## FLASH REPORT

Year ended March 31, 2006
(Results for the Period from April 1, 2005 to March 31, 2006)
Three months ended March 31, 2006
(Results for the Period from January 1, 2006 to March 31, 2006)

## Performance Outline (Consolidated)

(1) Year ended March 31, 2006, 2005 and Year ending March 31, 2007 (Forecast)

|  |  |  |  | (Bill | ons of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Year ended } \\ \text { March 31, } 2006 \\ \text { (Results) } \end{gathered}$ | Year ended March 31, 2005 (Results) | Change | Year ending <br> March 31, 2007 <br> (Forecast) | Change |
| Domestic sales | 972.0 | 972.9 | -0.1\% | 1,000.0 | 2.9\% |
| Overseas sales | 943.0 | 841.1 | 12.1\% | 1,050.0 | 11.3\% |
| Net sales | 1,915.0 | 1,814.1 | 5.6\% | 2,050.0 | 7.0\% |
| Gross profit | 799.6 | 754.5 | 6.0\% | 850.0 | 6.3\% |
| Operating income | 152.0 | 135.5 | 12.2\% | 170.0 | 11.8\% |
| Income before income taxes | 156.1 | 135.3 | 15.4\% | 168.0 | 7.6\% |
| Net income | 97.0 | 83.1 | 16.7\% | 106.0 | 9.2\% |
| Exchange rate (Yen/US\$) | 113.26 | 107.58 | 5.68 | 115.00 | 1.74 |
| Exchange rate (Yen/EURO) | 137.86 | 135.25 | 2.61 | 140.00 | 2.14 |
| Net income per share (yen) | 132.33 | 112.64 | 19.69 | 145.29 | 12.96 |
| Return on equity (\%) | 10.6 | 10.0 | 0.6 | - | - |
| Income before income taxes on total assets (\%) | 7.8 | 7.1 | 0.7 | - | - |
| Income before income taxes on net sales (\%) | 8.2 | 7.5 | 0.7 | 8.2 | 0.0 |
| Total assets | 2,041.1 | 1,953.6 | 87.5 | - | - |
| Shareholders' equity | 960.2 | 862.9 | 97.2 | - | - |
| Interest-bearing debt | 381.2 | 410.0 | -28.8 | - | - |
| Equity ratio (\%) | 47.0 | 44.2 | 2.8 | - | - |
| Shareholders' equity per share (yen) | 1,316.21 | 1,175.67 | 140.54 | - | - |
| Cash flows from operating activities | 176.8 | 132.7 | 44.0 | - | - |
| Cash flows from investing activities | -120.0 | -96.1 | -23.8 | - | - |
| Cash flows from financing activities | -59.9 | -56.4 | -3.5 | - | - |
| Cash and cash equivalents at end of period | 187.0 | 186.8 | 0.1 | - | - |
| Capital expenditures | 102.0 | 84.7 | 17.3 | 90.0 | -12.0 |
| Depreciation for tangible fixed assets | 67.4 | 66.7 | 0.6 | 69.0 | 1.5 |
| R\&D expenditures | 110.3 | 110.4 | -0.0 | 120.0 | 9.6 |
| Number of employees (Japan) (thousand people) | 39.9 | 40.1 | -0.2 | - | - |
| Number of employees (Overseas) (thousand people) | 36.2 | 35.0 | 1.2 | - | - |

## Ricoh Company, Ltd.

* The Company bases the forecast estimates for March 31, 2007 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.
(2) Three months ended March 31, 2006 and 2005
$\left.\begin{array}{lrr}\hline & \begin{array}{c}\text { Three months ended } \\ \text { March 31, 2006 }\end{array} & \begin{array}{c}\text { Three months ended } \\ \text { March 31, }\end{array} \\ \hline & & \text { Change }\end{array}\right]$
(3) Three months ending June 30, 2006 (Forecast) and Three months ended June 30, 2005

|  | Three months ending <br> June 30, 2006 <br> (Forecast) | Three months ended <br> June 30, 2005 <br> (Results) |
| :--- | ---: | ---: | ---: |
|  |  | 233.9 |
| Comange |  |  |

(4) Half year ending September 30, 2006 (Forecast) and Half year ended September 30, 2005

| (Billions of yen) |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Half year ending <br> September 30, <br> (Forecast) | Half year ended <br> September 30, 2005 <br> (Results) | Change |

## Ricoh Company, Ltd. and Consolidated Subsidiaries

FLASH REPORT (Consolidated Results for the Year Ended March 31, 2006)
Date of approval for the financial results for the year ended March 31, 2006, at the Board of Directors' meeting: April 26, 2006

1. Results for the period from April 1, 2005 to March 31, 2006

| (1) Operating Results | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 |  |
| :--- | :---: | ---: | ---: |
| Net sales | $1,915,090$ | $1,814,108$ |  |
| (\% change from the previous fiscal year) | 5.6 | 1.9 |  |
| Operating income | 152,014 | 135,506 |  |
| (\% change from the previous fiscal year) | 12.2 | -9.7 |  |
| Income before income taxes | 156,199 | 135,383 |  |
| (\% change from the previous fiscal year) | 15.4 | -5.4 |  |
| Net income | 97,057 | 83,143 |  |
| (\% change from the previous fiscal year) | 16.7 | -9.4 |  |
| Net income per share-basic (yen) | 132.33 | 112.64 |  |
| Net income per share-diluted (yen) | - | - |  |
| N |  |  |  |

## Notes:

i. Equity in income of affiliates: $¥ 2,606$ million ( $¥ 3,120$ million in previous fiscal year)
ii. No change in accounting method have been made.
iii. Average number of shares outstanding (consolidated): 733,434,414 shares (738,160,042 shares in previous fiscal year)
iv. Percentage changes in net sales, operating income, income before income taxes, and net income based on the previous corresponding periods.
v. Net income per share is calculated as required by SFAS No. 128.

| (2) Financial Position |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 |
| Total assets | $2,041,183$ | $1,953,669$ |
| Shareholders' equity | 960,245 | 862,998 |
| Equity ratio (\%) | 47.0 | 44.2 |
| Equity per share (yen) | $1,316.21$ | $1,175.67$ |

Note: Number of shares outstanding as of March 31, 2006: 729,552,274 shares (734,045,879 shares as of March 31, 2005)

| (3) Cash Flows |  | (Millions of yen) |  |
| :--- | :---: | ---: | ---: |
|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 |  |
| Cash flows from operating activities |  | 176,869 | 132,780 |
| Cash flows from investing activities | $-120,065$ | $-96,198$ |  |
| Cash flows from financing activities | $-59,989$ | $-56,439$ |  |
| Cash and cash equivalents at end of period | 187,055 | 186,857 |  |

(4) Items relating to the scale of consolidation and the application of the equity method:

Number of consolidated subsidiaries: 259 ; nonconsolidated subsidiaries: 39 ; affiliated companies: 20
(5) Changes relating to the scale of consolidation and the application of the equity method:

Consolidated subsidiaries: 6 additions; 32 removals
Companies accounted for by the equity method: 3 removals

Note:
Consolidated financial statements of the Company and its consolidated subsidiaries have been prepared in conformity with accounting principles generally accepted in the United States of America.

| 2. Forecast of operating results from April 1, 2006 to March 31, 2007 |  | (Millions of yen) |
| :--- | :---: | ---: |
|  | Half year ending | Year ending |
|  | September 30, 2006 | March 31, 2007 |
| Net sales | 977,000 | $2,050,000$ |
| Operating income | 73,000 | 170,000 |
| Income before income taxes | 72,000 | 168,000 |
| Net income | 47,800 | 106,000 |

Note: Net income per share (Consolidated) 145.29 yen

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2007. 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.

## Group Position

The Ricoh Group comprises 298 subsidiaries and 20 affiliates.
Their development, manufacturing, sales, and service activities center on Office Solution Business, Industry Business, and Other Business.
Ricoh Company, Ltd., a parent company, heads development. The parent company and subsidiaries or affiliates maintain an integrated domestic and international manufacturing structure. Below, we have listed our main product areas and the positions of key subsidiaries and affiliates.

## <Office Solution Business>

In this business category, Ricoh provides products and systems that support the enhancement of the office productivity of customers. Major products include:
Digital/analog copiers, MFPs (multifunctional printers), laser printers, facsimile machines, and digital duplicators. Ricoh also provides solution systems including personal computers and servers, utilizing its information technology. Another business Ricoh also provides are support, service, and related supplies, as well as support and service including IT environment setup and network administration.
[Main Subsidiaries and Affiliates]
Production
Japan...Tohoku Ricoh Co., Ltd., Ricoh Elemex Corporation, Ricoh Unitechno Co., Ltd., Hasama Ricoh Inc.,
Ricoh Microelectronics Co., Ltd., Ricoh Keiki Co., Ltd., and Ricoh Printing Systems, Ltd.
The Americas...Ricoh Electronics, Inc.
Europe...Ricoh UK Products Ltd., Ricoh Industrie France S.A.S.
Other regions...Ricoh Asia Industry (Shenzhen) Ltd., Shanghai Ricoh Facsimile Co., Ltd., and Sindo Ricoh Co., Ltd. (affiliated company)

Sales and Service
Japan ...Hokkaido Ricoh Co., Ltd., Ricoh Tohoku Co., Ltd., Ricoh Sales Co., Ltd. Ricoh Chubu Co., Ltd., Ricoh Kansai Co., Ltd., Ricoh Chugoku Co., Ltd., Ricoh Kyushu Co., Ltd., and 32 other sales companies nationwide,
Ricoh Technosystems Co., Ltd., Ricoh Leasing Co., Ltd., and Ricoh Logistics System Co., Ltd.
The Americas...Ricoh Corporation, Lanier Worldwide, Inc.
Europe...Ricoh Europe B.V., Ricoh Deutschland GmbH, Ricoh UK Ltd., Ricoh France S.A., Ricoh Espana S.A., Ricoh Italia S.p.A., and NRG Group PLC
Other regions...Ricoh China Co., Ltd., Ricoh Hong Kong Ltd., Ricoh Asia Pacific Pte. Ltd., Ricoh Australia Pty, Ltd., and Ricoh New Zealand Ltd.

## <Industry Business>

Manufacturing and marketing thermal media, optical equipments, semiconductors, electronic component and measuring equipments
[Main Subsidiaries and Affiliates]
Production and Sales
Japan...Ricoh Optical Industries Co., Ltd., Ricoh Elemex Corporation, and Ricoh Microelectronics Co., Ltd.
The Americas...Ricoh Electronics, Inc.
Europe...Ricoh Industrie France S.A.S.

## <Other Business>

Supplying optical discs and digital camera, and providing leasing and logistics services
[Main Subsidiaries and Affiliates]
Sales
Ricoh Corporation, Ricoh Europe B.V.

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Other Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd., and Coca-Cola West Japan Co., Ltd. (affiliated company)
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## Customer



Note: Following subsidiaries are listed on domestic stock exchange.
Ricoh Leasing Co., Ltd.: Tokyo Stock Exchange
Ricoh Elemex Corporation: Tokyo Stock Exchange, Nagoya Stock Exchange

## Policies

## 1. Basic Management

The Ricoh Group intends to be the company that gains most from the 21 st century. Based on this group vision, we will continue to contribute both to productivity improvement and also to knowledge creation for individuals working anytime, anywhere. This approach will enable us to gain the utmost trust of our customers and continue to grow and develop our business. Accordingly, our proactive approach encompasses not only products and services for traditional office setups, but also customers working in a broadband environment. Our 15th medium-term management plan - which extends from April 2005 to March 2008 - features the following five basic management policies:

1. Foster a "Vital and motivated culture" with high objectives and achieve them;
2. Aim at "World No. 1 manufacturer" through unique, competitive technology with leading-edge technologies;
3. Provide customers with "Sensitivity to people's needs", "Sensitivity to the earth" and "Simplify knowledge creation";
4. Invest smartly in growth areas and expand business foundation; and
5. Innovate group management and maximize capital efficiency.

## 2. Medium-Term Management Strategies

In terms of Office Solution business - our core competence - we in the Ricoh Group have made every possible effort since the inception of our 13th medium-term management plan to move beyond the manufacture and retail of equipment such as copiers and printers so that we may overhaul our operational structure, thus enabling us to support our customers in their efforts to improve or enhance productivity through our offering.
In the 14th medium-term management plan, we defined our principal strategy as "the realization of TDV, thereby broadening our revenue and earning framework," as we recognize that efficient and effective Input/Output(I/O), storage, and searching of TDV (i.e., total document volume), which includes printed material in addition to photocopies, will become a pressing issue for our customers.
While there are no changes to the direction of business structure reform and principal strategy of the Ricoh Group in the 15th medium-term management plan, we will aim to increase our corporate value by more than ever addressing issues from the customer's standpoint and continuing to provide values that meet customers' expectations.
In Office Solution Business, in particular, we are confident that we can further solidify our business foundation by taking utmost advantage of the abilities and strengths of the Ricoh Group, such as the comprehensive product line, customer rapport through sales and service, ability to provide solutions, global operations, image processing technology, and image processing and merging technology, to respond to the diverse needs of even greater range of customers.
In Office Solution Business, we have identified "printing" as an area that presents an outstanding opportunity for growth. Consequently, we will shift a higher portion of our business resources to this area. Namely, we will continue to advance such printing solutions as BC (black-color) conversion and TCO (total cost of ownership) reduction solutions in the office, enter the high-end production printing market, boost low-end color laser printers and expand gel jet printers to expand the business domain and size. Furthermore, we will revamp our sales system solutions and solutions platform in order to promote document solution, which enables improved document workflow, and to capture a greater share of major customers, particularly major global accounts.
On the other hand, we will allocate greater business resources to promising businesses in the Industry Business. In addition, we will seek for greater business shares of both Office Solutions and Industry Business in emerging markets. As technological differentiation is the key to realizing customer value in each business and increasing profitability, we will continue our aggressive R\&D activities to boost our technical power.

The following shows our achievements in the basic policies during this term.
In Office Solution Business, we have continuously introduced new multifunctional color printers and color laser printers in order to provide more comprehensive product line. During this term, we have increased our market share by launching various products: "imagio Neo C600Pro (sold overseas as Aficio Color 5560)", which is a new generation of multifunctional color printer and high-speed copy or print at 55 ppm (pages per minute); "imagio MP C3000/2500 series", which enable to produce higher images with better quality by utilizing Color PxP toner with Ricoh's own polymerization method and features high security functions such as protection to prevent unauthorized copying, which is the fastest in the industry of color printers; "imagio MP C1500", which targets low-end business printer market employing the Gel Jet technology.
Through these measures, the Ricoh Group obtained high market share in the major color copier markets in Japan, the Americas and Europe.

In the high-end production printing market, we have released new 4 models including "IPSiO SP 9500Pro (sold overseas as EMP156)", which is a printer for main systems and actualizes high-speed printing at 156 ppm with high durability. This allowed us to have more comprehensive product line from center printers, which perform centralized printing of documents, to desktop printers, which perform distributed printing at each location. By combining those printers, we will provide efficient printing environment.
In the low-end business printer market, we have "IPSiO G series (sold overseas as Aficio G series)", which is a printer with Gel Jet technology aimed to replace other companies' black and white laser printers or inkjet printers. Because of its high speed output, high quality image with plain paper and low running cost, it received great reviews as a business printer, and we will continue to promote creating such products of high value-added in the future.
As for the promoting our printing solution, we have developed business on a global scale by proposing TCO reduction solutions utilizing copiers and printers together and earning high reputation for our worldwide support and services. In addition, in developing document solution in order to improve workflow, we have provided software tools to link multifunctional printers with host systems, improved the support structure of technology centers to propose the optimum environment and support the introduction for those systems in Japan, the Americas and Europe, and strengthened the sales structures for solutions.
On the other hand, we have promoted allocation of management resources on promising markets and businesses in the area of industry. The example for this is the establishment of a thermal paper production and sales company in China.
Furthermore, we have continued priority investment during this term to achieve growth strategies and to improve revenue base.
In sales and services, we have integrated the maintenance service department of domestic sales companies to Ricoh Technosystems Co., Ltd. in order to improve the system to enhance contacts with customers and to strengthen abilities to provide solutions.
As for development, Ebina Technology Center was established to consolidate all the functions of forefront color products from the development of elemental technology, to designing, to preparing the production and to evaluation of the products. This center allows us to enhance the cross-functional development structure and to further improve the development efficiency.

## 3. Challenges

As customers' needs become ever more diverse, customers are no longer satisfied with purchasing products or receiving ordinary service. The competition has also intensified in the transition to color and in solutions marketing. In order for the Ricoh Group to achieve growth and development with a focus on these growth areas, it is essential that we boost our corporate competitiveness by creating new values for customers and improving managerial efficiency.
In creating customer value, it is important that we forecast customer needs and improve our products and services to meet these needs. To this end, we will increase the scope of CS (Customer Satisfaction) management, in which we aggressively cultivate new values by more than ever placing ourselves in the shoes of our customers. We will also continue to boost our technical ability to materialize products and services that provide new values.
Our effort will also continue in improving the efficiency of management to enhance our profitability. Structural reform will streamline operational processes and improve the earnings from each project. Furthermore, we will more carefully select projects and concentrate resources to the selected projects to improve managerial efficiency. In addition, we will make sure that our priority investment for the group's growth up to now contributes to the company's earnings and will work towards strengthening business foundation further.
The profit generated from such activities will be aggressively allocated to investments in growth areas and technologies to further increase profits and raise corporate value.

## 4. Dividend Policy

Ricoh endeavors to ensure that policies are regularly updated to take the dividend payout ratio into consideration in the payment of dividends, while at the same time increasing retained earnings for the enhancement of corporate structure and the new business generation. Furthermore, these retained earnings will be used both in the reinforcement of core businesses and for investment in new fields with both medium-term and long-term perspectives.

## 5. Concept and Policy of Reducing the Trading Unit

Ricoh plans to keep investment patterns and shareholder composition under close scrutiny, and we will consider taking the appropriate steps to alter the minimum investment lot if so required. By reducing the minimum number of shares required to invest in the company, Ricoh believes that a broader range of investors can be attracted to equity markets, while at the same time, the liquidity of this company's shares may be enhanced. Nevertheless, many investors already trade in Ricoh's shares, and for this reason, management has concluded that there is no immediate need for reduction of the minimum investment lots.
Furthermore, we intend to pay attention to the condition of business partners and of shareholder makeup as we carefully study both the necessity and the timing of implementation of these measures.

## 6. Parent Information

Description is omitted since there is no parent company.

## Performance

*Overview

The Ricoh Group's consolidated net sales for the fiscal 2006 (extending from April 1, 2005 to March 31, 2006) increased $5.6 \%$ from the previous corresponding period to $¥ 1,915.0$ billion. This marks the twelfth consecutive year of year-on-year revenue growth. During this period, the average yen exchange rates were at $¥ 113.26$ against the U.S. dollar (down $¥ 5.68$ ) and $¥ 137.86$ against the euro (down $¥$ 2.61). Accordingly, the sales would have increased by $3.8 \%$ excluding the effects of such foreign currency fluctuations. As for sales, domestic sales of Imaging Solution increased by $3.8 \%$ from the previous corresponding period. This was primarily due to the continuous increase in sales of digital PPCs(pain paper copiers), MFPs (multifunctional printers) and laser printers - especially color products. On the other hand, sales of personal computers and PC servers, optical equipments, which were in sluggish demand, and some of Other Business decreased. As a result, domestic sales decreased by $0.1 \%$ from the previous corresponding period to $¥ 972.0$ billion.
Overseas sales of Imaging Solution increased. Influenced by the depreciation of the yen, the sales of Imaging Solution increased by $12.1 \%$ from the previous corresponding period. In the Americas, the increase in sales was largely driven by sales of digital PPCs, color PPCs, MFPs and laser printers had good result. In Europe and Other, the sales of these products also increased. The increase in sales of the Industry Business was due to the recovery of demand for semiconductor, which was offset by a decrease in the optical discs business as we withdrew from a part of the business during the previous fiscal year. As a result, overseas net sales increased by $12.1 \%$ from the previous corresponding period to $¥ 943.0$ billion. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $8.2 \%$ from the previous corresponding period.
Gross profit increased by $6.0 \%$ from the previous corresponding period to $¥ 799.6$ billion. This increase was primarily due to the effect of new launched products, increased sales of value-added high-margin products such as MFPs and laser printers, a completed cost management system from the product development stage and successful implementation of effective cost-cutting activities for logistics, manufacturing and so on.
Selling, general and administrative expenses increased by $4.6 \%$ from the previous corresponding period to $¥ 647.5$ billion.
This consisted of strategic expenses as follows: $\mathrm{R} \& \mathrm{D}$ expenses ( $¥ 110.3$ billion, $5.8 \%$ compared to the sales) including new product developments, increased sales expenses accompanying the increased sales; integration of headquarters operations and domestic R\&D bases; enhanced sales and marketing structure overseas; expenses on Information Technologies for the core operating system development in Japan, overseas and so on.

As a result, operating income increased by $12.2 \%$ from the previous corresponding period to $¥ 152.0$ billion.
In the other (income) expenses, we had financial improvement and an increase in gain from foreign exchange. As a result, income before income taxes increased $15.4 \%$ from the previous corresponding period to $¥ 156.1$ billion.

Income taxes were affected by tax exemption of R\&D expenses and expenditures for Information Technologies.
As a result, net income for the period increased by $16.7 \%$ to $¥ 97.0$ billion, recording the best net income.
The operating results of business segments are as follows. For Office Solution Business, the operating income increased from the previous corresponding period. This is due to the increased net sales of the Imaging Solution, which is our core business, the effects of new launched products, and the cost reducing activities, covering the strategic expenses mentioned above. For Industry Business, the semiconductor business seems to be recovering; however, the operating income decreased due to the decrease in demand of optical equipment business and countermeasures taken for quality improvement in the measuring equipments business. In Other Business, the financing business performed well. The optical discs business, which has withdrawn from a part of the business during the previous corresponding period, improved performance, and consequently the operating income increased from the previous corresponding period.
With regard to the states of geographic segments, the operating profit in Europe decreased due to the realignment and enhancement of its sales structure. However, because the sales increased due to the effect of new products mentioned above and improved productivity, the strategic expenses were covered and the operating income in Japan, the Americas and Other increased.

In terms of assets, the increase in finance receivables and increase in tangible fixed assets in Japan resulted in the increase of total assets by $¥ 87.5$ billion from the end of the previous corresponding period to $¥ 2,041.1$ billion. The interest-bearing liabilities decreased due to the enhancement of cash management in each area: Japan, the Americas and Europe. The shareholders’ equity increased by $¥$ 97.2 billion from the end of the previous corresponding period to $¥ 960.2$ billion. The equity ratio improved 2.8 points to $47.0 \%$ compared to the previous corresponding period.

Year-end cash dividend are proposed $¥ 12.00$ per share, and which combined with the interim dividend of $¥ 12.00$, total dividend for the current fiscal year 2006 will be $¥ 24.00$.

Consolidated performance


## *Conditions by Product Line

Office Solution Business (Sales up $6.9 \%$ to $¥ 1,637.2$ billion)

The sales of color PPCs, MFPs and laser printers in Japan and overseas increased. We responded to our customers needs to improve or upgrade the technology used in their business, which are accompanied by the advancement of digitalized and networked and computerized information, coloration and massive quantities. In order to support the efficient and effective management of customers' TDV (total document volume), the Ricoh Group is promoting the optimization of the customers' total printing cost. Although the sales of personal computers and PC servers decreased, net sales in the Office Solution Business increased by $6.9 \%$ from the previous corresponding period to $¥ 1,637.2$ billion.

## Imaging Solution (Sales up $8.6 \%$ to $¥ 1,446.6$ billion)

Although domestic sales of digital PPCs decreased due primarily to a shift in customers needs to MFPs from stand-alone products, overseas sales of digital PPCs continued performing well. The sales of color PPCs increased in Japan and overseas by our effort to continuous offer of new product lineups.

As for MFPs, the following new product lineups were offered in response to customers needs for high speed, networking and coloration, resulting in the continuous sales increase.
MFPs: Imagio Neo 353/453 series, Imagio MP6000/7500 series in Japan Aficio 3035/3045 series, Aficio 2016/2020 series overseas
Color MFPs: Imagio Neo C355it/C455it series, Imagio MPC2500/3000 in Japan Aficio 3235C/3245C series, Aficio 3260C overseas

The sales of laser printers continued to increase in Japan and overseas. As a result, sales in this category increased by $8.6 \%$.
Network System Solution (Sales down $4.3 \%$ to $¥ 190.5$ billion)
The sales of Solution Business such as support and service continue to increase both in Japan and overseas due to our successful promotion of optimizing the customers' total printing cost. However, the sales of personal computers and PC servers continue to decrease in Japan. As a result, the sales in this category decreased by $4.3 \%$ from the previous corresponding period to $¥ 190.5$ billion.

Industry Business (Sales up $1.0 \%$ to $¥ 120.6$ billion)
Net sales in the Industry Business increased by $1.0 \%$, as compared to the previous corresponding period to $¥ 120.6$ billion. The sales of thermal business and electric component business increased and the demand for semiconductor products is recovering; however, the sales of optical equipment business decreased due to a sluggish demand.

## Other Business (Sales down $3.7 \%$ to $¥ 157.2$ billion)

The digital camera business performed well. During the previous corresponding period, the withdrawal from the self-developed drive business and its key-module/parts business in optical discs business was executed; therefore, its sales for this period decreased especially overseas. There was a sale of non-core business subsidiary in Japan. As a result, sales in this segment decreased by $3.7 \%$ from the previous corresponding period to $¥ 157.2$ billion.


## Japan (Sales down $0.1 \%$ to $¥ 972.0$ billion)

As for the economy in Japan, the stock market, capital investment and corporate performance show a recovery; however, it was affected by the escalating prices of materials and crude oil and overall demand in the market was below our expectations. In Office Solution Business, the sales of Imaging Solution, including color PPCs, MFPs and laser printers, and solution business, such as support and service, increased due to the implementation of the product and sales strategies to meet our customers needs. This increase in sales was offset by the decreased sales of the stand-alone products due to the transition to MFPs and color products and personal computers and PC servers. The sales in the Office Solution Business increased by $1.3 \%$ from the previous corresponding period.
The sales of Industry Business decreased from the previous corresponding period due to the lower demand in optical equipment business and the sale of non-core business subsidiary. As a result, the sales in Japan decreased by $0.1 \%$ from the previous corresponding period to $¥ 972.0$ billion.

## The Americas (Sales up $19.0 \%$ to $¥ 387.4$ billion)

The economy in the Americas continues good condition even though they were repeatedly affected by hurricanes. However, the competition in the market is becoming more intense. In such conditions, we focused on expanding our sales of MFPs and laser printers, which meet the change of customers needs for color PPCs, networked, coloration and high speed, utilizing the improved and enhanced sales to major accounts. As a result, the sales in the Americas increased by $19.0 \%$ from the previous corresponding period to $¥ 387.4$ billion. Excluding the effects of the depreciation of the yen to dollar, the sales in the Americas would have increased by $13.0 \%$ from the previous corresponding period.

## Europe (Sales up $6.3 \%$ to $¥ 434.8$ billion)

The economy in Europe was relatively stable, however, the competition in each country's market is intensifying. Under such circumstance, our sales of MFPs and laser printers increased and we maintain the first place in terms of market share in the sales of office machines in Europe. Influenced by the effects of the depreciation of the yen to euro, the sales in Europe would have increased by $6.3 \%$ from the previous corresponding period to $¥ 434.8$ billion.

## Others (Sales up $13.3 \%$ to $¥ 120.8$ billion)

In other regions including China and Asian countries, the need for coloration and MFPs for office equipment are accelerating. Our MFPs and laser printers, which meet such customers needs, increased their sales. Additionally, the demand for semiconductor recovered. As a result, the sales in Others increased by $13.3 \%$ to from the previous corresponding period $¥$ 120.8 billion.


## *Segment Information

## Business Segment

## Office Solution Business

As measures to realize Ricoh Group's core strategies, namely, (1) BC conversion, replacing monochrome products with color models, (2) Increase sales of high-speed models, and (3) Provision of printing solutions, we have enhanced the sales structure in Japan and overseas, released a series of high value-added products with document functionality ranging from input/output to sharing and management, and endeavored to expand their sales. Accordingly, sales of color PPCs and MFPs and laser printers increased both in Japan and overseas. As a result, sale of the Office Solution Business increased by $6.9 \%$ from the previous corresponding period to $¥ 1,637.2$ billion.

In terms of operating expenses, there was strategic spending such as investment in research and development on main products, IT investment of core operating system development, enhancement of overseas sales and marketing structure, and improvement of systems at headquarters and domestic R\&D bases. On the other hand, complete cost management system from the product development stage and successful implementation of effective cost-cutting activities for logistics, manufacturing resulted in the increase in operating income by $3.4 \%$ to $¥ 202.9$ billion from the previous corresponding period.
Capital investment increased from the previous corresponding period due primarily to investment in R\&D facilities such as the Technology Center in Ebina, Kanagawa Prefecture, in order to improve MFPs and printers, integration and transferring of operations at headquarters, new plant for producing high quality, heavy-duty and eco-friendly toner, and reinforcing production line for new products.
Total assets increased from the previous corresponding period due primarily to an increase in fixed assets for above-mentioned capital expenditures and lease receivables from the sales increase.

## Industry Business

Sales of semiconductor business were flagging from the effect of demand cycle; however, its demand is recovering and the sales of thermal business and electronic component business showed steady increase. Sales decreased in the optical equipments due to the sluggish demand. As a result, total sales of Industry Business increased by $1.1 \%$ from the previous corresponding period to $¥ 123.2$ billion.
Operating income decreased from the previous corresponding period due to decline in productivity of the optical equipment business and countermeasures taken for quality improvements in the measuring equipment business.

## Other Business

The digital camera business performed well. During the previous corresponding period, the withdrawal from the self-developed drive business and its key-module/parts business in the optical discs business was executed; therefore, its sales for this period decreased. There were sales of non-core business subsidiary in Japan. As a result, sales in this segment decreased by $3.7 \%$ from the previous corresponding period to $¥ 157.2$ billion.
Operating income increased from the previous corresponding period due to almost completion of the above-mentioned withdrawal. Total assets decreased from the previous corresponding period.

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 | Change (\%) |
| Office Solution Business: |  |  |  |
| Net sales | $1,637.2$ | $1,531.4$ | 6.9 |
| Operating income | 202.9 | 196.3 | 3.4 |
| $\quad$ Operating income on sales(\%) | 12.4 | 12.8 | $-0.4 p o i n t$ |
| Identifiable assets | $1,426.6$ | $1,358.1$ | 5.0 |
| Capital expenditures | 90.3 | 70.6 | 28.0 |
| Depreciation | 57.3 | 53.4 | 7.3 |
| Industry Business: |  |  |  |
| Net sales | 123.2 | 121.9 | 1.1 |
| Operating income | -0.9 | 0.0 | - |
| $\quad$ Operating income on sales(\%) | -0.7 | 0.0 | $-0.7 p o i n t$ |
| Identifiable assets | 84.5 | 72.4 | 16.8 |
| Capital expenditures | 7.4 | 8.5 | -12.4 |
| Depreciation | 6.6 | 7.4 | -11.0 |
| Other Business: |  |  |  |
| Net sales | 157.2 | 163.2 | -3.7 |
| Operating income | 6.1 | -4.1 | - |
| $\quad$ Operating income on sales(\%) | 3.9 | -2.5 | $6.4 p o i n t s$ |
| Identifiable assets | 114.9 | 125.2 | -8.3 |
| Capital expenditures | 2.3 | 3.4 | -31.4 |
| Depreciation | 2.3 | 2.6 | -10.6 |

## Geographic Segment

## Japan

In the Office Solution Business, the overall demand fell below our expectations which made the competition even more severe. Under such circumstances, we have pursued the aggressive marketing strategies and the BC (black-color) conversion strategies, and succeeded in increasing the sales of MFPs and laser printers in Japan and exports to overseas markets. As a result, sales in Japan increased $1.8 \%$ from the previous corresponding period to $¥ 1,411.8$ billion. In addition to the effect of the increased sales, we implemented the transition to high value-added products and cost-cutting activities such as SCM (supply chain management), which compensated the following strategic expenses: $R \& D$ expenses for the future, realignment of the domestic headquarters and the R\&D bases operations and IT investments, mainly for development of the mission-critical system. As a result, the operating income increased by $12.7 \%$ from the previous corresponding period to $¥ 99.2$ billion.

## The Americas

We saw effects of the strategies deployed to increase the sales of digital PPCs, color PPCs, MFPs and laser printers, and to step up sales to major accounts through the sales channels that we have improved and reinforced over the years. Sales in the Americas increased by $19.0 \%$ from the previous corresponding period to $¥ 393.3$ billion. Operating income increased by $10.6 \%$ from the previous corresponding period to $¥ 15.2$ billion as a result of the increased sales of those high value-added products and the yen’s depreciation against the US dollar.

## Europe

The sales of Imaging Solution Business, which is our main business, grew in every country and company in Europe. We continue to hold the first place in terms of market share in the sales of office machines in Europe. As a result, sales in Europe increased by $5.6 \%$ from the previous corresponding period to $¥ 438.7$ billion. Operating income decreased by $12.1 \%$ from the previous corresponding period to $¥ 21.4$ billion due to the nonrecurring expenses for redevelopment of the bought-out sales channels for the future.

Other
The accelerated demand shift of office equipment to coloration and network in China, other part of Asia and Oceania, the sales of imaging solution equipment increased. The export from the manufacturing base in China keeps increasing. As a result, sales in the Other increased by $15.1 \%$ from the previous corresponding period to $¥ 200.2$ billion. As we have maintained high productivity to accommodate the need for increased supply around the world, operating income increased by $26.0 \%$ from the previous corresponding period to $¥ 15.0$ billion.

*Financial Position

| (1) Assets, Liabilities, and Shareholders' Equity at Year-End |  | (Billions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 | Change |
| Total Assets | $2,041.1$ | $1,953.6$ | 87.5 |
| Shareholders' Equity | 960.2 | 862.9 | 97.2 |
| Equity Ratio | $47.0 \%$ | $44.2 \%$ | 2.8 points |

Assets, trade receivables and inventories increased along with the sales growth, primarily overseas, $¥ 9.9$ billion to $¥ 630.5$ billion and $¥ 1.8$ billion to $¥ 169.2$ billion, respectively, from the end of the previous period. Tangible fixed assets increased $¥ 20.8$ billion to $¥ 268.2$ billion, while finance receivables increased $¥ 23.4$ billion to $¥ 415.4$ billion, due to increase of domestic sales. Other investments increased $¥ 29.3$ billion to $¥ 313.9$ billion as a result of recognizing intangible fixed assets. Consequently, total assets increased $¥ 87.5$ billion to $¥ 2,041.1$ billion.

As for Liabilities, trade payables increased $¥ 2.6$ billion to $¥ 339.1$ billion. Interest-bearing debt decreased $¥ 28.8$ billion to $¥ 381.2$ billion as a result of effective cash management in Ricoh group. In addition, other current liabilities increased $¥ 7.7$ billion to $¥ 159.2$ billion as a result of increased tax reserve. Accrued pension and severance costs increased $¥ 4.3$ billion to $¥ 97.0$ billion. As a result, total liabilities decreased $¥$ 11.4 billion to $¥ 1,028.0$ billion.

In Shareholders' Investment, there was no major change in common stock or additional paid-in capital. Retained earnings increased $¥ 80.8$ billion to $¥ 665.3$. Accumulated other comprehensive income increased $¥ 26.0$ billion and treasury stock increased $¥ 9.5$ billion. As a result, total shareholders’ equity increased by $¥ 97.2$ billion to $¥ 960.2$ billion.

| (2) Cash Flows |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 | Change |
| Cash flows from operating activities | 176.8 | 132.7 | 44.0 |
| Cash flows from investing activities | -120.0 | -96.1 | -23.8 |
| Cash flows from financing activities | -59.9 | -56.4 | -3.5 |
| Cash and Cash Equivalents at end of period | 187.0 | 186.8 | 0.1 |

Net cash provided by operating activities increased by $¥ 44.0$ billion from the end of the previous corresponding period, to $¥ 176.8$ billion. It was a result of the fact that net income and depreciation increased and the fact that the decrease of trade receivables and inventories compensated for the increase of finance receivables due to the sales growth.

Net cash used in investing activities increased by $¥ 23.8$ billion from the end of the previous corresponding period, to $¥ 120.0$ billion, due primarily to capital investments to reinforce production lines for new products and to redevelop the headquarters operations and the R\&D bases.
As a result, free cash flow generated by operating activities and investment activities increased $¥ 20.2$ billion from the previous corresponding period to $¥ 56.8$ billion.

Outgoing cash flow was incurred for reducing interest-bearing debt by encouraging financing between group companies, $¥ 16.1$ billion for payment of dividends, and $¥ 10.6$ billion for acquisition of treasury stock. As a result, the net cash used in financing activities amounted to $¥ 59.9$ billion.

As a result of the above, the ending balance of cash and cash equivalents increased $¥ 0.1$ billion from the end of the previous corresponding period to $¥ 187.0$ billion.

| (3) Cash Flow Indices |  |  |  |  |  |
| :--- | :---: | :---: | :---: | ---: | ---: |
|  | Year ended <br> March 31, 2002 | Year ended <br> March 31, 2003 | Year ended <br> March 31, 2004 | Year ended <br> March 31, 2005 | Year ended <br> March 31, 2006 |
| Shareholders' equity / Total assets | $34.5 \%$ | $34.9 \%$ | $42.9 \%$ | $44.2 \%$ | $47.0 \%$ |
| Market capitalization / Total assets | $95.6 \%$ | $73.0 \%$ | $85.3 \%$ | $69.1 \%$ | $82.2 \%$ |
| Interest bearing debt / Operating cash flow | 5.3 | 2.6 | 2.8 | 3.1 | 2.2 |
| Operating cash flow / Interest expense | 12.8 | 27.1 | 29.3 | 28.3 | 33.7 |

## Notes:

i. All indices are calculated based on consolidated data.
ii. Market capitalization equals the stock price at the end of fiscal year multiples by the number of shares outstanding at the end of fiscal year.
iii. Operating cash flows is shown in consolidated statement of cash flow. Interest bearing debt equals all debt in consolidated balance sheets.
*Forecast for the entire fiscal year

## Economic projections and Ricoh Group's strategies for fiscal year 2007

To see the domestic aspects of the fiscal year 2007 (extending from April 1, 2006 to March 31, 2007), we see recovery in the stock market, corporate performance and capital investment. In consideration of such circumstances, we can say Japan has entered a stage for full-fledged economic recovery. The overseas economic situation, on the other hand, is stable at the moment, but there are political and economic concerns in some countries.

In the market environment surrounding Ricoh Group, our customers needs have become increasingly diversified, and we cannot satisfy them all merely by providing particular products and services. Additionally, the competition for colorization and other solutions is severe. Recognizing such drastic changes in the market environment, we consider such market conditions as a great opportunity to increase profits, and will give full play to our ability and strength to cope with such changes, setting our target areas and creating new value, and provide products and services that satisfy customers needs ahead of other competitors.

Based on such consideration, we chose three target areas to contribute to our growth in the 15th Medium-term management plan begun in fiscal year 2006; printing, the emerging markets, and the industrial area. The Ricoh Group must strengthen its competitive edge by creating new value and developing highly efficient management if it is to grow and develop in those areas.

We aim to increase profitability of each business area by raising process efficiency through structural reforms and improve our management efficiency by selecting and focusing our businesses. We will aggressively invest profits for our future growth and technology enhancement in order to enhance the sales and profits and further increase our corporate value.

To lead such approaches to actual business results, we have continued investments in the research and development as well as in the redevelopment of bases and systems. We believe such investments will enable us to provide the market with costeffective products and customers usability more than ever, and to develop various activities that ensure contribution to our profit.

Our performance forecast for fiscal year 2007 is as follows:
Exchange Rate Assumptions for the full year ended March 31, 2007
US\$ $1=¥ 115.00$ ( $¥ 113.26$ in previous fiscal year)
EURO $1=¥ 140.00$ ( $¥ 137.86$ in previous fiscal year)

|  | Year ending <br> March 31, 2007 <br> (Forecast) | Year ended <br> March 31, 2006 <br> (Results) | Change |
| :--- | ---: | ---: | ---: |
| Domestic sales | $1,000.0$ | 972.0 | $2.9 \%$ |
| Overseas sales | $1,050.0$ | 943.0 | $11.3 \%$ |
| Net sales | $2,050.0$ | $1,915.0$ | $7.0 \%(* 1)$ |
| Gross profit | 850.0 | 799.6 | $6.3 \%$ |
| Operating income | 170.0 | 152.0 | $11.8 \%$ |
| Income before income taxes | 168.0 | 156.1 | $7.6 \%$ |
| Net income | 106.0 | 97.0 | $9.2 \%(* 2)$ |

Notes:
*1...Net sales would be thirteenth consecutive year of growth.
*2...Net income would reach record high.

* Ricoh bases the forecast estimates for the year ending March 31, 2007 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## Consolidated Performance

## 1. Consolidated Statements of Income

(Three months ended March 31, 2006 and 2005)

|  | Three months ended <br> March 31, 2006 | Three months ended March 31, 2005 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 516,300 | 494,306 | 21,994 | 4.4 |
| Cost of sales | 306,096 | 295,712 | 10,384 | 3.5 |
| Percentage of net sales (\%) | 59.3 | 59.8 |  |  |
| Gross Profit | 210,204 | 198,594 | 11,610 | 5.8 |
| Percentage of net sales (\%) | 40.7 | 40.2 |  |  |
| Selling, general and administrative expenses | 162,183 | 159,555 | 2,628 | 1.6 |
| Percentage of net sales (\%) | 31.4 | 32.3 |  |  |
| Operating income | 48,021 | 39,039 | 8,982 | 23.0 |
| Percentage of net sales (\%) | 9.3 | 7.9 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 626 | 809 | -183 | -22.6 |
| Percentage of net sales (\%) | 0.1 | 0.2 |  |  |
| Interest expense | 1,597 | 1,092 | 505 | 46.2 |
| Percentage of net sales (\%) | 0.3 | 0.2 |  |  |
| Other, net | -1,035 | -1,902 | 867 | - |
| Percentage of net sales (\%) | -0.2 | -0.3 |  |  |
| Income before income taxes. |  |  |  |  |
| equity income and minority interests | 48,085 | 40,658 | 7,427 | 18.3 |
| Percentage of net sales (\%) | 9.3 | 8.2 |  |  |
| Provision for income taxes | 17,308 | 14,355 | 2,953 | 20.6 |
| Percentage of net sales (\%) | 3.4 | 2.9 |  |  |
| Minority interests in earnings of subsidiaries | 496 | 1,358 | -862 | -63.5 |
| Percentage of net sales (\%) | 0.0 | 0.2 |  |  |
| Equity in earnings of affiliates | 909 | 154 | 755 | 490.3 |
| Percentage of net sales (\%) | 0.1 | 0.0 |  |  |
| Net income | 31,190 | 25,099 | 6,091 | 24.3 |
| Percentage of net sales (\%) | 6.0 | 5.1 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 117.01$ | $¥ 104.60$ |  |  |
| EURO 1 | $¥ 140.72$ | $¥ 137.26$ |  |  |


| (Year ended March 31, 2006 and 2005) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change | \% |
| Net sales | 1,915,090 | 1,814,108 | 100,982 | 5.6 |
| Cost of sales | 1,115,479 | 1,059,531 | 55,948 | 5.3 |
| Percentage of net sales (\%) | 58.2 | 58.4 |  |  |
| Gross Profit | 799,611 | 754,577 | 45,034 | 6.0 |
| Percentage of net sales (\%) | 41.8 | 41.6 |  |  |
| Selling, general and administrative expenses | 647,597 | 619,071 | 28,526 | 4.6 |
| Percentage of net sales (\%) | 33.9 | 34.1 |  |  |
| Operating income | 152,014 | 135,506 | 16,508 | 12.2 |
| Percentage of net sales (\%) | 7.9 | 7.5 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 2,896 | 2,240 | 656 | 29.3 |
| Percentage of net sales (\%) | 0.2 | 0.1 |  |  |
| Interest expense | 5,242 | 4,684 | 558 | 11.9 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  |
| Other, net | -6,531 | -2,321 | -4,210 | - |
| Percentage of net sales (\%) | -0.4 | -0.2 |  |  |
| Income before income taxes. |  |  |  |  |
| equity income and minority interests | 156,199 | 135,383 | 20,816 | 15.4 |
| Percentage of net sales (\%) | 8.2 | 7.5 |  |  |
| Provision for income taxes | 57,563 | 50,634 | 6,929 | 13.7 |
| Percentage of net sales (\%) | 3.0 | 2.8 |  |  |
| Minority interests in earnings of subsidiaries | 4,185 | 4,726 | -541 | -11.4 |
| Percentage of net sales (\%) | 0.2 | 0.3 |  |  |
| Equity in earnings of affiliates | 2,606 | 3,120 | -514 | -16.5 |
| Percentage of net sales (\%) | 0.1 | 0.2 |  |  |
| Net income | 97,057 | 83,143 | 13,914 | 16.7 |
| Percentage of net sales (\%) | 5.1 | 4.6 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 113.26$ | $¥ 107.58$ |  |  |
| EURO 1 | $¥ 137.86$ | $¥ 135.25$ |  |  |

## 2-1. Consolidated Sales by Product Category

(Three months ended March 31, 2006 and 2005)
(Millions of yen)

|  | Three months ended <br> March 31, 2006 | Three months ended <br> March 31, 2005 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Office Solution Business> |  |  |  |  |
| Imaging Solution Business | 386,298 | 355,169 | 31,129 | 8.8 |
| Percentage of net sales (\%) | 74.8 | 71.9 |  |  |
| Network System Solution Business | 56,663 | 61,671 | -5,008 | -8.1 |
| Percentage of net sales (\%) | 11.0 | 12.4 |  |  |
| Total Office Solution Business | 442,961 | 416,840 | 26,121 | 6.3 |
| Percentage of net sales (\%) | 85.8 | 84.3 |  |  |
| <Industry Business> |  |  |  |  |
| Industry Business | 32,462 | 34,557 | -2,095 | -6.1 |
| Percentage of net sales (\%) | 6.3 | 7.0 |  |  |
| <Other Business> |  |  |  |  |
| Other Business | 40,877 | 42,909 | -2,032 | -4.7 |
| Percentage of net sales (\%) | 7.9 | 8.7 |  |  |
| Grand Total | 516,300 | 494,306 | 21,994 | 4.4 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 117.01$ | $¥ 104.60$ |  |  |
| EURO 1 | $¥ 140.72$ | $¥ 137.26$ |  |  |

(Year ended March 31, 2006 and 2005)
(Millions of yen)

|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 | Change |
| :--- | :---: | :---: | :---: | :---: |

Note: Effective from this financial period, our business segments are reclassified into three categories, "Office Solution", "Industry" and "Other". Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

Each category includes the following product line:
Imaging Solution Business
Network System Solution Business
Industry Business
Other Business

Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software Personal computers, PC servers, network systems and network related software Thermal media, optical equipments, semiconductors, electronic component and measuring equipments Optical discs and digital camera

2-2. Consolidated Sales by Geographic Area
(Three months ended March 31, 2006 and 2005)
(Millions of yen)
$\left.\begin{array}{lrccr}\hline & \begin{array}{c}\text { Three months ended } \\ \text { March 31, 2006 }\end{array} & \begin{array}{c}\text { Three months ended } \\ \text { March 31, 2005 }\end{array} & \text { Change } & \% \\ \hline \text { <Domestic> } & 260,274 & 272,478 & -12,204 & -4.5 \\ \text { Percentage of net sales (\%) } & 50.4 & 55.1\end{array}\right)$
(Year ended March 31, 2006 and 2005)
\(\left.$$
\begin{array}{ccccc}\hline & \begin{array}{c}\text { Year ended } \\
\text { March 31, 2006 }\end{array} & \begin{array}{c}\text { Year ended } \\
\text { March 31, 2005 }\end{array}
$$ \& Change \& \% <br>
\hline <Domestic> \& 972,076 \& 972,975 \& -899 \& -0.1 <br>

Percentage of net sales (\%) \& 50.8 \& 53.6\end{array}\right]\)| 12.1 |
| :--- |
| <Overseas> |

## 3. Consolidated Balance Sheets

(March 31, 2006 and 2005)

| Assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2006 | March 31, 2005 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 188,525 | 188,311 | 214 |
| Trade receivables | 630,501 | 620,568 | 9,933 |
| Marketable securities | 162 | 138 | 24 |
| Inventories | 169,245 | 167,365 | 1,880 |
| Other current assets | 55,110 | 53,365 | 1,745 |
| Total Current Assets | 1,043,543 | 1,029,747 | 13,796 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 268,243 | 247,410 | 20,833 |
| Finance receivables | 415,435 | 391,947 | 23,488 |
| Other investments | 313,962 | 284,565 | 29,397 |
| Total Fixed Assets | 997,640 | 923,922 | 73,718 |
| Total Assets | 2,041,183 | 1,953,669 | 87,514 |

Note:
Contents of cash and time deposits:

| Cash and cash equivalents | 187,055 | 186,857 |
| :--- | ---: | ---: |
| Time deposits | 1,470 | 1,454 |


| $\underline{\text { Liabilities and Shareholders' Investment }}$ | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2006 | March 31, 2005 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 339,152 | 336,499 | 2,653 |
| Short-term borrowings | 185,651 | 183,518 | 2,133 |
| Other current liabilities | 159,225 | 151,497 | 7,728 |
| Total Current Liabilities | 684,028 | 671,514 | 12,514 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 195,626 | 226,567 | -30,941 |
| Accrued pension and severance costs | 97,020 | 92,672 | 4,348 |
| Other fixed liabilities | 51,374 | 48,767 | 2,607 |
| Total Fixed Liabilities | 344,020 | 368,006 | -23,986 |
| Total Liabilities | 1,028,048 | 1,039,520 | -11,472 |
| Minority Interest | 52,890 | 51,151 | 1,739 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,450 | 186,551 | -101 |
| Retained earnings | 665,394 | 584,515 | 80,879 |
| Accumulated other comprehensive income (loss) | 4,099 | -21,963 | 26,062 |
| Treasury stock | -31,062 | -21,469 | -9,593 |
| Total Shareholders' Investment | 960,245 | 862,998 | 97,247 |
| Total Liabilities and Shareholders' Investment | 2,041,183 | 1,953,669 | 87,514 |
| Note: Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 8,928 | 4,791 | 4,137 |
| Pension liability adjustments | -7,643 | -14,652 | 7,009 |
| Net unrealized gains (losses) on derivative instruments | 157 | 117 | 40 |
| Cumulative translation adjustments | 2,657 | -12,219 | 14,876 |

Reference: Exchange rate
US\$ 1
EURO 1

| March 31, 2006 | March 31, 2005 |
| ---: | ---: |
| $¥ 117.47$ | $¥ 107.39$ |
| $¥ 142.81$ | $¥ 138.87$ |

## 4. Retained Earnings

| (Year ended March 31, 2006 and 2005) |  | (Millions of yen) |
| :--- | ---: | ---: |
| Retained earnings (beginning balance) | Year ended <br> March 31, 2006 | March 31, 2005 |
| Adjustment for change of fiscal period on consolidated subsidiaries | 584,515 | 515,372 |
| Net income | - | 777 |
| Cash dividends | 97,057 | 83,143 |
| Retained earnings (ending balance) | 16,178 | 14,777 |

5. Consolidated Statements of Cash Flows

| (Year ended March 31, 2006 and 2005) |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 |
| I. Cash Flows from Operating Activities: |  |  |
| 1. Net income | 97,057 | 83,143 |
| 2. Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 84,460 | 78,201 |
| Equity in earnings of affiliates, net of dividends received | -1,431 | -1,966 |
| Deferred income taxes | -3,294 | 11,353 |
| Loss on disposal and sales of tangible fixed assets | 920 | 4,056 |
| Pension and severance costs, less payments | 3,342 | 4,307 |
| Changes in assets and liabilities- |  |  |
| (Increase)Decrease in trade receivables | 13,429 | -26,429 |
| (Increase)Decrease in inventories | 3,726 | -12,885 |
| Increase in finance receivables | -30,029 | -30,294 |
| (Decrease)Increase in trade payables | -4,495 | 27,276 |
| (Decrease)Increase in accrued income taxes and accrued expenses and other | 2,497 | -13,719 |
| Other, net | 10,687 | 9,737 |
| Net cash provided by operating activities | 176,869 | 132,780 |
| II. Cash Flows from Investing Activities: |  |  |
| 1. Proceeds from sales of property, plant and equipment | 3,085 | 721 |
| 2. Expenditures for tangible fixed assets | -101,793 | -84,076 |
| 3. Payments for purchases of available-for-sale securities | -138,607 | -79,431 |
| 4. Proceeds from sales of available-for-sale securities | 141,620 | 118,120 |
| 5. (Increase) decrease in time deposits, net | 61 | -511 |
| 6. Acquisition of new subsidiaries, net of cash acquired | - | -43,214 |
| 7. Other, net | -24,431 | -7,807 |
| Net cash used in investing activities | -120,065 | -96,198 |
| III. Cash Flows from Financing Activities: |  |  |
| 1. Proceeds from long-term indebtedness | 63,751 | 72,206 |
| 2. Repayment of long-term indebtedness | -93,752 | -60,613 |
| 3. (Decrease)Increase in short-term borrowings, net | 39,618 | -38,052 |
| 4. Proceeds from issuance of long-term debt securities | 10,000 | 18,000 |
| 5. Repayment of long-term debt securities | -52,000 | -22,000 |
| 6. Dividends paid | -16,178 | -14,793 |
| 7. Payment for purchase of treasury stock | -10,653 | -10,624 |
| 8. Other, net | -775 | -563 |
| Net cash used in financing activities | -59,989 | -56,439 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | 3,383 | 1,200 |
| V. Net Increase (Decrease) in Cash and Cash Equivalents | 198 | -18,657 |
| VI. Cash and Cash Equivalents at Beginning of Year | 186,857 | 203,039 |
| VII. Adjustment for Change of Fiscal Period on Consolidated Subsidiaries | - | 2,475 |
| VIII. Cash and Cash Equivalents at End of Period | 187,055 | 186,857 |

## 6. Segment Information

(1) Industry Segment Information

| (Three months ended March 31, 2006 and 2005) | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended <br> March 31, 2006 | Three months ended <br> March 31, 2005 | Change | \% |
| Office Solution Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 442,961 | 416,840 | 26,121 | 6.3 |
| Intersegment | - | - | - |  |
| Total | 442,961 | 416,840 | 26,121 | 6.3 |
| Operating expenses | 381,817 | 359,156 | 22,661 | 6.3 |
| Operating income | 61,144 | 57,684 | 3,460 | 6.0 |
| Operating income on sales in Office Solution Business (\%) | 13.8 | 13.8 |  |  |
| Industry Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 32,462 | 34,557 | -2,095 | -6.1 |
| Intersegment | 662 | 644 | 18 | 2.8 |
| Total | 33,124 | 35,201 | -2,077 | -5.9 |
| Operating expenses | 33,160 | 35,448 | -2,288 | -6.5 |
| Operating income | -36 | -247 | 211 |  |
| Operating income on sales in Industry Business (\%) | -0.1 | -0.7 |  |  |
| Other Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 40,877 | 42,909 | -2,032 | -4.7 |
| Intersegment | - | - | - |  |
| Total | 40,877 | 42,909 | -2,032 | -4.7 |
| Operating expenses | 39,375 | 46,177 | -6,802 | -14.7 |
| Operating income | 1,502 | -3,268 | 4,770 |  |
| Operating income on sales in Other Business (\%) | 3.7 | -7.6 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: |  |  |  |  |
| Intersegment | -662 | -644 | -18 |  |
| Total | -662 | -644 | -18 |  |
| Operating expenses: |  |  |  |  |
| Intersegment | -653 | -615 | -38 |  |
| Corporate | 14,580 | 15,101 | -521 |  |
| Total | 13,927 | 14,486 | -559 |  |
| Operating income | -14,589 | -15,130 | 541 |  |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 516,300 | 494,306 | 21,994 | 4.4 |
| Intersegment | - | - | - | - |
| Total | 516,300 | 494,306 | 21,994 | 4.4 |
| Operating expenses | 468,279 | 455,267 | 13,012 | 2.9 |
| Operating income | 48,021 | 39,039 | 8,982 | 23.0 |
| Operating income on consolidated net sales (\%) | 9.3 | 7.9 |  |  |


| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 | Change |  |
| Office Solution Business | $1,426,635$ | $1,358,136$ | 68,499 | 5.0 |
| $\quad$ Industry Business | 84,595 | 72,406 | 12,189 | 16.8 |
| Other Business | 114,925 | 125,278 | $-10,353$ | -8.3 |
| Elimination | $-2,088$ | $-10,174$ | 8,086 | - |
| Corporate assets | 417,116 | 408,023 | 9,093 | 2.2 |
| Total | $2,041,183$ | $1,953,669$ | 87,514 | 4.5 |


| Capital expenditures: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Office Solution Business | Three months ended <br> March 31, 2006 | Three months ended <br> March 31, 2005 | Change | $\%$ |
| Industry Business | 18,797 | 20,475 | $-1,678$ | -8.2 |
| Other Business | 2,258 | 3,015 | -757 | -25.1 |
| Corporate | 666 | 1,734 | $-1,068$ | -61.6 |
| Total | 903 | 740 | 163 | 22.0 |
|  | 22,624 | 25,964 | $-3,340$ | -12.9 |


| Depreciation: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br> March 31, 2006 | Three months ended <br> March 31, 2005 | Change | $\%$ |
| Office Solution Business | 16,023 | 13,864 | 2,159 | 15.6 |
| Industry Business | 1,732 | 3,021 | $-1,289$ | -42.7 |
| Other Business | 640 | 837 | -197 | -23.5 |
| Corporate | 332 | 1,050 | -718 | -68.4 |
| Total | 18,727 | 18,772 | -45 | -0.2 |

Note: Effective from this financial period, our business segments are reclassified into three categories, "Office Solution", "Industry" and "Other". Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

| (Year ended March 31, 2006 and 2005) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Year ended } \\ \text { March 31, } 2006 \\ \hline \end{gathered}$ | Year ended March 31, 2005 | Change | \% |
| Office Solution Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 1,637,228 | 1,531,428 | 105,800 | 6.9 |
| Intersegment | - | - | - | - |
| Total | 1,637,228 | 1,531,428 | 105,800 | 6.9 |
| Operating expenses | 1,434,279 | 1,335,059 | 99,220 | 7.4 |
| Operating income | 202,949 | 196,369 | 6,580 | 3.4 |
| Operating income on sales in Office Solution Business (\%) | 12.4 | 12.8 |  |  |
| Industry Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 120,636 | 119,408 | 1,228 | 1.0 |
| Intersegment | 2,564 | 2,506 | 58 | 2.3 |
| Total | 123,200 | 121,914 | 1,286 | 1.1 |
| Operating expenses | 124,108 | 121,872 | 2,236 | 1.8 |
| Operating income | -908 | 42 | -950 | - |
| Operating income on sales in Industry Business (\%) | -0.7 | 0.0 |  |  |
| Other Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 157,226 | 163,272 | -6,046 | -3.7 |
| Intersegment | - | - | - | - |
| Total | 157,226 | 163,272 | -6,046 | -3.7 |
| Operating expenses | 151,114 | 167,431 | -16,317 | -9.7 |
| Operating income | 6,112 | -4,159 | 10,271 | - |
| Operating income on sales in Other Business (\%) | 3.9 | -2.5 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: |  |  |  |  |
| Intersegment | -2,564 | -2,506 | -58 | - |
| Total | -2,564 | -2,506 | -58 | - |
| Operating expenses: |  |  |  |  |
| Intersegment | -2,594 | -2,475 | -119 | - |
| Corporate | 56,169 | 56,715 | -546 | - |
| Total | 53,575 | 54,240 | -665 | - |
| Operating income | -56,139 | -56,746 | 607 | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 1,915,090 | 1,814,108 | 100,982 | 5.6 |
| Intersegment | - | - | - | - |
| Total | 1,915,090 | 1,814,108 | 100,982 | 5.6 |
| Operating expenses | 1,763,076 | 1,678,602 | 84,474 | 5.0 |
| Operating income | 152,014 | 135,506 | 16,508 | 12.2 |
| Operating income on consolidated net sales (\%) | 7.9 | 7.5 |  |  |
| Identifiable assets: |  |  | (Millions of yen) |  |
|  | March 31, 2006 | March 31, 2005 | Change | \% |
| Office Solution Business | 1,426,635 | 1,358,136 | 68,499 | 5.0 |
| Industry Business | 84,595 | 72,406 | 12,189 | 16.8 |
| Other Business | 114,925 | 125,278 | -10,353 | -8.3 |
| Elimination | -2,088 | -10,174 | 8,086 | - |
| Corporate assets | 417,116 | 408,023 | 9,093 | 2.2 |
| Total | 2,041,183 | 1,953,669 | 87,514 | 4.5 |
| Capital expenditures: |  |  | (Millions of yen) |  |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change | \% |
| Office Solution Business | 90,383 | 70,638 | 19,745 | 28.0 |
| Industry Business | 7,451 | 8,509 | -1,058 | -12.4 |
| Other Business | 2,366 | 3,451 | -1,085 | -31.4 |
| Corporate | 1,854 | 2,103 | -249 | -11.8 |
| Total | 102,054 | 84,701 | 17,353 | 20.5 |
| Depreciation: |  |  | (Millions of yen) |  |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change | \% |
| Office Solution Business | 57,326 | 53,439 | 3,887 | 7.3 |
| Industry Business | 6,631 | 7,450 | -819 | -11.0 |
| Other Business | 2,355 | 2,635 | -280 | -10.6 |
| Corporate | 1,156 | 3,272 | -2,116 | -64.7 |
| Total | 67,468 | 66,796 | 672 | 1.0 |

Note: Effective from this financial period, our business segments are reclassified into three categories, "Office Solution", "Industry" and "Other" Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.
(2) Geographic Segment Information

| (Three months ended March 31, 2006 and 2005) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended March 31, 2006 | Three months ended March 31, 2005 | Change | \% |
| Japan: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 266,036 | 277,023 | -10,987 | -4.0 |
| Intersegment | 104,444 | 97,677 | 6,767 | 6.9 |
| Total | 370,480 | 374,700 | -4,220 | -1.1 |
| Operating expenses | 346,014 | 355,371 | -9,357 | -2.6 |
| Operating income | 24,466 | 19,329 | 5,137 | 26.6 |
| Operating income on sales in Japan(\%) | 6.6 | 5.2 |  |  |
| The Americas: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 105,305 | 85,645 | 19,660 | 23.0 |
| Intersegment | 472 | 1,345 | -873 | -64.9 |
| Total | 105,777 | 86,990 | 18,787 | 21.6 |
| Operating expenses | 98,773 | 80,940 | 17,833 | 22.0 |
| Operating income | 7,004 | 6,050 | 954 | 15.8 |
| Operating income on sales in the Americas(\%) | 6.6 | 7.0 |  |  |
| Europe: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 118,557 | 110,307 | 8,250 | 7.5 |
| Intersegment | 1,134 | 774 | 360 | 46.5 |
| Total | 119,691 | 111,081 | 8,610 | 7.8 |
| Operating expenses | 112,681 | 102,883 | 9,798 | 9.5 |
| Operating income | 7,010 | 8,198 | -1,188 | -14.5 |
| Operating income on sales in Europe(\%) | 5.9 | 7.4 |  |  |

Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 26,402 | 21,331 | 5,071 | 23.8 |
| Intersegment | 30,691 | 24,328 | 6,363 | 26.2 |
| $\quad$ Total | 57,093 | 45,659 | 11,434 | 25.0 |
| Operating expenses | 52,320 | 42,329 | 9,991 | 23.6 |
| Operating income | 4,773 | 3,330 | 1,443 | 43.3 |
| $\quad$ Operating income on sales in Other(\%) | 8.4 |  |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: | $-136,741$ | $-124,124$ | $-12,617$ | - |
| $\quad$ Intersegment | $-136,741$ | $-124,124$ | $-12,617$ | - |
| $\quad$ Total | $-141,509$ | $-126,256$ | $-15,253$ | - |
| Operating expenses: | 4,768 | 2,132 | 2,636 | - |
| Operating income |  |  |  |  |
| Consolidated: | 516,300 | 494,306 | 21,994 | 4.4 |
| Net sales: | - | - | - |  |
| $\quad$ External customers | 516,300 | 494,306 | 21,994 | - |
| Intersegment | 468,279 | 455,267 | 13,012 | 2.9 |
| $\quad$ Total | 48,021 | 39,039 | 8,982 | 23.0 |
| Operating expenses | 9.3 | 7.9 |  |  |
| Operating income |  |  |  |  |
| $\quad$ Operating income on consolidated net sales(\%) |  |  |  |  |


| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 | Change | $\%$ |
| Japan | $1,220,780$ | $1,187,190$ | 33,590 | 2.8 |
| The Americas | 240,726 | 206,979 | 33,747 | 16.3 |
| Europe | 235,897 | 228,568 | 7,329 | 3.2 |
| Other | 79,102 | 66,319 | 12,783 | 19.3 |
| Elimination | $-152,438$ | $-143,410$ | $-9,028$ | - |
| Corporate assets | 417,116 | 408,023 | 9,093 | 2.2 |
| Total | $2,041,183$ | $1,953,669$ | 87,514 | 4.5 |


| (Year ended March 31, 2006 and 2005) | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change | \% |
| Japan: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 998,797 | 994,499 | 4,298 | 0.4 |
| Intersegment | 413,087 | 392,216 | 20,871 | 5.3 |
| Total | 1,411,884 | 1,386,715 | 25,169 | 1.8 |
| Operating expenses | 1,312,655 | 1,298,640 | 14,015 | 1.1 |
| Operating income | 99,229 | 88,075 | 11,154 | 12.7 |
| Operating income on sales in Japan(\%) | 7.0 | 6.4 |  |  |
| The Americas: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 385,746 | 322,975 | 62,771 | 19.4 |
| Intersegment | 7,630 | 7,486 | 144 | 1.9 |
| Total | 393,376 | 330,461 | 62,915 | 19.0 |
| Operating expenses | 378,108 | 316,651 | 61,457 | 19.4 |
| Operating income | 15,268 | 13,810 | 1,458 | 10.6 |
| Operating income on sales in the Americas(\%) | 3.9 | 4.2 |  |  |
| Europe: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 434,304 | 412,333 | 21,971 | 5.3 |
| Intersegment | 4,449 | 3,310 | 1,139 | 34.4 |
| Total | 438,753 | 415,643 | 23,110 | 5.6 |
| Operating expenses | 417,341 | 391,271 | 26,070 | 6.7 |
| Operating income | 21,412 | 24,372 | -2,960 | -12.1 |
| Operating income on sales in Europe(\%) | 4.9 | 5.9 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 96,243 | 84,301 | 11,942 | 14.2 |
| Intersegment | 104,045 | 89,647 | 14,398 | 16.1 |
| Total | 200,288 | 173,948 | 26,340 | 15.1 |
| Operating expenses | 185,283 | 162,042 | 23,241 | 14.3 |
| Operating income | 15,005 | 11,906 | 3,099 | 26.0 |
| Operating income on sales in Other(\%) | 7.5 | 6.8 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: |  |  |  |  |
| Intersegment | -529,211 | -492,659 | -36,552 | - |
| Total | -529,211 | -492,659 | -36,552 | - |
| Operating expenses: | -530,311 | -490,002 | -40,309 | - |
| Operating income | 1,100 | -2,657 | 3,757 | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 1,915,090 | 1,814,108 | 100,982 | 5.6 |
| Intersegment | - | - | - | - |
| Total | 1,915,090 | 1,814,108 | 100,982 | 5.6 |
| Operating expenses | 1,763,076 | 1,678,602 | 84,474 | 5.0 |
| Operating income | 152,014 | 135,506 | 16,508 | 12.2 |
| Operating income on consolidated net sales(\%) | 7.9 | 7.5 |  |  |
| Identifiable assets: |  |  | (Millions of yen) |  |
|  | March 31, 2006 | March 31, 2005 | Change | \% |
| Japan | 1,220,780 | 1,187,190 | 33,590 | 2.8 |
| The Americas | 240,726 | 206,979 | 33,747 | 16.3 |
| Europe | 235,897 | 228,568 | 7,329 | 3.2 |
| Other | 79,102 | 66,319 | 12,783 | 19.3 |
| Elimination | -152,438 | -143,410 | -9,028 | - |
| Corporate assets | 417,116 | 408,023 | 9,093 | 2.2 |
| Total | 2,041,183 | 1,953,669 | 87,514 | 4.5 |

## 7. Significant Accounting Policies (Consolidated)

## 1. Change relating to the scale of consolidation and the application of the equity method from April 1, 2005 to March 31, 2006.

Consolidated subsidiaries:
6 Additions
32 Removals
Companies accounted for by the equity method:
3 Removals

## 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) Pension and Retirement Allowances Plans

The measurement of pension costs and liabilities is determined in accordance with SFAS No.87, "Employers' Accounting for Pensions." Under SFAS 87, changes in the amount of either the projected benefit obligation or plan assets resulting from actual results different from that assumed and from changes in assumptions can result in gains and losses not yet recognized in the consolidated financial statements. Amortization of an unrecognized net gain or loss is included as a component of the net periodic benefit plan cost for a year if, as of the beginning of the year, that unrecognized net gain or loss exceeds 10 percent of the greater of (1) the projected benefit obligation or (2) the fair value of that plan's assets. In such case, the amount of amortization recognized is the resulting excess divided by the average remaining service period of active employees expected to receive benefits under the plan. The expected long-term rate of return on plan assets used for pension accounting is determined based on the historical long-term rate of return on plan assets. The discount rate is determined based on the rates of return of high-quality fixed-income investments currently available and expected to be available during the period to maturity of the pension benefits.

## (7) 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 accounting principles generally accepted in the United States of America. Actual results could differ from those estimates.

## 8. Notes to Consolidated Financial Statements

## (1) Fair Value of Marketable Securities

The securities and the respective cost, gross unrealized holding gains, gross unrealized holding losses and fair value as of March 31, 2006 and March 31, 2005 are as follows:

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| March 31, 2006 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 161 | - |  | 161 |
| Other | 1 | - |  | 1 |
|  | 162 | - |  | 162 |
| Noncurrent: |  |  |  |  |
| Equity securities | 8,034 | 15,716 | 37 | 7 23,713 |
| Corporate debt securities | 6,000 | 50 |  | 6,050 |
| Other | 171 | - |  | 171 |
| Nonmarketable securities (at cost) | 6,485 | - |  | 6,485 |
|  | 20,690 | 15,766 | 37 | 7 36,419 |
|  |  |  |  | (Millions of yen) |
| March 31, 2005 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 137 | - |  | 137 |
| Other | 1 | - |  | 1 |
|  | 138 | - |  | 138 |
| Noncurrent: |  |  |  |  |
| Equity securities | 7,479 | 9,021 | 49 | 9 16,451 |
| Corporate debt securities | 6,000 | 45 |  | 6,045 |
| Other | 1,229 | 480 |  | 1,709 |
| Nonmarketable securities (at cost) | 6,949 | - |  | 6,949 |
|  | 21,657 | 9,546 | 49 | 31,154 |

## (2) Derivatives

The Company and certain of its subsidiaries enter into various financial instrument contracts in the normal course of business and in connection with the management of their assets and liabilities. The outstanding agreements, carrying amount and estimated fair value of derivative financial instruments as of March 31, 2006 and March 31, 2005 are as follows:

|  | March 31, 2006 |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  |  | Carrying | Estimated |
|  | amount | Fair value |  |
| Interest rate swap agreements, net | 1,175 | 1,175 |  |
| Foreign currency contracts-net credit | $-1,147$ | $-1,147$ |  |
| Currency options-net credit | -270 | -270 |  |
| Total | March 31, 2005 | -242 | -242 |
|  |  | (Millions of yen) |  |
|  | Carrying | Estimated |  |
|  | amount | Fair value |  |
| Interest rate swap agreements, net | 1,683 | 1,683 |  |
| Foreign currency contracts-net credit | 181 | 181 |  |
| Currency options | -813 | -813 |  |
| Total |  | 1,051 | 1,051 |


| (3) Transactions of Ricoh with affiliates |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 |
| Account balances: | 3,493 |  |
| Receivables | 2,706 | 3,416 |
| Payables | Year ended | (Millions of yen) |
|  | March 31, 2006 ended | March 31, 2005 |
|  |  |  |
| Transactions: | 20,205 | 19,365 |
| Sales | 25,617 | 27,286 |
| Purchases | 1,175 | 1,154 |
| Dividend income |  |  |

## (4) Subsequent events

Sales of content distribution business
On April 3, 2006, the board of directors of our subsidiary, San-Ai Co., Ltd. approved the plan to sell the content distribution business currently under the control of Giga Networks Company, a division of San-Ai, to Mobile Alliance Co., Ltd., a subsidiary of Faith, Inc. Consummation of the sale is scheduled to occur on May 31, 2006. The sale price is $¥ 12.0$ billion. The gain on the sale is to be reported in our forecasted consolidated business results is expected to be approximately $¥ 5.0$ billion, net of income tax effect.

The decision to sell the content distribution business was made based on Ricoh Group's judgment that it would be best for San-Ai Co., Ltd. and Ricoh Group as a whole if such business is able to grow and develop by meeting the expectation of customers and business partners by becoming a part of the Faith group's business and further improving the quality of services.

## Ricoh Company, Ltd.

FLASH REPORT (Non-consolidated. Year ended March 31, 2006)
*Date of approval for the financial results for the year ended March 31, 2006,
at the Board of Directors' meeting: April 26, 2006
*Date of shareholders' annual meeting: Jun 28, 2006

1. Results for the Period from April 1, 2005 to March 31, 2006 (Non-consolidated)

| (1) Operating Results |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Year ended | Year ended |
|  | March 31, 2006 | March 31, 2005 |
| Net sales | 934,354 | 897,217 |
| (\% Change from the previous fiscal year) | 4.1 | 2.4 |
| Operating income | 69,712 | 56,861 |
| (\% Change from the previous fiscal year) | 22.6 | -8.5 |
| Ordinary income | 82,441 | 62,733 |
| (\% Change from the previous fiscal year) | 31.4 | 0.4 |
| Net income | 55,087 | 41,983 |
| (\% Change from the previous fiscal year) | 31.2 | -28.4 |
| Net income per share-basic (yen) | 74.81 | 56.64 |
| Net income per share-diluted (yen) | - | - |
| Return on equity (\%) | 8.1 | 6.4 |
| Ordinary income on total assets (\%) | 8.5 | 6.6 |
| Ordinary income on net sales (\%) | 8.8 | 7.0 |

Notes: i Average number of shares outstanding:
Year ended March 31, 2006 734,542,253 shares Year ended March 31, 2005 738,514,615 shares
ii No change in accounting and reporting policies
(2) Dividend Information

|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 |
| :--- | ---: | ---: |
| Cash dividends, applicable to the year (yen) | 24.00 | 20.00 |
| Half year (yen) | 12.00 | 10.00 |
| Year-end (yen) | 12.00 | 10.00 |
| Total annual dividends (millions of yen) | 17,594 | 14,735 |
| Payout Ratio (\%) | 31.9 | 35.1 |
| Dividends on shareholders' equity (\%) | 2.5 | 2.2 |


| (3) Financial Position |  | (Millions of yen) |
| :--- | ---: | ---: |
| Total assets | March 31, 2006 | March 31, 2005 |
| Shareholders' equity | 982,551 | 949,547 |
| Equity ratio (\%) | 694,752 | 659,975 |
| Equity per share (yen) | 70.7 | 69.5 |

$\frac{\text { Equity per share (yen) }}{\text { Notes: i Number of shares issued: }}$
As of March 31, 2006 730,332,556 shares As of March 31, 2005 734,795,844 shares
ii Number of Treasury stocks:
As of March 31, 2006 14,579,522 shares As of March 31, 2005 10,116,234 shares
(4) Forecast of operating results from April 1, 2006 to March 31, 2007 (Non-consolidated)

|  | Half year ending <br> Year ending <br> September 30, 2006 | March 31, 2007 |
| :--- | ---: | ---: |
| Net sales (Millions of yen) | 475,000 | $1,000,000$ |
| Ordinary income (Millions of yen) | 41,500 | 93,500 |
| Net income (Millions of yen) | 27,500 | 62,000 |
| Cash dividends, applicable to the year (yen) | - | 28.00 |
| Half year (yen) | 13.00 | - |
| Year-end (yen) | - | 15.00 |
| N |  |  |

Note: $\quad$ Net income per share $¥ 84.89$

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the half year ending September 30, 2006 and year ending March 31, 2007. 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.

## 9. Non-consolidated Performance

## (1) Statement of Income (Non-consolidated)

For the years ended March 31, 2006 and 2005.

| For the years ended March 31, 2006 and 2005. |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change(\%) |  |
| Net sales | 934,354 | 897,217 | 37,137 | (4.1) |
| Cost of sales | 645,496 | 619,968 | 25,528 | (4.1) |
| Percentage of net sales (\%) | 69.1 | 69.1 |  |  |
| Gross profit | 288,857 | 277,249 | 11,608 | (4.2) |
| Percentage of net sales (\%) | 30.9 | 30.9 |  |  |
| Selling, general and administrative expenses | 219,144 | 220,387 | -1,243 | (-0.6) |
| Percentage of net sales (\%) | 23.5 | 24.6 |  |  |
| Selling expenses | 47,413 | 47,656 | -243 |  |
| General and administrative expenses | 171,730 | 172,731 | -1,001 |  |
| Operating income | 69,712 | 56,861 | 12,851 | (22.6) |
| Percentage of net sales (\%) | 7.5 | 6.3 |  |  |
| Non-operating income | 15,728 | 11,824 | 3,904 | (33.0) |
| Percentage of net sales (\%) | 1.7 | 1.3 |  |  |
| Interest | 2,991 | 2,324 | 667 |  |
| Interest on securities | 63 | 113 | -50 |  |
| Dividends | 4,940 | 4,187 | 753 |  |
| Exchange gain | 2,874 | 1,731 | 1,143 |  |
| Miscellaneous income | 4,858 | 3,467 | 1,391 |  |
| Non-operating expenses | 3,000 | 5,952 | -2,952 | (-49.6) |
| Percentage of net sales (\%) | 0.3 | 0.7 |  |  |
| Interest | 10 | 5 | 5 |  |
| Interest on bonds | 699 | 1,469 | -770 |  |
| Loss on disposition of fixed assets | 1,934 | 3,445 | -1,511 |  |
| Miscellaneous expenses | 356 | 1,032 | -676 |  |
| Ordinary income | 82,441 | 62,733 | 19,708 | (31.4) |
| Percentage of net sales (\%) | 8.8 | 7.0 |  |  |
| Extraordinary income | 1,662 | - | 1,662 |  |
| Percentage of net sales (\%) | 0.2 | - | - |  |
| Gain on sales of fixed assets | 1,662 | - | 1,662 |  |
| Income before income taxes | 84,103 | 62,733 | 21,370 | (34.1) |
| Percentage of net sales (\%) | 9.0 | 7.0 |  |  |
| Provision for income taxes | 27,400 | 11,500 | 15,900 | (138.3) |
| Percentage of net sales (\%) | 2.9 | 1.3 |  |  |
| Corporate and other tax adjustments | 1,616 | 9,250 | -7,634 | (-82.5) |
| Percentage of net sales (\%) | 0.2 | 1.0 |  |  |
| Net income | 55,087 | 41,983 | 13,104 | (31.2) |
| Percentage of net sales (\%) | 5.9 | 4.7 |  |  |
| Retained earnings at beginning of year | 9,404 | 9,630 | -226 |  |
| Reversal of reserve for social contribution | 83 | 88 | -5 |  |
| Loss on disposal of Treasury stock | 4 | 1,922 | -1,918 |  |
| Interim dividends | 8,830 | 7,387 | 1,443 |  |
| $\underline{\text { Retained earnings at end of year }}$ | 55,740 | 42,392 | 13,348 |  |

Reference:
Exchange rate

|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 |
| :--- | ---: | ---: |
| US\$ 1 | 112.95 | 107.64 |
| EURO 1 | 138.02 | 135.29 |

## (2) Balance Sheets (Non-consolidated)

March 31, 2006 and 2005

| Assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2006 | March 31, 2005 | Change |
| Current Assets | 481,056 | 485,067 | -4,011 |
| Cash on hand and in banks | 8,689 | 10,148 | -1,459 |
| Notes receivable-trade | 7,540 | 7,983 | -443 |
| Accounts receivable-trade | 235,393 | 213,503 | 21,890 |
| Marketable securities | 50,985 | 128,186 | -77,201 |
| Finished goods | 26,352 | 29,336 | -2,984 |
| Raw materials | 3,405 | 3,665 | -260 |
| Work-in-process | 6,806 | 6,348 | 458 |
| Supplies | 7,820 | 6,924 | 896 |
| Prepaid expenses | 3,624 | 3,037 | 587 |
| Deferred tax assets | 12,703 | 11,706 | 997 |
| Accounts receivable-other | 14,510 | 29,510 | -15,000 |
| Short-term loans receivable | 102,411 | 33,753 | 68,658 |
| Other current assets | 2,394 | 2,455 | -61 |
| Allowance for doubtful accounts | -1,582 | -1,492 | -90 |
| Fixed Assets | 501,494 | 464,480 | 37,014 |
| Tangible Fixed Assets | 130,374 | 108,949 | 21,425 |
| Buildings | 48,532 | 40,423 | 8,109 |
| Structures | 1,894 | 1,783 | 111 |
| Machinery and equipment | 19,391 | 18,422 | 969 |
| Vehicles | 19 | 12 | 7 |
| Tools | 21,997 | 17,521 | 4,476 |
| Land | 29,261 | 25,980 | 3,281 |
| Construction in progress | 9,277 | 4,806 | 4,471 |
| Intangible Fixed Assets | 31,359 | 30,945 | 414 |
| Patent rights | 319 | 442 | -123 |
| Leased property rights | 8,479 | 8,479 |  |
| Software | 22,190 | 21,741 | 449 |
| Other intangible fixed assets | 370 | 282 | 88 |
| Investments and Other Assets | 339,761 | 324,584 | 15,177 |
| Investment securities | 33,217 | 28,058 | 5,159 |
| Affiliates' securities | 191,797 | 184,437 | 7,360 |
| Investment in affiliates | 25,974 | 28,440 | -2,466 |
| Long-term loans receivable | 14 | 24 | -10 |
| Long-term loans to affiliates | 80,799 | 70,145 | 10,654 |
| Bankruptcy and rehabilitation debts | 216 | 18 | 198 |
| Deferred tax assets | 1,620 | 7,073 | -5,453 |
| Lease deposit | 7,009 | 6,515 | 494 |
| Other investments | 2,072 | 2,564 | -492 |
| Allowance for doubtful accounts | -2,962 | -2,693 | -269 |
| Total Assets | 982,551 | 949,547 | 33,004 |
| Reference: <br> Exchange rate |  |  |  |
|  | March 31,2006 | March 31,2005 |  |
|  | 117.47 | 107.39 |  |
|  | 142.81 | 138.87 |  |

March 31, 2006 and 2005

| Liabilities | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2006 | March 31, 2005 | Change |
| Current Liabilities | 261,871 | 225,887 | 35,984 |
| Notes payable-trade | 4,641 | 6,033 | -1,392 |
| Accounts payable-trade | 133,036 | 109,598 | 23,438 |
| Bonds maturing within one year | 35,000 | 40,000 | -5,000 |
| Accounts payable-other | 17,112 | 13,650 | 3,462 |
| Accrued expenses | 33,153 | 34,872 | -1,719 |
| Accrued corporate tax | 21,308 | 3,061 | 18,247 |
| Advances by customers | 380 | 378 | 2 |
| Deposits payable | 3,148 | 3,517 | -369 |
| Accrued bonuses | 11,872 | 11,855 | 17 |
| Warranty reserve | 418 | 389 | 29 |
| Derivative liabilities, at fair value | 297 | 1,066 | -769 |
| Other current liabilities | 1,503 | 1,465 | 38 |
| Fixed Liabilities | 25,927 | 63,683 | -37,756 |
| Bonds | 25,000 | 60,000 | -35,000 |
| Long-term Accounts payable-other | - | 2,810 | -2,810 |
| Retirement benefit obligation | 417 | 352 | 65 |
| Reserve for directors' retirement allowances | 510 | 519 | -9 |
| Total Liabilities | 287,799 | 289,571 | -1,772 |


| Shareholders' Equity |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 | Change |
|  |  |  |  |
| Common Stock | 135,364 | 135,364 | - |
| Additional paid-in-capital | 180,804 | 179,522 | 1,282 |
| Legal capital reserve | 180,804 | 179,522 | 1,282 |
| Retained earnings | 399,153 | 360,404 | 38,749 |
| Legal reserve | 14,955 | 14,955 | - |
| Voluntary reserves | 328,457 | 303,057 | 25,400 |
| $\quad$ Reserve for deferral of capital gain on property | 550 | 574 | -24 |
| Reserve for special depreciation | 1,272 | 802 | 470 |
| Reserve for warranty on computer programs | 167 | 218 | -51 |
| Reserve for social contribution | 117 | 112 | 5 |
| General reserve | 326,350 | 301,350 | 25,000 |
| Unappropriated retained earnings | 55,740 | 42,392 | 13,348 |
| Net unrealized holding gains on securities | 8,769 | 4,598 | 4,171 |
| Treasury stock | $-29,339$ | $-19,914$ | $-9,425$ |
|  |  |  |  |
| Total Shareholders' Equity | 694,752 | 659,975 | 34,777 |
| Total Liabilities and Shareholders' Equity | 982,551 | 949,547 | 33,004 |

## Reference:

Exchange rate

|  | March 31,2006 | March 31,2005 |
| :---: | ---: | ---: |
| US\$ 1 | 117.47 | 107.39 |
| EURO 1 | 142.81 | 138.87 |

## (3) Proposed Appropriation of Retained Earnings

|  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: |
|  | Year ended <br> March 31, 2006 | Year ended <br> March 31, 2005 | Change |
| Unappropriated retained earnings at end of year | 55,740 | 42,392 | 13,348 |
| Reversal of reserve for deferral of capital gain on property | 22 | 24 | -2 |
| Reversal of reserve for special depreciation | 393 | 186 | 207 |
| Reversal of reserve for warranty on computer programs | 28 | 50 | -22 |
| Total | 56,185 | 42,653 | 13,532 |

To be appropriated as follows:

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2006 | Year ended March 31, 2005 | Change |
| Cash dividends | 8,763 | 7,347 | 1,416 |
| Dividends per share (yen) | 12.00 | 10.00 |  |
| Director bonuses | 135 | 155 | -20 |
| Reserve for special depreciation | 736 | 657 | 79 |
| Reserve for social contribution | 83 | 88 | -5 |
| General reserve | 36,000 | 25,000 | 11,000 |
| Retained earnings brought forward to the next year | 10,465 | 9,404 | 1,061 |

Notes:
On December 1,2005 , the Company made interim cash dividends of $¥ 12.00$ per share totaling $¥ 8,830,471,500$.

## Significant Accounting Policies (Non-consolidated)

1. Accounting policy for assets
(1) Inventories are stated at the lower of average cost.
(2) Securities
i Securities of subsidiaries and affiliates are stated at moving average cost.
ii Other securities:
Marketable securities are marked to market based on the market price at the end of the term and other factors (accounting for all valuation differences with the full capital injection method; the cost of securities sold is valued at moving average cost.)
Non-marketable securities are stated at cost based on the moving average method.
(3) Derivatives are stated at market value.
2. Depreciation of fixed assets
(1) Tangible fixed assets

Tangible fixed assets are depreciated using the declining balance method.
For buildings (excluding fixtures) secured on and after April 1, 1998, however, Ricoh uses straight-line depreciation.
(2) Intangible fixed assets

Ricoh uses straight-line depreciation for intangible fixed assets.
With software for sale in the marketplace, however, the Company records the larger of a depreciation based on projected sales profits or a uniform depreciation based on a projected effective sales period for the balance. The initially projected effective sale term is three years. With software for internal use, the company uses straight-line depreciation on a usable period of five years.
3. Basis for provision of reserves
(1) Allowance for Doubtful Accounts

The allowance for doubtful accounts is provided to cover possible losses from bad debts and represents possible individual doubtful accounts based on historical default rates and the potential for irrecoverableness.
(2) Reserve for Accrued Bonuses

The reserve for accrued bonuses is provided by estimating the amount of bonuses payable to employees for the current financial year under our corporate rules for calculating such bonus payment.
(3) Warranty reserve

To cover product after-sales service expenses, the Company calculates the product warranty reserve based on projected service costs during warranty terms.
(4) Reserve for Retirement Benefit Obligations

To cover projected employee benefits, the Company records the estimated obligations at the end of current fiscal year based on projected year-end benefit obligations and plan assets. The company uses straight-line depreciation for actuarial gains or losses and for prior service costs over averaged remaining employment term. (15years)
(5) Reserve for Directors' Retirement Allowances

At year-end, Ricoh calculates the amounts required under internal rules to pay directors retirement allowances.

## 4. Leasing

Finance leases for which ownership does not transfer to lessees are accounted for as operating leases.

## 5. Hedge accounting

(1) Hedge Accounting Methods

With currency swaps, the Company hedges by assigning transactions that meet assignment requirements.
(2) Hedging Instruments and Targets

There is no Hedging Instrument or Hedging Target at the end of current fiscal year
(3) Hedging policies

In keeping with its internal Market Risk Management Rules, Ricoh uses derivatives to manage the exposure of its assets and liabilities to market fluctuations.
(4) Hedge Effectiveness

Ricoh assesses the effectiveness of hedges by analyzing the ratios of the total market fluctuations of hedged targets and instruments.
6. Others

Consumption taxes
Consumption taxes are excluded from revenues and expenses. The refundable consumption tax at the end of the year is included in "Other current assets", after offsetting suspense payments and receipt of consumption taxes and etc.
(Impairment of fixed assets)
Effective April 1,2005, Ricoh Adopted "Accounting Standard for Impairment of Fixed Assets" issued by the Business Accounting Council on August 9,2002 and Financial Accounting Standard Implementation Guidance No.6,"Implementation Guidance for Accounting Standard for Impairment of Fixed Assets"issued by the Accounting Standards Board of Japan on October 31,2003.
There is no effect on profit(loss) for the current year or total shareholder's equity as of March 31,2006 attributable to this change.

## Notes to Non-consolidated Financial Statements

| (Balance Sheets) | (Millions of yen) |  |
| :--- | ---: | ---: |
|  | March 31, 2006 | March 31, 2005 |
| 1. Accumulated depreciation on tangible fixed assets | 347,019 | 335,627 |
| 2. Trade notes receivable discounted with banks | 48 | 46 |
| 3. Guarantee obligations | 117 | 168 |

## (Lease Transaction)

Ricoh left note for lease transaction out because the Company discloses financial statements on the electronic disclosure system, regulated in paragraph 30-6 of the Securities and Exchange Law No. 27.

## (Securities)

Fair values of subsidiaries and affiliates

1. Year ended March 31, 2005

| (Millions of yen) | Balance Sheets | Fair value | Difference |
| :--- | ---: | ---: | ---: | ---: |
| Securities of consolidated companies | 7,253 | 50,996 | 43,743 |
| Securities of affiliated companies | 6,935 | 55,447 | 48,512 |
| Total | 14,189 | 106,444 | 92,255 |

2. Year ended March 31, 2006

| (Millions of yen) | Balance Sheets | Fair value | Difference |
| :--- | ---: | ---: | ---: |
| Securities of consolidated companies | 7,229 | 67,244 | 60,015 |
| Securities of affiliated companies | 6,935 | 57,577 | 50,641 |
| Total | 14,165 | 124,821 | 110,656 |

## (Tax Effect Accounting)

1. The prime components of deferred tax assets and liabilities are as follows:

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | March 31, 2006 | March 31, 2005 |
| Deferred tax assets: |  |  |
| Retirement benefit obligation | 9,896 | 9,846 |
| Accrued bonuses | 4,809 | 4,802 |
| Loss on valuation of securities | 2,143 | 3,138 |
| Accrued enterprise tax | 2,118 | 1,094 |
| Depreciation and amortization | 1,142 | 1,343 |
| Inventory revaluation | 971 | 1,085 |
| Other | 7,515 | 8,691 |
| Total deferred tax assets | 28,594 | 29,999 |
|  |  |  |
|  | March 31, 2006 | March 31, 2005 |
| Deferred tax liabilities: |  |  |
| Retirement benefit trust establishment | -6,745 | -6,745 |
| Net unrealized holding gains on securities | -5,972 | -3,132 |
| Reserve for special depreciation | -1,100 | -854 |
| Reserve for deferral of capital gain on property | -359 | -375 |
| Reserve for warranty on computer programs | -95 | -114 |
| Total deferred tax liabilities | -14,271 | -11,220 |
|  |  |  |
|  | March 31, 2006 | March 31, 2005 |
| Net deferred tax assets | 14,323 | 18,779 |
| Included in current assets | 12,703 | 11,706 |
| Included in investment and other assets | 1,620 | 7,073 |

> 2. Difference in normal effective statutory tax rate and effective tax rate after applying tax effective accounting

| Normal effective statutory tax rate | $40.5 \%$ |
| :--- | :---: |
| (Reconciliation) |  |
| Permanently non-deductible expenses | 0.2 |
| Permanently non-taxable income | -1.2 |
| Tax credit for foreign taxes | -0.4 |
| Tax credit for research and development expenses | -5.3 |
| Other | 0.7 |
| Effective tax rate | $34.5 \%$ |

## -APPENDIX- (Year ended March 31, 2006)

## 1. Consolidated Quarterly Performance Outline

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | Change(\%) | 2Q | Change(\%) | 3Q | Change(\%) | 4Q | Change(\%) |
| Net sales | 452.9 | 3.8 | 470.0 | 7.0 | 475.7 | 7.2 | 516.3 | 4.4 |
| Gross profit | 194.7 | 2.9 | 193.5 | 10.8 | 201.1 | 4.7 | 210.2 | 5.8 |
| Operating income | 37.2 | -5.3 | 29.6 | 61.3 | 37.0 | -4.2 | 48.0 | 23.0 |
| Income before income taxes | 38.0 | -7.8 | 31.3 | 67.0 | 38.7 | 11.7 | 48.0 | 18.3 |
| Net income | 23.7 | -4.7 | 19.1 | 75.2 | 23.0 | 3.5 | 31.1 | 24.3 |
| Net income per share (yen) | 32.32 | - | 26.08 | - | 31.34 | - | 42.59 |  |
| Total assets | 1,899.9 |  | 1,948.5 | - | 1,990.8 |  | 2,041.1 |  |
| Shareholders' equity | 879.6 | - | 905.6 | - | 929.5 | - | 960.2 | - |
| Shareholders' equity per share (yen) | 1,198.48 | - | 1,233.08 | - | 1,265.83 | - | 1,316.21 | - |
| Cash flows from operating activities | 48.3 | - | 25.0 | - | 20.1 | - | 83.3 | - |
| Cash flows from investing activities | -36.0 | - | -25.8 | - | -29.3 | - | -28.8 | - |
| Cash flows from financing activities | -52.4 | - | 2.6 | - | 17.7 | - | -27.9 | - |
| Cash and cash equivalents at end of period | 144.6 | - | 148.0 | - | 154.8 | - | 187.0 | - |


| (2) Capital expenditures and Depreciation |  |  | (Billions of yen) |  |
| :--- | :--- | :---: | :---: | :---: |
|  | 1 Q | 2 Q | 3 Q | 4 Q |
| Capital expenditures | 34.7 | 23.4 | 21.2 | 22.6 |
| Depreciation for tangible fixed assets | 15.6 | 15.4 | 17.6 | 18.7 |

(3) R\&D Expenditures (Billions of yen)

|  | 1 Q | 2 Q | 3 Q | 4 Q |
| :--- | ---: | ---: | ---: | ---: |
| R\&D expenditures | 25.5 | 29.4 | 27.2 | 28.2 |
| R\&D expenditures / Total Sales (\%) | 5.6 | 6.3 | 5.7 | 5.5 |


| (4) Interest income (expenses) net |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 1 Q | 2 Q | 3 Q | (Billions of yen) |
| Interest income (expenses) net | -0.3 | -0.4 | -0.5 | -0.9 |

(5) Exchange Rate

|  | 1 Q | 2 Q | 3 Q | 4 Q |
| :--- | :--- | :--- | :--- | :--- |
| Exchange rate (Yen/US\$) | 107.60 | 111.22 | 117.24 | 117.01 |
| Exchange rate (Yen/EURO) | 135.55 | 135.79 | 139.41 | 140.72 |

(Three months ended March 31, 2006 and 2005)
(Millions of yen)

|  | Three months ended <br> March 31, 2006 | Three months ended <br> March 31, 2005 | Change | \% | Change excluding exchange impact | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Solution Business> |  |  |  |  |  |  |
| Imaging Solution Business | 386,298 | 355,169 | 31,129 | 8.8 | 16,433 | 4.6 |
| Percentage of net sales (\%) | 74.8 | 71.9 |  |  |  |  |
| Domestic | 152,818 | 153,134 | -316 | -0.2 | -316 | -0.2 |
| Overseas | 233,480 | 202,035 | 31,445 | 15.6 | 16,749 | 8.3 |
| Network System Solution Business | 56,663 | 61,671 | -5,008 | -8.1 | -5,134 | -8.3 |
| Percentage of net sales (\%) | 11.0 | 12.4 |  |  |  |  |
| Domestic | 53,769 | 59,476 | -5,707 | -9.6 | -5,707 | -9.6 |
| Overseas | 2,894 | 2,195 | 699 | 31.8 | 573 | 26.1 |
| Office Solution Business Total | 442,961 | 416,840 | 26,121 | 6.3 | 11,299 | 2.7 |
| Percentage of net sales (\%) | 85.8 | 84.3 |  |  |  |  |
| Domestic | 206,587 | 212,610 | -6,023 | -2.8 | -6,023 | -2.8 |
| Overseas | 236,374 | 204,230 | 32,144 | 15.7 | 17,322 | 8.5 |
| The Americas | 99,842 | 82,901 | 16,941 | 20.4 | 6,852 | 8.3 |
| Europe | 112,186 | 101,998 | 10,188 | 10.0 | 7,326 | 7.2 |
| Other | 24,346 | 19,331 | 5,015 | 25.9 | 3,144 | 16.3 |
| <Industry Business> |  |  |  |  |  |  |
| Industry Business | 32,462 | 34,557 | -2,095 | -6.1 | -2,762 | -8.0 |
| Percentage of net sales (\%) | 6.3 | 7.0 |  |  |  |  |
| Domestic | 18,639 | 24,404 | -5,765 | -23.6 | -5,765 | -23.6 |
| Overseas | 13,823 | 10,153 | 3,670 | 36.1 | 3,003 | 29.6 |
| The Americas | 5,249 | 2,587 | 2,662 | 102.9 | 2,168 | 83.8 |
| Europe | 4,503 | 4,251 | 252 | 5.9 | 156 | 3.7 |
| Other | 4,071 | 3,315 | 756 | 22.8 | 679 | 20.5 |
| <Other Business> |  |  |  |  |  |  |
| Other Business | 40,877 | 42,909 | -2,032 | -4.7 | -2,353 | -5.5 |
| Percentage of net sales (\%) | 7.9 | 8.7 |  |  |  |  |
| Domestic | 35,048 | 35,464 | -416 | -1.2 | -416 | -1.2 |
| Overseas | 5,829 | 7,445 | -1,616 | -21.7 | -1,937 | -26.0 |
| The Americas | 230 | 533 | -303 | -56.8 | -326 | -61.2 |
| Europe | 1,603 | 2,060 | -457 | -22.2 | -495 | -24.0 |
| Other | 3,996 | 4,852 | -856 | -17.6 | -1,116 | -23.0 |
| Grand Total | 516,300 | 494,306 | 21,994 | 4.4 | 6,184 | 1.3 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 260,274 | 272,478 | -12,204 | -4.5 | -12,204 | -4.5 |
| Percentage of net sales (\%) | 50.4 | 55.1 |  |  |  |  |
| Overseas | 256,026 | 221,828 | 34,198 | 15.4 | 18,388 | 8.3 |
| Percentage of net sales (\%) | 49.6 | 44.9 |  |  |  |  |
| The Americas | 105,321 | 86,021 | 19,300 | 22.4 | 8,694 | 10.1 |
| Percentage of net sales (\%) | 20.4 | 17.4 |  |  |  |  |
| Europe | 118,292 | 108,309 | 9,983 | 9.2 | 6,987 | 6.5 |
| Percentage of net sales (\%) | 22.9 | 21.9 |  |  |  |  |
| Other | 32,413 | 27,498 | 4,915 | 17.9 | 2,707 | 9.8 |
| Percentage of net sales (\%) | 6.3 | 5.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 117.01$ | $¥ 104.60$ | $¥ 12.4$ |  |  |  |
| EURO 1 | $¥ 140.72$ | $¥ 137.26$ | $¥ 3.46$ |  |  |  |

Each category includes the following product line:
Imaging Solution Business Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
Network System Solution Business Personal computers, PC servers, network systems and network related software
Industry Business Optical discs and digital camera


Each category includes the following product line:
Imaging Solution Business
Network System Solution Busines
Personal computers, PC servers, network systems and network related software
Industry Business
Thermal media, optical equipments, semiconductors, electronic component and measuring equipments
Other Business

|  | Three months ended March 31, 2006 | Three months ended March 31, 2005 | Change | \% | Change excluding exchange impact | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Equipment> |  |  |  |  |  |  |
| Imaging Solutions: |  |  |  |  |  |  |
| Digital Imaging Systems | 141,860 | 142,583 | -723 | -0.5 | -6,968 | -4.9 |
| Percentage of net sales (\%) | 27.5 | 28.8 |  |  |  |  |
| Domestic | 56,223 | 60,962 | -4,739 | -7.8 | -4,739 | -7.8 |
| Overseas | 85,637 | 81,621 | 4,016 | 4.9 | -2,229 | -2.7 |
| Other Imaging Systems | 37,765 | 37,592 | 173 | 0.5 | -1,209 | -3.2 |
| Percentage of net sales (\%) | 7.3 | 7.7 |  |  |  |  |
| Domestic | 12,532 | 12,989 | -457 | -3.5 | -457 | -3.5 |
| Overseas | 25,233 | 24,603 | 630 | 2.6 | -752 | -3.1 |
| Total Imaging Solutions | 179,625 | 180,175 | -550 | -0.3 | -8,177 | -4.5 |
| Percentage of net sales (\%) | 34.8 | 36.5 |  |  |  |  |
| Domestic | 68,755 | 73,951 | -5,196 | -7.0 | -5,196 | -7.0 |
| Overseas | 110,870 | 106,224 | 4,646 | 4.4 | -2,981 | -2.8 |
| Network Input/Output Systems: |  |  |  |  |  |  |
| Printing Systems | 217,034 | 184,704 | 32,330 | 17.5 | 24,784 | 13.4 |
| Percentage of net sales (\%) | 42.0 | 37.4 |  |  |  |  |
| Domestic | 85,994 | 81,243 | 4,751 | 5.8 | 4,751 | 5.8 |
| Overseas | 131,040 | 103,461 | 27,579 | 26.7 | 20,033 | 19.4 |
| Other Input/Output Systems | 2,079 | 4,486 | -2,407 | -53.7 | -2,427 | -54.1 |
| Percentage of net sales (\%) | 0.4 | 0.9 |  |  |  |  |
| Domestic | 938 | 1,326 | -388 | -29.3 | -388 | -29.3 |
| Overseas | 1,141 | 3,160 | -2,019 | -63.9 | -2,039 | -64.5 |
| Total Network Input/Output Systems | 219,113 | 189,190 | 29,923 | 15.8 | 22,357 | 11.8 |
| Percentage of net sales (\%) | 42.4 | 38.3 |  |  |  |  |
| Domestic | 86,932 | 82,569 | 4,363 | 5.3 | 4,363 | 5.3 |
| Overseas | 132,181 | 106,621 | 25,560 | 24.0 | 17,994 | 16.9 |
| Network System Solutions | 58,177 | 63,326 | -5,149 | -8.1 | -5,275 | -8.3 |
| Percentage of net sales (\%) | 11.3 | 12.7 |  |  |  |  |
| Domestic | 55,283 | 61,131 | -5,848 | -9.6 | -5,848 | -9.6 |
| Overseas | 2,894 | 2,195 | 699 | 31.8 | 573 | 26.1 |
| Office Equipment Total | 456,915 | 432,691 | 24,224 | 5.6 | 8,905 | 2.1 |
| Percentage of net sales (\%) | 88.5 | 87.5 |  |  |  |  |
| Domestic | 210,970 | 217,651 | -6,681 | -3.1 | -6,681 | -3.1 |
| Overseas | 245,945 | 215,040 | 30,905 | 14.4 | 15,586 | 7.2 |
| The Americas | 102,809 | 85,853 | 16,956 | 19.8 | 6,547 | 7.6 |
| Europe | 116,600 | 106,523 | 10,077 | 9.5 | 7,115 | 6.7 |
| Other | 26,536 | 22,664 | 3,872 | 17.1 | 1,924 | 8.5 |
| < Other Businesses > |  |  |  |  |  |  |
| Other Businesses | 59,385 | 61,615 | -2,230 | -3.6 | -2,721 | -4.4 |
| Percentage of net sales (\%) | 11.5 | 12.5 |  |  |  |  |
| Domestic | 49,304 | 54,827 | -5,523 | -10.1 | -5,523 | -10.1 |
| Overseas | 10,081 | 6,788 | 3,293 | 48.5 | 2,802 | 41.3 |
| The Americas | 2,512 | 168 | 2,344 | 1,395.2 | 2,147 | 1,278.0 |
| Europe | 1,692 | 1,786 | -94 | -5.3 | -128 | -7.2 |
| Other | 5,877 | 4,834 | 1,043 | 21.6 | 783 | 16.2 |
| Grand Total | 516,300 | 494,306 | 21,994 | 4.4 | 6,184 | 1.3 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 260,274 | 272,478 | -12,204 | -4.5 | -12,204 | -4.5 |
| Percentage of net sales (\%) | 50.4 | 55.1 |  |  |  |  |
| Overseas | 256,026 | 221,828 | 34,198 | 15.4 | 18,388 | 8.3 |
| Percentage of net sales (\%) | 49.6 | 44.9 |  |  |  |  |
| The Americas | 105,321 | 86,021 | 19,300 | 22.4 | 8,694 | 10.1 |
| Percentage of net sales (\%) | 20.4 | 17.4 |  |  |  |  |
| Europe | 118,292 | 108,309 | 9,983 | 9.2 | 6,987 | 6.5 |
| Percentage of net sales (\%) | 22.9 | 21.9 |  |  |  |  |
| Other | 32,413 | 27,498 | 4,915 | 17.9 | 2,707 | 9.8 |
| Percentage of net sales (\%) | 6.3 | 5.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 117.01$ | $¥ 104.60$ | $¥ 12.4$ |  |  |  |
| EURO 1 | $¥ 140.72$ | $¥ 137.26$ | $¥ 3.46$ |  |  |  |

Each category includes the following product line:
Digital Imaging Systems


Each category includes the following product line:
Digital Imaging Systems
Other Imaging Systems
Printing Systems
Other Input/Output Systems
Digital PPCs, color PPCs, digital duplicators and facsimile machines Analog PPCs, diazo copiers, and thermal paper MFPs(multifunctional printers), laser printers and software Optical discs and system scanners
Personal computers, PC servers, network systems and network related software Optical equipments, metering equipments and semiconductors

## 4. Forecast of Consolidated Sales by Product Category

| of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Year ending March 31, 2007 |  |  |  | Half year ending September 30, 2006 |  |  |  |
|  | Mar.31,06 | Forecast | Change <br> \% | Forecast(*) | Change <br> \% | Forecast | Change <br> \% | Forecast(*) | Change <br> \% |
| <Office Solution Business> |  |  |  |  |  |  |  |  |  |
| Imaging Solution Business | 1,446.6 | 1,564.5 | 8.1 | 1,553.1 | 7.4 | 739.8 | 6.7 | 724.1 | 4.5 |
| Domestic | 585.3 | 608.5 | 4.0 | 608.5 | 4.0 | 293.9 | 1.6 | 293.9 | 1.6 |
| Overseas | 861.2 | 956.0 | 11.0 | 944.6 | 9.7 | 445.9 | 10.4 | 430.2 | 6.5 |
| Network system Solution Business | 190.5 | 202.1 | 6.0 | 202.1 | 6.0 | 98.3 | 5.5 | 98.3 | 5.5 |
| Domestic | 181.1 | 190.4 | 5.1 | 190.4 | 5.1 | 93.0 | 4.5 | 93.0 | 4.5 |
| Overseas | 9.4 | 11.7 | 23.9 | 11.7 | 23.9 | 5.3 | 27.2 | 5.3 | 27.2 |
| Office Solution Business Total | 1,637.2 | 1,766.6 | 7.9 | 1,755.2 | 7.2 | 838.1 | 6.6 | 822.4 | 4.6 |
| Domestic | 766.5 | 798.9 | 4.2 | 798.9 | 4.2 | 386.9 | 2.3 | 386.9 | 2.3 |
| Overseas | 870.7 | 967.7 | 11.1 | 956.3 | 9.8 | 451.2 | 10.6 | 435.5 | 6.7 |
| The Americas | 368.1 | 409.0 | 11.1 | 404.0 | 9.7 | 191.5 | 9.8 | 182.4 | 4.6 |
| Europe | 412.5 | 456.5 | 10.7 | 450.2 | 9.1 | 211.1 | 10.5 | 204.7 | 7.1 |
| Other | 89.9 | 102.2 | 13.6 | 102.1 | 13.5 | 48.6 | 14.0 | 48.4 | 13.6 |
| <Industry Business> |  |  |  |  |  |  |  |  |  |
| Industry Business | 120.6 | 129.0 | 6.9 | 128.7 | 6.7 | 61.9 | 5.9 | 61.3 | 4.9 |
| Domestic | 72.3 | 73.4 | 1.4 | 73.4 | 1.4 | 36.2 | 0.3 | 36.2 | 0.3 |
| Overseas | 48.2 | 55.6 | 15.2 | 55.3 | 14.6 | 25.7 | 14.8 | 25.1 | 12.1 |
| The Americas | 17.3 | 21.3 | 22.5 | 21.2 | 21.9 | 9.1 | 10.7 | 8.7 | 5.8 |
| Europe | 16.0 | 17.3 | 7.8 | 17.1 | 6.5 | 8.6 | 15.1 | 8.4 | 12.4 |
| Other | 14.8 | 17.0 | 14.7 | 17.0 | 14.7 | 8.0 | 19.6 | 8.0 | 19.6 |
| <Other Business> |  |  |  |  |  |  |  |  |  |
| Other Business | 157.2 | 154.4 | -1.8 | 154.4 | -1.8 | 77.0 | -1.6 | 77.0 | -1.6 |
| Domestic | 133.1 | 127.7 | -4.1 | 127.7 | -4.1 | 63.9 | -4.1 | 63.9 | -4.1 |
| Overseas | 24.0 | 26.7 | 11.1 | 26.7 | 11.1 | 13.1 | 12.3 | 13.1 | 12.3 |
| The Americas | 1.8 | 3.2 | 74.2 | 3.2 | 74.2 | 1.7 | 28.7 | 1.7 | 28.7 |
| Europe | 6.2 | 6.6 | 6.4 | 6.6 | 6.4 | 3.7 | 29.3 | 3.7 | 29.3 |
| Other | 16.0 | 16.9 | 5.6 | 16.9 | 5.6 | 7.7 | 2.9 | 7.7 | 2.9 |
| Grand Total | 1,915.0 | 2,050.0 | 7.0 | 2,038.3 | 6.4 | 977.0 | 5.8 | 960.7 | 4.1 |
| Domestic | 972.0 | 1,000.0 | 2.9 | 1,000.0 | 2.9 | 487.0 | 1.3 | 487.0 | 1.3 |
| Overseas | 943.0 | 1,050.0 | 11.3 | 1,038.3 | 10.1 | 490.0 | 10.8 | 473.7 | 7.1 |
| The Americas | 387.4 | 433.5 | 11.9 | 428.4 | 10.6 | 202.3 | 10.0 | 192.8 | 4.8 |
| Europe | 434.8 | 480.4 | 10.5 | 473.9 | 9.0 | 223.4 | 10.9 | 216.8 | 7.6 |
| Other | 120.8 | 136.1 | 12.7 | 136.0 | 12.6 | 64.3 | 13.2 | 64.1 | 12.9 |

* Excluding foreign exchange impact

| Reference: | Year ended Mar. 31, ’06 |
| :---: | :---: |
| Exchange rate | (Results) |
| US\$ 1 | $¥ 113.26$ |
| EURO 1 | $¥ 137.86$ |


| Year ending Mar. 31, ${ }^{\prime} 07$ | Half year ending Sept. 30, ’06 |
| :---: | :---: |
| (Forecast) | (Forecast) |
| $¥ 115.00$ | $¥ 115.00$ |
| $¥ 140.00$ | $¥ 140.00$ |

Each category includes the following product line:
Imaging Solution Business
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
Network System Solution Business
Personal computers, PC servers, network systems and network related software
Thermal media, optical equipments, semiconductors, electronic component and measuring equipments
Industry Business
Other Business Optical discs and digital camera

