## INTERIM REPORT

Half year ended September 30, 2005
(Results for the Period from April 1, 2005 to September 30, 2005)
Three months ended September 30, 2005
(Results for the Period from July 1, 2005 to September 30, 2005)

## Performance Outline (Consolidated)

(1) Half year ended September 30, 2005, 2004 and Year ending March 31, 2006 (Forecast)

|  |  |  |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 (Results) | Half year ended September 30, 2004 (Results) | Change | $\qquad$ | Change |
| Domestic sales | 480.9 | 469.1 | 2.5\% | 999.7 | 2.7\% |
| Overseas sales | 442.1 | 406.8 | 8.7\% | 900.3 | 7.0\% |
| Net sales | 923.0 | 876.0 | 5.4\% | 1,900.0 | 4.7\% |
| Gross profit | 388.2 | 363.8 | 6.7\% | 804.0 | 6.5\% |
| Operating income | 66.9 | 57.7 | 15.8\% | 160.0 | 18.1\% |
| Income before income taxes | 69.4 | 60.0 | 15.6\% | 160.0 | 18.2\% |
| Net income | 42.8 | 35.8 | 19.7\% | 97.0 | 16.7\% |
| Exchange rate (Yen/US\$) | 109.42 | 109.83 | -0.41 | 109.71 | 2.13 |
| Exchange rate (Yen/EURO) | 135.67 | 133.31 | 2.36 | 135.34 | 0.09 |
| Net income per share (yen) | 58.40 | 48.48 | 9.92 | 132.07 | 19.43 |
| Total assets | 1,948.5 | 1,877.4 | 71.1 | - | - |
| Shareholders' equity | 905.6 | 830.2 | 75.3 | - | - |
| Interest-bearing debt | 371.7 | 435.3 | -63.5 | - | - |
| Equity ratio (\%) | 46.5 | 44.2 | 2.3 | - | - |
| Shareholders' equity per share (yen) | 1,233.08 | 1,123.84 | 109.24 | - | - |
| Cash flows from operating activities | 73.3 | 57.9 | 15.4 | - | - |
| Cash flows from investing activities | -61.9 | -33.9 | -27.9 | - | - |
| Cash flows from financing activities | -49.7 | -16.9 | -32.8 | - | - |
| Cash and cash equivalents at end of period | 148.0 | 214.7 | -66.6 | - | - |
| Capital expenditures | 58.1 | 38.2 | 19.9 | 114.0 | 29.2 |
| Depreciation for tangible fixed assets | 31.1 | 31.0 | 0.0 | 69.0 | 2.2 |
| R\&D expenditures | 54.9 | 53.4 | 1.5 | 116.0 | 5.5 |

(2) Three months ended September 30, 2005 and 2004

|  |  | (Billions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Three months ended  <br> September 30, Three months ended <br> September 30, 2004  | Change |  |
| Domestic sales | 246.9 | 235.8 | $4.7 \%$ |
| Overseas sales | 223.1 | 203.5 | $9.6 \%$ |
| Net sales | 470.0 | 439.4 | $7.0 \%$ |
| Gross profit | 193.5 | 174.7 | $10.8 \%$ |
| Operating income | 29.6 | 18.3 | $61.3 \%$ |
| Income before income taxes | 31.3 | 18.7 | $67.0 \%$ |
| Net income | 19.1 | 10.9 | $75.2 \%$ |
| Exchange rate (Yen/US\$) | 111.22 | 110.01 | 1.21 |
| Exchange rate (Yen/EURO) | 135.79 | 134.44 | 1.35 |
| Net income per share (yen) | 26.08 | 14.79 | 11.29 |
| Capital expenditures | 23.4 | 19.5 | 3.8 |
| Depreciation for tangible fixed assets | 15.4 | 15.0 | 0.3 |
| R\&D expenditures | 29.4 | 29.0 | 0.3 |

## Ricoh Company, Ltd.

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## 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.1manufacturer" 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 15 th 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 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 $\mathrm{R} \& \mathrm{D}$ activities to boost our technical power.

## 3. Basic Approach and Policies for Corporate Governance

The Ricoh Group is committed to corporate governance by ensuring the transparency of management and improving competitiveness based on the spirit of corporate ethics and compliance.
(1) Status of corporate governance

We employ a statutory auditor system. Combined with a more effective board of directors and an executive officer system, the auditor system reinforces the supervision of management and supports managerial activities.
The board of directors is composed of eleven directors, of which two are outside directors. The board of directors makes important decisions concerning the supervision of management and management of the group.
Under the executive officer system, the executive function is delegated to each division to clarify roles. As a suborganization to the board of directors, an group management committee is composed of the Chief Executive Officer and other executive officers who meet certain qualifications. This committee takes such business actions as supervising the divisions and preparing the optimal strategy for the entire group, within the scope of authority delegated by the board of directors.

Four corporate auditors, including two outside auditors, perform strict audits by attending the board of directors meetings and management meetings, receiving reports on exercise of function from the directors, reviewing important resolution documents, and investigating the status of operations and assets. Corporate Audit Office, which is the Ricoh Group's internal auditing unit, performs fair and objective examination and evaluation of how each division is executing its business based on rational criteria, and provides advice and recommendations for improvement. As for external auditing, in light of the call for greater independence of auditing corporations, we have established regulations concerning the polices and procedures for prior approval for auditing and non-auditing duties, and have implemented the board of auditors' prior approval system for details and contract amounts of auditing contracts.

Furthermore, to further reinforce the internal control of the Ricoh Group, we have formed the Internal Management \& Control Office. To maintain the status of the Ricoh Group as a global company with high corporate values, the section cooperates with other units and principal group companies to revamp internal control mechanisms across the group, provide education, and improve business processes to comply with relevant laws, regulations, and standards, to improve the effectiveness and efficiency of operations, and to maintain the integrity of financial reports.
We have established Ricoh Group corporate social responsibility (CSR) charter and Ricoh Group code of conducts to ensure that every employee in the group understands and abides by the laws of each country, international rules, and the spirit of these rules, and acts in good common sense with responsibility.
For corporate disclosure, we have established internal rules that set forth the process from the collection to preparation, reporting, and disclosure of information. The disclosure committee was formed to manage the process, and to ensure the accuracy, timeliness, and completeness of the disclosure.
(2) Outline of personal relationships, capital relationships, transactions, and other interests between the company, company's outside directors, and outside auditors
There exists no special interest between the two outside directors, two outside auditors, and the company.
(3) Corporate governance initiatives implemented by Ricoh over the past year

The Ricoh Group abolished the offices of chairman, president, executive vice president, executive managing director, and managing director as of June 28, 2005 to further strengthen the ability of the board of directors to supervise management. In addition, as of the same date, we formed the nomination and compensation committee, a permanent committee unique to the Ricoh Group, within the board of directors. Composed of two outside directors and two inside directors, the nomination and compensation committee, besides performing other tasks, establishes, revises, and abolishes the director and executive officer appointment and dismissal regulations, appoints candidates for president and chief executive officer, and decides on individual compensations for directors and group management committee members. The committee will create a positive tension in managerial execution and business execution, which are the core functions of the company, to further improve their quality and speed.

## 4. 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.
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.

## 5. 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.
6. 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.

## 7. Parent Information

Description is omitted since there is no parent company.

## Operating Results \& Financial Position

## *Overview

The Ricoh Group's consolidated net sales for the medium-term period of fiscal 2006 (the six months period from April 1 to September 30,2005 ) increased $5.4 \%$ from the previous corresponding period to $¥ 923.0$ billion. During this period, the average yen exchange rates were at $¥ 109.42$ against the U.S. dollar (up $¥ 0.41$ ) and $¥ 135.67$ against the euro (down $¥ 2.36$ ). Accordingly, the sales would increase by $5.0 \%$ excluding effects of such foreign currency fluctuations.

As for sales, domestic sales of Imaging Solution increased by $8.0 \%$ from the previous corresponding period. This was primarily due to the continuous increase in sales of color PPC products, MFPs (multifunctional printers) and laser printers. On the other hand, net sales of personal computers and PC servers, and semiconductor in sluggish demand decreased. As a result, domestic sales increased by $2.5 \%$ from the previous corresponding period to $¥ 480.9$ billion. Overseas sales of color PPC products, MFPs (multifunctional printers) and laser printers increased, too, while sales of optical discs decreased. As a result for overseas, its net sales increased by $8.7 \%$ from the previous corresponding period to $¥ 442.1$ billion. Excluding effects of foreign currency fluctuations, net sales in overseas would increase by $7.8 \%$ from the previous corresponding period.

Gross profit increased by $6.7 \%$ to $¥ 388.2$ billion from the previous corresponding period. This increase is due primarily to increase in profit by sales increase of high value-added products in Office Solution Business segment and the effects of continuous cost cutting activities for logistics, manufacturing and so on.

Selling, general and administrative expenses increased by $5.0 \%$ from the previous corresponding period to $¥ 321.3$ billion. This increase was in the range of increase in gross profit accordingly and it consisted of strategic expenses as follows: R\&D expenses of $¥$ 54.9 billion, up $2.9 \%$ or $¥ 1.5$ billion from the previous corresponding period; increase of sales expenses according to sales increase; spending to Information Technologies for core operating system development; enhancing sales and marketing structure overseas and so on.

As a result, operating income increased by $15.8 \%$ from the previous corresponding period to $¥ 66.9$ billion.
Income before income taxes increased by $15.6 \%$ to $¥ 69.4$ billion from the previous corresponding period. In the other (income)expenses, we had financial improvement such as interest bearing debt reduction, and a gain from foreign exchange.

As for provision for income taxes, effective tax rate was reduced by expansion of tax exemption on R\&D expenses and expenditures for Information Technologies.

As a result, net income of this term increased $19.7 \%$ to $¥ 42.8$ billion.

Consolidated performance


## *Conditions by Product Line

## Office Solution Business (Sales up $7.0 \%$ to $¥ 786.2$ billion)

Sales in the Imaging Solution as our core business increased by $8.5 \%$ as compared to the previous corresponding period due primarily to the continuously increase sales of color PPCs, MFPs and laser printers in Japan and overseas. On the other hand, net sales in the Network System Solution decreased as compared to the previous corresponding period due primarily to the decrease sales of personal computers and PC servers in Japan. As a result, net sales in the Office Solution Business increased by $7.0 \%$ as compared to the previous corresponding period to $¥ 786.2$ billion. Net sales wouldincrease by $6.6 \%$ excluding impacts of foreign currency exchange fluctuations.

## Imaging Solution (Sales up $8.5 \%$ to $¥ 693.1$ billion)

- Although domestic sales of digital PPCs decreased due primarily to the shift in customer demands to MFPs from stand-alone products, overseas sales of digital PPCs continued to perform well.
- Color PPCs increased by introducing a new series of products to the market in responding to the increase of customer demands.
- In response to the demands for high speed, networking and coloration, sales of MFPs continued to increase by offering new product lineups in Japan and overseas.

MFPs: $\quad \begin{aligned} & \text { Imagio Neo 353/453 series in Japan } \\ & \text { Aficio 2035e/2045e series overseas }\end{aligned}$
Color MFPs: Imagio Neo C355/455 series in Japan
Aficio 3224C, Aficio 3228C overseas

- Sales of laser printers continued to increase both in Japan and overseas.
- As a result, sales in this category increased by $8.5 \%$.


## Network System Solution (Sales down $2.6 \%$ to $¥ 93.1$ billion)

- Sales in this category decreased due primarily to the decrease in domestic sales of personal computers and PC servers.

Industry Business (Sales down $0.5 \%$ to $¥ 58.4$ billion)
Sales in the Industry Business decreased by $0.5 \%$ as compared to the previous corresponding period to $¥ 58.4$ billion. This was due primarily to demand decrease and/or weak demand cycle in semiconductor and optical equipments businesses.

Other Business (Sales down $5.2 \%$ to $¥ 78.2$ billion)
Sales in the optical discs business, mainly overseas, decreased, reflected the withdrawal from the self-developed drive business and its key-module/parts business in the last second quarter. As a result, net sales in the Other Business decreased by $5.2 \%$ as compared to the previous corresponding period to $¥ 78.2$ billion.


Japan (Sales up $2.5 \%$ to $¥ 480.9$ billion)
Although the Japanese economy seems to be on the recovery in terms of companies' business performance and capital investment, there is a concern of sudden rise in oil price, and the markets are in severe competitive environment. In this context, sales of color PPCs, MFPs, and laser printers increased owing to the implementation of products and marketing strategies to meet customer needs. On the other hand, sales of personal computers and PC servers decreased. As a result, sales of office solution business increased by $4.9 \%$ from the previous corresponding period. Sales of industry business including semiconductor business etc. in the weak demand cycle, and other business decreased by $9.1 \%$, and $3.5 \%$, respectively. As a result, total of domestic sales increased by $2.5 \%$ from the previous corresponding period to $¥ 480.9$ billion.

## The Americas (Sales up $14.0 \%$ to $¥ 183.9$ billion)

With concern for the influence of frequent hurricane, competition in its markets has become more intense. Under these circumstances, we have stepped up sales effort of color PPCs, MFPs and laser printers in response to changes in customer needs for networking, color capability, and higher speeds. We have also committed to expand sales to major accounts. Accordingly, sales of office solution, our core business, has kept high performance. As a result, total sales in the Americas resulted in $14.0 \%$ increase from the previous corresponding period.

## Europe (Sales up $4.4 \%$ to $¥ 201.3$ billion)

Although the European economy is relatively stable, market competition in some countries has increased. Under these circumstances, sales of our main products such as MFPs and laser printers increased continuously, maintaining the top share in the European office market. Total sales increased by $4.4 \%$ from the previous corresponding period despite decline in sales of optical discs business.

## Others (Sales up $8.1 \%$ to $¥ 56.7$ billion)

In other regions including China, Asian and Oceania countries, sales of Office Solution has kept high performance. In terms of production, our manufacturing facilities in China increased their production responding to increased worldwide supply. As a result, total sales in other regions increased by $8.1 \%$ from the previous corresponding period.


## *Segment Information

## Business Segment

## Office Solution Business

As measures to realize Ricoh Group's core strategies, namely, (1) Replacing monochrome products with color models, (2) Increased sales of high-speed models, and (3) Provision of printing solutions, we have 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, MFPs and laser printers increased both in Japan and overseas. As a result, sales of the Office Solution increased by $7.0 \%$ from the previous corresponding period to $¥ 786.2$ billion.
In terms of operating expenses, there was strategic spending such as investment in research and development that includes development of main products for the next term, IT investment for of core operating system development, and enhancement of sales and marketing structure overseas. Total of operating income increased by $7.8 \%$ to $¥ 90.4$ billion .
Capital investment increased from the previous corresponding period due primarily to investment in research and development facility such as the Technology center in Ebina, Kanagawa prefecture, in order to improve MFPs and printers etc., new plant for producing high quality, heavy-duty and eco-friendly toner, and reforcing production line for new product.
Total assets increased from the previous corresponding period due primarily to an increase in fixed assets for above-mentioned capital expenditures and lease receivable from sales increase.

## Industry Business

Sales of semiconductor business decreased, particularly overseas, from the effect of demand cycle for mobile communications equipment. Sales decreased in the optical equipment due to the sluggish demand. As a result, total sales of the Industry Business decreased by $0.5 \%$ from the previous corresponding period to $¥ 59.7$ billion.
Operating income decreased from the previous corresponding period due to production adjustment in the semiconductor business.
Total assets decreased from the previous corresponding period.
Other Business
Sales of Other Business decreased by $5.2 \%$ from the previous corresponding period to $¥ 78.2$ billion due mainly to the withdrawal from the self-developed drive business and its key-module/parts business in optical discs business.
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) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, 2005 | Half year ended <br> September 30, 2004 | Change (\%) |
| Office Solution Business: | 786.2 |  |  |
| Net sales | 90.4 | 734.6 | 7.0 |
| Operating income | 11.5 | 83.9 | 7.8 |
| $\quad$ Operating income on sales(\%) | $1,394.0$ | 11.4 | 0.1 point |
| Identifiable assets | 51.4 | $1,196.7$ | 16.5 |
| Capital expenditures | 26.3 | 32.2 | 59.6 |
| Depreciation |  | 25.0 | 5.0 |
| Industry Business: | 59.7 |  |  |
| Net sales | -0.1 | 60.0 | -0.5 |
| Operating income | -0.3 | 0.7 | - |
| $\quad$ Operating income on sales(\%) | 73.2 | 1.3 | $-1.6 p o i n t s$ |
| Identifiable assets | 4.5 | 78.9 | -7.2 |
| Capital expenditures | 3.1 | 3.6 | 26.9 |
| Depreciation |  | 3.4 | -8.0 |
| Other Business: | 78.2 |  |  |
| Net sales | 2.1 | 82.5 | -5.2 |
| Operating income | -1.2 | - |  |
| Operating income on sales(\%) | 115.3 | -1.5 | $4.2 p o i n t s$ |
| Identifiable assets | 1.4 | 130.7 | -11.8 |
| Capital expenditures | 1.1 | 1.2 | 17.3 |
| Depreciation |  | 1.1 | -5.6 |

## Geographic Segment

## Japan

In the Office Solution Business, aggressive marketing strategies implemented in the severe competitive conditions that increased sales of MFPs and laser printers etc. in Japan. Aided by increased export to overseas markets, sales in Japan increased by $4.2 \%$ to $¥ 699.9$ billion. Increase in sales of high value-added products and export, and continuous cost cutting activities for logistics and manufacturing contributed to generating profit. In the last first half fiscal year, expenses occurred for the withdrawal from the optical discs business. As a result, o perating income increased by $19.0 \%$ to $¥ 47.2$ billion.

The Americas
We achieved good results from such strategies as expanding sales of color PPC s, MFPs, and laser printers, and bolstering our sales to major accounts, and saw growth in sales of these main products. As a result, sales in the Americas increased by $12.2 \%$ from the previous corresponding period to $¥ 184.0$ billion. Operating income increased by $5.4 \%$ to $¥ 6.4$ billion due to the above-mentioned sales increase despite IT investments for core operating system development, and temporary increase in inventory.

## Europe

Sales of MFPs and printers increased, and we have retained the top share of the European office market. Sales of optical disks decreased, however, sales in Europe for the current term increased by $3.2 \%$ to $¥ 202.0$ billion. Operating income decreased by $9.1 \%$ to $¥ 9.9$ billion, owing to the strategic cost for enhancing sales and marketing structure and change of the production lines in plants.

## Others

Sales in the Asia/Oceania especially China, continued to increase. In terms of production, our manufacturing facilities in China increased their production responding to increased worldwide supply. Total sales in other regions increased by $9.8 \%$ from the previous corresponding period, to $¥ 93.5$ billion. Operating income increased by $21.4 \%$ to $¥ 6.5$ billion, due to the effect of favorable performance in sales, and expanded production volume and high productivity in production.

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, 2005 | Hepte year ended <br> Septer 30,2004 | Change (\%) |
| Japan: |  |  |  |
| Net sales | 699.9 | 671.4 | 4.2 |
| Operating income | 47.2 | 39.6 | 19.0 |
| $\quad$ Operating income on sales(\%) | 6.8 | 5.9 | $0.9 p o i n t$ |
| Identifiable assets | $1,186.2$ | $1,069.7$ | 10.9 |
| The Americas: |  |  |  |
| Net sales | 184.0 | 163.9 | 12.2 |
| Operating income | 6.4 | 6.1 | 5.4 |
| $\quad$ Operating income on sales(\%) | 3.5 | 3.7 | $-0.2 p o i n t$ |
| Identifiable assets | 235.7 | 205.1 | 14.9 |
| Europe: |  |  |  |
| Net sales | 202.0 | 195.7 | 3.2 |
| Operating income | 9.9 | 10.9 | -9.1 |
| $\quad$ Operating income on sales(\%) | 4.9 | 5.6 | -0.7 point |
| Identifiable assets | 226.0 | 206.1 | 9.7 |
| Others: |  |  |  |
| Net sales | 93.5 | 85.2 | 9.8 |
| Operating income | 6.5 | 5.4 | 21.4 |
| $\quad$ Operating income on sales(\%) | 7.1 | 6.4 | 0.7 point |
| Identifiable assets | 73.1 | 60.4 | 21.1 |

*Cash Flows

|  |  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: | ---: |
|  | Half year ended <br> September 30, <br> September 30, <br> Sealf year ended | Change |  |  |

Net cash provided by operating activities increased $¥ 15.4$ billion as compared to the previous corresponding period, to $¥ 73.3$ billion. It was due mainly to the fact that net income and depreciation increased and trade receivable was collected, despite lease receivable increased from sales expansion.

Net cash used in investing activities increased $¥ 27.9$ billion as compared to the previous corresponding period, to $¥ 61.9$ billion. Investment in research and development facility such as the Technology Center in Ebina, Kanagawa prefecture, in order to improve MFPs and printers etc., new plant for producing high quality, heavy-duty and eco-friendly toner, and reforcing production line for new product occurred.
As a result, free cash flow generated by operating and investing activities decreased $¥ 12.5$ billion as compared to the previous corresponding period, to $¥ 11.4$ billion.
Net cash used in financing activities amounted to $¥ 49.7$ billion due primarily to the reduction of interest-bearing debt and the payment of dividend.
As a result, cash and cash equivalents at the end of this first half decreased by $¥ 38.8$ billion as compared to the end of the preceding fiscal year, to $¥ 148.0$ billion.

Transition of our cashflow indices from fiscal 2002 to 2006 are as follows:

|  | Half year ended <br> September 30, <br> 2001 | Half year ended <br> September 30, <br> 2002 | Half year ended <br> September 30, <br> 2003 | Half year ended <br> September 30, <br> 2004 | Half year ended <br> September 30, 2005 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity / Total assets | $33.9 \%$ | $36.3 \%$ | $36.8 \%$ | $44.2 \%$ | $46.5 \%$ |
| Market capitalization / Total assets | $72.7 \%$ | $84.2 \%$ | $77.3 \%$ | $81.7 \%$ | $66.8 \%$ |
| Interest bearing debt / Operating cash flow | 12.2 | 5.5 | 7.9 | 7.5 | 5.1 |
| Operating cash flow / Interest expense | 9.9 | 24.6 | 21.5 | 25.0 | 33.4 |

Notes:
i. All indices are calculated based on consolidated data.
ii. Market capitalization equals the stock price at the end of half year multipled by the number of shares outstanding at the end of half year.
iii. Operating cash flow is shown in consolidated statement of cash flow. Interest bearing debt equals all debt in the consolidated balance sheets.

## *Forecast for the entire fiscal year

## Forecast and measures of Ricoh Group for the entire fiscal year

Although the Japanese economy is likely to recover, American economy continues good condition and the European economy is stable, there is a concern with frequent nature disasters and sudden rise in oil price all over the world. In our business environment, competition for color-capable products, digitalization and networking becomes more intense.

With regard to this fiscal year, we revised up our sales forecast to $¥ 1,900.0$ billion from the forecast announced in July. As for Imaging Solution that continues steady sales growth as our core business, we predict that its sales both in Japan and overseas will be increased by certain business strategies such as releasing valuable new products. In order to achieve the growth, we continue strategic business investments in the second half of the fiscal year.

We keep our fiscal forecast for gross profit, income before income taxes and net income from the forecast in July. For the third quarter and onward, we predict an exchange rate of $¥ 110.00$ against the U.S. dollar and of $¥ 135.00$ against the euro.

Our performance forecasts for fiscal 2006 are as follows:

Exchange Rate Assumptions for the 2nd half year
US\$ $1=¥ 110.00 \quad(¥ 109.42$ in 1 st half year)
EURO $1=¥ 135.00 \quad(¥ 135.67$ in 1 st half year)

Exchange Rate Assumptions for the full year ending March 31, 2006
US\$ $1=¥ 109.71$ ( $¥ 107.58$ in previous fiscal year)
EURO $1=¥ 135.34 \quad$ ( $¥ 135.25$ in previous fiscal year)

|  | Year ending <br> March 31, 2006 <br> (Forecast) | Year ended <br> March 31, 2005 <br> (Results) | Change |
| :--- | ---: | ---: | ---: |

[^1]
## Ricoh Company, Ltd. and Consolidated Subsidiaries <br> INTERIM REPORT (Consolidated. Half year ended September 30, 2005)

Date of approval for the financial results for the half year ended September 30, 2005, at the Board of Directors' meeting: October 27, 2005

1. Results for the period from April 1, 2005 to September 30, 2005

| (1) Operating Results | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Year ended March 31, 2005 |
| Net sales | 923,020 | 876,003 | 1,814,108 |
| (\% change from the previous corresponding periods) | 5.4 | -1.4 | 1.9 |
| Operating income | 66,907 | 57,758 | 135,506 |
| (\% change from the previous corresponding periods) | 15.8 | -25.2 | -9.7 |
| Income before income taxes | 69,407 | 60,064 | 135,383 |
| (\% change from the previous corresponding periods) | 15.6 | -15.9 | -5.4 |
| Net income | 42,867 | 35,821 | 83,143 |
| (\% change from the previous corresponding periods) | 19.7 | -15.2 | -9.4 |
| Net income per share-basic (yen) | 58.40 | 48.48 | 112.64 |
| Net income per share-diluted (yen) | - | - | - |

Notes:
i. Equity in income of affiliates: $¥ 935$ million; $¥ 1,434$ million (half year ended September 30,2004 ); $¥ 3,120$ million (year ended March 31 , 2005)
ii. Average number of shares outstanding (consolidated): 734,019,631 shares; 738,843,718 shares (half year ended September 30, 2004); 738,160,042 shares (year ended March 31, 2005)
iii. No change in accounting method has been made

| (2) Financial Position |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | September 30, 2005 | September 30, 2004 | March 31, 2005 |
| Total assets | $1,948,587$ | $1,877,455$ | $1,953,669$ |
| Shareholders' equity | 905,674 | 830,280 | 862,998 |
| Equity ratio (\%) | 46.5 | 44.2 | 1,2 |
| Equity per share (yen) | $1,233.08$ | $1,123.84$ | $1,175.67$ |

Note: Number of shares outstanding as of September 30, 2005: 734,481,701 shares; 738,785,590 shares (September 30, 2004); 734,045,879 shares (March 31, 2005 )

| (3) Cash Flows |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Half year ended | Half year ended | Year ended |
|  | September 30, 2005 | September 30, 2004 | March 31, 2005 |
| Cash flows from operating activities | 73,397 | 57,980 | 132,780 |
| Cash flows from investing activities | $-61,916$ | $-33,939$ | $-96,198$ |
| Cash flows from financing activities | $-49,795$ | $-16,906$ | $-56,439$ |
| Cash and cash equivalents at end of period | 148,010 | 214,706 | 186,857 |

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

Number of consolidated subsidiaries: 277; non-consolidated subsidiaries: 39; affiliated companies: 21
(5) Changes relating to the scale of consolidation and the application of the equity method:

Consolidated subsidiaries: 1 addition; 9 removals
Companies accounted for by the equity method: 2 removals
Notes:
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, 2005 to March 31, 2006 | (Millions of yen) |
| :--- | ---: | ---: |
| Net sales | $1,900,000$ |
| Operating income | 160,000 |
| Income before income taxes | 160,000 |
| Net income | 97,000 |

Note: Net income per share (Consolidated) 132.07 yen

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2006. 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 316 subsidiaries and 21 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., NBS Ricoh 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

## Other

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

## 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

## Consolidated Performance

## 1. Consolidated Statements of Income

| (Three months ended September 30, 2005 and 2004) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended | Three months ended |  |  |
|  | September 30, 2005 | September 30, 2004 | Change | \% |
| Net sales | 470,038 | 439,453 | 30,585 | 7.0 |
| Cost of sales | 276,507 | 264,744 | 11,763 | 4.4 |
| Percentage of net sales (\%) | 58.8 | 60.2 |  |  |
| Gross Profit | 193,531 | 174,709 | 18,822 | 10.8 |
| Percentage of net sales (\%) | 41.2 | 39.8 |  |  |
| Selling, general and administrative expenses | 163,906 | 156,338 | 7,568 | 4.8 |
| Percentage of net sales (\%) | 34.9 | 35.6 |  |  |
| Operating income | 29,625 | 18,371 | 11,254 | 61.3 |
| Percentage of net sales (\%) | 6.3 | 4.2 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 699 | 470 | 229 | 48.7 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Interest expense | 1,186 | 1,086 | 100 | 9.2 |
| Percentage of net sales (\%) | 0.3 | 0.2 |  |  |
| Other, net | -2,174 | -990 | -1,184 | 119.6 |
| Percentage of net sales (\%) | -0.6 | -0.2 |  |  |
| Income before income taxes, |  |  |  |  |
| equity income and minority interests | 31,312 | 18,745 | 12,567 | 67.0 |
| Percentage of net sales (\%) | 6.7 | 4.3 |  |  |
| Provision for income taxes | 11,276 | 7,860 | 3,416 | 43.5 |
| Percentage of net sales (\%) | 2.4 | 1.8 |  |  |
| Minority interests in earnings of subsidiaries | 1,464 | 780 | 684 | 87.7 |
| Percentage of net sales (\%) | 0.3 | 0.2 |  |  |
| Equity in earnings of affiliates | 572 | 822 | -250 | -30.4 |
| Percentage of net sales (\%) | 0.1 | 0.2 |  |  |
| Net income | 19,144 | 10,927 | 8,217 | 75.2 |
| Percentage of net sales (\%) | 4.1 | 2.5 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥111.22 | $¥ 110.01$ |  |  |
| EURO 1 | $¥ 135.79$ | $¥ 134.44$ |  |  |



2-1. Consolidated Sales by Product Category

| (Three months ended September 30, 2005 and 2004) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2005 | Three months ended September 30, 2004 | Change | \% |
| <Office Solution Business> |  |  |  |  |
| Imaging Solution Business | 343,643 | 314,562 | 29,081 | 9.2 |
| Percentage of net sales (\%) | 73.1 | 71.6 |  |  |
| Network System Solution Business | 54,565 | 52,355 | 2,210 | 4.2 |
| Percentage of net sales (\%) | 11.6 | 11.9 |  |  |
| Total Office Solution Business | 398,208 | 366,917 | 31,291 | 8.5 |
| Percentage of net sales (\%) | 84.7 | 83.5 |  |  |
| <Industry Business> |  |  |  |  |
| Industry Business | 32,381 | 29,177 | 3,204 | 11.0 |
| Percentage of net sales (\%) | 6.9 | 6.6 |  |  |
| <Other Business> |  |  |  |  |
| Other Business | 39,449 | 43,359 | -3,910 | -9.0 |
| Percentage of net sales (\%) | 8.4 | 9.9 |  |  |
| Grand Total | 470,038 | 439,453 | 30,585 | 7.0 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥111.22 | $¥ 110.01$ |  |  |
| EURO 1 | ¥135.79 | $¥ 134.44$ |  |  |


| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  |  |  |  | (Millions of yen) <br> Year ended <br> March 31, 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% |  |
| <Office Solution Business> |  |  |  |  |  |
| Imaging Solution Business | 693,130 | 639,056 | 54,074 | 8.5 | 1,332,299 |
| Percentage of net sales (\%) | 75.1 | 73.0 |  |  | 73.4 |
| Network System Solution Business | 93,151 | 95,606 | -2,455 | -2.6 | 199,129 |
| Percentage of net sales (\%) | 10.1 | 10.9 |  |  | 11.0 |
| Total Office Solution Business | 786,281 | 734,662 | 51,619 | 7.0 | 1,531,428 |
| Percentage of net sales (\%) | 85.2 | 83.9 |  |  | 84.4 |
| <Industry Business> |  |  |  |  |  |
| Industry Business | 58,459 | 58,760 | -301 | -0.5 | 119,408 |
| Percentage of net sales (\%) | 6.3 | 6.7 |  |  | 6.6 |
| <Other Business> |  |  |  |  |  |
| Other Business | 78,280 | 82,581 | -4,301 | -5.2 | 163,272 |
| Percentage of net sales (\%) | 8.5 | 9.4 |  |  | 9.0 |
| Grand Total | 923,020 | 876,003 | 47,017 | 5.4 | 1,814,108 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  | 100.0 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 109.42$ | $¥ 109.83$ |  |  | ¥107.58 |
| EURO 1 | $¥ 135.67$ | $¥ 133.31$ |  |  | $¥ 135.25$ |

Note: Effective from this financial period, our business segment is changed into three categories such as "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
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 September 30, 2005 and 2004)
(Millions of yen)

|  | Three months ended September 30, 2005 | Three months ended September 30, 2004 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Domestic> | 246,926 | 235,864 | 11,062 | 4.7 |
| Percentage of net sales (\%) | 52.5 | 53.7 |  |  |
| <Overseas> | 223,112 | 203,589 | 19,523 | 9.6 |
| Percentage of net sales (\%) | 47.5 | 46.3 |  |  |
| The Americas | 96,759 | 82,929 | 13,830 | 16.7 |
| Percentage of net sales (\%) | 20.6 | 18.9 |  |  |
| Europe | 96,920 | 92,664 | 4,256 | 4.6 |
| Percentage of net sales (\%) | 20.6 | 21.1 |  |  |
| Other | 29,433 | 27,996 | 1,437 | 5.1 |
| Percentage of net sales (\%) | 6.3 | 6.3 |  |  |
| Grand Total | 470,038 | 439,453 | 30,585 | 7.0 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 111.22$ | $¥ 110.01$ |  |  |
| EURO 1 | $¥ 135.79$ | $¥ 134.44$ |  |  |

$\left.\begin{array}{cccccc}\text { (Half year ended September 30, } 2005 \text { and } 2004 \text { and Year ended March 31, 2005) } & & & \text { (Millions of yen) } \\ \hline & \begin{array}{c}\text { Half year ended } \\ \text { September } 30,2005\end{array} & \begin{array}{c}\text { Half year ended } \\ \text { September } 30,2004\end{array} & \text { Year ended } \\ \text { March } 31,2005\end{array}\right)$

## 3. Consolidated Balance Sheets

(September 30, 2005 and March 31, 2005)

| Assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| Current Assets | September 30, 2005 | March 31, 2005 | Change |
| $\quad$ Cash and time deposits |  |  |  |
| Trade receivables | 148,582 | 188,311 | $-39,729$ |
| Marketable securities | 614,812 | 620,568 | $-5,756$ |
| Inventories | 145 | 138 | 7 |
| Other current assets | 167,768 | 167,365 | 403 |
| Total Current Assets | 55,439 | 53,365 | 2,074 |
| Fixed Assets | 986,746 | $1,029,747$ | $-43,001$ |
| Tangible fixed assets |  |  |  |
| Finance receivable | 256,857 | 247,410 | 9,447 |
| Other Investments | 405,788 | 391,947 | 13,841 |
| Total Fixed Assets | 299,196 | 284,565 | 14,631 |
| Total Assets | 961,841 | 923,922 | 37,919 |

Note:
Contents of cash and time deposits:

| Cash and cash equivalents | 148,010 | 186,857 |
| :--- | ---: | ---: |
| Time deposits | 572 | 1,454 |


| Liabilities and Shareholders' Investment |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: |
| Current Liabilities | September 30, 2005 | March 31, 2005 | Change |
| Trade payables |  |  |  |
| Short-term borrowings | 324,505 | 336,499 | $-11,994$ |
| Other current liabilities | 147,310 | 183,518 | $-36,208$ |
| Total Current Liabilities | 155,108 | 151,497 | 3,611 |
| Fixed Liabilities | 626,923 | 671,514 | $-44,591$ |
| $\quad$ Long-term indebtedness |  |  |  |
| Retirement benefit obligation | 224,444 | 226,567 | $-2,123$ |
| $\quad$ Other fixed liabilities | 92,458 | 92,672 | -214 |
| Total Fixed Liabilities | 47,327 | 48,767 | $-1,440$ |
| Total Liabilities | 364,229 | 368,006 | $-3,777$ |
| Minority Interest | 991,152 | $1,039,520$ | $-48,368$ |
| Shareholders' Investment | 51,761 | 51,151 | 610 |
| $\quad$ Common stock |  |  |  |
| Additional paid-in capital | 135,364 | 135,364 | - |
| Retained earnings | 186,450 | 186,551 | -101 |
| Accumulated other comprehensive income (loss) | 620,034 | 584,515 | 35,519 |
| Treasury stock | $-15,521$ | $-21,963$ | 6,442 |
| Total Shareholders' Investment | $-20,653$ | $-21,469$ | 816 |
| Total Liabilities and Shareholders' Investment | 905,674 | 862,998 | 42,676 |
| Note: Other comprehensive income; | $1,948,587$ | $1,953,669$ | $-5,082$ |
| $\quad$ Net unrealized holding gains on available-for-sale securities |  |  |  |
| Pension liability adjustments | 6,623 | 4,791 | 1,832 |
| Net unrealized gains (losses) on derivative instruments | $-14,213$ | $-14,652$ | 439 |
| Cumulative translation adjustments | 183 | 117 | 66 |


| Reference: Exchange rate | September 30, 2005 | March 31, 2005 |
| :---: | :---: | :---: |
| US\$ 1 | $¥ 113.19$ | $¥ 107.39$ |
| EURO 1 | $¥ 136.13$ | $¥ 138.87$ |

## 4. Retained Earnings

| (Half year ended September 30, 2005 and Year ended March 31, 2005) |  | (Millions of yen) |
| :--- | ---: | ---: |
| Retained earnings (beginning balance) | Half year ended <br> September 30, 2005 | Year ended <br> March 31, 2005 |
| Adjustment for change of fiscal period on consolidated subsidiaries | 584,515 | 515,372 |
| Net income | - | 777 |
| Cash dividends | 42,867 | 83,143 |
| Retained earnings (ending balance) | 7,348 | 14,777 |

## 5. Consolidated Statements of Cash Flows

| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Year ended March 31, 2005 |
| I. Cash Flows from Operating Activities: |  |  |  |
| 1. Net income | 42,867 | 35,821 | 83,143 |
| 2. Adjustments to reconcile net income to net cash provided by operating activities- |  |  |  |
| Depreciation and amortization | 39,812 | 36,963 | 78,201 |
| Equity in earnings of affiliates, net of dividends received | -110 | -631 | -1,966 |
| Deferred income taxes | -1,105 | 2,362 | 11,353 |
| Loss on disposal and sales of tangible fixed assets | 1,059 | 1,569 | 4,056 |
| Changes in assets and liabilities- |  |  |  |
| (Increase) decrease in trade receivables | 15,508 | 27,001 | -26,429 |
| (Increase) decrease in inventories | 1,624 | -6,122 | -12,885 |
| Increase in finance receivables | -17,194 | -20,876 | -30,294 |
| (Decrease) increase in trade payables | -12,414 | -20,386 | 27,276 |
| Decrease in accrued income taxes and accrued expenses and other | -563 | -3,765 | -13,719 |
| (Decrease) increase in retirement benefit obligation | -146 | 1,332 | 4,307 |
| Other, net | 4,059 | 4,712 | 9,737 |
| Net cash provided by operating activities | 73,397 | 57,980 | 132,780 |
| II. Cash Flows from Investing Activities: |  |  |  |
| 1. Proceeds from sales of property, plant and equipment | 312 | 578 | 721 |
| 2. Expenditures for tangible fixed assets | -58,038 | -37,758 | -84,076 |
| 3. Payments for purchases of available-for-sale securities | -60,213 | -6,149 | -79,431 |
| 4. Proceeds from sales of available-for-sale securities | 62,788 | 5 | 118,120 |
| 5. (Increase) decrease in time deposits, net | 910 | 118 | -511 |
| 6. Acquisition of new subsidiaries, net of cash acquired | - | - | -43,214 |
| 7. Other, net | -7,675 | 9,267 | -7,807 |
| Net cash used in investing activities | -61,916 | -33,939 | -96,198 |
| III. Cash Flows from Financing Activities: |  |  |  |
| 1. Proceeds from long-term indebtedness | 35,776 | 24,917 | 72,206 |
| 2. Repayment of long-term indebtedness | -54,169 | -33,832 | -60,613 |
| 3. (Decrease) increase in short-term borrowings, net | 20,654 | 9,099 | -38,052 |
| 4. Proceeds from issuance of long-term debt securities | - | 9,000 | 18,000 |
| 5. Repayment of long-term debt securities | -44,000 | -18,000 | -22,000 |
| 6. Dividend paid | -7,348 | -7,405 | -14,793 |
| 7. Payment for purchase of treasury stocks | -237 | -251 | -10,624 |
| 8. Other, net | -471 | -434 | -563 |
| Net cash used in financing activities | -49,795 | -16,906 | -56,439 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -533 | 2,057 | 1,200 |
| V. Net Increase (Decrease) in Cash and Cash Equivalents | -38,847 | 9,192 | -18,657 |
| VI. Cash and Cash Equivalents at Beginning of Year | 186,857 | 203,039 | 203,039 |
| VII. Adjustment for Change of Fiscal Period on Consolidated Subsidiaries | - | 2,475 | 2,475 |
| VIII. Cash and Cash Equivalents at End of Period | 148,010 | 214,706 | 186,857 |

## 6. Segment Information

(1) Industry Segment Information

| (Three months ended September 30, 2005 and 2004) |  | (Millions of yen) |  |
| :--- | :--- | :--- | :--- |
|  | Three months ended <br> Shree months ended <br> September 30, 2005 | September 30, 2004 | Change |$\%$


| Office Solution Business: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 398,208 | 366,917 | 31,291 | 8.5 |
| Intersegment | - | - | - | - |
| Total | 398,208 | 366,917 | 31,291 | 8.5 |
| Operating expenses | 356,455 | 332,531 | 23,924 | 7.2 |
| Operating income | 41,753 | 34,386 | 7,367 | 21.4 |
| Operating income on sales in Office Solution Business (\%) | 10.5 | 9.4 |  |  |
| Industry Business: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 32,381 | 29,177 | 3,204 | 11.0 |
| Intersegment | 658 | 598 | 60 | 10.0 |
| Total | 33,039 | 29,775 | 3,264 | 11.0 |
| Operating expenses | 32,686 | 30,025 | 2,661 | 8.9 |
| Operating income | 353 | -250 | 603 | - |
| Operating income on sales in Industry Business (\%) | 1.1 | -0.8 |  |  |

Other Business:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Unaffiliated customers | 39,449 | 43,359 | $-3,910$ | -9.0 |
| Intersegment | - | - | - | - |
| Total | 39,449 | 43,359 | $-3,910$ | -9.0 |
| Operating expenses | 38,279 | 45,229 | $-6,950$ | -15.4 |
| Operating income | 1,170 | $-1,870$ | 3,040 | - |
| $\quad$ Operating income on sales in Other Business (\%) | 3.0 | -4.3 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: | -658 |  |  |  |
| Intersegment | -658 | -598 | -60 |  |
| Total |  | -598 | -60 |  |
| Operating expenses: | -685 |  | - |  |
| Intersegment | 13,678 | -590 | -95 |  |
| Corporate | 12,993 | 13,887 | -209 | - |
| Total | $-13,651$ | 13,297 | -304 | - |
| Operating income |  | $-13,895$ | 244 | - |


| Consolidated: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales: | 470,038 | 439,453 | 30,585 | 7.0 |
| $\quad$ Unaffiliated customers | - | - | - | - |
| Intersegment | 470,038 | 439,453 | 30,585 | 7.0 |
| $\quad$ Total | 440,413 | 421,082 | 19,331 | 4.6 |
| Operating expenses | 29,625 | 18,371 | 11,254 | 61.3 |
| Operating income | 6.3 | 4.2 |  |  |
| $\quad$ Operating income on consolidated net sales $(\%)$ |  |  |  |  |


| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2005 | September 30, 2004 | Change | $\%$ |
| Office Solution Business | $1,394,012$ | $1,196,759$ | 197,253 | 16.5 |
| Industry Business | 73,231 | 78,910 | $-5,679$ | -7.2 |
| Other Business | 115,397 | 130,783 | $-15,386$ | -11.8 |
| Elimination | $-7,536$ | $-9,184$ | 1,648 | -17.9 |
| Corporate assets | 373,483 | 480,187 | $-106,704$ | -22.2 |
| Total | $1,948,587$ | $1,877,455$ | 71,132 | 3.8 |


| Capital expenditure: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br> September 30, 2005 | Three months ended <br> September 30, 2004 | Change | $\%$ |
| Office Solution Business | 19,483 | 15,908 | 3,575 | 22.5 |
| Industry Business | 2,577 | 2,090 | 487 | 23.3 |
| Other Business | 939 | 822 | 117 | 14.2 |
| Corporate | 449 | 770 | -321 | -41.7 |
| Total | 23,448 | 19,590 | 3,858 | 19.7 |


| Depreciation: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br> September 30, | Three months ended <br> September 30, 2004 | Change | $\%$ |
| Office Solution Business | 12,937 | 11,831 | 1,106 | 9.3 |
| Industry Business | 1,658 | 1,885 | -227 | -12.0 |
| Other Business | 590 | 665 | -75 | -11.3 |
| Corporate | 282 | 717 | -435 | -60.7 |
| Total | 15,467 | 15,098 | 369 | 2.4 |

[^2]| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% | Year ended March 31, 2005 |
| Office Solution Business: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 786,281 | 734,662 | 51,619 | 7.0 | 1,531,428 |
| Intersegment | - | - | - | - | - |
| Total | 786,281 | 734,662 | 51,619 | 7.0 | 1,531,428 |
| Operating expenses | 695,849 | 650,741 | 45,108 | 6.9 | 1,335,059 |
| Operating income | 90,432 | 83,921 | 6,511 | 7.8 | 196,369 |
| Operating income on sales in Office Solution Business (\%) | 11.5 | 11.4 |  |  | 12.8 |
| Industry Business: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 58,459 | 58,760 | -301 | -0.5 | 119,408 |
| Intersegment | 1,244 | 1,266 | -22 | -1.7 | 2,506 |
| Total | 59,703 | 60,026 | -323 | -0.5 | 121,914 |
| Operating expenses | 59,874 | 59,245 | 629 | 1.1 | 121,872 |
| Operating income | -171 | 781 | -952 |  | 42 |
| Operating income on sales in Industry Business (\%) | -0.3 | 1.3 |  |  | 0.0 |
| Other Business: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 78,280 | 82,581 | -4,301 | -5.2 | 163,272 |
| Intersegment | - | - | - | - | - |
| Total | 78,280 | 82,581 | -4,301 | -5.2 | 163,272 |
| Operating expenses | 76,152 | 83,820 | -7,668 | -9.1 | 167,431 |
| Operating income | 2,128 | -1,239 | 3,367 | - | -4,159 |
| Operating income on sales in Other Business (\%) | 2.7 | -1.5 |  |  | -2.5 |
| Corporate and Eliminations: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Intersegment | -1,244 | -1,266 | 22 | - | -2,506 |
| Total | -1,244 | -1,266 | 22 | - | -2,506 |
| Operating expenses: |  |  |  |  |  |
| Intersegment | -1,279 | -1,268 | -11 | - | -2,475 |
| Corporate | 25,517 | 25,707 | -190 | - | 56,715 |
| Total | 24,238 | 24,439 | -201 | - | 54,240 |
| Operating income | -25,482 | -25,705 | 223 | - | -56,746 |
| Consolidated: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 923,020 | 876,003 | 47,017 | 5.4 | 1,814,108 |
| Intersegment | - | - | - | - | - |
| Total | 923,020 | 876,003 | 47,017 | 5.4 | 1,814,108 |
| Operating expenses | 856,113 | 818,245 | 37,868 | 4.6 | 1,678,602 |
| Operating income | 66,907 | 57,758 | 9,149 | 15.8 | 135,506 |
| Operating income on consolidated net sales (\%) | 7.2 | 6.6 |  |  | 7.5 |
| Identifiable assets: |  |  |  |  | (Millions of yen) |
|  | September 30, 2005 | September 30, 2004 | Change | \% | March 31, 2005 |
| Office Solution Business | 1,394,012 | 1,196,759 | 197,253 | 16.5 | 1,358,136 |
| Industry Business | 73,231 | 78,910 | -5,679 | -7.2 | 72,406 |
| Other Business | 115,397 | 130,783 | -15,386 | -11.8 | 125,278 |
| Elimination | -7,536 | -9,184 | 1,648 | -17.9 | -10,174 |
| Corporate assets | 373,483 | 480,187 | -106,704 | -22.2 | 408,023 |
| Total | 1,948,587 | 1,877,455 | 71,132 | 3.8 | 1,953,669 |
| Capital expenditure: |  |  |  |  | (Millions of yen) |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% | Year ended March 31, 2005 |
| Office Solution Business | 51,456 | 32,245 | 19,211 | 59.6 | 70,638 |
| Industry Business | 4,573 | 3,603 | 970 | 26.9 | 8,509 |
| Other Business | 1,455 | 1,240 | 215 | 17.3 | 3,451 |
| Corporate | 684 | 1,149 | -465 | -40.5 | 2,103 |
| Total | 58,168 | 38,237 | 19,931 | 52.1 | 84,701 |
| Depreciation: |  |  |  |  | (Millions of yen) |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% | Year ended March 31, 2005 |
| Office Solution Business | 26,320 | 25,076 | 1,244 | 5.0 | 53,439 |
| Industry Business | 3,150 | 3,425 | -275 | -8.0 | 7,450 |
| Other Business | 1,104 | 1,169 | -65 | -5.6 | 2,635 |
| Corporate | 531 | 1,371 | -840 | -61.3 | 3,272 |
| Total | 31,105 | 31,041 | 64 | 0.2 | 66,796 |

[^3](2) Geographic Segment Information

| (Three months ended September 30, 2005 and 2004) |  | (Millions of yen) |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Three months ended | Three months ended |  |  |
|  | September 30, 2005 | September 30, 2004 | Change | $\%$ |


| Japan: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales: | 254,094 |  |  |  |
| External customers | 99,327 | 241,810 | 12,284 | 5.1 |
| Intersegment | 353,421 | 3,541 | 5,786 | 6.2 |
| Total | 335,278 | 335,351 | 18,070 | 5.4 |
| Operating expenses | 18,143 | 327,311 | 7,967 | 2.4 |
| Operating income | 5.1 | 8,040 | 10,103 | 125.7 |
| Operating income on sales in Japan(\%) | 2.4 |  |  |  |

The Americas

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 96,021 | 82,552 | 13,469 | 16.3 |
| Intersegment | 445 | 3,519 | $-3,074$ | -87.4 |
| Total | 96,466 | 86,071 | 10,395 | 12.1 |
| Operating expenses | 91,325 | 81,812 | 9,513 | 11.6 |
| Operating income | 5,141 | 4,259 | 882 | 20.7 |
| Operating income on sales in the Americas(\%) | 5.3 | 4.9 |  |  |

Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 96,093 | 93,315 | 2,778 | 3.0 |
| Intersegment | 1,326 | 848 | 478 | 56.4 |
| Total | 97,419 | 94,163 | 3,256 | 3.5 |
| Operating expenses | 93,350 | 89,354 | 3,996 | 4.5 |
| Operating income | 4,069 | 4,809 | -740 | -15.4 |
| Operating income on sales in Europe(\%) | 4.2 | 5.1 |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 23,830 | 21,776 | 2,054 | 9.4 |
| Intersegment | 24,392 | 22,808 | 1,584 | 6.9 |
| Total | 48,222 | 44,584 | 3,638 | 8.2 |
| Operating expenses | 44,808 | 41,549 | 3,259 | 7.8 |
| Operating income | 3,414 | 3,035 | 379 | 12.5 |
| Operating income on sales in Other $(\%)$ | 7.1 | 6.8 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment | $-125,490$ | $-120,716$ | $-4,774$ | - |
| Total | $-125,490$ | $-120,716$ | $-4,774$ | - |
| Operating expenses: | $-124,348$ | $-118,944$ | $-5,404$ | - |
| Operating income | $-1,142$ | $-1,772$ | 630 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 470,038 |  |  |  |
| External customers | - | 439,453 | 30,585 | 7.0 |
| Intersegment | 470,038 | - | - | - |
| Total | 440,413 | 439,453 | 30,585 | 7.0 |
| Operating expenses | 29,625 | 421,082 | 19,331 | 4.6 |
| Operating income | 6.3 | 18,371 | 11,254 | 61.3 |
| $\quad$ Operating income on consolidated net sales(\%) |  | 4.2 |  |  |


| Identifiable assets: |  | (Millions of yen) |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30,2005 | September 30, 2004 | Change | $\%$ |
| Japan | $1,186,255$ | $1,069,762$ | 116,493 | 10.9 |
| The Americas | 235,714 | 205,198 | 30,516 | 14.9 |
| Europe | 226,006 | 206,108 | 19,898 | 9.7 |
| Other | 73,123 | 60,406 | 12,717 | 21.1 |
| Elimination | $-145,994$ | $-144,207$ | $-1,787$ | 1.2 |
| Corporate assets | 373,483 | 480,188 | $-106,705$ | -22.2 |
| Total | $1,948,587$ | $1,877,455$ | 71,132 | 3.8 |


| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  | (Millions of yen) |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Half year ended | Half year ended |  |  |
| September 30, 2005 | September 30, 2004 | Change | Yended | March 31, 2005 |


|  | September 30, 2005 | September 30, 2004 | Change | $\%$ | March 31, 2005 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Japan: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 495,618 | 481,473 | 14,145 | 2.9 | 994,499 |
| Intersegment | 204,313 | 189,951 | 14,362 | 7.6 | 392,216 |
| Total | 699,931 | 671,424 | 28,507 | 4.2 | $1,386,715$ |
| Operating expenses | 652,681 | 631,732 | 20,949 | 3.3 | $1,298,640$ |
| Operating income | 47,250 | 39,692 | 7,558 | 19.0 | 88,075 |
| $\quad$ Operating income on sales in Japan(\%) | 6.8 | 5.9 |  |  | 6.4 |

## The Americas:

| Net sales: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| External customers | 182,319 | 159,184 | 23,135 | 14.5 | 322,975 |
| Intersegment | 1,753 | 4,814 | $-3,061$ | -63.6 | 7,486 |
| Total | 184,072 | 163,998 | 20,074 | 12.2 | 330,461 |
| Operating expenses | 177,607 | 157,865 | 19,742 | 12.5 | 316,651 |
| Operating income | 6,465 | 6,133 | 332 | 5.4 | 13,810 |
| Operating income on sales in the Americas(\%) | 3.5 | 3.7 |  | 4.2 |  |


| Europe: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: | 199,569 | 193,941 | 5,628 | 2.9 | 412,333 |
| External customers | 2,446 | 1,789 | 657 | 36.7 | 3,310 |
| Intersegment | 202,015 | 195,730 | 6,285 | 3.2 | 415,643 |
| Total | 192,048 | 184,768 | 7,280 | 3.9 | 391,271 |
| Operating expenses | 9,967 | 10,962 | -995 | -9.1 | 24,372 |
| Operating income | 4.9 | 5.6 |  | 5.9 |  |
| Operating income on sales in Europe(\%) |  |  |  |  |  |
| Ot\% |  |  |  |  |  |


| Other: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: | 45,514 | 41,405 | 4,109 | 9.9 |  |
| External customers | 48,019 | 43,818 | 4,201 | 9.6 | 84,301 |
| Intersegment | 93,533 | 85,223 | 8,310 | 9.8 | 173,647 |
| Total | 86,934 | 79,788 | 7,146 | 9.0 | 162,042 |
| Operating expenses | 6,599 | 5,435 | 1,164 | 21.4 | 11,906 |
| Operating income | 7.1 | 6.4 |  |  | 6.8 |
| Operating income on sales in Other $(\%)$ |  |  |  |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Intersegment | $-256,531$ | $-240,372$ | $-16,159$ | - | $-492,659$ |
| Total | $-256,531$ | $-240,372$ | $-16,159$ | - | $-492,659$ |
| Operating expenses: | $-253,157$ | $-235,908$ | $-17,249$ | - | $-490,002$ |
| Operating income | $-3,374$ | $-4,464$ | 1,090 | - | $-2,657$ |
| Consolidated: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 923,020 | 876,003 | 47,017 | 5.4 | $1,814,108$ |
| Intersegment | - | - | - | - | - |
| Total | 923,020 | 876,003 | 47,017 | 5.4 | $1,814,108$ |
| Operating expenses | 856,113 | 818,245 | 37,868 | 4.6 | $1,678,602$ |
| Operating income | 66,907 | 57,758 | 9,149 | 15.8 | 135,506 |
| $\quad$ Operating income on consolidated net sales(\%) | 7.2 | 6.6 |  | 7.5 |  |


| Identifiable assets: |  |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30, 2005 | September 30, 2004 | Change | $\%$ | March 31, 2005 |
| Japan | $1,186,255$ | $1,069,762$ | 116,493 | 10.9 | $1,187,190$ |
| The Americas | 235,714 | 205,198 | 30,516 | 14.9 | 206,979 |
| Europe | 226,006 | 206,108 | 19,898 | 9.7 | 228,568 |
| Other | 73,123 | 60,406 | 12,717 | 21.1 | 66,319 |
| Elimination | $-145,994$ | $-144,207$ | $-1,787$ | 1.2 | $-143,410$ |
| Corporate assets | 373,483 | 480,188 | $-106,705$ | -22.2 | 408,023 |
| Total | $1,948,587$ | $1,877,455$ | 71,132 | 3.8 | $1,953,669$ |

## 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 September 30, 2005.
Consolidated subsidiaries:
1 Addition
9 Removals
Companies accounted for by the equity method:
2 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) Use of Estimates

Management of the Company has made a number of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, including impairment losses of long-lived assets and the disclosures of fair value of financial instruments and contingent assets and liabilities, to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates.

## 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 September 30, 2005 and March 31, 2005 are as follows:

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| September 30, 2005 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 144 | - | - | 144 |
| Other | 1 | - | - | 1 |
|  | 145 | - | - | 145 |
| Noncurrent: |  |  |  |  |
| Equity securities | 6,920 | 12,041 | 37 | 18,924 |
| Corporate debt securities | 6,000 | 30 | - | 6,030 |
| Other | 684 | 258 | - | 942 |
| Nonmarketable securities (at cost) | 6,419 | - | - | 6,419 |
|  | 20,023 | 12,329 | 37 | 32,315 |
|  |  |  |  | (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 | 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 September 30, 2005, and March 31, 2005 are as follows:

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
| September 30, 2005 |  |  |
|  | Carrying amount | Estimated Fair value |
| Interest rate swap agreements, net | 1,283 | 1,283 |
| Foreign currency contracts-net credit | -917 | -917 |
| Currency options-net credit | 59 | 59 |
| Total | 425 | 425 |
|  |  | (Millions of yen) |
| March 31, 2005 |  |  |
|  | Carrying amount | Estimated <br> 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) |
| :--- | ---: | ---: |
|  | September 30, 2005 | March 31, 2005 |
| Account balances: |  |  |
| Receivables | 3,117 | 3,416 |
| Payables | 2,877 | 2,964 |
|  | Half year ended | (Millions of yen) |
|  | September 30, 2005 | March 31, 2005 |
| Transactions: |  |  |
| Sales | 9,258 | 19,365 |
| Purchases | 10,563 | 27,286 |
| Dividend income | 825 | 1,154 |

## Ricoh Company, Ltd.

INTERIM REPORT (Non-consolidated. Half year ended September 30, 2005)
*Date of approval for the financial results for the half year ended September 30, 2005
at the Board of Directors' meeting: October 27, 2005
*Start of cash dividends payment: December 1, 2005

1. Results for the Period from April 1 to September 30, 2005(Non-consolidated)

|  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| (1) Operating Results | Half year ended <br> September 30, 2005 | Half year ended <br> September 30, 2004 | Year ended March 31, |
| Net sales | 445,904 | 435,889 | 897,217 |
| (\% change from the previous corresponding period) | 2.3 | -1.8 | 2.4 |
| Operating income | 27,564 | 56,861 |  |
| (\% change from the previous corresponding period) | 15.2 | -8.5 |  |
| Ordinary income | 36,212 | -43.0 | 62,733 |
| (\% change from the previous corresponding period) | 31.6 | 27,523 | 0.4 |
| Interim (net) income | 24,400 | -31.8 | 41,983 |
| (\% change from the previous corresponding period) | 30.4 | 18,712 | -28.4 |
| Net income per share (yen) | 33.21 | -27.4 | 56.64 |

Notes: i Average number of shares outstanding: Half year ended September 30, 2005

734,844,384 shares Half year ended September 30, 2004
$738,843,718$ shares
Year ended March 31, 2005
$738,514,615$ shares
ii No change in accounting method has been made.

| (2) Dividend Information |  |  | (Yen) |
| :--- | ---: | ---: | ---: | ---: |
|  | Half year ended | Half year ended | Year ended March 31, |
| September 30, 2005 | September 30, 2004 | 2005 |  |
| Cash dividends, applicable to the half year | 12.00 | 10.00 | - |
| Cash dividends, applicable to the year | - | - | 20.00 |


| (3) Financial Position |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30, 2005 | September 30, 2004 | March 31, 2005 |
| Total assets | 927,453 | 939,248 | 949,547 |
| Shareholders' equity | 682,038 | 652,912 | 659,975 |
| Equity ratio (\%) | 73.5 | 69.5 | 69.5 |
| Equity per share (yen) | 926.84 | 883.76 | 897.96 |

Notes: i Number of shares issued:
Half year ended September 30, 2005
735,872,625 shares
Half year ended September 30, 2004
738,785,590 shares
Year ended March 31, 2005
$734,795,844$ shares
ii Number of Treasury stocks:
Half year ended September 30, 2005
9,039,453 shares
Half year ended September 30, 2004
6,126,488 shares
Year ended March 31, 2005
$10,116,234$ shares

| (4) Forecast of operating results from April 1, 2005 to March 31, 2006 (Non-consolidated) | (Millions of yen) |  |
| :--- | ---: | ---: |
| Net sales | 925,000 | 75,300 |
| Ordinary income | 50,000 |  |
| Net income | 24.00 |  |
| Cash dividends, applicable to the year (yen) |  |  |

Note: Net income per share $¥ 67.95$
In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 2006.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 half years ended September 30, 2005, 2004 and year ended March 31, 2005)

|  | Half year ended September 30, 2005 | Half year ended September 30,2004 | Change | \% | Year ended <br> March 31, 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 445,904 | 435,889 | 10,015 | 2.3 | 897,217 |
| Cost of sales | 310,687 | 302,116 | 8,571 | 2.8 | 619,968 |
| Percentage of net sales (\%) | 69.7 | 69.3 |  |  | 69.1 |
| Gross profit | 135,216 | 133,772 | 1,444 | 1.1 | 277,249 |
| Percentage of net sales (\%) | 30.3 | 30.7 |  |  | 30.9 |
| Selling, general and administrative expenses | 107,652 | 109,843 | -2,191 | -2.0 | 220,387 |
| Percentage of net sales (\%) | 24.1 | 25.2 |  |  | 24.6 |
| Operating income | 27,564 | 23,929 | 3,635 | 15.2 | 56,861 |
| Percentage of net sales (\%) | 6.2 | 5.5 |  |  | 6.3 |
| Non-operating income | 10,075 | 7,808 | 2,267 | 29.0 | 11,824 |
| Percentage of net sales (\%) | 2.3 | 1.8 |  |  | 1.3 |
| Non-operating expenses | 1,427 | 4,214 | -2,787 | -66.1 | 5,952 |
| Percentage of net sales (\%) | 0.3 | 1.0 |  |  | 0.7 |
| Ordinary income | 36,212 | 27,523 | 8,689 | 31.6 | 62,733 |
| Percentage of net sales (\%) | 8.1 | 6.3 |  |  | 7.0 |
| Income before income taxes | 36,212 | 27,523 | 8,689 | 31.6 | 62,733 |
| Percentage of net sales (\%) | 8.1 | 6.3 |  |  | 7.0 |
| Provision for income taxes | 11,700 | 6,800 | 4,900 | 72.1 | 11,500 |
| Percentage of net sales (\%) | 2.6 | 1.6 |  |  | 1.3 |
| Corporate and other tax adjustments | 112 | 2,011 | -1,899 | -94.4 | 9,250 |
| Percentage of net sales (\%) | 0.0 | 0.5 |  |  | 1.0 |
| Interim (net) income | 24,400 | 18,712 | 5,688 | 30.4 | 41,983 |
| Percentage of net sales (\%) | 5.5 | 4.3 |  |  | 4.7 |
| Retained earnings at beginning of year | 9,404 | 9,630 | -226 |  | 9,630 |
| Reversal of reserve for social contribution | 28 | 69 | -41 |  | 88 |
| Loss on disposal of Treasury stock | 5 | - | 5 |  | 1,922 |
| Interim dividends | - | - | - |  | 7,387 |
| Retained earnings at end of half year (year) | 33,828 | 28,411 | 5,417 |  | 42,392 |

Reference:
Exchange rate

|  | Half year ended <br> September 30,'05 | Half year ended <br> September 30,’04 | Year ended <br> March 31,’05 |
| :---: | ---: | ---: | ---: |
| US\$ 1 | $¥ 109.42$ | $¥ 109.80$ | $¥ 107.64$ |
| EURO 1 | $¥ 135.82$ | $¥ 133.28$ | $¥ 135.29$ |

Notes:

|  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, '05 | Half year ended <br> September 30, '04 | Year ended <br> March 31, '05 |
| 1. Material components of Non-operating income: | 1,390 |  |  |
| Interest income | 3,549 | 1,095 | 2,437 |
| Dividend income | 2,098 | 2,704 | 4,187 |
| Foreign currency exchange gain |  | 2,640 | 1,731 |
| 2. Material components of Non-operating expenses: | 379 | 732 |  |
| Interest on bonds | 958 | 1,339 | 1,469 |
| Loss on disposal of fixed assets | 9,067 | 9,003 | 3,445 |
| 3. Depreciation | 3,429 | 2,720 | 19,939 |
| Tangible fixed assets |  | 5,962 |  |

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

(September 30, 2005 and March 31, 2005)

| Assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2005 | March 31, 2005 | Change |
| Current Assets | 411,673 | 485,067 | -73,394 |
| Cash on hand and in banks | 7,291 | 10,148 | -2,857 |
| Notes receivable-trade | 6,792 | 7,983 | -1,191 |
| Accounts receivable-trade | 202,281 | 213,503 | -11,222 |
| Marketable securities | 35,989 | 128,186 | -92,197 |
| Inventories | 43,404 | 46,274 | -2,870 |
| Accounts receivable-other | 12,433 | 29,510 | -17,077 |
| Short-term loans receivable | 86,500 | 33,753 | 52,747 |
| Other current assets | 18,244 | 17,199 | 1,045 |
| Allowance for doubtful accounts | -1,263 | -1,492 | 229 |
| Fixed Assets | 515,779 | 464,480 | 51,299 |
| Tangible Fixed Assets | 125,971 | 108,949 | 17,022 |
| Buildings | 43,826 | 40,423 | 3,403 |
| Machinery and equipment | 18,717 | 18,422 | 295 |
| Land | 30,114 | 25,980 | 4,134 |
| Other fixed assets | 33,313 | 24,123 | 9,190 |
| Intangible Fixed Assets | 29,910 | 30,945 | -1,035 |
| Investments and Other Assets | 359,897 | 324,584 | 35,313 |
| Investment securities | 220,619 | 212,495 | 8,124 |
| Long-term loans receivable | 102,595 | 70,170 | 32,425 |
| Other investments | 39,599 | 44,612 | -5,013 |
| Allowance for doubtful accounts | -2,916 | -2,693 | -223 |
| Total Assets | 927,453 | 949,547 | -22,094 |
| Reference: |  |  |  |
| Exchange rate |  |  |  |
|  | September 30, 2005 | March 31, 2005 |  |
| US\$ 1 | $\stackrel{1}{ } ¥ 13.19$ | $\stackrel{107.39}{ }$ |  |
| EURO 1 | $¥ 136.13$ | $¥ 138.87$ |  |

## Notes:

|  |  | (Millions of yen) |
| :--- | ---: | ---: |
| 1. Accumulated depreciation on tangible fixed assets | September 30, 2005 | March 31, 2005 |
| 2. Trade notes receivable discounted with banks | 340,393 | 335,627 |
| 3. Guarantee obligations | 43 | 46 |
|  | 158 | 168 |

(September 30, 2005 and March 31, 2005)
Liabilities
(Millions of yen)


| Shareholders' Equity | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2005 | March 31, 2005 | Change |
| Common Stock | 135,364 | 135,364 | - |
| Additional paid-in-capital | 180,804 | 179,522 | 1,282 |
| Capital reserve | 180,804 | 179,522 | 1,282 |
| Other additional paid-in-capital | - | - | - |
| Retained earnings | 377,296 | 360,404 | 16,892 |
| Legal reserve | 14,955 | 14,955 | - |
| Voluntary reserves | 328,512 | 303,057 | 25,455 |
| Unappropriated retained earnings | 33,828 | 42,392 | -8,564 |
| Net unrealized holding gains on securities | 6,343 | 4,598 | 1,745 |
| Treasury stock | -17,771 | -19,914 | 2,143 |
| Total Shareholders' Equity | 682,038 | 659,975 | 22,063 |
| Total Liabilities and Shareholders' Equity | 927,453 | 949,547 | -22,094 |

## Reference:

Exchange rate

|  | September 30, 2005 | March 31, 2005 |
| :---: | ---: | ---: |
| US\$ 1 | $¥ 113.19$ | $¥ 107.39$ |
| EURO 1 | $¥ 136.13$ | $¥ 138.87$ |

## 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.
The range of the estimated useful life regarding principal tangible fixed assets are follows.
Buildings: 2-50 years
Machinery and equipment :2-12 years
(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 half 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 ( 15 years).
(5) Reserve for Directors' Retirement Allowances

At the half 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

Ricoh accounts for hedges at market value. With currency swaps, however, 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 half 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. Consumption taxes

Consumption taxes are excluded from revenues and expenses. The refundable consumption tax at the end of the first half of the year is included in "Other current assets", after offsetting suspense payments and receipt of consumption taxes and etc.
7. Provision for income taxes

Ricoh calculates " Provision for income taxes" and "Corporate and other tax adjustments" based on projected reserve and reserve reversal for deferral of capital on property and for special depreciation in this year.
8. 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 half of fiscal year or total shareholder's equity as of September 30, 2005 attributable to this change.

## Additional Information

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


| 2. Half year ended September 30, 2004 |  | Fair value | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | 46,663 | 39,409 |
| Securities of consolidated companies | 7,253 | 56,744 | 49,809 |
| Securities of affiliated companies | 6,935 | 103,408 | 89,218 |


| 3. Half year ended September 30, 2005 |  | Fair value | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | 60,900 | 53,671 |
| Securities of consolidated companies | 7,229 | 55,672 | 48,736 |
| Securities of affiliated companies | 6,935 | 116,572 | 102,407 |

-APPENDIX- (Half year ended September 30, 2005)

## 1. Consolidated Sales by Product Category

(Three months ended September 30, 2005 and 2004)

(Millions of yen) | Three months ended | Three months ended |  |  | $\begin{array}{l}\text { Change excluding } \\ \text { exchange impact }\end{array}$ |
| :--- | :--- | :--- | :--- | :--- |
| September 30,2005 | September 30,2004 | Change | $\%$ |  |

|  | September 30, 2005 | September 30, 2004 | Change | \% | exchange impact | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Solution Business> |  |  |  |  |  |  |
| Imaging Solution Business | 343,643 | 314,562 | 29,081 | 9.2 | 26,738 | 8.5 |
| Percentage of net sales (\%) | 73.1 | 71.6 |  |  |  |  |
| Domestic | 139,619 | 128,418 | 11,201 | 8.7 | 11,201 | 8.7 |
| Overseas | 204,024 | 186,144 | 17,880 | 9.6 | 15,537 | 8.3 |
| Network System Solution Business | 54,565 | 52,355 | 2,210 | 4.2 | 2,189 | 4.2 |
| Percentage of net sales (\%) | 11.6 | 11.9 |  |  |  |  |
| Domestic | 52,385 | 50,844 | 1,541 | 3.0 | 1,541 | 3.0 |
| Overseas | 2,180 | 1,511 | 669 | 44.3 | 648 | 42.9 |
| Office Solution Business Total | 398,208 | 366,917 | 31,291 | 8.5 | 28,927 | 7.9 |
| Percentage of net sales (\%) | 84.7 | 83.5 |  |  |  |  |
| Domestic | 192,004 | 179,262 | 12,742 | 7.1 | 12,742 | 7.1 |
| Overseas | 206,204 | 187,655 | 18,549 | 9.9 | 16,185 | 8.6 |
| The Americas | 91,407 | 79,582 | 11,825 | 14.9 | 10,890 | 13.7 |
| Europe | 92,393 | 87,497 | 4,896 | 5.6 | 4,066 | 4.6 |
| Other | 22,404 | 20,576 | 1,828 | 8.9 | 1,229 | 6.0 |
| <Industry Business> |  |  |  |  |  |  |
| Industry Business | 32,381 | 29,177 | 3,204 | 11.0 | 3,151 | 10.8 |
| Percentage of net sales (\%) | 6.9 | 6.6 |  |  |  |  |
| Domestic | 20,220 | 19,426 | 794 | 4.1 | 794 | 4.1 |
| Overseas | 12,161 | 9,751 | 2,410 | 24.7 | 2,357 | 24.2 |
| The Americas | 5,082 | 2,774 | 2,308 | 83.2 | 2,279 | 82.2 |
| Europe | 3,528 | 3,665 | -137 | -3.7 | -169 | -4.6 |
| Other | 3,551 | 3,312 | 239 | 7.2 | 247 | 7.5 |
| <Other Business> |  |  |  |  |  |  |
| Other Business | 39,449 | 43,359 | -3,910 | -9.0 | -3,982 | -9.2 |
| Percentage of net sales (\%) | 8.4 | 9.9 |  |  |  |  |
| Domestic | 34,702 | 37,176 | -2,474 | -6.7 | -2,474 | -6.7 |
| Overseas | 4,747 | 6,183 | -1,436 | -23.2 | -1,508 | -24.4 |
| The Americas | 270 | 573 | -303 | -52.9 | -306 | -53.4 |
| Europe | 999 | 1,502 | -503 | -33.5 | -510 | -34.0 |
| Other | 3,478 | 4,108 | -630 | -15.3 | -692 | -16.8 |
| Grand Total | 470,038 | 439,453 | 30,585 | 7.0 | 28,096 | 6.4 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 246,926 | 235,864 | 11,062 | 4.7 | 11,062 | 4.7 |
| Percentage of net sales (\%) | 52.5 | 53.7 |  |  |  |  |
| Overseas | 223,112 | 203,589 | 19,523 | 9.6 | 17,034 | 8.4 |
| Percentage of net sales (\%) | 47.5 | 46.3 |  |  |  |  |
| The Americas | 96,759 | 82,929 | 13,830 | 16.7 | 12,863 | 15.5 |
| Percentage of net sales (\%) | 20.6 | 18.9 |  |  |  |  |
| Europe | 96,920 | 92,664 | 4,256 | 4.6 | 3,387 | 3.7 |
| Percentage of net sales (\%) | 20.6 | 21.1 |  |  |  |  |
| Other | 29,433 | 27,996 | 1,437 | 5.1 | 784 | 2.8 |
| Percentage of net sales (\%) | 6.3 | 6.3 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 111.22$ | $¥ 110.01$ | ¥1.21 |  |  |  |
| EURO 1 | $¥ 135.79$ | $¥ 134.44$ | $¥ 1.35$ |  |  |  |

Each category includes the following product line:
Imaging Solution Business
Network system Solution Business
Personal computers, PC servers, network systems and network related software
Industry Business
Thermal media, optical equipments, semiconductors, electronic component and measuring equipments Optical discs and digital camera

| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  |  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% | Change excluding exchange impact | \% | $\begin{gathered} \hline \text { Year ended } \\ \text { March 31, } 2005 \\ \hline \end{gathered}$ |
| <Office Solution Business> |  |  |  |  |  |  |  |
| Imaging Solution Business | 693,130 | 639,056 | 54,074 | 8.5 | 50,781 | 7.9 | 1,332,299 |
| Percentage of net sales (\%) | 75.1 | 73.0 |  |  |  |  | 73.4 |
| Domestic | 289,241 | 267,770 | 21,471 | 8.0 | 21,471 | 8.0 | 564,163 |
| Overseas | 403,889 | 371,286 | 32,603 | 8.8 | 29,310 | 7.9 | 768,136 |
| Network System Solution Business | 93,151 | 95,606 | -2,455 | -2.6 | -2,498 | -2.6 | 199,129 |
| Percentage of net sales (\%) | 10.1 | 10.9 |  |  |  |  | 11.0 |
| Domestic | 88,984 | 92,683 | -3,699 | -4.0 | -3,699 | -4.0 | 192,304 |
| Overseas | 4,167 | 2,923 | 1,244 | 42.6 | 1,201 | 41.1 | 6,825 |
| Office Solution Business Total | 786,281 | 734,662 | 51,619 | 7.0 | 48,283 | 6.6 | 1,531,428 |
| Percentage of net sales (\%) | 85.2 | 83.9 |  |  |  |  | 84.4 |
| Domestic | 378,225 | 360,453 | 17,772 | 4.9 | 17,772 | 4.9 | 756,467 |
| Overseas | 408,056 | 374,209 | 33,847 | 9.0 | 30,511 | 8.2 | 774,961 |
| The Americas | 174,373 | 153,727 | 20,646 | 13.4 | 21,294 | 13.9 | 312,188 |
| Europe | 191,064 | 181,476 | 9,588 | 5.3 | 6,419 | 3.5 | 385,689 |
| Other | 42,619 | 39,006 | 3,613 | 9.3 | 2,798 | 7.2 | 77,084 |
| <Industry Business> |  |  |  |  |  |  |  |
| Industry Business | 58,459 | 58,760 | -301 | -0.5 | -375 | -0.6 | 119,408 |
| Percentage of net sales (\%) | 6.3 | 6.7 |  |  |  |  | 6.6 |
| Domestic | 36,078 | 39,704 | -3,626 | -9.1 | -3,626 | -9.1 | 80,833 |
| Overseas | 22,381 | 19,056 | 3,325 | 17.4 | 3,251 | 17.1 | 38,575 |
| The Americas | 8,221 | 5,116 | 3,105 | 60.7 | 3,136 | 61.3 | 10,112 |
| Europe | 7,473 | 7,214 | 259 | 3.6 | 136 | 1.9 | 15,338 |
| Other | 6,687 | 6,726 | -39 | -0.6 | -21 | -0.3 | 13,125 |
| <Other Business> |  |  |  |  |  |  |  |
| Other Business | 78,280 | 82,581 | -4,301 | -5.2 | -4,386 | -5.3 | 163,272 |
| Percentage of net sales (\%) | 8.5 | 9.4 |  |  |  |  | 9.0 |
| Domestic | 66,614 | 69,019 | -2,405 | -3.5 | -2,405 | -3.5 | 135,675 |
| Overseas | 11,666 | 13,562 | -1,896 | -14.0 | -1,981 | -14.6 | 27,597 |
| The Americas | 1,321 | 2,487 | -1,166 | -46.9 | -1,165 | -46.8 | 3,297 |
| Europe | 2,862 | 4,297 | -1,435 | -33.4 | -1,475 | -34.3 | 7,879 |
| Other | 7,483 | 6,778 | 705 | 10.4 | 659 | 9.7 | 16,421 |
| Grand Total | 923,020 | 876,003 | 47,017 | 5.4 | 43,522 | 5.0 | 1,814,108 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  | 100.0 |
| Domestic | 480,917 | 469,176 | 11,741 | 2.5 | 11,741 | 2.5 | 972,975 |
| Percentage of net sales (\%) | 52.1 | 53.6 |  |  |  |  | 53.6 |
| Overseas | 442,103 | 406,827 | 35,276 | 8.7 | 31,781 | 7.8 | 841,133 |
| Percentage of net sales (\%) | 47.9 | 46.4 |  |  |  |  | 46.4 |
| The Americas | 183,915 | 161,330 | 22,585 | 14.0 | 23,265 | 14.4 | 325,597 |
| Percentage of net sales (\%) | 19.9 | 18.4 |  |  |  |  | 17.9 |
| Europe | 201,399 | 192,987 | 8,412 | 4.4 | 5,080 | 2.6 | 408,906 |
| Percentage of net sales (\%) | 21.8 | 22.0 |  |  |  |  | 22.5 |
| Other | 56,789 | 52,510 | 4,279 | 8.1 | 3,436 | 6.5 | 106,630 |
| Percentage of net sales (\%) | 6.2 | 6.0 |  |  |  |  | 6.0 |
| Reference: Exchange rate |  |  |  |  |  |  |  |
| US\$ 1 | $¥ 109.42$ | $¥ 109.83$ | ¥-0.41 |  |  |  | $¥ 107.58$ |
| EURO 1 | $¥ 135.67$ | $¥ 133.31$ | $¥ 2.36$ |  |  |  | $¥ 135.25$ |

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
ndustry Business
Thermal media, optical equipments, semiconductors, electronic component and measuring equipments Optical discs and digital camera

|  | Three months ended September 30, 2005 | Three months ended September 30, 2004 | Change | \% | Change excluding exchange impact | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Equipment> |  |  |  |  |  |  |
| Imaging Solutions: |  |  |  |  |  |  |
| Digital Imaging Systems | 135,959 | 136,148 | -189 | -0.1 | -1,036 | -0.8 |
| Percentage of net sales (\%) | 28.9 | 31.0 |  |  |  |  |
| Domestic | 54,598 | 54,818 | -220 | -0.4 | -220 | -0.4 |
| Overseas | 81,361 | 81,330 | 31 | 0.0 | -816 | -1.0 |
| Other Imaging Systems | 36,056 | 38,828 | -2,772 | -7.1 | $-3,005$ | -7.7 |
| Percentage of net sales (\%) | 7.7 | 8.8 |  |  |  |  |
| Domestic | 14,716 | 14,917 | -201 | -1.3 | -201 | -1.3 |
| Overseas | 21,340 | 23,911 | -2,571 | -10.8 | -2,804 | -11.7 |
| Total Imaging Solutions | 172,015 | 174,976 | -2,961 | -1.7 | -4,041 | -2.3 |
| Percentage of net sales (\%) | 36.6 | 39.8 |  |  |  |  |
| Domestic | 69,314 | 69,735 | -421 | -0.6 | -421 | -0.6 |
| Overseas | 102,701 | 105,241 | -2,540 | -2.4 | -3,620 | -3.4 |
| Network Input/Output Systems: |  |  |  |  |  |  |
| Printing Systems | 181,508 | 149,373 | 32,135 | 21.5 | 30,815 | 20.6 |
| Percentage of net sales (\%) | 38.6 | 34.0 |  |  |  |  |
| Domestic | 72,915 | 61,260 | 11,655 | 19.0 | 11,655 | 19.0 |
| Overseas | 108,593 | 88,113 | 20,480 | 23.2 | 19,160 | 21.7 |
| Other Input/Output Systems | 2,633 | 3,594 | -961 | -26.7 | -968 | -26.9 |
| Percentage of net sales (\%) | 0.6 | 0.8 |  |  |  |  |
| Domestic | 615 | 551 | 64 | 11.6 | 64 | 11.6 |
| Overseas | 2,018 | 3,043 | -1,025 | -33.7 | -1,032 | -33.9 |
| Total Network Input/Output Systems | 184,141 | 152,967 | 31,174 | 20.4 | 29,847 | 19.5 |
| Percentage of net sales (\%) | 39.2 | 34.8 |  |  |  |  |
| Domestic | 73,530 | 61,811 | 11,719 | 19.0 | 11,719 | 19.0 |
| Overseas | 110,611 | 91,156 | 19,455 | 21.3 | 18,128 | 19.9 |
| Network System Solutions | 56,141 | 54,049 | 2,092 | 3.9 | 2,071 | 3.8 |
| Percentage of net sales (\%) | 11.9 | 12.3 |  |  |  |  |
| Domestic | 53,961 | 52,538 | 1,423 | 2.7 | 1,423 | 2.7 |
| Overseas | 2,180 | 1,511 | 669 | 44.3 | 648 | 42.9 |
| Office Equipment Total | 412,297 | 381,992 | 30,305 | 7.9 | 27,877 | 7.3 |
| Percentage of net sales (\%) | 87.7 | 86.9 |  |  |  |  |
| Domestic | 196,805 | 184,084 | 12,721 | 6.9 | 12,721 | 6.9 |
| Overseas | 215,492 | 197,908 | 17,584 | 8.9 | 15,156 | 7.7 |
| The Americas | 94,266 | 82,719 | 11,547 | 14.0 | 10,574 | 12.8 |
| Europe | 96,039 | 91,678 | 4,361 | 4.8 | 3,497 | 3.8 |
| Other | 25,187 | 23,511 | 1,676 | 7.1 | 1,085 | 4.6 |
| < Other Businesses > |  |  |  |  |  |  |
| Other Businesses | 57,741 | 57,461 | 280 | 0.5 | 219 | 0.4 |
| Percentage of net sales (\%) | 12.3 | 13.1 |  |  |  |  |
| Domestic | 50,121 | 51,780 | -1,659 | -3.2 | -1,659 | -3.2 |
| Overseas | 7,620 | 5,681 | 1,939 | 34.1 | 1,878 | 33.1 |
| The Americas | 2,493 | 210 | 2,283 | 1,087.1 | 2,289 | 1,090.0 |
| Europe | 881 | 986 | -105 | -10.6 | -110 | -11.2 |
| Other | 4,246 | 4,485 | -239 | -5.3 | -301 | -6.7 |
| Grand Total | 470,038 | 439,453 | 30,585 | 7.0 | 28,096 | 6.4 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 246,926 | 235,864 | 11,062 | 4.7 | 11,062 | 4.7 |
| Percentage of net sales (\%) | 52.5 | 53.7 |  |  |  |  |
| Overseas | 223,112 | 203,589 | 19,523 | 9.6 | 17,034 | 8.4 |
| Percentage of net sales (\%) | 47.5 | 46.3 |  |  |  |  |
| The Americas | 96,759 | 82,929 | 13,830 | 16.7 | 12,863 | 15.5 |
| Percentage of net sales (\%) | 20.6 | 18.9 |  |  |  |  |
| Europe | 96,920 | 92,664 | 4,256 | 4.6 | 3,387 | 3.7 |
| Percentage of net sales (\%) | 20.6 | 21.1 |  |  |  |  |
| Other | 29,433 | 27,996 | 1,437 | 5.1 | 784 | 2.8 |
| Percentage of net sales (\%) | 6.3 | 6.3 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 111.22$ | $¥ 110.01$ | $¥ 1.2$ |  |  |  |
| EURO 1 | $¥ 135.79$ | $¥ 134.44$ | $¥ 1.35$ |  |  |  |

Each category includes the following product line:
Digital Imaging Systems
Other Imaging Systems
Printing Systems
Other Input/Output Systems
Network System Solutions MFPs(multifunctional printers), laser printers and software
MFPs(multifunctional printers),
Optical discs and system scanners
Personal computers, PC servers, network systems and network related software Optical equipments, metering equipments and semiconductors

| (Half year ended September 30, 2005 and 2004 and Year ended March 31, 2005) |  |  |  |  |  |  | $\begin{aligned} & \frac{(\text { Millions of yen) }}{\text { Year ended }} \\ & \text { March 31, } 2005 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2005 | Half year ended September 30, 2004 | Change | \% | Change excluding exchange impact | \% |  |
| <Office Equipment> |  |  |  |  |  |  |  |
| Imaging Solutions: |  |  |  |  |  |  |  |
| Digital Imaging Systems | 276,229 | 275,531 | 698 | 0.3 | -169 | -0.1 | 559,023 |
| Percentage of net sales (\%) | 29.9 | 31.5 |  |  |  |  | 30.8 |
| Domestic | 111,409 | 113,924 | -2,515 | -2.2 | -2,515 | -2.2 | 231,526 |
| Overseas | 164,820 | 161,607 | 3,213 | 2.0 | 2,346 | 1.5 | 327,497 |
| Other Imaging Systems | 75,554 | 81,074 | -5,520 | -6.8 | -5,918 | -7.3 | 156,074 |
| Percentage of net sales (\%) | 8.2 | 9.2 |  |  |  |  | 8.6 |
| Domestic | 30,157 | 30,912 | -755 | -2.4 | -755 | -2.4 | 59,371 |
| Overseas | 45,397 | 50,162 | -4,765 | -9.5 | -5,163 | -10.3 | 96,703 |
| Total Imaging Solutions | 351,783 | 356,605 | -4,822 | -1.4 | -6,087 | -1.7 | 715,097 |
| Percentage of net sales (\%) | 38.1 | 40.7 |  |  |  |  | 39.4 |
| Domestic | 141,566 | 144,836 | -3,270 | -2.3 | -3,270 | -2.3 | 290,897 |
| Overseas | 210,217 | 211,769 | -1,552 | -0.7 | -2,817 | -1.3 | 424,200 |
| Network Input/Output Systems: |  |  |  |  |  |  |  |
| Printing Systems | 361,729 | 301,343 | 60,386 | 20.0 | 58,283 | 19.3 | 655,328 |
| Percentage of net sales (\%) | 39.2 | 34.4 |  |  |  |  | 36.1 |
| Domestic | 152,977 | 127,975 | 25,002 | 19.5 | 25,002 | 19.5 | 283,141 |
| Overseas | 208,752 | 173,368 | 35,384 | 20.4 | 33,281 | 19.2 | 372,187 |
| Other Input/Output Systems | 5,842 | 8,979 | -3,137 | -34.9 | -3,150 | -35.1 | 15,508 |
| Percentage of net sales (\%) | 0.6 | 1.0 |  |  |  |  | 0.9 |
| Domestic | 1,342 | 1,490 | -148 | -9.9 | -148 | -9.9 | 3,247 |
| Overseas | 4,500 | 7,489 | -2,989 | -39.9 | -3,002 | -40.1 | 12,261 |
| Total Network Input/Output Systems | 367,571 | 310,322 | 57,249 | 18.4 | 55,133 | 17.8 | 670,836 |
| Percentage of net sales (\%) | 39.8 | 35.4 |  |  |  |  | 37.0 |
| Domestic | 154,319 | 129,465 | 24,854 | 19.2 | 24,854 | 19.2 | 286,388 |
| Overseas | 213,252 | 180,857 | 32,395 | 17.9 | 30,279 | 16.7 | 384,448 |
| Network System Solutions | 96,351 | 99,038 | -2,687 | -2.7 | -2,730 | -2.8 | 205,895 |
| Percentage of net sales (\%) | 10.5 | 11.3 |  |  |  |  | 11.3 |
| Domestic | 92,184 | 96,115 | -3,931 | -4.1 | -3,931 | -4.1 | 199,070 |
| Overseas | 4,167 | 2,923 | 1,244 | 42.6 | 1,201 | 41.1 | 6,825 |
| Office Equipment Total | 815,705 | 765,965 | 49,740 | 6.5 | 46,316 | 6.0 | 1,591,828 |
| Percentage of net sales (\%) | 88.4 | 87.4 |  |  |  |  | 87.7 |
| Domestic | 388,069 | 370,416 | 17,653 | 4.8 | 17,653 | 4.8 | 776,355 |
| Overseas | 427,636 | 395,549 | 32,087 | 8.1 | 28,663 | 7.2 | 815,473 |
| The Americas | 181,226 | 160,944 | 20,282 | 12.6 | 20,952 | 13.0 | 324,853 |
| Europe | 199,010 | 191,189 | 7,821 | 4.1 | 4,525 | 2.4 | 403,574 |
| Other | 47,400 | 43,416 | 3,984 | 9.2 | 3,186 | 7.3 | 87,046 |
| < Other Businesses > |  |  |  |  |  |  |  |
| Other Businesses | 107,315 | 110,038 | -2,723 | -2.5 | -2,794 | -2.5 | 222,280 |
| Percentage of net sales (\%) | 11.6 | 12.6 |  |  |  |  | 12.3 |
| Domestic | 92,848 | 98,760 | -5,912 | -6.0 | -5,912 | -6.0 | 196,620 |
| Overseas | 14,467 | 11,278 | 3,189 | 28.3 | 3,118 | 27.6 | 25,660 |
| The Americas | 2,689 | 386 | 2,303 | 596.6 | 2,313 | 599.2 | 744 |
| Europe | 2,389 | 1,798 | 591 | 32.9 | 555 | 30.9 | 5,332 |
| Other | 9,389 | 9,094 | 295 | 3.2 | 250 | 2.7 | 19,584 |
| Grand Total | 923,020 | 876,003 | 47,017 | 5.4 | 43,522 | 5.0 | 1,814,108 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  | 100.0 |
| Domestic | 480,917 | 469,176 | 11,741 | 2.5 | 11,741 | 2.5 | 972,975 |
| Percentage of net sales (\%) | 52.1 | 53.6 |  |  |  |  | 53.6 |
| Overseas | 442,103 | 406,827 | 35,276 | 8.7 | 31,781 | 7.8 | 841,133 |
| Percentage of net sales (\%) | 47.9 | 46.4 |  |  |  |  | 46.4 |
| The Americas | 183,915 | 161,330 | 22,585 | 14.0 | 23,265 | 14.4 | 325,597 |
| Percentage of net sales (\%) | 19.9 | 18.4 |  |  |  |  | 17.9 |
| Europe | 201,399 | 192,987 | 8,412 | 4.4 | 5,080 | 2.6 | 408,906 |
| Percentage of net sales (\%) | 21.8 | 22.0 |  |  |  |  | 22.5 |
| Other | 56,789 | 52,510 | 4,279 | 8.1 | 3,436 | 6.5 | 106,630 |
| Percentage of net sales (\%) | 6.2 | 6.0 |  |  |  |  | 6.0 |
| Reference: Exchange rate |  |  |  |  |  |  |  |
| US\$ 1 | $¥ 109.42$ | ¥109.83 | ¥-0.4 |  |  |  | $¥ 107.58$ |
| EURO 1 | $¥ 135.67$ | $¥ 133.31$ | $¥ 2.3$ |  |  |  | $¥ 135.25$ |

Each category includes the following product line:
Digital Imaging Systems
Other Imaging Systems
Printing Systems
Other Input/Output Systems
Network System Solutions
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

## 3. Forecast of Consolidated Performance

(Billions of yen)

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended Sept. 30, 2005 <br> Results | Change <br> \% | Three months ending <br> Dec. 31, 2005 <br> Forecast | Change <br> \% | Half year ending <br> Mar. 31, 2006 <br> Forecast | Change <br> \% | Year ending <br> Mar. 31, 2006 <br> Forecast | Change <br> \% |
| Net sales | 923.0 | 5.4 | 465.0 | 4.8 | 976.9 | 4.1 | 1,900.0 | 4.7 |
| Gross profit | 388.2 | 6.7 | 201.0 | 4.6 | 415.7 | 6.4 | 804.0 | 6.5 |
| Operating income | 66.9 | 15.8 | 38.0 | -1.8 | 93.0 | 19.7 | 160.0 | 18.1 |
| Income before income taxes | 69.4 | 15.6 | 37.7 | 8.8 | 90.5 | 20.3 | 160.0 | 18.2 |
| Net income | 42.8 | 19.7 | 22.3 | 0.3 | 54.1 | 14.4 | 97.0 | 16.7 |
| Net income per share (yen) | 58.40 | - | 30.36 | - | 73.67 | - | 132.07 | - |
| Capital expenditure | 58.1 | - | 28.0 | - | 55.8 | - | 114.0 | - |
| Depreciation for tangible fixed assets | 31.1 | - | 18.5 | - | 37.8 | - | 69.0 | - |
| R\&D expenditure | 54.9 | - | 28.5 | - | 61.0 | - | 116.0 | - |
| Exchange rate (Yen/US\$) | 109.42 | - | 110.00 | - | 110.00 | - | 109.71 | - |
| Exchange rate (Yen/EURO) | 135.67 | - | 135.00 | - | 135.00 | - | 135.34 | - |

## 4. Forecast of Consolidated Sales by Product Category

(Billions of yen)

| Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending March 31, 2006 |  |  |  | Year ending March 31, 2006 |  |  |  |
|  | Forecast | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | Change <br> \% | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ |
| <Office Solution Business> |  |  |  |  |  |  |  |  |
| Imaging Solution Business | 728.2 | 5.0 | 724.7 | 4.5 | 1,421.3 | 6.7 | 1,414.5 | 6.2 |
| Domestic | 310.5 | 4.8 | 310.5 | 4.8 | 599.7 | 6.3 | 599.7 | 6.3 |
| Overseas | 417.7 | 5.3 | 414.2 | 4.4 | 821.5 | 7.0 | 814.7 | 6.1 |
| Network System Solution Business | 109.9 | 6.2 | 109.9 | 6.2 | 203.0 | 2.0 | 203.0 | 1.9 |
| Domestic | 105.2 | 5.6 | 105.2 | 5.6 | 194.1 | 1.0 | 194.1 | 1.0 |
| Overseas | 4.7 | 20.5 | 4.7 | 20.5 | 8.8 | 29.9 | 8.8 | 29.3 |
| Office Solution Business Total | 838.1 | 5.2 | 834.6 | 4.7 | 1,624.3 | 6.1 | 1,617.5 | 5.6 |
| Domestic | 415.7 | 5.0 | 415.7 | 5.0 | 793.9 | 5.0 | 793.9 | 5.0 |
| Overseas | 422.4 | 5.4 | 418.9 | 4.5 | 830.4 | 7.2 | 823.6 | 6.3 |
| The Americas | 173.8 | 9.7 | 166.5 | 5.1 | 348.1 | 11.5 | 341.5 | 9.4 |
| Europe | 205.2 | 0.5 | 208.7 | 2.2 | 396.2 | 2.7 | 396.5 | 2.8 |
| Other | 43.4 | 14.0 | 43.7 | 14.8 | 86.0 | 11.6 | 85.5 | 10.9 |
| <Industry Business> |  |  |  |  |  |  |  |  |
| Industry Business | 59.6 | -1.7 | 59.5 | -1.9 | 118.0 | -1.1 | 117.8 | -1.3 |
| Domestic | 36.7 | -10.8 | 36.7 | -10.8 | 72.7 | -10.0 | 72.7 | -10.0 |
| Overseas | 22.9 | 17.3 | 22.8 | 16.8 | 45.2 | 17.4 | 45.1 | 16.9 |
| The Americas | 7.0 | 40.1 | 6.7 | 34.1 | 15.2 | 50.5 | 14.9 | 47.9 |
| Europe | 8.0 | -1.5 | 8.2 | 0.9 | 15.4 | 0.9 | 15.5 | 1.4 |
| Other | 7.9 | 23.5 | 7.9 | 23.5 | 14.5 | 11.1 | 14.6 | 11.3 |
| <Other Business> |  |  |  |  |  |  |  |  |
| Other Business | 79.2 | -1.7 | 79.4 | -1.5 | 157.5 | -3.5 | 157.6 | -3.4 |
| Domestic | 66.3 | -0.4 | 66.3 | -0.4 | 132.9 | -2.0 | 132.9 | -2.0 |
| Overseas | 12.8 | -8.1 | 13.1 | -6.7 | 24.5 | -11.0 | 24.6 | -10.6 |
| The Americas | 0.2 | -75.3 | 0.2 | -75.3 | 1.5 | -53.9 | 1.5 | -53.8 |
| Europe | 5.4 | 50.8 | 5.4 | 50.8 | 8.2 | 4.9 | 8.2 | 4.4 |
| Other | 7.2 | -24.3 | 7.5 | -22.2 | 14.7 | -10.0 | 14.9 | -9.0 |
| Grand Total | 976.9 | 4.1 | 973.5 | 3.8 | 1,900.0 | 4.7 | 1,893.0 | 4.4 |
| Domestic | 518.7 | 3.0 | 518.7 | 3.0 | 999.7 | 2.7 | 999.7 | 2.7 |
| Overseas | 458.1 | 5.5 | 454.8 | 4.7 | 900.3 | 7.0 | 893.3 | 6.2 |
| The Americas | 181.0 | 10.2 | 173.4 | 5.6 | 364.9 | 12.1 | 357.9 | 10.0 |
| Europe | 218.6 | 1.2 | 222.3 | 3.0 | 419.9 | 2.7 | 420.3 | 2.8 |
| Other | 58.5 | 8.3 | 59.1 | 9.2 | 115.3 | 8.2 | 115.0 | 7.9 |

[^4]
[^0]:    * The Company bases the forecast estimates for March 31, 2006 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^1]:    * Ricoh bases the forecast estimates for March 31, 2006 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^2]:    Note: Effective from this financial period, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other".
    Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

[^3]:    Note: Effective from this financial period, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other".
    Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

[^4]:    * Excluding foreign exchange impact

