## INTERIM REPORT

Half year ended September 30, 2007
(Results for the Period from April 1, 2007 to September 30, 2007)
Three months ended September 30, 2007
(Results for the Period from July 1, 2007 to September 30, 2007)

## Performance Outline (Consolidated)

(1) Half year ended September 30, 2006, 2007 and Year ending March 31, 2008 (Forecast)

|  | Half year ended September 30, 2006 (Results) | Half year ended September 30, 2007 <br> (Results) | Change | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Year ending March 31, 2008 (Forecast) | Change |
| Domestic sales | 492.4 | 504.4 | 2.4\% | 1,040.0 | 3.8\% |
| Overseas sales | 494.4 | 583.9 | 18.1\% | 1,210.0 | 13.4\% |
| Net sales | 986.9 | 1,088.3 | 10.3\% | 2,250.0 | 8.8\% |
| Gross profit | 407.9 | 451.2 | 10.6\% | 940.0 | 9.0\% |
| Operating income | 73.1 | 84.5 | 15.6\% | 195.0 | 11.8\% |
| Income from continuing operations before income taxes | 74.2 | 85.0 | 14.5\% | 192.0 | 10.0\% |
| Net income | 52.0 | 53.1 | 2.1\% | 117.0 | 4.7\% |
| Exchange rate (Yen/US\$) | 115.40 | 119.37 | 3.97 | 117.19 | 0.17 |
| Exchange rate (Yen/EURO) | 145.98 | 162.36 | 16.38 | 158.68 | 8.60 |
| Net income per share-basic (yen, | 71.35 | 72.83 | 1.48 | 160.30 | 7.20 |
| Net income per share-diluted (yen) | 71.35 | 70.90 | -0.45 | 156.04 | 4.15 |
| Total assets | 2,090.9 | 2,299.8 | 208.8 | - | - |
| Shareholders' investment | 1,001.9 | 1,114.5 | 112.6 | - | - |
| Interest-bearing debt | 393.7 | 420.4 | 26.7 | - | - |
| Equity ratio (\%) | 47.9 | 48.5 | 0.6 | - | - |
| Shareholders' investment per share (yen) | 1,373.28 | 1,527.18 | 153.90 | - | - |
| Cash flows from operating activities | 51.6 | 78.8 | 27.2 | - | - |
| Cash flows from investing activities | -39.2 | -137.1 | -97.8 | - | - |
| Cash flows from financing activities | 1.1 | -7.2 | -8.3 | - | - |
| Cash and cash equivalents at end of perioc | 203.8 | 190.1 | -13.7 | - | - |
| Capital expenditures | 39.1 | 39.6 | 0.5 | 90.0 | 4.2 |
| Depreciation for tangible fixed assets | 33.7 | 35.6 | 1.9 | 76.0 | 3.5 |
| R\&D expenditures | 56.5 | 61.5 | 5.0 | 128.0 | 13.0 |

(2) Three months ended September 30, 2006 and 2007

|  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2007 | Change |
| Domestic sales | 252.0 | 259.7 | 3.0\% |
| Overseas sales | 250.2 | 298.5 | 19.3\% |
| Net sales | 502.3 | 558.2 | 11.1\% |
| Gross profit | 205.3 | 222.4 | 8.3\% |
| Operating income | 32.5 | 37.9 | 16.7\% |
| Income before income taxes | 35.5 | 31.7 | -10.6\% |
| Net income | 22.9 | 19.3 | -15.8\% |
| Exchange rate (Yen/US\$) | 116.26 | 117.98 | 1.72 |
| Exchange rate (Yen/EURO) | 148.16 | 162.00 | 13.84 |
| Net income per share-basic (yen) | 31.43 | 26.45 | -4.98 |
| Net income per share-diluted (yen) | 31.43 | 25.75 | -5.68 |
| Capital expenditures | 23.2 | 22.5 | -0.6 |
| Depreciation for tangible fixed assets | 17.7 | 18.8 | 1.0 |
| R\&D expenditures | 31.1 | 34.3 | 3.1 |

## Ricoh Company, Ltd.

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## Ricoh Company, Ltd. and Consolidated Subsidiaries <br> INTERIM REPORT (Consolidated. Half year ended September 30, 2007)

1. Results for the period from April 1, 2007 to September 30, 2007

| (1) Operating Results |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| Half year ended | Half year ended <br> September 30, 2007 | Yearch 31,2007 <br> Mep sales <br> (\% change from the previous corresponding periods) | 986,922 |
| Operating income | 7.3 | $1,088,373$ | $2,068,925$ |
| (\% change from the previous corresponding periods) | 73,163 | 10.3 | 8.4 |
| Income from continuing operations before income taxes | 12.5 | 84,568 | 174,380 |
| (\% change from the previous corresponding periods) | 74,268 | 15.6 | 17.4 |
| Net income | 10.0 | 85,042 | 174,519 |
| (\% change from the previous corresponding periods) | 52,045 | 14.5 | 14.2 |
| Net income per share-basic (yen) | 21.4 | 53,160 | 111,724 |
| Net income per share-diluted (yen) | 71.35 | 2.1 | 15.1 |

Net income per share-diluted (yen)
151.89

Notes:
Equity in income of affiliates: $¥ 955$ million; $¥ 1,038$ million(half year ended September 30,2006 ); $¥ 1,539$ million(year ended March 31 , 2007)

| (2) Financial Position |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30,2006 | September 30, 2007 | March 31, 2007 |
| Total assets | $2,090,974$ | $2,243,406$ |  |
| Shareholders' investment | $1,001,948$ | $2,299,845$ | $1,070,913$ |
| Equity ratio (\%) | 47.9 | $1,114,571$ | 47.7 |
| Equity per share (yen) | $1,373.28$ | 48.5 | $1,467.03$ |
|  |  |  |  |
| (3) Cash Flows |  |  | (Millions of yen) |
|  | Half year ended | Half year ended | Year ended |
|  | September 30,2006 | September 30, 2007 | March 31, 2007 |
| Cash flows from operating activities | 51,624 | 78,836 | 167,297 |
| Cash flows from investing activities | $-39,259$ | $-137,124$ | $-115,432$ |
| Cash flows from financing activities | 1,101 | $-7,256$ | 9,282 |
| Cash and cash equivalents at end of period | 203,876 | 190,136 | 255,737 |

## 2. Dividend information

|  | Year ended <br> March 31, 2007 | Year ending <br> March 31, 2008 |
| :--- | ---: | ---: |
|  |  |  |
| Cash dividends, applicable to the year (yen) | 28.00 | 33.00 |
| Half year (yen) | 13.00 | 16.00 |
| Year-end (yen) | 15.00 | 17.00 |

3. Forecast of operating results from April 1, 2007 to March 31, 2008
(Millions of yen)

| Net sales | $2,250,000$ |
| :--- | ---: |
| Operating income | 195,000 |
| Income before income taxes | 192,000 |
| Net income | 117,000 |
| Net income per share-basic (yen) | 160.30 |

* In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2008. 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.


## 4. Others

(1) Change in significant subsidiaries has been made

1 Removal (Lanier Worldwide, Inc.)
(2) Change in accounting method has been made
(3) Number of common stock outstanding (including treasury stock)

As of September 30, 2007 744,912,078 shares As of September 30, 2006 744,912,078 shares
As of March 31, 2007 744,912,078 shares
(4) Number of treasury stock:

As of September 30, 2007 15,091,026 shares As of September 30, 2006 15,309,383 shares
As of March 31, 2007 14,924,405 shares

## (Reference) Non-consolidated information

1. Results for the period from April 1, 2007 to September 30, 2007

| (1) Operating Results |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> Heptember 30, <br> Hear ended year ended <br> March 31,2006 |  |  |
| Net sales | 503,692 | $1,033,302$ |  |
| (\% change from the previous corresponding periods) | 13.0 | 516,033 | 10.6 |
| Operating income | 41,062 | 2.5 | 86,974 |
| (\% change from the previous corresponding periods) | 49.0 | 35,348 | -13.9 |
| Ordinary income | 50,185 | 42,269 | 105,231 |
| (\% change from the previous corresponding periods) | 38.6 | -15.8 | 27.6 |
| Net income | 35,224 | 27,894 | 71,908 |
| (\% change from the previous corresponding periods) | 44.4 | -20.8 | 30.5 |
| Net income per share-basic (yen) | 48.24 | 38.22 | 98.48 |
| Net income per share-diluted (yen) | - | 37.19 | 97.69 |


| (2) Financial Position |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | March 31, 2007 |
| Total assets | 996,206 | $1,055,142$ | $1,076,290$ |
| Net assets | 717,944 | 759,879 | 744,815 |
| Equity ratio (\%) | 72.1 | 72.0 | 69.2 |
| Net assets per share (yen) | 983.24 | $1,041.16$ | $1,020.29$ |


| 2. Forecast of operating results from April 1, 2007 to March 31, 2008 | (Millions of yen) |
| :--- | ---: |
| Net sales | $1,076,000$ |
| Operating income | 92,000 |
| Ordinary income | 106,000 |
| Net income | 70,000 |
| Net income per share-basic (yen) | 95.91 |

* In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2008. 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.


## 1. Performance

## (1) Operating results

*Overview

Ricoh Group's consolidated net sales for the first half of fiscal year 2008 (April 1, 2007 to March 31, 2008) increased by $10.3 \%$ as compared to the previous corresponding period, to $¥ 1,088.3$ billion. During this period, the average yen exchange rates were $¥ 119.37$ against the U.S. dollar (down $¥ 3.97$ ) and $¥ 162.36$ against the euro (down $¥ 16.38$ ). Sales would have increased by $6.0 \%$ if not for the effects of foreign currency exchange fluctuations.

Sales in all the segments such as the Office Solutions, Industrial Products and Other increased. As for the Office Solutions, sales of its digital plain paper copiers (PPCs), multifunctional printers (MFPs) and laser printers, mainly for color products, continuously increased and Information Technology services also increased its sales resulting from the expansion of solutions business. As for Industrial Products, sales of its thermal media, semiconductor and electronic component products increased. As for Other, financing services and digital camera increased its sales.

As a result, domestic sales increased by $2.4 \%$ from the previous corresponding period, to $¥ 504.4$ billion. Overseas sales also increased by $18.1 \%$ from the previous corresponding period, to $¥ 583.9$ billion.
Gross profit increased by $10.6 \%$ from the previous corresponding period, to $¥ 451.2$ billion. This increase was primarily due to the increased sales of valueadded high-margin products such as color MFPs in addition to ongoing cost management controls. Foreign currency fluctuations also served as a factor behind the profit increase.

Selling, general and administrative expenses increased by $9.5 \%$ from the previous corresponding period, to $¥ 366.6$ billion. R\&D expenses remain high level due to its focus on developing new products. Additionally due to our accelerated efforts in implementing measures for enhancing our capabilities to provide solutions and expanding business spheres, expenses increased. Ricoh did start to see the positive effect of its structural reform initiatives such as enhancing the efficiency of the core operations. Consequently, the percentage of general and administrative expenses against total sales decreased by 0.2 percentage points from the previous corresponding period, to $33.7 \%$. R\&D expenses increased by $¥ 5.0$ billion from the previous corresponding period, to $¥ 61.5$ billion ( $5.7 \%$ of total sales).

As a result, operating income increased by $15.6 \%$ from the previous corresponding period, to $¥ 84.5$ billion.
In the other (income) expense, the decrease in other income was due to an income from the sales of marketable securities as compared to the previous corresponding period. As a result, income from continuing operations before income taxes increased by $14.5 \%$ from the previous corresponding period, to $¥$ 85.0 billion.

The effective tax rate was $35.1 \%$.
As a result, net income from continuing operations increased by $14.2 \%$ from the previous corresponding period, to $¥ 53.1$ billion.
Net income increased by $2.1 \%$ from the previous corresponding period, to $¥ 53.1$ billion while a gain from the sale of the discontinued operations was recognized in the previous corresponding period.
Ricoh Company, Ltd. decided to increase its interim dividend by $¥ 3.00$ from the previous corresponding period, to $¥ 16.00$ per share.

Consolidated performance



## *Consolidated Sales by Product Line

Office Solutions (Sales up $10.3 \%$ to $¥ 924.6$ billion)
Net sales in the Office Solutions segment which consists of image solutions and network system solutions increased by $10.3 \%$ from the previous corresponding period, to $¥ 924.6$ billion despite stiff competition against other manufacturers regarding the color equipment and solution business.
The breakdown of sales for Imaging Solutions and Network System Solutions is as shown below.
The sales would have increased by $5.5 \%$ excluding the effects of foreign currency fluctuations.

## Imaging Solutions (Sales up $11.3 \%$ to $¥ 827.3$ billion)

Sales of PPCs, MFPs and printers, mainly color equipment, increased both in Japan and overseas due to its expanding product lines and enhanced solution sales structures. The new color MFP products launched as a standard new-generation color model played a large role in this sales increase. Overall sales increased by $11.3 \%$ from the previous corresponding period, to $¥ 827.3$ billion.
The sales would have increased by $5.9 \%$ excluding the effects of foreign currency fluctuations.
Network System Solutions (Sales up $2.9 \%$ to $¥ 97.2$ billion)
The increase in sales of IT services was due to the expansion of solution business. The sales of personal computers and PC servers increased slightly in the domestic market. As a result, sales in this category increased by $2.9 \%$ from the previous corresponding period, to $¥ 97.2$ billion.

## Industrial Products (Sales up $13.5 \%$ to $¥ 77.4$ billion)

Net sales in the Industrial Products segment increased by $13.5 \%$ from the previous corresponding period, to $¥ 77.4$ billion.
Sales in thermal media, semiconductors, electric components as well as measuring instruments increased.

Other (Sales up $7.1 \%$ to $¥ 86.2$ billion)
Net sales in this category increased by $7.1 \%$ from the previous corresponding period, to $¥ 86.2$ billion. Sales of digital cameras in both the Japanese and overseas markets increased in addition to good performance of the financing services in Japan.


## * Consolidated Sales by Geographic Area

## Japan (Sales up 2.4\% to $¥ 504.4$ billion)

While the Japanese economy was on the upswing, consumer spending remained flat. In this market circumstances, Ricoh launched its new products and offered a wide range of solutions in an effort to cultivate a growing customers' needs for solutions and color products in the office solutions market. This effort resulted in a significant sales increase in color MFPs as compared to the previous corresponding period.
In the Industrial Products, sales in thermal media, electronic components and measuring instruments increased. Sales in the Other segment increased due to the favorable performance in financing business as well as digital cameras. Overall sales in Japan increased by $2.4 \%$ from the previous corresponding period.

## The Americas (Sales up $6.0 \%$ to $¥ 215.7$ billion)

In the U.S., a competition in our product market become more intensified while the weakened demand in housing market and concerns to the subprime loans arise.
Under such circumstances, the Office Solutions segment focused on strengthening sales structures and expanding product lines in order to provide the best solutions to meet the diverse range of customer needs for color, networking and high-speed products. Sales of Office Solutions increased owing to color MFPs and printers as compared to the previous corresponding period.
As a result, sales in the Americas increased by $6.0 \%$ as comapred to the previous period.
The increase in sales in this area would have increased by $2.5 \%$ excluding the effects of foreign currency fluctuations.

## Europe (Sales up $27.6 \%$ to $¥ 289.1$ billion)

As the European economy remaining on a steady footing, its Office Solutions segment proceeded with further strengthening sales structures and expanding product lines in order to provide the best solutions to meet a diverse range of customer needs through the acquisition of Infotec Europe B.V. As a result, sales of PPCs, MFPs and printers exceeded last year's level in both color and black/white product categories, bringing overall sales in Office Solutions segment up $26.8 \%$ over the previous corresponding period. Sales in the Industrial Products also increased due to the favorable performance of the thermal media and semiconductor businesses. These factors all resulted in a $27.6 \%$ increase in sales in Europe. The increase in sales in this area would have increased by $15.5 \%$ excluding the effects of foreign currency fluctuations.

## Other (Sales up $23.0 \%$ to $¥ 79.1$ billion)

Other including China, other Asian countries and Oceania generally experienced economic evolution, with the Chinese economic continuious rapid growth despite a slight slowdown in some areas. Against this backdrop, its Office Solutions segment achieved higher sales of PPCs, MFPs and printers, largely for color products, in comparison with the previous corresponding period due to the increasing demand for both color and monocrome products. As for the Industrial Products segment, the sales for thermal media, semiconductor and electronic component increased as compared to the previous corresponding period. These factors all resulted in a $23.0 \%$ increase in overall sales in this area. The sales increase in this area would have increased by $10.7 \%$ excluding the effects of foreign currency fluctuations.


## *Segment Information

## Business Segment

## Office Solutions

Ricoh expanded product lines in the office equipment market as well as in the production printing and low-end markets. Ricoh also strengthened sales structures for solutions business. This resulted in increased sales of PPCs, MFPs and printers, mainly for color products, both in Japan and overseas in addition to increased sales in service and support including IT services. Consequently, overall sales in this segment increased by $10.3 \%$ from the previous corresponding period, to $¥ 924.6$ billion.

In terms of operating expenses, $\mathrm{R} \& \mathrm{D}$ expenses remain high level due to its focus on developing new products. Additionally due to its accelerated efforts in implementing measures for enhancing our capabilities to provide solutions and expanding business spheres, expenses increased. Ricoh has started to see the positive effect of its structural reform initiatives such as enhancing the efficiency of the core operations. As a result, operating income increased by $12.2 \%$ to $¥ 110.8$ billion from the previous corresponding period.

Total assets increased from the previous corresponding period due to increases in its accounts receivables and inventory assets resulted from the sales increase as well as the investment to a joint venture company with IBM Corporation and the other business acquisitions.

## Industrial Products

Sales in semiconductor, thermal media and electronic component remained steady.
As a result in the Industrial Products, the sales increased by $12.8 \%$ from the previous period, to $¥ 79.6$ billion.
Operating income increased from the previous corresponding period due to an increase in its sales volume. Net assets increased from the previous period as a result of increased sales as well as construction of a new thermal media production facility in China.

## Other

Sales in financing service and digital camera businesses increased. However, this increase in sales did not have a significant effect on the overall profit. While net sales in Other segment increased by $7.1 \%$, operating income decreased from the previous corresponding period.

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: |
|  | Half year ended <br> September 30, 2006 | Half year ended <br> September 30, 2007 | Change (\%) |
| Office Solutions: |  |  |  |
| Net sales | 838.0 | 924.6 | 10.3 |
| Operating income | 98.7 | 110.8 | 12.2 |
| $\quad$ Operating income on sales(\%) | 11.8 | 12.0 | 0.2 point |
| Identifiable assets | $1,474.2$ | $1,681.7$ | 14.1 |
| Capital expenditures | 34.4 | 34.9 | 1.4 |
| Depreciation | 29.4 | 30.4 | 3.3 |
| Industrial Products: |  |  |  |
| Net sales | 70.5 | 79.6 | 12.8 |
| Operating income | 0.8 | 2.6 | 201.3 |
| $\quad$ Operating income on sales(\%) | 1.3 | 3.4 | 2.1 points |
| Identifiable assets | 86.5 | 97.2 | 12.4 |
| Capital expenditures | 2.8 | 3.3 | 18.5 |
| Depreciation | 2.7 | 3.2 | 20.2 |
| Other: |  |  |  |
| Net sales | 80.5 | 86.2 | 7.1 |
| Operating income | 1.8 | 1.1 | -38.6 |
| $\quad$ Operating income on sales(\%) | 2.4 | 1.4 | $-1.0 p o i n t s$ |
| Identifiable assets | 114.1 | 113.3 | -0.7 |
| Capital expenditures | 1.4 | 0.8 | -38.5 |
| Depreciation | 0.9 | 1.1 | 21.7 |

## Geographic Segment

## Japan

Sales in the Japan increased in the Office Solutions, Industrial Products and Other. Additionally exports, mainly consisting of color MFPs and high-speed MFPs increased. Due to these factors as well as the effect of the appreciation of both the U.S. Dollar and the Euro in relation to the Japanese Yen, overall sales in Japan increased by $2.6 \%$ from the previous corresponding period, to $¥ 769.9$ billion. Operating expenses increased by $2.9 \%$ due to an increase in the net sales as well as increases in R\&D for new products, reinforcement for solution initiatives and further development on business expansion. Consequently, operating income decreased by $2.1 \%$ to $¥ 50.5$ billion and operating income on net sales decreased by 0.3 percentage point to $6.6 \%$.

## The Americas

Sales of PPCs, MFPs and printers increased from the previous corresponding period, both for color MFP and printer products. Net sales in the Americas increased by $5.2 \%$ to $¥ 215.9$ billion. Operating income decreased by $39.1 \%$ to $¥ 5.4$ billion due to an increase in expenses for developement on business expansion. Operating income as a percentage of net sales decreased by 1.9 percentage point to $2.5 \%$.

## Europe

Sales significantly increased for both color and black/white PPCs and MFPs as compared to the previous corresponding period. As a result net sales in Europe increased by $27.3 \%$ to $¥ 291.0$ billion. Operating income increased by $65.1 \%$ from the pervious corresponding period, to $¥ 15.8$ billion due primarily to the sales increase. Operating income as a percentage of net sales also increased 1.2 percentage point from the previous corresponding period, to $5.4 \%$.

## Other

Sales in the Chinese, Asian and Oceana markets increased from the previous corresponding period, mainly for color PPCs, MFPs and printers. A large number of products primarily including color MFPs manufactured in its Chinese production base were supplied on a global basis, significantly boosting the value of exports in China. Consequently, net sales in these areas were up $24.3 \%$ to $¥ 154.7$ billion on a year-on-year basis. Operating income rose $38.7 \%$ to $¥ 12.2$ billion due to increased production volume in these markets. The ratio of operating income to net sales also increased by 0.8 percentage point compared with the previous corresponding period, to $7.9 \%$.

|  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change (\%) |
| Japan: |  |  |  |
| Net sales | 750.4 | 769.9 | 2.6\% |
| Operating income | 51.6 | 50.5 | -2.1\% |
| Operating income on sales(\%) | 6.9 | 6.6 | -0.3point |
| Identifiable assets | 1,246.6 | 1,294.9 | 3.9\% |
| The Americas: |  |  |  |
| Net sales | 205.2 | 215.9 | 5.2\% |
| Operating income | 8.9 | 5.4 | -39.1\% |
| Operating income on sales(\%) | 4.4 | 2.5 | -1.9points |
| Identifiable assets | 249.4 | 355.1 | 42.4\% |
| Europe: |  |  |  |
| Net sales | 228.5 | 291.0 | 27.3\% |
| Operating income | 9.5 | 15.8 | 65.1\% |
| Operating income on sales(\%) | 4.2 | 5.4 | 1.2points |
| Identifiable assets | 262.5 | 307.2 | 17.0\% |
| Other: |  |  |  |
| Net sales | 124.5 | 154.7 | 24.3\% |
| Operating income | 8.8 | 12.2 | 38.7\% |
| Operating income on sales(\%) | 7.1 | 7.9 | 0.8point |
| Identifiable assets | 93.5 | 112.8 | 20.7\% |

*Forecast for the entire fiscal year

## Economic projections and Ricoh Group's strategies for fiscal year 2008

The global economy is expected to continue its gradual expansion although remain sluggish in some countries. The US economy is likely to remain stagnant due to the deterioration in the housing market while the economy in Europe and Asian countries other than China will slow down. The Chinese economy is expected to continue growing at a fast rate. The Japanese economy is likely to continue expanding at a gradual pace although consumer spending trends cannot be accurately predicted.

Customer needs will become increasingly diversified in the Ricoh Group's markets. Competition is expected to heat up in the area of office solutions, especially the area of color products and solution business. Competition is expected to be fierce in both the Industrial Products and Other segments as companies try to respond to ever-diversifying customer needs.

Working against this backdrop, the Ricoh Group aims to enhance its competitive edge by creating new value and developing a highly efficient management that will promote grow and further development. We will launch new products and services throughout fiscal year 2008 with an aim to creating new value. We will also step up our efforts to implement structural reforms and strengthening our business foundation in order to further enhance our operational efficiency.

Our performance forecast for fiscal year 2008 is as follows:
Exchange Rate Assumptions for the 2nd half year
US\$ $1=¥ 115.00 \quad$ ( $¥ 119.37$ in 1st half year)
EURO $1=¥ 155.00 \quad$ ( $¥ 162.36$ in 1 st half year)
Exchange Rate Assumptions for the full year ended March 31, 2008
US\$ $1=¥ 117.19$ ( $¥ 117.02$ in previous fiscal year)
EURO $1=¥ 158.68$ ( $¥ 150.08$ in previous fiscal year)

|  | Year ended <br> March 31, 2007 <br> (Results) | Year ending <br> March 31, 2008 <br> (Forecast) | Change |
| :--- | ---: | ---: | ---: |

Notes:

* Ricoh bases the forecast estimates for the year ending March 31, 2008 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## (2) Financial Position

| A) Assets, Liabilities, and Shareholders' Investment at Year-End |  | (Billions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | Change |
| Total Assets | $2,090.9$ | $2,299.8$ | 208.8 |
| Shareholders' Investment | $1,001.9$ | $1,114.5$ | 112.6 |
| Equity Ratio | $47.9 \%$ | $48.5 \%$ | 0.6 point |

In assets, trade receivables, inventories and financial receivables increased along with the expansion of business from the end of the previous corresponding period. Other investments increased due to the increase in goodwill resulted from the commencement of the joint venture (InfoPrint Solutions company, LLC) with IBM and the acquisition of European operations acquired from Danka Business Systems PLC. As a result, total assets increased by $¥ 208.8$ billion to $¥ 2,299.8$ billion.

As for Liabilities, trade payables and other current liabilities increased from the end of the previous corresponding period. Despite our effort to reduce interest-bearing debt through the enhancement of cash management in Japan, the Americas and Europe, the financing for business investments exceeded the reduction. As a result, total liabilities increased by $¥ 92.0$ billion to $¥ 1,126.1$ billion.

In Shareholders' Investment, there was no major change in common stock or additional paid-in capital. Accumulated other comprehensive income increased due to the increase in cumulative translation adjustments. As a result, total Shareholders’ Investment increased by $¥ 112.6$ billion to $¥ 1,114.5$ billion due to the increase in retained earnings resulting from earning profit.

| B) Cash Flows |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Half year ended <br> September 301lions of yen) | Hear ended <br> September 30, | Change |  |
| Cash flows from operating activities | 51.6 | 78.8 | 27.2 |  |
| Cash flows from investing activities | -39.2 | -137.1 | -97.8 |  |
| Cash flows from financing activities | 1.1 | -7.2 | -8.3 |  |
| Cash and Cash Equivalents at end of period | 203.8 | 190.1 | -13.7 |  |

Net cash provided by operating activities increased by $¥ 27.2$ billion from the previous corresponding period, to $¥ 78.8$ billion due to increase in net income and depreciation increased.

Net cash used in investing activities increased by $¥ 97.8$ billion from the previous corresponding period, to $¥ 137.1$ billion, due primarily to the commencement of the joint venture (InfoPrint Solutions company, LLC) with IBM.

As a result, free cash flow generated by operating activities and investment activities decreased by $¥ 70.6$ billion from the previous corresponding period, to $¥$ 58.2 billion.

Net cash used in financing activities consisted primarily of repayment of long-term indebtedness, increase in short-term borrowings and dividend payments, to $¥ 7.2$ billion.

As a result of the above, the ending balance of cash and cash equivalents decreased by $¥ 65.6$ billion from the end of the previous corresponding period, to $¥$ 190.1 billion.

| C) Cash Flow Indices |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended <br> September 30, 2003 | Half year ended <br> September 30, 2004 | Half year ended <br> September 30, 2005 | Half year ended <br> September 30, 2006 | Half year ended <br> September 30, 2007 |
| Shareholders' investment / Total assets | $36.8 \%$ | $44.2 \%$ | $46.5 \%$ | $47.9 \%$ | $48.5 \%$ |
| Market capitalization / Total assets | $77.3 \%$ | $81.7 \%$ | $66.8 \%$ | $82.0 \%$ | $77.1 \%$ |
| Interest bearing debt / Operating cash flow | 8.2 | 7.8 | 5.2 | 7.6 | 5.3 |
| Operating cash flow / Interest expense | 20.8 | 24.1 | 32.7 | 15.9 | 29.0 |

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

## (3) 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.

Ricoh Company, Ltd. decided to increase its interim dividend by $¥ 3.00$ from the previous corresponding period, to $¥ 16.00$ per share, and expect to increase its annual dividend by $¥ 5.00$ from the previous year, to $¥ 33.00$ per share.

## (4) Risk Factors

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
-Inadvertent or accidental leakage or disclosure of confidential or sensitive information
-Catastrophic disaster, information technology problems or infectious diseases

## 2. Group Position

The Ricoh Group comprises 324 subsidiaries and 15 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 integrate 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 Americas Corporation, InfoPrint Solutions Company
Europe...Ricoh Europe Ltd., Ricoh Deutschland GmbH, Ricoh UK Ltd., Ricoh France S.A., Ricoh Espana S.A., Ricoh Italia S.p.A., NRG Group PLC and Infotec Europe B.V.
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 equipments
[Main Subsidiaries and Affiliates]
Production and Sales
Japan...Ricoh Optical Industries Co., Ltd., Ricoh Elemex Corporation, and Ricoh Microelectronics Co., Ltd.
The Americas...Ricoh Electronics, Inc.
Europe...Ricoh Industrie France S.A.S.
<Other>
Supplying optical discs and digital camera, and providing leasing and logistics services
[Main Subsidiaries and Affiliates]
Sales
Ricoh Americas Corporation, Ricoh Europe Ltd.

Other
Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd
<Chart of Business System>
The following chart is showing the group positions.

## 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

## 3. Policies

## (1) Basic Management

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

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

## (2) Medium-Term Management Strategies

In terms of Office Solution business - our core competence - we in the Ricoh Group have made every possible effort since the inception of our 13th medium-term management plan to move beyond the manufacture and retail of equipment such as copiers and printers so that we may overhaul our operational structure, thus enabling us to support our customers in their efforts to improve or enhance productivity through our offering.
In the 14th medium-term management plan, we defined our principal strategy as "the realization of TDV, thereby broadening our revenue and earning framework," as we recognize that efficient and effective Input/Output(I/O), storage, and searching of TDV (i.e., total document volume), which includes printed material in addition to photocopies, will become a pressing issue for our customers.
While there are no changes to the direction of business structure reform and principal strategy of the Ricoh Group in the 15th medium-term management plan, we will aim to increase our corporate value by more than ever addressing issues from the customer's standpoint and continuing to provide values that meet customers' expectations.
In 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 addition, we have identified "printing" as an area that presents an outstanding opportunity for growth. Consequently, we will shift a higher portion of our business resources to this area. Namely, we will continue to advance such printing solutions as BC (black-color) conversion and TCO (total cost of ownership) reduction solutions in the office, enter the high-end production printing market, boost low-end color laser printers and expand gel jet printers to expand the business domain and size.
Furthermore, we will revamp our sales system solutions and solutions platform in order to promote document solution, which enables improved document workflow, and to capture a greater share of major customers, particularly major global accounts. In June, 2007, Ricoh and International Business Machines Corporation ("IBM") completed formation of a joint venture company (named InfoPrint Solutions Company ("IPS") ) based on IBM's Printing Systems Division to enlarge business in production printing area. IPS wiil be a wholly owned subsidiary of Ricoh in three years. IPS unites the development and productivity of hard and software that is the strong point of Ricoh group and service, software and IT solution power that IBM possesses, and offers higher customer value.
On the other hand, we will allocate greater business resources to promising businesses in the Industrial Products segment. In addition, we will seek for greater business shares of both the Office Solutions and Industrial Products segment in emerging markets.
As technological differentiation is the key to realizing customer value in each business and increasing profitability, we will continue our aggressive R\&D activities to boost our technical power.
This fiscal year is the final year of 15 th medium-term management plan. Ricoh group achieve the plan by executing steadily the above main strategy.

## (3) Challenges

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

## 4. Consolidated Financial Statements

(1) Consolidated Balance Sheets
(March 31, 2007 and September 30, 2007)

| Assets |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: |
|  | March 31, 2007 | September 30, 2007 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 257,154 | 191,331 | $-65,823$ |
| Trade receivables | 693,237 | 704,020 | 10,783 |
| Marketable securities | 177 | 228 | 51 |
| Inventories | 184,354 | 203,303 | 18,949 |
| Other current assets | 65,170 | 65,582 | 412 |
| Total Current Assets | $1,200,092$ | $1,164,464$ | $-35,628$ |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 264,668 | 261,703 | $-2,965$ |
| Finance receivables | 435,874 | 442,128 | 6,254 |
| Other investments | 342,772 | 431,550 | 88,778 |
| Total Fixed Assets | $1,043,314$ | $1,135,381$ | 92,067 |
| Total Assets | $2,243,406$ | $2,299,845$ | 56,439 |

## Note:

Contents of cash and time deposits:

| Cash and cash equivalents | 255,737 | 190,136 |
| :--- | ---: | ---: |
| Time deposits | 1,417 | 1,195 |


| Liabilities and Shareholders' Investment | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2007 | September 30, 2007 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 367,211 | 377,054 | 9,843 |
| Short-term borrowings | 178,847 | 175,116 | -3,731 |
| Other current liabilities | 189,554 | 180,960 | -8,594 |
| Total Current Liabilities | 735,612 | 733,130 | -2,482 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 236,801 | 245,379 | 8,578 |
| Accrued pension and severance costs | 99,028 | 99,221 | 193 |
| Other fixed liabilities | 44,183 | 48,398 | 4,215 |
| Total Fixed Liabilities | 380,012 | 392,998 | 12,986 |
| Total Liabilities | 1,115,624 | 1,126,128 | 10,504 |
| Minority Interest | 56,869 | 59,146 | 2,277 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,454 | 186,457 | 3 |
| Retained earnings | 752,398 | 793,613 | 41,215 |
| Accumulated other comprehensive income (loss) | 26,998 | 29,895 | 2,897 |
| Treasury stock | -30,301 | -30,758 | -457 |
| Total Shareholders' Investment | 1,070,913 | 1,114,571 | 43,658 |
| Total Liabilities and Shareholders' Investment | 2,243,406 | 2,299,845 | 56,439 |
| Note: Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 9,001 | 9,059 | 58 |
| Pension liability adjustments | -9,406 | -12,917 | -3,511 |
| Net unrealized gains (losses) on derivative instruments | -28 | -11 | 17 |
| Cumulative translation adjustments | 27,431 | 33,764 | 6,333 |

## Reference: Exchange rate <br> US\$ 1 <br> EURO 1

March 31, 2007 September 30, 2007
$¥ 118.05 \quad ¥ 115.43$
$¥ 157.33 \quad ¥ 163.38$
(2) Consolidated Statements of Income
(Three months ended September 30, 2006 and 2007)
(Millions of yen)

|  | Three months ended September 30, 2006 | Three months ended September 30, 2007 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 502,346 | 558,260 | 55,914 | 11.1 |
| Cost of sales | 296,995 | 335,777 | 38,782 | 13.1 |
| Percentage of net sales (\%) | 59.1 | 60.1 |  |  |
| Gross Profit | 205,351 | 222,483 | 17,132 | 8.3 |
| Percentage of net sales (\%) | 40.9 | 39.9 |  |  |
| Selling, general and administrative expenses | 172,835 | 184,531 | 11,696 | 6.8 |
| Percentage of net sales (\%) | 34.4 | 33.1 |  |  |
| Operating income | 32,516 | 37,952 | 5,436 | 16.7 |
| Percentage of net sales (\%) | 6.5 | 6.8 |  |  |
| Other (income) expense |  |  |  |  |
| Interest and dividend income | 884 | 1,855 | 971 | 109.8 |
| Percentage of net sales (\%) | 0.2 | 0.3 |  |  |
| Interest expense | 1,654 | 1,572 | -82 | -5.0 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  |
| Other, net | -3,818 | 6,457 | 10,275 | - |
| Percentage of net sales (\%) | -0.7 | 1.1 |  |  |
| Income before income taxes, |  |  |  |  |
| equity income and minority interests | 35,564 | 31,778 | -3,786 | -10.6 |
| Percentage of net sales (\%) | 7.1 | 5.7 |  |  |
| Provision for income taxes | 11,654 | 11,686 | 32 | 0.3 |
| Percentage of net sales (\%) | 2.3 | 2.1 |  |  |
| Minority interests in earnings of subsidiaries | 1,542 | 1,337 | -205 | -13.3 |
| Percentage of net sales (\%) | 0.3 | 0.2 |  |  |
| Equity in earnings of affiliates | 552 | 550 | -2 | -0.4 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  |
| Net income | 22,920 | 19,305 | -3,615 | -15.8 |
| Percentage of net sales (\%) | 4.6 | 3.5 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥116.26 | ¥117.98 |  |  |
| EURO 1 | ¥148.16 | ¥162.00 |  |  |


| (Half year ended September 30, 2006 and 2007 | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change | \% | Year ended March 31, 2007 |
| Net sales | 986,922 | 1,088,373 | 101,451 | 10.3 | 2,068,925 |
| Cost of sales | 579,006 | 637,120 | 58,114 | 10.0 | 1,206,519 |
| Percentage of net sales (\%) | 58.7 | 58.5 |  |  | 58.3 |
| Gross Profit | 407,916 | 451,253 | 43,337 | 10.6 | 862,406 |
| Percentage of net sales (\%) | 41.3 | 41.5 |  |  | 41.7 |
| Selling, general and administrative expenses | 334,753 | 366,685 | 31,932 | 9.5 | 688,026 |
| Percentage of net sales (\%) | 33.9 | 33.7 |  |  | 33.3 |
| Operating income | 73,163 | 84,568 | 11,405 | 15.6 | 174,380 |
| Percentage of net sales (\%) | 7.4 | 7.8 |  |  | 8.4 |
| Other (income) expense |  |  |  |  |  |
| Interest and dividend income | 1,981 | 3,160 | 1,179 | 59.5 | 5,501 |
| Percentage of net sales (\%) | 0.2 | 0.3 |  |  | 0.3 |
| Interest expense | 3,238 | 2,721 | -517 | -16.0 | 7,350 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  | 0.4 |
| Other, net | -2,362 | -35 | 2,327 | - | -1,988 |
| Percentage of net sales (\%) | -0.2 | 0.0 |  |  | -0.1 |
| Income before income taxes, |  |  |  |  |  |
| equity income and minority interests | 74,268 | 85,042 | 10,774 | 14.5 | 174,519 |
| Percentage of net sales (\%) | 7.5 | 7.8 |  |  | 8.4 |
| Provision for income taxes | 25,880 | 29,878 | 3,998 | 15.4 | 64,326 |
| Percentage of net sales (\%) | 2.6 | 2.7 |  |  | 3.1 |
| Minority interests in earnings of subsidiaries | 2,881 | 2,959 | 78 | 2.7 | 5,508 |
| Percentage of net sales (\%) | 0.3 | 0.3 |  |  | 0.3 |
| Equity in earnings of affiliates | 1,038 | 955 | -83 | -8.0 | 1,539 |
| Percentage of net sales (\%) | 0.1 | 0.1 |  |  | 0.1 |
| Income from continuing operations | 46,545 | 53,160 | 6,615 | 14.2 | 106,224 |
| Percentage of net sales (\%) | 4.7 | 4.9 |  |  | 5.1 |
| Income from discontinued operations, net of tax | 5,500 | - | -5,500 | - | 5,500 |
| Percentage of net sales (\%) | 0.6 | - |  |  | 0.3 |
| Net income | 52,045 | 53,160 | 1,115 | 2.1 | 111,724 |
| Percentage of net sales (\%) | 5.3 | 4.9 |  |  | 5.4 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | $¥ 119.37$ |  |  | ¥117.02 |
| EURO 1 | $¥ 145.98$ | ¥162.36 |  |  | $¥ 150.08$ |

(3)-1. Consolidated Sales by Product Category
(Three months ended September 30, 2006 and 2007)
(Millions of yen)

|  | Three months ended September 30, 2006 | Three months ended September 30, 2007 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Office Solutions> |  |  |  |  |
| Imaging Solutions | 370,871 | 415,209 | 44,338 | 12.0 |
| Percentage of net sales (\%) | 73.8 | 74.4 |  |  |
| Network System Solutions | 55,417 | 56,580 | 1,163 | 2.1 |
| Percentage of net sales (\%) | 11.1 | 10.1 |  |  |
| Total Office Solutions | 426,288 | 471,789 | 45,501 | 10.7 |
| Percentage of net sales (\%) | 84.9 | 84.5 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 33,547 | 41,940 | 8,393 | 25.0 |
| Percentage of net sales (\%) | 6.7 | 7.5 |  |  |
| <Other> |  |  |  |  |
| Other | 42,511 | 44,531 | 2,020 | 4.8 |
| Percentage of net sales (\%) | 8.4 | 8.0 |  |  |
| Grand Total | 502,346 | 558,260 | 55,914 | 11.1 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 116.26$ | $¥ 117.98$ |  |  |
| EURO 1 | $¥ 148.16$ | $¥ 162.00$ |  |  |


| (Half year ended September 30, 2006 and 2007 and Year ended March 31, 2007) |  |  |  |  | (Millions of yen) <br> Year ended <br> March 31, 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change | \% |  |
| <Office Solutions> |  |  |  |  |  |
| Imaging Solutions | 743,626 | 827,392 | 83,766 | 11.3 | 1,580,155 |
| Percentage of net sales (\%) | 75.3 | 76.0 |  |  | 76.4 |
| Network System Solutions | 94,464 | 97,235 | 2,771 | 2.9 | 194,312 |
| Percentage of net sales (\%) | 9.6 | 9.0 |  |  | 9.4 |
| Total Office Solutions | 838,090 | 924,627 | 86,537 | 10.3 | 1,774,467 |
| Percentage of net sales (\%) | 84.9 | 85.0 |  |  | 85.8 |
| <Industrial Products> |  |  |  |  |  |
| Industrial Products | 68,256 | 77,476 | 9,220 | 13.5 | 133,387 |
| Percentage of net sales (\%) | 6.9 | 7.1 |  |  | 6.4 |
| <Other> |  |  |  |  |  |
| Other | 80,576 | 86,270 | 5,694 | 7.1 | 161,071 |
| Percentage of net sales (\%) | 8.2 | 7.9 |  |  | 7.8 |
| Grand Total | 986,922 | 1,088,373 | 101,451 | 10.3 | 2,068,925 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  | 100.0 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | $¥ 119.37$ |  |  | $¥ 117.02$ |
| EURO 1 | $¥ 145.98$ | $¥ 162.36$ |  |  | $¥ 150.08$ |

[^1](3)-2. Consolidated Sales by Geographic Area

| (Three months ended September 3 |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2006 | Three months ended September 30, 2007 | Change | \% |
| <Domestic> | 252,060 | 259,705 | 7,645 | 3.0 |
| Percentage of net sales (\%) | 50.2 | 46.5 |  |  |
| <Overseas> | 250,286 | 298,555 | 48,269 | 19.3 |
| Percentage of net sales (\%) | 49.8 | 53.5 |  |  |
| The Americas | 102,949 | 112,527 | 9,578 | 9.3 |
| Percentage of net sales (\%) | 20.5 | 20.2 |  |  |
| Europe | 112,994 | 142,267 | 29,273 | 25.9 |
| Percentage of net sales (\%) | 22.5 | 25.5 |  |  |
| Other | 34,343 | 43,761 | 9,418 | 27.4 |
| Percentage of net sales (\%) | 6.8 | 7.8 |  |  |
| Grand Total | 502,346 | 558,260 | 55,914 | 11.1 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | $¥ 116.26$ | $¥ 117.98$ |  |  |
| EURO 1 | $¥ 148.16$ | $¥ 162.00$ |  |  |


| (Half year ended September 30, 2006 and 2007 and Year ended March 31, 2007) |  |  |  |  | (Millions of yen) Year ended March 31, 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change | \% |  |
| <Domestic> | 492,491 | 504,439 | 11,948 | 2.4 | 1,002,251 |
| Percentage of net sales (\%) | 49.9 | 46.3 |  |  | 48.4 |
| <Overseas> | 494,431 | 583,934 | 89,503 | 18.1 | 1,066,674 |
| Percentage of net sales (\%) | 50.1 | 53.7 |  |  | 51.6 |
| The Americas | 203,584 | 215,701 | 12,117 | 6.0 | 426,453 |
| Percentage of net sales (\%) | 20.6 | 19.8 |  |  | 20.6 |
| Europe | 226,504 | 289,116 | 62,612 | 27.6 | 507,158 |
| Percentage of net sales (\%) | 23.0 | 26.6 |  |  | 24.5 |
| Other | 64,343 | 79,117 | 14,774 | 23.0 | 133,063 |
| Percentage of net sales (\%) | 6.5 | 7.3 |  |  | 6.5 |
| Grand Total | 986,922 | 1,088,373 | 101,451 | 10.3 | 2,068,925 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  | 100.0 |
| Reference : Exchange rate |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | $¥ 119.37$ |  |  | ¥117.02 |
| EURO 1 | $¥ 145.98$ | $¥ 162.36$ |  |  | $¥ 150.08$ |

(4) Consolidated Statements of Shareholders' Investment

| Half year ended September 30,2006 |  |  |  |  |  | (Millions of yen) <br> Total <br> Shareholders' Investment |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Additional paid-in capital | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock |  |
| Beginning balance | 135,364 | 186,450 | 665,394 | 4,099 | -31,062 | 960,245 |
| Cumulative effect of adjustment resulted from applying SAB No. 108 |  |  |  |  |  | -6,464 |
| Beginning balance (after adjustment) | 135,364 | 186,450 | 658,930 | 4,099 | -31,062 | 953,781 |
| Gain (Loss) on disposal of treasury stock |  | 1 |  |  |  | 1 |
| Dividends declared and approved |  |  | -8,764 |  |  | -8,764 |
| Comprehensive income |  |  |  |  |  |  |
| Net income |  |  | 52,045 |  |  | 52,045 |
| Net unrealized holding gains on available-for-sale securities |  |  |  | -2,485 |  | -2,485 |
| Minimum pension liability adjustments |  |  |  | 830 |  | 830 |
| Net unrealized gains on derivative instruments |  |  |  | -123 |  | -123 |
| Cumulative translation adjustments |  |  |  | 7,010 |  | 7,010 |
| Total comprehensive income |  |  |  |  |  | 57,277 |
| Purchase of treasury stocks, net |  |  |  |  | -347 | -347 |
| Ending balance | 135,364 | 186,451 | 702,211 | 9,331 | -31,409 | 1,001,948 |


| Half year ended September 30,2007 |  |  |  |  |  | (Millions of yen) <br> Total Shareholders' Investment |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Additional paid-in capital | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock |  |
| Beginning balance | 135,364 | 186,454 | 752,398 | 26,998 | -30,301 | 1,070,913 |
| Cumulative effect of adjustment resulted from applying EITF No.06-2 |  |  | -995 |  |  | -995 |
| Beginning balance (after adjustment) | 135,364 | 186,454 | 751,403 | 26,998 | -30,301 | 1,069,918 |
| Gain (Loss) on disposal of treasury stock |  | 3 |  |  |  | 3 |
| Dividends declared and approved |  |  | -10,950 |  |  | -10,950 |
| Comprehensive income |  |  |  |  |  |  |
| Net income |  |  | 53,160 |  |  | 53,160 |
| Net unrealized holding gains on available-for-sale securities |  |  |  | 58 |  | 58 |
| Pension liability adjustments |  |  |  | -3,511 |  | -3,511 |
| Net unrealized gains on derivative instruments |  |  |  | 17 |  | 17 |
| Cumulative translation adjustments |  |  |  | 6,333 |  | 6,333 |
| Total comprehensive income |  |  |  |  |  | 56,057 |
| Purchase of treasury stocks, net |  |  |  |  | -457 | -457 |
| Ending balance | 135,364 | 186,457 | 793,613 | 29,895 | -30,758 | 1,114,571 |


| Year ended March 31, 2007 |  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Additional paid-in capital | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock | Total <br> Shareholders' <br> Investment |
| Beginning balance | 135,364 | 186,450 | 665,394 | 4,099 | -31,062 | 960,245 |
| Cumulative effect of adjustment resulted from applying SAB No. 108 |  |  |  |  |  | -6,464 |
| Beginning balance (after adjustment) | 135,364 | 186,450 | 658,930 | 4,099 | -31,062 | 953,781 |
| Gain (Loss) on disposal of treasury stock |  | 4 |  |  |  | 4 |
| Dividends declared and approved |  |  | -18,256 |  |  | -18,256 |
| Comprehensive income |  |  |  |  |  |  |
| Net income |  |  | 111,724 |  |  | 111,724 |
| Net unrealized holding gains on available-for-sale securities |  |  |  | 73 |  | 73 |
| Minimum pension liability adjustments |  |  |  | 970 |  | 970 |
| Net unrealized gains on derivative instruments |  |  |  | -185 |  | -185 |
| Cumulative translation adjustments |  |  |  | 24,774 |  | 24,774 |
| Total comprehensive income |  |  |  |  |  | 137,356 |
| Adjustment to initially apply SFAS No. 158 |  |  |  | -2,733 |  | -2,733 |
| Purchase of treasury stocks, net |  |  |  |  | 761 | 761 |
| Ending balance | 135,364 | 186,454 | 752,398 | 26,998 | -30,301 | 1,070,913 |

## (5) Consolidated Statements of Cash Flows

| (Half year ended September 30, 2006 and 2007 and Year ended March 31, 2007) |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | $\begin{gathered} \text { Year ended } \\ \text { March } 31,2007 \\ \hline \end{gathered}$ |
| I. Cash Flows from Operating Activities: |  |  |  |
| Net income | 52,045 | 53,160 | 111,724 |
| Income from discontinued operations, net of tax | -5,500 | - | -5,500 |
| Income from continuing operations | 46,545 | 53,160 | 106,224 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |  |
| Depreciation and amortization | 42,851 | 46,662 | 89,632 |
| Equity in earnings of affiliates, net of dividends received | -209 | -380 | -711 |
| Deferred income taxes | -2,755 | 1,965 | -2,197 |
| Loss on disposal and sales of tangible fixed assets | 988 | 936 | 3,722 |
| Pension and severance costs, less payments | -701 | -3,352 | -773 |
| Changes in assets and liabilities- |  |  |  |
| (Increase)decrease in trade receivables | 7,057 | -2,705 | -15,919 |
| Increase in inventories | -12,693 | -1,895 | -1,494 |
| Increase in finance receivables | -14,045 | -7,357 | -28,047 |
| (Decrease)increase in trade payables | -20,354 | -2,363 | 2,199 |
| (Decrease)increase in accrued income taxes and accrued expenses and other | 4,608 | -11,396 | 11,175 |
| Other, net | 332 | 5,561 | 3,486 |
| Net cash provided by operating activities | 51,624 | 78,836 | 167,297 |
| II. Cash Flows from Investing Activities: |  |  |  |
| Proceeds from sales of property, plant and equipment | 265 | 36 | 463 |
| Expenditures for tangible fixed assets | -39,089 | -39,677 | -85,747 |
| Payments for purchases of available-for-sale securities | -49,036 | -48,486 | -97,158 |
| Proceeds from sales of available-for-sale securities | 48,006 | 49,930 | 96,087 |
| (Increase) decrease in time deposits, net | -43 | 242 | 64 |
| Proceeds from sales of discontinued operations | 12,000 | - | 12,000 |
| Purchase of business, net of cash acquired | - | -89,863 | -23,200 |
| Other, net | -11,362 | -9,306 | -17,941 |
| Net cash used in investing activities | -39,259 | -137,124 | -115,432 |
| III. Cash Flows from Financing Activities: |  |  |  |
| Proceeds from long-term indebtedness | 42,885 | 44,521 | 60,157 |
| Repayment of long-term indebtedness | -20,861 | -46,972 | -49,115 |
| Increase in short-term borrowings, net | 6,633 | 17,194 | 8,362 |
| Proceeds from issuance of long-term debt securities | - | - | 65,274 |
| Repayment of long-term debt securities | -18,000 | -10,000 | -55,000 |
| Dividends paid | -8,764 | -10,950 | -18,240 |
| Payment for purchase of treasury stock | -355 | -469 | -799 |
| Other, net | -437 | -580 | -1,357 |
| Net cash provided by (used in) financing activities | 1,101 | -7,256 | 9,282 |
| IV. Net Increase in Cash and Cash Equivalents from discontinued operations | 825 | - | 825 |
| V. Effect of Exchange Rate Changes on Cash and Cash Equivalents | 2,530 | -57 | 6,710 |
| VI. Net (Increase)Decrease in Cash and Cash Equivalents | 16,821 | -65,601 | 68,682 |
| VII. Cash and Cash Equivalents at Beginning of Year | 187,055 | 255,737 | 187,055 |
| VIII. Cash and Cash Equivalents at End of Period | 203,876 | 190,136 | 255,737 |

## (6) Significant Accounting Policies (Consolidated)

A) Changes in the scale of consolidation and the application of the equity method from April 1, 2007 to September 30, 2007.
Consolidated subsidiaries:
22 Additions
5 Removals
Companies accounted for by the equity method:
No Addition
No Removal

## B) Consolidated Accounting Policies (Summary) <br> a. 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.

## b. 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.

## c. Inventories

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

## d. 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."
e. 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.
f. Pension and Retirement Allowances Plans

The measurement of pension costs and liabilities is determined in accordance with SFAS No.87, "Employers' Accounting for Pensions" and SFAS No.158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans."
g. Use of Estimates

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

## (7) Changes in Significant Accounting Policies (Consolidated)

In June 2006, the FASB ratified the EITF consensus on EITF Issue No.06-2, "Accounting for sabbatical Leave and Other Similar Benefits Pursuant to FASB Statement No. 43 ". Accordingly, Ricoh recorded an increase in accrued expenses of $¥$ 1,680 million as of April 1, 2007, with a reduction of the beginning balance of retained earnings of $¥ 995$ millon.

## (8) Notes to Consolidated Financial Statements

## A) Segment Information

a. Operating Segment Information

| (Three months ended September 30, 2006 and 2007) |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br> September 30, 2006 | Three months ended <br> September 30, 2007 | Change | $\%$ |
| Office Solutions: |  |  |  |  |
| Net sales: | 426,288 |  |  |  |
| $\quad$ Unaffiliated customers | - | 471,789 | 45,501 | 10.7 |
| $\quad$ Intersegment | 426,288 | - | - | - |
| $\quad$ Total | 378,862 | 471,789 | 45,501 | 10.7 |
| Operating expenses | 47,426 | 421,691 | 42,829 | 11.3 |
| Operating income | 11.1 | 50,098 | 2,672 | 5.6 |
| $\quad$ Operating income on sales in Office Solutions (\%) |  | 10.6 |  |  |

## Industrial Products:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Unaffiliated customers | 33,547 | 41,940 | 8,393 | 25.0 |
| Intersegment | 1,120 | 1,036 | -84 | -7.5 |
| Total | 34,667 | 42,976 | 8,309 | 24.0 |
| Operating expenses | 35,007 | 41,383 | 6,376 | 18.2 |
| Operating income | -340 | 1,593 | 1,933 | - |
| Operating income on sales in Industrial Products (\%) | -1.0 | 3.7 |  |  |

Other:
Net sales:

| Unaffiliated customers | 42,511 | 44,531 | 2,020 | 4.8 |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment | - | - | - | - |
| Total | 42,511 | 44,531 | 2,020 | 4.8 |
| Operating expenses | 41,296 | 44,208 | 2,912 | 7.1 |
| Operating income | 1,215 | 323 | -892 | -73.4 |
| Operating income on sales in Other $(\%)$ | 2.9 | 0.7 |  |  |

Corporate and Eliminations:
Net sales:

| Intersegment | $-1,120$ | $-1,036$ | 84 |  |
| :--- | ---: | ---: | ---: | ---: |
| Total | $-1,120$ | $-1,036$ | 84 | - |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-1,120$ | $-1,039$ | 81 | - |
| Corporate | 15,785 | 14,065 | $-1,720$ | - |
| $\quad$ Total | 14,665 | 13,026 | $-1,639$ | - |
| Operating income | $-15,785$ | $-14,062$ | 1,723 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 502,346 |  |  |  |
| $\quad$ Unaffiliated customers | - | 558,260 | 55,914 | 11.1 |
| $\quad$ Intersegment | 502,346 | - | - | - |
| $\quad$ Total | 469,830 | 558,260 | 55,914 | 11.1 |
| Operating expenses | 32,516 | 520,308 | 50,478 | 10.7 |
| Operating income | 67,952 | 5,436 | 16.7 |  |
| $\quad$ Operating income on consolidated net sales $(\%)$ | 6.5 | 6.8 |  |  |


| Capital expenditures: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br> September 30,2006 | Three months ended <br> September 30, 2007 | Change | $\%$ |
| Office Solutions | 20,085 | 19,831 | -254 | -1.3 |
| Industrial Products | 2,124 | 1,799 | -325 | -15.3 |
| Other | 616 | 465 | -151 | -24.5 |
| Corporate | 399 | 476 | 77 | 19.3 |
| Total | 23,224 | 22,571 | -653 | -2.8 |


| Depreciation: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Three months ended <br>  <br> September 30,2006 | Three months ended <br> September 30, 2007 | Change | $\%$ |
| Office Solutions | 15,648 | 16,045 | 397 | 2.5 |
| Industrial Products | 1,385 | 1,802 | 417 | 30.1 |
| Other | 427 | 567 | 140 | 32.8 |
| Corporate | 313 | 399 | 86 | 27.5 |
| Total | 17,773 | 18,813 | 1,040 | 5.9 |


| Identifiable assets: |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | Change | $\%$ |
| Office Solutions | $1,474,258$ | $1,681,781$ | 207,523 | 14.1 |
| Industrial Products | 86,565 | 97,262 | 10,697 | 12.4 |
| Other | 114,145 | 113,320 | -825 | -0.7 |
| Eliminations | $-1,924$ | $-1,185$ | 739 | - |
| Corporate assets | 417,930 | 408,667 | $-9,263$ | -2.2 |
| Total | $2,090,974$ | $2,299,845$ | 208,871 | 10.0 |



| Capital expenditures: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Half year ended <br> September 30,2006 | Half year ended <br> September 30, 2007 | Change | $\%$ | Year ended <br> March 31, 2007 |
| Office Solutions | 34,429 | 34,925 | 496 | 1.4 | 72,465 |
| Industrial Products | 2,855 | 3,383 | 528 | 18.5 | 8,580 |
| Other | 1,411 | 868 | -543 | -38.5 | 2,630 |
| Corporate | 483 | 502 | 19 | 3.9 | 2,125 |
| Total | 39,178 | 39,678 | 500 | 1.3 | 85,800 |


| Depreciation: |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change | \% | Year ended March 31, 2007 |
| Office Solutions | 29,439 | 30,417 | 978 | 3.3 | 62,862 |
| Industrial Products | 2,715 | 3,264 | 549 | 20.2 | 6,099 |
| Other | 980 | 1,193 | 213 | 21.7 | 2,072 |
| Corporate | 604 | 819 | 215 | 35.6 | 1,399 |
| Total | 33,738 | 35,693 | 1,955 | 5.8 | 72,432 |


| Identifiable assets: |  |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | Change |  | March 31, 2007 |
| Office Solutions | $1,474,258$ | $1,681,781$ | 207,523 | 14.1 | $1,570,757$ |
| Industrial Products | 86,565 | 97,262 | 10,697 | 12.4 | 93,346 |
| Other | 114,145 | 113,320 | -825 | -0.7 | 112,255 |
| Eliminations | $-1,924$ | $-1,185$ | 739 | - | $-1,327$ |
| Corporate assets | 417,930 | 408,667 | $-9,263$ | -2.2 | 468,375 |
| Total | $2,090,974$ | $2,299,845$ | 208,871 | 10.0 | $2,243,406$ |

b. Geographic Segment Information

| (Three months ended September 30, 2006 and 2007) |  | (Millions of yen) |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Three months ended | Three months ended | Change | $\%$ |
|  | September 30, 2006 | September 30, 2007 |  |  |

## Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 258,289 | 269,226 | 10,937 | 4.2 |
| Intersegment | 122,964 | 106,946 | $-16,018$ | -13.0 |
| Total | 381,253 | 376,172 | $-5,081$ | -1.3 |
| Operating expenses | 361,781 | 360,737 | $-1,044$ | -0.3 |
| Operating income | 19,472 | 15,435 | $-4,037$ | -20.7 |
| Operating income on sales in Japan $(\%)$ | 5.1 | 4.1 |  |  |

## The Americas:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 102,935 | 111,314 | 8,379 | 8.1 |
| Intersegment | 742 | 1,271 | 529 | 71.3 |
| $\quad$ Total | 103,677 | 112,585 | 8,908 | 8.6 |
| Operating expenses | 96,748 | 108,970 | 12,222 | 12.6 |
| Operating income | 6,929 | 3,615 | $-3,314$ | -47.8 |
| Operating income on sales in the Americas(\%) | 6.7 | 3.2 |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 113,314 | 142,690 | 29,376 | 25.9 |
| Intersegment | 842 | 521 | -321 | -38.1 |
| $\quad$ Total | 114,156 | 143,211 | 29,055 | 25.5 |
| Operating expenses | 109,194 | 134,146 | 24,952 | 22.9 |
| Operating income | 4,962 | 9,065 | 4,103 | 82.7 |
| $\quad$ Operating income on sales in Europe(\%) | 4.3 | 6.3 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| $\quad$ External customers | 27,808 | 35,030 | 7,222 | 26.0 |
| Intersegment | 40,055 | 43,479 | 3,424 | 8.5 |
| $\quad$ Total | 67,863 | 78,509 | 10,646 | 15.7 |
| Operating expenses | 63,357 | 71,935 | 8,578 | 13.5 |
| Operating income | 4,506 | 6,574 | 2,068 | 45.9 |
| $\quad$ Operating income on sales in Other(\%) | 6.6 | 8.4 |  |  |
| Orater |  |  |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-164,603$ | $-152,217$ | 12,386 | - |
| $\quad$ Total | $-164,603$ | $-152,217$ | 12,386 | - |
| Operating expenses: | $-161,250$ | $-155,480$ | 5,770 | - |
| Operating income | $-3,353$ | 3,263 | 6,616 | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| $\quad$ External customers | 502,346 | 558,260 | 55,914 | 11.1 |
| $\quad$ Intersegment | - | - | - | - |
| $\quad$ Total | 502,346 | 558,260 | 55,914 | 11.1 |
| Operating expenses | 469,830 | 520,308 | 50,478 | 10.7 |
| Operating income | 32,516 | 37,952 | 5,436 | 16.7 |
| $\quad$ Operating income on consolidated net sales(\%) | 6.5 | 6.8 |  |  |


| Identifiable assets: |  | (Millions of yen) |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | Change | $\%$ |
| Japan | $1,246,639$ | $1,294,958$ | 48,319 | 3.9 |
| The Americas | 249,432 | 355,155 | 105,723 | 42.4 |
| Europe | 262,571 | 307,204 | 44,633 | 17.0 |
| Other | 93,550 | 112,876 | 19,326 | 20.7 |
| Eliminations | $-179,148$ | $-179,015$ | 133 | - |
| Corporate assets | 417,930 | 408,667 | $-9,263$ | -2.2 |
| Total | $2,090,974$ | $2,299,845$ | 208,871 | 10.0 |


| (Half year ended September 30, 2006 and 2007 and Year ended March 31, 2007) |  | (Millions of yen) |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Half year ended | Half year ended | Change | $\%$ | Year ended |
| September 30, 2006 | September 30, 2007 |  | March 31, 2007 |  |

## Japan:

| Net sales: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| External customers | 504,429 | 521,352 | 16,923 | 3.4 | $1,026,663$ |
| Intersegment | 246,032 | 248,573 | 2,541 | 1.0 | 495,304 |
| Total | 750,461 | 769,925 | 19,464 | 2.6 | $1,521,967$ |
| Operating expenses | 698,853 | 719,417 | 20,564 | 2.9 | $1,411,653$ |
| Operating income | 51,608 | 50,508 | $-1,100$ | -2.1 | 110,314 |
| Operating income on sales in Japan(\%) | 6.9 | 6.6 |  |  | 7.2 |

## The Americas:

| Net sales: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| External customers | 203,560 | 213,825 | 10,265 | 5.0 | 426,009 |
| Intersegment | 1,731 | 2,100 | 369 | 21.3 | 3,253 |
| Total | 205,291 | 215,925 | 10,634 | 5.2 | 429,262 |
| Operating expenses | 196,341 | 210,474 | 14,133 | 7.2 | 408,150 |
| Operating income | 8,950 | 5,451 | $-3,499$ | -39.1 | 21,112 |
| Operating income on sales in the Americas(\%) | 4.4 | 2.5 |  | 4.9 |  |

## Europe:

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: |  |  |  |  |  |
| External customers | 226,823 | 289,308 | 62,485 | 27.5 | 508,200 |
| Intersegment | 1,740 | 1,731 | -9 | -0.5 | 3,595 |
| Total | 228,563 | 291,039 | 62,476 | 27.3 | 511,795 |
| Operating expenses | 218,977 | 275,209 | 56,232 | 25.7 | 478,380 |
| Operating income | 9,586 | 15,830 | 6,244 | 65.1 | 33,415 |
| Operating income on sales in Europe(\%) | 4.2 | 5.4 |  | 6.5 |  |


| Other: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: | 52,110 | 63,888 | 11,778 | 22.6 | 108,053 |
| External customers | 72,402 | 90,905 | 18,503 | 25.6 | 160,990 |
| Intersegment | 124,512 | 154,793 | 30,281 | 24.3 | 269,043 |
| Total | 115,687 | 142,549 | 26,862 | 23.2 | 251,486 |
| Operating expenses | 8,825 | 12,244 | 3,419 | 38.7 | 17,557 |
| Operating income | 7.1 | 7.9 |  |  | 6.5 |
| Operating income on sales in Other(\%) |  |  |  |  |  |

## Corporate and Eliminations:

Net sales:

| Intersegment | $-321,905$ | $-343,309$ | $-21,404$ | - | $-663,142$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total | $-321,905$ | $-343,309$ | $-21,404$ | - | $-663,142$ |
| Operating expenses: | $-316,099$ | $-343,844$ | $-27,745$ | - | $-655,124$ |
| Operating income | $-5,806$ | 535 | 6,341 | - | $-8,018$ |
| Consolidated: |  |  |  |  |  |
| Net sales: |  |  |  |  |  |
| External customers | 986,922 | $1,088,373$ | 101,451 | 10.3 | $2,068,925$ |
| Intersegment | - | - | - | - | - |
| Total | 986,922 | $1,088,373$ | 101,451 | 10.3 | $2,068,925$ |
| Operating expenses | 913,759 | $1,003,805$ | 90,046 | 9.9 | $1,894,545$ |
| Operating income | 73,163 | 84,568 | 11,405 | 15.6 | 174,380 |
| $\quad$ Operating income on consolidated net sales(\%) | 7.4 | 7.8 |  |  | 8.4 |


| Identifiable assets: |  |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30, 2006 | September 30, 2007 | Change | March 31, 2007 |  |
| Japan | $1,246,639$ | $1,294,958$ | 48,319 | 3.9 | $1,282,085$ |
| The Americas | 249,432 | 355,155 | 105,723 | 42.4 | 256,049 |
| Europe | 262,571 | 307,204 | 44,633 | 17.0 | 314,815 |
| Other | 93,550 | 112,876 | 19,326 | 20.7 | 101,550 |
| Eliminations | $-179,148$ | $-179,015$ | 133 | - | $-179,468$ |
| Corporate assets | 417,930 | 408,667 | $-9,263$ | -2.2 | 468,375 |
| Total | $2,090,974$ | $2,299,845$ | 208,871 | 10.0 | $2,243,406$ |

## B) Fair Value of Marketable Securities

The securities and the respective cost, gross unrealized holding gains, gross unrealized holding losses and fair value as of March 31 2007 and September 30, 2007 are as follows:

|  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2 |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Corporate debt securities | 176 | - | - | 176 |
| Other | 1 | - | - | 1 |
|  | 177 | - | - | 177 |
| Noncurrent: |  |  |  |  |
| Equity securities | 49,261 | 14,991 | 142 | 64,110 |
| Corporate debt securities | 6,000 | 10 | - | 6,010 |
| Other | 242 | - | - | 242 |
| Nonmarketable securities (at cost) | 4,474 | - | - | 4,474 |
|  | 59,977 | 15,001 | 142 | 74,836 |


| (illions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| September 30, 2007 |  |  |  |  |
|  | Cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
| Current: |  |  |  |  |
| Equity securities | 227 | - | - | 227 |
| Corporate debt securities | - | - | - | - |
| Other | 1 | - | - | 1 |
|  | 228 | - | - | 228 |
| Noncurrent: |  |  |  |  |
| Equity securities | 50,810 | 14,685 | 238 | 65,257 |
| Corporate debt securities | 6,000 | - | 122 | 5,878 |
| Other | - | - | - | 0 |
| Nonmarketable securities (at cost) | 3,034 | - | - | 3,034 |
|  | 59,844 | 14,685 | 360 | 74,169 |

## C) Derivatives

The Company and certain of its subsidiaries enter into various financial instrument contracts in the normal course of business and in connection with the management of their assets and liabilities. The outstanding agreements, carrying amount and estimated fair value of derivative financial instruments as of March 31, 2007 and September 30, 2007 are as follows:

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
| March 31, 2007 |  |  |
|  | Carrying amount | Estimated <br> Fair value |
| Interest rate swap agreements, net | 751 | 751 |
| Foreign currency contracts-net credit | 633 | 633 |
| Currency options-net credit | -2 | -2 |
| Total | 1,382 | 1,382 |
|  |  | (Millions of yen) |
| September 30, 2007 |  |  |
|  | Carrying amount | Estimated Fair value |
| Interest rate swap agreements, net | 602 | 602 |
| Foreign currency contracts-net credit | 2,537 | 2,537 |
| Currency options | -1,625 | -1,625 |
| Total | 1,514 | 1,514 |


| D) Transactions of Ricoh with affiliates | March 31, 2007 | September 30, 2007 |
| :--- | ---: | ---: |
|  |  |  |
| Account balances: | 3,541 | 2,499 |
| Receivables | 2,611 | 3,426 |
| Payables | Year ended | Half year ended |
|  | March 31, 2007 | September 30, 2007 |
|  |  |  |
| Transactions: | 16,158 | 8,845 |
| Sales | 28,993 | 10,240 |
| Purchases | 828 | 575 |
| Dividend income |  | (Millions of yen) |

## E) Per Share Data

|  | March 31, 2007 | September 30, 2007 |
| :--- | ---: | ---: |
| Shareholders' equity per share | $1,467.03$ | $1,527.18$ |
| Net income per share-basic | 153.10 | 72.83 |
| Net income per share-diluted | 151.89 | 70.90 |

A reconciliation of the numerator and the denominators of the basic and diluted per share computations for income is as follows:
(Millions of yen)

|  | March 31, 2007 | September 30, 2007 |
| :--- | ---: | ---: |
| Net income | 111,724 | 53,160 |
| $\quad$ Effect of dilutive securities | -8 | -13 |
| Diluted net income | 111,716 | 53,147 |


|  |  | (Shares) |
| :--- | ---: | ---: |
| Weighted average common shares outstanding | 31, 2007 | September 30, 2007 |
| Effect of dilutive securities | $729,744,656$ | $729,901,240$ |
| Diluted common shares outstanding | $5,757,813$ | $19,741,071$ |

## 9. Non-consolidated Performance

(1) Balance Sheets (Non-consolidated)
(September 30, 2007 and March 31, 2007)

| Assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2007 | September 30, 2007 | Change |
| Current Assets | 548,362 | 451,395 | -96,967 |
| Cash on hand and in banks | 23,602 | 10,545 | -13,057 |
| Notes receivable-trade | 7,221 | 8,362 | 1,141 |
| Accounts receivable-trade | 244,754 | 219,078 | -25,676 |
| Marketable securities | 118,046 | 39,988 | -78,058 |
| Inventories | 41,999 | 40,985 | -1,014 |
| Accounts receivable-other | 16,678 | 15,634 | -1,044 |
| Short-term loans receivable | 74,131 | 94,801 | 20,670 |
| Other current assets | 22,166 | 22,101 | -65 |
| Allowance for doubtful accounts | -239 | -105 | 134 |
| Fixed Assets | 527,927 | 603,747 | 75,820 |
| Tangible Fixed Assets | 132,457 | 134,438 | 1,981 |
| Buildings | 50,073 | 50,613 | 540 |
| Machinery and equipment | 24,721 | 23,125 | -1,596 |
| Land | 29,274 | 29,272 | -2 |
| Other fixed assets | 28,388 | 31,427 | 3,039 |
| Intangible Fixed Assets | 31,764 | 43,083 | 11,319 |
| Investments and Other Assets | 363,705 | 426,225 | 62,520 |
| Investment securities | 216,459 | 208,867 | -7,592 |
| Contribution to subsidiaries and affiliates | 27,488 | 79,628 | 52,140 |
| Long-term loans receivable | 106,858 | 121,070 | 14,212 |
| Other investments | 13,400 | 16,999 | 3,599 |
| Allowance for doubtful accounts | -501 | -341 | 160 |
| Total Assets | 1,076,290 | 1,055,142 | -21,148 |
| Reference: |  |  |  |
| Exchange rate |  |  |  |
|  | March 31, 2007 | September 30, 2007 |  |
| US\$ 1 | $¥ 118.05$ | $¥ 115.43$ |  |
| EURO 1 | $¥ 157.33$ | $¥ 163.38$ |  |

## Notes:

|  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| 1. Accumulated depreciation on tangible fixed assets | March 31, 2007 | September 30, 2007 |
| 2. Trade notes receivable discounted with banks | 363,469 | 373,332 |
| 3. Guarantee obligations | 2 | 5 |

(September 30, 2007 and March 31, 2007)
Liabilities
(Millions of yen)

|  | March 31, 2007 | September 30,2007 | Change |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Current Liabilities | 250,134 | 213,857 | $-36,277$ |
| Notes payable-trade | 5,017 | 4,187 | -830 |
| Accounts payable-trade | 146,776 | 126,309 | $-20,467$ |
| Accrued expenses | 17,331 | 12,109 | $-5,222$ |
| Accounts payable-other | 35,954 | 1,553 |  |
| Accrued corporate tax | 24,939 | 12,607 | $-12,320$ |
| Accrued bonuses | 14,154 | 13,910 | -244 |
| Accrued directors' bonuses | 185 | -93 |  |
| Warranty reserve | 612 | 656 | 44 |
| Other current liabilities | 5,163 | 6,463 | 1,300 |
|  |  |  |  |
| Fixed Liabilities | 81,339 | 81,404 | 65 |
| Bonds | 25,000 | 25,000 | - |
| Convertible Bond | 55,256 | 55,229 | -27 |
| Retirement benefit obligation | 616 | 677 | 61 |
| Reserve for directors' retirement allowances | 466 | - | -466 |
| Other fixed liabilities | - | 498 | 498 |
| Total Liabilities | 331,474 | 295,262 | $-36,212$ |


| Net assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | March 31, 2007 | September 30, 2007 | Change |
|  |  |  |  |
| Stockholders' equity | 738,727 | 755,217 | 16,490 |
| Common Stock | 135,364 | 135,364 | - |
| Additional paid-in-capital | 180,808 | 180,811 | 3 |
| Legal capital reserve | 180,804 | 180,804 | - |
| Other additional paid-in-capital | 3 | 7 | 3 |
| Retained earnings | 452,669 | 469,613 | 16,944 |
| Legal reserve | 14,955 | 14,955 | - |
| Other retained earnings | 437,714 | 454,658 | 16,944 |
| Reserve for deferral of capital gain on property | 506 | 496 | -10 |
| Reserve for special depreciation | 1,147 | 921 | -225 |
| Reserve for warranty on computer programs | 124 | 106 | -17 |
| Reserve for social contribution | 104 | 146 | 42 |
| General reserve | 362,350 | 411,350 | 49,000 |
| Retained earnings brought forward | 73,482 | 41,637 | $-31,844$ |
| Treasury stock | $-30,114$ | $-30,572$ | -457 |
| Difference of appreciation and conversion | 6,088 | 4,661 | $-1,426$ |
| Net unrealized holding gains on securities | 6,088 | 4,661 | $-1,426$ |
|  |  |  |  |
| Total Net assets | 744,815 | 759,879 | 15,063 |
| Total Liabilities and Net assets | $1,076,290$ | $1,055,142$ | $-21,148$ |

Reference:
Exchange rate

|  | March 31, 2007 | September 30, 2007 |
| :---: | ---: | ---: |
| US\$ 1 | $¥ 118.05$ | $¥ 115.43$ |
| EURO 1 | $¥ 157.33$ | $¥ 163.38$ |

(2) Statement of Income (Non-consolidated)

| (For the half years ended September 30, 2006, 2007 and year ended March 31, 2007) |  |  |  |  | (Millions of ye <br> Year ended <br> March 31, 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2007 | Change | \% |  |
| Net sales | 503,692 | 516,033 | 12,341 | 2.5 | 1,033,302 |
| Cost of sales | 345,458 | 358,964 | 13,506 | 3.9 | 712,757 |
| Percentage of net sales (\%) | 68.6 | 69.6 |  |  | 69.0 |
| Gross profit | 158,234 | 157,069 | -1,165 | -0.7 | 320,545 |
| Percentage of net sales (\%) | 31.4 | 30.4 |  |  | 31.0 |
| Selling, general and administrative expenses | 117,171 | 121,721 | 4,550 | 3.9 | 233,571 |
| Percentage of net sales (\%) | 23.3 | 23.6 |  |  | 22.6 |
| Operating income | 41,062 | 35,348 | -5,714 | -13.9 | 86,974 |
| Percentage of net sales (\%) | 8.2 | 6.9 |  |  | 8.4 |
| Non-operating income | 11,635 | 11,089 | -546 | -4.7 | 24,707 |
| Percentage of net sales (\%) | 2.3 | 2.1 |  |  | 2.4 |
| Non-operating expenses | 2,513 | 4,168 | 1,655 | 65.9 | 6,450 |
| Percentage of net sales (\%) | 0.5 | 0.8 |  |  | 0.6 |
| Ordinary income | 50,185 | 42,269 | -7,916 | -15.8 | 105,231 |
| Percentage of net sales (\%) | 10.0 | 8.2 |  |  | 10.2 |
| Extraordinary income | 3,693 | - | -3,693 | - | 3,632 |
| Percentage of net sales (\%) | 0.7 | - |  |  | 0.4 |
| Income before income taxes | 53,879 | 42,269 | -11,610 | -21.5 | 108,864 |
| Percentage of net sales (\%) | 10.7 | 8.2 |  |  | 10.5 |
| Provision for income taxes | 18,400 | 11,050 | -7,350 | -39.9 | 38,800 |
| Percentage of net sales (\%) | 3.7 | 2.1 |  |  | 3.8 |
| Corporate and other tax adjustments | 255 | 3,325 | 3,070 | 1,203.9 | -1,844 |
| Percentage of net sales (\%) | 0.1 | 0.6 |  |  | -0.2 |
| Interim (net) income | 35,224 | 27,894 | -7,330 | -20.8 | 71,908 |
| Percentage of net sales (\%) | 7.0 | 5.4 |  |  | 7.0 |

Reference:
Exchange rate

| Exchange rate | Half year ended <br> September 30, 06 | Half year ended <br> September 30,’07 | Year ended <br> March 31, 07 |
| :---: | :---: | ---: | ---: |
| US\$ 1 | $¥ 115.36$ | $¥ 119.69$ | $¥ 117.08$ |
| EURO 1 | $¥ 145.98$ | $¥ 161.97$ | $¥ 150.12$ |

Notes:

|  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| 1. Material components of Non-operating income: | Half year ended <br> September 30, 06 | Half year ended <br> September 30, 07 | March 31, ${ }^{\prime} 07$ |
| Interest income | 2,265 | 4,153 | 4,970 |
| Dividend income | 6,668 | 5,132 | 14,893 |
| 2. Material components of Non-operating expenses: | 321 | 167 | 619 |
| Interest on bonds | 791 | 2,510 | 1,550 |
| Foreign currency exchange rate | 639 | 556 | 2,904 |
| Loss on disposal of fixed assets | 3,693 |  |  |
| 3. Material components of Extraordinary income: |  | - | 3,632 |
| Reversal of allowance for doubtful accounts | 10,363 | 13,091 | 23,562 |
| 4. Depreciation | 3,858 | 4,031 | 7,740 |

(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 assets |
|  | 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 | $\begin{gathered} \text { Other } \\ \text { retained } \\ \text { earnings (*) } \end{gathered}$ |  |  |  |  |
| Balance of March 31,2006 | 135,364 | 180,804 | - | 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 | - | 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 |


| (*) Other retained earnings (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 <br> 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 | $14,733,026$ |

## Reason for the Changes

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

Results for the Period from April 1 to September 30, 2007
(Millions of yen)

|  | Stockholders' equity |  |  |  |  |  |  | Difference of appreciation | Total <br> Net <br> assets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 retained earnings (*) |  |  |  |  |
| Balance of March 31,2007 | 135,364 | 180,804 | 3 | 14,955 | 437,714 | -30,114 | 738,727 | 6,088 | 744,815 |
| Changes in the term |  |  |  |  |  |  |  |  |  |
| Dividends from surplus |  |  |  |  | -10,950 |  | -10,950 |  | -10,950 |
| Net income |  |  |  |  | 27,894 |  | 27,894 |  | 27,894 |
| Purchase of treasury stock |  |  |  |  |  | -468 | -468 |  | -468 |
| Disposal of treasury stock |  |  | 3 |  |  | 11 | 14 |  | 14 |
| Net change of items other than stockholders' equity |  |  |  |  |  |  |  | -1,426 | -1,426 |
| Total changes in the term | - | - | 3 | - | 16,944 | -457 | 16,490 | -1,426 | 15,063 |
| Balance of September 30,2007 | 135,364 | 180,804 | 7 | 14,955 | 454,658 | -30,572 | 755,217 | 4,661 | 759,879 |



Treasury stock

| Class of shares | Number of shares held at <br> March 31, 2007 | Increase | Decrease | Number of shares held at <br> September 30, 2007 |
| :---: | ---: | ---: | ---: | ---: |
| Common shares (shares) | $14,904,395$ | 172,212 | 5,591 | $15,071,016$ |

## Reason for the Changes

Increase: Purchase of odd lot shares of common stock 172,212 shares
Decrease: Release of treasury stock to allow shareholders with less than a full lot to complete their holdings 5,591 shares

| Results for the Period from April 1, 2006 to March 31, 2007 |  |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' equity |  |  |  |  |  |  | Difference of appreciation | Total <br> Net <br> assets |
|  | 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 retained earnings (*1) |  |  |  |  |
| Balance of March 31,2006 | 135,364 | 180,804 | - | 14,955 | 384,198 | -29,339 | 685,982 | 8,769 | 694,752 |
| Changes in the term |  |  |  |  |  |  |  |  |  |
| Dividends from surplus(*2) |  |  |  |  | -8,763 |  | -8,763 |  | -8,763 |
| Dividends from surplus |  |  |  |  | -9,492 |  | -9,492 |  | -9,492 |
| Bonus of directors(*2) |  |  |  |  | -135 |  | -135 |  | -135 |
| Net income |  |  |  |  | 71,908 |  | 71,908 |  | 71,908 |
| Purchase of treasury stock |  |  |  |  |  | -798 | -798 |  | -798 |
| Disposal of treasury stock |  |  | 3 |  |  | 23 | 27 |  | 27 |
| Net change of items other than stockholders' equity |  |  |  |  |  |  |  | -2,681 | -2,681 |
| Total changes in the term | - | - | 3 | - | 53,516 | -775 | 52,744 | -2,681 | 50,063 |
| Balance of March 31,2007 | 135,364 | 180,804 | 3 | 14,955 | 437,714 | -30,114 | 738,727 | 6,088 | 744,815 |


| (*1) Other retained earnings |  |  |  |  |  | (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 retained earnings |
| Balance of March 31,2006 | 550 | 1,272 | 167 | 117 | 326,350 | 55,740 | 384,198 |
| Changes in the term |  |  |  |  |  |  |  |
| Dividends from surplus(*2) |  |  |  |  |  | -8,763 | -8,763 |
| Dividends from surplus |  |  |  |  |  | -9,492 | -9,492 |
| Reversal of reserve for deferral of capital gain on property (*2) | -22 |  |  |  |  | 22 | - |
| Reversal of reserve for deferral of capital gain on property | -21 |  |  |  |  | 21 | - |
| Transfer to reserve for special depreciation(*2) |  | 736 |  |  |  | -736 | - |
| Reversal of reserve for special depreciation (*2) |  | -393 |  |  |  | 393 | - |
| Transfer to reserve for special depreciation |  | 52 |  |  |  | -52 | - |
| Reversal of reserve for special depreciation |  | -521 |  |  |  | 521 | - |
| Reversal of reserve for warranty on computer programs(* ${ }^{2}$ ) |  |  | -28 |  |  | 28 | - |
| Reversal of reserve for warranty on computer programs |  |  | -14 |  |  | 14 | - |
| Transfer to reserve for social contribution (*2) |  |  |  | 83 |  | -83 | - |
| Reversal of reserve for social contribution |  |  |  | -95 |  | 95 | - |
| Transfer to general reserve(*2) |  |  |  |  | 36,000 | -36,000 | - |
| Bonus of directors (*2) |  |  |  |  |  | -135 | -135 |
| Net income |  |  |  |  |  | 71,908 | 71,908 |
| Total changes in the term | -44 | -125 | -43 | -12 | 36,000 | 17,741 | 53,516 |
| Balance of March 31,2007 | 506 | 1,147 | 124 | 104 | 362,350 | 73,482 | 437,714 |

(*2) Earnings appropriation items from Ordinary General Meeting of Shareholders in June 2006.
Treasury stock

| Class of shares | Number of shares held at <br> March 31,2006 | Increase | Decrease | Number of shares held at <br> March 31,2007 |
| :---: | :---: | ---: | ---: | ---: |
| Common shares (shares) | $14,579,522$ | 336,711 | 11,838 | $14,904,395$ |

## Reason for the Changes

Increase: Purchase of odd lot shares of common stock 336,711 shares
Decrease: Release of treasury stock to allow shareholders with less than a full lot to complete their holdings 11,838 shares

## Significant Accounting Policies (Non-consolidated)

1. Accounting policy for assets
(1) Inventories are stated at the lower of average cost.
(2) Securities

Securities of subsidiaries and affiliates are stated at moving average cost.
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: 5-50 years
Machinery and equipment: 2-12 years
(2) Intangible fixed assets

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

Expences of new stock issued are accounted for as the full amount at the time of the expenditure.
Expences of new stock issued at the end of the year is included in "Non-operating expenses "
Discounts on bond issues are deferred and amortized uniformly over a period(5years) up to the maturity of the relevant bond.

## 4. 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)

## 5. Leasing

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

## 6. 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.

## 7. 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.

## Notes to Changes in Significant Accounting Policies (Non-consolidated)

(Change of Depreciation Method for fixed assets)
Effective as of April 1,2007, in accordance with the revised Japanese Corporate Tax Law in 2007, Ricoh changed method of depreciation of tangible fixed assets acquired on or after April 1,2007.
There is no material impact on profit(loss) for the current half of fiscal year attributable to this change.

## Additional Information

## (Change of Depreciation Method for fixed assets)

Effective as of April 1,2007, in accordance with the revised Japanese Corporate Tax Law in 2007,Ricoh changed method of depreciation of tangible fixed assets acquired on or before March 31,2007.
Attributable to this change, its fixed assets are further depreciable up to JPY 1yen over five years after they have been depreciated up to the depreciable limit( $95 \%$ of the acquisition price).

There is no material impact on profit(loss) for the current half of fiscal year attributable to this change.

## (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 Financial Instruments and Exchange Law No. 27.
(Securities)
Fair values of subsidiaries and affiliates

| 1. Half year ended September 30, 2006 | Fair value |  | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | F | 58,630 |
| Securities of consolidated companies | 7,229 | 53,075 | 51,400 |
| Securities of affiliated companies | 6,935 | 111,705 | 46,139 |
| Total | 14,165 | 97,540 |  |


| 2. Half year ended September 30, 2007 | Fair value |  | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | F | 48,695 |
| Securities of consolidated companies | 7,229 | 65,663 | 41,465 |
| Securities of affiliated companies | 6,935 | 114,358 | 100,193 |


| 3. Year ended March 31, 2007 | Fair value |  | Difference |
| :--- | ---: | ---: | ---: |
| (Millions of yen) | Balance Sheets | F |  |
| Securities of consolidated companies | 7,229 | 58,406 | 51,177 |
| Securities of affiliated companies | 6,935 | 55,898 | 48,962 |
| Total | 14,165 | 114,304 | 100,139 |

-APPENDIX- (Half year ended September 30, 2007)

1. Consolidated Sales by Product Category


Notes:

* Each category includes the following product line:

Imaging Solutions
Network System Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software

Industrial Products
Personal computers, PC servers, network systems and network related software

Others

|  | Half year ended September 30,2006 | Half year ended September 30, 2007 | Change | \% | Change excluding exchange impact | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Office Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 743,626 | 827,392 | 83,766 | 11.3 | 44,212 | 5.9 |
| Percentage of net sales (\%) | 75.3 | 76.0 |  |  |  |  |
| Domestic | 294,392 | 296,648 | 2,256 | 0.8 | 2,256 | 0.8 |
| Overseas | 449,234 | 530,744 | 81,510 | 18.1 | 41,956 | 9.3 |
| Network System Solutions | 94,464 | 97,235 | 2,771 | 2.9 | 2,141 | 2.3 |
| Percentage of net sales (\%) | 9.6 | 9.0 |  |  |  |  |
| Domestic | 89,647 | 91,630 | 1,983 | 2.2 | 1,983 | 2.2 |
| Overseas | 4,817 | 5,605 | 788 | 16.4 | 158 | 3.3 |
| Office Solutions Total | 838,090 | 924,627 | 86,537 | 10.3 | 46,353 | 5.5 |
| Percentage of net sales (\%) | 84.9 | 85.0 |  |  |  |  |
| Domestic | 384,039 | 388,278 | 4,239 | 1.1 | 4,239 | 1.1 |
| Overseas | 454,051 | 536,349 | 82,298 | 18.1 | 42,114 | 9.3 |
| The Americas | 190,930 | 206,293 | 15,363 | 8.0 | 8,540 | 4.5 |
| Europe | 214,173 | 271,610 | 57,437 | 26.8 | 31,404 | 14.7 |
| Other | 48,948 | 58,446 | 9,498 | 19.4 | 2,170 | 4.4 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 68,256 | 77,476 | 9,220 | 13.5 | 7,787 | 11.4 |
| Percentage of net sales (\%) | 6.9 | 7.1 |  |  |  |  |
| Domestic | 38,497 | 44,251 | 5,754 | 14.9 | 5,754 | 14.9 |
| Overseas | 29,759 | 33,225 | 3,466 | 11.6 | 2,033 | 6.8 |
| The Americas | 12,091 | 8,013 | -4,078 | -33.7 | -4,344 | -35.9 |
| Europe | 9,381 | 11,526 | 2,145 | 22.9 | 1,232 | 13.1 |
| Other | 8,287 | 13,686 | 5,399 | 65.2 | 5,145 | 62.1 |
| <Other> |  |  |  |  |  |  |
| Other | 80,576 | 86,270 | 5,694 | 7.1 | 4,819 | 6.0 |
| Percentage of net sales (\%) | 8.2 | 7.9 |  |  |  |  |
| Domestic | 69,955 | 71,910 | 1,955 | 2.8 | 1,955 | 2.8 |
| Overseas | 10,621 | 14,360 | 3,739 | 35.2 | 2,864 | 27.0 |
| The Americas | 563 | 1,395 | 832 | 147.8 | 809 | 143.7 |
| Europe | 2,950 | 5,980 | 3,030 | 102.7 | 2,471 | 83.8 |
| Other | 7,108 | 6,985 | -123 | -1.7 | -416 | -5.9 |
| Grand Total | 986,922 | 1,088,373 | 101,451 | 10.3 | 58,959 | 6.0 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 492,491 | 504,439 | 11,948 | 2.4 | 11,948 | 2.4 |
| Percentage of net sales (\%) | 49.9 | 46.3 |  |  |  |  |
| Overseas | 494,431 | 583,934 | 89,503 | 18.1 | 47,011 | 9.5 |
| Percentage of net sales (\%) | 50.1 | 53.7 |  |  |  |  |
| The Americas | 203,584 | 215,701 | 12,117 | 6.0 | 5,005 | 2.5 |
| Percentage of net sales (\%) | 20.6 | 19.8 |  |  |  |  |
| Europe | 226,504 | 289,116 | 62,612 | 27.6 | 35,107 | 15.5 |
| Percentage of net sales (\%) | 23.0 | 26.6 |  |  |  |  |
| Other | 64,343 | 79,117 | 14,774 | 23.0 | 6,899 | 10.7 |
| Percentage of net sales (\%) | 6.5 | 7.3 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 115.40$ | $¥ 119.37$ | $¥ 3.97$ |  |  |  |
| EURO 1 | $¥ 145.98$ | $¥ 162.36$ | $¥ 16.3$ |  |  |  |

Notes:

* Each category includes the following product line:

Imaging Solutions

Network System Solutions
Industrial Products MFPs(multifunctional printers), laser printers and software Personal computers, PC servers, network systems and network related software Thermal media, optical equipments, semiconductors, electronic component and measuring equipments Optical discs and digital camera
2. Forecast of Consolidated Performance

|  | Half year ended <br> Sept. 30, 2007 <br> Results | Three months ending |  |  | Half year ending |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Year ending |  |
|  |  | Change <br> \% | Dec. 31, 2007 <br> Forecast | Change <br> \% |  |  | Mar. 31, 2008 <br> Forecast | Change <br> \% | Mar. 31, 2008 <br> Forecast | Change <br> \% |
| Net sales | 1088.3 | 10.3 | 537.0 | 6.2 | 1,161.6 | 7.4 | 2,250.0 | 8.8 |
| Gross profit | 451.2 | 10.6 | 232.3 | 5.9 | 488.7 | 7.5 | 940.0 | 9.0 |
| Operating income | 84.5 | 15.6 | 49.0 | 0.7 | 110.4 | 9.1 | 195.0 | 11.8 |
| Income before income taxes | 85.0 | 14.5 | 49.0 | 0.4 | 106.9 | 6.7 | 192.0 | 10.0 |
| Net income | 53.1 | 2.1 | 31.3 | 0.2 | 63.8 | 7.0 | 117.0 | 4.7 |
| Net income per share-basic (yen) | 72.83 | - | 42.88 | - | 87.47 | - | 160.30 | - |
| Net income per share-diluted (yen) | 70.90 | - | 41.74 | - | 85.14 | - | 156.04 | - |
| Capital expenditures | 39.6 | - | 18.0 | - | 50.4 | - | 90.0 | - |
| Depreciation for tangible fixed assets | 35.6 | - | 19.5 | - | 40.4 | - | 76.0 | - |
| R\&D expenditures | 61.5 | - | 30.0 | - | 66.5 | - | 128.0 | - |
| Exchange rate (Yen/US\$) | 119.37 | - | 115.00 | - | 115.00 | - | 117.19 | - |
| Exchange rate (Yen/EURO) | 162.36 | - | 155.00 | - | 155.00 | - | 158.68 | - |

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

|  | (Billions of yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending March 31, 2008 |  |  |  | Year ending March 31, 2008 |  |  |  |
|  | Forecast | Change $\%$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | Change $\%$ | Forecast(*) | Change $\%$ |
| <Office Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 908.2 | 8.6 | 914.5 | 9.3 | 1,735.6 | 9.8 | 1,702.3 | 7.7 |
| Domestic | 330.3 | 6.7 | 330.3 | 6.7 | 627.0 | 3.8 | 627.0 | 3.8 |
| Overseas | 577.9 | 9.7 | 584.2 | 10.9 | 1,108.6 | 13.6 | 1,075.3 | 10.2 |
| Network System Solutions | 104.5 | 4.7 | 104.5 | 4.7 | 201.7 | 3.8 | 201.1 | 3.5 |
| Domestic | 99.5 | 4.7 | 99.5 | 4.7 | 191.1 | 3.5 | 191.1 | 3.5 |
| Overseas | 5.0 | 4.6 | 5.0 | 4.6 | 10.6 | 10.5 | 10.0 | 4.0 |
| Office Solutions Total | 1,012.8 | 8.2 | 1,019.1 | 8.8 | 1,937.4 | 9.2 | 1,903.5 | 7.3 |
| Domestic | 429.8 | 6.2 | 429.8 | 6.2 | 818.1 | 3.7 | 818.1 | 3.7 |
| Overseas | 582.9 | 9.6 | 589.2 | 10.8 | 1,119.2 | 13.5 | 1,085.4 | 10.1 |
| The Americas | 231.0 | 7.7 | 238.4 | 11.1 | 437.2 | 7.9 | 437.8 | 8.0 |
| Europe | 292.5 | 10.1 | 291.4 | 9.7 | 564.1 | 17.6 | 536.9 | 11.9 |
| Other | 59.4 | 15.5 | 59.4 | 15.5 | 117.8 | 17.4 | 110.5 | 10.1 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 69.6 | 6.9 | 69.7 | 7.0 | 147.0 | 10.3 | 145.7 | 9.3 |
| Domestic | 37.7 | -0.0 | 37.7 | -0.0 | 81.9 | 7.5 | 81.9 | 7.5 |
| Overseas | 31.9 | 16.3 | 32.0 | 16.7 | 65.1 | 13.9 | 63.7 | 11.6 |
| The Americas | 8.2 | 12.4 | 8.4 | 15.1 | 16.2 | -16.4 | 16.1 | -16.7 |
| Europe | 10.1 | 1.0 | 10.0 | 0.0 | 21.6 | 11.6 | 20.6 | 6.4 |
| Other | 13.6 | 34.2 | 13.6 | 34.2 | 27.2 | 48.1 | 27.0 | 46.8 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 79.2 | -1.6 | 79.3 | -1.4 | 165.4 | 2.7 | 164.7 | 2.3 |
| Domestic | 68.0 | 0.9 | 68.0 | 0.9 | 139.9 | 1.9 | 139.9 | 1.9 |
| Overseas | 11.2 | -14.6 | 11.3 | -13.6 | 25.5 | 7.7 | 24.8 | 4.6 |
| The Americas | 0.9 | -13.9 | 1.0 | -1.4 | 2.2 | 42.7 | 2.4 | 49.4 |
| Europe | 4.2 | -15.5 | 4.2 | -15.5 | 10.1 | 28.5 | 9.6 | 21.5 |
| Other | 6.1 | -14.0 | 6.1 | -14.0 | 13.1 | -7.9 | 12.8 | -9.9 |
| Grand Total | 1,161.6 | 7.4 | 1,168.1 | 8.0 | 2,250.0 | 8.8 | 2,214.0 | 7.0 |
| Domestic | 535.5 | 5.1 | 535.5 | 5.1 | 1,040.0 | 3.8 | 1,040.0 | 3.8 |
| Overseas | 626.0 | 9.4 | 632.5 | 10.5 | 1,210.0 | 13.4 | 1,174.0 | 10.1 |
| The Americas | 240.1 | 7.7 | 247.8 | 11.2 | 455.8 | 6.9 | 456.4 | 7.0 |
| Europe | 306.8 | 9.3 | 305.6 | 8.9 | 595.9 | 17.5 | 567.2 | 11.8 |
| Other | 79.1 | 15.2 | 79.1 | 15.2 | 158.2 | 19.0 | 150.4 | 13.0 |

[^2]
[^0]:    * Ricoh bases the forecast estimates for March 31, 2008 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^1]:    * Each category includes the following product line:

    Imaging Solutions
    Network System Solutions
    Industrial Products

    Other

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

[^2]:    * Excluding foreign exchange impact

