## QUARTERLY REPORT

First Quarter ended June 30, 2008
(Results for the Period from April 1, 2008 to June 30, 2008)

## Performance Outline (Consolidated)

|  |  |  |  | (Bil | ons of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2008 Results | Three months ended June 30, 2007 Results | Change | Year ending March 31, 2009 Forecast | Change |
| Domestic sales | 233.8 | 244.7 | -4.4\% | 1,038.0 | 2.2\% |
| Overseas sales | 287.7 | 285.3 | 0.8\% | 1,222.0 | 1.5\% |
| Net sales | 521.5 | 530.1 | -1.6\% | 2,260.0 | 1.8\% |
| Gross profit | 228.3 | 228.7 | -0.2\% | 932.0 | 0.5\% |
| Operating income | 39.7 | 46.6 | -14.7\% | 180.0 | -0.8\% |
| Income before income taxes | 43.7 | 53.2 | -17.9\% | 176.0 | 0.8\% |
| Net income | 25.7 | 33.8 | -24.0\% | 108.0 | 1.4\% |
| Exchange rate (Yen/US\$) | 104.66 | 120.77 | -16.11 | 101.17 | -13.23 |
| Exchange rate (Yen/EURO) | 163.48 | 162.72 | 0.76 | 160.87 | -0.82 |
| Net income per share-basic (yen) | 35.71 | 46.38 | -10.67 | 149.81 | 3.77 |
| Net income per share-diluted (yen) | 34.75 | 45.15 | -10.40 | 145.78 | 3.63 |
| Cash flows from operating activities | 10.2 | 21.4 | -11.1 | - | - |
| Cash flows from investing activities | -30.7 | -107.2 | 76.5 | - | - |
| Cash flows from financing activities | 18.0 | -2.8 | 20.9 | - | - |
| Cash and cash equivalents at end of period | 174.2 | 171.6 | 2.6 | - | - |
| Capital expenditures | 20.4 | 17.1 | 3.3 | 90.0 | 4.7 |
| Depreciation for tangible fixed assets | 17.7 | 16.8 | 0.8 | 75.0 | 2.2 |
| R\&D expenditures | 31.7 | 27.2 | 4.5 | 130.0 | 3.9 |


|  | June 30, 2008 | March 31, 2008 | Change |
| :--- | ---: | ---: | ---: |
| Total assets |  |  |  |
| Shareholders' investment | $2,304.7$ | $2,214.3$ | 90.4 |
| Interest-bearing debt | $1,123.4$ | $1,080.1$ | 43.2 |
| Equity ratio (\%) | 420.1 | 384.3 | 35.8 |
| Shareholders' investment per share (yen) | 48.7 | 48.8 | -0.1 |

## Ricoh Company, Ltd.

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## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the First Quarter Ended June 30, 2008 (U.S. GAAP Financial Information)

1. Results for the Period from April 1, 2008 to June 30, 2008

| (1) Operating Results |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Three months ended <br> June 30, 2008 | June 30, 2007 |
| Net sales | 521,574 | 530,113 |
| (\% change from the previous corresponding period) | - | 9.4 |
| Operating income | 39,750 | 46,616 |
| (\% change from the previous corresponding period) | - | 14.7 |
| Income before income taxes | 43,735 | 53,264 |
| (\% change from the previous corresponding period) | - | 37.6 |
| Net income | 25,743 | 33,855 |
| (\% change from the previous corresponding period) | - | 16.2 |
| Net income per share-basic (yen) | 35.71 | 46.38 |
| Net income per share-diluted (yen) | 34.75 | 45.15 |


| (2) Financial Position |  | (Millions of yen) |
| :--- | ---: | ---: |
| Total assets | June 30, 2008 | March 31, 2008 |
| Shareholders' Investment | $2,304,769$ | $2,214,368$ |
| Equity ratio (\%) | $1,123,460$ | $1,080,196$ |
| Shareholders' investment per share (yen) | 48.7 | 48.8 |

## 2. Dividend information

|  | Year ended <br> March 31, 2008 <br> (Results) | Year ending <br> March 31, 2009 <br> (Forecast) |
| :--- | :--- | :--- |
| Cash dividends, applicable to the year (yen) | 33.00 | 37.00 |
| Interim (yen) | 16.00 | 18.00 |
| Year-end (yen) | 17.00 | 19.00 |

Notes: Revision of expected dividends during this period: No

| 3. Forecast of Operating Results from April 1, 2008 to March 31, 2009 |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Half year ending <br> September 30, 2008 | Year ending <br> March 31, 2009 |
| Net sales | $1,088,000$ | $2,260,000$ |
| Operating income | 72,500 | 180,000 |
| Income before income taxes | 72,000 | 176,000 |
| Net income | 42,800 | 108,000 |
| Net income per share (yen) | 59.37 | 149.81 |

Notes: Revision of forecast of consolidated operating results during this period: Yes

## 4. Others

(1) Changes in significant subsidiaries: No
(2) Changes in accounting method: Yes

* For details see "4.Others"on page 5.
(3) Number of common stock outstanding (including treasury stock):

As of June 30, 2008 744,912,078 shares As of March 31, 2008 744,912,078 shares
(4) Number of treasury stock:

As of June 30, 2008 23,991,766 shares As of March 31, 2008 23,960,828 shares
(5) Average number of common stock:

As of June 30, 2008 720,931,645 shares As of March 31, 2008 729,953,364 shares

## Consolidated Performance

## 1. Operating results

## *Overview

Consolidated net sales of Ricoh Group for the first quarter of fiscal year 2009 (the three months period from April 1, 2008 to June 30, 2008) decreased by $1.6 \%$ as compared to the previous corresponding period, to $¥ 521.5$ billion. During this quarter, the average yen exchange rates were $¥$ 104.66 against the U.S. dollar (up $¥ 16.11$ ) and $¥ 163.48$ against the Euro (down $¥ 0.76$ ). Net sales would have increased by $1.9 \%$ excluding impact of such foreign currency exchange fluctuation.

As for Japan, while sales of PPCs (plain paper copiers), MFPs (multifunctional printers) and laser printers, especially color models, increased, sales of black \& white PPCs and MFPs as well as sales in Industrial Products and Other segments decreased. Consequently, overall domestic sales decreased by $4.4 \%$ as compared to the previous corresponding period.

As for overseas, despite the appreciation of the Yen against the U.S. dollar, the increase in sales of color MFPs and color laser printers contributed to the favorable performance in each geographic area to strengthen its sales structures and expand printer business operations. Although sales in the Americas decreased by $1.5 \%(+13.6 \%$, excluding foreign currency exchange fluctuation) due mainly to economic downturns and the appreciation of the Yen against the U.S. dollar, sales in Europe increased by $1.2 \%(+1.5 \%$, excluding foreign currency exchange fluctuation) and sales in Other, comprised of China, South East Asia and Oceania, increased by $5.7 \%(+12.6 \%$, excluding foreign currency exchange fluctuation). As a result, sales in the overseas market increased by $0.8 \%$ as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $7.3 \%$ as compared to the previous corresponding period.

Although gross profit decreased by $0.2 \%$ as compared to the previous corresponding period, to $¥$ 228.3 billion due mainly to decrease in sales, the appreciation of the Yen, gross profit as a percentage of net sales increased by 0.6 percentage point as compared to the previous corresponding period, to $43.8 \%$. This increase primarily reflects the increase in sales derived from the value-added high-margin products and cost reduction.

Selling, general and administrative expenses increased by $3.6 \%$ as compared to the previous corresponding period, to $¥ 188.6$ billion due to the increase of expenses relating to expanding printer business operations and R\&D activity.

As a result, operating income decreased by $14.7 \%$ as compared to the previous corresponding period, to $¥ 39.7$ billion.

Other (income) expenses, foreign exchange gain decreased as compared to the previous corresponding period. As a result, income before income taxes decreased by $17.9 \%$ as compared to the previous corresponding period, to $¥ 43.7$ billion.

As a result, net income decreased by $24.0 \%$ as compared to the previous corresponding period, to $¥$ 25.7 billion.

## *Conditions by Product Line

Imaging \& Solutions (Sales up 0.5\% to $¥ 455.2$ billion)
Imaging Solutions (Sales down $0.5 \%$ to $¥ 410.1$ billion)
As for PPCs and MFPs, while sales of color products remained steady, sales of monochrome products decreased significantly as compared to the previous corresponding period.

As for printers, sales increased both in Japan and overseas, reflecting Ricoh's continuing effort to strengthen its sales structures and expand printer business operations.

Excluding effects of foreign currency fluctuations, net sales in this category would have increased by $3.6 \%$ as compared to the previous corresponding period.

## Network System Solutions (Sales up $11.0 \%$ to $¥ 45.1$ billion)

Sales in this category increased by $11.0 \%$ as compared to the previous corresponding period, to $¥ 45.1$ billion. Excluding effects of foreign currency fluctuations, net sales in this category would have increased as compared to the previous corresponding period, to $¥ 5.0$ billion.

Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was $¥ 4.6$ billion.

As a result, sales in the Imaging \& Solutions segment increased by $0.5 \%$ as compared to the previous corresponding period, to $¥$ 455.2 billion. Operating income decreased by $8.8 \%$ as compared to the previous corresponding period, to $¥ 55.4$ billion due to the increase of expenses relating to the R\&D activity and the expansion of its business operations as well as the appreciation of the Yen against U.S. dollar.

## Industrial Products (Sales down $6.9 \%$ to $¥ 33.0$ billion)

Sales in the Industrial Products segment decreased by $6.9 \%$ as compared to the previous corresponding period, to $¥ 33.0$ billion. Sales of electronic components in Japan decreased.
As a result, operating income in the Industrial Products segment was $¥ 1.0$ billion ( $¥ 1.1$ billion for the previous corresponding period).

## Other (Sales down $20.4 \%$ to $¥ 33.2$ billion)

Net sales in the Other segment decreased by $20.4 \%$ as compared to the previous corresponding period, to $¥ 33.2$ billion. Sales of financing business decreased in Japan and sales of digital cameras decreased both in Japan and overseas.
As a result operating income in the Other segment was $¥ 0.5$ billion ( $¥ 0.8$ billion for the previous corresponding period).

## 2. Financial Position

*Assets, Liabilities and Shareholders' Investment
For Assets, inventories increased from the end of the previous period. Assets denominated in foreign currency increased due primarily to the foreign currency exchange fluctuations from the end of the previous period. As a result, total assets increased by $¥$ 90.4 billion, to $¥ 2,304.7$ billion.

For Liabilities, short-term borrowings increased. As a result, total liabilities increased by $¥ 46.1$ billion, to $¥ 1,122.0$ billion.
Shareholders' investment increased by $¥ 43.2$ billion, to $¥ 1,123.4$ billion due primarily to the fact that the decrease by dividends payment was sufficiently offset by the increase by earning profit, and an increase in cumulative translation adjustments for foreign currency exchange fluctuations.
*Cash Flows (Three months from April 1, 2008 to June 30, 2008)

Net cash provided by operating activities in this period decreased by $¥ 11.1$ billion as compared to the previous corresponding period, to $¥ 10.2$ billion. Net income decreased and inventories increased as compared to the previous corresponding period.

Net cash used in investing activities in this period decreased by $¥ 76.5$ billion as compared to the previous corresponding period, to $¥ 30.7$ billion. Net cash used in investing activities in the previous corresponding period consisted primarily of a payment in connection with the establishment and commencement of a joint venture company with IBM Corporation.
As a result, free cash flows generated by operating and investing activities decreased by $¥ 65.3$ billion as compared to the previous corresponding period, to cash outflows of $¥ 20.4$ billion.

Net cash used in financing activities amounted to $¥ 18.0$ billion due primarily to an increase in short-term borrowings.
As a result, cash and cash equivalents at the end of this first quarter increased by $¥ 3.6$ billion as compared to the end of the preceding fiscal year, to $¥ 174.2$ billion.

## 3. Forecast for the entire fiscal year

As for the forecast of business results for the first half of fiscal year ending March 31, 2009, we have revised downward our forecast of sales and upward our forecast of income before income taxes from announced in April 2008. This revision reflects the first quarter result and so on.

Ricoh has not changed its fiscal forecast for the year ending March 31, 2009 that previously announced in April 2008 although the exchange rate fluctuations would effect its financial statements as with this first quarter results.
Ricoh assumes that exchange rates of $¥ 100.00$ against the U.S. dollar and of $¥ 160.00$ against the Euro in and after the second quarter, which were the same forecast that announced in April 2008. The actual exchange rates during the first quarter were incorporated in annual exchange rates assumption.

Our performance forecast for fiscal year 2009 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2009
US\$ $1=¥ 101.17$ ( $¥ 114.40$ in previous fiscal year)
EURO $1=¥ 160.87$ ( $¥ 161.69$ in previous fiscal year)

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Year ending <br> March 31, 2009 <br> (Forecast) | Year ended <br> March 31, 2008 <br> (Results) | Change |

* Ricoh bases the forecast estimates for the year ending March 31, 2009 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## 4. Others

(1) Changes in significant subsidiaries:

Not applicable
(2) Changes in accounting method:

Adoption of new accounting standards:
i. In September 2006, the FASB issued SFAS No.157, "Fair Value Measurements". The effect that adoption of SFAS 157 has on its consolidated results of operations and financial condition was not material.
ii. In September 2006, the FASB issued SFAS 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans". The effect that adoption of SFAS 158 has on its consolidated results of operations and financial condition was not material.

## 5. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

| Assets |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | June 30, 2008 | March 31, 2008 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 176,237 | 172,138 | 4,099 |
| Trade receivables | 718,115 | 699,043 | 19,072 |
| Inventories | 218,752 | 192,023 | 26,729 |
| Other current assets | 62,663 | 60,936 | 1,727 |
| Total Current Assets | 1,175,767 | 1,124,140 | 51,627 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 257,307 | 254,633 | 2,674 |
| Finance receivables | 461,764 | 445,436 | 16,328 |
| Other investments | 409,931 | 390,159 | 19,772 |
| Total Fixed Assets | 1,129,002 | 1,090,228 | 38,774 |
| Total Assets | 2,304,769 | 2,214,368 | 90,401 |
| Note: |  |  |  |
| Contents of cash and time deposits; |  |  |  |
| Cash and cash equivalents | 174,259 | 170,607 |  |
| Time deposits | 1,978 | 1,531 |  |
| Liabilities and Shareholders' Investment |  |  | (Millions of yen) |
|  | June 30, 2008 | March 31, 2008 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 352,009 | 360,569 | -8,560 |
| Short-term borrowings | 201,724 | 158,442 | 43,282 |
| Other current liabilities | 211,061 | 194,745 | 16,316 |
| Total Current Liabilities | 764,794 | 713,756 | 51,038 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 218,449 | 225,930 | -7,481 |
| Accrued pension and severance costs | 99,109 | 99,830 | -721 |
| Other fixed liabilities | 39,729 | 36,373 | 3,356 |
| Total Fixed Liabilities | 357,287 | 362,133 | -4,846 |
| Total Liabilities | 1,122,081 | 1,075,889 | 46,192 |
| Minority Interest | 59,228 | 58,283 | 945 |
| Shareholders' Investment |  |  |  |
| Common stock | 135,364 | 135,364 |  |
| Additional paid-in capital | 186,447 | 186,448 | -1 |
| Retained earnings | 848,725 | 835,238 | 13,487 |
| Accumulated other comprehensive income (loss) | -1,188 | -31,005 | 29,817 |
| Treasury stock | -45,888 | -45,849 | -39 |
| Total Shareholders' Investment | 1,123,460 | 1,080,196 | 43,264 |
| Total Liabilities and Shareholders' Investment | 2,304,769 | 2,214,368 | 90,401 |
| Note: |  |  |  |
| Other comprehensive income; |  |  |  |
| Net unrealized holding gains on available-for-sale securities | 3,619 | 1,316 | 2,303 |
| Pension liability adjustments | -19,132 | -20,788 | 1,656 |
| Net unrealized gains (losses) on derivative instruments | -27 | -408 | 381 |
| Cumulative translation adjustments | 14,352 | -11,125 | 25,477 |
| Reference: Exchange rate | June 30, 2008 | March 31, 2008 |  |
| US\$ 1 | $¥ 106.42$ | ¥100.19 |  |
| EURO 1 | $¥ 168.07$ | ¥158.19 |  |



| Consolidated Sales by Product Category |  |  | (Millions of yen) |
| :--- | :---: | :---: | :---: | :---: |
|  | Three months ended <br> June 30, 2008 | Three months ended <br> June 30, 2007 | Change |

* Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was $¥ 4,692$ million.

| Consolidated Sales by Geographic Area | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2008 | Three months ended June 30, 2007 | Change | \% |
| <Domestic> | 233,869 | 244,734 | -10,865 | $-4.4$ |
| Percentage of net sales (\%) | 44.8 | 46.2 |  |  |
| <Overseas> | 287,705 | 285,379 | 2,326 | 0.8 |
| Percentage of net sales (\%) | 55.2 | 53.8 |  |  |
| The Americas | 101,664 | 103,174 | -1,510 | -1.5 |
| Percentage of net sales (\%) | 19.5 | 19.5 |  |  |
| Europe | 148,671 | 146,849 | 1,822 | 1.2 |
| Percentage of net sales (\%) | 28.5 | 27.7 |  |  |
| Other | 37,370 | 35,356 | 2,014 | 5.7 |
| Percentage of net sales (\%) | 7.2 | 6.6 |  |  |
| Grand Total | 521,574 | 530,113 | -8,539 | -1.6 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |

(3) Consolidated Statements of Cash Flows

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | Three months ended June 30, 2008 | Three months ended June 30, 2007 |
| I. Cash Flows from Operating Activities: |  |  |
| Net income | 25,743 | 33,855 |
| Adjustments to reconcile net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 24,312 | 21,652 |
| Equity in earnings of affiliates, net of dividends received | -7 | 170 |
| Deferred income taxes | -2,654 | 1,236 |
| Loss on disposals and sales of tangible fixed assets | 348 | 126 |
| Pension and severance costs, less payments | 695 | -3,074 |
| Changes in assets and liabilities- |  |  |
| Decrease in trade receivables | 238 | 4,886 |
| Increase in inventories | -18,258 | -14,148 |
| Increase in finance receivables | -11,369 | -4,068 |
| Decrease in trade payables | -16,658 | -13,989 |
| Increase (Decrease) in accrued income taxes and accrued expenses and other | 9,427 | -32 |
| Other, net | -1,552 | -5,189 |
| Net cash provided by operating activities | 10,265 | 21,425 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 0 | 56 |
| Expenditures for property, plant and equipment | -20,414 | -17,104 |
| Payments for purchases of available-for-sale securities | -504 | -24,261 |
| Proceeds from sales of available-for-sale securities | 224 | 24,421 |
| Increase in time deposits | -377 | -131 |
| Other, net | -9,631 | -90,223 |
| Net cash used in investing activities | -30,702 | -107,242 |
| III. Cash Flows from Financing Activities: |  |  |
| Proceeds from long-term indebtedness | 13,777 | 9,683 |
| Repayment of long-term indebtedness | -17,515 | -22,562 |
| Increase in short-term borrowings, net | 34,484 | 31,441 |
| Repayment of long-term debt securities | - | -10,000 |
| Dividends paid | -12,256 | -10,950 |
| Payment for purchase of treasury stock | -54 | -186 |
| Other, net | -387 | -308 |
| Net cash used in financing activities | 18,049 | -2,882 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | 6,040 | 4,564 |
| V. Net Increase (Decrease) in Cash and Cash Equivalents | 3,652 | -84,135 |
| VI. Cash and Cash Equivalents at Beginning of Year | 170,607 | 255,737 |
| VII. Cash and Cash Equivalents at End of Period | 174,259 | 171,602 |

## (4) Notes on premise going concern

Not applicable

## (5) Segment Information

(a) Operating Segments Information

|  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended | Three months ended |  |
| June 30, 2008 | June 30, 2007 | Change | $\%$ |

Imaging \& Solutions:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Unaffiliated customers | 455,258 | 452,838 | 2,420 | 0.5 |
| Intersegment | - | - | - | - |
| $\quad$ Total | 455,258 | 452,838 | 2,420 | 0.5 |
| Operating expenses | 399,840 | 392,081 | 7,759 | 2.0 |
| Operating income | 55,418 | 60,757 | $-5,339$ | -8.8 |
| $\quad$ Operating income on sales in Imaging \& Solutions (\%) | 12.2 | 13.4 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| $\quad$ Unaffiliated customers | 33,095 | 35,536 | $-2,441$ | -6.9 |
| $\quad$ Intersegment | 1,158 | 1,119 | 39 | 3.5 |
| $\quad$ Total | 34,253 | 36,655 | $-2,402$ | -6.6 |
| Operating expenses | 33,247 | 35,554 | $-2,307$ | -6.5 |
| Operating income | 1,006 | 1,101 | -95 | -8.6 |
| $\quad$ Operating income on sales in Industrial Products (\%) | 2.9 | 3.0 |  |  |

Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Unaffiliated customers | 33,221 | 41,739 | $-8,518$ |  |
| Intersegment | - | - | - |  |
| Total | 33,221 | 41,739 | $-8,518$ |  |
| Operating expenses | 32,708 | -20.4 |  |  |
| Operating income | 513 | $-80,897$ | $-8,189$ | -20.0 |
| Operating income on sales in Other $(\%)$ | 1.5 | -39.1 |  |  |

## Corporate and Eliminations:

Net sales:

| Intersegment | $-1,158$ | $-1,119$ | -39 | - |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Total | $-1,158$ | $-1,119$ | -39 | - |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-1,157$ | $-1,117$ | -40 | - |
| Corporate | 17,186 | 16,082 | 1,104 | - |
| $\quad$ Total | 16,029 | 14,965 | 1,064 | - |
| Operating income | $-17,187$ | $-16,084$ | $-1,103$ | - |
| Consolidated: |  |  |  |  |
| Net sales: | 521,574 |  | - |  |
| $\quad$ Unaffiliated customers | - | 530,113 | $-8,539$ | -1.6 |
| $\quad$ Intersegment | 521,574 | - | - | - |
| $\quad$ Total | 481,824 | 530,113 | $-8,539$ | -1.6 |
| Operating expenses | 39,750 | 483,497 | $-1,673$ | -0.3 |
| Operating income | 76,616 | $-6,866$ | -14.7 |  |
| $\quad$ Operating income on consolidated net sales $(\%)$ | 7.6 | 8.8 |  |  |

(b) Geographic Segments Information
(Millions of yen)

|  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended | Three months ended |  | Change |

Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 241,120 | 252,126 | $-11,006$ | -4.4 |
| Intersegment | 123,371 | 141,627 | $-18,256$ | -12.9 |
| Total | 364,491 | 393,753 | $-29,262$ | -7.4 |
| Operating expenses | 338,415 | 358,680 | $-20,265$ | -5.6 |
| Operating income | 26,076 | 35,073 | $-8,997$ | -25.7 |
| $\quad$ Operating income on sales in Japan (\%) | 7.2 | 8.9 |  |  |
| The Americas: |  |  |  |  |
| Net sales: | 101,285 |  |  |  |
| $\quad$ External customers | 1,224 | 102,511 | $-1,226$ | -1.2 |
| Intersegment | 102,509 | 829 | 395 | 47.6 |
| $\quad$ Total | 103,722 | 103,340 | -831 | -0.8 |
| Operating expenses | $-1,213$ | 101,504 | 2,218 | 2.2 |
| Operating income | $-1,2$ | 1,836 | $-3,049$ | - |
| $\quad$ Operating income on sales in the Americas (\%) |  | 1.8 |  |  |
| Eres |  |  |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 148,256 | 146,618 | 1,638 | 1.1 |
| Intersegment | 723 | 1,210 | -487 | -40.2 |
| Total | 148,979 | 147,828 | 1,151 | 0.8 |
| Operating expenses | 137,310 | 141,063 | $-3,753$ | -2.7 |
| Operating income | 11,669 | 6,765 | 4,904 | 72.5 |
| Operating income on sales in Europe (\%) | 7.8 | 4.6 |  |  |
| Ot |  |  |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ External customers | 30,913 | 28,858 | 2,055 | 7.1 |
| Intersegment | 43,927 | 47,426 | $-3,499$ | -7.4 |
| Total | 74,840 | 76,284 | $-1,444$ | -1.9 |
| Operating expenses | 70,273 | 70,614 | -341 | -0.5 |
| Operating income | 4,567 | 5,670 | $-1,103$ | -19.5 |
| $\quad$ Operating income on sales in Other $(\%)$ | 6.1 | 7.4 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-169,245$ | $-191,092$ | 21,847 | - |
| $\quad$ Total | $-169,245$ | $-191,092$ | 21,847 | - |
| Operating expenses | $-167,896$ | $-188,364$ | 20,468 | - |
| Operating income | $-1,349$ | $-2,728$ | 1,379 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 521,574 |  |  |  |
| $\quad$ External customers | - | 530,113 | $-8,539$ | -1.6 |
| $\quad$ Intersegment | 521,574 | - | - | - |
| $\quad$ Total | 481,824 | 530,113 | $-8,539$ | -1.6 |
| Operating expenses | 39,750 | 483,497 | $-1,673$ | -0.3 |
| Operating income | 7.6 | 46,616 | $-6,866$ | -14.7 |
| $\quad$ Operating income on consolidated net sales (\%) | 8.8 |  |  |  |

## (6) Notes on significant changes in shareholders' investment

Not applicable

## -APPENDIX- (Three months ended June 30, 2008)

## 1. Consolidated Sales by Product Category

| (Millions of ye |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2008 | Three months ended June 30, 2007 | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 410,118 | 412,183 | -2,065 | -0.5 | 14,884 | 3.6 |
| Percentage of net sales (\%) | 78.6 | 77.8 |  |  |  |  |
| Domestic | 148,069 | 151,673 | -3,604 | -2.4 | -3,604 | -2.4 |
| Overseas | 262,049 | 260,510 | 1,539 | 0.6 | 18,488 | 7.1 |
| Network System Solutions | 45,140 | 40,655 | 4,485 | 11.0 | 5,009 | 12.3 |
| Percentage of net sales (\%) | 8.7 | 7.6 |  |  |  |  |
| Domestic | 37,337 | 38,038 | -701 | -1.8 | -701 | -1.8 |
| Overseas | 7,803 | 2,617 | 5,186 | 198.2 | 5,710 | 218.2 |
| Imaging \& Solutions Total | 455,258 | 452,838 | 2,420 | 0.5 | 19,893 | 4.4 |
| Percentage of net sales (\%) | 87.3 | 85.4 |  |  |  |  |
| Domestic | 185,406 | 189,711 | -4,305 | -2.3 | -4,305 | -2.3 |
| Overseas | 269,852 | 263,127 | 6,725 | 2.6 | 24,198 | 9.2 |
| The Americas | 97,360 | 98,657 | -1,297 | -1.3 | 13,668 | 13.9 |
| Europe | 141,904 | 138,259 | 3,645 | 2.6 | 4,037 | 2.9 |
| Other | 30,588 | 26,211 | 4,377 | 16.7 | 6,493 | 24.8 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 33,095 | 35,536 | -2,441 | -6.9 | -1,846 | -5.2 |
| Percentage of net sales (\%) | 6.3 | 6.7 |  |  |  |  |
| Domestic | 18,518 | 20,660 | -2,142 | -10.4 | -2,142 | -10.4 |
| Overseas | 14,577 | 14,876 | -299 | -2.0 | 296 | 2.0 |
| The Americas | 3,879 | 3,494 | 385 | 11.0 | 946 | 27.1 |
| Europe | 5,755 | 5,968 | -213 | -3.6 | -234 | -3.9 |
| Other | 4,943 | 5,414 | -471 | -8.7 | -416 | -7.7 |
| <Other> |  |  |  |  |  |  |
| Other | 33,221 | 41,739 | -8,518 | -20.4 | -8,177 | -19.6 |
| Percentage of net sales (\%) | 6.4 | 7.9 |  |  |  |  |
| Domestic | 29,945 | 34,363 | -4,418 | -12.9 | -4,418 | -12.9 |
| Overseas | 3,276 | 7,376 | -4,100 | -55.6 | -3,759 | -51.0 |
| The Americas | 425 | 1,023 | -598 | -58.5 | -537 | -52.5 |
| Europe | 1,012 | 2,622 | -1,610 | -61.4 | -1,610 | -61.4 |
| Other | 1,839 | 3,731 | -1,892 | -50.7 | -1,612 | -43.2 |
| Grand Total | 521,574 | 530,113 | -8,539 | -1.6 | 9,870 | 1.9 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 233,869 | 244,734 | -10,865 | -4.4 | -10,865 | -4.4 |
| Percentage of net sales (\%) | 44.8 | 46.2 |  |  |  |  |
| Overseas | 287,705 | 285,379 | 2,326 | 0.8 | 20,735 | 7.3 |
| Percentage of net sales (\%) | 55.2 | 53.8 |  |  |  |  |
| The Americas | 101,664 | 103,174 | -1,510 | -1.5 | 14,077 | 13.6 |
| Percentage of net sales (\%) | 19.5 | 19.5 |  |  |  |  |
| Europe | 148,671 | 146,849 | 1,822 | 1.2 | 2,193 | 1.5 |
| Percentage of net sales (\%) | 28.5 | 27.7 |  |  |  |  |
| Other | 37,370 | 35,356 | 2,014 | 5.7 | 4,465 | 12.6 |
| Percentage of net sales (\%) | 7.2 | 6.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | $¥ 104.66$ | $¥ 120.77$ | ¥-16.1 |  |  |  |
| EURO 1 | $¥ 163.48$ | $¥ 162.72$ | $¥ 0.76$ |  |  |  |

*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
Personal computers, servers, network systems and network related software
Industrial Products Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment
Other Optical discs and digital cameras

[^1]
## 2. Forecast of Consolidated Performance

(Billions of yen)

|  | Three months ended | Three months ending |  |  | Half year ending |  | Year endi |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 <br> Results | Change \% | Sept. 30, 2008 <br> Forecast | Change $\%$ | Sept. 30, 2008 <br> Forecast | Change \% | March 31, 2009 <br> Forecast | Change $\%$ |
| Net sales | 521.5 | -1.6 | 566.4 | 1.5 | 1,088.0 | -0.0 | 2,260.0 | 1.8 |
| Gross profit | 228.3 | -0.2 | 221.1 | -0.6 | 449.5 | -0.4 | 932.0 | 0.5 |
| Operating income | 39.7 | -14.7 | 32.7 | -13.7 | 72.5 | -14.3 | 180.0 | -0.8 |
| Income before income taxes | 43.7 | -17.9 | 28.2 | -11.1 | 72.0 | -15.3 | 176.0 | 0.8 |
| Net income | 25.7 | -24.0 | 17.0 | -11.6 | 42.8 | -19.5 | 108.0 | 1.4 |
| Net income per share-basic (yen) | 35.71 |  | 23.66 |  | 59.37 |  | 149.81 |  |
| Net income per share-diluted (yen) | 34.75 | - | 23.02 |  | 57.77 |  | 145.78 | - |
| Capital expenditures | 20.4 | - | 25.0 |  | 45.5 |  | 90.0 | - |
| Depreciation for tangible fixed assets | 17.7 | - | 18.7 | - | 36.5 |  | 75.0 | - |
| R\&D expenditures | 31.7 | - | 32.2 | - | 64.0 | - | 130.0 | - |
| Exchange rate (Yen/US\$) | 104.66 | - | 100.00 |  | 102.33 |  | 101.17 | - |
| Exchange rate (Yen/EURO) | 163.48 | - | 160.00 | - | 161.74 | - | 160.87 | - |

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

|  | (Billions of yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending September 30, 2008 |  |  |  | Year ending March 31, 2009 |  |  |  |
|  | Forecast | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Forecast(*) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ |
| <Imaging \& Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 839.5 | 1.5 | 875.8 | 5.9 | 1,748.5 | 2.3 | 1,804.6 | 5.6 |
| Domestic | 305.3 | 2.9 | 305.3 | 2.9 | 636.7 | 4.6 | 636.7 | 4.6 |
| Overseas | 534.1 | 0.6 | 570.4 | 7.5 | 1,111.7 | 1.0 | 1,167.8 | 6.1 |
| Network System Solutions | 108.3 | 11.4 | 109.5 | 12.7 | 228.3 | 14.1 | 230.1 | 15.0 |
| Domestic | 93.1 | 1.7 | 93.1 | 1.7 | 195.9 | 4.2 | 195.9 | 4.2 |
| Overseas | 15.1 | 171.2 | 16.4 | 193.0 | 32.3 | 171.3 | 34.2 | 186.6 |
| Imaging \& Solutions Total | 947.8 | 2.5 | 985.4 | 6.6 | 1,976.8 | 3.5 | 2,034.8 | 6.6 |
| Domestic | 398.5 | 2.6 | 398.5 | 2.6 | 832.7 | 4.5 | 832.7 | 4.5 |
| Overseas | 549.3 | 2.4 | 586.9 | 9.4 | 1,144.1 | 2.8 | 1,202.1 | 8.1 |
| The Americas | 198.2 | -3.9 | 231.4 | 12.2 | 400.4 | -3.8 | 452.2 | 8.6 |
| Europe | 284.3 | 4.7 | 286.5 | 5.5 | 603.5 | 5.6 | 607.5 | 6.3 |
| Other | 66.7 | 14.3 | 68.8 | 17.9 | 140.1 | 12.5 | 142.2 | 14.2 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 67.1 | -13.3 | 68.4 | -11.6 | 137.0 | -5.0 | 139.0 | -3.6 |
| Domestic | 37.7 | -14.8 | 37.7 | -14.8 | 76.1 | -2.7 | 76.1 | -2.7 |
| Overseas | 29.4 | -11.3 | 30.7 | -7.4 | 60.9 | -7.8 | 62.9 | -4.8 |
| The Americas | 7.6 | -4.2 | 8.8 | 10.3 | 14.9 | -7.3 | 16.8 | 4.2 |
| Europe | 10.8 | -5.8 | 10.9 | -5.1 | 21.3 | -4.8 | 21.4 | -4.4 |
| Other | 10.9 | -20.0 | 10.9 | -19.6 | 24.6 | -10.5 | 24.6 | -10.3 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 72.9 | -15.5 | 73.2 | -15.1 | 146.0 | -12.1 | 146.3 | -11.9 |
| Domestic | 64.7 | -10.0 | 64.7 | -10.0 | 129.1 | -8.3 | 129.1 | -8.3 |
| Overseas | 8.1 | -43.1 | 8.5 | -40.7 | 16.8 | -33.3 | 17.2 | -32.0 |
| The Americas | 0.8 | -40.9 | 0.8 | -36.5 | 1.6 | -25.9 | 1.6 | -23.2 |
| Europe | 3.1 | -48.0 | 3.1 | -48.0 | 6.8 | -26.9 | 6.8 | -26.9 |
| Other | 4.2 | -39.3 | 4.5 | -35.3 | 8.4 | -38.9 | 8.7 | -36.8 |
| Grand Total | 1,088.0 | -0.0 | 1,127.2 | 3.6 | 2,260.0 | 1.8 | 2,320.3 | 4.5 |
| Domestic | 501.0 | -0.7 | 501.0 | -0.7 | 1,038.0 | 2.2 | 1,038.0 | 2.2 |
| Overseas | 587.0 | 0.5 | 626.2 | 7.2 | 1,222.0 | 1.5 | 1,282.3 | 6.5 |
| The Americas | 206.7 | -4.1 | 241.1 | 11.8 | 417.0 | -4.1 | 470.7 | 8.3 |
| Europe | 298.2 | 3.2 | 300.6 | 4.0 | 631.6 | 4.7 | 635.8 | 5.4 |
| Other | 81.9 | 3.6 | 84.4 | 6.7 | 173.2 | 4.4 | 175.7 | 5.9 |

[^2]
[^0]:    * The Company bases the forecast estimates for the fiscal year ending March 31, 2009 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

[^1]:    Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was $¥ 4,692$ million.

[^2]:    * Excluding foreign exchange impact

