## INTERIM REPORT

Half year ended September 30, 2006
(Results for the Period from April 1, 2006 to September 30, 2006)
Three months ended September 30, 2006
(Results for the Period from July 1, 2006 to September 30, 2006)

## Performance Outline (Consolidated)

(1) Half year ended September 30, 2006, 2005 and Year ending March 31, 2007 (Forecast)

|  |  |  |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 (Results) | Half year ended September 30, 2005 (Results) | Change | Year ending <br> March 31, 2007 <br> (Forecast) | Change |
| Domestic sales | 492.4 | 477.7 | 3.1\% | 1,005.0 | 4.0\% |
| Overseas sales | 494.4 | 442.1 | 11.8\% | 1,062.0 | 12.6\% |
| Net sales | 986.9 | 919.8 | 7.3\% | 2,067.0 | 8.3\% |
| Gross profit | 407.9 | 385.7 | 5.8\% | 854.5 | 7.5\% |
| Operating income | 73.1 | 65.0 | 12.5\% | 170.0 | 14.4\% |
| Income from continuing operations before income taxes | 74.2 | 67.5 | 10.0\% | 168.0 | 10.0\% |
| Net income | 52.0 | 42.8 | 21.4\% | 106.5 | 9.7\% |
| Exchange rate (Yen/US\$) | 115.40 | 109.42 | 5.98 | 115.20 | 1.94 |
| Exchange rate (Yen/EURO) | 145.98 | 135.67 | 10.31 | 142.99 | 5.13 |
| Net income per share (yen) | 71.35 | 58.40 | 12.95 | 145.97 | 13.64 |
| Total assets | 2,097.7 | 1,948.5 | 149.1 | - | - |
| Shareholders' equity | 1,008.4 | 905.6 | 102.7 | - | - |
| Interest-bearing debt | 393.7 | 371.7 | 21.9 | - | - |
| Equity ratio (\%) | 48.1 | 46.5 | 1.6 | - | - |
| Shareholders' equity per share (yen) | 1,382.14 | 1,233.08 | 149.06 | - | - |
| Cash flows from operating activities | 51.6 | 71.7 | -20.1 | - | - |
| Cash flows from investing activities | -39.2 | -62.0 | 22.7 | - | - |
| Cash flows from financing activities | 1.1 | -49.7 | 50.8 | - | - |
| Cash and cash equivalents at end of period | 203.8 | 148.0 | 55.8 | - | - |
| Capital expenditures | 39.1 | 58.1 | -18.9 | 85.0 | -17.0 |
| Depreciation for tangible fixed assets | 33.7 | 31.1 | 2.6 | 72.0 | 4.5 |
| R\&D expenditures | 56.5 | 54.9 | 1.5 | 120.0 | 9.6 |

(2) Three months ended September 30, 2006 and 2005

|  |  | (Billions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Three months ended <br> September 30, 2006 | Three months ended September 30, 2005 | Change |
| Domestic sales | 252.0 | 245.2 | $2.8 \%$ |
| Overseas sales | 250.2 | 223.1 | $12.2 \%$ |
| Net sales | 502.3 | 468.4 | $7.2 \%$ |
| Gross profit | 205.3 | 192.2 | $6.8 \%$ |
| Operating income | 32.5 | 28.6 | $13.6 \%$ |
| Income from continuing operations before income taxes | 35.5 | 30.3 | $17.3 \%$ |
| Net income | 22.9 | 19.1 | $19.7 \%$ |
| Exchange rate (Yen/US\$) | 116.26 | 111.22 | 5.04 |
| Exchange rate (Yen/EURO) | 148.16 | 135.79 | 12.37 |
|  | 31.43 | 26.08 | 5.35 |
| Net income per share (yen) | 23.2 | 23.4 | -0.2 |
| Capital expenditures | 17.7 | 15.4 | 2.3 |
| Depreciation for tangible fixed assets | 31.1 | 29.4 | 1.6 |
| R\&D expenditures |  |  |  |

## Ricoh Company, Ltd.

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## Policies

## 1. Basic Management

The Ricoh Group intends to be the company that gains most from the 21st 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 Solutions segment - 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 (i.e., total document volume), thereby broadening our revenue and earning framework," as we recognize that efficient and effective Input/Output (I/O), storage, and searching of TDV, which includes printed material in addition to photocopies, will become a pressing issue for our customers.
In the 15 th medium-term management plan, we set the highest target in the history. While there are no changes to the direction of business structure reform and principal strategy of the Ricoh Group in the 15th medium-term management plan, we will aim to increase our corporate value by more than ever addressing issues from the customers' standpoint and continuing to provide the high values that meets customers' expectations.

In the Office Solutions segment, 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 the Office Solutions segment, we have identified "printing" as a certain 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 printing solutions such 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 further promote gel jet printers, in order to expand Ricoh's 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 Industrial Products. In addition, we will seek for greater business shares of both the Office Solutions and the Industrial Products in emerging markets.

As it is a key to have the technological advantage in the market for realizing customer value, we will continue our aggressive R\&D activities to boost our technological capabilities.

## 3. Challenges

As customers' needs become ever more diverse, customers are no longer satisfied with purchasing products or receiving ordinary services. The competition has also intensified in the transition to color and in the 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 value for customers and improving managerial efficiency.

In creating customer value, it is important that we forecast customers' needs and improve our both products and services to meet their 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 technological ability to materialize products and services that provide new values.

Our effort will also continue to improve the efficiency of corporate 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.

## 4. Dividend Policy

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

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

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

Furthermore, we intend to pay attention to the condition of business partners and of shareholder makeup as we carefully study both the necessity and the timing of implementation of these measures.

## 6. Parent Information

Description is omitted since there is no parent company.

## Operating Results \& Financial Position

## *Overview

The Ricoh Group's consolidated net sales for the first half of fiscal 2007 (extending from April 1, 2006 to March 31, 2007) increased by $7.3 \%$ as compared to the previous corresponding period to $¥ 986.9$ billion. During this period, the average yen exchange rates were at $¥ 115.40$ against the U.S. dollar (down $¥ 5.98$ ) and $¥ 145.98$ against the Euro (down $¥ 10.31$ ). Accordingly, the sales would have increased by $4.1 \%$ excluding the effects of such foreign currency fluctuations.
As for sales, sales in all the segments such as the Office Solutions, Industrial Products and Other segments increased. The increase in sales in the Office Solutions was due to continuous growth in sales of color MFPs and laser printers, and increase in sales of software and information technologies service resulting from the expansion of solutions business. The increase in sales in the Industrial Products was due to the increase in sales of thermal media products, electronic component products and semiconductor products. The increase in sales in the Other was due to the increase in sales of financing services and digital cameras. As a result, overall domestic sales increased by $3.1 \%$ as compared to the previous corresponding period, to $¥ 492.4$ billion and overall overseas sales increased by $11.8 \%$ as compared to the previous corresponding period, to $¥ 494.4$ billion. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $5.1 \%$ as compared to the previous corresponding period.

Gross profit increased by $5.8 \%$ as compared to the previous corresponding period to $¥ 407.9$ billion. This increase was due primarily to the increase in sales of value-added high-margin products and continuous cost management controls. In addition, the appreciation of both the U.S. Dollar and the Euro in relation to the Japanese Yen resulted in an increase in gross profit.

Selling, general and administrative expenses increased by $4.4 \%$ as compared to the previous corresponding period to $¥ 334.7$ billion. Ricoh incurred the strategic expenses relating to: (1) investment in research and development expenses (up $¥ 1.5$ billion to $¥ 56.5$ billion, $5.7 \%$ compared to the sales) that includes developments of new main products, (2) information technologies in connection with development of its core operating systems and (3) the enhancement of its sales and marketing structure focusing on the solution proposal and expansion of business area. Selling, general and administrative expenses as a percentage of net sales decreased by $1.0 \%$ as compared to the previous corresponding period to $33.9 \%$ due primarily to the effect of structural changes such as improvement of core operating systems in Ricoh's group companies.
As a result, operating income increased by $12.5 \%$ as compared to the previous corresponding period to $¥ 73.1$ billion.
In the other (income) expenses, both interest expenses and interest income increased since interest rate was higher than the previous corresponding period. The foreign exchange gain in the previous corresponding period was higher relatively. Consequently, the other (income) expenses decreased.
Effective taxes rate was reduced by expansion of tax exemption of R\&D expenses.
Income from discontinued operation, net of tax was $¥ 5.5$ billion. Income from discontinued operation was related to sales of content delivery service, and consisted of gain on the sales of the content delivery service operation and income from operation from the beginning of this fiscal year to the sale. The sales amount of its content delivery service was $¥ 12.0$ billion.
As a result, income from continuing operations increased by $11.5 \%$ as compared to the previous corresponding period to $¥ 46.5$ billion. Net income, including income from discontinued operation increased by $21.4 \%$ as compared to the previous corresponding period to $¥$ 52.0 billion.

Ricoh Company, Ltd. has determined that the interim dividend is $¥ 13.00$ per share.


## *Conditions by Product Line

## Office Solutions (Sales up $6.6 \%$ to $¥ 838.0$ billion)

The sales in the Office Solutions segment, which consisted of the Imaging Solutions and the Network System Solutions increased by $6.6 \%$ as compared to the previous corresponding period to $¥ 838.0$ billion despite the strict competition regarding the color productsand solutions business.
The sales in this segment would have increased by $3.1 \%$ excluding the effects of such foreign currency fluctuations.

## Imaging Solutions (Sales up $7.3 \%$ to $¥ 743.6$ billion)

The sales of PPCs/MFPs and printers increased in Japan and overseas by expansion of product lineup and enhancement of solution sales structure. Especially, the increase in sales of color MFPs increased greatly in both Japan and overseas due to the launching the new products as a color standard model in new generation.

Color MFPs: $\begin{gathered}\text { Imagio MP C3500/C4500 in Japan } \\ \\ \text { Aficio MP C2500/C3000 overseas }\end{gathered}$
B\&W MFPs: Aficio MP 9000/1100/1350, MP 5500/6500/7500 overseas
Color Printer: IPSiO SP C411, IPSiO SP C710, IPSiO SP C810 in Japan Aficio SP C410DN/CN411DN overseas

## Network System Solutions (Sales up $1.4 \%$ to $¥ 94.4$ billion)

The sales of personal computers and PC servers decrease slightly in Japan, as compared to the previous corresponding period although the sales of software and information technologies services increased due mainly to expanding the solutiors business.

Industrial Products (Sales up $16.8 \%$ to $¥ 68.2$ billion)
The sales in the Industrial Products segment increased by $16.8 \%$, as compared to the previous corresponding period to $¥ 68.2$ billion. This increase in sales of semiconductor devices was due primarily to the increase in sales of integrated circuits used in electronic products such as mobile and cellular phone. The sales in thermal media business and electronic component business also increased.

Other (Sales up $7.3 \%$ to $¥ 80.5$ billion)
Net sales in the Other segment increased by $7.3 \%$, as compared to the previous corresponding period to $¥ 80.5$ billion. The increase in sale of digital cameras and financing services contributed to the favorite performance.
$\square$ Imaging Solutions $\square$ Network System Solutions $\square$ Industrial Products $\square$ Other



## Japan (Sales up $3.1 \%$ to $¥ 492.4$ billion)

In Japan, favorable capital investment contributed to the continuous growth in Japanese economy. In the Office Solutions, Ricoh launched new products and offered useful solutions in order to create the customers' needs for color products and solutions. As a result, the sales in software and information technologies services relating to the solution proposal as well as color MFPs and laser printer increased. The sales in the Industrial Products and the Other segments increased as compared to the previous corresponding period due to the favorable performance of finance services and semiconductor devices, especially integrated circuits used in electronic products such as mobile and cellular phone. The sales in Japan increased by $3.1 \%$ as compared to the previous corresponding period.

## The Americas (Sales up $10.7 \%$ to $¥ 203.5$ billion)

In the Americas, a downturn in the housing market became clear in this first half year and the growth in economy have slowed. In such conditions, Ricoh introduced various new products and enhance its sales and marketing structure to meet the customers' needs for color, networking and high-speed products. As a result, the sales in the Americas increased as compared to the previous corresponding period due primarily to the increase in the sales of color MFPs, high-speed MFP and laser printer. The sales in the Industrial Products increased resulting from the favorite performance of electr onic component. The sales in the Americas increased by $10.7 \%$ as compared to the previous corresponding period.

## Europe (Sales up $12.5 \%$ to $¥ 226.5$ billion)

The economy in Europe continued to grow slightly. Under such circumstance, in the Office Solutions, Ricoh launched new color MFPs products and offered custom-made solutions to customers regardless small or large. The sales in this segment increased as compared to the previous corresponding period due mainly to the increase in the sales of color MFPs and laser printer. The sales in the Industrial Products increased resulting from the favorite performance of thermal media. The sales in Europe increased by $12.5 \%$ as compared to the previous corresponding period.

## Other (Sales up $13.3 \%$ to $¥ 64.3$ billion)

In the Other including China, Asian countries and Oceania countries, the increase in export led to the expansion of economy. In the Office Solutions, the need for coloration and MFPs as office equipment were accelerating. The increase in sales in color MFPs contributed to the increase in sales in the Office Solutions segment same as the above other segments. The sales in the Industrial Products increased resulting from favorite performance of semiconductor business and Ricoh established new companies both in China and Korea for devices. As a result, the sales in the Other increased by $13.3 \%$ as compared to the previous corresponding period.


## *Segment Information

## Business Segment

Office Solutions
Ricoh worked to promote printing solutions in the Office Solutions segment, such as BC (black-color) conversion, TCO (Total Cost of Ownership) reduction solution in the office environment, and document solutions that allow customers to comprehensively improve work flow. Furthermore, Ricoh expanded its business scope and size by entering into the high-end production and low-end printing market in order to enhance its comprehensive offering of printers. With respect to sales during this half-year period, sales of color MFPs, high-speed MFPs and laser printers increased, and software and information technologies related services increased as well. This was attributed to the result of above measures. As a result, sales in this segment increased by $6.6 \%$ as compared to the previous corresponding period, to $¥ 838.0$ billion.
In terms of operating expenses, Ricoh incurred strategic expenses such as investment in research and development that includes development of main products for the next term, information technologies in connection with the development of its core operating systems. In addition, expenses relating to enhancement of promotion for solutions and of sales and marketing structure to expand its business area, increased in order to impose further measures. Although operating expenses increased by $6.2 \%$ as compared to the previous corresponding period, operating income increased by $9.2 \%$ to $¥ 98.7$ billion due to the sales increase.

With respect to capital investment, there was no significant investment during this period. It was decreased from the previous corresponding period due primarily to investment in the Ricoh Technology Center in the last fiscal year.
Total assets increased as compared to the previous corresponding period due primarily to an increase in trade receivables.

## Industrial Products

Sales in the semiconductor business increased due primarily to the demand for integrated circuits used in electronic products, such as mobile and cellular phones. Sales in the electronic component business and the thermal media business increased. As a result, net sales in the Industrial Products segment increased by $18.2 \%$ as compared to the previous corresponding period, to $¥ 70.5$ billion. Operating income increased due to the recovery of semiconductor business.
Total assets increased due to the sales increase from the previous corresponding period.
Other
Sales in the Other segment increased by $7.3 \%$ as compared to the previous corresponding period, to $¥ 80.5$ billion, reflecting the increase in financing services and the increase in sales of digital cameras.
Operating income increased as compared to the previous corresponding period due to the above factors.
Total assets decreased as compared to the previous corresponding period due to the sale of the content delivery business.

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, 2006 | Half year ended <br> September 30, 2005 | Change (\%) |
| Office Solutions: |  |  |  |
| Net sales | 838.0 | 786.2 | 6.6 |
| Operating income | 98.7 | 90.4 | 9.2 |
| $\quad$ Operating income on sales(\%) | 11.8 | 11.5 | 0.3 point |
| Identifiable assets | $1,482.2$ | $1,394.0$ | 6.3 |
| Capital expenditures | 34.4 | 51.4 | -33.1 |
| Depreciation | 29.4 | 26.3 | 11.9 |
| Industrial Products: |  |  |  |
| Net sales | 70.5 | 59.7 | 18.2 |
| Operating income | 0.8 | -0.1 | - |
| $\quad$ Operating income on sales(\%) | 1.3 | -0.3 | $1.6 p o i n t s$ |
| Identifiable assets | 89.7 | 73.2 | 22.5 |
| Capital expenditures | 2.8 | 4.5 | -37.6 |
| Depreciation | 2.7 | 3.1 | -13.8 |
| Other: |  |  |  |
| Net sales | 80.5 | 75.1 | 7.3 |
| Operating income | 1.8 | 0.2 | 714.6 |
| $\quad$ Operating income on sales(\%) | 2.4 | 0.3 | 2.1 points |
| Identifiable assets | 114.3 | 115.3 | -0.9 |
| Capital expenditures | 1.4 | 1.4 | -2.8 |
| Depreciation | 0.9 | 1.1 | -11.2 |

## Geographic Segment

Japan
Sales in the Japan increased at all the segments. Export to the overseas markets increased due to the increase of color MFPs and high-speed MFPs while Japan geographic segment increased by $7.7 \%$ as compared to the previous corresponding period, to $¥ 750.4$ billion. In the Office Solutions segment, the increase in operating income reflected an increase in sales of valueadded high-margin products, continuous cost management controls with logistics and manufacturing, the recovery of semiconductor business and, in addition, the depreciation of the Japanese Yen against the U.S. Dollar and the Euro. As a result, operating income increased by $13.8 \%$ to $¥ 51.6$ billion.
The Americas
Under the enhancement of sales and marketing structure and expansion of product line-up, sales of color MFPs, high-speed MFPs, and laser printers increased. The electronic component business performed well. As a result, sales in the Americas increased by $11.5 \%$ as compared to the previous corresponding period, to $¥ 205.2$ billion. Despite the fact that strategic expenses associated with the enhancement of sales structure increased, operating income increased by $38.4 \%$ to $¥ 8.9$ billion due to the above-mentioned sales increases.

## Europe

Sales of MFPs and laser printers continued to perform favorably. Furthermore, the thermal media business performed well. As a result, sales in Europe increased by $13.1 \%$ as compared to the previous corresponding period, to $¥ 228.5$ billion while operating income decreased by $3.8 \%$ to $¥ 9.5$ billion due to the strategic expenses for enhancing sales and marketing structure.

## Other

Sales in China, Asia and Oceania increased especially with color MFPs. The semiconductor business performed favorably and Ricoh established new companies both in China and Korea for devices. Due to the fact that manufacturing companies in China exported office solutions products, including color MFPs, to the Ricoh's sales companies in the world, export sales in this geographic area increased significantly. As a result, sales in this segment increased by $33.1 \%$ as compared to the previous corresponding period, to $¥ 124.5$ billion. Operating income increased by $33.7 \%$ to $¥ 8.8$ billion, due to the favorable performance in sales and high productivity in production.

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, 2006 | Half year ended <br> September 30, 2005 | Change (\%) |
| Japan: |  |  |  |
| Net sales | 750.4 | 696.7 | 7.7 |
| Operating income | 51.6 | 45.3 | 13.8 |
| $\quad$ Operating income on sales(\%) | 6.9 | 6.5 | 0.4 point |
| Identifiable assets | $1,257.8$ | $1,186.2$ | 6.0 |
| The Americas: |  |  |  |
| Net sales | 205.2 | 184.0 | 11.5 |
| Operating income | 8.9 | 6.4 | 38.4 |
| $\quad$ Operating income on sales(\%) | 4.4 | 3.5 | $0.9 p o i n t$ |
| Identifiable assets | 249.4 | 235.7 | 5.8 |
| Europe: |  |  |  |
| Net sales | 228.5 | 202.0 | 13.1 |
| Operating income | 9.5 | 9.9 | -3.8 |
| $\quad$ Operating income on sales(\%) | 4.2 | 4.9 | -0.7 point |
| Identifiable assets | 262.5 | 226.0 | 16.2 |
| Other: |  |  |  |
| Net sales | 124.5 | 93.5 | 33.1 |
| Operating income | 8.8 | 6.5 | 33.7 |
| $\quad$ Operating income on sales(\%) | 7.1 | 7.1 | 0.0 point |
| Identifiable assets | 93.6 | 73.1 | 28.1 |

*Cash Flows

|  |  |  | (Billions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Half year ended <br> September 30, <br> Half year ended <br> September 30, <br> 2005 | Change |  |  |
| Cash flows from operating activities | 2006 | 51.6 | 71.7 | -20.1 |
| Cash flows from investing activities | -39.2 | -62.0 | 22.7 |  |
| Cash flows from financing activities | 1.1 | -49.7 | 50.8 |  |
| Cash and cash equivalents at end of period | 203.8 | 148.0 | 55.8 |  |

Net cash provided by operating activities decreased by $¥ 20.1$ billion as compared to the previous corresponding period, to $¥ 51.6$ billion. Although the total of net income and depreciation increased by $¥ 8.0$ billion as compared to the previous corresponding period, to $¥ 89.3$ billion, the increase in the inventory at the end of September due primarily to the launch of new products overseas in October resulted in the decrease in cash inflow.

Net cash used in investing activities decreased by $¥ 22.7$ billion as compared to the previous corresponding period, to $¥ 39.2$ billion, due primarily to reduction in capital investments. On the other hand, in the previous corresponding period Ricoh made large capital investments such as the Ricoh Technology Center. Ricoh received the cash inflow from the sale of the content delivery service.
As a result, free cash flow generated by operating activities and investing activities increased $¥ 2.6$ billion as compared to the previous corresponding period to $¥ 12.3$ billion.

The net cash provided by financing activities increased by $¥ 50.8$ billion as compared to the previous corresponding period, to $¥ 1.1$ billion. As a result of the above, the ending balance of cash and cash equivalents increased by $¥ 16.8$ billion from the end of last fiscal year (March 31,2006 ) to $¥ 203.8$ billion.

Transition of our cashflow indices from fiscal 2003 to 2007 are as follows:

|  | 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, <br> 2005 | Half year ended <br> September 30, <br> 2006 |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Shareholders' equity / Total assets | $36.3 \%$ | $36.8 \%$ | $44.2 \%$ | $46.5 \%$ | $48.1 \%$ |
| Market capitalization / Total assets | $84.2 \%$ | $77.3 \%$ | $81.7 \%$ | $66.8 \%$ | $81.7 \%$ |
| Interest bearing debt / Operating cash flow | 5.5 | 8.2 | 7.8 | 5.2 | 7.6 |
| Operating cash flow / Interest expense | 24.4 | 20.8 | 24.1 | 32.7 | 15.9 |

Notes:
i. All indices are calculated based on consolidated data.
ii. Market capitalization equals the stock price at the end of half year multiplied 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.

## *Cautionary Statement With Respect to Forward-Looking Statements

Ricoh is exposed to various risks which include the risks listed below. Although certain risks that may affect Ricoh's businesses are listed in this section, this list is not exhaustive. Ricoh's business may in the future also be affected by other risks that are currently unknown or that are not currently considered significant or material.
-Ability to respond to rapid technological changes in the document imaging and management industry
-Highly competitive markets
-The risks of international operations and the risks of overseas expansion
-Economic trends in Ricoh's major markets
-Foreign exchange fluctuations
-Crude oil price fluctuations
-Government regulation that can limit its activities or increase its cost of operations
-Internal control evaluations and attestation over financial reporting under section 404 of the Sarbanes-Oxley Act of 2002
-Dependence on protecting its intellectual property rights
-Dependence on securing and retaining specially skilled personnel
-Adverse affection by its employee benefit obligations
-Environmental laws and regulations
-Risks associated with Ricoh's equipment financing business
-Product liability claims that could significantly affect its financial condition
-Alliances with other entities
-Catastrophic disaster, information technology problems or infectious diseases

## *Forecast for the entire fiscal year

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

Although the world economy is likely to be recovered overall, exports from Japan and Europe is expected to be slow due to the downturn in housing market in the United States. Chinese economy is expected to continue favorably. However, a concern about a global slowdown in the economy is expected to raise in the world during the half-year ended March 31, 2007. Ricoh expects the products with color capability and solutions to the customers will become intensely competitive in the business environment.

Under this business environment, Ricoh will continue to launch new products to the market in order to create new values for customers during the half-year ending March 31, 2007. Furthermore, Ricoh will keep on enhancing its corporate structure and operating bases for efficient corporate management.

As Ricoh announced on October 12, 2006, Ricoh has agreed to the share purchase agreement with Danka Business Systems PLC ("Danka") to acquire shares of Danka's European operating and holding companies. The completion of the transaction is expected to take place on or around December 31, 2006.

Our performance forecasts for fiscal 2007 are as follows:
Ricoh revised its sales forecast for the year ending March 31, 2007, of which is $¥ 7.0$ billion higher than the forecast announced in July 2006. Ricoh keeps its fiscal forecast for gross profit, operating income, income before income taxes and net income unchanged.
Ricoh Company, Ltd. has determined that the interim dividend is $¥ 13.00$ per share. The year-end dividend is expected to be $¥ 15.00$ per share, which is $¥ 3.00$ higher than that paid as a previous year-end dividend. Consequently, the annual dividend will be $¥ 28.00$ per share, which is $¥ 4.00$ higher than that paid as a dividend of the previous fiscal year.

Our performance forecasts for fiscal 2007 are as follows:

Exchange Rate Assumptions for the 2nd half year
US\$ $1=¥ 115.00 \quad(¥ 115.40$ in 1 st half year)
EURO $1=¥ 140.00 \quad(¥ 145.98$ in 1 st half year)

Exchange Rate Assumptions for the full year ending March 31, 2007
US\$ $1=¥ 115.20 \quad$ ( $¥ 113.26$ in previous fiscal year)
EURO $1=¥ 142.99 \quad$ ( $¥ 137.86$ in previous fiscal year)

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Year ending <br> March 31, 2007 <br> (Forecast) | Year ended <br> March 31, 2006 <br> (Results) | Change |

## Notes:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
* Ricoh bases the forecast estimates for March 31, 2007 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## Ricoh Company, Ltd. and Consolidated Subsidiaries <br> INTERIM REPORT (Consolidated. Half year ended September 30, 2006)

Date of approval for the financial results for the half year ended September 30, 2006, at the Board of Directors' meeting: October 27, 2006

## 1. Results for the period from April 1, 2006 to September 30, 2006

| (1) Operating Results | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Year ended March 31, 2006 |
| Net sales | 986,922 | 919,869 | 1,909,238 |
| (\% change from the previous corresponding periods) | 7.3 | 5.4 | 5.6 |
| Operating income | 73,163 | 65,012 | 148,584 |
| (\% change from the previous corresponding periods) | 12.5 | 17.2 | 13.3 |
| Income from continuing operations before income taxes | 74,268 | 67,509 | 152,766 |
| (\% change from the previous corresponding periods) | 10.0 | 16.8 | 16.6 |
| Net income | 52,045 | 42,867 | 97,057 |
| (\% change from the previous corresponding periods) | 21.4 | 19.7 | 16.7 |
| Net income per share-basic (yen) | 71.35 | 58.40 | 132.33 |
| Net income per share-diluted (yen) | - | - | - |

Net income per share-diluted (yen)
Notes:
i. Equity in income of affiliates: $¥ 1,038$ million; $¥ 935$ million (half year ended September 30,2005 ); $¥ 2,606$ million (year ended March 31,2006 )
ii. Average number of shares outstanding (consolidated): 729,483,296 shares; 734,019,631 shares (half year ended September 30, 2005); 733,434,414
shares (year ended March 31, 2006)
iii. No change in accounting method has been made.

| (2) Financial Position |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2005 | March 31, 2006 |
| Total assets | $2,097,763$ | $1,948,587$ | $2,041,183$ |
| Shareholders' equity | $1,008,412$ | 905,674 | 960,245 |
| Equity ratio (\%) | 48.1 | 46.5 | 47.0 |
| Equity per share (yen) | $1,382.14$ | $1,233.08$ | $1,316.21$ |

Note: Number of shares outstanding as of September 30, 2006: 729,602,695 shares; 734,481,701 shares (September 30, 2005); 729,552,274 shares (March 31, 2006)

| (3) Cash Flows |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Half year ended | Half year ended | Year ended |
|  | September 30,2006 | September 30, 2005 | March 31, 2006 |
| Cash flows from operating activities | 51,624 | 71,734 | 173,479 |
| Cash flows from investing activities | $-39,259$ | $-62,009$ | $-120,051$ |
| Cash flows from financing activities | 1,101 | $-49,795$ | $-59,989$ |
| Cash and cash equivalents at end of period | 203,876 | 148,010 | 187,055 |

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

Number of consolidated subsidiaries: 252; non-consolidated subsidiaries: 36; affiliated companies: 19
(5) Changes relating to the scale of consolidation and the application of the equity method:

Consolidated subsidiaries: 1 addition; 8 removals
Companies accounted for by the equity method: 4 removals
Note:
Consolidated financial statements of the Company and its consolidated subsidiaries have been prepared in conformity with U.S. generally accepted accounting principles.

| 2. Forecast of operating results from April 1, 2006 to March 31, 2007 | (Millions of yen) |
| :--- | ---: |
| Net sales | $2,067,000$ |
| Operating income | 170,000 |
| Income from continuing operations before income taxes | 168,000 |
| Net income | 106,500 |

Note: Net income per share (Consolidated) 145.97 yen

Notes:

* As a result of the sale of a business, the operating results and cash flows from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
* In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2007. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.


## Group Position

The Ricoh Group comprises 288 subsidiaries and 19 affiliates.
Their development, manufacturing, sales, and service activities center on Office Solutions, Industrial Products, and Other. 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 Solutions>

In this business category, Ricoh provides products and systems that support the enhancement of the office productivity of customers. Major products include:
Digital/analog copiers, MFPs (multifunctional printers), laser printers, facsimile machines, and digital duplicators. Ricoh also provides solution systems including personal computers and servers, utilizing its information technology. Another business Ricoh also provides are support, service, and related supplies, as well as support and service including IT environment setup and network administration.
[Main Subsidiaries and Affiliates]
Production
Japan...Tohoku Ricoh Co., Ltd., Ricoh Elemex Corporation, Ricoh Unitechno Co., Ltd., Hasama Ricoh Inc., Ricoh Microelectronics Co., Ltd., Ricoh Keiki Co., Ltd., and Ricoh Printing Systems, Ltd.
The Americas...Ricoh Electronics, Inc.
Europe...Ricoh UK Products Ltd., Ricoh Industrie France S.A.S.
Other regions...Ricoh Asia Industry (Shenzhen) Ltd., Shanghai Ricoh Facsimile Co., Ltd., and Sindo Ricoh Co., Ltd. (affiliated company)
Sales and Service
Japan ...Hokkaido Ricoh Co., Ltd., Ricoh Tohoku Co., Ltd., Ricoh Sales Co., Ltd. Ricoh Chubu Co., Ltd., Ricoh Kansai Co., Ltd., Ricoh Chugoku Co., Ltd., Ricoh Kyushu Co., Ltd. and 32 other sales companies nationwide, Ricoh Technosystems Co., Ltd., Ricoh Leasing Co., Ltd., and Ricoh Logistics System Co., Ltd.
The Americas...Ricoh Corporation, Lanier Worldwide, Inc.
Europe...Ricoh Europe B.V., Ricoh Deutschland GmbH, Ricoh UK Ltd., Ricoh France S.A., Ricoh Espana S.L., 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.
<Industrial Products>
Manufacturing and marketing thermal media, optical equipments, semiconductors, electronic component and measuring
[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>

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

## Other

Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd., and Coca-Cola West Holdings 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, 2006 and 2005) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2005 | Change | \% |
|  |  |  |  |  |
| Net sales | 502,346 | 468,404 | 33,942 | 7.2 |
| Cost of sales | 296,995 | 276,195 | 20,800 | 7.5 |
| Percentage of net sales (\%) | 59.1 | 59.0 |  |  |
| Gross Profit | 205,351 | 192,209 | 13,142 | 6.8 |
| Percentage of net sales (\%) | 40.9 | 41.0 |  |  |
| Selling, general and administrative expenses | 172,835 | 163,586 | 9,249 | 5.7 |
| Percentage of net sales (\%) | 34.4 | 34.9 |  |  |
| Operating income | 32,516 | 28,623 | 3,893 | 13.6 |
| Percentage of net sales (\%) | 6.5 | 6.1 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 884 | 699 | 185 | 26.5 |
| Percentage of net sales (\%) | 0.2 | 0.1 |  |  |
| Interest expense | 1,654 | 1,187 | 467 | 39.3 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  |
| Other, net | -3,818 | -2,176 | -1,642 | - |
| Percentage of net sales (\%) | -0.7 | -0.6 |  |  |
| Income from continuing operations before income taxes, |  |  |  |  |
| equity income and minority interests | 35,564 | 30,311 | 5,253 | 17.3 |
| Percentage of net sales (\%) | 7.1 | 6.5 |  |  |
| Provision for income taxes | 11,654 | 10,868 | 786 | 7.2 |
| Percentage of net sales (\%) | 2.3 | 2.3 |  |  |
| Minority interests in earnings of subsidiaries | 1,542 | 1,464 | 78 | 5.3 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  |
| Equity in earnings of affiliates | 552 | 572 | -20 | -3.5 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Income from continuing operations | 22,920 | 18,551 | 4,369 | 23.6 |
| Percentage of net sales (\%) | 4.6 | 4.0 |  |  |
| Income from discontinued operation, net of tax | - | 593 | -593 | - |
| Percentage of net sales (\%) | - | 0.1 |  |  |
| Net income | 22,920 | 19,144 | 3,776 | 19.7 |
| Percentage of net sales (\%) | 4.6 | 4.1 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 116.26$ | $¥ 111.22$ |  |  |
| EURO 1 | $¥ 148.16$ | $¥ 135.79$ |  |  |



Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

2-1. Consolidated Sales by Product Category

| (Three months ended September 30, 2006 and 2005) |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2005 | Change | \% |
| <Office Solutions> |  |  |  |  |
| Imaging Solutions | 370,871 | 343,643 | 27,228 | 7.9 |
| Percentage of net sales (\%) | 73.8 | 73.4 |  |  |
| Network System Solutions | 55,417 | 54,565 | 852 | 1.6 |
| Percentage of net sales (\%) | 11.1 | 11.6 |  |  |
| Total Office Solutions | 426,288 | 398,208 | 28,080 | 7.1 |
| Percentage of net sales (\%) | 84.9 | 85.0 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 33,547 | 32,381 | 1,166 | 3.6 |
| Percentage of net sales (\%) | 6.7 | 6.9 |  |  |
| <Other> |  |  |  |  |
| Other | 42,511 | 37,815 | 4,696 | 12.4 |
| Percentage of net sales (\%) | 8.4 | 8.1 |  |  |
| Grand Total | 502,346 | 468,404 | 33,942 | 7.2 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥116.26 | $¥ 111.22$ |  |  |
| EURO 1 | $¥ 148.16$ | $¥ 135.79$ |  |  |


| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 2006) |  |  |  |  | (Millions of yen)Year endedMarch 31, 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% |  |
| <Office Solutions> |  |  |  |  |  |
| Imaging Solutions | 743,626 | 693,130 | 50,496 | 7.3 | 1,446,635 |
| Percentage of net sales (\%) | 75.3 | 75.4 |  |  | 75.8 |
| Network System Solutions | 94,464 | 93,151 | 1,313 | 1.4 | 190,593 |
| Percentage of net sales (\%) | 9.6 | 10.1 |  |  | 10.0 |
| Total Office Solutions | 838,090 | 786,281 | 51,809 | 6.6 | 1,637,228 |
| Percentage of net sales (\%) | 84.9 | 85.5 |  |  | 85.8 |
| <Industrial Products> |  |  |  |  |  |
| Industrial Products | 68,256 | 58,459 | 9,797 | 16.8 | 120,636 |
| Percentage of net sales (\%) | 6.9 | 6.4 |  |  | 6.3 |
| <Other> |  |  |  |  |  |
| Other | 80,576 | 75,129 | 5,447 | 7.3 | 151,374 |
| Percentage of net sales (\%) | 8.2 | 8.1 |  |  | 7.9 |
| Grand Total | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  | 100.0 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | $¥ 109.42$ |  |  | ¥113.26 |
| EURO 1 | $¥ 145.98$ | $¥ 135.67$ |  |  | $¥ 137.86$ |

## Notes

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
*Each category includes the following product line:
Imaging Solutions
Network System Solutions MFPs(multifunctional printers), laser printers and softwar
Personal computers, servers, network systems and network related software
Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment Optical discs and digital cameras

2-2. Consolidated Sales by Geographic Area

## (Three months ended September 30, 2006 and 2005)

(Millions of yen)

|  | Three months ended September 30, 2006 | Three months ended <br> September 30, 2005 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Domestic> | 252,060 | 245,292 | 6,768 | 2.8 |
| Percentage of net sales (\%) | 50.2 | 52.4 |  |  |
| <Overseas> | 250,286 | 223,112 | 27,174 | 12.2 |
| Percentage of net sales (\%) | 49.8 | 47.6 |  |  |
| The Americas | 102,949 | 96,759 | 6,190 | 6.4 |
| Percentage of net sales (\%) | 20.5 | 20.7 |  |  |
| Europe | 112,994 | 96,920 | 16,074 | 16.6 |
| Percentage of net sales (\%) | 22.5 | 20.7 |  |  |
| Other | 34,343 | 29,433 | 4,910 | 16.7 |
| Percentage of net sales (\%) | 6.8 | 6.2 |  |  |
| Grand Total | 502,346 | 468,404 | 33,942 | 7.2 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 116.26$ | $¥ 111.22$ |  |  |
| EURO 1 | $¥ 148.16$ | $¥ 135.79$ |  |  |


| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 2006) |  |  |  |  | (Millions of yen)Year endedMarch 31, 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% |  |
| <Domestic> | 492,491 | 477,766 | 14,725 | 3.1 | 966,224 |
| Percentage of net sales (\%) | 49.9 | 51.9 |  |  | 50.6 |
| <Overseas> | 494,431 | 442,103 | 52,328 | 11.8 | 943,014 |
| Percentage of net sales (\%) | 50.1 | 48.1 |  |  | 49.4 |
| The Americas | 203,584 | 183,915 | 19,669 | 10.7 | 387,412 |
| Percentage of net sales (\%) | 20.6 | 20.0 |  |  | 20.3 |
| Europe | 226,504 | 201,399 | 25,105 | 12.5 | 434,800 |
| Percentage of net sales (\%) | 23.0 | 21.9 |  |  | 22.8 |
| Other | 64,343 | 56,789 | 7,554 | 13.3 | 120,802 |
| Percentage of net sales (\%) | 6.5 | 6.2 |  |  | 6.3 |
| Grand Total | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  | 100.0 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | ¥109.42 |  |  | ¥113.26 |
| EURO 1 | $¥ 145.98$ | ¥135.67 |  |  | ¥137.86 |

## Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".


## 3. Consolidated Balance Sheets

(September 30, 2006 and March 31, 2006)

| Assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 205,388 | 188,525 | 16,863 |
| Trade receivables | 642,719 | 630,501 | 12,218 |
| Marketable securities | 171 | 162 | 9 |
| Inventories | 184,741 | 169,245 | 15,496 |
| Other current assets | 59,706 | 55,110 | 4,596 |
| Total Current Assets | $1,092,725$ | $1,043,543$ | 49,182 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 270,255 | 268,243 | 2,012 |
| Finance receivable | 424,184 | 415,435 | 8,749 |
| Other Investments | 310,599 | 313,962 | $-3,363$ |
| Total Fixed Assets | $1,005,038$ | 997,640 | 7,398 |
| Total Assets | $2,097,763$ | $2,041,183$ | 56,580 |
| Note: |  |  |  |
| Contents of cash and time deposits: |  |  |  |
| Cash and cash equivalents | 203,876 | 187,055 |  |
| Time deposits | 1,512 | 1,470 |  |


| Liabilities and Shareholders' Investment | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 320,016 | 339,152 | -19,136 |
| Short-term borrowings | 211,011 | 185,651 | 25,360 |
| Other current liabilities | 170,803 | 159,225 | 11,578 |
| Total Current Liabilities | 701,830 | 684,028 | 17,802 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 182,713 | 195,626 | -12,913 |
| Retirement benefit obligation | 96,637 | 97,020 | -383 |
| Other fixed liabilities | 52,890 | 51,374 | 1,516 |
| Total Fixed Liabilities | 332,240 | 344,020 | -11,780 |
| Total Liabilities | 1,034,070 | 1,028,048 | 6,022 |
| Minority Interest | 55,281 | 52,890 | 2,391 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,451 | 186,450 | 1 |
| Retained earnings | 708,675 | 665,394 | 43,281 |
| Accumulated other comprehensive income | 9,331 | 4,099 | 5,232 |
| Treasury stock | -31,409 | -31,062 | -347 |
| Total Shareholders' Investment | 1,008,412 | 960,245 | 48,167 |
| Total Liabilities and Shareholders' Investment | 2,097,763 | 2,041,183 | 56,580 |
| Note: Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 6,443 | 8,928 | -2,485 |
| Pension liability adjustments | -6,813 | -7,643 | 830 |
| Net unrealized gains on derivative instruments | 34 | 157 | -123 |
| Cumulative translation adjustments | 9,667 | 2,657 | 7,010 |

Reference: Exchange rate
US\$ 1
EURO 1

September 30, 2006 March 31, 2006
$¥ 117.90$
$¥ 149.77$
$¥ 117.47$
$¥ 142.81$
4. Consolidated Statements of Shareholders' Investment

| Half year ended September 30, 2006 |  |  |  |  |  | (Millions of yen) <br> Total Shareholders' Investment |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Additional paid-in capital | Retained earnings | Accumulated other comprehensive income | Treasury stock |  |
| Beginning balance | 135,364 | 186,450 | 665,394 | 4,099 | -31,062 | 960,245 |
| Gain on disposal of treasury stock <br> Dividends declared and approved <br> Comprehensive income <br> Net income <br> Net unrealized holding losses on available-for-sale securities <br> Pension liability adjustments <br> Net unrealized losses on derivative instruments <br> Cumulative translation adjustments <br> Total comprehensive income <br> Purchase of treasury stocks, net |  | 1 | $\begin{aligned} & -8,764 \\ & 52,045 \end{aligned}$ | $\begin{array}{r} -2,485 \\ 830 \\ -123 \\ 7,010 \end{array}$ | -347 | 1 <br> $-8,764$ <br>  <br> 52,045 <br>  <br> $-2,485$ <br> 830 <br> -123 <br> 7,010 <br> 57,277 <br> -347 |
| Ending balance | 135,364 | 186,451 | 708,675 | 9,331 | -31,409 | 1,008,412 |


| Year ended March 31, 2006 |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |
| (Millions of yen) |
| Beginning balance |

## 5. Consolidated Statements of Cash Flows

| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 20 |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Year ended March 31, 2006 |
| I. Cash Flows from Operating Activities: |  |  |  |
| Net income | 52,045 | 42,867 | 97,057 |
| Income from discontinued operation, net of tax | -5,500 | -1,125 | -2,035 |
| Income from continuing operations | 46,545 | 41,742 | 95,022 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |  |
| Depreciation and amortization | 42,851 | 39,627 | 84,089 |
| Equity in earnings of affiliates, net of dividends received | -209 | -110 | -1,431 |
| Deferred income taxes | -2,755 | -1,878 | -4,692 |
| Loss on disposal and sales of tangible fixed assets | 988 | 1,059 | 920 |
| Pension and severance costs, less payments | -701 | -148 | 3,340 |
| Changes in assets and liabilities- |  |  |  |
| Decrease in trade receivables | 7,057 | 15,514 | 13,411 |
| (Increase) decrease in inventories | -12,693 | 1,624 | 3,726 |
| Increase in finance receivables | -14,045 | -17,194 | -30,029 |
| Decrease in trade payables | -20,354 | -12,389 | -4,442 |
| (Decrease) increase in accrued income taxes and |  |  |  |
| Other, net | 332 | 4,443 | 11,060 |
| Net cash provided by operating activities | 51,624 | 71,734 | 173,479 |
| II. Cash Flows from Investing Activities: |  |  |  |
| Proceeds from sales of property, plant and equipment | 265 | 312 | 3,085 |
| Expenditures for tangible fixed assets | -39,089 | -58,034 | -101,788 |
| Payments for purchases of available-for-sale securities | -49,036 | -60,213 | -138,607 |
| Proceeds from sales of available-for-sale securities | 48,006 | 62,788 | 141,620 |
| (Increase) decrease in time deposits, net | -43 | 718 | -136 |
| Proceeds from sales of discontinued operation | 12,000 | - | - |
| Other, net | -11,362 | -7,580 | -24,225 |
| Net cash used in investing activities | -39,259 | -62,009 | -120,051 |
| III. Cash Flows from Financing Activities: |  |  |  |
| Proceeds from long-term indebtedness | 42,885 | 35,776 | 63,751 |
| Repayment of long-term indebtedness | -20,861 | -54,169 | -93,752 |
| Increase in short-term borrowings, net | 6,633 | 20,654 | 39,618 |
| Proceeds from issuance of long-term debt securities | - | - | 10,000 |
| Repayment of long-term debt securities | -18,000 | -44,000 | -52,000 |
| Dividend paid | -8,764 | -7,348 | -16,178 |
| Payment for purchase of treasury stock | -355 | -237 | -10,653 |
| Other, net | -437 | -471 | -775 |
| Net cash provided by (used in) financing activities | 1,101 | -49,795 | -59,989 |
| IV. Net Increase in Cash and Cash Equivalents from discontinued operation | 825 | 1,756 | 3,376 |
| V. Effect of Exchange Rate Changes on Cash and Cash Equivalents | 2,530 | -533 | 3,383 |
| VI. Net Increase (Decrease) in Cash and Cash Equivalents | 16,821 | -38,847 | 198 |
| VII. Cash and Cash Equivalents at Beginning of Year | 187,055 | 186,857 | 186,857 |
| VIII. Cash and Cash Equivalents at End of Period | 203,876 | 148,010 | 187,055 |

[^1]
## 6. Segment Information

(1) Industry Segment Information

| (Three months ended September 30, 2006 and 2005) | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2005 | Change | \% |
| Office Solutions: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 426,288 | 398,208 | 28,080 | 7.1 |
| Intersegment | - | - | - | - |
| Total | 426,288 | 398,208 | 28,080 | 7.1 |
| Operating expenses | 378,862 | 356,455 | 22,407 | 6.3 |
| Operating income | 47,426 | 41,753 | 5,673 | 13.6 |
| Operating income on sales in Office Solutions (\%) | 11.1 | 10.5 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 33,547 | 32,381 | 1,166 | 3.6 |
| Intersegment | 1,120 | 658 | 462 | 70.2 |
| Total | 34,667 | 33,039 | 1,628 | 4.9 |
| Operating expenses | 35,007 | 32,686 | 2,321 | 7.1 |
| Operating income | -340 | 353 | -693 |  |
| Operating income on sales in Industrial Products (\%) | -1.0 | 1.1 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 42,511 | 37,815 | 4,696 | 12.4 |
| Intersegment | - | - | - | - |
| Total | 42,511 | 37,815 | 4,696 | 12.4 |
| Operating expenses | 41,296 | 37,647 | 3,649 | 9.7 |
| Operating income | 1,215 | 168 | 1,047 | 623.2 |
| Operating income on sales in Other (\%) | 2.9 | 0.4 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: |  |  |  |  |
| Intersegment | -1,120 | -658 | -462 | - |
| Total | -1,120 | -658 | -462 | - |
| Operating expenses: |  |  |  |  |
| Unaffiliated customers | -1,120 | -685 | -435 |  |
| Intersegment | 15,785 | 13,678 | 2,107 | - |
| Total | 14,665 | 12,993 | 1,672 |  |
| Operating income | -15,785 | -13,651 | -2,134 |  |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 502,346 | 468,404 | 33,942 | 7.2 |
| Intersegment | - | - | - | - |
| Total | 502,346 | 468,404 | 33,942 | 7.2 |
| Operating expenses | 469,830 | 439,781 | 30,049 | 6.8 |
| Operating income | 32,516 | 28,623 | 3,893 | 13.6 |
| Operating income on consolidated net sales (\%) | 6.5 | 6.1 |  |  |


| Capital expenditures: | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2005 | Change | \% |
| Office Solutions | 20,085 | 19,483 | 602 | 3.1 |
| Industrial Products | 2,124 | 2,577 | -453 | -17.6 |
| Other | 616 | 937 | -321 | -34.3 |
| Corporate | 399 | 449 | -50 | -11.1 |
| Total | 23,224 | 23,446 | -222 | -0.9 |


| Depreciation: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended | Three months ended |  |  |
|  | September 30, 2006 | September 30, 2005 | Change | $\%$ |
| Office Solutions | 15,648 | 12,937 | 2,711 | 21.0 |
| Industrial Products | 1,385 | 1,658 | -273 | -16.5 |
| Other | 427 | 589 | -162 | -27.5 |
| Corporate | 313 | 282 | 31 | 11.0 |
| Total | 17,773 | 15,466 | 2,307 | 14.9 |

Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial

Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2005 | Change |  |
| Office Solutions | $1,482,251$ | $1,394,012$ | 88,239 | 6.3 |
| Industrial Products | 89,724 | 73,231 | 16,493 | 22.5 |
| Other | 114,341 | 115,397 | $-1,056$ | -0.9 |
| Elimination | $-1,924$ | $-7,536$ | 5,612 | - |
| Corporate assets | 413,371 | 373,483 | 39,888 | 10.7 |
| Total | $2,097,763$ | $1,948,587$ | 149,176 | 7.7 |


| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 2006) |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% | Year ended March 31, 2006 |
| Office Solutions: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 838,090 | 786,281 | 51,809 | 6.6 | 1,637,228 |
| Intersegment | - | - | - | - | - |
| Total | 838,090 | 786,281 | 51,809 | 6.6 | 1,637,228 |
| Operating expenses | 739,320 | 695,849 | 43,471 | 6.2 | 1,434,279 |
| Operating income | 98,770 | 90,432 | 8,338 | 9.2 | 202,949 |
| Operating income on sales in Office Solutions (\%) | 11.8 | 11.5 |  |  | 12.4 |
| Industrial Products: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 68,256 | 58,459 | 9,797 | 16.8 | 120,636 |
| Intersegment | 2,325 | 1,244 | 1,081 | 86.9 | 2,564 |
| Total | 70,581 | 59,703 | 10,878 | 18.2 | 123,200 |
| Operating expenses | 69,687 | 59,874 | 9,813 | 16.4 | 124,108 |
| Operating income | 894 | -171 | 1,065 | - | -908 |
| Operating income on sales in Industrial Products (\%) | 1.3 | -0.3 |  |  | -0.7 |
| Other: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 80,576 | 75,129 | 5,447 | 7.3 | 151,374 |
| Intersegment | - | - | - | - | - |
| Total | 80,576 | 75,129 | 5,447 | 7.3 | 151,374 |
| Operating expenses | 78,678 | 74,896 | 3,782 | 5.0 | 148,692 |
| Operating income | 1,898 | 233 | 1,665 | 714.6 | 2,682 |
| Operating income on sales in Other (\%) | 2.4 | 0.3 |  |  | 1.8 |
| Corporate and Eliminations: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Intersegment | -2,325 | -1,244 | -1,081 | - | -2,564 |
| Total | -2,325 | -1,244 | -1,081 | - | -2,564 |
| Operating expenses: |  |  |  |  |  |
| Intersegment | -2,370 | -1,279 | -1,091 | - | -2,594 |
| Corporate | 28,444 | 25,517 | 2,927 | - | 56,169 |
| Total | 26,074 | 24,238 | 1,836 | - | 53,575 |
| Operating income | -28,399 | -25,482 | -2,917 | - | -56,139 |
| Consolidated: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Unaffiliated customers | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Intersegment | - | - | - | - | - |
| Total | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Operating expenses | 913,759 | 854,857 | 58,902 | 6.9 | 1,760,654 |
| Operating income | 73,163 | 65,012 | 8,151 | 12.5 | 148,584 |
| Operating income on consolidated net sales (\%) | 7.4 | 7.1 |  |  | 7.8 |
| Capital expenditures: |  |  |  |  | (Millions of yen) |
|  | Half year ended | Half year ended |  |  | Year ended |
|  | September 30, 2006 | September 30, 2005 | Change | \% | March 31, 2006 |
| Office Solutions | 34,429 | 51,456 | -17,027 | -33.1 | 90,383 |
| Industrial Products | 2,855 | 4,573 | -1,718 | -37.6 | 7,451 |
| Other | 1,411 | 1,451 | -40 | -2.8 | 2,361 |
| Corporate | 483 | 684 | -201 | -29.4 | 1,854 |
| Total | 39,178 | 58,164 | -18,986 | -32.6 | 102,049 |
| Depreciation: |  |  |  |  | (Millions of yen) |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% | Year ended March 31, 2006 |
| Office Solutions | 29,439 | 26,320 | 3,119 | 11.9 | 57,326 |
| Industrial Products | 2,715 | 3,150 | -435 | -13.8 | 6,631 |
| Other | 980 | 1,103 | -123 | -11.2 | 2,352 |
| Corporate | 604 | 531 | 73 | 13.7 | 1,156 |
| Total | 33,738 | 31,104 | 2,634 | 8.5 | 67,465 |

Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

| Identifiable assets: |  |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30,2006 | September 30, 2005 | Change | March 31, 2006 |  |
| Office Solutions | $1,482,251$ | $1,394,012$ | 88,239 | 6.3 | $1,426,635$ |
| Industrial Products | 89,724 | 73,231 | 16,493 | 22.5 | 84,595 |
| Other | 114,341 | 115,397 | $-1,056$ | -0.9 | 114,925 |
| Elimination | $-1,924$ | $-7,536$ | 5,612 | - | $-2,088$ |
| Corporate assets | 413,371 | 373,483 | 39,888 | 10.7 | 417,116 |
| Total | $2,097,763$ | $1,948,587$ | 149,176 | 7.7 | $2,041,183$ |

(2) Geographic Segment Information

| (Three months ended September 30, 2006 and |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2005 | Change | \% |
| Japan: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 258,289 | 252,460 | 5,829 | 2.3 |
| Intersegment | 122,964 | 99,327 | 23,637 | 23.8 |
| Total | 381,253 | 351,787 | 29,466 | 8.4 |
| Operating expenses | 361,781 | 334,646 | 27,135 | 8.1 |
| Operating income | 19,472 | 17,141 | 2,331 | 13.6 |
| Operating income on sales in Japan(\%) | 5.1 | 4.9 |  |  |
| The Americas: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 102,935 | 96,021 | 6,914 | 7.2 |
| Intersegment | 742 | 445 | 297 | 66.7 |
| Total | 103,677 | 96,466 | 7,211 | 7.5 |
| Operating expenses | 96,748 | 91,325 | 5,423 | 5.9 |
| Operating income | 6,929 | 5,141 | 1,788 | 34.8 |
| Operating income on sales in the Americas(\%) | 6.7 | 5.3 |  |  |

Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 113,314 | 96,093 | 17,221 | 17.9 |
| Intersegment | 842 | 1,326 | -484 | -36.5 |
| $\quad$ Total | 114,156 | 97,419 | 16,737 | 17.2 |
| Operating expenses | 109,194 | 93,350 | 15,844 | 17.0 |
| Operating income | 4,962 | 4,069 | 893 | 21.9 |
| $\quad$ Operating income on sales in Europe(\%) | 4.3 | 4.2 |  |  |
| Ot |  |  |  |  |

Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 27,808 | 23,830 | 3,978 | 16.7 |
| Intersegment | 40,055 | 24,392 | 15,663 | 64.2 |
| $\quad$ Total | 67,863 | 48,222 | 19,641 | 40.7 |
| Operating expenses | 63,357 | 44,808 | 18,549 | 41.4 |
| Operating income | 4,506 | 3,414 | 1,092 | 32.0 |
| $\quad$ Operating income on sales in Other(\%) | 6.6 | 7.1 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: | $-164,603$ | $-125,490$ | $-39,113$ | - |
| $\quad$ Intersegment | $-164,603$ | $-125,490$ | $-39,113$ | - |
| $\quad$ Total | $-161,250$ | $-124,348$ | $-36,902$ | - |
| Operating expenses: | $-3,353$ | $-1,142$ | $-2,211$ | - |
| Operating income |  |  |  |  |
| Consolidated: | 502,346 | 468,404 | 33,942 | 7.2 |
| Net sales: | - | - | - |  |
| $\quad$ External customers | 502,346 | 468,404 | 33,942 | 7.2 |
| Intersegment | 469,830 | 439,781 | 30,049 | 6.8 |
| $\quad$ Total | 32,516 | 28,623 | 3,893 | 13.6 |
| Operating expenses | 6.5 | 6.1 |  |  |
| Operating income |  |  |  |  |
| $\quad$ Operating income on consolidated net sales(\%) |  |  |  |  |

Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2005 | Change |  |
| Japan | $1,257,839$ | $1,186,255$ | 71,584 | 6.0 |
| The Americas | 249,432 | 235,714 | 13,718 | 5.8 |
| Europe | 262,571 | 226,006 | 36,565 | 16.2 |
| Other | 93,698 | 73,123 | 20,575 | 28.1 |
| Elimination | $-179,148$ | $-145,994$ | $-33,154$ | - |
| Corporate assets | 413,371 | 373,483 | 39,888 | 10.7 |
| Total | $2,097,763$ | $1,948,587$ | 149,176 | 7.7 |


| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 2006) |  |  |  |  | $\frac{\text { (Millions of yen) }}{\text { Year ended }} \begin{aligned} & \text { March 31, 2006 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% |  |
| Japan: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 504,429 | 492,467 | 11,962 | 2.4 | 992,945 |
| Intersegment | 246,032 | 204,313 | 41,719 | 20.4 | 413,087 |
| Total | 750,461 | 696,780 | 53,681 | 7.7 | 1,406,032 |
| Operating expenses | 698,853 | 651,425 | 47,428 | 7.3 | 1,310,233 |
| Operating income | 51,608 | 45,355 | 6,253 | 13.8 | 95,799 |
| Operating income on sales in Japan(\%) | 6.9 | 6.5 |  |  | 6.8 |
| The Americas: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 203,560 | 182,319 | 21,241 | 11.7 | 385,746 |
| Intersegment | 1,731 | 1,753 | -22 | -1.3 | 7,630 |
| Total | 205,291 | 184,072 | 21,219 | 11.5 | 393,376 |
| Operating expenses | 196,341 | 177,607 | 18,734 | 10.5 | 378,108 |
| Operating income | 8,950 | 6,465 | 2,485 | 38.4 | 15,268 |
| Operating income on sales in the Americas(\%) | 4.4 | 3.5 |  |  | 3.9 |
| Europe: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 226,823 | 199,569 | 27,254 | 13.7 | 434,304 |
| Intersegment | 1,740 | 2,446 | -706 | -28.9 | 4,449 |
| Total | 228,563 | 202,015 | 26,548 | 13.1 | 438,753 |
| Operating expenses | 218,977 | 192,048 | 26,929 | 14.0 | 417,341 |
| Operating income | 9,586 | 9,967 | -381 | -3.8 | 21,412 |
| Operating income on sales in Europe(\%) | 4.2 | 4.9 |  |  | 4.9 |
| Other: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 52,110 | 45,514 | 6,596 | 14.5 | 96,243 |
| Intersegment | 72,402 | 48,019 | 24,383 | 50.8 | 104,045 |
| Total | 124,512 | 93,533 | 30,979 | 33.1 | 200,288 |
| Operating expenses | 115,687 | 86,934 | 28,753 | 33.1 | 185,283 |
| Operating income | 8,825 | 6,599 | 2,226 | 33.7 | 15,005 |
| Operating income on sales in Other (\%) | 7.1 | 7.1 |  |  | 7.5 |
| Corporate and Eliminations: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| Intersegment | -321,905 | -256,531 | -65,374 |  | -529,211 |
| Total | -321,905 | -256,531 | -65,374 | - | -529,211 |
| Operating expenses: | -316,099 | -253,157 | -62,942 | - | -530,311 |
| Operating income | -5,806 | -3,374 | -2,432 | - | 1,100 |
| Consolidated: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Intersegment | - | - | - | - | - |
| Total | 986,922 | 919,869 | 67,053 | 7.3 | 1,909,238 |
| Operating expenses | 913,759 | 854,857 | 58,902 | 6.9 | 1,760,654 |
| Operating income | 73,163 | 65,012 | 8,151 | 12.5 | 148,584 |
| Operating income on consolidated net sales(\%) | 7.4 | 7.1 |  |  | 7.8 |

Note:

* As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

| Identifiable assets: |  |  |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2005 | Change | $\%$ | March 31, 2006 |  |
| Japan | $1,257,839$ | $1,186,255$ | 71,584 | 6.0 | $1,220,780$ |  |
| The Americas | 249,432 | 235,714 | 13,718 | 5.8 | 240,726 |  |
| Europe | 262,571 | 226,006 | 36,565 | 16.2 | 235,897 |  |
| Other | 93,698 | 73,123 | 20,575 | 28.1 | 79,102 |  |
| Elimination | $-179,148$ | $-145,994$ | $-33,154$ | - | $-152,438$ |  |
| Corporate assets | 413,371 | 373,483 | 39,888 | 10.7 | 417,116 |  |
| Total | $2,097,763$ | $1,948,587$ | 149,176 | 7.7 | $2,041,183$ |  |

## 7. Significant Accounting Policies (Consolidated)

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

 September 30, 2006.Consolidated subsidiaries:
1 Addition
8 Removals
Companies accounted for by the equity method:
4 Removals

## 2. Consolidated Accounting Policies (Summary)

(1) Principles of Consolidation

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

In conformity with SFAS No.115, securities are mainly classified as available-for-sale securities. Available-for-sale securities are reported at fair value with unrealized gains and losses, net of related taxes, excluded from earnings and reported in accumulated other comprehensive income (loss).
The cost of the securities sold is computed based on the average cost of each security held at the time of sale.
(3) Inventories

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

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

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

## (6) Pension and Retirement Allowances Plans

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

## (7) Use of Estimates

Management of the Company has made a number of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, including impairment losses of long-lived assets and the disclosures of fair value of financial instruments and contingent assets and liabilities, to prepare these financial statements in conformity with 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, 2006 and March 31, 2006 are as follows:

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| September 30, 2006 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 170 | - | - | 170 |
| Other | 1 | - | - | 1 |
|  | 171 | - | - | 171 |
| Noncurrent: |  |  |  |  |
| Equity securities | 8,563 | 10,891 | 53 | 19,401 |
| Corporate debt securities | 6,000 | 1 | - | 6,001 |
| Other | 299 | - | - | 299 |
| Nonmarketable securities (at cost) | 6,406 | - | - | 6,406 |
|  | 21,268 | 10,892 | 53 | 32,107 |
|  |  |  |  | illions of yen) |
| March 31, 2006 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 161 | - | - | 161 |
| Other | 1 | - | - | 1 |
|  | 162 | - | - | 162 |
| Noncurrent: |  |  |  |  |
| Equity securities | 8,034 | 15,716 | 37 | 23,713 |
| Corporate debt securities | 6,000 | 50 | - | 6,050 |
| Other | 171 | - | - | 171 |
| Nonmarketable securities (at cost) | 6,485 | - | - | 6,485 |
|  | 20,690 | 15,766 | 37 | 36,419 |

## (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, 2006 and March 31, 2006 are as follows:

|  | (Millions of yen) |  |
| :---: | :---: | :---: |
| September 30, 2006 |  |  |
|  | Carrying amount | Estimated Fair value |
| Interest rate swap agreements, net | 1,023 | 1,023 |
| Foreign currency contracts-net credit | -616 | -616 |
| Currency options-net credit | -777 | -777 |
| Total | -370 | -370 |
|  |  | Millions of yen) |
| March 31, 2006 |  |  |
|  | Carrying amount | Estimated <br> Fair value |
| Interest rate swap agreements, net | 1,175 | 1,175 |
| Foreign currency contracts-net credit | -1,147 | -1,147 |
| Currency options | -270 | -270 |
| Total | -242 | -242 |


| (3) Transactions of Ricoh with affiliates |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | September 30, 2006 | March 31, 2006 |
| Account balances: |  |  |
| Receivables | 2,955 | 3,493 |
| Payables | 2,490 | 2,706 |
|  | Half year ended | (Millions of yen) |
|  | Sear ended |  |
|  | September 30, 2006 | March 31, 2006 |
| Transactions: | 8,292 |  |
| Sales | 14,697 | 20,205 |
| Purchases | 829 | 25,617 |
| Dividend income |  | 1,175 |

## Ricoh Company, Ltd.

INTERIM REPORT (Non-consolidated. Half year ended September 30, 2006)
*Date of approval for the financial results for the half year ended September 30, 2006
at the Board of Directors' meeting: October 27,2006
*Start of cash dividends payment: December 1,2006

1. Results for the Period from April 1 to September 30, 2006(Non-consolidated)

| (1) Operating Results |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, <br> (Millions of yen) |  |  |
| Net sales | Half year ended <br> September 30, 2005 | Year ended March 31, <br> (\% change from the previous corresponding period) | 503,692 |
| Operating income | 13.0 | 445,904 | 934,354 |
| (\% change from the previous corresponding period) | 41,062 | 2.3 | 4.1 |
| Ordinary income | 49.0 | 27,564 | 69.712 |
| (\% change from the previous corresponding period) | 50,185 | 15.2 | 22.6 |
| Interim (net) income | 38.6 | 36,212 | 82,441 |
| (\% change from the previous corresponding period) | 35,224 | 31.6 | 31.4 |
| Net income per share (yen) | 44.4 | 24,400 | 55,087 |

Notes: i Average number of shares outstanding:

| Half year ended September 30, 2006 | $730,261,526$ shares |
| :--- | :--- |
| Half year ended September 30, 2005 | $734,844,384$ shares |
| Year ended March 31, 2006 | $734,542,253$ shares |

ii No change in accounting method has been made.

| (2) Financial Position |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2005 | March 31, 2006 |
| Total assets | 996,206 | 982,551 |  |
| Net assets | 717,944 | 682,038 | 694,752 |
| Equity ratio (\%) | 72.1 | 73.5 | 70.7 |
| Net assets per share (yen) | 983.24 | 926.84 | 951.10 |

Notes: i Number of shares issued:

| Half year ended September 30, 2006 | $730,179,052$ shares |
| :--- | :--- |
| Half year ended September 30, 2005 | $735,872,625$ shares |
| Year ended March 31, 2006 | $730,332,556$ shares |

ii Number of Treasury stocks:
Half year ended September 30, $2006 \quad 14,733,026$ shares
Half year ended September 30, 2005
9,039,453 shares
Year ended March 31, 2006
$14,579,522$ shares
2. Forecast of operating results from April 1, 2006 to March 31, 2007 (Non-consolidated)
(Millions of yen)

| Net sales | $1,028,500$ |
| :--- | ---: |
| Ordinary income | 106,200 |
| Net income | 71,900 |

Note: $\quad$ Net income per share $¥ 98.47$
3. Dividend

| Cash dividend | Cash divided per share / Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Interim | Year-end |  | Annual |
| Fiscal 2005 actual | 12.00 | 12.00 | 24.00 |  |
| Interim 2006 actual | 13.00 | - | - |  |
| Fiscal 2006 plan | - | 15.00 | 28.00 |  |

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 2007. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.

## 9. Non-consolidated Performance

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

(For the half years ended September 30, 2006, 2005 and year ended March 31, 2006)

|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% | Year ended March 31, 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 503,692 | 445,904 | 57,788 | 13.0 | 934,354 |
| Cost of sales | 345,458 | 310,687 | 34,771 | 11.2 | 645,496 |
| Percentage of net sales (\%) | 68.6 | 69.7 |  |  | 69.1 |
| Gross profit | 158,234 | 135,216 | 23,018 | 17.0 | 288,857 |
| Percentage of net sales (\%) | 31.4 | 30.3 |  |  | 30.9 |
| Selling, general and administrative expenses | 117,171 | 107,652 | 9,519 | 8.8 | 219,144 |
| Percentage of net sales (\%) | 23.3 | 24.1 |  |  | 23.5 |
| Operating income | 41,062 | 27,564 | 13,498 | 49.0 | 69,712 |
| Percentage of net sales (\%) | 8.2 | 6.2 |  |  | 7.5 |
| Non-operating income | 11,635 | 10,075 | 1,560 | 15.5 | 15,728 |
| Percentage of net sales (\%) | 2.3 | 2.3 |  |  | 1.7 |
| Non-operating expenses | 2,513 | 1,427 | 1,086 | 76.0 | 3,000 |
| Percentage of net sales (\%) | 0.5 | 0.3 |  |  | 0.3 |
| Ordinary income | 50,185 | 36,212 | 13,973 | 38.6 | 82,441 |
| Percentage of net sales (\%) | 10.0 | 8.1 |  |  | 8.8 |
| Extraordinary income | 3,693 | - | 3,693 | - | 1,662 |
| Percentage of net sales (\%) | 0.7 | - |  |  | 0.2 |
| Income before income taxes | 53,879 | 36,212 | 17,667 | 48.8 | 84,103 |
| Percentage of net sales (\%) | 10.7 | 8.1 |  |  | 9.0 |
| Provision for income taxes | 18,400 | 11,700 | 6,700 | 57.3 | 27,400 |
| Percentage of net sales (\%) | 3.7 | 2.6 |  |  | 2.9 |
| Corporate and other tax adjustments | 255 | 112 | 143 | 127.7 | 1,616 |
| Percentage of net sales (\%) | 0.1 | 0.0 |  |  | 0.2 |
| Interim (net) income | 35,224 | 24,400 | 10,824 | 44.4 | 55,087 |
| Percentage of net sales (\%) | 7.0 | 5.5 |  |  | 5.9 |
| Retained earnings at beginning of year | - | 9,404 | -9,404 |  | 9,404 |
| Reversal of reserve for social contribution | - | 28 | -28 |  | 83 |
| Loss on disposal of Treasury stock | - | 5 | -5 |  | 4 |
| Interim dividends | - | - | - |  | 8,830 |
| Retained earnings at end of half year (year) | - | 33,828 | -33,828 |  | 55,740 |

Reference:
Exchange rate

|  | Half year ended <br> September 30,’ 06 | Half year ended <br> September 30,' 05 | Year ended <br> March 31, ’06 |
| :---: | ---: | ---: | ---: |
| US\$ 1 | $¥ 115.36$ | $¥ 109.42$ | $¥ 112.95$ |
| EURO 1 | $¥ 145.98$ | $¥ 135.82$ | $¥ 138.02$ |

Notes:

|  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, ’06 | Half year ended September 30, '05 | Year ended March 31, '06 |
| 1. Material components of Non-operating income: |  |  |  |
| Interest income: | 2,265 | 1,390 | 2,991 |
| Dividend income | 6,668 | 3,549 | 4,940 |
| Foreign currency exchange gain | - | 2,098 | 2,874 |
| 2. Material components of Non-operating expenses: |  |  |  |
| Interest on bonds | 321 | 379 | 699 |
| Foreign currency exchange loss | 791 | - | - |
| Loss on disposal of fixed assets | 639 | 958 | 1,934 |
| 3. Material components of Extraordinary income: |  |  |  |
| Reversal of allowance for doubtful accounts | 3,693 | - | - |
| Gain on sale of fixed assets | - | - | 1,662 |
| 4. Depreciation: |  |  |  |
| Tangible fixed assets | 10,363 | 9,067 | 21,497 |
| Intangible fixed assets | 3,858 | 3,429 | 7,119 |

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

(September 30, 2006 and March 31, 2006)

| Assets |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Current Assets | 507,544 | 481,056 | 26,488 |
| Cash on hand and in banks | 7,177 | 8,689 | -1,512 |
| Notes receivable-trade | 8,594 | 7,540 | 1,054 |
| Accounts receivable-trade | 228,766 | 235,393 | -6,627 |
| Marketable securities | 70,057 | 50,985 | 19,072 |
| Inventories | 40,287 | 44,385 | -4,097 |
| Accounts receivable-other | 13,372 | 14,510 | -1,138 |
| Short-term loans receivable | 119,445 | 102,411 | 17,034 |
| Other current assets | 20,102 | 18,722 | 1,379 |
| Allowance for doubtful accounts | -259 | -1,582 | 1,323 |
| Fixed Assets | 488,661 | 501,494 | -12,833 |
| Tangible Fixed Assets | 131,815 | 130,374 | 1,441 |
| Buildings | 49,992 | 48,532 | 1,460 |
| Machinery and equipment | 21,422 | 19,391 | 2,031 |
| Land | 29,261 | 29,261 | 0 |
| Other fixed assets | 31,138 | 33,189 | -2,050 |
| Intangible Fixed Assets | 29,915 | 31,359 | -1,444 |
| Investments and Other Assets | 326,930 | 339,761 | -12,831 |
| Investment securities | 220,898 | 225,015 | -4,117 |
| Long-term loans receivable | 66,748 | 80,814 | -14,066 |
| Other investments | 39,661 | 36,894 | 2,767 |
| Allowance for doubtful accounts | -377 | -2,962 | 2,585 |
| Total Assets | 996,206 | 982,551 | 13,655 |
| Reference: |  |  |  |
| Exchange rate |  |  |  |
|  | September 30, 2006 | March 31, 2006 |  |
| US\$ 1 | $¥ 117.90$ | $¥ 117.47$ |  |
| EURO 1 | $¥ 149.77$ | $¥ 142.81$ |  |

## Notes:

|  |  | (Millions of yen) |
| :--- | ---: | ---: |
| 1. Accumulated depreciation on tangible fixed assets | September 30, 2006 | March 31, 2006 |
| 2. Trade notes receivable discounted with banks | 354,150 | 347,019 |
| 3. Guarantee obligations | 8 | 48 |

(September 30, 2006 and March 31, 2006)

| Liabilities | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Current Liabilities | 252,364 | 261,871 | -9,507 |
| Notes payable-trade | 4,391 | 4,641 | -250 |
| Accounts payable-trade | 128,623 | 133,036 | -4,413 |
| Bonds maturing within one year | 35,000 | 35,000 | - |
| Accrued expenses | 12,474 | 17,112 | -4,638 |
| Accounts payable-other | 34,928 | 33,153 | 1,775 |
| Accrued corporate tax | 16,926 | 21,308 | -4,382 |
| Accrued bonuses | 12,780 | 11,872 | 908 |
| Accrued directors' bonuses | 68 | - | 68 |
| Warranty reserve | 430 | 418 | 12 |
| Other current liabilities | 6,740 | 5,329 | 1,411 |
| Fixed Liabilities | 25,897 | 25,927 | -30 |
| Bonds | 25,000 | 25,000 | - |
| Retirement benefit obligation | 512 | 417 | 95 |
| Reserve for directors' retirement allowances | 385 | 510 | -125 |
| Total Liabilities | 278,262 | 287,799 | -9,537 |


| Shareholders' Equity |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Common Stock | - |  |  |
| Additional paid-in-capital | - | 135,364 | $-135,364$ |
| $\quad$ Legal capital reserve | - | 180,804 | $-180,804$ |
| $\quad$ Other additional paid-in-capital | - | 180,804 | $-180,804$ |
| Retained earnings | - | - | - |
| $\quad$ Legal reserve | - | 399,153 | $-399,153$ |
| Voluntary reserves | - | 14,955 | $-14,955$ |
| $\quad$ Unappropriated retained earnings | - | 328,457 | $-328,457$ |
| Net unrealized holding gains on securities | - | 55,740 | $-55,740$ |
| Treasury stock | - | 8,769 | $-8,769$ |
|  | $-29,339$ | 29,339 |  |
| Total Shareholders' Equity | - | 694,752 | $-694,752$ |
| Total Liabilities and Shareholders' Equity |  | 982,551 | $-982,551$ |


| Net assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2006 | March 31, 2006 | Change |
| Stockholders' equity | 711,957 | - | 711,957 |
| Common Stock | 135,364 | - | 135,364 |
| Additional paid-in-capital | 180,805 | - | 180,805 |
| Legal capital reserve | 180,804 | - | 180,804 |
| Other additional paid-in-capital | 0 | - | 0 |
| Retained earnings | 425,477 | - | 425,477 |
| Legal reserve | 14,955 | - | 14,955 |
| Other retained earnings | 410,522 | - | 410,522 |
| Reserve for deferral of capital gain on property | 527 | - | 527 |
| Reserve for special depreciation | 1,615 | - | 1,615 |
| Reserve for warranty on computer programs | 139 | - | 139 |
| Reserve for social contribution | 162 | - | 162 |
| General reserve | 362,350 | - | 362,350 |
| Retained earnings brought forward | 45,728 | - | 45,728 |
| Treasury stock | -29,690 | - | -29,690 |
| Difference of appreciation and conversion | 5,986 | - | 5,986 |
| Net unrealized holding gains on securities | 5,986 | - | 5,986 |
| Total Net assets | 717,944 | - | 717,944 |
| Total Liabilities and Net assets | 996,206 | - | 996,206 |

Reference:
Exchange rate

|  | September 30, 2006 | March 31, 2006 |
| :---: | ---: | ---: |
| US\$ 1 | $¥ 117.90$ | $¥ 117.47$ |
| EURO 1 | $¥ 149.77$ | $¥ 142.81$ |

(3) Statements of Changes in Stockholders' equity (Non-consolidated)

Results for the Period from April 1 to September 30, 2006
(Millions of yen)

| Results for the Period from April 1 to September 30, 2006 |  |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' equity |  |  |  |  |  |  | Difference of appreciation | Total Net assents |
|  | Common stock | Additional paid-in-capital |  | Retained earnings |  | Treasury stock | Total stockholders' equity | Net unrealized holding gains on securities |  |
|  |  | Legal capital reserve | Other additional paid-in-capital | Legal reserve | Other <br> retained earnings (*) |  |  |  |  |
| Balance of March 31,2006 | 135,364 | 180,804 | 0 | 14,955 | 384,198 | -29,339 | 685,982 | 8,769 | 694,752 |
| Changes in the term |  |  |  |  |  |  |  |  |  |
| Dividends from surplus |  |  |  |  | -8,763 |  | -8,763 |  | -8,763 |
| Bonus of directors |  |  |  |  | -135 |  | -135 |  | -135 |
| Net income |  |  |  |  | 35,224 |  | 35,224 |  | 35,224 |
| Purchase of treasury stock |  |  |  |  |  | -355 | -355 |  | -355 |
| Disposal of treasury stock |  |  | 0 |  |  | 4 | 5 |  | 5 |
| Net change of items other than stockholders' equity |  |  |  |  |  |  |  | -2,782 | -2,782 |
| Total changes in the term | 0 | 0 | 0 | 0 | 26,324 | -350 | 25,974 | -2,782 | 23,191 |
| Balance of September 30,2006 | 135,364 | 180,804 | 0 | 14,955 | 410,522 | -29,690 | 711,957 | 5,986 | 717,944 |


| (Millions of yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reserve for deferral of capital gain on property | Reserve for special depreciation | Reserve for warranty on computer programs | Reserve for social contribution | General reserve | Retained earnings brought forward | Total Other additional paid-in-capital |
| Balance of March 31,2006 | 550 | 1,272 | 167 | 117 | 326,350 | 55,740 | 384,198 |
| Changes in the term |  |  |  |  |  |  |  |
| Dividends from surplus |  |  |  |  |  | -8,763 | -8,763 |
| Reversal of reserve for deferral of capital gain on property | -22 |  |  |  |  | 22 | - |
| Transfer to reserve for special depreciation |  | 736 |  |  |  | -736 | - |
| Reversal of reserve for special depreciation |  | -393 |  |  |  | 393 | - |
| Reversal of reserve for warranty on computer programs |  |  | -28 |  |  | 28 | - |
| Transfer to reserve for social contribution |  |  |  | 83 |  | -83 | - |
| Reversal of reserve for social contribution |  |  |  | -38 |  | 38 | - |
| Transfer to general reserve |  |  |  |  | 36,000 | -36,000 | - |
| Bonus of directors |  |  |  |  |  | -135 | -135 |
| Net income |  |  |  |  |  | 35,224 | 35,224 |
| Total changes in the term | -22 | 343 | -28 | 45 | 36,000 | -10,012 | 26,324 |
| Balance of September 30,2006 | 527 | 1,615 | 139 | 162 | 362,350 | 45,728 | 410,522 |

Treasury stock

| Class of shares | Number of shares held at <br> March 31,2006 | Increase | Decrease | Number of shares held at <br> September 30, 2006 |
| :---: | ---: | ---: | ---: | ---: |
| Common shares (shares) | $14,579,522$ | 155,797 | 2,293 | $14,733,026$ |

[^2]Increase: Purchase of odd lot shares of common stock 155,797 shares
Decrease: Release of treasury stock to allow shareholders with less than a full lot to complete their holdings 2,293 shares

## 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 net assets 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: from 5 years to 50 years
Machinery and equipment: from 2 years to 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) Reserve for Accrued Directors' Bonuses

The reserve for accrued bonuses is provided by estimating the amount of bonuses payable to Directors for the current half of financial year .
(4) Warranty reserve

To cover product after-sales service expenses, the Company calculates the product warranty reserve based on projected service costs during warranty terms.
(5) 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. (15years)
(6) 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.

## Revision on Accounting Settlement

(Accounting Standard for Directors' Bonuses)
Effective April 1, 2006, Ricoh adopted ASBJ statement No. 4 "Accounting Standard for Directors' Bonuses" issued by the Accounting Standards Board of Japan on November 29, 2005. The effect of change was to decrease operating income, ordinary profit and interim net income before income taxes by $¥ 68$ million, respectively, for the half year ended September 30, 2006 compared with what would have been recorded under the previous method.
(Statement of Changes in Net Assets)
Effective April 1, 2006, Ricoh adopted ASBJ Statement No. 5 "Accounting Standards for Presentation of Net Assets in Balance Sheet" and its Implementation Guidance - ASBJ Guidance No.8, "Guidance on Accounting Standards for Presentation of Net Assets in Balance Sheet" issued by the Accounting Standards Board of Japan on December 9, 2005.
Amount corresponding to conventional "Total Shareholders' Equity" in the balance sheet is $¥ 717,944$ million.
"Net Assets" in the balance sheet for the interim accounting period is presented according to the revision of "Regulations Concerning the Terminology, Forms and Preparation Methods of Interim Financial Statement".

## 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, 2006 | Fair value |  | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | F | 60,015 |
| Securities of consolidated companies | 7,229 | 57,244 | 50,641 |
| Securities of affiliated companies | 6,935 | 14,165 | 124,821 |


| 2. Half year ended September 30, 2005 <br> (Millions of yen) | Balance Sheets | Fair value | Difference |
| :---: | :---: | :---: | :---: |
| Securities of consolidated companies | 7,229 | 60,900 | 53,671 |
| Securities of affiliated companies | 6,935 | 55,672 | 48,736 |
| Total | 14,165 | 116,572 | 102,407 |

3. Half year ended September 30, 2006

| (Millions of yen) | Balance Sheets | Fair value | Difference |
| :--- | ---: | ---: | ---: |
| Securities of consolidated companies | 7,229 | 58,630 | 51,400 |
| Securities of affiliated companies | 6,935 | 53,075 | 46,139 |
| Total | 14,165 | 111,705 | 97,540 |

-APPENDIX- (Half year ended September 30, 2006)

## 1. Consolidated Sales by Product Category



Notes:

* As a result of the sale of a business, the operating results and cash flows from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
* Each category includes the following product line:

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

| (Half year ended September 30, 2006 and 2005 and Year ended March 31, 2006) |  |  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Change | \% | Change excluding exchange impact | \% | Year ended March 31, 2006 |
| <Office Solutions> |  |  |  |  |  |  |  |
| Imaging Solutions | 743,626 | 693,130 | 50,496 | 7.3 | 23,131 | 3.3 | 1,446,635 |
| Percentage of net sales (\%) | 75.3 | 75.4 |  |  |  |  | 75.8 |
| Domestic | 294,392 | 289,241 | 5,151 | 1.8 | 5,151 | 1.8 | 585,363 |
| Overseas | 449,234 | 403,889 | 45,345 | 11.2 | 17,980 | 4.5 | 861,272 |
| Network System Solutions | 94,464 | 93,151 | 1,313 | 1.4 | 942 | 1.0 | 190,593 |
| Percentage of net sales (\%) | 9.6 | 10.1 |  |  |  |  | 10.0 |
| Domestic | 89,647 | 88,984 | 663 | 0.7 | 663 | 0.7 | 181,149 |
| Overseas | 4,817 | 4,167 | 650 | 15.6 | 279 | 6.7 | 9,444 |
| Office Solutions Total | 838,090 | 786,281 | 51,809 | 6.6 | 24,073 | 3.1 | 1,637,228 |
| Percentage of net sales (\%) | 84.9 | 85.5 |  |  |  |  | 85.8 |
| Domestic | 384,039 | 378,225 | 5,814 | 1.5 | 5,814 | 1.5 | 766,512 |
| Overseas | 454,051 | 408,056 | 45,995 | 11.3 | 18,259 | 4.5 | 870,716 |
| The Americas | 190,930 | 174,373 | 16,557 | 9.5 | 6,661 | 3.8 | 368,184 |
| Europe | 214,173 | 191,064 | 23,109 | 12.1 | 8,057 | 4.2 | 412,550 |
| Other | 48,948 | 42,619 | 6,329 | 14.9 | 3,541 | 8.3 | 89,982 |
| <Industrial Products> |  |  |  |  |  |  |  |
| Industrial Products | 68,256 | 58,459 | 9,797 | 16.8 | 8,410 | 14.4 | 120,636 |
| Percentage of net sales (\%) | 6.9 | 6.4 |  |  |  |  | 6.3 |
| Domestic | 38,497 | 36,078 | 2,419 | 6.7 | 2,419 | 6.7 | 72,379 |
| Overseas | 29,759 | 22,381 | 7,378 | 33.0 | 5,991 | 26.8 | 48,257 |
| The Americas | 12,091 | 8,221 | 3,870 | 47.1 | 3,244 | 39.5 | 17,391 |
| Europe | 9,381 | 7,473 | 1,908 | 25.5 | 1,323 | 17.7 | 16,049 |
| Other | 8,287 | 6,687 | 1,600 | 23.9 | 1,424 | 21.3 | 14,817 |
| <Other> |  |  |  |  |  |  |  |
| Other | 80,576 | 75,129 | 5,447 | 7.3 | 4,938 | 6.6 | 151,374 |
| Percentage of net sales (\%) | 8.2 | 8.1 |  |  |  |  | 7.9 |
| Domestic | 69,955 | 63,463 | 6,492 | 10.2 | 6,492 | 10.2 | 127,333 |
| Overseas | 10,621 | 11,666 | -1,045 | -9.0 | -1,554 | -13.3 | 24,041 |
| The Americas | 563 | 1,321 | -758 | -57.4 | -786 | -59.5 | 1,837 |
| Europe | 2,950 | 2,862 | 88 | 3.1 | -116 | -4.1 | 6,201 |
| Other | 7,108 | 7,483 | -375 | -5.0 | -652 | -8.7 | 16,003 |
| Grand Total | 986,922 | 919,869 | 67,053 | 7.3 | 37,421 | 4.1 | 1,909,238 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  | 100.0 |
| Domestic | 492,491 | 477,766 | 14,725 | 3.1 | 14,725 | 3.1 | 966,224 |
| Percentage of net sales (\%) | 49.9 | 51.9 |  |  |  |  | 50.6 |
| Overseas | 494,431 | 442,103 | 52,328 | 11.8 | 22,696 | 5.1 | 943,014 |
| Percentage of net sales (\%) | 50.1 | 48.1 |  |  |  |  | 49.4 |
| The Americas | 203,584 | 183,915 | 19,669 | 10.7 | 9,119 | 5.0 | 387,412 |
| Percentage of net sales (\%) | 20.6 | 20.0 |  |  |  |  | 20.3 |
| Europe | 226,504 | 201,399 | 25,105 | 12.5 | 9,264 | 4.6 | 434,800 |
| Percentage of net sales (\%) | 23.0 | 21.9 |  |  |  |  | 22.8 |
| Other | 64,343 | 56,789 | 7,554 | 13.3 | 4,313 | 7.6 | 120,802 |
| Percentage of net sales (\%) | 6.5 | 6.2 |  |  |  |  | 6.3 |
| Reference: Exchange rate |  |  |  |  |  |  |  |
| US\$ 1 | ¥115.40 | $¥ 109.42$ | ¥5.98 |  |  |  | ¥113.26 |
| EURO 1 | $¥ 145.98$ | $¥ 135.67$ | $¥ 10.3$ |  |  |  | $¥ 137.86$ |

Notes:

* As a result of the sale of a business, the operating results and cash flows from the discontinued operation have been reclassified in accordance with Statement of Financial

Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
Each category includes the following product line:
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners MFPs(multifunctional printers), laser printers and software
Network System Solutions Personal computers, PC servers, network systems and network related software
Industrial Product Thermal media, optical equipments, semiconductors, electronic component and measuring equipments Optical discs and digital camera
2. Forecast of Consolidated Performance
(Billions of yen)

|  | Half year ended <br> Sept. 30, 2006 <br> Results |  |  |  |  |  | (Bil | of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Three months ending |  |  | Half year ending |  | Year ending |  |
|  |  | Change | Dec. 31, 2006 | Change | Mar. 31, 2007 | Change | Mar. 31, 2007 | Change |
|  |  | \% | Forecast | \% | Forecast | \% | Forecast | \% |
| Net sales | 986.9 | 7.3 | 514.0 | 8.3 | 1,080.0 | 9.2 | 2,067.0 | 8.3 |
| Gross profit | 407.9 | 5.8 | 215.0 | 7.4 | 446.5 | 9.1 | 854.5 | 7.5 |
| Operating income | 73.1 | 12.5 | 40.0 | 9.9 | 96.8 | 15.9 | 170.0 | 14.4 |
| Income from continuing operations before income taxes | 74.2 | 10.0 | 38.5 | 1.3 | 93.7 | 9.9 | 168.0 | 10.0 |
| Net income | 52.0 | 21.4 | 23.1 | 0.4 | 54.4 | 0.5 | 106.5 | 9.7 |
| Net income per share (yen) | 71.35 | - | 31.66 | - | 74.62 | - | 145.97 | - |
| Capital expenditures | 39.1 | - | 20.0 | - | 45.8 | - | 85.0 | - |
| Depreciation for tangible fixed assets | 33.7 | - | 18.5 | - | 38.2 | - | 72.0 | - |
| R\&D expenditures | 56.5 | - | 30.0 | - | 63.4 | - | 120.0 | - |
| Exchange rate (Yen/US\$) | 115.40 | - | 115.00 | - | 115.00 | - | 115.20 | - |
| Exchange rate (Yen/EURO) | 145.98 | - | 140.00 | - | 140.00 | - | 142.99 | - |

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

|  | (Billions of yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending March 31, 2007 |  |  |  | Year ending March 31, 2007 |  |  |  |
|  | Forecast | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ |
| <Office Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 839.7 | 11.4 | 844.1 | 12.0 | 1,583.4 | 9.5 | 1,560.4 | 7.9 |
| Domestic | 312.6 | 5.6 | 312.6 | 5.6 | 607.0 | 3.7 | 607.0 | 3.7 |
| Overseas | 527.1 | 15.3 | 531.5 | 16.2 | 976.4 | 13.4 | 953.4 | 10.7 |
| Network System Solutions | 101.1 | 3.8 | 101.1 | 3.8 | 195.5 | 2.6 | 195.1 | 2.4 |
| Domestic | 95.3 | 3.4 | 95.3 | 3.4 | 184.9 | 2.1 | 184.9 | 2.1 |
| Overseas | 5.8 | 9.9 | 5.8 | 9.9 | 10.6 | 12.4 | 10.2 | 8.5 |
| Office Solutions Total | 940.8 | 10.6 | 945.2 | 11.1 | 1,778.9 | 8.7 | 1,755.6 | 7.2 |
| Domestic | 407.9 | 5.1 | 407.9 | 5.1 | 791.9 | 3.3 | 791.9 | 3.3 |
| Overseas | 532.9 | 15.2 | 537.3 | 16.1 | 987.0 | 13.4 | 963.6 | 10.7 |
| The Americas | 222.2 | 14.6 | 226.5 | 16.9 | 413.1 | 12.2 | 407.5 | 10.7 |
| Europe | 257.1 | 16.1 | 257.2 | 16.1 | 471.2 | 14.2 | 456.3 | 10.6 |
| Other | 53.6 | 13.3 | 53.6 | 13.3 | 102.6 | 14.0 | 99.8 | 10.9 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 63.6 | 2.3 | 63.8 | 2.6 | 131.8 | 9.3 | 130.6 | 8.3 |
| Domestic | 39.2 | 8.0 | 39.2 | 8.0 | 77.6 | 7.3 | 77.6 | 7.3 |
| Overseas | 24.4 | -5.7 | 24.6 | -4.9 | 54.1 | 12.2 | 52.9 | 9.8 |
| The Americas | 6.8 | -25.8 | 7.0 | -23.7 | 18.8 | 8.6 | 18.4 | 6.2 |
| Europe | 8.3 | -3.2 | 8.3 | -3.2 | 17.6 | 10.2 | 17.0 | 6.5 |
| Other | 9.3 | 14.4 | 9.3 | 14.4 | 17.5 | 18.7 | 17.4 | 17.5 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 75.6 | -0.8 | 75.5 | -1.0 | 156.1 | 3.2 | 155.5 | 2.8 |
| Domestic | 65.4 | 2.4 | 65.4 | 2.4 | 135.3 | 6.3 | 135.3 | 6.3 |
| Overseas | 10.2 | -17.6 | 10.1 | -18.4 | 20.8 | -13.4 | 20.2 | -15.9 |
| The Americas | 0.5 | -3.1 | 0.5 | -3.1 | 1.0 | -42.1 | 1.0 | -43.7 |
| Europe | 2.6 | -22.1 | 2.6 | -22.1 | 5.5 | -10.5 | 5.3 | -13.8 |
| Other | 7.1 | -16.7 | 7.0 | -17.8 | 14.2 | -11.2 | 13.8 | -13.6 |
| Grand Total | 1,080.0 | 9.2 | 1,084.5 | 9.6 | 2,067.0 | 8.3 | 2,041.8 | 6.9 |
| Domestic | 512.5 | 4.9 | 512.5 | 4.9 | 1,005.0 | 4.0 | 1,005.0 | 4.0 |
| Overseas | 567.5 | 13.3 | 572.0 | 14.2 | 1,062.0 | 12.6 | 1,036.8 | 10.0 |
| The Americas | 229.5 | 12.8 | 234.0 | 15.0 | 433.0 | 11.8 | 427.0 | 10.2 |
| Europe | 268.0 | 14.8 | 268.1 | 14.9 | 494.5 | 13.7 | 478.7 | 10.1 |
| Other | 70.0 | 9.5 | 69.9 | 9.3 | 134.4 | 11.3 | 131.0 | 8.5 |

[^3]
[^0]:    Notes:

    * As a result of the sale of a business, the operating results and cash flows from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".
    * The Company bases the forecast estimates for March 31, 2007 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^1]:    Note:

    * As a result of the sale of a business, the operating results from the discontinued operation have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets".

[^2]:    Reason for the Changes

[^3]:    * Excluding foreign exchange impact

