## QUARTERLY REPORT

First Quarter ended June 30, 2007
(Results for the Period from April 1, 2007 to June 30, 2007)

## Performance Outline (Consolidated)

|  |  |  |  | (Bil | ons of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 Results | Three months ended June 30, 2007 Results | Change | Year ending March 31, 2008 Forecast | Change |
| Domestic sales | 240.4 | 244.7 | 1.8\% | 1,040.0 | 3.8\% |
| Overseas sales | 244.1 | 285.3 | 16.9\% | 1,210.0 | 13.4\% |
| Net sales | 484.5 | 530.1 | 9.4\% | 2,250.0 | 8.8\% |
| Gross profit | 202.5 | 228.7 | 12.9\% | 940.0 | 9.0\% |
| Operating income | 40.6 | 46.6 | 14.7\% | 195.0 | 11.8\% |
| Income from continuing operations before income taxes | 38.7 | 53.2 | 37.6\% | 192.0 | 10.0\% |
| Net income | 29.1 | 33.8 | 16.2\% | 117.0 | 4.7\% |
| Exchange rate (Yen/US\$) | 114.53 | 120.77 | 6.24 | 116.44 | -0.58 |
| Exchange rate (Yen/EURO) | 143.78 | 162.72 | 18.94 | 156.93 | 6.85 |
| Net income per share (yen) | 39.92 | 46.38 | 6.46 | 160.28 | 7.18 |
| Net income per share-diluted (yen) | 39.92 | 45.15 | 5.23 | 156.03 | 4.14 |
| Cash flows from operating activities | 26.3 | 21.4 | -4.9 | - |  |
| Cash flows from investing activities | -5.0 | -107.2 | -102.1 | - |  |
| Cash flows from financing activities | -17.4 | -2.8 | 14.5 | - |  |
| Cash and cash equivalents at end of period | 189.1 | 171.6 | -17.5 | - | - |
| Capital expenditures | 15.9 | 17.1 | 1.1 | 90.0 | 4.2 |
| Depreciation for tangible fixed assets | 15.9 | 16.8 | 0.9 | 76.0 | 3.5 |
| $\underline{R} \& D$ expenditures | 25.3 | 27.2 | 1.8 | 128.0 | 13.0 |


|  | March 31, 2007 | June 30, 2007 | Change |
| :--- | ---: | ---: | ---: |
| Total assets |  |  |  |
| Shareholders' equity | $2,243.4$ | $2,313.5$ | 70.1 |
| Interest-bearing debt | $1,070.9$ | $1,111.0$ | 40.1 |
| Equity ratio (\%) | 415.6 | 429.0 | 13.3 |
| Shareholders' equity per share (yen) |  | 47.7 | 48.0 |

## Ricoh Company, Ltd.

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## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the First Quarter Ended June 30, 2007 (U.S. GAAP Financial Information)

1 Results for the Period from April 1, 2007 to June 30, 2007

| (1) Operating Results |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2007 | Year ended March 31, 2007 |
| Net sales | 484,576 | 530,113 | 2,068,925 |
| (\% change from the previous corresponding period) | 7.3 | 9.4 | - |
| Operating income | 40,647 | 46,616 | 174,380 |
| (\% change from the previous corresponding period) | 11.7 | 14.7 | - |
| Income from continuing operations before income taxes | 38,704 | 53,264 | 174,519 |
| (\% change from the previous corresponding period) | 4.0 | 37.6 | - |
| Net income | 29,125 | 33,855 | 111,724 |
| (\% change from the previous corresponding period) | 22.8 | 16.2 | - |
| Net income per share-basic (yen) | 39.92 | 46.38 | 153.10 |
| Net income per share-diluted (yen) | 39.92 | 45.15 | 151.89 |


| (2) Financial Position |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | June 30, 2006 | June 30, 2007 | March 31, 2007 |
| Total assets | $2,048,349$ | $2,313,588$ | $2,243,406$ |
| Shareholders' Investment | 973,758 | $1,111,025$ | $1,070,913$ |
| Equity ratio (\%) | 47.5 | 48.0 | 47.7 |
| Equity per share (yen) | $1,334.83$ | $1,522.12$ | $1,467.03$ |


| (3) Cash Flows |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
|  | Three months ended | Three months ended | Year ended |
|  | June 30, 2006 | June 30, 2007 | March 31, 2007 |
| Cash flows from operating activities | 26,345 | 21,425 | 167,297 |
| Cash flows from investing activities | $-5,086$ | $-107,242$ | $-115,432$ |
| Cash flows from financing activities | $-17,482$ | $-2,882$ | 9,282 |
| Cash and cash equivalents at end of period | 189,173 | 171,602 | 25,737 |


| 2. Forecast of Operating Results from April 1, 2007 to March 31, 2008 |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Half year ending | Year ending |
| Net sales | September 30, 2007 | March 31, 2008 |
| Operating income | $1,067,700$ | $2,250,000$ |
| Income from continuing operations before income taxes | 83,000 | 195,000 |
| Net income | 89,000 | 192,000 |
| Net income per share (yen) | 56,000 | 117,000 |

* 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.

## 3. Others

(1) Significant changes to consolidated subsidiaries:

Consolidated subsidiaries: 1 removal (Lanier Worldwide, Inc.)
(2) Changes in accounting method:

Not applicable

## Consolidated Performance

## 1. Operating results

## *Overview

Consolidated net sales for the first quarter of fiscal year 2008 (the three months period from April 1, 2007 to June 30 , 2007) increased by $9.4 \%$ as compared to the previous corresponding period, to $¥ 530.1$ billion. During this quarter, the average yen exchange rates were $¥ 120.77$ against the U.S. dollar (down $¥ 6.24$ ) and $¥ 162.72$ against the Euro (down $¥ 18.94$ ). Net sales would have increased by $4.1 \%$ excluding impact of such foreign currency exchange fluctuation.
As for Japan, sales of product categories such as PPCs (plain paper copiers), MFPs (multifunctional printers) and laser printers, especially color models, and sales in the solutions business, such as support and services relating to Ricoh's imaging solutions products, increased. Sales in the Industrial Products and Other segments also increased. Consequently, overall domestic sales increased by $1.8 \%$ as compared to the previous corresponding period.
As for overseas, the increase in sales of color MFPs and color laser printers contributed to the favorable performance in each geographic area. Although sales in the Americas increased slightly by $2.5 \%(-2.7 \%$, excluding foreign currency exchange fluctuation) due to a special pronouncement in the Industrial Products segment, sales in Europe, including Infotec Europe increased significantly by $29.4 \%$ ( $14.4 \%$, excluding foreign currency exchange fluctuation) and sales in Other, comprised of China, Asia and Oceania, continued to increase by $17.9 \%$ ( $6.8 \%$, excluding foreign currency exchange fluctuation). As a result, sales in the overseas market increased by $16.9 \%$ as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $6.4 \%$ as compared to the previous corresponding period.

Gross profit increased by $12.9 \%$ as compared to the previous corresponding period, to $¥ 228.7$ billion. This increase primarily reflects the increase in sales derived from the value-added high-margin products in the Office Solutions segment and depreciation of yen in exchange rate. Gross profit as a percentage of net sales increased by 1.4 percentage points as compared to the previous corresponding period, to $43.2 \%$.

Selling, general and administrative expenses increased by $12.5 \%$ as compared to the previous corresponding period, to $¥ 182.1$ billion due to the increase in personnel expenses resulting from merit increase, as well as increased R\&D expenses and depreciation of yen.
As a result, operating income increased by $14.7 \%$ as compared to the previous corresponding period, to $¥ 46.6$ billion.

Other (income) expenses improved significantly as compared to the previous corresponding period due to a gain on foreign exchange as opposed to a loss on foreign exchange in the previous corresponding period. As a result, income from continuing operations before income taxes increased by $37.6 \%$ as compared to the previous corresponding period, to $¥ 53.2$ billion.

As a result, income from continuing operations increased by $43.3 \%$ as compared to the previous corresponding period.

Net income increased by $16.2 \%$ as compared to the previous corresponding period, to $¥ 33.8$ billion, despite the fact that income from discontinued operations $¥ 5.5$ billion recorded in the previous corresponding period.

Imaging Solutions (Sales up $10.6 \%$ to $¥ 412.1$ billion)
As for PPCs and MFPs, decreased sales of monochrome products were offset completely the increased sales of color products mainly in the overseas market. As a result, overall sales of PPCs and MFPs increased as compared to the previous corresponding period.
As for printers, sales of color laser printers and color GELJET printers increased and sales of monochrome products increased in the overseas market as well.

Network System Solutions (Sales up $4.1 \%$ to $¥ 40.6$ billion)
Sales of PC servers mainly in Japan market and sales of support and services in Japan and the overseas market increased.

As a result, sales in the Office Solutions segment increased by $10.0 \%$ as compared to the previous corresponding period, to $¥ 452.8$ billion. Operating income increased by $18.3 \%$ as compared to the previous corresponding period, to $¥ 60.7$ billion due to the increase in sales of color products, as well as continuous cost reduction and depreciation of yen.

## Industrial Products (Sales up $2.4 \%$ to $¥ 35.5$ billion)

Sales in the Industrial Products segment increased by $2.4 \%$ as compared to the previous corresponding period, to $¥ 35.5$ billion. Although sales of electronic components in the Americas decreased significantly, sales of thermal media and semiconductor devices increased. Sales of measuring equipment increased due primarily to the recovery in demand for such products.
As a result, operating income in the Industrial Products segment was $¥ 1.1$ billion ( $¥ 1.2$ billion for the previous corresponding period).

## Other (Sales up $9.7 \%$ to $¥ 41.7$ billion)

Net sales in the Other segment increased by $9.7 \%$ as compared to the previous corresponding period, to $¥ 41.7$ billion. Sales of optical discs increased in the overseas market and sales of digital cameras increased mainly in Japan market.
As a result operating income in the Other segment was $¥ 0.8$ billion ( $¥ 0.6$ billion for the previous corresponding period).

## 2. Financial Position

*Assets, Liabilities and Shareholders' Investment
For Assets, cash and cash equivalents decreased and other investments including goodwill increased due primarily to the formation of a joint venture company, InfoPrint Solutions Company, LLC, with IBM Corporation. Assets denominated in foreign currency increased due primarily to the foreign currency exchange fluctuations. As a result, total assets increased by $¥ 70.1$ billion, to $¥ 2,313.5$ billion.
For Liabilities, short-term borrowings temporarily increased and other fixed liabilities increased due primarily to the joint venture as well as foreign currency exchange fluctuations. As a result, total liabilities increased by $¥ 22.4$ billion, to $¥$ $1,138.0$ billion.
Stockholders' investment increased by $¥ 40.1$ billion, to $¥ 1,111.0$ billion due primarily to retained earnings decreased by dividends payment and increased by earning profit, and an increase in cumulative translation adjustments for foreign currency exchange fluctuations.
*Cash Flows (Three months from April 1, 2007 to June 30, 2007)
As compared to the previous corresponding period, net cash provided by operating activities in this period decreased by $¥$ 4.9 billion, to $¥ 21.4$ billion. Net cash provided by operating activities consisted primarily of an increase in net income and depreciation and amortization, a decrease in trade receivables and other of which were partially offset by an increase in inventories and a decrease in trade payables.
As compared to the previous corresponding period, net cash used in investing activities in this period decreased by $¥ 102.1$ billion, to $¥ 107.2$ billion. Net cash used in investing activities consisted primarily of a payment for the formation of a joint venture company with IBM Corporation.
As a result, free cash flows generated by operating and investing activities decreased by $¥ 107.0$ billion as compared to the previous corresponding period, to cash outflows of $¥ 85.8$ billion.
Net cash used in financing activities amounted to $¥ 2.8$ billion due primarily to a decrease in long-term indebtedness and dividends payment and other of which were partially offset by an increase in short-term borrowings.
As a result, cash and cash equivalents at the end of this first quarter decreased by $¥ 84.1$ billion as compared to the end of the preceding fiscal year, to $¥ 171.6$ billion.

## 3. Forecast for the entire fiscal year

Ricoh has not changed its fiscal forecast for the year ending March 31, 2008 that previously announced in April 2007 although the exchange rate fluctuations would effect its financial statements as with this first quarter results.
Ricoh assumes that exchange rates of $¥ 115.00$ against the U.S. dollar and of $¥ 155.00$ against the Euro in and after the second quarter, which were the same forecast that announced in April 2007. The actual exchange rates during the first quarter were incorporated in annual exchange rates assumption.

Our performance forecast for fiscal year 2008 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2008
US\$ 1 = $¥ 116.44$ ( $¥ 117.02$ in previous fiscal year)
EURO $1=¥ 156.93$ ( $¥ 150.08$ in previous fiscal year)

|  | Year ended <br> March 31, 2007 <br> (Results) | Year ending <br> March 31, 2008 <br> (Forecast) | Change |
| :--- | ---: | ---: | ---: |
| Domestic sales | $1,002.2$ | $1,040.0$ | $3.8 \%$ |
| Overseas sales | $1,066.6$ | $1,210.0$ | $13.4 \%$ |
| Net sales | $2,068.9$ | $2,250.0$ | $8.8 \%$ |
| Gross profit | 862.4 | 940.0 | $9.0 \%$ |
| Operating income | 174.3 | 195.0 | $11.8 \%$ |
| Income from continuing operations |  |  |  |
| $\quad$ before income taxes | 174.5 | 192.0 | $10.0 \%$ |
| Net income | 111.7 | 117.0 | $4.7 \%$ |

* 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.


## 4. Other

(1) Significant changes to consolidated subsidiaries:

As of April 1, 2007, Ricoh Corporation ("RC"), a wholly-owned subsidiary of the Company, completed the merger with Lanier Worldwide, Inc. ("Lanier"), a wholly-owned subsidiary of RC. In associated with the merger, RC changed its name to Ricoh Americas Corporation while Lanier was liquidated.
(2) Changes in accounting method:

Not applicable

## 5. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

| Assets |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: |
| Current Assets |  | March 31, 2007 | Change |
| Cash and time deposits |  |  |  |
| Trade receivables | 257,154 | 173,211 | $-83,943$ |
| Marketable securities | 693,237 | 704,335 | 11,098 |
| Inventories | 177 | 212 | 35 |
| Other current assets | 184,354 | 203,565 | 19,211 |
| Total Current Assets | 65,170 | 68,222 | 3,052 |
| Fixed Assets | $1,200,092$ | $1,149,545$ | $-50,547$ |
| Tangible fixed assets |  |  |  |
| Finance receivables | 264,668 | 264,730 | 62 |
| Other investments | 435,874 | 441,411 | 5,537 |
| Total Fixed Assets | 342,772 | 457,902 | 115,130 |
| Total Assets | $1,043,314$ | $1,164,043$ | 120,729 |
| Note: | $2,243,406$ | $2,313,588$ | 70,182 |
| Contents of cash and time deposits; |  |  |  |
| Cash and cash equivalents |  |  |  |
| Time deposits | 255,737 | 171,602 |  |
|  | 1,417 | 1,609 |  |


| Liabilities and Shareholders' Investment | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2007 | June 30, 2007 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 367,211 | 357,723 | -9,488 |
| Short-term borrowings | 178,847 | 197,283 | 18,436 |
| Other current liabilities | 189,554 | 193,944 | 4,390 |
| Total Current Liabilities | 735,612 | 748,950 | 13,338 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 236,801 | 231,717 | -5,084 |
| Accrued pension and severance costs | 99,028 | 100,503 | 1,475 |
| Other fixed liabilities | 44,183 | 56,900 | 12,717 |
| Total Fixed Liabilities | 380,012 | 389,120 | 9,108 |
| Total Liabilities | 1,115,624 | 1,138,070 | 22,446 |
| Minority Interest | 56,869 | 64,493 | 7,624 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,454 | 186,455 | 1 |
| Retained earnings | 752,398 | 775,303 | 22,905 |
| Accumulated other comprehensive income (loss) | 26,998 | 44,389 | 17,391 |
| Treasury stock | -30,301 | -30,486 | -185 |
| Total Shareholders' Investment | 1,070,913 | 1,111,025 | 40,112 |
| Total Liabilities and Shareholders' Investment | 2,243,406 | 2,313,588 | 70,182 |
| Note: |  |  |  |
| Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 9,001 | 12,843 | 3,842 |
| Pension liability adjustments | -9,406 | -12,789 | -3,383 |
| Net unrealized gains (losses) on derivative instruments | -28 | -39 | -11 |
| Cumulative translation adjustments | 27,431 | 44,374 | 16,943 |
| Reference: Exchange rate | March 31, 2007 | June 30, 2007 |  |
| US\$ 1 | $¥ 118.05$ | $¥ 123.26$ |  |
| EURO 1 | $¥ 157.33$ | $¥ 165.64$ |  |



## (3)-1 Consolidated Sales by Product Category

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2007 | Change | \% |
| <Office Solutions> |  |  |  |  |
| Imaging Solutions | 372,755 | 412,183 | 39,428 | 10.6 |
| Percentage of net sales (\%) | 76.9 | 77.8 |  |  |
| Network System Solutions | 39,047 | 40,655 | 1,608 | 4.1 |
| Percentage of net sales (\%) | 8.1 | 7.6 |  |  |
| Office Solutions Total | 411,802 | 452,838 | 41,036 | 10.0 |
| Percentage of net sales (\%) | 85.0 | 85.4 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 34,709 | 35,536 | 827 | 2.4 |
| Percentage of net sales (\%) | 7.2 | 6.7 |  |  |
| <Other> |  |  |  |  |
| Other | 38,065 | 41,739 | 3,674 | 9.7 |
| Percentage of net sales (\%) | 7.8 | 7.9 |  |  |
| Grand Total | 484,576 | 530,113 | 45,537 | 9.4 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |

(3)-2 Consolidated Sales by Geographic Area

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2007 | Change | \% |
| <Domestic> | 240,431 | 244,734 | 4,303 | 1.8 |
| Percentage of net sales (\%) | 49.6 | 46.2 |  |  |
| <Overseas> | 244,145 | 285,379 | 41,234 | 16.9 |
| Percentage of net sales (\%) | 50.4 | 53.8 |  |  |
| The Americas | 100,635 | 103,174 | 2,539 | 2.5 |
| Percentage of net sales (\%) | 20.8 | 19.5 |  |  |
| Europe | 113,510 | 146,849 | 33,339 | 29.4 |
| Percentage of net sales (\%) | 23.4 | 27.7 |  |  |
| Other | 30,000 | 35,356 | 5,356 | 17.9 |
| Percentage of net sales (\%) | 6.2 | 6.6 |  |  |
| Grand Total | 484,576 | 530,113 | 45,537 | 9.4 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |

(4) Consolidated Statements of Shareholders' Investment

| Three month ended June 30, 2006 |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|r|}
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\end{tabular} |


| Three month ended June 30, 2007 |
| :--- |
| \begin{tabular}{\|l|l|l|l|l|l|l|}
\hline
\end{tabular} |

(5) Consolidated Statements of Cash Flows

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2007 |
| I. Cash Flows from Operating Activities: |  |  |
| Net income | 29,125 | 33,855 |
| Income from discontinued operations, net of tax | -5,500 | - |
| Income from continuing operations | 23,625 | 33,855 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 20,776 | 21,652 |
| Equity in earnings of affiliates, net of dividends received | 7 | 170 |
| Deferred income taxes | -1,232 | 1,236 |
| Loss on disposals and sales of tangible fixed assets | 116 | 126 |
| Pension and severance costs, less payments | 134 | -3,074 |
| Changes in assets and liabilities- |  |  |
| Decrease in trade receivables | 3,233 | 4,886 |
| Increase in inventories | -14,205 | -14,148 |
| Increase in finance receivables | -7,217 | -4,068 |
| Decrease in trade payables | -9,533 | -13,989 |
| Increase in accrued income taxes and accrued expenses and other | 7,970 | -32 |
| Other, net | 2,671 | -5,189 |
| Net cash provided by operating activities | 26,345 | 21,425 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 42 | 56 |
| Expenditures for property, plant and equipment | -15,954 | -17,104 |
| Payments for purchases of available-for-sale securities | -24,739 | -24,261 |
| Proceeds from sales of available-for-sale securities | 24,019 | 24,421 |
| Increase in time deposits | -38 | -131 |
| Proceeds from sales of discontinued operations | 12,000 | - |
| Other, net | -416 | -90,223 |
| Net cash used in investing activities | -5,086 | -107,242 |
| III. Cash Flows from Financing Activities: |  |  |
| Proceeds from long-term indebtedness | 36,069 | 9,683 |
| Repayment of long-term indebtedness | -13,845 | -22,562 |
| Increase (Decrease) in short-term borrowings, net | -12,526 | 31,441 |
| Repayment of long-term debt securities | -18,000 | -10,000 |
| Dividends paid | -8,764 | -10,950 |
| Payment for purchase of treasury stock | -125 | -186 |
| Other, net | -291 | -308 |
| Net cash used in financing activities | -17,482 | -2,882 |
| IV. Net Increase in Cash and Cash Equivalents from discontinued operations | 825 | - |
| V. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -2,484 | 4,564 |
| VI. Net Increase (Decrease) in Cash and Cash Equivalents | 2,118 | -84,135 |
| VII. Cash and Cash Equivalents at Beginning of Year | 187,055 | 255,737 |
| VIII. Cash and Cash Equivalents at End of Period | 189,173 | 171,602 |

## (6) Segment Information

(a) Operating Segments Information


Office Solutions:

| Net sales: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Unaffiliated customers | 411,802 | 452,838 | 41,036 | 10.0 |
| Intersegment | - | - | - | - |
| Total | 411,802 | 452,838 | 41,036 | 10.0 |
| Operating expenses | 360,458 | 392,081 | 31,623 | 8.8 |
| Operating income | 51,344 | 60,757 | 9,413 | 18.3 |
| Operating income on sales in Office Solutions (\%) | 12.5 | 13.4 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 34,709 | 35,536 | 827 | 2.4 |
| Intersegment | 1,205 | 1,119 | -86 | -7.1 |
| Total | 35,914 | 36,655 | 741 | 2.1 |
| Operating expenses | 34,680 | 35,554 | 874 | 2.5 |
| Operating income | 1,234 | 1,101 | -133 | -10.8 |
| Operating income on sales in Industrial Products (\%) | 3.4 | 3.0 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 38,065 | 41,739 | 3,674 | 9.7 |
| Intersegment | - | - | - | - |
| Total | 38,065 | 41,739 | 3,674 | 9.7 |
| Operating expenses | 37,382 | 40,897 | 3,515 | 9.4 |
| Operating income | 683 | 842 | 159 | 23.3 |
| Operating income on sales in Other (\%) | 1.8 | 2.0 |  |  |

Corporate and Eliminations:
Net sales:

| Intersegment | $-1,205$ | $-1,119$ | 86 |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Total | $-1,205$ | $-1,119$ | 86 | - |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-1,250$ | $-1,117$ | 133 | - |
| Corporate | 12,659 | 16,082 | 3,423 | - |
| $\quad$ Total | 11,409 | 14,965 | 3,556 | - |
| Operating income | $-12,614$ | $-16,084$ | $-3,470$ | - |
| Consolidated: |  |  |  |  |
| Net sales: | 484,576 |  |  |  |
| $\quad$ Unaffiliated customers | - | 530,113 | 45,537 | 9.4 |
| Intersegment | 484,576 | - | - | - |
| $\quad$ Total | 443,929 | 530,113 | 45,537 | 9.4 |
| Operating expenses | 40,647 | 483,497 | 39,568 | 8.9 |
| Operating income | 8.616 | 5,969 | 14.7 |  |
| $\quad$ Operating income on consolidated net sales $(\%)$ | 8.4 | 8.8 |  |  |

(b) Geographic Segments Information


## Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 246,140 | 252,126 | 5,986 | 2.4 |
| Intersegment | 123,068 | 141,627 | 18,559 | 15.1 |
| Total | 369,208 | 393,753 | 24,545 | 6.6 |
| Operating expenses | 337,072 | 358,680 | 21,608 | 6.4 |
| Operating income | 32,136 | 35,073 | 2,937 | 9.1 |
| $\quad$ Operating income on sales in Japan $(\%)$ | 8.7 | 8.9 |  |  |

## The Americas:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 100,625 | 102,511 | 1,886 | 1.9 |
| Intersegment | 989 | 829 | -160 | -16.2 |
| Total | 101,614 | 103,340 | 1,726 | 1.7 |
| Operating expenses | 99,593 | 101,504 | 1,911 | 1.9 |
| Operating income | 2,021 | 1,836 | -185 | -9.2 |
| $\quad$ Operating income on sales in the Americas (\%) | 2.0 | 1.8 |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| External customers | 113,509 | 146,618 | 33,109 | 29.2 |
| Intersegment | 898 | 1,210 | 312 | 34.7 |
| Total | 114,407 | 147,828 | 33,421 | 29.2 |
| Operating expenses | 109,783 | 141,063 | 31,280 | 28.5 |
| Operating income | 4,624 | 6,765 | 2,141 | 46.3 |
| Operating income on sales in Europe (\%) | 4.0 | 4.6 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | 24,302 | 28,858 | 4,556 | 18.7 |
| Intersegment | 32,347 | 47,426 | 15,079 | 46.6 |
| Total | 56,649 | 76,284 | 19,635 | 34.7 |
| Operating expenses | 52,330 | 70,614 | 18,284 | 34.9 |
| Operating income | 4,319 | 5,670 | 1,351 | 31.3 |
| Operating income on sales in Other (\%) | 7.6 | 7.4 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-157,302$ | $-191,092$ | $-33,790$ | - |
| $\quad$ Total | $-157,302$ | $-191,092$ | $-33,790$ | - |
| Operating expenses | $-154,849$ | $-188,364$ | $-33,515$ | - |
| Operating income | $-2,453$ | $-2,728$ | -275 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 484,576 |  |  |  |
| $\quad$ External customers | - | 530,113 | 45,537 | 9.4 |
| Intersegment | 484,576 | - | - | - |
| $\quad$ Total | 443,929 | 530,113 | 45,537 | 9.4 |
| Operating expenses | 40,647 | 483,497 | 39,568 | 8.9 |
| Operating income | 8.4 | 46,616 | 5,969 | 14.7 |
| $\quad$ Operating income on consolidated net sales $(\%)$ | 8.8 |  |  |  |

## -APPENDIX- (Three months ended June 30, 2007)

## 1. Consolidated Sales by Product Category

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2006 | Three months ended June 30, 2007 | Change | \% | Change excluding exchange impact | \% |
| <Office Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 372,755 | 412,183 | 39,428 | 10.6 | 15,534 | 4.2 |
| Percentage of net sales (\%) | 76.9 | 77.8 |  |  |  |  |
| Domestic | 151,521 | 151,673 | 152 | 0.1 | 152 | 0.1 |
| Overseas | 221,234 | 260,510 | 39,276 | 17.8 | 15,382 | 7.0 |
| Network System Solutions | 39,047 | 40,655 | 1,608 | 4.1 | 1,287 | 3.3 |
| Percentage of net sales (\%) | 8.1 | 7.6 |  |  |  |  |
| Domestic | 37,242 | 38,038 | 796 | 2.1 | 796 | 2.1 |
| Overseas | 1,805 | 2,617 | 812 | 45.0 | 491 | 27.2 |
| Office Solutions Total | 411,802 | 452,838 | 41,036 | 10.0 | 16,821 | 4.1 |
| Percentage of net sales (\%) | 85.0 | 85.4 |  |  |  |  |
| Domestic | 188,763 | 189,711 | 948 | 0.5 | 948 | 0.5 |
| Overseas | 223,039 | 263,127 | 40,088 | 18.0 | 15,873 | 7.1 |
| The Americas | 93,041 | 98,657 | 5,616 | 6.0 | 519 | 0.6 |
| Europe | 107,310 | 138,259 | 30,949 | 28.8 | 14,867 | 13.9 |
| Other | 22,688 | 26,211 | 3,523 | 15.5 | 487 | 2.1 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 34,709 | 35,536 | 827 | 2.4 | 15 | 0.0 |
| Percentage of net sales (\%) | 7.2 | 6.7 |  |  |  |  |
| Domestic | 18,830 | 20,660 | 1,830 | 9.7 | 1,830 | 9.7 |
| Overseas | 15,879 | 14,876 | -1,003 | -6.3 | -1,815 | -11.4 |
| The Americas | 7,339 | 3,494 | -3,845 | -52.4 | -4,025 | -54.8 |
| Europe | 4,700 | 5,968 | 1,268 | 27.0 | 708 | 15.1 |
| Other | 3,840 | 5,414 | 1,574 | 41.0 | 1,502 | 39.1 |
| <Other> |  |  |  |  |  |  |
| Other | 38,065 | 41,739 | 3,674 | 9.7 | 3,150 | 8.3 |
| Percentage of net sales (\%) | 7.8 | 7.9 |  |  |  |  |
| Domestic | 32,838 | 34,363 | 1,525 | 4.6 | 1,525 | 4.6 |
| Overseas | 5,227 | 7,376 | 2,149 | 41.1 | 1,625 | 31.1 |
| The Americas | 255 | 1,023 | 768 | 301.2 | 748 | 293.3 |
| Europe | 1,500 | 2,622 | 1,122 | 74.8 | 827 | 55.1 |
| Other | 3,472 | 3,731 | 259 | 7.5 | 50 | 1.4 |
| Grand Total | 484,576 | 530,113 | 45,537 | 9.4 | 19,986 | 4.1 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 240,431 | 244,734 | 4,303 | 1.8 | 4,303 | 1.8 |
| Percentage of net sales (\%) | 49.6 | 46.2 |  |  |  |  |
| Overseas | 244,145 | 285,379 | 41,234 | 16.9 | 15,683 | 6.4 |
| Percentage of net sales (\%) | 50.4 | 53.8 |  |  |  |  |
| The Americas | 100,635 | 103,174 | 2,539 | 2.5 | -2,758 | -2.7 |
| Percentage of net sales (\%) | 20.8 | 19.5 |  |  |  |  |
| Europe | 113,510 | 146,849 | 33,339 | 29.4 | 16,402 | 14.4 |
| Percentage of net sales (\%) | 23.4 | 27.7 |  |  |  |  |
| Other | 30,000 | 35,356 | 5,356 | 17.9 | 2,039 | 6.8 |
| Percentage of net sales (\%) | 6.2 | 6.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 114.53$ | $¥ 120.77$ | ¥6.24 |  |  |  |
| EURO 1 | ¥143.78 | $¥ 162.72$ | $¥ 18.9$ |  |  |  |

*Each category includes the following product line
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
$\begin{array}{ll}\text { Network System Solutions } & \text { Personal computers, servers, network systems and network related software } \\ \text { Industrial Products } & \text { Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment }\end{array}$
Other

## 2. Forecast of Consolidated Performance

(Billions of yen)

|  | Three months ended | Three months ending |  |  | Half year ending |  | Year ending |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2007 <br> Results | Change <br> \% | Sept. 30, 2007 <br> Forecast | Change <br> \% | Sept. 30, 2007 <br> Forecast | Change <br> \% | March 31, 2008 <br> Forecast | Change <br> \% |
| Net sales | 530.1 | 9.4 | 537.5 | 7.0 | 1,067.7 | 8.2 | 2,250.0 | 8.8 |
| Gross profit | 228.7 | 12.9 | 222.4 | 8.3 | 451.2 | 10.6 | 940.0 | 9.0 |
| Operating income | 46.6 | 14.7 | 36.3 | 11.9 | 83.0 | 13.4 | 195.0 | 11.8 |
| Income from continuing operations before income taxes | 53.2 | 37.6 | 35.7 | 0.5 | 89.0 | 19.8 | 192.0 | 10.0 |
| Net income | 33.8 | 16.2 | 22.1 | -3.4 | 56.0 | 7.6 | 117.0 | 4.7 |
| Net income per share (yen) | 46.38 | - | 30.34 | - | 76.72 | - | 160.28 | - |
| Net income per share-diluted (yen) | 45.15 | - | 29.53 | - | 74.68 | - | 156.03 | - |
| Capital expenditures | 17.1 | - | 22.8 | - | 40.0 | - | 90.0 | - |
| Depreciation for tangible fixed assets | 16.8 | - | 19.1 | - | 36.0 | - | 76.0 | - |
| R\&D expenditures | 27.2 | - | 33.7 | - | 61.0 | - | 128.0 | - |
| Exchange rate (Yen/US\$) | 120.77 | - | 115.00 | - | 117.89 | - | 116.44 | - |
| Exchange rate (Yen/EURO) | 162.72 | - | 155.00 | - | 158.86 | - | 156.93 | - |

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

| of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending September 30, 2007 |  |  |  | Year ending March 31, 2008 |  |  |  |
|  | Forecast | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | Change <br> \% | Forecast(*) | Change $\%$ |
| <Office Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 813.0 | 9.3 | 784.9 | 5.6 | 1,735.2 | 9.8 | 1,714.0 | 8.5 |
| Domestic | 299.2 | 1.7 | 299.2 | 1.7 | 625.6 | 3.6 | 625.6 | 3.6 |
| Overseas | 513.7 | 14.4 | 485.6 | 8.1 | 1,109.5 | 13.7 | 1,088.3 | 11.5 |
| Network System Solutions | 99.2 | 5.1 | 98.9 | 4.7 | 206.1 | 6.1 | 205.8 | 5.9 |
| Domestic | 93.4 | 4.2 | 93.4 | 4.2 | 195.1 | 5.7 | 195.1 | 5.7 |
| Overseas | 5.8 | 20.8 | 5.4 | 13.1 | 11.0 | 14.3 | 10.6 | 11.0 |
| Office Solutions Total | 912.2 | 8.9 | 883.8 | 5.5 | 1,941.4 | 9.4 | 1,919.9 | 8.2 |
| Domestic | 392.7 | 2.3 | 392.7 | 2.3 | 820.8 | 4.1 | 820.8 | 4.1 |
| Overseas | 519.5 | 14.4 | 491.0 | 8.2 | 1,120.5 | 13.7 | 1,099.0 | 11.5 |
| The Americas | 204.6 | 7.2 | 200.8 | 5.2 | 458.6 | 13.1 | 462.7 | 14.1 |
| Europe | 261.9 | 22.3 | 240.3 | 12.2 | 555.7 | 15.8 | 533.1 | 11.1 |
| Other | 52.9 | 8.1 | 49.8 | 1.9 | 106.2 | 5.8 | 103.1 | 2.7 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 71.8 | 5.2 | 70.7 | 3.7 | 141.5 | 6.1 | 140.5 | 5.4 |
| Domestic | 42.0 | 9.3 | 42.0 | 9.3 | 79.3 | 4.1 | 79.3 | 4.1 |
| Overseas | 29.7 | 0.1 | 28.7 | -3.5 | 62.1 | 8.7 | 61.2 | 7.0 |
| The Americas | 7.7 | -35.5 | 7.6 | -37.0 | 16.5 | -14.4 | 16.6 | -14.3 |
| Europe | 11.1 | 19.0 | 10.3 | 10.4 | 21.7 | 12.3 | 20.8 | 7.6 |
| Other | 10.8 | 30.5 | 10.7 | 29.6 | 23.8 | 29.3 | 23.7 | 28.9 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 83.5 | 3.7 | 83.0 | 3.0 | 167.0 | 3.7 | 166.5 | 3.4 |
| Domestic | 69.9 | -0.1 | 69.9 | -0.1 | 139.8 | 1.8 | 139.8 | 1.8 |
| Overseas | 13.6 | 28.8 | 13.1 | 23.4 | 27.2 | 14.6 | 26.7 | 12.6 |
| The Americas | 1.6 | 188.3 | 1.6 | 193.6 | 2.5 | 56.9 | 2.6 | 65.0 |
| Europe | 4.7 | 60.1 | 4.3 | 46.7 | 9.6 | 21.5 | 9.2 | 16.5 |
| Other | 7.3 | 3.1 | 7.1 | 0.2 | 15.0 | 6.0 | 14.8 | 4.6 |
| Grand Total | 1,067.7 | 8.2 | 1,037.5 | 5.1 | 2,250.0 | 8.8 | 2,227.0 | 7.6 |
| Domestic | 504.7 | 2.5 | 504.7 | 2.5 | 1,040.0 | 3.8 | 1,040.0 | 3.8 |
| Overseas | 563.0 | 13.9 | 532.8 | 7.8 | 1,210.0 | 13.4 | 1,187.0 | 11.3 |
| The Americas | 214.0 | 5.2 | 210.0 | 3.2 | 477.7 | 12.0 | 481.9 | 13.0 |
| Europe | 277.8 | 22.7 | 255.0 | 12.6 | 587.1 | 15.8 | 563.2 | 11.1 |
| Other | 71.0 | 10.4 | 67.7 | 5.3 | 145.1 | 9.1 | 141.7 | 6.6 |

* Excluding foreign exchange impact


[^0]:    * The Company bases the forecast estimates for the fiscal 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.

