## QUARTERLY REPORT

Half year ended September 30, 2011
(Results for the Period from April 1, 2011 to September 30, 2011)
Three months ended September 30, 2011
(Results for the Period from July 1, 2011 to September 30, 2011)

## Performance Outline (Consolidated)

(1) Half year ended September 30, 2011, 2010 and Year ending March 31, 2012 (Forecast)

|  | Half year ended September 30, 2011 Results | Half year ended September 30, 2010 Results | Change | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Year ending <br> March 31, 2012 <br> Forecast | Change |
| Domestic sales | 434.5 | 439.0 | -1.0\% | 905.0 | 3.3\% |
| Overseas sales | 504.3 | 531.7 | -5.2\% | 1,045.0 | -2.0\% |
| Net sales | 938.8 | 970.8 | -3.3\% | 1,950.0 | 0.4\% |
| Gross profit | 386.2 | 402.9 | -4.1\% | 780.0 | -1.3\% |
| Operating income (loss) | -1.7 | 38.0 | - | 37.0 | -38.5\% |
| Income (loss) before income taxes | -7.7 | 28.0 | - | 26.5 | -41.6\% |
| Net income (loss) attributable to Ricoh Company, Ltd. | -7.3 | 12.5 | - | 10.0 | -49.1\% |
| Exchange rate (Yen/US\$) | 79.82 | 89.03 | -9.21 | 77.41 | -8.36 |
| Exchange rate (Yen/EURO) | 113.94 | 114.14 | -0.20 | 109.47 | -3.81 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen) | -10.15 | 17.24 | -27.39 | 13.78 | -13.30 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | -10.15 | 16.77 | -26.92 | 13.77 | -12.76 |
| Cash flows from operating activities | 11.3 | 67.5 | -56.2 | - | - |
| Cash flows from investing activities | -52.8 | -49.6 | -3.1 | - | - |
| Cash flows from financing activities | 5.9 | 23.3 | -17.3 | - | - |
| Cash and cash equivalents at end of period | 136.3 | 274.0 | -137.7 | - | - |
| Capital expenditures | 36.7 | 39.5 | -2.8 | 65.0 | -1.9 |
| Depreciation for tangible fixed assets | 30.8 | 33.4 | -2.5 | 65.0 | -2.2 |
| R\&D expenditures | 59.5 | 53.9 | 5.5 | 115.0 | 4.1 |


|  | September 30, 2011 | March 31, 2011 | Change |
| :--- | ---: | ---: | ---: |
| Total assets |  | $2,186.9$ | $2,262.3$ |
| Ricoh Company, Ltd. shareholders' equity | 861.7 | -75.4 |  |
| Interest-bearing debt | 643.2 | 929.8 | -68.1 |
| Ricoh Company, Ltd. shareholders' equity ratio (\%) | 39.4 | 630.4 | 12.7 |
| Ricoh Company, Ltd. shareholders' equity per share (yen) |  | 41.1 | -1.7 |

(2) Three months ended September 30, 2010 and 2011

|  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2011 Results | Three months ended September 30, 2010 Results | Change |
| Domestic sales | 219.3 | 226.1 | -3.0\% |
| Overseas sales | 253.3 | 261.7 | -3.2\% |
| Net sales | 472.7 | 487.9 | -3.1\% |
| Gross profit | 192.1 | 198.6 | -3.2\% |
| Operating income (loss) | -11.7 | 16.1 |  |
| Income (loss) before income taxes | -16.2 | 12.5 |  |
| Net income (loss) attributable to Ricoh Company, Ltd. | -10.8 | 5.1 | - |
| Exchange rate (Yen/US\$) | 77.94 | 85.95 | -8.01 |
| Exchange rate (Yen/EURO) | 110.31 | 110.80 | -0.49 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen) | -14.90 | 7.13 | -22.03 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | -14.90 | 6.94 | -21.84 |
| Capital expenditures | 20.0 | 23.7 | -3.6 |
| Depreciation for tangible fixed assets | 15.2 | 17.3 | -2.1 |
| R\&D expenditures | 31.8 | 28.3 | 3.4 |

## Ricoh Company, Ltd.

[^0]
## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the Second Quarter Ended September 30, 2011 (U.S. GAAP Financial Information)

1. Results for the Period from April 1, 2011 to September 30, 2011

| (1) Operating Results |  | (Millions of yen) |
| :--- | ---: | ---: |
|  | Half year ended <br> September 30, 2011 | Half year ended <br> September 30, 2010 |
| Net sales | 938,885 | 970,856 |
| (\% change from the previous corresponding period) | -3.3 | -1.8 |
| Operating income (loss) | $-1,776$ | 38,012 |
| (\% change from the previous corresponding period) | - | 171.6 |
| Income (loss) before income taxes | $-7,754$ | 28,065 |
| (\% change from the previous corresponding period) | - | 314.8 |
| Net income (loss) attributable to Ricoh Company, Ltd. |  |  |
| (\% change from the previous corresponding period) | $-7,363$ | 12,512 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders <br> per share-basic (yen) | - | 592.0 |
| Net income (loss) attributable to Ricoh Company, Ltd. shareholders | -10.15 | 17.24 |
| per share-diluted (yen) |  | -10.15 |

## Notes:

i. Comprehensive income: $¥-54,161$ million ( $-\%$ ) ( $¥-30,822$ million ( $-\%$ ) in income in previous fiscal year)

| (2) Financial Position |  | (Millions of yen) |
| :--- | ---: | ---: |
| Total assets | September 30, 2011 | March 31, 2011 |
| Total equity | $2,186,920$ | $2,262,396$ |
| Ricoh Company, Ltd. shareholders' equity | 916,126 | 982,764 |
| Ricoh Company, Ltd. shareholders' equity ratio (\%) | 861,736 | 929,877 |

## 2. Dividend information

| 2. Dividend information | Year ended <br> March 31, 2011 <br> (Results) | Year ending <br> March 31, 2012 <br> (Forecast) |
| :--- | ---: | ---: |
| Cash dividends, applicable to the year (yen) | 33.00 | 33.00 |
| Interim (yen) | 16.50 | 16.50 |
| Year-end (yen) | 16.50 | 16.50 |

Notes: Revision of expected dividends during this period: No

| 3. Forecast of Operating Results from April 1, 2011 to March 31, 2012 | (Millions of yen) |
| :--- | ---: |
| Yet sales | March 31, 2012 |
| Operating income | $1,950,000$ |
| Income before income taxes | 37,000 |
| Net income attributable to Ricoh Company, Ltd. | 26,500 |
| Net income attributable to Ricoh Company, Ltd. shareholders | 10,000 |
| per share (yen) | 13.78 |

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

## 4. Others

(1) Changes in significant subsidiaries: No
(2) Adoption of concise quarterly accounting method or procedure: No
(3) Changes in accounting method: No
(4) Number of common stock outstanding (including treasury stock):

As of September 30, 2011 744,912,078 shares As of March 31, 2011 744,912,078 shares
(5) Number of treasury stock:

As of September 30, 2011 19,413,429 shares As of March 31, 2011 19,409,410 shares
(6) Average number of common stock:

As of September 30, 2011 725,501,005 shares As of September 30, 2010 725,577,955 shares

## Consolidated Performance

## 1. Operating results

## *Overview

Consolidated net sales of Ricoh Group for the first half of fiscal year 2011 (the six months period from April 1, 2011 to September 30, 2011) decreased by $3.3 \%$ as compared to the previous corresponding period, to $¥ 938.8$ billion. During this period, the average yen exchange rates were $¥ 79.82$ against the U.S. dollar (up $¥ 9.21$ ) and $¥$ 113.94 against the Euro (up $¥ 0.20$ ). Net sales would have decreased by $0.2 \%$ excluding impact of such foreign currency exchange fluctuation.

The Japanese economy had shown recovery from the impact of the Great East Japan Earthquake. However, unpredictable situation remained because of the sharp appreciation of the Yen against the U.S. dollar and the Euro as well as decline of the stock market. Under the severe situation, domestic sales in all the segments such as the Imaging \& Solutions, Industrial Products and Other decreased from the previous corresponding period. Consequently, overall sales in Japan decreased by $1.0 \%$ as compared to the previous corresponding period.

As for the overseas economy, in the emerging markets such as China, recovery trend is generated from increase in their domestic demand. However, it remained uncertain due to the financial crisis and debt problem in some European countries. Ricoh continued to face the severe business environment in Americas and Europe due to the appreciation of the Yen.

As for overseas sales by region, as compared to the previous corresponding period, sales in the Americas decreased by $11.6 \%$ due to foreign currency exchange fluctuation ( $1.2 \%$, excluding foreign currency exchange fluctuation), sales in Europe, the Yen against Euro appreciated, however, increased by $0.4 \%$ ( $1.0 \%$, excluding foreign currency exchange fluctuation), and sales in Other region, which includes China, South East Asia and Oceania, increased by $3.5 \%$ ( $5.9 \%$, excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market decreased by $5.2 \%$ as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by $0.5 \%$ as compared to the previous corresponding period.

Gross profit decreased by $4.1 \%$ as compared to the previous corresponding period, to $¥ 386.2$ billion due primarily to decrease in sales, the appreciation of the Yen and $¥ 2.3$ billion in restructuring cost.

Selling, general and administrative expenses increased by $6.3 \%$ as compared to the previous corresponding period, to $¥ 388.0$ billion due primarily to increase in R\&D expenditures and $¥ 21.6$ billion in restructuring cost.

As a result, operating income sharply decreased as compared to the previous corresponding period, to $¥ 1.7$ billion loss (operating income $¥ 38.0$ billion for the previous corresponding period).

As for other (income) expenses, foreign exchange loss decreased as compared to the previous corresponding period However, income before income taxes decreased as compared to the previous corresponding period, to $¥ 7.7$ billion loss (income before income taxes $¥ 28.0$ billion for the previous corresponding period).

As a result, net income attributable to Ricoh Company, Ltd. decreased by $¥ 19.8$ billion as compared to the previous corresponding period, to $¥ 7.3$ billion loss (net income $¥ 12.5$ billion for the previous corresponding period). As for comprehensive income, comprehensive loss increased due primarily to decrease of cumulative translation adjustments.

## *Conditions by Product Line

Conditions by Product Line for half year ended September 30, 2011 are as follows;
Imaging \& Solutions (Sales down $2.6 \%$ to $¥ 829.1$ billion)
Imaging Solutions (Sales down $3.5 \%$ to $¥ 731.0$ billion)
Sales in this category decreased by $3.5 \%$ as compared to the previous corresponding period, to $¥ 731.0$ billion. The sales would have increased by $0.4 \%$ excluding the effects of foreign currency fluctuations.
As for sales of PPCs, MFPs and printers, while the sales of color products remained steady, the sales of monochrome products decreased as compared to the previous corresponding period.

## Network System Solutions (Sales up 4.9\% to $¥ 98.0$ billion)

Sales in this category increased by $4.9 \%$ as compared to the previous corresponding period, to $¥ 98.0$ billion due primarily to the sales of PC servers, installation and maintenance of network environment and enterprise system software.

As a result, sales in the Imaging \& Solutions segment decreased by $2.6 \%$ as compared to the previous corresponding period, to $¥ 829$. billion. Operating income decreased by $48.4 \%$ as compared to the previous corresponding period, to $¥ 37.6$ billion due primarily to restructuring cost and the appreciation of Japanese Yen. Increase in sales of value-added high-margin products in addition to ongoing cost reduction could not fully offset decrease in operating income.

## Industrial Products (Sales down $9.5 \%$ to $¥ 50.4$ billion)

Sales in the Industrial Products segment decreased by $9.5 \%$ as compared to the previous corresponding period, to $¥ 50.4$ billion. Sales of semiconductor devices decreased in Japan as compared to the previous corresponding period
As a result, operating loss in the Industrial Products segment amounted to $¥ 2.1$ billion (operating income $¥ 1.0$ billion for the previous corresponding period).

## Other (Sales down $7.5 \%$ to $¥ 59.3$ billion)

Net sales in the Other segment decreased by $7.5 \%$ as compared to the previous corresponding period, to $¥ 59.3$ billion. Sales of digital cameras decreased in Japan and overseas. In addition, investment in new business increased.
As a result operating loss in the Other segment amounted to $¥ 2.8$ billion (operating loss $¥ 0.4$ billion for the previous corresponding period).

## 2. Financial Position

*Assets, Liabilities and Equity

For Assets, cash and time deposits and trade receivables decreased from the end of the previous fiscal year. The yen equivalent of foreign-currency-denominated assets decreased due to the appreciation of the Yen developed from the previous fiscal year. Inventories increased due partly to initial stock for launch of new products. As a result, total assets decreased by $¥ 75.4$ billion, to $¥ 2,186.9$ billion.

For Liabilities, the interest-bearing debt increased, however, total liabilities decreased by $¥ 8.8$ billion, to $¥ 1,270.7$ billion.
For Total Equity, the change in retained earnings resulted from payment for dividends and net loss attributable to Ricoh Company, Ltd. Accumulated other comprehensive loss increased due primarily to the fluctuation of cumulative translation adjustments reflecting exchange fluctuation from the end of the previous period. As a result, Total Equity decreased by $¥ 66.6$ billion from the end of the previous fiscal year, to $¥ 916.1$ billion.
*Cash Flows (First half year from April 1, 2011 to September 30, 2011)
Net cash provided by operating activities in this period decreased by $¥ 56.2$ billion as compared to the previous corresponding period, to $¥ 11.3$ billion due primarily to increase of inventory.

Net cash used in investing activities in this period increased by $¥ 3.1$ billion as compared to the previous corresponding period, to $¥ 52.8$ billion.

As a result, free cash outflows generated by operating and investing activities amounted to $¥ 41.5$ billion while free cash inflows amounted to $¥ 17.8$ billion in the previous corresponding period.

Net cash provided by financing activities in this period decreased by $¥ 17.3$ billion as compared to the previous corresponding period, to $¥ 5.9$ billion

As a result, cash and cash equivalents at the end of this first half decreased by $¥ 13.7$ billion as compared to the end of the previous fiscal year, to $¥ 136.3$ billion.

## 3. Forecast for the entire fiscal year

As for the forecast of business results for the fiscal year ending March 31,2012, Ricoh revises its forcast of sales, gross profit, operating income, income before income taxes and net income attributable to Ricoh Company, Ltd. downward, reflecting the recent business environment such as exchange rate fluctuation.

Ricoh assumes exchange rates of $¥ 75.00$ against the U.S. dollar and of $¥ 105.00$ against the Euro in and after the third quarter, which were revised from the forecast that announced in August 2011. The actual exchange rates during the first half of fiscal year 2011 are incorporated in annual exchange rates assumption.

Our performance forecast for fiscal year 2012 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2012
US\$ $1=¥ 77.41$ ( $¥ 85.77$ in previous fiscal year)
EURO $1=¥ 109.47$ ( $¥ 113.28$ in previous fiscal year)

|  | Year ending <br> March 31, 2012 <br> (Forecast) | Year ended <br> March 31, 2011 <br> (Results) | Change |
| :--- | ---: | ---: | ---: |

* Ricoh bases the forecast estimates for the year ending March 31, 2012 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) Adoption of concise quarterly accounting method or procedure:

Not applicable
(3) Changes in accounting method:

Not applicable

## 5. Consolidated Financial Statements

(1) Consolidated Balance Sheets

| Assets | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2011 | March 31, 2011 | Change |
| Current Assets |  |  |  |
| Cash and time deposits | 138,605 | 181,179 | -42,574 |
| Trade receivables | 625,423 | 657,817 | -32,394 |
| Inventories | 188,934 | 171,033 | 17,901 |
| Other current assets | 60,051 | 63,990 | -3,939 |
| Total Current Assets | 1,013,013 | 1,074,019 | -61,006 |
| Fixed Assets |  |  |  |
| Tangible fixed assets | 262,509 | 264,740 | -2,231 |
| Finance receivables | 445,068 | 445,782 | -714 |
| Other investments | 466,330 | 477,855 | -11,525 |
| Total Fixed Assets | 1,173,907 | 1,188,377 | -14,470 |
| Total Assets | 2,186,920 | 2,262,396 | -75,476 |
| Note: |  |  |  |
| Contents of cash and time deposits; |  |  |  |
| Cash and cash equivalents | 136,311 | 179,169 |  |
| Time deposits | 2,294 | 2,010 |  |


| Liabilities and Equity | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | September 30, 2011 | March 31, 2011 | Change |
| Current Liabilities |  |  |  |
| Trade payables | 245,969 | 250,483 | -4,514 |
| Short-term borrowings | 162,788 | 151,023 | 11,765 |
| Other current liabilities | 208,466 | 213,194 | -4,728 |
| Total Current Liabilities | 617,223 | 614,700 | 2,523 |
| Fixed Liabilities |  |  |  |
| Long-term indebtedness | 480,422 | 479,422 | 1,000 |
| Accrued pension and severance costs | 134,138 | 140,975 | -6,837 |
| Other fixed liabilities | 39,011 | 44,535 | -5,524 |
| Total Fixed Liabilities | 653,571 | 664,932 | -11,361 |
| Total Liabilities | 1,270,794 | 1,279,632 | -8,838 |
| Equity |  |  |  |
| Common stock | 135,364 | 135,364 |  |
| Additional paid-in capital | 186,083 | 186,083 |  |
| Retained earnings | 796,625 | 815,970 | -19,345 |
| Accumulated other comprehensive loss | -219,506 | -170,702 | -48,804 |
| Treasury stock | -36,830 | -36,838 | 8 |
| Total Ricoh Company, Ltd. shareholders' equity | 861,736 | 929,877 | -68,141 |
| Noncontrolling interests | 54,390 | 52,887 | 1,503 |
| Total Equity | 916,126 | 982,764 | -66,638 |
| Total Liabilities and Equity | 2,186,920 | 2,262,396 | -75,476 |
| Note: |  |  |  |
| Accumulated other comprehensive loss; |  |  |  |
| Net unrealized holding gains (losses) on available-for-sale securities | 40 | 2,466 | -2,426 |
| Pension liability adjustments | -48,015 | -47,514 | -501 |
| Net unrealized gains (losses) on derivative instruments | -1,197 | -1,168 | -29 |
| Cumulative translation adjustments | -170,334 | -124,486 | -45,848 |
| Reference: Exchange rate | September 30, 2011 | March 31, 2011 |  |
| US\$ 1 | ¥76.65 | ¥83.15 |  |
| EURO 1 | $¥ 104.11$ | $¥ 117.57$ |  |

## (2) Consolidated Statements of Income

Half year ended September 30, 2011 and 2010

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2011 | Half year ended September 30, 2010 | Change | \% |
| Net sales | 938,885 | 970,856 | -31,971 | -3.3 |
| Cost of sales | 552,623 | 567,938 | -15,315 | -2.7 |
| Percentage of net sales (\%) | 58.9 | 58.5 |  |  |
| Gross Profit | 386,262 | 402,918 | -16,656 | -4.1 |
| Percentage of net sales (\%) | 41.1 | 41.5 |  |  |
| Selling, general and administrative expenses | 388,038 | 364,906 | 23,132 | 6.3 |
| Percentage of net sales (\%) | 41.3 | 37.6 |  |  |
| Operating income (loss) | -1,776 | 38,012 | -39,788 | - |
| Percentage of net sales (\%) | -0.2 | 3.9 |  |  |
| Other (income) expenses |  |  |  |  |
| Interest and dividend income | 1,502 | 1,375 | 127 | 9.2 |
| Percentage of net sales (\%) | 0.2 | 0.1 |  |  |
| Interest expense | 3,418 | 3,911 | -493 | -12.6 |
| Percentage of net sales (\%) | 0.4 | 0.4 |  |  |
| Other, net | 4,062 | 7,411 | -3,349 | -45.2 |
| Percentage of net sales (\%) | 0.4 | 0.7 |  |  |
| Income (loss) before income taxes, |  |  |  |  |
| Percentage of net sales (\%) | -0.8 | 2.9 |  |  |
| Provision for income taxes | -2,542 | 13,594 | -16,136 | - |
| Percentage of net sales (\%) | -0.2 | 1.4 |  |  |
| Equity in earnings of affiliates | -1 | -7 | 6 | - |
| Percentage of net sales (\%) | -0.0 | -0.0 |  |  |
| Consolidated net income (loss) | -5,213 | 14,464 | -19,677 | - |
| Percentage of net sales (\%) | -0.6 | 1.5 |  |  |
| Net income attributable to noncontrolling interests | 2,150 | 1,952 | 198 | 10.1 |
| Percentage of net sales (\%) | 0.2 | 0.2 |  |  |
| Net income (loss) attributable to Ricoh Company, |  |  |  |  |
| Ltd. | -7,363 | 12,512 | -19,875 | - |
| Percentage of net sales (\%) | -0.8 | 1.3 |  |  |

Reference : Exchange rate

| : Exchange rate |  |  |
| :--- | ---: | ---: |
| US\$ 1 | $¥ 79.82$ | $¥ 89.03$ |
| EURO 1 | $¥ 113.94$ | $¥ 114.14$ |

Three months ended September 30, 2011 and 2010

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2011 | Three months ended September 30, 2010 | Change | \% |
| Net sales | 472,737 | 487,902 | -15,165 | -3.1 |
| Cost of sales | 280,571 | 289,302 | -8,731 | -3.0 |
| Percentage of net sales (\%) | 59.4 | 59.3 |  |  |
| Gross Profit | 192,166 | 198,600 | -6,434 | -3.2 |
| Percentage of net sales (\%) | 40.6 | 40.7 |  |  |
| Selling, general and administrative expenses | 203,949 | 182,435 | 21,514 | 11.8 |
| Percentage of net sales (\%) | 43.1 | 37.4 |  |  |
| Operating income | -11,783 | 16,165 | -27,948 | - |
| Percentage of net sales (\%) | -2.5 | 3.3 |  |  |
| Other (income) expenses |  |  |  |  |
| Interest and dividend income | 894 | 778 | 116 | 14.9 |
| Percentage of net sales (\%) | 0.2 | 0.2 |  |  |
| Interest expense | 1,958 | 2,057 | -99 | -4.8 |
| Percentage of net sales (\%) | 0.4 | 0.4 |  |  |
| Other, net | 3,430 | 2,313 | 1,117 | 48.3 |
| Percentage of net sales (\%) | 0.7 | 0.5 |  |  |
| Income (loss) before income taxes, equity income and minority interests | -16,277 | 12,573 | -28,850 | - |
| Percentage of net sales (\%) | -3.4 | 2.6 |  |  |
| Provision for income taxes | -6,436 | 6,298 | -12,734 | - |
| Percentage of net sales (\%) | -1.3 | 1.3 |  |  |
| Equity in earnings of affiliates | 7 | 0 | 7 | - |
| Percentage of net sales (\%) | 0.0 | 0.0 |  |  |
| Consolidated net income (loss) | -9,834 | 6,275 | -16,109 | - |
| Percentage of net sales (\%) | -2.1 | 1.3 |  |  |
| Net income attributable to noncontrolling interests | 975 | 1,096 | -121 | -11.0 |
| Percentage of net sales (\%) | 0.2 | 0.2 |  |  |
| Net income (loss) attributable to Ricoh Company: |  |  |  |  |
| Ltd. | -10,809 | 5,179 | -15,988 | - |
| Percentage of net sales (\%) | -2.3 | 1.1 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥77.94 | ¥85.95 |  |  |
| EURO 1 | ¥110.31 | ¥110.80 |  |  |

Consolidated Sales by Product Category
Half year ended September 30, 2011 and 2010
(Millions of yen)

|  | Half year ended September 30, 2011 | Half year ended September 30, 2010 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Imaging \& Solutions> |  |  |  |  |
| Imaging Solutions | 731,057 | 757,498 | -26,441 | -3.5 |
| Percentage of net sales (\%) | 77.9 | 78.0 |  |  |
| Network System Solutions | 98,048 | 93,485 | 4,563 | 4.9 |
| Percentage of net sales (\%) | 10.4 | 9.7 |  |  |
| Imaging \& Solutions Total | 829,105 | 850,983 | -21,878 | -2.6 |
| Percentage of net sales (\%) | 88.3 | 87.7 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 50,450 | 55,743 | -5,293 | -9.5 |
| Percentage of net sales (\%) | 5.4 | 5.7 |  |  |
| <Other> |  |  |  |  |
| Other | 59,330 | 64,130 | -4,800 | -7.5 |
| Percentage of net sales (\%) | 6.3 | 6.6 |  |  |
| Grand Total | 938,885 | 970,856 | -31,971 | $-3.3$ |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |
| Reference : Exchange rate |  |  |  |  |
| US\$ 1 | ¥79.82 | ¥89.03 |  |  |
| EURO 1 | $¥ 113.94$ | ¥114.14 |  |  |

Three months ended September 30, 2011 and 2010
(Millions of yen)
\(\left.$$
\begin{array}{lcccc}\hline & \begin{array}{c}\text { Three months ended } \\
\text { September 30, 2011 }\end{array}
$$ \& \begin{array}{c}Three months ended <br>

September 30, 2010\end{array} \& Change\end{array}\right]\)| \% |
| :--- |

*Each category includes the following product line:
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners MFPs(multifunctional printers), laser printers and software
Network System Solutions Personal computers, servers, network systems and network related software
Industrial Products
Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment Digital cameras
*Product lines included in Product Category was changed in the first quarter of fiscal year 2011.
Service\&Support, such as MDS(Managed Document Services) was changed from Network System Solutions to Imaging Solutions.
The reclassification was made to the prior year's figures to conform with the current year's presentation.

Consolidated Sales by Geographic Area
Half year ended September 30, 2011 and 2010
(Millions of yen)

|  | Half year ended <br> September 30, 2011 | Half year ended <br> September 30, 2010 | Change |
| :--- | :---: | :---: | :---: | :---: |

Reference : Exchange rate

| US\$ 1 | $¥ 79.82$ | $¥ 89.03$ |
| :--- | ---: | ---: |
| EURO 1 | $¥ 113.94$ | $¥ 114.14$ |


(3) Consolidated Statements of Cash Flows

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2011 | Half year ended September 30, 2010 |
| I. Cash Flows from Operating Activities: |  |  |
| Consolidated net income (loss) | -5,213 | 14,464 |
| Adjustments to reconcile consolidated net income to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 43,956 | 46,718 |
| Equity in earnings of affiliates, net of dividends received | 1 | 7 |
| Deferred income taxes | -13,980 | 821 |
| Loss on disposals and sales of tangible fixed assets | 330 | 661 |
| Loss on impairment of securities | 73 | 5 |
| Pension and severance costs, less payments | -8,479 | 978 |
| Changes in assets and liabilities- |  |  |
| Decrease in trade receivables | 14,296 | 21,391 |
| Increase in inventories | -29,161 | -24,231 |
| Increase (Decrease) in finance receivables | -10,596 | 4,263 |
| Decrease in trade payables | -1,089 | -20,612 |
| Increase in accrued income taxes and accrued expenses and other | 8,040 | 13,044 |
| Other, net | 13,126 | 9,999 |
| Net cash provided by operating activities | 11,304 | 67,508 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 523 | 429 |
| Expenditures for property, plant and equipment, including interest capitalized | -36,710 | -39,541 |
| Expenditures for intangible asset | -8,371 | -7,886 |
| Payments for purchases of available-for-sale securities | -122 | -85 |
| Proceeds from sales of available-for-sale securities | 10 | 5 |
| Increase in time deposits | -400 | -57 |
| Other, net | -7,754 | -2,507 |
| Net cash used in investing activities | -52,824 | -49,642 |
| III. Cash Flows from Financing Activities: |  |  |
| Proceeds from long-term indebtedness | 23,386 | 28,615 |
| Repayment of long-term indebtedness | -29,671 | -61,958 |
| Decrease in short-term borrowings, net | 24,725 | -10,783 |
| Proceeds from issuance of long-term debt securities | - | 79,741 |
| Repayment of long-term debt securities | -231 | - |
| Dividends paid | -11,971 | -11,972 |
| Payment for purchase of treasury stock | -14 | -72 |
| Other, net | -294 | -264 |
| Net cash provided by financing activities | 5,930 | 23,307 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -7,268 | -9,279 |
| V. Net Increase (Decrease) in Cash and Cash Equivalents | -42,858 | 31,894 |
| VI. Cash and Cash Equivalents at Beginning of Year | 179,169 | 242,165 |
| VII. Cash and Cash Equivalents at End of Period | 136,311 | 274,059 |

## (4) Notes on premise going concern

Not applicable

## (5) Segment Information

(a) Operating Segments Information

Half year ended September 30, 2011 and 2010
(Millions of yen)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2011 | Half year ended September 30, 2010 | Change | \% |
| Imaging \& Solutions: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 829,105 | 850,983 | -21,878 | -2.6 |
| Intersegment | - | - | - | - |
| Total | 829,105 | 850,983 | -21,878 | -2.6 |
| Operating expenses | 791,425 | 777,982 | 13,443 | 1.7 |
| Operating income | 37,680 | 73,001 | -35,321 | -48.4 |
| Operating income on sales in Imaging \& Solutions (\%) | 4.5 | 8.6 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 50,450 | 55,743 | -5,293 | -9.5 |
| Intersegment | 2,264 | 2,591 | -327 | -12.6 |
| Total | 52,714 | 58,334 | -5,620 | -9.6 |
| Operating expenses | 54,880 | 57,288 | -2,408 | -4.2 |
| Operating income (loss) | -2,166 | 1,046 | -3,212 | - |
| Operating income on sales in Industrial Products (\%) | -4.1 | 1.8 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 59,330 | 64,130 | -4,800 | -7.5 |
| Intersegment | - | - | - | - |
| Total | 59,330 | 64,130 | -4,800 | -7.5 |
| Operating expenses | 62,174 | 64,594 | -2,420 | -3.7 |
| Operating loss | -2,844 | -464 | -2,380 | - |
| Operating income on sales in Other (\%) | -4.8 | -0.7 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-2,264$ | $-2,591$ | 327 | - |
| $\quad$ Total | $-2,264$ | $-2,591$ | 327 | - |
| Operating expenses: |  |  |  |  |
| $\quad$ Intersegment | $-2,264$ | $-2,598$ | 334 | - |
| Corporate | 34,446 | 35,578 | $-1,132$ | - |
| $\quad$ Total | 32,182 | 32,980 | -798 | - |
| Operating loss | $-34,446$ | $-35,571$ | 1,125 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 938,885 |  |  |  |
| $\quad$ Unaffiliated customers | - | 970,856 | $-31,971$ | -3.3 |
| $\quad$ Intersegment | 938,885 | - | - | - |
| $\quad$ Total | 940,661 | 970,856 | $-31,971$ | -3.3 |
| Operating expenses | $-1,776$ | 382,844 | 7,817 | 0.8 |
| Operating income (loss) | -0.2 | 38 |  |  |
| $\quad$ Operating income on consolidated net sales (\%) |  | $-39,788$ | - |  |

Three months ended September 30, 2011 and 2010
(Millions of yen)

|  | Three months ended September 30, 2011 | Three months ended September 30, 2010 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| Imaging \& Solutions: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 417,000 | 426,294 | -9,294 | -2.2 |
| Intersegment | - | - | - | - |
| Total | 417,000 | 426,294 | -9,294 | -2.2 |
| Operating expenses | 406,180 | 391,211 | 14,969 | 3.8 |
| Operating income | 10,820 | 35,083 | -24,263 | -69.2 |
| Operating income on sales in Imaging \& Solutions (\%) | 2.6 | 8.2 |  |  |
| Industrial Products: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 25,306 | 27,838 | -2,532 | -9.1 |
| Intersegment | 1,198 | 1,406 | -208 | -14.8 |
| Total | 26,504 | 29,244 | -2,740 | -9.4 |
| Operating expenses | 28,188 | 28,682 | -494 | -1.7 |
| Operating income (loss) | -1,684 | 562 | -2,246 | - |
| Operating income on sales in Industrial Products (\%) | -6.4 | 1.9 |  |  |
| Other: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 30,431 | 33,770 | -3,339 | -9.9 |
| Intersegment | - | - | - | - |
| Total | 30,431 | 33,770 | -3,339 | -9.9 |
| Operating expenses | 32,760 | 34,106 | -1,346 | -3.9 |
| Operating loss | -2,329 | -336 | -1,993 | - |
| Operating income on sales in Other (\%) | -7.7 | -1.0 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Net sales: |  |  |  |  |
| Intersegment | -1,198 | -1,406 | 208 | - |
| Total | -1,198 | -1,406 | 208 | - |
| Operating expenses: |  |  |  |  |
| Intersegment | -1,198 | -1,413 | 215 | - |
| Corporate | 18,590 | 19,151 | -561 | - |
| Total | 17,392 | 17,738 | -346 | - |
| Operating loss | -18,590 | -19,144 | 554 | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | 472,737 | 487,902 | -15,165 | -3.1 |
| Intersegment | - | - | - | - |
| Total | 472,737 | 487,902 | -15,165 | -3.1 |
| Operating expenses | 484,520 | 471,737 | 12,783 | 2.7 |
| Operating income (loss) | -11,783 | 16,165 | -27,948 | - |
| Operating income on consolidated net sales (\%) | -2.5 | 3.3 |  |  |

(b) Geographic Segments Information

| Half year ended September 30, 2011 and 2010 |  |  | (Millions of yen) |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Half year ended <br> September 30, 2011 | Half year ended <br> September 30, 2010 | Change | $\%$ |

## Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 441,978 | 447,617 | $-5,639$ | -1.3 |
| Intersegment | 189,487 | 212,040 | $-22,553$ | -10.6 |
| Total | 631,465 | 659,657 | $-28,192$ | -4.3 |
| Operating expenses | 647,096 | 634,603 | 12,493 | 2.0 |
| Operating income (loss) | $-15,631$ | 25,054 | $-40,685$ | - |
| $\quad$ Operating income on sales in Japan (\%) | -2.5 | 3.8 |  |  |


| The Americas: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales: | 234,026 | 264,701 | $-30,675$ | -11.6 |
| External customers | 1,843 | 1,605 | 238 | 14.8 |
| Intersegment | 235,869 | 266,306 | $-30,437$ | -11.4 |
| Total | 241,794 | 268,386 | $-26,592$ | -9.9 |
| Operating expenses | $-5,925$ | $-2,080$ | $-3,845$ | - |
| Operating loss | -2.5 | -0.8 |  |  |
| $\quad$ Operating income on sales in the Americas (\%) |  |  |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 202,661 | 201,740 | 921 | 0.5 |
| Intersegment | 1,110 | 1,134 | -24 | -2.1 |
| Total | 203,771 | 202,874 | 897 | 0.4 |
| Operating expenses | 191,340 | 190,344 | 996 | 0.5 |
| Operating income | 12,431 | 12,530 | -99 | -0.8 |
| Operating income on sales in Europe (\%) | 6.1 | 6.2 |  |  |
| Oll |  |  |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 60,220 | 56,798 | 3,422 | 6.0 |
| Intersegment | 76,566 | 85,335 | $-8,769$ | -10.3 |
| Total | 136,786 | 142,133 | $-5,347$ | -3.8 |
| Operating expenses | 131,996 | 133,881 | $-1,885$ | -1.4 |
| Operating income | 4,790 | 8,252 | $-3,462$ | -42.0 |
| Operating income on sales in Other (\%) | 3.5 | 5.8 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment | $-269,006$ | $-300,114$ | 31,108 | - |
| $\quad$ Total | $-269,006$ | $-300,114$ | 31,108 | - |
| Operating expenses | $-271,565$ | $-294,370$ | 22,805 | - |
| Operating income (loss) | 2,559 | $-5,744$ | 8,303 | - |
| Consolidated: |  |  |  |  |
| Net sales: | 938,885 |  |  |  |
| $\quad$ External customers | - | 970,856 | $-31,971$ | -3.3 |
| $\quad$ Intersegment | 938,885 | - | - | - |
| $\quad$ Total | 940,661 | 970,856 | $-31,971$ | -3.3 |
| Operating expenses | $-1,776$ | 38,844 | 7,817 | 0.8 |
| Operating income (loss) | -0.2 | 38,012 | $-39,788$ | - |
| $\quad$ Operating income on consolidated net sales (\%) |  | 3.9 |  |  |

Three months ended September 30, 2011 and 2010
(Millions of yen)

|  |  | (Millions of yen) |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Three months ended | Three months ended |  |  |
| September 30, 2011 | September 30, 2010 | Change | $\%$ |  |

## Japan:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 222,918 | 230,491 | $-7,573$ | -3.3 |
| Intersegment | 102,409 | 99,673 | 2,736 | 2.7 |
| Total | 325,327 | 330,164 | $-4,837$ | -1.5 |
| Operating expenses | 346,739 | 322,053 | 24,686 | 7.7 |
| Operating income (loss) | $-21,412$ | 8,111 | $-29,523$ | - |
| Operating income on sales in Japan (\%) | -6.6 | 2.5 |  |  |


| The Americas: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales: | 118,503 | 132,343 | $-13,840$ | -10.5 |
| $\quad$ External customers | 951 | 828 | 123 | 14.9 |
| Intersegment | 119,454 | 133,171 | $-13,717$ | -10.3 |
| $\quad$ Total | 121,179 | 134,337 | $-13,158$ | -9.8 |
| Operating expenses | $-1,725$ | $-1,166$ | -559 | - |
| Operating loss | -1.4 | -0.9 |  |  |
| $\quad$ Operating income on sales in the Americas (\%) |  |  |  |  |

## Europe:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 99,847 | 96,500 | 3,347 | 3.5 |
| Intersegment | 508 | 510 | -2 | -0.4 |
| Total | 100,355 | 97,010 | 3,345 | 3.4 |
| Operating expenses | 93,217 | 90,743 | 2,474 | 2.7 |
| Operating income | 7,138 | 6,267 | 871 | 13.9 |
| Operating income on sales in Europe (\%) | 7.1 | 6.5 |  |  |

## Other:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| External customers | 31,469 | 28,568 | 2,901 | 10.2 |
| Intersegment | 42,371 | 42,422 | -51 | -0.1 |
| Total | 73,840 | 70,990 | 2,850 | 4.0 |
| Operating expenses | 70,786 | 67,201 | 3,585 | 5.3 |
| Operating income | 3,054 | 3,789 | -735 | -19.4 |
| $\quad$ Operating income on sales in Other (\%) | 4.1 | 5.3 |  |  |

## Corporate and Eliminations:

| Net sales: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\quad$ Intersegment | $-146,239$ | $-143,433$ | $-2,806$ | - |
| $\quad$ Total | $-146,239$ | $-143,433$ | $-2,806$ | - |
| Operating expenses | $-147,401$ | $-142,597$ | $-4,804$ | - |
| Operating income (loss) | 1,162 | -836 | 1,998 | - |
| Consolidated: |  |  |  |  |
| Net sales: |  |  |  |  |
| $\quad$ External customers | 472,737 | 487,902 | $-15,165$ | -3.1 |
| $\quad$ Intersegment | - | - | - | - |
| $\quad$ Total | 472,737 | 487,902 | $-15,165$ | -3.1 |
| Operating expenses | 484,520 | 471,737 | 12,783 | 2.7 |
| Operating income (loss) | $-11,783$ | 16,165 | $-27,948$ | - |
| $\quad$ Operating income on consolidated net sales (\%) | -2.5 | 3.3 |  |  |

## (6) Notes on significant changes in Equity

Not applicable

## -APPENDIX-

## 1. Consolidated Sales by Product Category


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

Three months ended September 30, 2011 and 2010
(Millions of yen)

| Three months ended September | d 2010 |  |  |  | (M | yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2011 | Three months ended September 30, 2010 | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Imaging Solutions | 363,245 | 371,938 | -8,693 | -2.3 | 4,875 | 1.3 |
| Percentage of net sales (\%) | 76.8 | 76.2 |  |  |  |  |
| Domestic | 125,904 | 125,285 | 619 | 0.5 | 619 | 0.5 |
| Overseas | 237,341 | 246,653 | -9,312 | -3.8 | 4,256 | 1.7 |
| Network System Solutions | 53,755 | 54,356 | -601 | -1.1 | -505 | -0.9 |
| Percentage of net sales (\%) | 11.4 | 11.2 |  |  |  |  |
| Domestic | 49,617 | 50,630 | -1,013 | -2.0 | -1,013 | -2.0 |
| Overseas | 4,138 | 3,726 | 412 | 11.1 | 508 | 13.6 |
| Imaging \& Solutions Total | 417,000 | 426,294 | -9,294 | -2.2 | 4,370 | 1.0 |
| Percentage of net sales (\%) | 88.2 | 87.4 |  |  |  |  |
| Domestic | 175,521 | 175,915 | -394 | -0.2 | -394 | -0.2 |
| Overseas | 241,479 | 250,379 | -8,900 | -3.6 | 4,764 | 1.9 |
| The Americas | 115,458 | 128,261 | -12,803 | -10.0 | -642 | -0.5 |
| Europe | 95,968 | 94,523 | 1,445 | 1.5 | 2,381 | 2.5 |
| Other | 30,053 | 27,595 | 2,458 | 8.9 | 3,025 | 11.0 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 25,306 | 27,838 | -2,532 | -9.1 | -2,201 | -7.9 |
| Percentage of net sales (\%) | 5.4 | 5.7 |  |  |  |  |
| Domestic | 14,179 | 17,477 | -3,298 | -18.9 | -3,298 | -18.9 |
| Overseas | 11,127 | 10,361 | 766 | 7.4 | 1,097 | 10.6 |
| The Americas | 3,086 | 3,061 | 25 | 0.8 | 343 | 11.2 |
| Europe | 3,126 | 3,150 | -24 | -0.8 | -12 | -0.4 |
| Other | 4,915 | 4,150 | 765 | 18.4 | 766 | 18.5 |
| <Other> |  |  |  |  |  |  |
| Other | 30,431 | 33,770 | -3,339 | -9.9 | -3,295 | -9.8 |
| Percentage of net sales (\%) | 6.4 | 6.9 |  |  |  |  |
| Domestic | 29,654 | 32,757 | -3,103 | -9.5 | -3,103 | -9.5 |
| Overseas | 777 | 1,013 | -236 | -23.3 | -192 | -19.0 |
| The Americas | 127 | 125 | 2 | 1.6 | 16 | 12.8 |
| Europe | 352 | 261 | 91 | 34.9 | 92 | 35.2 |
| Other | 298 | 627 | -329 | -52.5 | -300 | -47.8 |
| Grand Total | 472,737 | 487,902 | -15,165 | -3.1 | -1,126 | -0.2 |
| Percentage of net sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 219,354 | 226,149 | -6,795 | -3.0 | -6,795 | -3.0 |
| Percentage of net sales (\%) | 46.4 | 46.4 |  |  |  |  |
| Overseas | 253,383 | 261,753 | -8,370 | -3.2 | 5,669 | 2.2 |
| Percentage of net sales (\%) | 53.6 | 53.6 |  |  |  |  |
| The Americas | 118,671 | 131,447 | -12,776 | -9.7 | -283 | -0.2 |
| Percentage of net sales (\%) | 25.1 | 26.9 |  |  |  |  |
| Europe | 99,446 | 97,934 | 1,512 | 1.5 | 2,461 | 2.5 |
| Percentage of net sales (\%) | 21.0 | 20.1 |  |  |  |  |
| Other | 35,266 | 32,372 | 2,894 | 8.9 | 3,491 | 10.8 |
| Percentage of net sales (\%) | 7.5 | 6.6 |  |  |  |  |
| Reference: Exchange rate |  |  |  |  |  |  |
| US\$ 1 | ¥77.94 | ¥85.95 | ¥-8.0 |  |  |  |
| EURO 1 | $¥ 110.31$ | $¥ 110.80$ | ¥-0.4 |  |  |  |

*Each category includes the following product line:
Imaging Solutions
Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software
Network System Solutions Personal computers, servers, network systems and network related software
Industrial Products Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment
Other Digital cameras
*Product lines included in Product Category was changed in the first quarter of fiscal year 2011
Service\&Support, such as MDS(Managed Document Services) was changed from Network System Solutions to Imaging Solutions.
The reclassification was made to the prior year's figures to conform with the current year's presentation.

## 2. Forecast of Consolidated Performance

|  | Half year ended <br> Sept. 30, 2011 <br> Results | $\begin{gathered} \text { Change } \\ \% \end{gathered}$ | Half year ending <br> March 31, 2012 <br> Forecast | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ | Year endingMarch 31, 2012Forecast | Change <br> \% |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Net sales | 938.8 | -3.3 | 1,011.2 | 4.1 | 1,950.0 | 0.4 |
| Gross profit | 386.2 | -4.1 | 393.7 | 1.7 | 780.0 | -1.3 |
| Operating income | -1.7 | - | 38.7 | 74.5 | 37.0 | -38.5 |
| Income before income taxes | -7.7 | - | 34.2 | 97.3 | 26.5 | -41.6 |
| Net income (loss) attributable to |  |  |  |  |  |  |
| Ricoh Company, Ltd. | -7.3 | - | 17.3 | 142.4 | 10.0 | -49.1 |
| Net income (loss) attributable to Ricoh Company, |  |  |  |  |  |  |
| Ltd. <br> shareholders per share-basic (yen) | -10.15 | - | 23.93 | - | 13.78 |  |
| Net income (loss) attributable to Ricoh Company, |  |  |  |  |  |  |
| Ltd. <br> shareholders per share-diluted (yen) | -10.15 | - | 23.92 | - | 13.77 |  |
| Capital expenditures | 36.7 | - | 28.3 | - | 65.0 |  |
| Depreciation for tangible fixed assets | 30.8 | - | 34.2 | - | 65.0 |  |
| R\&D expenditures | 59.5 | - | 55.5 | - | 115.0 |  |
| Exchange rate (Yen/US\$) | 79.82 | - | 75.00 | - | 77.41 |  |
| Exchange rate (Yen/EURO) | 113.94 | - | 105.00 | - | 109.47 |  |

## 3. Forecast of Consolidated Sales by Product Category

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ending March. 31, 2012 |  |  |  | Year ending March 31, 2012 |  |  |  |
|  | Forecast | Change <br> \% | Forecast(*) | Change <br> \% | Forecast | Change <br> \% | Forecast(*) | Change <br> \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |  |  |
| Imaging Solutions | 783.3 | 1.2 | 827.4 | 6.8 | 1,514.4 | -1.1 | 1,587.6 | 3.6 |
| Domestic | 284.1 | 5.5 | 284.1 | 5.5 | 542.7 | 3.3 | 542.7 | 3.3 |
| Overseas | 499.2 | -1.1 | 543.3 | 7.6 | 971.6 | -3.5 | 1,044.8 | 3.8 |
| Network System Solutions | 102.9 | 17.1 | 103.5 | 17.8 | 201.0 | 10.8 | 201.8 | 11.3 |
| Domestic | 93.8 | 16.9 | 93.8 | 16.9 | 183.8 | 10.1 | 183.8 | 10.1 |
| Overseas | 9.1 | 19.8 | 9.7 | 27.7 | 17.2 | 19.2 | 18.0 | 24.7 |
| Imaging \& Solutions Total | 886.3 | 2.8 | 931.0 | 8.0 | 1,715.4 | 0.1 | 1,789.4 | 4.4 |
| Domestic | 377.9 | 8.1 | 377.9 | 8.1 | 726.5 | 5.0 | 726.5 | 5.0 |
| Overseas | 508.3 | -0.8 | 553.0 | 7.9 | 988.8 | -3.2 | 1,062.8 | 4.1 |
| The Americas | 244.9 | -2.5 | 269.5 | 7.3 | 472.8 | -7.3 | 524.2 | 2.8 |
| Europe | 202.4 | -1.5 | 216.4 | 5.3 | 396.9 | -0.6 | 412.1 | 3.2 |
| Other | 61.0 | 9.1 | 67.1 | 20.0 | 119.0 | 6.4 | 126.4 | 13.0 |
| <Industrial Products> |  |  |  |  |  |  |  |  |
| Industrial Products | 50.1 | -1.9 | 52.0 | 1.8 | 100.5 | -5.9 | 103.3 | -3.2 |
| Domestic | 29.2 | -5.2 | 29.2 | -5.2 | 57.3 | -12.3 | 57.3 | -12.3 |
| Overseas | 20.9 | 3.1 | 22.8 | 12.6 | 43.1 | 4.3 | 45.9 | 11.1 |
| The Americas | 6.1 | 7.0 | 6.8 | 20.3 | 12.1 | 4.4 | 13.6 | 16.9 |
| Europe | 7.0 | 2.0 | 7.4 | 8.8 | 13.7 | 1.3 | 14.1 | 4.9 |
| Other | 7.8 | 1.2 | 8.5 | 10.2 | 17.2 | 6.7 | 18.1 | 12.1 |
| <Other> |  |  |  |  |  |  |  |  |
| Other | 74.6 | 29.3 | 75.6 | 30.9 | 134.0 | 9.9 | 135.0 | 10.8 |
| Domestic | 63.3 | 12.4 | 63.3 | 12.4 | 121.0 | 2.3 | 121.0 | 2.3 |
| Overseas | 11.3 | 690.1 | 12.3 | 755.9 | 12.9 | 258.7 | 14.0 | 287.9 |
| The Americas | 3.0 | - | 3.3 | - | 3.2 | 711.7 | 3.6 | 803.0 |
| Europe | 6.6 | - | 7.1 | - | 7.2 | 612.7 | 7.8 | 666.7 |
| Other | 1.7 | 130.4 | 1.7 | 138.1 | 2.4 | 11.7 | 2.5 | 18.0 |
| Grand Total | 1,011.2 | 4.1 | 1,058.6 | 9.0 | 1,950.0 | 0.4 | 2,027.8 | 4.4 |
| Domestic | 470.5 | 7.7 | 470.4 | 7.7 | 905.0 | 3.3 | 905.0 | 3.3 |
| Overseas | 540.7 | 1.2 | 588.1 | 10.0 | 1,045.0 | -2.0 | 1,122.8 | 5.3 |
| The Americas | 254.1 | -1.2 | 279.7 | 8.8 | 488.3 | -6.5 | 541.5 | 3.7 |
| Europe | 216.0 | 1.5 | 231.0 | 8.5 | 417.9 | 1.0 | 434.1 | 4.9 |
| Other | 70.5 | 9.5 | 77.3 | 20.2 | 138.7 | 6.5 | 147.1 | 13.0 |


[^0]:    * The Company bases the forecast estimates for the fiscal year ending March 31, 2012 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

