## QUARTERLY REPORT

First Quarter ended June 30, 2006
(Results for the Period from April 1, 2006 to June 30, 2006)

## Performance Outline (Consolidated)

|  |  |  |  |  | ons of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 Results | Three months ended June 30, 2005 Results | Change | Year ending March 31, 2007 Forecast | Change |
| Domestic sales | 240.4 | 232.4 | 3.4\% | 1,003.0 | 3.8\% |
| Overseas sales | 244.1 | 218.9 | 11.5\% | 1,057.0 | 12.1\% |
| Net sales | 484.5 | 451.4 | 7.3\% | 2,060.0 | 7.9\% |
| Gross profit | 202.5 | 193.5 | 4.7\% | 850.0 | 6.9\% |
| Operating income | 40.6 | 36.3 | 11.7\% | 170.0 | 14.4\% |
| Income from continuing operations before income taxes | 38.7 | 37.1 | 4.0\% | 168.0 | 10.0\% |
| Net income | 29.1 | 23.7 | 22.8\% | 106.5 | 9.7\% |
| Exchange rate (Yen/US\$) | 114.53 | 107.60 | 6.93 | 114.88 | 1.62 |
| Exchange rate (Yen/EURO) | 143.78 | 135.55 | 8.23 | 140.94 | 3.08 |
| Net income per share (yen) | 39.92 | 32.32 | 7.60 | 145.99 | 13.66 |
| Cash flows from operating activities | 26.3 | 47.5 | -21.1 | - | - |
| Cash flows from investing activities | -5.0 | -36.1 | 31.1 | - | - |
| Cash flows from financing activities | -17.4 | -52.4 | 34.9 | - | - |
| Cash and cash equivalents at end of period | 189.1 | 144.6 | 44.5 | - | - |
| Capital expenditures | 15.9 | 34.7 | -18.7 | 85.0 | -17.0 |
| Depreciation for tangible fixed assets | 15.9 | 15.6 | 0.3 | 69.0 | 1.5 |
| R\&D expenditures | 25.3 | 25.5 | -0.1 | 120.0 | 9.6 |


|  | June 30, 2006 | March 31, 2006 | Change |
| :--- | ---: | ---: | ---: |
| Total assets | $2,055.1$ | $2,041.1$ | 13.9 |
| Shareholders' equity | 980.2 | 960.2 | 19.9 |
| Interest-bearing debt | 372.4 | 381.2 | -8.7 |
| Equity ratio (\%) | 47.7 |  |  |
| Shareholders' equity per share (yen) |  | 47.0 | 0.7 |

## Ricoh Company, Ltd.

[^0]
## Performance

## *Overview

Consolidated net sales for the first quarter of fiscal year 2007 (the three months period from April 1, 2006 to June 30, 2006) increased by $7.3 \%$ as compared to the previous corresponding period, to $¥ 484.5$ billion. During this quarter, the average yen exchange rates were $¥ 114.53$ against the U.S. dollar (down $¥ 6.93$ ) and $¥ 143.78$ against the Euro (down $¥$ 8.23). Net sales would have increased by $4.2 \%$ excluding impact of such foreign currency exchange fluctuation.

As for Japan, sales of product categories such as digital PPCs (plain paper copiers), MFPs (multifunctional printers) and laser printers, especially color models, and sales in the solutions business, such as support and services relating to Ricoh's imaging solutions products, increased. Sales in the Industrial Products and Other segments also increased. Consequently, overall domestic sales increased by $3.4 \%$ as compared to the previous corresponding period.

As for overseas, sales of product categories such as MFPs and laser printers increased in each geographic area. Sales in the Americas, Europe and Other, which includes China, Asia and Oceania, increased by $15.5 \%$ ( $8.5 \%$ excluding exchange fluctuation impact), $8.6 \%(2.5 \%)$ and $9.7 \%$ ( $3.9 \%$ ), as compared to the previous corresponding period, respectively. As a result, overall overseas sales increased by $11.5 \%$ as compared to the previous corresponding period. Had the foreign currency exchange rates remained the same as during the prior period, its sales would have increased by $5.0 \%$.

Gross profit increased by $4.7 \%$ as compared to the previous corresponding period, to $¥ 202.5$ billion. This increase primarily reflects an increase in sales of value-added high-margin products in the Office Solutions segment, the recovery in demand for the Industrial Products segment, and the continuous cost reduction activities at all the stages such as product development, manufacturing and logistics.

Selling, general and administrative expenses increased by $3.0 \%$ as compared to the previous corresponding period, to $¥$ 161.9 billion. This increase was due primarily to the research and development expenses ( $¥ 25.3$ billion, $5.2 \%$ of net sales) for developing new products and expenses for the enhancement of sales forces, especially overseas.

As a result, operating income increased by $11.7 \%$ as compared to the previous corresponding period, to $¥ 40.6$ billion.
With respect to other (income) expenses, the increase in interest expense was due to an increase in market interest rates, and a foreign currency exchange loss was incurred during the period.

On May 31, 2006, San-Ai Co., Ltd., a domestic subsidiary, completed the sale of its content distribution business. The sales price was $¥ 12.0$ billion. Ricoh recognized income from the discontinued operation of its component on this sale equal to $¥ 5.5$ billion, net of tax.

As a result, net income increased by $22.8 \%$ as compared to the previous corresponding period, to $¥ 29.1$ billion.

## *Conditions by Product Line

Office Solutions (Sales up $6.1 \%$ to $¥ 411.8$ billion)
Imaging Solutions (Sales up $6.7 \%$ to $¥ 372.7$ billion)

- Sales of digital PPCs and MFPs increased as compared to the previous corresponding period. This was mainly due to the increase in sales of color products both in Japan and overseas, resulting from launch of new products in response to customers' demand for high-speed, networking, and colorization.
MFPs: Imagio Neo 250/300 series, Imagio MP6000/7500 series in Japan Aficio 3035/3045 series, Aficio 2020/2000 series overseas
Color MFPs: Imagio MP C2500/C3000 series, Imagio MP C3500/4000 series in Japan
Aficio 3260C, Aficio 3235C/3245C series overseas
- Sales of laser printers continued to increase in Japan and overseas. The sales of after-sales business such as services and supplies also increased.
- As a result, sales in this category increased by $6.7 \%$.

Network System Solutions (Sales up $1.2 \%$ to $¥ 39.0$ billion)

- Sales in this category increased as compared to the previous corresponding period, due to the increase in sales of solution business products, offsetting the decrease in sales of personal computers and servers.

As a result, sales in the Office Solutions segment increased by $6.1 \%$ as compared to the previous corresponding period, to $¥$ 411.8 billion. Net operating income in this segment increased by $5.5 \%$ as compared to the previous corresponding period, to $¥ 51.3$ billion. This was due to the effect of the sales increase and the launch of new products, and the continuous cost reduction activities at all the stages such as product development, manufacturing and logistics.

## Industrial Products (Sales up $33.1 \%$ to $¥ 34.7$ billion)

Sales in the Industrial Products segment increased by $33.1 \%$ as compared to the previous corresponding period, to $¥ 34.7$ billion. This was due primarily to the recovery in demand for semiconductor devices and increase in the sales resulting from thermal media, measuring equipment and electronic components businesses.
As a result, net operating income in this segment was $¥ 1.2$ billion (net operating loss of $¥ 0.5$ billion for the previous corresponding period).

## Other (Sales up 2.0\% to $¥ 38.0$ billion)

Sales in the Other segment increased by $2.0 \%$ as compared to the previous corresponding period, to $¥ 38.0$ billion. Though the sales of optical discs business decreased in the overseas market, the sales of financing services and logistics services continued well. As a result, net operating income in this segment increased as compared to the previous corresponding period, to $¥ 0.6$ billion.
*Cash Flows (Three months from April 1, 2006 to June 30, 2006)

Net cash provided by operating activities decreased by $¥ 21.1$ billion as compared to the previous corresponding period, to $¥$ 26.3 billion. Inventories increased due primarily to the launch of new products, though net income and depreciation increased as compared to the previous corresponding period and trade receivables decreased.
Net cash used in investing activities decreased by $¥ 31.1$ billion as compared to the previous corresponding period, to $¥ 5.0$ billion, due primarily to the decrease in capital expenditures and the sale of a discontinued operation.
As a result, free cash flow generated by operating and investing activities increased by $¥ 9.9$ billion as compared to the previous corresponding period, to $¥ 21.2$ billion.
Net cash used in financing activities amounted to $¥ 17.4$ billion due primarily to the repayment of interest-bearing debt and the dividend payment.

As a result, cash and cash equivalents at the end of this first quarter increased by $¥ 2.1$ billion as compared to the end of the preceding fiscal year, to $¥ 189.1$ billion.
*Forecast for the entire fiscal year
Ricoh assumes exchange rates of $¥ 115.00$ against the U.S. dollar and of $¥ 140.00$ against the Euro in and after the second quarter, the same as announced in April 2006. Having results of the first quarter's performance, sales forecast for fiscal year 2007 revised upward. Ricoh intends to achieve growth by implementing the business strategies such as continuous and effective launch of new products, responding the change of customers' demand and absorbing the fluctuation of currency rates.
Income for the first quarter of fiscal year 2006 was almost same as announced in April 2006. Operating income and income from continuing operations before income tax for fiscal year 2006 are forecasted same as announced in April 2006. Ricoh continues to focus on the improvement of its profitability.

Our performance forecast for fiscal year 2007 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2007
US\$ $1=¥ 114.88$ ( $¥ 113.26$ in previous fiscal year)
EURO $1=¥ 140.94 \quad(¥ 137.86$ in previous fiscal year)
(Billions of yen)

|  | Year ending <br> March 31, 2007 <br> (Forecast) | Year ended <br> March 31, 2006 <br> (Results) | Change |
| :--- | ---: | ---: | ---: |
| Domestic sales | $1,003.0$ | 966.2 | $3.8 \%$ |
| $\quad$ Overseas sales | $1,057.0$ | 943.0 | $12.1 \%$ |
| Net sales | $2,060.0$ | $1,909.2$ | $7.9 \%$ |
| Gross profit | 850.0 | 795.0 | $6.9 \%$ |
| Operating income | 170.0 | 148.5 | $14.4 \%$ |
| Income from continuing operations |  |  |  |
| $\quad$ before income taxes | 168.0 | 152.7 | $10.0 \%$ |
| Net income | 106.5 | 97.0 | $9.7 \%$ |

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


## Ricoh Company, Ltd. and Consolidated Subsidiaries

## Financial Highlights for the First Quarter Ended June 30, 2006 (U.S. GAAP Financial Information)

1. Items Relating to First Quarter Financial Statements
(1) No change in accounting method has been made.
(2) Change relating to the scale of consolidation and the application of the equity method:

Consolidated subsidiaries: No addition; 4 removals
Companies accounted for by the equity method: No addition; 2 removals
2. Results for the Period from April 1, 2006 to June 30, 2006

| (1) Operating Results | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Year ended March 31, 2006 |
| Net sales | 484,576 | 451,465 | 1,909,238 |
| (\% change from the previous corresponding period) | 7.3 | 3.8 | 5.6 |
| Operating income | 40,647 | 36,389 | 148,584 |
| (\% change from the previous corresponding period) | 11.7 | -5.0 | 13.3 |
| Income from continuing operations before income taxes | 38,704 | 37,198 | 152,766 |
| (\% change from the previous corresponding period) | 4.0 | -7.5 | 16.6 |
| Net income | 29,125 | 23,723 | 97,057 |
| (\% change from the previous corresponding period) | 22.8 | -4.7 | 16.7 |
| Net income per share-basic (yen) | 39.92 | 32.32 | 132.33 |
| Net income per share-diluted (yen) | - | - | - |


| (2) Financial Position |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | June 30, 2006 | June 30, 2005 | March 31, 2006 |
| Total assets | $2,055,138$ | $1,899,986$ | $2,041,183$ |
| Shareholders' equity | 980,225 | 879,665 | 960,245 |
| Equity ratio (\%) | 47.7 | 46.3 | 47.0 |
| Equity per share (yen) | $1,343.70$ | $1,198.48$ | $1,316.21$ |


| Cash Flows |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: |
|  | Three months ended | Three months ended | Year ended |
|  | June 30, 2006 | June 30, 2005 | March 31, 2006 |
| Cash flows from operating activities | 26,345 | 47,502 | 173,479 |
| Cash flows from investing activities | $-5,086$ | $-36,186$ | $-120,051$ |
| Cash flows from financing activities | $-17,482$ | $-52,430$ | $-59,989$ |
| Cash and cash equivalents at end of period | 189,173 | 144,617 | 187,055 |

## 3. Forecast of Operating Results from April 1, 2006 to March 31, 2007

|  |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Half year ending | Year ending |
| Net sales | September 30, 2006 | March 31, 2007 |
| Operating income | 987,000 | $2,060,000$ |
| Income from continuing operations before income taxes | 73,000 | 170,000 |
| Net income | 72,000 | 168,000 |

Net income per share (Consolidated) $¥ 145.99$

## 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.


## Consolidated Performance

1. Consolidated Statements of Income
(Millions of yen)

|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 484,576 | 451,465 | 33,111 | 7.3 |
| Cost of sales | 282,011 | 257,948 | 24,063 | 9.3 |
| Percentage of net sales (\%) | 58.2 | 57.1 |  |  |
| Gross Profit | 202,565 | 193,517 | 9,048 | 4.7 |
| Percentage of net sales (\%) | 41.8 | 42.9 |  |  |
| Selling, general and administrative expenses | 161,918 | 157,128 | 4,790 | 3.0 |
| Percentage of net sales (\%) | 33.4 | 34.8 |  |  |
| Operating income | 40,647 | 36,389 | 4,258 | 11.7 |
| Percentage of net sales (\%) | 8.4 | 8.1 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 1,097 | 685 | 412 | 60.1 |
| Percentage of net sales (\%) | 0.2 | 0.2 |  |  |
| Interest expense | 1,584 | 1,009 | 575 | 57.0 |
| Percentage of net sales (\%) | 0.3 | 0.2 |  |  |
| Other, net | 1,456 | -1,133 | 2,589 | - |
| Percentage of net sales (\%) | 0.3 | -0.1 |  |  |
| Income from continuing operations before income taxes, equity income and minority interests | s, 38,704 | 37,198 | 1,506 | 4.0 |
| Percentage of net sales (\%) | 8.0 | 8.2 |  |  |
| Provision for income taxes | 14,226 | 13,144 | 1,082 | 8.2 |
| Percentage of net sales (\%) | 2.9 | 2.9 |  |  |
| Minority interests in earnings of subsidiaries | 1,339 | 1,226 | 113 | 9.2 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  |
| Equity in earnings of affiliates | 486 | 363 | 123 | 33.9 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Income from continuing operations | 23,625 | 23,191 | 434 | 1.9 |
| Percentage of net sales (\%) | 4.9 | 5.1 |  |  |
| Income from discontinued operation, net of tax | 5,500 | 532 | 4,968 | 933.8 |
| Percentage of net sales (\%) | 1.1 | 0.2 |  |  |
| Net Income | 29,125 | 23,723 | 5,402 | 22.8 |
| Percentage of net sales (\%) | 6.0 | 5.3 |  |  |

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".
Reference : Exchange rate

| US\$ 1 | $¥ 114.53$ | $¥ 107.60$ |
| :--- | :--- | :--- |
| EURO 1 | $¥ 143.78$ | $¥ 135.55$ |


| 2-1. Consolidated Sales by Product Category |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Change | \% |
| <Office Solutions> |  |  |  |  |
| Imaging Solutions | 372,755 | 349,487 | 23,268 | 6.7 |
| Percentage of net sales (\%) | 76.9 | 77.4 |  |  |
| Network System Solutions | 39,047 | 38,586 | 461 | 1.2 |
| Percentage of net sales (\%) | 8.1 | 8.6 |  |  |
| Office Solutions Total | 411,802 | 388,073 | 23,729 | 6.1 |
| Percentage of net sales (\%) | 85.0 | 86.0 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 34,709 | 26,078 | 8,631 | 33.1 |
| Percentage of net sales (\%) | 7.2 | 5.8 |  |  |
| <Other> |  |  |  |  |
| Other | 38,065 | 37,314 | 751 | 2.0 |
| Percentage of net sales (\%) | 7.8 | 8.2 |  |  |
| Grand Total | 484,576 | 451,465 | 33,111 | 7.3 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |


| 2-2. Consolidated Sales by Geographic Area |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Change | \% |
| <Domestic> | 240,431 | 232,474 | 7,957 | 3.4 |
| Percentage of net sales (\%) | 49.6 | 51.5 |  |  |
| <Overseas> | 244,145 | 218,991 | 25,154 | 11.5 |
| Percentage of net sales (\%) | 50.4 | 48.5 |  |  |
| The Americas | 100,635 | 87,156 | 13,479 | 15.5 |
| Percentage of net sales (\%) | 20.8 | 19.3 |  |  |
| Europe | 113,510 | 104,479 | 9,031 | 8.6 |
| Percentage of net sales (\%) | 23.4 | 23.1 |  |  |
| Other | 30,000 | 27,356 | 2,644 | 9.7 |
| Percentage of net sales (\%) | 6.2 | 6.1 |  |  |
| Grand Total | 484,576 | 451,465 | 33,111 | 7.3 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |

[^1]
## 3. Consolidated Balance Sheets

| Assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | June 30, 2006 | March 31, 2006 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 190,662 | 188,525 | 2,137 |
| Trade receivables | 631,651 | 630,501 | 1,150 |
| Marketable securities | 166 | 162 | 4 |
| Inventories | 183,719 | 169,245 | 14,474 |
| Other current assets | 58,379 | 55,110 | 3,269 |
| Total Current Assets | $1,064,577$ | $1,043,543$ | 21,034 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 266,494 | 268,243 | $-1,749$ |
| Finance receivables | 416,990 | 415,435 | 1,555 |
| Other investments | 307,077 | 313,962 | $-6,885$ |
| Total Fixed Assets | 990,561 | 997,640 | $-7,079$ |
| Total Assets | $2,055,138$ | $2,041,183$ | 13,955 |

Note:
Contents of cash and time deposits;
Cash and cash equivalents
189,173 187,055

Time deposits
1,489
1,470

| Liabilities and Shareholders' Investment | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | June 30, 2006 | March 31, 2006 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 328,434 | 339,152 | -10,718 |
| Short-term borrowings | 171,398 | 185,651 | -14,253 |
| Other current liabilities | 172,172 | 159,225 | 12,947 |
| Total Current Liabilities | 672,004 | 684,028 | -12,024 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 201,090 | 195,626 | 5,464 |
| Accrued pension and severance costs | 96,942 | 97,020 | -78 |
| Other fixed liabilities | 50,859 | 51,374 | -515 |
| Total Fixed Liabilities | 348,891 | 344,020 | 4,871 |
| Total Liabilities | 1,020,895 | 1,028,048 | -7,153 |
| Minority Interest | 54,018 | 52,890 | 1,128 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,450 | 186,450 | 0 |
| Retained earnings | 685,758 | 665,394 | 20,364 |
| Accumulated other comprehensive income (loss) | 3,836 | 4,099 | -263 |
| Treasury stock | -31,183 | -31,062 | -121 |
| Total Shareholders' Investment | 980,225 | 960,245 | 19,980 |
| Total Liabilities and Shareholders' Investment | 2,055,138 | 2,041,183 | 13,955 |
| Note: |  |  |  |
| Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 8,124 | 8,928 | -804 |
| Pension liability adjustments | -7,086 | -7,643 | 557 |
| Net unrealized gains (losses) on derivative instruments | 121 | 157 | -36 |
| Cumulative translation adjustments | 2,677 | 2,657 | 20 |
| Reference: Exchange rate | June 30, 2006 | March 31, 2006 |  |
| US\$ 1 | $¥ 115.24$ | $¥ 117.47$ |  |
| EURO 1 | $¥ 146.00$ | $¥ 142.81$ |  |

4. Consolidated Statements of Cash Flows
(Millions of yen)

|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 |
| :---: | :---: | :---: |
| I. Cash Flows from Operating Activities: |  |  |
| Net income | 29,125 | 23,723 |
| Income from discontinued operation, net of tax | -5,500 | -532 |
| Income from continuing operations | 23,625 | 23,191 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 20,776 | 19,543 |
| Equity in earnings of affiliates, net of dividends received | 7 | 113 |
| Deferred income taxes | -1,232 | 288 |
| Loss on disposals and sales of tangible fixed assets | 116 | 405 |
| Pension and severance costs, less payments | 134 | 883 |
| Changes in assets and liabilities- |  |  |
| Decrease in trade receivables | 3,233 | 32,394 |
| Increase in inventories | -14,205 | -2,209 |
| Increase in finance receivables | -7,217 | -6,166 |
| Decrease in trade payables | -9,533 | -32,363 |
| Increase in accrued income taxes and accrued expenses and other | 7,970 | 7,232 |
| Other, net | 2,671 | 4,191 |
| Net cash provided by operating activities | 26,345 | 47,502 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 42 | 21 |
| Expenditures for tangible fixed assets | -15,954 | -34,718 |
| Payments for purchases of available-for-sale securities | -24,739 | -36,105 |
| Proceeds from sales of available-for-sale securities | 24,019 | 36,542 |
| Increase in time deposits | -38 | -399 |
| Proceeds from sales of discontinued operation | 12,000 | - |
| Other, net | -416 | -1,527 |
| Net cash used in investing activities | -5,086 | -36,186 |
| III. Cash Flows from Financing Activities: |  |  |
| Proceeds from long-term indebtedness | 36,069 | 13,366 |
| Repayment of long-term indebtedness | -13,845 | -20,420 |
| Increase (Decrease) in short-term borrowings, net | -12,526 | 3,308 |
| Repayment of long-term debt securities | -18,000 | -41,000 |
| Dividend paid | -8,764 | -7,348 |
| Payment for purchase of treasury stock | -125 | -100 |
| Other, net | -291 | -236 |
| Net cash used in financing activities | -17,482 | -52,430 |
| IV. Net Increase in Cash and Cash Equivalents from discontinued operation | 825 | 996 |
| V. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -2,484 | -2,122 |
| VI. Net Increase (Decrease) in Cash and Cash Equivalents | 2,118 | -42,240 |
| VII. Cash and Cash Equivalents at Beginning of Year | 187,055 | 186,857 |
| VIII. Cash and Cash Equivalents at End of Period | 189,173 | 144,617 |

## 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".


## 5. Segment Information

(1) Operating Segments Information

|  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  |  |
| June 30, 2006 | Three months ended |  |  |
| June 30, 2005 | Change | $\%$ |  |

## Office Solutions:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Unaffiliated customers | 411,802 | 388,073 | 23,729 | 6.1 |
| Intersegment | - | - | - | - |
| Total | 411,802 | 388,073 | 23,729 | 6.1 |
| Operating expenses | 360,458 | 339,394 | 21,064 | 6.2 |
| Operating income | 51,344 | 48,679 | 2,665 | 5.5 |
| $\quad$ Operating income on sales in Office Solutions (\%) | 12.5 | 12.5 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: | 34,709 |  | 8,631 | 33.1 |
| $\quad$ Unaffiliated customers | 1,205 |  |  |  |
| $\quad$ Intersegment | 35,914 | 586 | 619 | 105.6 |
| Total | 34,680 | 26,664 | 9,250 | 34.7 |
| Operating expenses | 1,234 | 27,188 | 7,492 | 27.6 |
| Operating income | -524 | 1,758 | - |  |
| $\quad$ Operating income on sales in Industrial Products $(\%)$ | 3.4 | -2.0 |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Unaffiliated customers | 38,065 | 37,314 | 751 | 2.0 |
| Intersegment | - | - | - | - |
| Total | 38,065 | 37,314 | 751 | 2.0 |
| Operating expenses | 37,382 | 37,249 | 133 | 0.4 |
| Operating income | 683 | 65 | 618 | 950.8 |
| $\quad$ Operating income on sales in Other $(\%)$ | 1.8 | 0.2 |  |  |

## Corporate and Eliminations:

Net sales:

| Net sales: | $-1,205$ | -586 | -619 |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-1,205$ | -586 | -619 | - |
| Total |  |  |  | - |
| Operating expenses: | $-1,250$ | -594 | -656 | - |
| $\quad$ Intersegment | 12,659 | 11,839 | 820 | - |
| Corporate | 11,409 | 11,245 | 164 | - |
| $\quad$ Total | $-12,614$ | $-11,831$ | -783 | - |
| Operating income |  |  |  |  |
| Consolidated: | 484,576 |  |  |  |
| Net sales: | - | 451,465 | 33,111 | 7.3 |
| $\quad$ Unaffiliated customers | 484,576 | - | - | - |
| $\quad$ Intersegment | 443,929 | 451,465 | 33,111 | 7.3 |
| $\quad$ Total | 40,647 | 315,076 | 28,853 | 7.0 |
| Operating expenses | 8.4 | 36,389 | 4,258 | 11.7 |
| Operating income | 8.1 |  |  |  |
| $\quad$ 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".


## (2) Geographic Segments Information

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Change | \% |
| Japan: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 246,140 | 240,007 | 6,133 | 2.6 |
| Intersegment | 123,068 | 104,986 | 18,082 | 17.2 |
| Total | 369,208 | 344,993 | 24,215 | 7.0 |
| Operating expenses | 337,072 | 316,779 | 20,293 | 6.4 |
| Operating income | 32,136 | 28,214 | 3,922 | 13.9 |
| Operating income on sales in Japan (\%) | 8.7 | 8.2 |  |  |
| The Americas: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 100,625 | 86,298 | 14,327 | 16.6 |
| Intersegment | 989 | 1,308 | -319 | -24.4 |
| Total | 101,614 | 87,606 | 14,008 | 16.0 |
| Operating expenses | 99,593 | 86,282 | 13,311 | 15.4 |
| Operating income | 2,021 | 1,324 | 697 | 52.6 |
| Operating income on sales in the Americas (\%) | 2.0 | 1.5 |  |  |
| Europe: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 113,509 | 103,476 | 10,033 | 9.7 |
| Intersegment | 898 | 1,120 | -222 | -19.8 |
| Total | 114,407 | 104,596 | 9,811 | 9.4 |
| Operating expenses | 109,783 | 98,698 | 11,085 | 11.2 |
| Operating income | 4,624 | 5,898 | -1,274 | -21.6 |
| Operating income on sales in Europe (\%) | 4.0 | 5.6 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 24,302 | 21,684 | 2,618 | 12.1 |
| Intersegment | 32,347 | 23,627 | 8,720 | 36.9 |
| Total | 56,649 | 45,311 | 11,338 | 25.0 |
| Operating expenses | 52,330 | 42,126 | 10,204 | 24.2 |
| Operating income | 4,319 | 3,185 | 1,134 | 35.6 |
| Operating income on sales in Other (\%) | 7.6 | 7.0 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | :---: | :---: | ---: | ---: |
| Intersegment | $-157,302$ | $-131,041$ | $-26,261$ | - |
| Total | $-157,302$ | $-131,041$ | $-26,261$ | - |
| Operating expenses | $-154,849$ | $-128,809$ | $-26,040$ | - |
| Operating income | $-2,453$ | $-2,232$ | -221 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 484,576 | 451,465 | 33,111 | 7.3 |
| $\quad$ External customers | - | - | - | - |
| Intersegment | 484,576 | 451,465 | 33,111 | 7.3 |
| $\quad$ Total | 443,929 | 415,076 | 28,853 | 7.0 |
| Operating expenses | 40,647 | 36,389 | 4,258 | 11.7 |
| Operating income | 8.4 | 8.1 |  |  |
| $\quad$ Operating income on consolidated net sales (\%) | 8 |  |  |  |

## -APPENDIX- (Three months ended June 30, 2006)

## 1. Consolidated Sales by Product Category

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2005 | Change | \% | Change excluding exchange impact | \% |
| <Office Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 372,755 | 349,487 | 23,268 | 6.7 | 10,321 | 3.0 |
| Percentage of net sales (\%) | 76.9 | 77.4 |  |  |  |  |
| Domestic | 151,521 | 149,622 | 1,899 | 1.3 | 1,899 | 1.3 |
| Overseas | 221,234 | 199,865 | 21,369 | 10.7 | 8,422 | 4.2 |
| Network System Solutions | 39,047 | 38,586 | 461 | 1.2 | 340 | 0.9 |
| Percentage of net sales (\%) | 8.1 | 8.6 |  |  |  |  |
| Domestic | 37,242 | 36,599 | 643 | 1.8 | 643 | 1.8 |
| Overseas | 1,805 | 1,987 | -182 | -9.2 | -303 | -15.2 |
| Office Solutions Total | 411,802 | 388,073 | 23,729 | 6.1 | 10,661 | 2.7 |
| Percentage of net sales (\%) | 85.0 | 86.0 |  |  |  |  |
| Domestic | 188,763 | 186,221 | 2,542 | 1.4 | 2,542 | 1.4 |
| Overseas | 223,039 | 201,852 | 21,187 | 10.5 | 8,119 | 4.0 |
| The Americas | 93,041 | 82,966 | 10,075 | 12.1 | 4,449 | 5.4 |
| Europe | 107,310 | 98,671 | 8,639 | 8.8 | 2,517 | 2.6 |
| Other | 22,688 | 20,215 | 2,473 | 12.2 | 1,153 | 5.7 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 34,709 | 26,078 | 8,631 | 33.1 | 7,851 | 30.1 |
| Percentage of net sales (\%) | 7.2 | 5.8 |  |  |  |  |
| Domestic | 18,830 | 15,858 | 2,972 | 18.7 | 2,972 | 18.7 |
| Overseas | 15,879 | 10,220 | 5,659 | 55.4 | 4,879 | 47.7 |
| The Americas | 7,339 | 3,139 | 4,200 | 133.8 | 3,756 | 119.7 |
| Europe | 4,700 | 3,945 | 755 | 19.1 | 518 | 13.1 |
| Other | 3,840 | 3,136 | 704 | 22.4 | 605 | 19.3 |
| <Other> |  |  |  |  |  |  |
| Other | 38,065 | 37,314 | 751 | 2.0 | 500 | 1.3 |
| Percentage of net sales (\%) | 7.8 | 8.2 |  |  |  |  |
| Domestic | 32,838 | 30,395 | 2,443 | 8.0 | 2,443 | 8.0 |
| Overseas | 5,227 | 6,919 | -1,692 | -24.5 | -1,943 | -28.1 |
| The Americas | 255 | 1,051 | -796 | -75.7 | -810 | -77.1 |
| Europe | 1,500 | 1,863 | -363 | -19.5 | -447 | -24.0 |
| Other | 3,472 | 4,005 | -533 | -13.3 | -686 | -17.1 |
| Grand Total | 484,576 | 451,465 | 33,111 | 7.3 | 19,012 | 4.2 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 240,431 | 232,474 | 7,957 | 3.4 | 7,957 | 3.4 |
| Percentage of net sales (\%) | 49.6 | 51.5 |  |  |  |  |
| Overseas | 244,145 | 218,991 | 25,154 | 11.5 | 11,055 | 5.0 |
| Percentage of net sales (\%) | 50.4 | 48.5 |  |  |  |  |
| The Americas | 100,635 | 87,156 | 13,479 | 15.5 | 7,395 | 8.5 |
| Percentage of net sales (\%) | 20.8 | 19.3 |  |  |  |  |
| Europe | 113,510 | 104,479 | 9,031 | 8.6 | 2,588 | 2.5 |
| Percentage of net sales (\%) | 23.4 | 23.1 |  |  |  |  |
| Other | 30,000 | 27,356 | 2,644 | 9.7 | 1,072 | 3.9 |
| Percentage of net sales (\%) | 6.2 | 6.1 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | ¥114.53 | $¥ 107.60$ | ¥6.93 |  |  |  |
| EURO 1 | $¥ 143.78$ | $¥ 135.55$ | ¥8.23 |  |  |  |

[^2]2. Forecast of Consolidated Performance

|  | Three months ended <br> June 30, 2006 <br> Results | Three months ending |  |  | Half year ending |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Year ending |  |
|  |  | Change <br> \% | Sept. 30, 2006 <br> Forecast | Change <br> \% |  |  | Sept. 30, 2006 <br> Forecast | Change <br> \% | March 31, 2007 <br> Forecast | Change <br> \% |
| Net sales | 484.5 | 7.3 | 502.4 | 7.3 | 987.0 | 7.3 | 2,060.0 | 7.9 |
| Gross profit | 202.5 | 4.7 | 208.4 | 8.4 | 411.0 | 6.6 | 850.0 | 6.9 |
| Operating income | 40.6 | 11.7 | 32.3 | 13.0 | 73.0 | 12.3 | 170.0 | 14.4 |
| Income from continuing operations before income taxes | 38.7 | 4.0 | 33.2 | 9.8 | 72.0 | 6.7 | 168.0 | 10.0 |
| Net income | 29.1 | 22.8 | 19.1 | 0.2 | 48.3 | 12.7 | 106.5 | 9.7 |
| Net income per share (yen) | 39.92 | - | 26.29 | - | 66.21 | - | 145.99 | - |
| Capital expenditures | 15.9 | - | 22.0 | - | 38.0 | - | 85.0 | - |
| Depreciation for tangible fixed assets | 15.9 | - | 16.0 | - | 32.0 | - | 69.0 | - |
| R\&D expenditures | 25.3 | - | 32.6 | - | 58.0 | - | 120.0 | - |
| Exchange rate (Yen/US\$) | 114.53 | - | 115.00 | - | 114.77 | - | 114.88 | - |
| Exchange rate (Yen/EURO) | 143.78 | - | 140.00 | - | 141.89 | - | 140.94 | - |

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending September 30, 2006 |  |  |  | Year ending March 31, 2007 |  |  |  |
|  | Forecast | Change \% | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | Change \% | Forecast(*) | Change \% |
| <Office Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 747.5 | 7.8 | 727.6 | 5.0 | 1,574.1 | 8.8 | 1,558.3 | 7.7 |
| Domestic | 293.2 | 1.4 | 293.2 | 1.4 | 605.5 | 3.4 | 605.5 | 3.4 |
| Overseas | 454.2 | 12.5 | 434.4 | 7.6 | 968.5 | 12.5 | 952.8 | 10.6 |
| Network System Solutions | 94.7 | 1.7 | 94.5 | 1.5 | 197.8 | 3.8 | 197.6 | 3.7 |
| Domestic | 90.2 | 1.4 | 90.2 | 1.4 | 187.5 | 3.5 | 187.5 | 3.5 |
| Overseas | 4.5 | 8.1 | 4.2 | 2.8 | 10.3 | 9.1 | 10.0 | 6.8 |
| Office Solutions Total | 842.2 | 7.1 | 822.1 | 4.6 | 1,771.9 | 8.2 | 1,755.9 | 7.3 |
| Domestic | 383.4 | 1.4 | 383.4 | 1.4 | 793.0 | 3.5 | 793.0 | 3.5 |
| Overseas | 458.7 | 12.4 | 438.7 | 7.5 | 978.8 | 12.4 | 962.9 | 10.6 |
| The Americas | 198.4 | 13.8 | 189.3 | 8.6 | 414.6 | 12.6 | 409.6 | 11.3 |
| Europe | 216.2 | 13.2 | 206.7 | 8.2 | 465.9 | 12.9 | 456.6 | 10.7 |
| Other | 44.1 | 3.6 | 42.6 | 0.0 | 98.3 | 9.3 | 96.6 | 7.4 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 68.5 | 17.3 | 67.5 | 15.5 | 136.1 | 12.9 | 135.3 | 12.2 |
| Domestic | 40.3 | 12.0 | 40.3 | 12.0 | 80.9 | 11.9 | 80.9 | 11.9 |
| Overseas | 28.1 | 25.9 | 27.1 | 21.3 | 55.1 | 14.3 | 54.3 | 12.6 |
| The Americas | 11.4 | 39.1 | 10.8 | 32.5 | 20.5 | 18.1 | 20.1 | 16.1 |
| Europe | 8.6 | 15.1 | 8.2 | 10.6 | 17.3 | 7.8 | 16.9 | 5.7 |
| Other | 8.1 | 21.7 | 7.9 | 19.5 | 17.3 | 17.0 | 17.1 | 16.0 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 76.1 | 1.4 | 75.9 | 1.0 | 151.8 | 0.3 | 151.6 | 0.2 |
| Domestic | 66.1 | 4.2 | 66.1 | 4.2 | 128.9 | 1.3 | 128.9 | 1.3 |
| Overseas | 10.0 | -14.1 | 9.7 | -16.2 | 22.9 | -4.6 | 22.6 | -5.7 |
| The Americas | 0.6 | -50.4 | 0.6 | -51.5 | 1.2 | -31.7 | 1.3 | -27.0 |
| Europe | 2.7 | -5.7 | 2.6 | -8.6 | 6.0 | -3.2 | 5.9 | -4.6 |
| Other | 6.6 | -10.8 | 6.5 | -12.9 | 15.6 | -2.1 | 15.4 | -3.6 |
| Grand Total | 987.0 | 7.3 | 965.6 | 5.0 | 2,060.0 | 7.9 | 2,042.9 | 7.0 |
| Domestic | 490.0 | 2.6 | 490.0 | 2.6 | 1,003.0 | 3.8 | 1,003.0 | 3.8 |
| Overseas | 497.0 | 12.4 | 475.6 | 7.6 | 1,057.0 | 12.1 | 1,039.9 | 10.3 |
| The Americas | 210.5 | 14.5 | 200.8 | 9.2 | 436.4 | 12.7 | 431.1 | 11.3 |
| Europe | 227.5 | 13.0 | 217.6 | 8.1 | 489.2 | 12.5 | 479.5 | 10.3 |
| Other | 58.9 | 3.8 | 57.1 | 0.6 | 131.3 | 8.7 | 129.2 | 7.0 |

[^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 the fiscal year ending March 31, 2007 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^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]:    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
    Industrial Products MFPs(multifunctional printers), laser printers and software 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

[^3]:    * Excluding foreign exchange impact

