales would have decreased by 0.1%.

Operating income increased by 8.4% to ¥36.2 billion in spite of increase of social insurance premium and strategic costs in research and development and the others. It is due mainly to the effect of new offering and sales growth of high-margin, high-value-added categories such as color PPCs, MFPs and laser printers, as well as ongoing cost cutting activities.

Income before income taxes consequently increased by 10.9% as compared to the previous corresponding period, to ¥33.2 billion, despite of foreign exchange losses in other income expense.

Due to the change of the Corporate Tax Law in Japan, the amount of tax exemption on research and development expenses was increased, and the overall profitability improved, thereby leading to a decline in the effective tax rate. As a result, net income increased by 10.5% as compared to the previous corresponding period, to ¥19.6 billion.

*Conditions by Product Line

Office Equipment (Sales up 0.8% to ¥368.5 billion)

Customer demand has shifted more and more to networking and colorization in Japan and overseas market place. In that business environment, we have enforced solution proposal to customers for the optimization of their total printing cost in order to support their efficient management of TDV (total document volume). As a result, sales of printing systems such as MFPs and laser printers have continued to grow.

In Japan, sales of Network System Solution category such as useware and support continuously increased in addition to that demand's shift. And overseas sales increased despite of the yen's appreciation to the U.S. dollar, due primarily to color products and the continuous offerings of new products. As a result, the total sales of Office Equipment increased by 0.8% as compared to the previous corresponding period, to ¥368.5 billion.

Imaging Solutions (Sales down 9.3% to ¥189.0 billion)

Digital Imaging Systems

- Shift to multifunctional products cause the sales decline of facsimiles and duplicators
- Overseas sales of color PPCs increased in each region.

As a result, sales in this category decreased by 5.0%.

Other Imaging Systems

- Sales were down by 20.6% due to the shift from analog products to MFPs and color products

Network Input/Output Systems (Sales up 17.5% to ¥137.9 billion)

Printing Systems

- Continuous new offering products to cope with the shift to networked and color models in Japan and overseas
(Imagio Neo 352/452 series and Imagio Neo C385/C325 series in Japan)
(Aficio 2022/2027 series and Aficio CL3000/CL7000 series overseas)
- Sales of MFPs and laser printers continued increasing.
- Steadily progressed sales of color products, especially overseas

As a result, sales of this category increased by 21.0%.

Other Input/Output Systems

Sales in the optical discs business, which was favorable results in the previous term, decreased by 7.5%.

Network System Solutions (Sales up 3.9% to ¥41.6 billion)

- Responded to customer's needs for cost cutting on information technology and workflow performance improvement on data processing.
- Continuous sales growth of solution business such as useware and support
- Sluggish customer demand for PC and server touched bottom.

Operating income for the entire office equipment business increased by 12.5% as compared to the previous corresponding period, to ¥49.9 billion. This can be ascribed to the continued introduction of new high-margin, high-value-added products, an increase in their sales, and the effects of ongoing cost-cutting efforts in production, although yen's appreciation to U.S. dollar was unfavorably impacted.

Other Businesses (Sales down 4.8% to ¥52.3 billion)

Sales in this category decreased by 4.8% as compared to the previous corresponding period, to ¥52.3 billion, due primarily to the cutback of analog camera business and sluggish demand for meter equipments. Other business such as leasing achieved steady gains. As a result, overall operating income for other businesses decreased to ¥1.0 billion.

*Cash Flows (Nine months from April 1, 2003 to December 31, 2003)

Net cash provided by operating activities decreased ¥30.4 billion as compared to the previous corresponding period, to ¥81.6 billion. It was due to the fact that net income increased as compared to the previous corresponding period and trade receivable decreased, although inventories increased in order to cope with overseas sales expansion and income tax and bonus were paid.

Net cash used in investing activities was ¥40.4 billion due to capital investment in new product lines and product development.

As a result, free cash flow generated by operating and investing activities totaled ¥41.2 billion, up ¥5.8 billion as compared to the previous corresponding period.

Net cash provided in financing activities amounted to ¥9.2 billion due primarily to temporary increase of interest-bearing debt, payment of dividends and reacquisition of treasury stock.

As a result, cash and cash equivalents at the end of the 3rd quarter were ¥49.1 billion higher than the end of the preceding year, standing at ¥238.3 billion.

*Forecast for the entire fiscal year

As for the forecast of business results for the fiscal year ended March 31, 2004, we have slightly reduced our sales forecast as announced in October 2003 to ¥1,777.0 billion with 2.2% growth as compared to the previous year. However, we believe that domestic sales can continuously increase due to the effect of sales strategies taken proactively in this 3rd quarter, and overseas sales can further increase. For the 4th quarter and onward, we maintain our exchange rate assumption of ¥108.00 against the U.S. dollar and of ¥128.00 against the Euro.

As for income, we revised upward our forecast of operating income from ¥152.0 billion announced in October 2003 to ¥153.0 billion, due primarily to steady results up to 3rd quarter and our anticipation of further improvement in profitability. In terms of our forecast of income before income tax and net income in the current fiscal year, we intend to remain as announced in October 2003, ¥144.0 billion and ¥85.0 billion respectively.

Exchange Rate Assumptions for the full year ended March 31, 2004

US\$ 1 = ¥113.26 (¥121.96 in previous fiscal year)

EURO 1 = ¥131.13 (¥121.00 in previous fiscal year)

(Billions of yen)			
	Year ended March 31, 2004 (Forecast)	Year ended March 31, 2003 (Results)	Change
Domestic sales	900.0	896.0	0.4%
Overseas sales	877.0	842.3	4.1%
Net sales	1,777.0	1,738.3	2.2% (*1)
Gross profit	778.0	745.3	4.4%
Operating income	153.0	133.6	14.5%
Income before income taxes	144.0	123.4	16.6%
Net income	85.0	72.5	17.2% (*2)

Notes:

*1...Net sales would be tenth consecutive year of growth.

*2...Net income would be twelfth consecutive year of growth and tenth consecutive year of record high.

* Ricoh bases the forecast estimates for March 31, 2004 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the 3rd Quarter ended December 31, 2003 (U.S. GAAP Financial Information)

1. Items relating to 3rd quarter financial statements

- (1) No change in accounting method has been made
 (2) Change relating to the scale of consolidation and the application of the equity method:
 Consolidated subsidiaries: No change
 Companies accounted for by the equity method: No addition; 1 removal

2. Results for the period from October 1, 2003 to December 31, 2003

(1) Operating Results (Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Year ended March 31, 2003
Net sales	420,903	420,739	1,738,358
<i>(% change from the previous corresponding period)</i>	<i>0.0</i>	<i>4.8</i>	<i>3.9</i>
Operating income	36,214	33,394	133,654
<i>(% change from the previous corresponding period)</i>	<i>8.4</i>	<i>12.3</i>	<i>3.1</i>
Income before income taxes	33,266	29,987	123,470
<i>(% change from the previous corresponding period)</i>	<i>10.9</i>	<i>15.9</i>	<i>8.4</i>
Net income	19,664	17,801	72,513
<i>(% change from the previous corresponding period)</i>	<i>10.5</i>	<i>19.5</i>	<i>17.7</i>
Net income per share-basic (yen)	26.53	24.51	99.79
Net income per share-diluted (yen)	-	23.74	96.81

Note: Equity in earnings of affiliates: ¥932 million (¥459 million in previous corresponding period)

(2) Financial Position (Millions of yen)

	December 31, 2003	December 31, 2002	March 31, 2003
Total assets	1,922,150	1,807,267	1,884,922
Shareholders' equity	708,888	671,132	657,514
Equity ratio (%)	36.9	37.1	34.9
Equity per share (yen)	958.20	925.98	885.41

Note: Number of shares outstanding as of December 31, 2003: 739,813,149 shares (724,777,428 shares as of December 31, 2002)

Cash Flow (Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Year ended March 31, 2003
Cash flows from operating activities	81,698	112,173	185,742
Cash flows from investing activities	-40,400	-76,695	-98,199
Cash flows from financing activities	9,223	-26,212	-67,143
Cash and cash equivalents at end of period	238,389	177,564	189,243

3. Forecast of operating results from April 1, 2003 to March 31, 2004 (Millions of yen)

Net sales	1,777,000
Operating income	153,000
Income before income taxes	144,000
Net income	85,000

Note: Net income per share (Consolidated) 114.89 yen

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 2004. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.

Consolidated Performance

1. Consolidated Statements of Income

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%
Net sales	420,903	420,739	164	0.0
Cost of sales	235,124	235,802	-678	-0.3
<i>Percentage of net sales (%)</i>	55.9	56.0		
Gross Profit	185,779	184,937	842	0.5
<i>Percentage of net sales (%)</i>	44.1	44.0		
Selling, general and administrative expenses	149,565	151,543	-1,978	-1.3
<i>Percentage of net sales (%)</i>	35.5	36.1		
Operating income	36,214	33,394	2,820	8.4
<i>Percentage of net sales (%)</i>	8.6	7.9		
Other (income) expense				
Interest and dividend income	434	603	-169	-28.0
<i>Percentage of net sales (%)</i>	0.1	0.1		
Interest expense	1,337	1,298	39	3.0
<i>Percentage of net sales (%)</i>	0.3	0.3		
Other, net	2,045	2,712	-667	-24.6
<i>Percentage of net sales (%)</i>	0.5	0.6		
Income before income taxes, equity income and minority interests	33,266	29,987	3,279	10.9
<i>Percentage of net sales (%)</i>	7.9	7.1		
Provision for income taxes	13,473	12,729	744	5.8
<i>Percentage of net sales (%)</i>	3.2	3.0		
Minority interests in earnings of subsidiaries	1,061	-84	1,145	-
<i>Percentage of net sales (%)</i>	0.2	0.0		
Equity in earnings of affiliates	932	459	473	103.1
<i>Percentage of net sales (%)</i>	0.2	0.1		
Net income	19,664	17,801	1,863	10.5
<i>Percentage of net sales (%)</i>	4.7	4.2		
Reference : Exchange rate				
US\$ 1	¥108.92	¥122.59		
EURO 1	¥129.58	¥122.59		

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Year ended March 31, 2003
Net sales	1,308,993	1,277,560	31,433	2.5	1,738,358
Cost of sales	735,107	731,978	3,129	0.4	993,009
<i>Percentage of net sales (%)</i>	56.2	57.3			57.1
Gross Profit	573,886	545,582	28,304	5.2	745,349
<i>Percentage of net sales (%)</i>	43.8	42.7			42.9
Selling, general and administrative expenses	460,417	450,860	9,557	2.1	611,695
<i>Percentage of net sales (%)</i>	35.1	35.3			35.2
Operating income	113,469	94,722	18,747	19.8	133,654
<i>Percentage of net sales (%)</i>	8.7	7.4			7.7
Other (income) expense					
Interest and dividend income	1,747	2,638	-891	-33.8	3,772
<i>Percentage of net sales (%)</i>	0.1	0.2			0.2
Interest expense	4,200	5,328	-1,128	-21.2	6,853
<i>Percentage of net sales (%)</i>	0.3	0.4			0.4
Other, net	6,334	6,372	-38	-0.6	7,103
<i>Percentage of net sales (%)</i>	0.5	0.5			0.4
Income before income taxes, equity income and minority interests	104,682	85,660	19,022	22.2	123,470
<i>Percentage of net sales (%)</i>	8.0	6.7			7.1
Provision for income taxes	41,897	36,749	5,148	14.0	51,984
<i>Percentage of net sales (%)</i>	3.2	2.9			3.0
Minority interests in earnings of subsidiaries	2,760	-348	3,108	-	1,376
<i>Percentage of net sales (%)</i>	0.2	0.0			0.0
Equity in earnings of affiliates	1,904	2,067	-163	-7.9	2,403
<i>Percentage of net sales (%)</i>	0.1	0.2			0.1
Net income	61,929	51,326	10,603	20.7	72,513
<i>Percentage of net sales (%)</i>	4.7	4.0			4.2
Reference : Exchange rate					
US\$ 1	¥115.00	¥122.92			¥121.96
EURO 1	¥132.17	¥118.84			¥121.00

2-1. Consolidated Sales by Product Category

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%
<Office Equipment>				
Imaging Solutions:				
Digital Imaging Systems	143,882	151,471	-7,589	-5.0
<i>Percentage of net sales (%)</i>	<i>34.2</i>	<i>36.0</i>		
Other Imaging Systems	45,151	56,852	-11,701	-20.6
<i>Percentage of net sales (%)</i>	<i>10.7</i>	<i>13.5</i>		
Total Imaging Solutions	189,033	208,323	-19,290	-9.3
<i>Percentage of net sales (%)</i>	<i>44.9</i>	<i>49.5</i>		
Network Input/Output Systems:				
Printing Systems	124,564	102,972	21,592	21.0
<i>Percentage of net sales (%)</i>	<i>29.6</i>	<i>24.5</i>		
Other Input/Output Systems	13,372	14,449	-1,077	-7.5
<i>Percentage of net sales (%)</i>	<i>3.2</i>	<i>3.4</i>		
Total Network Input/Output Systems	137,936	117,421	20,515	17.5
<i>Percentage of net sales (%)</i>	<i>32.8</i>	<i>27.9</i>		
Network System Solutions	41,623	40,073	1,550	3.9
<i>Percentage of net sales (%)</i>	<i>9.9</i>	<i>9.5</i>		
Office Equipment Total	368,592	365,817	2,775	0.8
<i>Percentage of net sales (%)</i>	<i>87.6</i>	<i>86.9</i>		
< Other Businesses >				
Other Businesses	52,311	54,922	-2,611	-4.8
<i>Percentage of net sales (%)</i>	<i>12.4</i>	<i>13.1</i>		
Grand Total	420,903	420,739	164	0.0
<i>Percentage of net sales (%)</i>	<i>100.0</i>	<i>100.0</i>		
Reference : Exchange rate				
US\$ 1	¥108.92	¥122.59		
EURO 1	¥129.58	¥122.59		

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Year ended March 31, 2003
<Office Equipment>					
Imaging Solutions:					
Digital Imaging Systems	453,040	460,856	-7,816	-1.7	626,967
<i>Percentage of net sales (%)</i>	<i>34.6</i>	<i>36.1</i>			<i>36.1</i>
Other Imaging Systems	151,087	177,829	-26,742	-15.0	232,746
<i>Percentage of net sales (%)</i>	<i>11.6</i>	<i>13.9</i>			<i>13.4</i>
Total Imaging Solutions	604,127	638,685	-34,558	-5.4	859,713
<i>Percentage of net sales (%)</i>	<i>46.2</i>	<i>50.0</i>			<i>49.5</i>
Network Input/Output Systems:					
Printing Systems	358,021	292,380	65,641	22.5	408,830
<i>Percentage of net sales (%)</i>	<i>27.4</i>	<i>22.9</i>			<i>23.5</i>
Other Input/Output Systems	43,097	43,984	-887	-2.0	54,549
<i>Percentage of net sales (%)</i>	<i>3.2</i>	<i>3.4</i>			<i>3.2</i>
Total Network Input/Output Systems	401,118	336,364	64,754	19.3	463,379
<i>Percentage of net sales (%)</i>	<i>30.6</i>	<i>26.3</i>			<i>26.7</i>
Network System Solutions	138,855	140,125	-1,270	-0.9	197,482
<i>Percentage of net sales (%)</i>	<i>10.6</i>	<i>11.0</i>			<i>11.3</i>
Office Equipment Total	1,144,100	1,115,174	28,926	2.6	1,520,574
<i>Percentage of net sales (%)</i>	<i>87.4</i>	<i>87.3</i>			<i>87.5</i>
< Other Businesses >					
Other Businesses	164,893	162,386	2,507	1.5	217,784
<i>Percentage of net sales (%)</i>	<i>12.6</i>	<i>12.7</i>			<i>12.5</i>
Grand Total	1,308,993	1,277,560	31,433	2.5	1,738,358
<i>Percentage of net sales (%)</i>	<i>100.0</i>	<i>100.0</i>			<i>100.0</i>
Reference : Exchange rate					
US\$ 1	¥115.00	¥122.92			¥121.96
EURO 1	¥132.17	¥118.84			¥121.00

Each category includes the following product line:

Digital Imaging Systems	Digital PPCs, color PPCs, digital duplicators and facsimile machines
Other Imaging Systems	Analog PPCs, diazo copiers, and thermal paper
Printing Systems	MFPs(multifunctional printers), laser printers and software
Other Input/Output Systems	Optical discs and system scanners
Network System Solutions	Personal computers, PC servers, network systems and network related software
Other Businesses	Optical equipments, metering equipments and semiconductors

2-2. Consolidated Sales by Geographic Area

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%
<Domestic>	212,908	210,197	2,711	1.3
<i>Percentage of net sales (%)</i>	50.6	50.0		
<Overseas>	207,995	210,542	-2,547	-1.2
<i>Percentage of net sales (%)</i>	49.4	50.0		
The Americas	75,933	84,177	-8,244	-9.8
<i>Percentage of net sales (%)</i>	18.0	20.0		
Europe	99,422	88,381	11,041	12.5
<i>Percentage of net sales (%)</i>	23.6	21.0		
Other	32,640	37,984	-5,344	-14.1
<i>Percentage of net sales (%)</i>	7.8	9.0		
Grand Total	420,903	420,739	164	0.0
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate				
US\$ 1	¥108.92	¥122.59		
EURO 1	¥129.58	¥122.59		

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Year ended March 31, 2003
<Domestic>	661,544	659,772	1,772	0.3	896,022
<i>Percentage of net sales (%)</i>	50.5	51.6			51.5
<Overseas>	647,449	617,788	29,661	4.8	842,336
<i>Percentage of net sales (%)</i>	49.5	48.4			48.5
The Americas	243,597	254,610	-11,013	-4.3	343,940
<i>Percentage of net sales (%)</i>	18.6	20.0			19.8
Europe	296,373	254,550	41,823	16.4	354,477
<i>Percentage of net sales (%)</i>	22.6	19.9			20.4
Other	107,479	108,628	-1,149	-1.1	143,919
<i>Percentage of net sales (%)</i>	8.3	8.5			8.3
Grand Total	1,308,993	1,277,560	31,433	2.5	1,738,358
<i>Percentage of net sales (%)</i>	100.0	100.0			100.0
Reference : Exchange rate					
US\$ 1	¥115.00	¥122.92			¥121.96
EURO 1	¥132.17	¥118.84			¥121.00

3. Consolidated Balance Sheets

(December 31, 2003 and March 31, 2003)

Assets	(Millions of yen)		
	December 31, 2003	March 31, 2003	Change
Current Assets			
Cash and time deposits	239,179	200,330	38,849
Trade receivables	402,866	417,942	-15,076
Marketable securities	123	107	16
Inventories	163,101	146,051	17,050
Other current assets	52,466	58,083	-5,617
Total Current Assets	857,735	822,513	35,222
Fixed Assets			
Tangible fixed assets	237,071	248,752	-11,681
Finance receivable	502,198	476,293	25,905
Other Investments	325,146	337,364	-12,218
Total Fixed Assets	1,064,415	1,062,409	2,006
Total Assets	1,922,150	1,884,922	37,228

Note:

Contents of cash and time deposits:

Cash and cash equivalents	238,389	189,243
Time deposits	790	11,087

Liabilities and Shareholders' Investment	(Millions of yen)		
	December 31, 2003	March 31, 2003	Change
Current Liabilities			
Trade payables	271,165	280,798	-9,633
Short-term borrowings	222,565	138,713	83,852
Other current liabilities	136,632	169,072	-32,440
Total Current Liabilities	630,362	588,583	41,779
Fixed Liabilities			
Long-term indebtedness	290,556	345,902	-55,346
Retirement benefit obligation	214,863	209,011	5,852
Other fixed liabilities	28,596	30,653	-2,057
Total Fixed Liabilities	534,015	585,566	-51,551
Total Liabilities	1,164,377	1,174,149	-9,772
Minority Interest	48,885	53,259	-4,374
Shareholders' Investment			
Common stock	135,364	135,364	-
Additional paid-in capital	186,599	186,521	78
Retained earnings	485,535	434,748	50,787
Accumulated other comprehensive income (loss)	-88,454	-94,733	6,279
Treasury stock	-10,156	-4,386	-5,770
Total Shareholders' Investment	708,888	657,514	51,374
Total Liabilities and Shareholders' Investment	1,922,150	1,884,922	37,228

Note: Other comprehensive income;

Net unrealized holding gains on available-for-sale securities	11,877	8,582	3,295
Pension liability adjustments	-81,322	-89,119	7,797
Net unrealized gains (losses) on derivative instruments	-43	-178	135
Cumulative translation adjustments	-18,966	-14,018	-4,948

Reference: Exchange rate

US\$ 1

EURO 1

December 31, 2003

¥107.13

¥133.74

March 31, 2003

¥120.20

¥129.83

4. Consolidated Statements of Cash Flow

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Year ended March 31, 2003
I. Cash Flows from Operating Activities:			
1. Net income	61,929	51,326	72,513
2. Adjustments to reconcile net income to net cash provided by operating activities—			
Depreciation and amortization	56,381	56,519	76,551
Equity in earnings of affiliates, net of dividends received	-1,162	-1,129	-1,167
Deferred income taxes	1,026	-5,139	-9,289
Loss on disposal and sales of tangible fixed assets	1,094	1,078	1,975
Changes in assets and liabilities—			
Decrease in trade receivables	10,563	32,308	22,176
(Increase) decrease in inventories	-21,209	9,765	14,983
Increase in finance receivables	-22,666	-20,517	-33,109
(Decrease) increase in trade payables	-6,111	-22,407	5,632
(Decrease) increase in accrued income taxes and accrued expenses and other	-28,587	-13,965	11,173
Retirement benefit obligation, net	15,455	4,804	7,806
Other, net	14,985	19,530	16,498
Net cash provided by operating activities	81,698	112,173	185,742
II. Cash Flows from Investing Activities:			
1. Proceeds from sales of property, plant and equipment	134	201	245
2. Expenditures for tangible fixed assets	-51,830	-53,300	-71,984
3. Payments for purchases of available-for-sale securities	-25,200	-52,142	-52,219
4. Proceeds from sales of available-for-sale securities	34,047	24,148	24,513
5. Decrease in time deposits	10,192	4,882	944
6. Other, net	-7,743	-484	302
Net cash used in investing activities	-40,400	-76,695	-98,199
III. Cash Flows from Financing Activities:			
1. Proceeds from long-term indebtedness	1,104	57,685	58,194
2. Repayment of long-term indebtedness	-25,788	-15,547	-23,133
3. (Decrease) increase in short-term borrowings, net	68,169	-52,257	-73,393
4. Proceeds from issuance of long-term debt securities	1,000	11,000	11,000
5. Repayment of long-term debt securities	-14,000	-11,553	-11,723
6. Cash dividends paid	-11,136	-10,174	-10,176
7. Purchase of treasury stocks	-9,634	-4,897	-17,281
8. Other, net	-492	-469	-631
Net cash provided by (used in) financing activities	9,223	-26,212	-67,143
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	-1,375	-1,874	-1,329
V. Net Increase in Cash and Cash Equivalents	49,146	7,392	19,071
VI. Cash and Cash Equivalents at Beginning of Year	189,243	170,172	170,172
VII. Cash and Cash Equivalents at End of Period	238,389	177,564	189,243

5. Segment Information

(1) Industry Segment Information

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%
Office Equipment:				
Net sales:				
Unaffiliated customers	368,592	365,817	2,775	0.8
Intersegment	-	-	-	-
Total	368,592	365,817	2,775	0.8
Operating expenses	318,629	321,425	-2,796	-0.9
Operating income	49,963	44,392	5,571	12.5
<i>Operating income on office equipment sales(%)</i>	<i>13.6</i>	<i>12.1</i>		
Other Businesses:				
Net sales:				
Unaffiliated customers	52,311	54,922	-2,611	-4.8
Intersegment	575	657	-82	-12.5
Total	52,886	55,579	-2,693	-4.8
Operating expenses	51,878	54,425	-2,547	-4.7
Operating income	1,008	1,154	-146	-12.7
<i>Operating income on sales in other businesses (%)</i>	<i>1.9</i>	<i>2.1</i>		
Corporate and Eliminations:				
Net sales:				
Intersegment	-575	-657	82	-
Total	-575	-657	82	-
Operating expenses:				
Intersegment	-569	-666	97	-
Corporate	14,751	12,161	2,590	-
Total	14,182	11,495	2,687	-
Operating income	-14,757	-12,152	-2,605	-
Consolidated:				
Net sales:				
Unaffiliated customers	420,903	420,739	164	0.0
Intersegment	-	-	-	-
Total	420,903	420,739	164	0.0
Operating expenses	384,689	387,345	-2,656	-0.7
Operating income	36,214	33,394	2,820	8.4
<i>Operating income on consolidated net sales(%)</i>	<i>8.6</i>	<i>7.9</i>		

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Year ended March 31, 2003
Office Equipment:					
Net sales:					
Unaffiliated customers	1,144,100	1,115,174	28,926	2.6	1,520,574
Intersegment	-	-	-	-	-
Total	1,144,100	1,115,174	28,926	2.6	1,520,574
Operating expenses	991,438	977,198	14,240	1.5	1,329,776
Operating income	152,662	137,976	14,686	10.6	190,798
<i>Operating income on office equipment sales(%)</i>	<i>13.3</i>	<i>12.4</i>			<i>12.5</i>
Other Businesses:					
Net sales:					
Unaffiliated customers	164,893	162,386	2,507	1.5	217,784
Intersegment	1,740	2,149	-409	-19.0	2,755
Total	166,633	164,535	2,098	1.3	220,539
Operating expenses	162,639	166,472	-3,833	-2.3	222,772
Operating income	3,994	-1,937	5,931	-	-2,233
<i>Operating income on sales in other businesses (%)</i>	<i>2.4</i>	<i>-1.2</i>			<i>-1.0</i>
Corporate and Eliminations:					
Net sales:					
Intersegment	-1,740	-2,149	409	-	-2,755
Total	-1,740	-2,149	409	-	-2,755
Operating expenses:					
Intersegment	-1,764	-2,153	389	-	-2,726
Corporate	43,211	41,321	1,890	-	54,882
Total	41,447	39,168	2,279	-	52,156
Operating income	-43,187	-41,317	-1,870	-	-54,911
Consolidated:					
Net sales:					
Unaffiliated customers	1,308,993	1,277,560	31,433	2.5	1,738,358
Intersegment	-	-	-	-	-
Total	1,308,993	1,277,560	31,433	2.5	1,738,358
Operating expenses	1,195,524	1,182,838	12,686	1.1	1,604,704
Operating income	113,469	94,722	18,747	19.8	133,654
<i>Operating income on consolidated net sales(%)</i>	<i>8.7</i>	<i>7.4</i>			<i>7.7</i>

(2) Geographic Segment Information

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%
Japan:				
Net sales:				
External customers	224,398	226,091	-1,693	-0.7
Intersegment	83,101	84,816	-1,715	-2.0
Total	307,499	310,907	-3,408	-1.1
Operating expenses	286,985	284,768	2,217	0.8
Operating income	20,514	26,139	-5,625	-21.5
<i>Operating income on sales in Japan(%)</i>	6.7	8.4		
The Americas:				
Net sales:				
External customers	72,323	82,058	-9,735	-11.9
Intersegment	872	1,273	-401	-31.5
Total	73,195	83,331	-10,136	-12.2
Operating expenses	71,067	81,538	-10,471	-12.8
Operating income	2,128	1,793	335	18.7
<i>Operating income on sales in the Americas(%)</i>	2.9	2.2		
Europe:				
Net sales:				
External customers	98,864	87,571	11,293	12.9
Intersegment	1,036	651	385	59.1
Total	99,900	88,222	11,678	13.2
Operating expenses	93,998	83,717	10,281	12.3
Operating income	5,902	4,505	1,397	31.0
<i>Operating income on sales in Europe(%)</i>	5.9	5.1		
Other:				
Net sales:				
External customers	25,318	25,019	299	1.2
Intersegment	20,227	19,345	882	4.6
Total	45,545	44,364	1,181	2.7
Operating expenses	42,923	41,298	1,625	3.9
Operating income	2,622	3,066	-444	-14.5
<i>Operating income on sales in other(%)</i>	5.8	6.9		
Corporate and Eliminations:				
Net sales:				
Intersegment	-105,236	-106,085	849	-
Total	-105,236	-106,085	849	-
Operating expenses:	-110,284	-103,976	-6,308	-
Operating income	5,048	-2,109	7,157	-
Consolidated:				
Net sales:				
External customers	420,903	420,739	164	0.0
Intersegment	-	-	-	-
Total	420,903	420,739	164	0.0
Operating expenses	384,689	387,345	-2,656	-0.7
Operating income	36,214	33,394	2,820	8.4
<i>Operating income on consolidated net sales(%)</i>	8.6	7.9		

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Year ended March 31, 2003
Japan:					
Net sales:					
External customers	703,320	704,905	-1,585	-0.2	954,310
Intersegment	267,432	237,214	30,218	12.7	320,596
Total	970,752	942,119	28,633	3.0	1,274,906
Operating expenses	893,451	878,746	14,705	1.7	1,188,760
Operating income	77,301	63,373	13,928	22.0	86,146
<i>Operating income on sales in Japan(%)</i>	8.0	6.7			6.8
The Americas:					
Net sales:					
External customers	234,288	246,998	-12,710	-5.1	333,935
Intersegment	3,864	3,810	54	1.4	5,620
Total	238,152	250,808	-12,656	-5.0	339,555
Operating expenses	228,341	241,474	-13,133	-5.4	325,228
Operating income	9,811	9,334	477	5.1	14,327
<i>Operating income on sales in the Americas(%)</i>	4.1	3.7			4.2
Europe:					
Net sales:					
External customers	295,424	253,239	42,185	16.7	352,943
Intersegment	2,807	2,083	724	34.8	3,019
Total	298,231	255,322	42,909	16.8	355,962
Operating expenses	282,817	243,814	39,003	16.0	337,693
Operating income	15,414	11,508	3,906	33.9	18,269
<i>Operating income on sales in Europe(%)</i>	5.2	4.5			5.1
Other:					
Net sales:					
External customers	75,961	72,418	3,543	4.9	97,170
Intersegment	69,452	54,175	15,277	28.2	72,664
Total	145,413	126,593	18,820	14.9	169,834
Operating expenses	138,225	118,967	19,258	16.2	159,864
Operating income	7,188	7,626	-438	-5.7	9,970
<i>Operating income on sales in other(%)</i>	4.9	6.0			5.9
Corporate and Eliminations:					
Net sales:					
Intersegment	-343,555	-297,282	-46,273	-	-401,899
Total	-343,555	-297,282	-46,273	-	-401,899
Operating expenses:	-347,310	-300,163	-47,147	-	-406,841
Operating income	3,755	2,881	874	-	4,942
Consolidated:					
Net sales:					
External customers	1,308,993	1,277,560	31,433	2.5	1,738,358
Intersegment	-	-	-	-	-
Total	1,308,993	1,277,560	31,433	2.5	1,738,358
Operating expenses	1,195,524	1,182,838	12,686	1.1	1,604,704
Operating income	113,469	94,722	18,747	19.8	133,654
<i>Operating income on consolidated net sales(%)</i>	8.7	7.4			7.7

6. Significant Accounting Policies (Consolidated)

1. Change relating to the scale of consolidation and the application of the equity method from October 1, 2003 to December 31, 2003.

Consolidated subsidiaries: No change

Companies accounted for by the equity method:

No addition

Removal: T&P Co., Ltd.

2. Consolidated Accounting Policies (Summary)

(1) Principles of Consolidation

The consolidated financial statements include the accounts of Ricoh and its consolidated subsidiaries. Investments in 20% to 50% owned companies when the company has the ability to exercise significant influence are accounted for on the equity basis. All significant inter-company balances and transactions have been eliminated in consolidation.

(2) Securities

In conformity with SFAS No.115, securities are mainly classified as available-for-sale securities. Available-for-sale securities 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 is computed based on the average cost of each security held at the time of sale.

(3) Inventories

Inventories are mainly 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 and Other Intangible Assets

In conformity with SFAS No.142, Goodwill and intangible asset determined to have an indefinite useful life are not amortized. SFAS No. 142 requires annual impairment testing thereof.

(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, including impairment losses of long-lived assets and the disclosures of fair value of financial instruments and contingent assets and liabilities, to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates.

-APPENDIX- (3rd Quarter ended December 31, 2003)

1. Consolidated Quarterly Performance Outline

Fiscal 2004	(Millions of yen)					
	1Q	Change(%)	2Q	Change(%)	3Q	Change(%)
Net sales	437,453	2.1	450,637	5.2	420,903	0.0
Gross profit	192,752	3.4	195,355	12.2	185,779	0.5
Operating income	38,484	7.1	38,771	52.6	36,214	8.4
Income before income taxes	37,317	15.6	34,099	45.7	33,266	10.9
Net income	22,355	14.5	19,910	42.2	19,664	10.5
Net income per share (yen)	30.04	-	26.75	-	26.53	-
Total assets	1,924,631	-	1,912,162	-	1,922,150	-
Shareholders' equity	685,730	-	703,075	-	708,888	-
Shareholders' equity per share (yen)	920.97	-	946.38	-	958.20	-

Fiscal 2003	(Millions of yen)							
	1Q	Change(%)	2Q	Change(%)	3Q	Change(%)	4Q	Change(%)
Net sales	428,271	4.0	428,550	5.0	420,739	4.8	460,798	2.2
Gross profit	186,497	7.2	174,148	3.7	184,937	6.5	199,767	8.3
Operating income	35,927	13.6	25,401	-10.2	33,394	12.3	38,932	-2.8
Income before income taxes	32,270	18.7	23,403	-7.7	29,987	15.9	37,810	6.3
Net income	19,521	31.2	14,004	3.5	17,801	19.5	21,187	15.7
Net income per share (yen)	26.85	-	19.26	-	24.51	-	29.17	-
Total assets	1,821,949	-	1,826,385	-	1,807,267	-	1,884,922	-
Shareholders' equity	648,343	-	663,665	-	671,132	-	657,514	-
Shareholders' equity per share (yen)	891.78	-	912.98	-	925.98	-	885.41	-

2. Consolidated Sales by Product Category

(Three months ended December 31, 2003 and 2002)

(Millions of yen)

	Three months ended December 31, 2003	Three months ended December 31, 2002	Change	%	Change excluding exchange impact	%
<Office Equipment>						
Imaging Solutions:						
Digital Imaging Systems	143,882	151,471	-7,589	-5.0	-5,217	-3.4
<i>Percentage of net sales (%)</i>	34.2	36.0				
Domestic	60,016	63,618	-3,602	-5.7	-3,602	-5.7
Overseas	83,866	87,853	-3,987	-4.5	-1,615	-1.8
Other Imaging Systems	45,151	56,852	-11,701	-20.6	-11,453	-20.1
<i>Percentage of net sales (%)</i>	10.7	13.5				
Domestic	17,291	20,737	-3,446	-16.6	-3,446	-16.6
Overseas	27,860	36,115	-8,255	-22.9	-8,007	-22.2
Total Imaging Solutions	189,033	208,323	-19,290	-9.3	-16,670	-8.0
<i>Percentage of net sales (%)</i>	44.9	49.5				
Domestic	77,307	84,355	-7,048	-8.4	-7,048	-8.4
Overseas	111,726	123,968	-12,242	-9.9	-9,622	-7.8
Network Input/Output Systems:						
Printing Systems	124,564	102,972	21,592	21.0	21,844	21.2
<i>Percentage of net sales (%)</i>	29.6	24.5				
Domestic	53,559	44,451	9,108	20.5	9,108	20.5
Overseas	71,005	58,521	12,484	21.3	12,736	21.8
Other Input/Output Systems	13,372	14,449	-1,077	-7.5	-1,329	-9.2
<i>Percentage of net sales (%)</i>	3.2	3.4				
Domestic	1,052	2,274	-1,222	-53.7	-1,222	-53.7
Overseas	12,320	12,175	145	1.2	-107	-0.9
Total Network Input/Output Systems	137,936	117,421	20,515	17.5	20,515	17.5
<i>Percentage of net sales (%)</i>	32.8	27.9				
Domestic	54,611	46,725	7,886	16.9	7,886	16.9
Overseas	83,325	70,696	12,629	17.9	12,629	17.9
Network System Solutions						
<i>Percentage of net sales (%)</i>	9.9	9.5				
Domestic	40,540	39,324	1,216	3.1	1,216	3.1
Overseas	1,083	749	334	44.6	339	45.3
Office Equipment Total						
<i>Percentage of net sales (%)</i>	87.6	86.9				
Domestic	172,458	170,404	2,054	1.2	2,054	1.2
Overseas	196,134	195,413	721	0.4	3,346	1.7
The Americas	75,643	83,705	-8,062	-9.6	1,149	1.4
Europe	98,428	86,837	11,591	13.3	4,848	5.6
Other	22,063	24,871	-2,808	-11.3	-2,651	-10.7
< Other Businesses >						
Other Businesses	52,311	54,922	-2,611	-4.8	-2,956	-5.4
<i>Percentage of net sales (%)</i>	12.4	13.1				
Domestic	40,450	39,793	657	1.7	657	1.7
Overseas	11,861	15,129	-3,268	-21.6	-3,613	-23.9
The Americas	290	472	-182	-38.6	-140	-29.7
Europe	994	1,544	-550	-35.6	-593	-38.4
Other	10,577	13,113	-2,536	-19.3	-2,880	-22.0
Grand Total						
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	212,908	210,197	2,711	1.3	2,711	1.3
<i>Percentage of net sales (%)</i>	50.6	50.0				
Overseas	207,995	210,542	-2,547	-1.2	-267	-0.1
<i>Percentage of net sales (%)</i>	49.4	50.0				
The Americas	75,933	84,177	-8,244	-9.8	1,009	1.2
<i>Percentage of net sales (%)</i>	18.0	20.0				
Europe	99,422	88,381	11,041	12.5	4,255	4.8
<i>Percentage of net sales (%)</i>	23.6	21.0				
Other	32,640	37,984	-5,344	-14.1	-5,531	-14.6
<i>Percentage of net sales (%)</i>	7.8	9.0				
Reference: Exchange rate						
US\$ 1	¥108.92	¥122.59	¥-13.67			
EURO 1	¥129.58	¥122.59	¥6.99			

Each category includes the following product line:

Digital Imaging Systems	Digital PPCs, color PPCs, digital duplicators and facsimile machines
Other Imaging Systems	Analog PPCs, diazo copiers, and thermal paper
Printing Systems	MFPs(multifunctional printers), laser printers and software
Other Input/Output Systems	Optical discs and system scanners
Network System Solutions	Personal computers, PC servers, network systems and network related software
Other Businesses	Optical equipments, metering equipments and semiconductors

(Nine months ended December 31, 2003, 2002 and year ended March 31, 2003)

(Millions of yen)

	Nine months ended December 31, 2003	Nine months ended December 31, 2002	Change	%	Change excluding exchange impact	%	Year ended March 31, 2003
<Office Equipment>							
Imaging Solutions:							
Digital Imaging Systems	453,040	460,856	-7,816	-1.7	-11,077	-2.4	626,967
<i>Percentage of net sales (%)</i>	<i>34.6</i>	<i>36.1</i>					<i>36.1</i>
Domestic	184,789	199,484	-14,695	-7.4	-14,695	-7.4	265,654
Overseas	268,251	261,372	6,879	2.6	3,618	1.4	361,313
Other Imaging Systems	151,087	177,829	-26,742	-15.0	-29,717	-16.7	232,746
<i>Percentage of net sales (%)</i>	<i>11.6</i>	<i>13.9</i>					<i>13.4</i>
Domestic	53,788	61,698	-7,910	-12.8	-7,910	-12.8	80,520
Overseas	97,299	116,131	-18,832	-16.2	-21,807	-18.8	152,226
Total Imaging Solutions	604,127	638,685	-34,558	-5.4	-40,794	-6.4	859,713
<i>Percentage of net sales (%)</i>	<i>46.2</i>	<i>50.0</i>					<i>49.5</i>
Domestic	238,577	261,182	-22,605	-8.7	-22,605	-8.7	346,174
Overseas	365,550	377,503	-11,953	-3.2	-18,189	-4.8	513,539
Network Input/Output Systems:							
Printing Systems	358,021	292,380	65,641	22.5	59,743	20.4	408,830
<i>Percentage of net sales (%)</i>	<i>27.4</i>	<i>22.9</i>					<i>23.5</i>
Domestic	153,910	126,467	27,443	21.7	27,443	21.7	177,510
Overseas	204,111	165,913	38,198	23.0	32,300	19.5	231,320
Other Input/Output Systems	43,097	43,984	-887	-2.0	-1,778	-4.0	54,549
<i>Percentage of net sales (%)</i>	<i>3.2</i>	<i>3.4</i>					<i>3.2</i>
Domestic	3,795	8,232	-4,437	-53.9	-4,437	-53.9	10,100
Overseas	39,302	35,752	3,550	9.9	2,659	7.4	44,449
Total Network Input/Output Systems	401,118	336,364	64,754	19.3	57,965	17.2	463,379
<i>Percentage of net sales (%)</i>	<i>30.6</i>	<i>26.3</i>					<i>26.7</i>
Domestic	157,705	134,699	23,006	17.1	23,006	17.1	187,610
Overseas	243,413	201,665	41,748	20.7	34,959	17.3	275,769
Network System Solutions	138,855	140,125	-1,270	-0.9	-1,345	-1.0	197,482
<i>Percentage of net sales (%)</i>	<i>10.6</i>	<i>11.0</i>					<i>11.3</i>
Domestic	135,800	138,078	-2,278	-1.6	-2,278	-1.6	194,873
Overseas	3,055	2,047	1,008	49.2	933	45.6	2,609
Office Equipment Total	1,144,100	1,115,174	28,926	2.6	15,826	1.4	1,520,574
<i>Percentage of net sales (%)</i>	<i>87.4</i>	<i>87.3</i>					<i>87.5</i>
Domestic	532,082	533,959	-1,877	-0.4	-1,877	-0.4	728,657
Overseas	612,018	581,215	30,803	5.3	17,703	3.0	791,917
The Americas	242,443	253,632	-11,189	-4.4	4,870	1.9	342,568
Europe	293,128	251,268	41,860	16.7	13,448	5.4	349,577
Other	76,447	76,315	132	0.2	-615	-0.8	99,772
< Other Businesses >							
Other Businesses	164,893	162,386	2,507	1.5	1,188	0.7	217,784
<i>Percentage of net sales (%)</i>	<i>12.6</i>	<i>12.7</i>					<i>12.5</i>
Domestic	129,462	125,813	3,649	2.9	3,649	2.9	167,365
Overseas	35,431	36,573	-1,142	-3.1	-2,461	-6.7	50,419
The Americas	1,154	978	176	18.0	253	25.9	1,372
Europe	3,245	3,282	-37	-1.1	-319	-9.7	4,900
Other	31,032	32,313	-1,281	-4.0	-2,395	-7.4	44,147
Grand Total	1,308,993	1,277,560	31,433	2.5	17,014	1.3	1,738,358
<i>Percentage of net sales (%)</i>	<i>100.0</i>	<i>100.0</i>					<i>100.0</i>
Domestic	661,544	659,772	1,772	0.3	1,772	0.3	896,022
<i>Percentage of net sales (%)</i>	<i>50.5</i>	<i>51.6</i>					<i>51.5</i>
Overseas	647,449	617,788	29,661	4.8	15,242	2.5	842,336
<i>Percentage of net sales (%)</i>	<i>49.5</i>	<i>48.4</i>					<i>48.5</i>
The Americas	243,597	254,610	-11,013	-4.3	5,123	2.0	343,940
<i>Percentage of net sales (%)</i>	<i>18.6</i>	<i>20.0</i>					<i>19.8</i>
Europe	296,373	254,550	41,823	16.4	13,129	5.2	354,477
<i>Percentage of net sales (%)</i>	<i>22.6</i>	<i>19.9</i>					<i>20.4</i>
Other	107,479	108,628	-1,149	-1.1	-3,010	-2.8	143,919
<i>Percentage of net sales (%)</i>	<i>8.3</i>	<i>8.5</i>					<i>8.3</i>
Reference: Exchange rate							
US\$ 1	¥115.00	¥122.92	¥-7.92				¥121.96
EURO 1	¥132.17	¥118.84	¥13.33				¥121.00

Each category includes the following product line:

Digital Imaging Systems	Digital PPCs, color PPCs, digital duplicators and facsimile machines
Other Imaging Systems	Analog PPCs, diazo copiers, and thermal paper
Printing Systems	MFPs(multifunctional printers), laser printers and software
Other Input/Output Systems	Optical discs and system scanners
Network System Solutions	Personal computers, PC servers, network systems and network related software
Other Businesses	Optical equipments, metering equipments and semiconductors

3. Forecast of Consolidated Performance

(Billions of yen)

	Half year ended		Three months ended		Three months ended		Year ended	
	Sept. 30, 2003	Change	Dec. 31, 2003	Change	Mar. 31, 2004	Change	Mar. 31, 2004	Change
	Results	%	Results	%	Forecast	%	Forecast	%
Net sales	888.0	3.6	420.9	0.0	468.0	1.6	1,777.0	2.2
Gross profit	388.1	7.6	185.7	0.5	204.1	2.2	778.0	4.4
Operating income	77.2	26.0	36.2	8.4	39.5	1.5	153.0	14.5
Income before income taxes	71.4	28.3	33.2	10.9	39.3	4.0	144.0	16.6
Net income	42.2	26.1	19.6	10.5	23.0	8.9	85.0	17.2
Net income per share (yen)	56.79	-	26.53	-	31.57	-	114.89	-
Capital expenditure	36.3	-	15.5	-	19.1	-	71.0	-
Depreciation for tangible fixed assets	33.6	-	15.7	-	18.5	-	68.0	-
R&D expenditure	44.2	-	24.2	-	25.5	-	94.0	-
Exchange rate (Yen/US\$)	118.06	-	108.92	-	108.00	-	113.26	-
Exchange rate (Yen/EURO)	133.47	-	129.58	-	128.00	-	131.13	-

4. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Three months ended March 31, 2004				Year ended March 31, 2004			
	Forecast	Change %	Forecast(*)	Change %	Forecast	Change %	Forecast(*)	Change %
<Office Equipment>								
Imaging Solutions:								
Digital Imaging Systems	157.4	-5.2	160.1	-3.6	610.5	-2.6	609.9	-2.7
Domestic	61.2	-7.5	61.2	-7.5	246.0	-7.4	246.0	-7.4
Overseas	96.2	-3.7	98.9	-1.0	364.5	0.9	363.9	0.7
Other Imaging Systems	43.0	-21.7	44.3	-19.3	194.0	-16.6	192.4	-17.3
Domestic	15.7	-16.5	15.7	-16.5	69.5	-13.7	69.5	-13.7
Overseas	27.2	-24.4	28.5	-20.8	124.5	-18.2	122.9	-19.3
Total Imaging Solutions	200.4	-9.3	204.4	-7.5	804.6	-6.4	802.3	-6.7
Domestic	76.9	-9.5	76.9	-9.5	315.5	-8.9	315.5	-8.9
Overseas	123.5	-9.2	127.5	-6.2	489.1	-4.8	486.8	-5.2
Network Input/Output Systems:								
Printing Systems	146.5	25.8	150.9	29.6	504.5	23.4	503.0	23.0
Domestic	63.6	24.8	63.6	24.8	217.6	22.6	217.6	22.6
Overseas	82.8	26.6	87.2	33.4	286.9	24.0	285.4	23.4
Other Input/Output Systems	11.3	7.2	11.8	12.5	54.4	-0.2	54.0	-0.8
Domestic	1.0	-46.2	1.0	-46.2	4.8	-52.5	4.8	-52.5
Overseas	10.3	18.7	10.8	25.1	49.6	11.6	49.2	10.9
Total Network Input/Output Systems	157.8	24.3	162.8	28.2	558.9	20.6	557.1	20.2
Domestic	64.6	22.3	64.6	22.3	222.4	18.5	222.4	18.5
Overseas	93.1	25.7	98.1	32.4	336.5	22.0	334.7	21.4
Network System Solutions	55.7	-2.8	55.8	-2.7	194.6	-1.5	194.5	-1.5
Domestic	54.8	-3.5	54.8	-3.5	190.6	-2.2	190.6	-2.2
Overseas	0.9	70.7	1.0	80.0	4.0	53.9	3.9	53.0
Office Equipment Total	414.1	2.1	423.0	4.4	1,558.2	2.5	1,554.0	2.2
Domestic	196.4	0.9	196.4	0.9	728.5	-0.0	728.5	-0.0
Overseas	217.6	3.3	226.6	7.6	829.7	4.8	825.5	4.3
The Americas	84.5	-5.0	93.5	5.2	326.9	-4.6	352.0	2.8
Europe	107.8	9.7	107.8	9.7	400.9	14.7	372.5	6.6
Other	25.3	8.0	25.2	7.7	101.7	2.0	100.9	1.2
< Other Businesses >								
Other Businesses	53.8	-2.7	53.4	-3.4	218.7	0.5	217.0	-0.3
Domestic	42.0	1.2	42.0	1.2	171.5	2.5	171.5	2.5
Overseas	11.8	-14.4	11.4	-17.3	47.2	-6.2	45.5	-9.6
The Americas	0.3	-3.8	0.4	6.4	1.5	11.6	1.6	20.2
Europe	1.1	-25.9	1.1	-29.7	4.4	-9.3	4.1	-16.3
Other	10.2	-13.1	9.8	-16.4	41.3	-6.4	39.8	-9.8
Grand Total	468.0	1.6	476.5	3.4	1,777.0	2.2	1,771.1	1.9
Domestic	238.4	0.9	238.4	0.9	900.0	0.4	900.0	0.4
Overseas	229.5	2.2	238.1	6.0	877.0	4.1	871.1	3.4
The Americas	84.8	-5.0	94.0	5.2	328.4	-4.5	353.7	2.8
Europe	109.0	9.1	108.9	9.0	405.4	14.4	376.6	6.3
Other	35.6	0.9	35.1	-0.4	143.0	-0.6	140.7	-2.2

* Excluding foreign exchange impact