

FLASH REPORT

Year ended March 31, 2013

(Results for the Period from April 1, 2012 to March 31, 2013)

Three months ended March 31, 2013

(Results for the Period from January 1, 2013 to March 31, 2013)

Performance Outline (Consolidated)

(1) Year ended March 31, 2012, 2013 and Year ending March 31, 2014 (Forecast)

				(Billions of yen)	
	Year ended March 31, 2012 (Results)	Year ended March 31, 2013 (Results)	Change	Year ending March 31, 2014 (Forecast)	Change
Domestic sales	886.4	870.3	-1.8%	882.5	1.4%
Overseas sales	1,017.0	1,054.1	3.6%	1,217.5	15.5%
Net sales	1,903.4	1,924.4	1.1%	2,100.0	9.1%
Gross profit	752.6	768.6	2.1%	875.0	13.8%
Operating income (loss)	-18.0	63.4	-	140.0	120.8%
Income (loss) before income taxes	-31.9	58.1	-	135.0	132.4%
Net income (loss) attributable to Ricoh Company, Ltd.	-44.5	32.4	-	80.0	146.8%
Exchange rate (Yen/US\$)	79.08	83.06	3.98	95.00	11.94
Exchange rate (Yen/EURO)	109.05	107.08	-1.97	125.00	17.92
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	-61.42	44.78	106.20	110.34	65.56
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-61.42	-	-	-	-
Return on equity attributable to Ricoh Company, Ltd.(%)	-5.1	3.8	8.9	-	-
Income (loss) before income taxes on total assets (%)	-1.4	2.5	3.9	-	-
Operating income (loss) on net sales (%)	-0.9	3.3	4.2	6.7	3.4
Total assets	2,289.3	2,360.6	71.3	-	-
Ricoh Company, Ltd. shareholders' equity	822.7	897.9	75.2	-	-
Interest-bearing debt	741.8	702.7	-39.0	-	-
Ricoh Company, Ltd. shareholders' equity ratio (%)	35.9	38.0	2.1	-	-
Ricoh Company, Ltd. shareholders' equity per share (yen)	1,134.64	1,238.55	103.91	-	-
Cash flows from operating activities	11.2	124.5	113.3	-	-
Cash flows from investing activities	-112.4	-106.4	5.9	-	-
Cash flows from financing activities	87.8	-64.3	-152.1	-	-
Cash and cash equivalents at end of period	156.2	117.0	-39.1	-	-
Capital expenditures	73.2	86.5	13.2	89.0	2.4
Depreciation for tangible fixed assets	64.9	60.4	-4.5	73.0	12.5
R&D expenditures	119.0	112.0	-7.0	113.0	0.9
Number of employees (Japan) (thousand people)	38.5	37.4	-1.1	-	-
Number of employees (Overseas) (thousand people)	70.7	70.0	-0.7	-	-

Ricoh Company, Ltd.

* The Company bases the forecast estimates for the fiscal year ending March 31, 2014 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

(2) Three months ended March 31, 2012 and 2013

(Billions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change
Domestic sales	241.3	229.4	-4.9%
Overseas sales	265.2	307.9	16.1%
Net sales	506.6	537.3	6.1%
Gross profit	184.3	205.1	11.3%
Operating income	18.9	22.9	21.2%
Income before income taxes	16.6	21.8	31.7%
Net income attributable to Ricoh Company, Ltd.	8.6	15.1	75.8%
Exchange rate (Yen/US\$)	79.32	92.28	12.96
Exchange rate (Yen/EURO)	104.04	121.81	17.77
Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	11.89	20.92	9.03
Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	11.89	-	-
Return on equity attributable to Ricoh Company, Ltd.(%)	1.0	1.8	0.8
Income before income taxes on total assets (%)	0.7	0.9	0.2
Operating income on net sales (%)	3.7	4.3	0.6
Capital expenditures	19.3	25.4	6.1
Depreciation for tangible fixed assets	18.1	15.9	-2.2
R&D expenditures	29.7	29.8	0.1

Ricoh Company, Ltd. and Consolidated Subsidiaries

FLASH REPORT (Consolidated Results for the Year Ended March 31, 2013)

1. Results for the period from April 1, 2012 to March 31, 2013

(1) Operating Results	(Millions of yen)	
	Year ended March 31, 2012	Year ended March 31, 2013
Net sales	1,903,477	1,924,497
<i>(% change from the previous corresponding period)</i>	-2.0	1.1
Operating income (loss)	-18,068	63,434
<i>(% change from the previous corresponding period)</i>	-	-
Income (loss) before income taxes	-31,937	58,173
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss) attributable to Ricoh Company, Ltd.	-44,560	32,467
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	-61.42	44.78
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-61.42	-
Return on equity attributable to Ricoh Company, Ltd.(%)	-5.1	3.8
Income (loss) before income taxes on total assets (%)	-1.4	2.5
Operating income (loss) on net sales (%)	-0.9	3.3

Notes:

- i. Comprehensive gain: ¥ 95,599 million (- %) (¥ 74,059 million (- %) in loss in previous fiscal year)
- ii. Equity in income of affiliates: ¥ 31 million (¥ 39 million in previous fiscal year)

(2) Financial Position	(Millions of yen)	
	March 31, 2012	March 31, 2013
Total assets	2,289,358	2,360,697
Total equity	879,018	958,658
Ricoh Company, Ltd. shareholders' equity	822,704	897,996
Ricoh Company, Ltd. shareholders' equity ratio (%)	35.9	38.0
Ricoh Company, Ltd. shareholders' equity per share (yen)	1,134.64	1,238.55

(3) Cash Flows	(Millions of yen)	
	Year ended March 31, 2012	Year ended March 31, 2013
Cash flows from operating activities	11,206	124,526
Cash flows from investing activities	-112,443	-106,467
Cash flows from financing activities	87,823	-64,321
Cash and cash equivalents at end of period	156,210	117,051

2. Dividend information	(Millions of yen)		
	Year ended March 31, 2012	Year ended March 31, 2013	Year ending March 31, 2014
Cash dividends, applicable to the year (yen)	25.00	29.00	33.00
Half year (yen)	16.50	12.50	16.50
Year-end (yen)	8.50	16.50	16.50
Total annual dividends (millions of yen)	18,133	21,026	
Payout Ratio (%)	-	64.8	29.9
Dividends on shareholders' equity (%)	2.1	2.4	

3. Forecast of operating results from April 1, 2013 to March 31, 2014

	(Millions of yen)
	Year ending March 31, 2014
Net sales	2,100,000
Operating income	140,000
Income before income taxes	135,000
Net income attributable to Ricoh Company, Ltd.	80,000
Net income attributable to Ricoh Company, Ltd. shareholders per share (yen)	110.34

4. Others

(1) Changes in significant subsidiaries: No

(2) Change in accounting method has been made.

*Please see (8) Changes in Significant Accounting Policies (Consolidated) on page 25.

(3) Number of common stock outstanding (including treasury stock):

As of March 31, 2013 744,912,078 shares As of March 31, 2012 744,912,078 shares

(4) Number of treasury stock:

As of March 31, 2013 19,875,662 shares As of March 31, 2012 19,831,060 shares

(5) Average number of common stock:

As of March 31, 2013 725,062,802 shares As of March 31, 2012 725,483,319 shares

(Reference) Non-consolidated information

1. Results for the period from April 1, 2012 to March 31, 2013

(1) Operating Results

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013
Net sales	795,471	803,861
<i>(% change from the previous corresponding period)</i>	-5.6	1.1
Operating loss	-31,927	-1,520
<i>(% change from the previous corresponding period)</i>	-	-
Ordinary income (loss)	-7,402	18,650
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss)	-128,678	15,846
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss) per share-basic (yen)	-177.37	21.86
Net income (loss) per share-diluted (yen)	-	-

(2) Financial Position

(Millions of yen)

	March 31, 2012	March 31, 2013
Total assets	1,135,182	1,110,025
Net assets	599,269	603,092
Equity ratio (%)	52.8	54.3
Net assets per share (yen)	826.02	832.79

* Equity capital

March 31, 2013 ¥603,092million

March 31, 2012 ¥599,269million

1. Performance

(1) Operating results

*Overview

Consolidated net sales of Ricoh Group for the fiscal year 2012 (April 1, 2012 to March 31, 2013) increased by 1.1% as compared to the previous corresponding period, to ¥1,924.4 billion. During this period, the average yen exchange rates were ¥83.06 against the U.S. dollar (down ¥3.98) and ¥107.08 against the Euro (up ¥1.97). Net sales would be at the same level compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy has shown signs of gradual recovery with the increase in demand relating to the recovery and restoration of the areas affected by the Great East Japan Earthquake. However, with the strong Yen against the U.S. dollar and the Euro during most of the year, along with the continued worry of a global slowdown, the economic environment remained fairly stagnant throughout the fiscal year. The higher expectations arising from the economic recovery plans introduced by the new cabinet has helped to weaken the Yen and increase the stock prices during the end of 2012, but the overall economic outlook still remains unpredictable.

Under such conditions, domestic sales in the Other segment increased compared to the previous corresponding period due to the additional sales contribution from Pentax Ricoh Imaging Co., Ltd but sales in the Imaging & Solutions segment and the Industrial Products segment decreased from the previous corresponding period. Overall, domestic sales decreased by 1.8% compared to the previous corresponding period.

Outside of the domestic market, the U.S. economy is showing signs of a modest recovery, but the European economy remains stagnant under the prolonged European debt crisis, along with the slowdown in growth occurring in China and the rest of the emerging markets. These economic conditions have affected the overseas sales of Ricoh.

As for overseas sales by region, sales in the Americas increased by 5.9% compared to the previous corresponding period (an increase of 0.9% excluding foreign currency exchange fluctuation) due to the weakening trend of the yen against the dollar that began during the end of the year. Sales in Europe, Middle East and Africa increased by a mere 0.1% due to the continued economic uncertainties in the region along with the strong Yen against the Euro (an increase of 1.9% excluding foreign currency exchange fluctuation). Sales in Other region (which includes China, South East Asia and Oceania) increased by 6.9% (an increase of 3.2% excluding foreign currency exchange fluctuation). As a result, total overseas sales increased by 3.6% compared to the previous corresponding period (an increase of 1.6% excluding foreign currency exchange fluctuation).

Gross profit increased by 2.1% as compared to the previous corresponding period, to ¥768.6 billion due to increase in sales and the continued cost reduction activities implemented by the company.

The group-wide activities to streamline costs have contributed significantly in reducing selling, general and administrative expenses. The decrease in impairment costs of long-lived assets and corporate restructuring costs, as well as decrease in goodwill impairment costs which were not incurred this fiscal year contributed to a decrease of 8.5% in selling, general and administrative expenses as compared to the previous corresponding period; to ¥705.1 billion.

As a result, operating income increased significantly to ¥63.4 billion (operating loss was ¥18.0 billion for the previous corresponding period).

Other income and expenses have improved compared to the previous corresponding period due to significant reduction in losses from securities revaluation and the decrease in foreign exchange loss. As a result, income before income taxes increased as compared to the previous corresponding period; to ¥58.1 billion (loss before income taxes was ¥31.9 billion for the previous corresponding period).

Consequently, net income attributable to Ricoh Company, Ltd. increased by ¥77.0 billion as compared to the previous corresponding period; to ¥32.4 billion (net loss was ¥44.5 billion for the previous corresponding period).

Comprehensive income increased significantly primarily by the increase in consolidated net income and the increase in cumulative translation adjustments.

*Consolidated Sales by Product Line

Imaging & Solutions (Sales up 0.9% to ¥1,685.3 billion)

Sales in the Imaging & Solutions segment which is comprised of the Office Imaging, Production Printing and Network System Solutions increased by 0.9% from the previous corresponding period, to ¥1,685.3 billion.

Office Imaging (Sales up 0.5% to ¥1,329.6 billion)

Sales in this category increased by 0.5% compared to the previous corresponding period, to ¥1,329.6 billion. The sales would have decreased by 0.7% excluding the effects of foreign currency fluctuations.

The sales of color PPCs increased compared to the previous corresponding period along with the increase in sales of monochrome printers.

Production Printing (Sales down 1.0% to ¥147.0 billion)

Despite the increase in the sales of cut sheet products, sales in this category decreased by 1.0% compared to the previous corresponding period, to ¥147.0 billion due to the decrease in the sales of our third party products.

Network System Solutions (Sales up 4.8% to ¥208.7 billion)

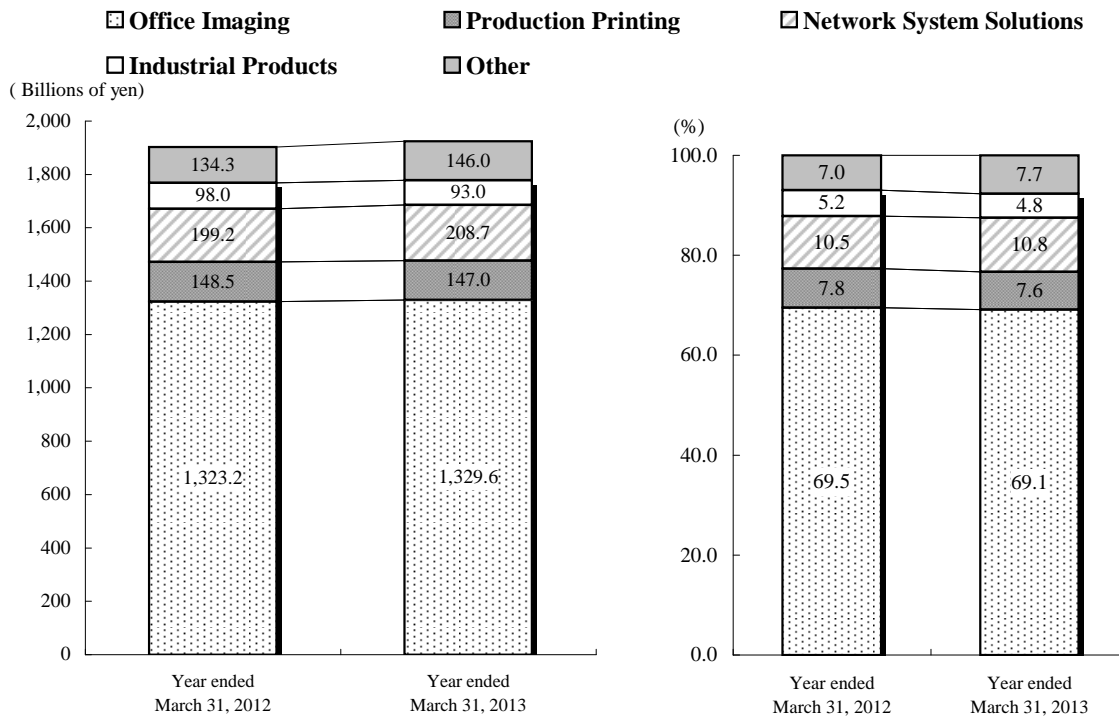
Sales in this category increased by 4.8% compared to the previous corresponding period, to ¥208.7 billion due primarily to the increase in overseas sales of IT services.

Industrial Products (Sales down 5.1% to ¥93.0 billion)

Sales in the Industrial Products segment decreased by 5.1% compared to the previous corresponding period, to ¥93.0 billion. Sales of thermal media products increased from the previous corresponding period, but the sales of semiconductor devices and ele

Other (Sales up 8.7% to ¥146.0 billion)

Net sales in the Other segment increased by 8.7% compared to the previous corresponding period, to ¥146.0 billion due to contribution in sales from Pentax Ricoh Imaging Co., Ltd, which was acquired in the second half of FY11.



* Consolidated Sales by Geographic Area

Japan (Sales down 1.8% to ¥870.3 billion)

The Japanese economy has shown signs of gradual recovery with the increase in demand relating to the recovery and restoration of the areas affected by the Great East Japan Earthquake. The expectations arising from the economic recovery plans introduced by the new cabinet along with the monetary easing measures introduced by the Bank of Japan has helped to weaken the Yen and increase the stock prices, but the overall economic outlook still remains unpredictable.

Under such conditions, sales in the Imaging & Solutions segment for the domestic market decreased by 2.2% compared to the previous corresponding period to ¥695.7 billion, due to the slow down in after-sales revenue.

Sales of semiconductor devices and electronic components decreased as compared to the previous corresponding period. As a result, sales in the Industrial Products segment decreased by 16.5% as compared to the previous corresponding period, to ¥44.5 billion.

Other segment sales have increased compared to the previous corresponding period due to the additional sales contribution from Pentax Ricoh Imaging Co., Ltd., which was acquired in the second half of FY11.

The Americas (Sales up 5.9% to ¥496.6 billion)

In the Americas, the economic situation remains unpredictable despite the gradual recovery in individual consumption and capital investment. Despite such economic conditions, the weakening of the Yen against the Dollar during the latter part of the fiscal year has contributed to increase overall sales by 5.9% compared to the previous corresponding period, to ¥496.6 billion.

The sales in this area would have increased by 0.9% excluding the effects of foreign currency fluctuations.

Europe, Middle East and Africa (Sales up 0.1% to ¥421.7 billion)

In Europe, Middle East and Africa the economic situation remains uncertain due to the prolonged European debt crisis. The Yen showed signs of weakness against the Euro around the end of the year, but for the most part of the fiscal year the Yen remained strong against the Euro. Under such conditions, the sales in Europe, Middle East and Africa increased by 0.1% compared to the previous corresponding period, to ¥421.7 billion.

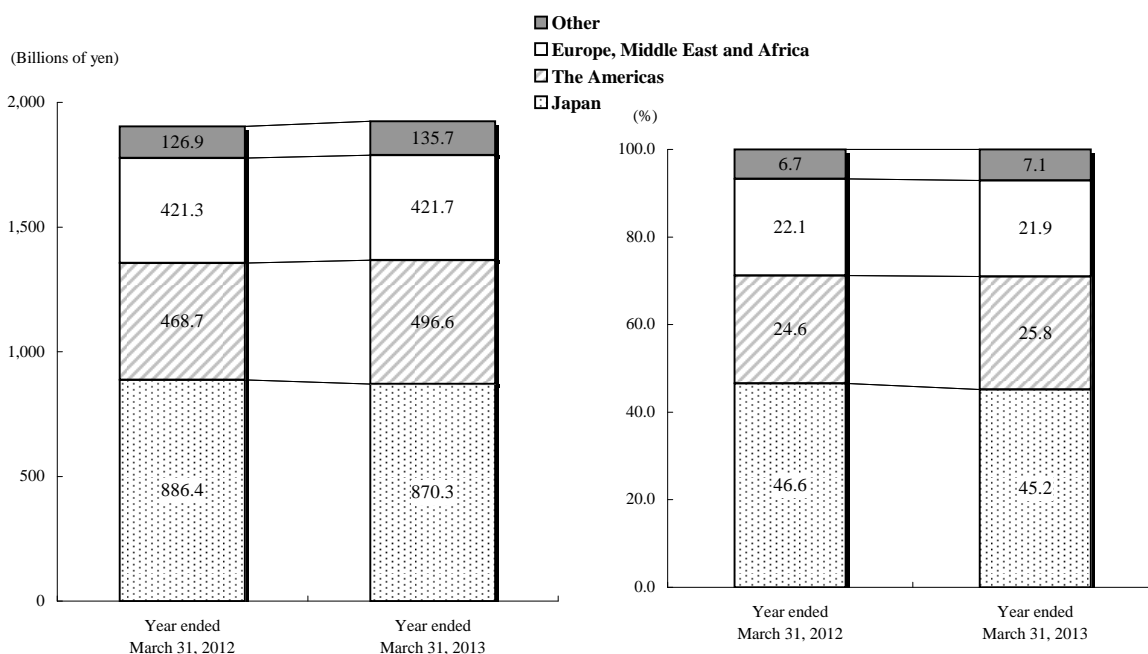
The sales in this area would have increased by 1.9% excluding the effects of foreign currency fluctuations.

Other (Sales up 6.9% to ¥135.7 billion)

The Other segment includes China, South East Asia and Oceania. The emerging markets including China and India achieved strong growth, but there are signs of a slowdown in growth in these countries and the rest of the emerging markets.

Due to the strengthening of the sales force in the emerging markets, Ricoh was able to increase sales in all segments from the previous corresponding period.

As a result, overall sales in Other increased by 6.9% from the previous corresponding period, to ¥135.7 billion. The sales in this area would have increased by 3.2% excluding the effects of foreign currency fluctuations.



*Segment Information

Operating Segment

Imaging & Solutions

The increase in the sales of color PPCs, MFPs, monochrome printers and Network System Solutions have contributed to the overall increase in sales in the Imaging & Solutions segment by 0.9% from the previous corresponding period, to ¥1,685.3 billion.

The group-wide activities to streamline costs have contributed to improve our operating income. The decrease in the impairment of long-lived assets and corporate restructuring costs incurred this fiscal year along with goodwill impairment incurred during the previous fiscal year that were not incurred this fiscal year have all contributed to significantly improve our operating income for this fiscal year to ¥137.9 billion.

Industrial Products

Sales in the Industrial Products segment decreased by 5.2%, as compared to the previous corresponding period, to ¥97.4 billion. Sales of semiconductor devices and electronic components decreased as compared to the previous corresponding period.

As a result, operating loss in the Industrial Products segment amounted to ¥0.8 billion (operating loss was ¥1.6 billion for the previous corresponding period).

Other

Sales in the Other segment increased by 8.7%, as compared to the previous corresponding period, to ¥146.0 billion. The acquisition of Pentax Ricoh Imaging Co., Ltd., which was acquired in the second half of FY11, has contributed to the increase in sales of our digital camera products. However, the additional expenses incurred relating to new business affected our overall performance in this segment, resulting in an operating loss of ¥5.2 billion (operating loss ¥4.7 billion for the previous corresponding period).

	(Billions of yen)		
	Year ended March 31, 2012	Year ended March 31, 2013	Change (%)
<u>Imaging & Solutions:</u>			
Net sales	1,671.1	1,685.3	0.9
Operating income	54.9	137.9	151.0
<i>Operating income on sales(%)</i>	<i>3.3</i>	<i>8.2</i>	<i>4.9point</i>
<u>Industrial Products:</u>			
Net sales	102.7	97.4	-5.2
Operating loss	-1.6	-0.8	-
<i>Operating loss on sales(%)</i>	<i>-1.6</i>	<i>-0.9</i>	<i>0.7point</i>
<u>Other:</u>			
Net sales	134.3	146.0	8.7
Operating loss	-4.7	-5.2	-
<i>Operating loss on sales(%)</i>	<i>-3.5</i>	<i>-3.6</i>	<i>-0.1point</i>

Geographic Segment

Japan

Although there are increased demand relating to the recovery and restoration of the areas affected by the Great East Japan Earthquake, along with the weakening Yen and increase of stock prices during the latter part of the fiscal year, the overall economic outlook still remains unpredictable. Under such condition, overall sales in Japan decreased by 1.0% from the previous corresponding period, to ¥1,262.3 billion. The group-wide activities to streamline costs and the reduction in restructuring costs have contributed to improve our operating income for this fiscal year to ¥26.9 billion.

The Americas

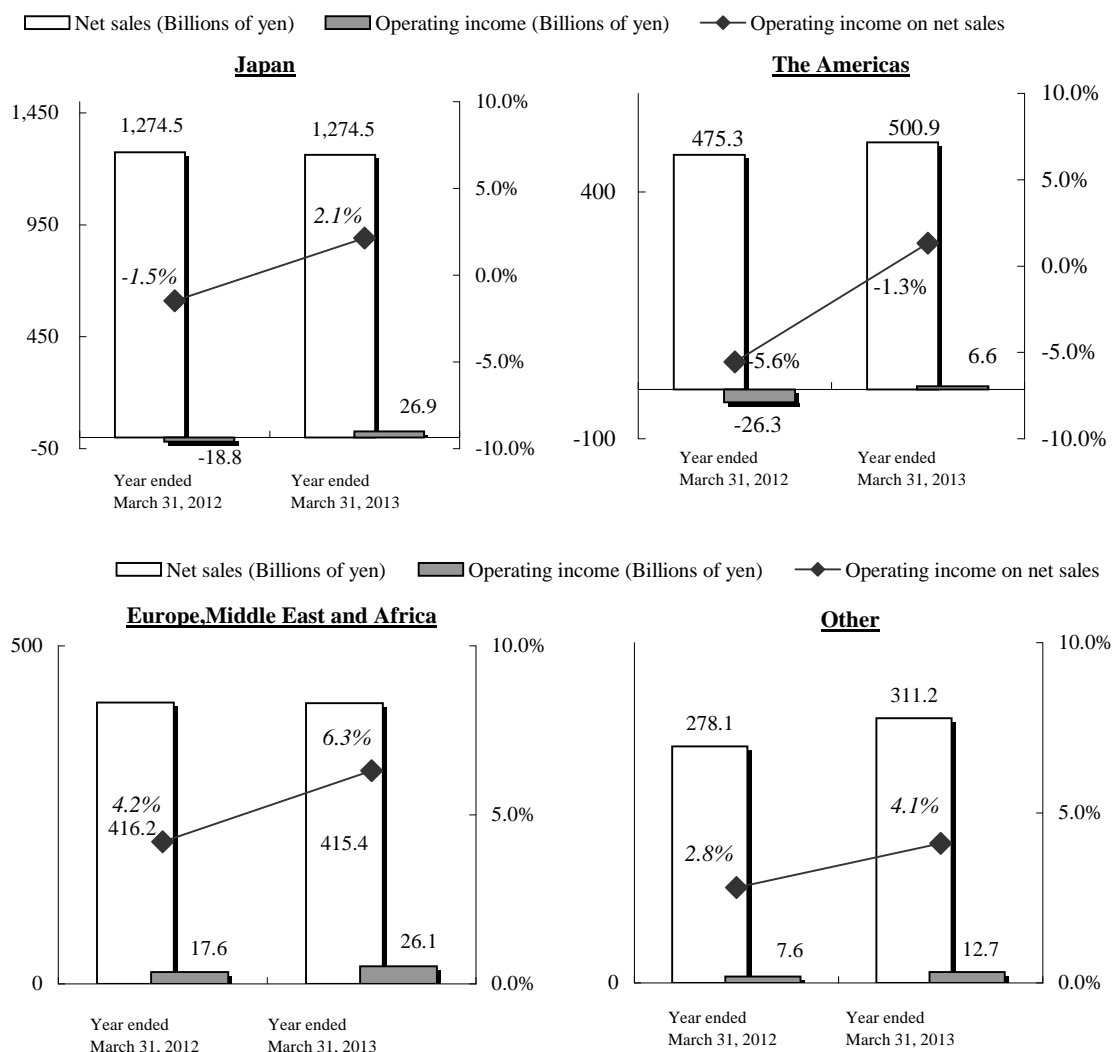
The weakening of the Yen against foreign currencies during the latter part of the fiscal year have contributed to increase overall sales in the Americas segment by 5.4% as compared to the previous corresponding period, to ¥500.9 billion. The decrease in impairment of long-lived assets along with goodwill impairment incurred during the previous fiscal year that were not incurred this fiscal year have contributed to significantly improve our operating income to ¥6.6 billion.

Europe, Middle East and Africa

The continued business recession throughout Europe, and the strong Yen against the Euro for most part of the fiscal year have affected our sales in this segment. The overall sales in this segment decreased by 0.2%, from the previous corresponding period to ¥415.4 billion. Operating income increased by 48.1% from the previous corresponding period, to ¥26.1 billion due to the group-wide activities taken to streamline costs.

Other

By strengthening the sales structure in the emerging market, overall sales in Other segment increased by 11.9% from the previous corresponding period, to ¥311.2 billion. Operating income increased by 66.1% from the previous corresponding period, to ¥12.7 billion.



*Forecast for the coming fiscal year

Economic projections and Ricoh Group's strategies for fiscal year 2013

From a global perspective, the U.S. economy is showing signs of a modest recovery and expectations for growth in the domestic economy are arising from the economic recovery plans by the new cabinet and the Bank of Japan. However, the overall economic outlook continues to remain unpredictable with the prolonged European debt crisis and the slowdown in growth occurring in the emerging markets.

We believe the various restructuring activities implemented throughout the Ricoh Group will contribute to our continued growth in the future. These activities will be continually implemented to strengthen our management efficiency.

Our performance forecast for fiscal year ending March 31, 2014 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2014

US\$ 1 = ¥95.00 (¥83.06 in previous fiscal year)

EURO 1 = ¥125.00 (¥107.08 in previous fiscal year)

	Year ended March 31, 2013 (Results)	Year ending March 31, 2014 (Forecast)	(Billions of yen) Change
Domestic sales	870.3	882.5	1.4%
Overseas sales	1,054.1	1,217.5	15.5%
Net sales	1,924.4	2,100.0	9.1%
Gross profit	768.6	875.0	13.8%
Operating income	63.4	140.0	120.8%
Income before income taxes	58.1	135.0	132.4%
Net income attributable to Ricoh Company, Ltd.	32.4	80.0	146.8%

Notes:

* Ricoh bases the forecast estimates for the year ending March 31, 2014 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

(2) Financial Position

A) Assets, Liabilities, and Equity at Year-End	(Billions of yen)		
	March 31, 2012	March 31, 2013	Change
Total Assets	2,289.3	2,360.6	71.3
Total Equity	879.0	958.6	79.6
Ricoh Company, Ltd. shareholders' equity	822.7	897.9	75.2
Ricoh Company, Ltd. shareholders' equity ratio (%)	35.9%	38.0%	2.1point

For Assets, cash and time deposits have decreased from the end of the previous fiscal year. In addition, the weakening of the Yen against foreign currencies during the end of the fiscal year has contributed to the increase in our assets held in foreign currencies. As a result, total assets increased by ¥71.3 billion; to ¥2,360.6 billion.

For Liabilities, repayments of debt have contributed to the decrease in the total amount of interest-bearing debt. As a result, total liabilities decreased by ¥8.3 billion; to ¥1,402.0 billion.

For Total Equity, the accumulated other comprehensive income 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 increased by ¥79.6 billion from the end of the previous fiscal year; to ¥958.6 billion.

B) Cash Flows	(Billions of yen)		
	Year ended March 31, 2012	Year ended March 31, 2013	Change
Cash flows from operating activities	11.2	124.5	113.3
Cash flows from investing activities	-112.4	-106.4	5.9
Cash flows from financing activities	87.8	-64.3	-152.1
Cash and Cash Equivalents at end of period	156.2	117.0	-39.1

Net cash provided by operating activities increased by ¥113.3 billion from the previous corresponding period, to ¥124.5 billion due primarily to the increase in net income and decrease in inventory.

Even though purchases of fixed assets increased, the acquisition cost incurred in the previous fiscal year affected our overall net cash used in investing activities. The net cash used in investing activities decreased by ¥5.9 billion from the previous corresponding period; to ¥106.4 billion.

As a result, free cash inflows generated by operating and investing activities amounted to ¥18.0 billion while free cash flow was a negative ¥101.2 billion in the previous corresponding period.

Net cash used in financing activities in this period amounted to ¥64.3 billion due primarily to decrease in interest-bearing debt.

As a result of the above, cash and cash equivalents as of the end of this fiscal year decreased by ¥39.1 billion from the end of the previous corresponding period, to ¥117.0 billion.

C) Cash Flow Indices

	Year ended March 31, 2009	Year ended March 31, 2010	Year ended March 31, 2011	Year ended March 31, 2012	Year ended March 31, 2013
Total Equity / Total assets	38.8%	40.8%	41.0%	35.9%	38.0%
Market capitalization / Total assets	33.6%	44.4%	47.0%	25.5%	30.8%
Interest bearing debt / Operating cash flow	8.9	3.6	5.3	66.2	5.6
Operating cash flow / Interest expense	14.9	23.4	15.1	1.6	16.9

Notes:

- i. All indices are calculated based on consolidated data.
- ii. Market capitalization equals the stock price at the end of fiscal year multiplied by the number of shares outstanding at the end of fiscal year.
- iii. Operating cash flows is shown in consolidated statement of cash flow. Interest bearing debt includes all debt in which a fee is charged for the liability.
- iv. Indices of Year ended March 31, 2009 and 2010 are not based on the figures retrospectively adjusted.

(3) Dividend Policy

Ricoh endeavors to ensure that policies are regularly updated to take the dividend payout ratio into consideration in the payment of dividends, while at the same time increasing retained earnings for the enhancement of corporate structure and for new business generation. Furthermore, these retained earnings will be used both in the reinforcement of core businesses and for investment in new fields with both medium-term and long-term perspectives.

Since we have achieved profit for this fiscal year, the total dividend per share for the fiscal year ended March 31, 2013 will be ¥4.00 higher than the previous fiscal year, to ¥29.00 and for the fiscal year ending March 31, 2014 will be ¥33.00 respectively.

(4) Risk Factors

Risks that may affect Ricoh's financial results and financial position are listed below, but are not limited to them. Ricoh's business may in the future also be affected by other risks that are currently unknown or that are not currently considered significant or material.

- Ability to respond to rapid technological changes in the document imaging and management industry
- Highly competitive markets
- The risks of international operations and the risks of overseas expansion
- Economic outlooks in major markets
- Foreign exchange fluctuations
- Crude oil price fluctuations
- Government regulation that can limit its activities or increase its cost of operations
- Internal control evaluations and attestation over financial reporting under section 404 of the Sarbanes-Oxley Act of 2002
- Dependence on protecting its intellectual property rights
- Dependence on securing and retaining specially skilled personnel
- Increase of employee benefit obligations
- Environmental laws and regulations
- Risks associated with Ricoh's equipment financing business
- Product liability claims that could significantly affect its financial condition
- Alliances with other entities
- Risks associated with divulging of information
- Catastrophic disaster, information technology problems or infectious diseases
- Fluctuations in a state of electricity supply

2. Group Position

The Ricoh Group comprises 220 subsidiaries and 7 affiliates as of March 31, 2013.

Their development, manufacturing, sales, and service activities center on Imaging & Solutions, Industrial Products, and Other.

Ricoh Company, Ltd., a parent company, heads development. The parent company and subsidiaries or affiliates maintain an integrated domestic and international manufacturing structure. Below, we have listed our main product areas and the positions of key subsidiaries and affiliates.

<Imaging & Solutions>

In this business category, Ricoh provides products and systems that support the enhancement of the office productivity of customers. Major products include:

Digital/analog copiers, MFPs (multifunctional printers), laser printers, facsimile machines, and digital duplicators.

Ricoh also provides solution systems including personal computers and servers, utilizing its information technology.

Another business Ricoh also provides are support, service, and related supplies, as well as support and service including IT environment setup and network administration.

[Main Subsidiaries and Affiliates]

Manufacturing

Japan...Tohoku Ricoh Co., Ltd., Ricoh Elemex Corporation, Ricoh Unitechno Co., Ltd., Hasama Ricoh Inc., Ricoh Microelectronics Co., Ltd., Ricoh Keiki Co., Ltd., and Ricoh Printing Systems, Ltd.

The Americas...Ricoh Electronics, Inc.

Europe...Ricoh UK Products Ltd., Ricoh Industrie France S.A.S.

Other regions...Ricoh Asia Industry (Shenzhen) Ltd., Shanghai Ricoh Digital Equipment Co., Ltd. and Ricoh Manufacturing (Thailand) Ltd.

Sales and Service

Japan ...Ricoh Japan Corporation, Ricoh Technosystems Co., Ltd., Ricoh IT Solutions Co.,Ltd., Ricoh Leasing Co., Ltd. and Ricoh Logistics System Co., Ltd.

The Americas...Ricoh Americas Corporation, Ricoh Production Print Solutions, LLC, Ricoh USA Inc.

Europe...Ricoh Europe PLC, Ricoh Deutschland GmbH, Ricoh UK Ltd., Ricoh France S.A.S., Ricoh Espana S.L.U. and Ricoh Italia Srl.

Other regions...Ricoh China Co., Ltd., Ricoh Hong Kong Ltd., Ricoh Asia Pacific Operations Ltd., Ricoh Asia Pacific Pte. Ltd., Ricoh Australia Pty, Ltd. and Ricoh India Ltd.

<Industrial Products>

Manufacturing and marketing thermal media, optical equipments, semiconductors and electronic component

[Main Subsidiaries and Affiliates]

Manufacturing and Sales

Japan...Ricoh Optical Industries Co., Ltd., Ricoh Elemex Corporation and Ricoh Microelectronics Co., Ltd.

The Americas...Ricoh Electronics, Inc.

Europe...Ricoh Industrie France S.A.S.

<Other>

Supplying digital camera, and providing leasing and logistics services

[Main Subsidiaries and Affiliates]

Manufacturing

Pentax Ricoh Imaging Products (Philippines) Corporation

Sales

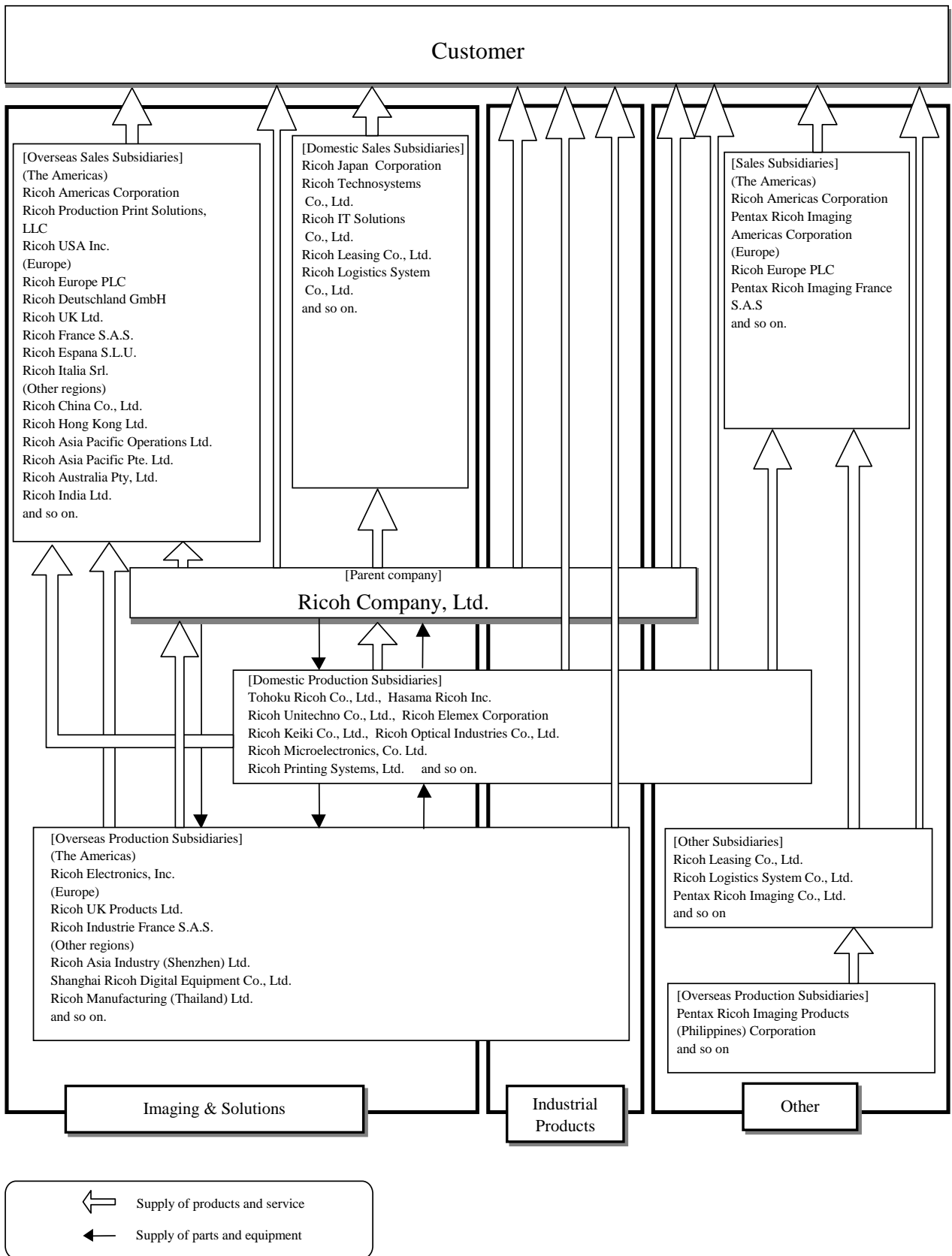
Ricoh Americas Corporation, Pentax Ricoh Imaging Americas Corporation, Ricoh Europe PLC, Pentax Ricoh Imaging France S.A.S

Other

Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd., Pentax Ricoh Imaging Co., Ltd.

<Chart of Business System>

The following chart is showing the group positions.



Note: Following subsidiaries are listed on domestic stock exchange.

Ricoh Leasing Co., Ltd.: Tokyo Stock Exchange

3. Management policy

(1) Basic Management Policy

Ricoh Group aims "To be the most trusted brand with irresistible appeal in the global market.", and makes its missions "to be committed to providing excellence to improve the quality of living" and "to save the precious earth and fulfill its responsibilities for creating sustainable society".

To these ends, we are providing innovative products and services to all customers who handle information at work in offices and in their lives out of the office, based on the Ricoh brand benefits of "Harmonize with the environment", "Simplify your life and work", and "Support knowledge management".

(2) Medium and Long Term Management Strategy

The business environment surrounding the Ricoh Group has drastically changed in the past several years and we are currently at a turning point for our core Imaging & Solutions business.

In developed countries, the demands for copiers and multi-functional products have become stagnant. More information is processed in the office environment than ever before, but the increase in the information communicated is handled more through the internet by devices such as smart phones and tablet PCs. This has increased the variations in the way we print. Moreover, after the global financial crisis, customers are becoming more cost conscious and a major shift in attitudes is setting forth a new era in which people get more value by owning less property. One example is the increasing trend to move towards cloud computing. In other words, customers value are shifting from "owning products" to "using services."

Accelerated mobile device and cloud computing usage and paper use trends, indications for changes in working style. The measure of customer satisfaction also is changing. Customers only want to be charged for a successful result. Therefore, we understand that a simple proposal on product features and prices will not be sufficient for meeting the demands of our customers.

The Ricoh Group has launched the 17th Mid-Term Management Plan (implemented from fiscal 2012 to 2014) that defines "business creation and integration" and "establishment of highly efficient management" as its two basic strategies to adapt to these changes.

For "business creation and integration", aiming for "regeneration", we are implementing measures to reinforce the earning power through core businesses, to create new profit models in current core businesses and to accelerate development for new growth businesses.

With regard to the "establishment of highly efficient management", we are reconstructing our corporate systems in order to build an organization that can maintain accelerated business growth while properly responding to any changes in the business environment. Also in order to improve resource efficiency, we are reviewing our business processes and our allocation of human resources. We are also conducting a full analysis of all business activities, and advancing structural reform.

The status of achievement for this fiscal year on our core strategies are as follows:

Business Creation and Integration

In the Imaging & Solutions segment, we have introduced a full line-up of products that will contribute to the increase in productivity and reduction of total cost of ownership (TCO) for our customers.

With regards to our monochrome multifunction products, we have introduced MP 9002/7502/6002/6002GP series. These products are created using electric furnace steel sheets that are made of 100% steel scrap. This has contributed to reduce the consumption of new resources in our office equipments.

Additionally, we have introduced a full line-up of reconditioned multifunction products, which are comprised of MF C4000RC SRF/MF C2800RC SRF color line-up and MF 7501RC/6001RC/5000RC/4000RC/3350RC/ 2550RC series monochrome line-up. These products are built using mainly reusable parts and have contributed to a large reduction in the level of CO2 during the manufacturing process.

By introducing these new products that have achieved improved environmental performance and productivity, we were able to obtain high market share for multifunction products.

As for printers, we have introduced a complete new lineup of products, which are SP C831/C831M/C830/C830M/ C731/C731M/C730/C730M/C730L color printers and SP 8300/8300M monochrome printers. These products are equipped with a user friendly 4.3 inch full color LCD touch panel, which allows for improved operation ability. Furthermore, features such as printing from mobile devices have been improved by connecting to a cloud computing environment. In addition to this, we have also introduced our GELJET SG 7100 printer and the multi-function GELJET SG 3100SF. These compact models offers improved first print output, enhanced security features that will fit the needs of various industries and operations. Furthermore, these compact models can be used as a desktop machine in the office to achieve improved productivity and reduction of TCO.

With regard to our other offerings, we have introduced six new projection systems (twelve models), including our desk edge / short throw projectors PJ WX3340N and PJ WX4240N and the Interactive Whiteboard D5500. The Interactive Whiteboard D5500 allows the user to write directly onto the display and allow for improved data and information sharing across the network. By offering the best mix of our innovative products, we have been able to help assist our customers in changing their work style to improve efficiency within their organization.

We expanded Managed Document Services (MDS)* and by assisting customers with their overall IT service needs, such as taking over time-consuming tasks, ensuring high network uptime and security, and resolution of various IT issues. Furthermore, by improving overall operations with the use of fewer resources, we have been able to achieve improved revenue growth in this market.

***Managed Document Services (MDS)**

MDS is a service intended to design, construct, maintain and optimize a highly efficient information infrastructure. Under MDS, we work to evaluate and understand each customer's unique needs from document creation, utilization to storage and to provide them with a solution for effective management of their entire document environment.

In the emerging markets, we continue to provide a strong lineup of products such as our A4 multi-function products along with streamlining our development and manufacturing functions to further accelerate reduction in our production costs. We have achieved high market share due to the strengthening of our sales channels in Asia.

With regards to new business development, we have expanded technological development and products in our industrial and consumer areas in order to provide added-value to our customers.

In the Industrial products segment, we have continued our development of advanced devices, modules and materials based on our core optical and thermal technology. Under such development, we introduced a re-writable hybrid media that allows for images made chemically to appear or disappear through controlled application of heat. Furthermore, we have introduced a line-up of five Factory Automation (FA) cameras and fourteen lenses that can be used in manufacturing lines for inspection, pattern matching, and alignment. These products have contributed to the increased productivity and reduction of costs in our customers manufacturing facilities.

With regards to our thermal media business, we are continuing to take steps to increase our presence in the global market, especially in the emerging market. In order to gain a foothold into this market, we have established a subsidiary in India.

As for the Consumer segment, we continue to strengthen our product lineup with the introduction of our digital compact interchangeable lens SLR camera the "PENTAX Q10" and our top of the line K series "PENTAX K-5 II" camera.

Establish Highly Effective Management

In order to achieve further growth and stable performance under the severe economic environment, the Ricoh Group has implemented various initiatives to restructuring. This includes initiatives such as drastically reducing expenses, streamlining overlapping operations and shift of personnel to growth areas. Furthermore, to enhance the global competitiveness of our engineering and manufacturing functions, we have consolidated part of our engineering and manufacturing resources relating to imaging products that were previously dispersed among Ricoh and several manufacturing subsidiaries in Japan into two subsidiaries, Ricoh Technologies and Ricoh Industries, which were established on April 1, 2013.

(3) Issues to Face

The Ricoh Group has not only taken various steps to cope with the worldwide financial meltdown, the Thailand flooding, the catastrophic earthquake and tsunami in Japan and huge shift ICT technology, but has implemented various initiatives to build a strong and stable management system for growth. This coming fiscal year 2013 will be an important year for the Ricoh Group in developing a market for further growth. To achieve this growth, we have set forth and will implement the following four core action plans.

I. Thoroughly reinforce the earning power through core businesses

In regards to our core business in the Office Imaging segment, we will continue to win over competition and increase market share by improving the features of our products at competitive prices, along with providing quicker innovative solutions to our customers. Furthermore, by increasing the efficiency of our development, manufacturing and sales operations, we will be able to increase our profitability.

Additionally, in the emerging markets with continued growth, we will increase profit through expansion of sales channels along with increasing sales through the various IT services companies acquired in the past several years. Furthermore, products and services will be developed upon the features and prices demanded in the respective markets. In addition to China, India and others, we will continue to establish our presence in markets or countries in which we can expect strong growth.

As for our Production Printing business, we will continue to enhance our product lineup. we can expect an increase in revenue from the increased print volume achieved from the sale of these products. Furthermore, we will develop business fields for commercial printing.

II. Create new profit models in current core businesses

We will constantly look to provide solutions to a wider range of issues surrounding our customers to establish an additional growth model to our existing multi-function and printer business. We will further enhance our MDS and IT Services along with strengthening our solutions for enhanced communication such as our projection system, video conference system and our interactive whiteboard solution. Additionally, by providing improved connectivity of our multi-function products and printers to smart phones and tablet PCs, we can offer more innovative work style solutions to our customers.

III. Accelerate development for new growth businesses

In order for the Ricoh Group to take advantage of new business opportunities, we will continue to provide the market with innovative optical, image processing and environmental technology solutions. Especially in the area of optical systems in our Industrial Products segment, we will enhance our applied technology to develop and market new devices and modules. Furthermore, for our consumer segment, especially surrounding our digital SLR cameras, we will continue to strengthen our products and sales network to solidify our presence in this market. Moreover, to maintain long-term growth, we will continue to improve and strengthen the process of searching and developing for profitable business opportunities in the future.

IV. Improve resource efficiency

We will increase overall business efficiency to maximize the value of our products and services that can be generated through the resources injected. We will continue to place effort into establishing a corporate culture that will value employees in all areas (development, manufacturing, sales and headquarters, etc.) whom have a mindset for working to earn even greater trust and confidence from its customers as a reliable partner.

For corporations to be sustainable for the future, they must always contribute to the welfare of mankind, the development of society and the conservation of earth's environment. For the Ricoh Group to continue to grow and to be admired by society, we will continue to increase corporate value in respect to the society, environment and the economy. As part of these efforts, in April 2012, the Ricoh Group introduced a new global brand tagline "imagine. change." to express the concept that collective imagination can pave the way for change into the future.

With this new corporate message, the Ricoh Group will continue its concerted efforts to drive innovation to a broader extent than customers' expectations, aiming to remain their most valued and trusted business partner.

4. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(March 31, 2012 and 2013)

Assets	(Millions of yen)		
	March 31, 2012	March 31, 2013	Change
Current Assets			
Cash and time deposits	158,671	120,331	-38,340
Trade receivables	686,930	745,470	58,540
Inventories	195,009	195,367	358
Other current assets	65,896	65,051	-845
Total Current Assets	1,106,506	1,126,219	19,713
Fixed Assets			
Tangible fixed assets	268,527	290,875	22,348
Finance receivables	468,004	466,608	-1,396
Other investments	446,321	476,995	30,674
Total Fixed Assets	1,182,852	1,234,478	51,626
Total Assets	2,289,358	2,360,697	71,339

Note:

Contents of cash and time deposits:

Cash and cash equivalents	156,210	117,051
Time deposits	2,461	3,280

Liabilities and Equity

Liabilities and Equity	(Millions of yen)		
	March 31, 2012	March 31, 2013	Change
Current Liabilities			
Trade payables	252,209	256,538	4,329
Short-term borrowings	216,432	226,399	9,967
Other current liabilities	204,383	217,430	13,047
Total Current Liabilities	673,024	700,367	27,343
Fixed Liabilities			
Long-term indebtedness	525,435	476,381	-49,054
Accrued pension and severance costs	164,757	164,289	-468
Other fixed liabilities	47,124	61,002	13,878
Total Fixed Liabilities	737,316	701,672	-35,644
Total Liabilities	1,410,340	1,402,039	-8,301
Equity			
Common stock	135,364	135,364	-
Additional paid-in capital	186,083	186,083	-
Retained earnings	742,549	759,783	17,234
Accumulated other comprehensive loss	-204,175	-146,088	58,087
Treasury stock	-37,117	-37,146	-29
Ricoh Company, Ltd. shareholders' equity	822,704	897,996	75,292
Noncontrolling interests	56,314	60,662	4,348
Total Equity	879,018	958,658	79,640
Total Liabilities and Equity	2,289,358	2,360,697	71,339

Note: Accumulated other comprehensive income (loss);

Net unrealized holding gains on available-for-sale securities	3,681	8,665	4,984
Pension liability adjustments	-67,578	-64,266	3,312
Net unrealized losses on derivative instruments	-1,153	-861	292
Cumulative translation adjustments	-139,125	-89,626	49,499

Reference: Exchange rate	March 31, 2012	March 31, 2013
US\$ 1	¥82.19	¥94.05
EURO 1	¥109.80	¥120.73

(2) Consolidated Statements of Income

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%
Net sales	506,610	537,398	30,788	6.1
Cost of sales	322,246	332,199	9,953	3.1
<i>Percentage of net sales (%)</i>	63.6	61.8		
Gross Profit	184,364	205,199	20,835	11.3
<i>Percentage of net sales (%)</i>	36.4	38.2		
Selling, general and administrative expenses	165,424	182,248	16,824	10.2
<i>Percentage of net sales (%)</i>	32.7	33.9		
Operating income	18,940	22,951	4,011	21.2
<i>Percentage of net sales (%)</i>	3.7	4.3		
Other (income) expense				
Interest and dividend income	1,112	1,132	20	1.8
<i>Percentage of net sales (%)</i>	0.2	0.2		
Interest expense	2,008	2,330	322	16.0
<i>Percentage of net sales (%)</i>	0.4	0.4		
Other, net	1,412	-146	-1,558	-
<i>Percentage of net sales (%)</i>	0.2	-0.0		
Income before income taxes and equity in earnings of affiliates	16,632	21,899	5,267	31.7
<i>Percentage of net sales (%)</i>	3.3	4.1		
Provision for income taxes	6,960	5,328	-1,632	-23.4
<i>Percentage of net sales (%)</i>	1.4	1.0		
Equity in earnings of affiliates	22	-16	-38	-
<i>Percentage of net sales (%)</i>	0.0	-0.0		
Consolidated net income	9,694	16,555	6,861	70.8
<i>Percentage of net sales (%)</i>	1.9	3.1		
Net income attributable to noncontrolling interests	1,069	1,390	321	30.0
<i>Percentage of net sales (%)</i>	0.2	0.3		
Net income attributable to Ricoh Company, Ltd.	8,625	15,165	6,540	75.8
<i>Percentage of net sales (%)</i>	1.7	2.8		

Reference : Exchange rate

US\$ 1

¥79.32

¥92.28

EURO 1

¥104.04

¥121.81

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%
Net sales	1,903,477	1,924,497	21,020	1.1
Cost of sales	1,150,855	1,155,896	5,041	0.4
<i>Percentage of net sales (%)</i>	60.5	60.1		
Gross Profit	752,622	768,601	15,979	2.1
<i>Percentage of net sales (%)</i>	39.5	39.9		
Selling, general and administrative expenses	770,690	705,167	-65,523	-8.5
<i>Percentage of net sales (%)</i>	40.4	36.6		
Operating income (loss)	-18,068	63,434	81,502	-
<i>Percentage of net sales (%)</i>	-0.9	3.3		
Other (income) expense				
Interest and dividend income	3,129	3,048	-81	-2.6
<i>Percentage of net sales (%)</i>	0.2	0.2		
Interest expense	6,979	7,377	398	5.7
<i>Percentage of net sales (%)</i>	0.4	0.4		
Other, net	10,019	932	-9,087	-90.7
<i>Percentage of net sales (%)</i>	0.6	0.1		
Income (loss) before income taxes and equity in earnings of affiliates	-31,937	58,173	90,110	-
<i>Percentage of net sales (%)</i>	-1.7	3.0		
Provision for income taxes	8,223	20,838	12,615	153.4
<i>Percentage of net sales (%)</i>	0.4	1.1		
Equity in earnings of affiliates	39	31	-8	-20.5
<i>Percentage of net sales (%)</i>	0.0	0.0		
Consolidated net income (loss)	-40,121	37,366	77,487	-
<i>Percentage of net sales (%)</i>	-2.1	1.9		
Net income attributable to noncontrolling interests	4,439	4,899	460	10.4
<i>Percentage of net sales (%)</i>	0.2	0.2		
Net income (loss) attributable to Ricoh Company, Ltd.	-44,560	32,467	77,027	-
<i>Percentage of net sales (%)</i>	-2.3	1.7		

Reference : Exchange rate

US\$ 1

¥79.08

¥83.06

EURO 1

¥109.05

¥107.08

Consolidated Statements of Comprehensive Income

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change
Consolidated net income	9,694	16,555	6,861
Other comprehensive income (loss), net of tax			
Net unrealized holding gains on available-for-sale securities	2,473	5,482	3,009
Pension liability adjustments	-18,574	4,154	22,728
Net unrealized gains on derivative instruments	366	540	174
Foreign currency translation adjustments	31,122	27,342	-3,780
Total other comprehensive income, net of tax	15,387	37,518	22,131
Comprehensive gain	25,081	54,073	28,992
Comprehensive income attributable to noncontrolling interests	1,019	1,694	675
Comprehensive gain attributable to Ricoh Company, Ltd.	24,062	52,379	28,317

Reference : Exchange rate	March 31, 2012	March 31, 2013
US\$ 1	¥79.32	¥92.28
EURO 1	¥104.04	¥121.81

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change
Consolidated net income (loss)	-40,121	37,366	77,487
Other comprehensive income (loss), net of tax			
Net unrealized holding gains on available-for-sale securities	1,208	5,033	3,825
Pension liability adjustments	-20,163	3,407	23,570
Net unrealized gains on derivative instruments	83	423	340
Foreign currency translation adjustments	-15,066	49,370	64,436
Total other comprehensive income (loss), net of tax	-33,938	58,233	92,171
Comprehensive gain (loss)	-74,059	95,599	169,658
Comprehensive income attributable to noncontrolling interests	4,228	5,045	817
Comprehensive gain (loss) attributable to Ricoh Company, Ltd.	-78,287	90,554	168,841

Reference : Exchange rate	March 31, 2012	March 31, 2013
US\$ 1	¥79.08	¥83.06
EURO 1	¥109.05	¥107.08

(3)-1. Consolidated Sales by Product Category

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%
<Imaging & Solutions>				
Office Imaging	351,556	377,855	26,299	7.5
<i>Percentage of net sales (%)</i>	69.4	70.3		
Production Printing	37,922	42,266	4,344	11.5
<i>Percentage of net sales (%)</i>	7.5	7.9		
Network System Solutions	55,906	58,029	2,123	3.8
<i>Percentage of net sales (%)</i>	11.0	10.8		
Imaging & Solutions Total	445,384	478,150	32,766	7.4
<i>Percentage of net sales (%)</i>	87.9	89.0		
<Industrial Products>				
Industrial Products	23,149	22,893	-256	-1.1
<i>Percentage of net sales (%)</i>	4.6	4.3		
<Other>				
Other	38,077	36,355	-1,722	-4.5
<i>Percentage of net sales (%)</i>	7.5	6.7		
Grand Total	506,610	537,398	30,788	6.1
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate				
US\$ 1	¥79.32	¥92.28		
EURO 1	¥104.04	¥121.81		

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%
<Imaging & Solutions>				
Office Imaging	1,323,263	1,329,608	6,345	0.5
<i>Percentage of net sales (%)</i>	69.5	69.1		
Production Printing	148,564	147,040	-1,524	-1.0
<i>Percentage of net sales (%)</i>	7.8	7.6		
Network System Solutions	199,273	208,743	9,470	4.8
<i>Percentage of net sales (%)</i>	10.5	10.8		
Imaging & Solutions Total	1,671,100	1,685,391	14,291	0.9
<i>Percentage of net sales (%)</i>	87.8	87.5		
<Industrial Products>				
Industrial Products	98,052	93,094	-4,958	-5.1
<i>Percentage of net sales (%)</i>	5.2	4.8		
<Other>				
Other	134,325	146,012	11,687	8.7
<i>Percentage of net sales (%)</i>	7.0	7.7		
Grand Total	1,903,477	1,924,497	21,020	1.1
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate				
US\$ 1	¥79.08	¥83.06		
EURO 1	¥109.05	¥107.08		

* Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category).

Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year.

The above reclassification was made to the prior year's figures.

(3)-2. Consolidated Sales by Geographic Area

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%
<Domestic>	241,317	229,495	-11,822	-4.9
<i>Percentage of net sales (%)</i>	47.6	42.7		
<Overseas>	265,293	307,903	42,610	16.1
<i>Percentage of net sales (%)</i>	52.4	57.3		
The Americas	121,572	142,778	21,206	17.4
<i>Percentage of net sales (%)</i>	24.0	26.6		
Europe, Middle East and Africa	110,013	127,400	17,387	15.8
<i>Percentage of net sales (%)</i>	21.7	23.7		
Other	33,708	37,725	4,017	11.9
<i>Percentage of net sales (%)</i>	6.7	7.0		
Grand Total	506,610	537,398	30,788	6.1
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate				
US\$ 1	¥79.32	¥92.28		
EURO 1	¥104.04	¥121.81		

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%
<Domestic>	886,425	870,397	-16,028	-1.8
<i>Percentage of net sales (%)</i>	46.6	45.2		
<Overseas>	1,017,052	1,054,100	37,048	3.6
<i>Percentage of net sales (%)</i>	53.4	54.8		
The Americas	468,728	496,605	27,877	5.9
<i>Percentage of net sales (%)</i>	24.6	25.8		
Europe, Middle East and Africa	421,373	421,740	367	0.1
<i>Percentage of net sales (%)</i>	22.1	21.9		
Other	126,951	135,755	8,804	6.9
<i>Percentage of net sales (%)</i>	6.7	7.1		
Grand Total	1,903,477	1,924,497	21,020	1.1
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate				
US\$ 1	¥79.08	¥83.06		
EURO 1	¥109.05	¥107.08		

*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

(4) Consolidated Statements of Changes in Equity

Year ended March 31, 2012

(Millions of yen)

	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock	Ricoh Company, Ltd. shareholders' equity	Noncontrolling interest	Total equity
Beginning balance	135,364	186,083	811,082	-170,448	-36,838	925,243	52,887	978,130
Comprehensive income (loss)								
Net income (loss)			-44,560			-44,560	4,439	-40,121
Unrealized gains (losses) on securities				1,215		1,215	-7	1,208
Pension liability adjustment				-20,085		-20,085	-78	-20,163
Unrealized gains on derivatives				15		15	68	83
Cumulative translation adjustments				-14,872		-14,872	-194	-15,066
Total comprehensive income (loss)						-78,287	4,228	-74,059
Net changes in treasury stock					-279	-279		-279
Loss on disposal of treasury stock			-31			-31		-31
Dividends declared and approved to Ricoh Company, Ltd. shareholders			-23,942			-23,942		-23,942
Dividends to noncontrolling interests							-603	-603
Wholly owned subsidiaries							-198	-198
Ending balance	135,364	186,083	742,549	-204,175	-37,117	822,704	56,314	879,018

Year ended March 31, 2013

(Millions of yen)

	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock	Ricoh Company, Ltd. shareholders' equity	Noncontrolling interest	Total equity
Beginning balance (after adjustment)	135,364	186,083	742,549	-204,175	-37,117	822,704	56,314	879,018
Comprehensive income								
Net income			32,467			32,467	4,899	37,366
Unrealized gains on securities				4,984		4,984	49	5,033
Pension liability adjustment				3,312		3,312	95	3,407
Unrealized gains on derivatives				292		292	131	423
Cumulative translation adjustments				49,499		49,499	-129	49,370
Total comprehensive income						90,554	5,045	95,599
Net changes in treasury stock					-29	-29		-29
Loss on disposal of treasury stock			-7			-7		-7
Dividends declared and approved to Ricoh Company, Ltd. shareholders			-15,226			-15,226		-15,226
Dividends to noncontrolling interests							-697	-697
Ending balance	135,364	186,083	759,783	-146,088	-37,146	897,996	60,662	958,658

(5) Consolidated Statements of Cash Flows

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013
I. Cash Flows from Operating Activities:		
Consolidated net income (loss)	-40,121	37,366
Adjustments to reconcile net income (loss) to net cash provided by operating activities -		
Depreciation and amortization	91,137	85,905
Equity in earnings of affiliates, net of dividends received	-39	-31
Deferred income taxes	-24,086	-241
Loss on impairment of long-lived assets	10,070	1,379
Loss on impairment of securities	5,012	302
Loss on impairment of goodwill	27,491	-
Pension and severance costs, less payments	-5,386	-5,973
Changes in assets and liabilities -		
Increase in trade receivables	-20,393	-16,292
(Increase) Decrease in inventories	-17,126	14,010
(Increase) Decrease in finance receivables	-25,667	4,725
(Decrease) Increase in trade payables	-5,096	781
Decrease in accrued income taxes and accrued expenses and other	-5,623	-2,616
Other, net	21,033	5,211
Net cash provided by operating activities	11,206	124,526
II. Cash Flows from Investing Activities:		
Proceeds from sales of property, plant and equipment	1,532	1,712
Expenditures for tangible fixed assets	-73,271	-86,569
Expenditures for intangible fixed assets	-14,504	-12,226
Payments for purchases of available-for-sale securities	-93	-93
Proceeds from sales of available-for-sale securities	68	208
Increase in time deposits	-385	-374
Purchase of business, net of cash acquired	-14,816	-2,774
Other, net	-10,974	-6,351
Net cash used in investing activities	-112,443	-106,467
III. Cash Flows from Financing Activities:		
Net proceeds (repayments) of debt with original maturities of three months or less	68,948	-59,046
Proceeds from debt with original maturities of more than three months	148,403	182,361
Repayments of debt with original maturities of more than three months	-82,533	-191,677
Proceeds from issuance of long-term debt securities	-	20,000
Repayment of long-term debt securities	-22,444	-
Dividend paid	-23,942	-15,226
Payment for purchase of treasury stock	-23	-39
Other, net	-586	-694
Net cash used in (provided by) financing activities	87,823	-64,321
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	-2,597	7,103
V. Net Decrease in Cash and Cash Equivalents	-16,011	-39,159
VI. Cash and Cash Equivalents at Beginning of Year	172,221	156,210
VII. Cash and Cash Equivalents at End of Year	156,210	117,051

(6) NOTE FOR GOING CONCERN ASSUMPTION

Not applicable.

(7) Significant Accounting Policies (Consolidated)

A) Changes in the scale of consolidation and the application of the equity method from April 1, 2012 to March 31,

Consolidated subsidiaries:

8 Additions

10 Removals

Companies accounted for by the equity method:

1 Additions

1 Removals

B) Consolidated Accounting Policies (Summary)

a. Principles of Consolidation

The consolidated financial statements include the accounts of Ricoh and its consolidated subsidiaries. Investments in 20% to 50% owned companies when the Company has the ability to exercise significant influence are accounted for on the equity basis. All significant inter-company balances and transactions have been eliminated in consolidation.

b. Securities

In conformity with FASB Accounting Standards Codification (ASC) 320, "Debt and Equity Securities", securities are mainly classified as available-for-sale securities. Available-for-sale securities are reported at fair value with unrealized gains and losses, net of related taxes, excluded from earnings and reported in accumulated other comprehensive income (loss).

The cost of the securities sold is computed based on the average cost of each security held at the time of sale.

c. Inventories

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

d. Property, Plant and Equipment

Depreciation of property, plant and equipment is computed principally by using the straight-line depreciation method. Certain leased buildings, machinery and equipment are accounted for as capital leases in conformity with ASC 840 "Accounting for Leases".

e. Goodwill and Other Intangible Assets

In conformity with ASC 350, "Goodwill and Other Intangible Assets", Goodwill and intangible asset determined to have an indefinite useful life are not amortized. ASC 350 requires annual impairment testing thereof.

f. Pension and Retirement Allowances Plans

The measurement of pension costs and liabilities is determined in accordance with ASC 715, "Retirement Benefits".

g. Use of Estimates

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

(8) Changes in Significant Accounting Policies (Consolidated)

Changes in Accounting Method

Ricoh adopted Accounting Standards Codification TM 220 as from April 1 2012, which was revised based on Accounting Standards Update (ASU) 2011-05 and 2011-12. ASU 2011-05 requires an entity to present net income and other comprehensive income either in a single continuous statement or in two separate, but consecutive, statements. This ASU also requires separate presentation in both net income and other comprehensive income of reclassification adjustments for items that are reclassified from other comprehensive income to net income. ASU 2011-12 defers the effective date for only the presentation requirements related to reclassifications in ASU 2011-05.

Ricoh has presented this requirement in two separate, but consecutive statements. Management believes this adoption has not made a material effect on Ricoh's consolidated financial statements.

The Company and its most of subsidiaries in Japan changed depreciation method of property, plant and equipment from declining-balance method to straight-line method for the period beginning after April 1, 2012. Management believes that straight-line method is appropriate in line with future use of property, plant and equipment.

Management believes this change has not made a material effect on Ricoh's consolidated financial statements.

(9) Notes to Consolidated Financial Statements

A) Segment Information

a. Operating Segment Information

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%
Imaging & Solutions:				
Net sales:				
Unaffiliated customers	445,384	478,150	32,766	7.4
Intersegment	-	-	-	-
Total	445,384	478,150	32,766	7.4
Operating expenses	410,047	432,073	22,026	5.4
Operating income	35,337	46,077	10,740	30.4
<i>Operating income on sales in Imaging & Solutions (%)</i>	7.9	9.6		
Industrial Products:				
Net sales:				
Unaffiliated customers	23,149	22,893	-256	-1.1
Intersegment	1,043	1,114	71	6.8
Total	24,192	24,007	-185	-0.8
Operating expenses	23,306	24,416	1,110	4.8
Operating income (loss)	886	-409	-1,295	-
<i>Operating income (loss) on sales in Industrial Products (%)</i>	3.7	-1.7		
Other:				
Net sales:				
Unaffiliated customers	38,077	36,355	-1,722	-4.5
Intersegment	-	-	-	-
Total	38,077	36,355	-1,722	-4.5
Operating expenses	39,786	39,257	-529	-1.3
Operating loss	-1,709	-2,902	-1,193	-
<i>Operating loss on sales in Other (%)</i>	-4.5	-8.0		
Corporate and Eliminations:				
Net sales:				
Intersegment	-1,043	-1,114	-71	-
Total	-1,043	-1,114	-71	-
Operating expenses:				
Intersegment	-1,043	-1,114	-71	-
Corporate	15,574	19,815	4,241	-
Total	14,531	18,701	4,170	-
Operating loss	-15,574	-19,815	-4,241	-
Consolidated:				
Net sales:				
Unaffiliated customers	506,610	537,398	30,788	6.1
Intersegment	-	-	-	-
Total	506,610	537,398	30,788	6.1
Operating expenses	487,670	514,447	26,777	5.5
Operating income	18,940	22,951	4,011	21.2
<i>Operating income on consolidated net sales (%)</i>	3.7	4.3		

*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%
Imaging & Solutions:				
Net sales:				
Unaffiliated customers	1,671,100	1,685,391	14,291	0.9
Intersegment	-	-	-	-
Total	1,671,100	1,685,391	14,291	0.9
Operating expenses	1,616,132	1,547,435	-68,697	-4.3
Operating income	54,968	137,956	82,988	151.0
<i>Operating income on sales in Imaging & Solutions (%)</i>	3.3	8.2		
Industrial Products:				
Net sales:				
Unaffiliated customers	98,052	93,094	-4,958	-5.1
Intersegment	4,731	4,314	-417	-8.8
Total	102,783	97,408	-5,375	-5.2
Operating expenses	104,448	98,262	-6,186	-5.9
Operating loss	-1,665	-854	811	-
<i>Operating loss on sales in Industrial Products (%)</i>	-1.6	-0.9		
Other:				
Net sales:				
Unaffiliated customers	134,325	146,012	11,687	8.7
Intersegment	-	-	-	-
Total	134,325	146,012	11,687	8.7
Operating expenses	139,083	151,282	12,199	8.8
Operating loss	-4,758	-5,270	-512	-
<i>Operating loss on sales in Other (%)</i>	-3.5	-3.6		
Corporate and Eliminations:				
Net sales:				
Intersegment	-4,731	-4,314	417	-
Total	-4,731	-4,314	417	-
Operating expenses:				
Intersegment	-4,731	-4,314	417	-
Corporate	66,613	68,398	1,785	-
Total	61,882	64,084	2,202	-
Operating loss	-66,613	-68,398	-1,785	-
Consolidated:				
Net sales:				
Unaffiliated customers	1,903,477	1,924,497	21,020	1.1
Intersegment	-	-	-	-
Total	1,903,477	1,924,497	21,020	1.1
Operating expenses	1,921,545	1,861,063	-60,482	-3.1
Operating income (loss)	-18,068	63,434	81,502	-
<i>Operating income (loss) on consolidated net sales (%)</i>	-0.9	3.3		

*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

b. Geographic Segment Information

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%
Japan:				
Net sales:				
Unaffiliated customers	248,599	240,071	-8,528	-3.4
Intersegment	86,074	91,378	5,304	6.2
Total	334,673	331,449	-3,224	-1.0
Operating expenses	323,660	322,458	-1,202	-0.4
Operating income	11,013	8,991	-2,022	-18.4
<i>Operating income on sales in Japan(%)</i>	3.3	2.7		
The Americas:				
Net sales:				
Unaffiliated customers	122,028	139,938	17,910	14.7
Intersegment	966	2,070	1,104	114.3
Total	122,994	142,008	19,014	15.5
Operating expenses	122,783	139,099	16,316	13.3
Operating income	211	2,909	2,698	-
<i>Operating income on sales in the Americas(%)</i>	0.2	2.0		
Europe, Middle East and Africa:				
Net sales:				
Unaffiliated customers	106,410	122,931	16,521	15.5
Intersegment	145	201	56	38.6
Total	106,555	123,132	16,577	15.6
Operating expenses	101,723	114,082	12,359	12.1
Operating income	4,832	9,050	4,218	87.3
<i>Operating income on sales in Europe(%)</i>	4.5	7.3		
Other:				
Net sales:				
Unaffiliated customers	29,573	34,458	4,885	16.5
Intersegment	45,965	49,081	3,116	6.8
Total	75,538	83,539	8,001	10.6
Operating expenses	72,600	79,709	7,109	9.8
Operating income	2,938	3,830	892	30.4
<i>Operating income on sales in Other(%)</i>	3.9	4.6		
Corporate and Eliminations:				
Net sales:				
Intersegment	-133,150	-142,730	-9,580	
Total	-133,150	-142,730	-9,580	-
Operating expenses:	-133,096	-140,901	-7,805	-
Operating loss	-54	-1,829	-1,775	-
Consolidated:				
Net sales:				
Unaffiliated customers	506,610	537,398	30,788	6.1
Intersegment	-	-	-	
Total	506,610	537,398	30,788	6.1
Operating expenses	487,670	514,447	26,777	5.5
Operating income	18,940	22,951	4,011	21.2
<i>Operating income on consolidated net sales(%)</i>	3.7	4.3		

*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%
Japan:				
Net sales:				
Unaffiliated customers	901,742	892,721	-9,021	-1.0
Intersegment	372,854	369,581	-3,273	-0.9
Total	1,274,596	1,262,302	-12,294	-1.0
Operating expenses	1,293,454	1,235,391	-58,063	-4.5
Operating income (loss)	-18,858	26,911	45,769	-
<i>Operating income (loss) on sales in Japan(%)</i>	<i>-1.5</i>	<i>2.1</i>		
The Americas:				
Net sales:				
Unaffiliated customers	471,805	493,733	21,928	4.6
Intersegment	3,588	7,222	3,634	101.3
Total	475,393	500,955	25,562	5.4
Operating expenses	501,785	494,295	-7,490	-1.5
Operating income (loss)	-26,392	6,660	33,052	-
<i>Operating income (loss) on sales in the Americas(%)</i>	<i>-5.6</i>	<i>1.3</i>		
Europe, Middle East and Africa:				
Net sales:				
Unaffiliated customers	414,742	414,707	-35	-0.0
Intersegment	1,468	718	-750	-51.1
Total	416,210	415,425	-785	-0.2
Operating expenses	398,537	389,244	-9,293	-2.3
Operating income	17,673	26,181	8,508	48.1
<i>Operating income on sales in Europe(%)</i>	<i>4.2</i>	<i>6.3</i>		
Other:				
Net sales:				
Unaffiliated customers	115,188	123,336	8,148	7.1
Intersegment	162,971	187,919	24,948	15.3
Total	278,159	311,255	33,096	11.9
Operating expenses	270,479	298,502	28,023	10.4
Operating income	7,680	12,753	5,073	66.1
<i>Operating income on sales in Other(%)</i>	<i>2.8</i>	<i>4.1</i>		
Corporate and Eliminations:				
Net sales:				
Intersegment	-540,881	-565,440	-24,559	
Total	-540,881	-565,440	-24,559	-
Operating expenses:	-542,710	-556,369	-13,659	-
Operating income (loss)	1,829	-9,071	-10,900	-
Consolidated:				
Net sales:				
Unaffiliated customers	1,903,477	1,924,497	21,020	1.1
Intersegment	-	-	-	
Total	1,903,477	1,924,497	21,020	1.1
Operating expenses	1,921,545	1,861,063	-60,482	-3.1
Operating income (loss)	-18,068	63,434	81,502	-
<i>Operating income (loss) on consolidated net sales(%)</i>	<i>-0.9</i>	<i>3.3</i>		

*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

B) Per Share Data

	(Yen)	
	March 31, 2012	March 31, 2013
Shareholders' equity per share	1,134.64	1,238.55
Net income per share-basic	-61.42	44.78
Net income per share-diluted	-61.42	-

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

	(Millions of yen)	
	March 31, 2012	March 31, 2013
Net income (loss)	-44,560	32,467
Effect of dilutive securities	0	-
Diluted net income (loss)	-44,560	32,467

	(Shares)	
	March 31, 2012	March 31, 2013
Weight average common shares outstanding	725,483,319	725,062,802
Effect of dilutive securities	0	-
Diluted common shares outstanding	725,483,319	725,062,802

C) Subsequent events

Not applicable.

5. Non-consolidated Performance
(1) Balance Sheets (Non-consolidated)

March 31, 2012 and 2013

Assets	(Millions of yen)		
	March 31, 2012	March 31, 2013	Change
Current Assets	466,274	393,858	-72,416
Cash on hand and in banks	9,436	8,306	-1,130
Notes receivable-trade	1,795	1,477	-318
Accounts receivable-trade	165,852	163,355	-2,497
Marketable securities	64,387	22,892	-41,495
Finished goods	25,890	24,367	-1,523
Raw materials	5,724	4,235	-1,489
Work-in-process	8,671	9,628	957
Supplies	9,612	10,414	802
Prepaid expenses	7,868	7,722	-146
Deferred tax assets	18,050	17,420	-630
Accounts receivable-other	22,196	18,140	-4,056
Short-term loans receivable	124,595	103,557	-21,038
Other current assets	2,221	2,360	139
Allowance for doubtful accounts	-31	-23	8
Fixed Assets	668,908	716,167	47,259
Tangible Fixed Assets	130,720	136,894	6,174
Buildings	61,478	57,265	-4,213
Structures	3,289	3,017	-272
Machinery and equipment	21,066	22,276	1,210
Vehicles	7	4	-3
Tools	9,446	17,288	7,842
Land	28,339	27,588	-751
Leased assets	71	96	25
Construction in progress	7,020	9,357	2,337
Intangible Fixed Assets	44,217	40,650	-3,567
Goodwill	7,762	7,130	-632
Patent rights	1,460	1,093	-367
Leased property rights	7,278	7,226	-52
Trademark rights	1,722	1,399	-323
Software	23,343	19,958	-3,385
Leased assets	36	7	-29
Other intangible fixed assets	2,613	3,834	1,221
Long-term loans to affiliates			
Investments and Other Assets	493,971	538,621	44,650
Investment securities	16,415	20,991	4,576
Affiliates' securities	319,792	370,859	51,067
Investment in affiliates	19,252	19,252	-
Long-term loans receivable	182,591	174,799	-7,792
Bankruptcy and rehabilitation debts	223	125	-98
Lease deposit	6,328	6,165	-163
Deferred tax assets	2,265	1,217	-1,048
Other investments	4,253	3,766	-487
Allowance for doubtful accounts	-57,151	-58,555	-1,404
Total Assets	1,135,182	1,110,025	-25,157

Reference:

Exchange rate

	March 31, 2012	March 31, 2013
US\$ 1	82.19	94.05
EURO 1	109.80	120.73

March 31, 2012 and 2013

Liabilities	(Millions of yen)		
	March 31, 2012	March 31, 2013	Change
Current Liabilities	263,755	273,669	9,914
Notes payable-trade	1,885	364	-1,521
Electronically Recorded Monetary Claims	-	6,665	6,665
Accounts payable-trade	116,550	96,403	-20,147
Bonds maturing within one year	-	50,000	50,000
Short-term borrowings	74,000	29,000	-45,000
Leased obligations	217	91	-126
Accounts payable-other	21,635	30,458	8,823
Accrued expenses	29,465	31,356	1,891
Accrued corporate tax	303	609	306
Advances by customers	4,895	6,313	1,418
Deposits payable	2,138	2,144	6
Accrued bonuses	7,447	9,110	1,663
Accrued directors' bonuses	-	98	98
Warranty reserve	875	724	-151
Derivative liabilities, at fair value	3,317	9,065	5,748
Other current liabilities	1,023	1,262	239
Fixed Liabilities	272,157	233,263	-38,894
Bonds	125,000	75,000	-50,000
Long-term borrowings	136,800	137,800	1,000
Leased obligations	81	90	9
Long accounts payable-other	262	77	-185
Retirement benefit obligation	4,289	7,378	3,089
Asset retirement obligations	2,092	2,116	24
Other fixed liabilities	3,631	10,800	7,169
Total Liabilities	535,912	506,933	-28,979

Net assets	(Millions of yen)		
	March 31, 2012	March 31, 2013	Change
Stockholders' equity	594,677	595,261	584
Common Stock	135,364	135,364	-
Additional paid-in-capital	180,804	180,804	-
Legal capital reserve	180,804	180,804	-
Retained earnings	315,461	316,074	613
Legal reserve	14,955	14,955	-
Other retained earnings	300,506	301,119	613
Reserve for deferral of capital gain on property	3,453	3,341	-112
Reserve for special depreciation	351	230	-121
Reserve for social contribution	3	2	-1
General reserve	415,350	265,350	-150,000
Retained earnings brought forward	-118,651	32,195	150,846
Treasury stock	-36,953	-36,982	-29
Difference of appreciation and conversion	4,592	7,831	3,239
Net unrealized holding gains on securities	4,592	7,831	3,239
Total Net assets	599,269	603,092	3,823
Total Liabilities and Net assets	1,135,182	1,110,025	-25,157

(2) Statement of Income (Non-consolidated)

For the years ended March 31, 2012 and 2013.

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change (%)	
Net sales	795,471	803,861	8,390	(1.1)
Cost of sales	620,179	607,473	-12,706	(-2.0)
<i>Percentage of net sales (%)</i>	78.0	75.6		
Gross profit	175,292	196,387	21,095	(12.0)
<i>Percentage of net sales (%)</i>	22.0	24.4		
Selling, general and administrative expenses	207,219	197,907	-9,312	(-4.5)
<i>Percentage of net sales (%)</i>	26.0	24.6		
Selling expenses	27,058	25,192	-1,866	
General and administrative expenses	180,161	172,714	-7,447	
Operating loss	-31,927	-1,520	30,407	-
<i>Percentage of net sales (%)</i>	-4.0	-0.2		
Non-operating income	34,640	27,899	-6,741	(-19.5)
<i>Percentage of net sales (%)</i>	4.4	3.5		
Interest	4,002	2,904	-1,098	
Interest on securities	113	70	-43	
Dividends	23,693	22,858	-835	
Miscellaneous income	6,831	2,066	-4,765	
Non-operating expenses	10,116	7,727	-2,389	(-23.6)
<i>Percentage of net sales (%)</i>	1.3	1.0		
Interest	3,330	3,665	335	
Interest on bonds	1,617	1,405	-212	
Exchange loss	4,312	755	-3,557	
Loss on disposition of fixed assets	505	865	360	
Miscellaneous expenses	350	1,037	687	
Ordinary income (loss)	-7,402	18,650	26,052	-
<i>Percentage of net sales (%)</i>	-0.9	2.3		
Extraordinary losses	133,046	6,074	-126,972	(-95.4)
<i>Percentage of net sales (%)</i>	16.7	0.8		
Provision of allowance for doubtful accounts of long-term loans	56,723	1,403	-55,320	
Loss on valuation of affiliates' securities	51,113	-	-51,113	
Impairment of fixed assets	16,740	2,771	-13,969	
Special extra retirement payments	8,469	1,899	-6,570	
Income (loss) before income taxes	-140,449	12,576	153,025	-
<i>Percentage of net sales (%)</i>	-17.7	1.6		
Provision for income taxes	-3,635	-2,592	1,043	-
<i>Percentage of net sales (%)</i>	-0.5	-0.3		
Refund of income taxes	-321	-583	-262	-
<i>Percentage of net sales (%)</i>	-0.0	-0.1		
Corporate and other tax adjustments	-7,813	-95	7,718	-
<i>Percentage of net sales (%)</i>	-1.0	-0.0		
Net income (loss)	-128,678	15,846	144,524	-
<i>Percentage of net sales (%)</i>	-16.2	2.0		

Reference:

Exchange rate

	Year ended March 31, 2012	Year ended March 31, 2013
US\$ 1	82.19	94.05
EURO 1	109.80	120.73

(3) Statements of Changes in Stockholders' equity (Non-consolidated)

Results for the Period from April 1, 2011 to March 31, 2012

(Millions of yen)

	Stockholders' equity							Difference of appreciation and conversion	Total Net assets
	Common stock	Additional paid-in-capital		Retained earnings		Treasury stock	Total stockholders' equity	Net unrealized holding gains on securities	
		Legal capital reserve	Other additional paid-in-capital	Legal reserve	Other retained earnings (*)				
Beginning balance	135,364	180,804	-	14,955	453,157	-36,674	747,607	4,530	752,137
Changes in the term									
Dividends from surplus					-23,942		-23,942		-23,942
Net income					-128,678		-128,678		-128,678
Purchase of treasury stock						-327	-327		-327
Disposal of treasury stock					-31	48	17		17
Net change of items other than stockholders' equity								62	62
Total changes in the term	-	-	-	-	-152,650	-279	-152,930	62	-152,868
Ending balance	135,364	180,804	-	14,955	300,506	-36,953	594,677	4,592	599,269

(*) Other retained earnings

(Millions of yen)

	Reserve for deferral of capital gain on property	Reserve for special depreciation	Reserve for social contribution	General reserve	Retained earnings brought forward	Total Other retained earnings
Beginning balance	450	411	0	430,350	21,946	453,157
Changes in the term						
Dividends from surplus					-23,942	-23,942
Transfer to reserve for deferral of capital gain on property	3,164				-3,164	-
Reversal of reserve for deferral of capital gain on property	-161				161	-
Transfer to reserve for special depreciation		25			-25	-
Reversal of reserve for special depreciation		-84			84	-
Reversal of reserve for warranty on computer programs			94		-94	-
Transfer of reserve for social contribution			-91		91	-
Reversal of reserve for social contribution				-15,000	15,000	-
Disposal of Treasury stock					-31	-31
Net income					-128,678	-128,678
Total changes in the term	3,003	-59	3	-15,000	-140,597	-152,650
Ending balance	3,453	351	3	415,350	-118,651	300,506

Results for the Period from April 1, 2012 to March 31, 2013

(Millions of yen)

	Stockholders' equity							Difference of appreciation and conversion	Total Net assets
	Common stock	Additional paid-in-capital		Retained earnings		Treasury stock	Total stockholders' equity	Net unrealized holding gains on securities	
		Legal capital reserve	Other additional paid-in-capital	Legal reserve	Other retained earnings (*)				
Beginning balance	135,364	180,804	-	14,955	300,506	-36,953	594,677	4,592	599,269
Changes in the term									
Dividends from surplus					-15,226		-15,226		-15,226
Net income					15,846		15,846		15,846
Purchase of treasury stock						-39	-39		-39
Disposal of treasury stock						10	4		4
Net change of items other than stockholders' equity								3,238	3,238
Total changes in the term	-	-	-	-	613	-29	584	3,238	3,822
Ending balance	135,364	180,804	-	14,955	301,119	-36,982	595,261	7,831	603,092

(*) Other retained earnings

(Millions of yen)

	Reserve for deferral of capital gain on property	Reserve for special depreciation	Reserve for social contribution	General reserve	Retained earnings brought forward	Total Other retained earnings
Beginning balance	3,453	351	3	415,350	-118,651	300,506
Changes in the term						
Dividends from surplus					-15,227	-15,227
Reversal of reserve for deferral of capital gain on property	-112				112	-
Reversal of reserve for special depreciation		-121			121	-
Transfer of reserve for social contribution			90		-90	-
Reversal of reserve for social contribution			-90		90	-
Reversal of general reserve				-150,000	150,000	-
Disposal of Treasury stock					-6	-6
Net income					15,846	15,846
Total changes in the term	-112	-121	0	-150,000	150,847	613
Ending balance	3,341	230	2	265,350	32,195	301,119

Significant Accounting Policies (Non-consolidated)

1. Accounting policy for assets

(1) Inventories are stated at cost caused by profitability of inventories has declined.

(2) Securities

Securities of subsidiaries and affiliates are stated at moving average cost.

Other securities:

Marketable securities are marked to market based on the market price at the end of the term and other factors (accounting for all valuation differences with the full capital injection method; the cost of securities sold is valued at moving average cost.)

Non-marketable securities are stated at cost based on the moving average method.

(3) Derivatives are stated at market value.

2. Depreciation of fixed assets

(1) Tangible fixed assets

Tangible fixed assets are depreciated using the straight-line depreciation method.

The depreciation period for our key tangible fixed assets are as follows:

Buildings: Five to fifty years

Machinery and equipment: Four to twelve years

(Change in accounting policy)

Ricoh has changed the depreciation method for tangible fixed assets from the declining balance method to the straight-line depreciation method beginning this fiscal year and will use this method going forward. Ricoh deemed the change preferable due to changes in our asset portfolio caused by the increase in business investment relating to new manufacturing technologies in which the straight-line method will more accurately reflect the pattern of usage and the expected benefits of such assets. The change to straight-line depreciation has no material affect on our individual financial statements for FY2012.

(2) Intangible fixed assets

Ricoh uses straight-line depreciation for intangible fixed assets.

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

(3) Leased assets

Finance leases for which ownership does not transfer to lessees;

Ricoh uses straight-line depreciation for Leased assets regarding Lease-term as useful life.

In addition, Ricoh uses accounting for in a similar manner with ordinary sale and purchase transactions, regard to Lease contracts on before April 1,2008.

3. Basis for provision of reserves

(1) Allowance for Doubtful Accounts

The allowance for doubtful accounts is provided to cover possible losses from bad debts and represents possible individual doubtful accounts based on historical default rates and the potential for irrecoverableness.

(2) Reserve for Accrued Bonuses

The reserve for accrued bonuses is provided by estimating the amount of bonuses payable to employees for the current financial year under our corporate rules for calculating such bonus payment.

(3) Reserve for Accrued Directors' Bonuses

The reserve for accrued bonuses is provided by estimating the amount of bonuses payable to Directors for the current of financial year.

(4) Warranty reserve

To cover product after-sales service expenses, the Company calculates the product warranty reserve based on projected service costs during warranty terms.

(5) Reserve for Retirement Benefit Obligations

To cover projected employee benefits, the Company records the estimated obligations at the end of current fiscal year based on projected year-end benefit obligations and plan assets. The company uses straight-line depreciation for actuarial gains or losses and for prior service costs over averaged remaining employment term. (15years)

4. Hedge accounting

(1) Hedge Accounting Methods

With interest swaps, RICOH adopts exceptional treatments if it meets necessary requirements.

(2) Hedging Instruments and Targets

Targets: Interests of long-term borrowings

Hedging Instruments: Interest swaps

(3) Hedging policies

In keeping with its internal Market Risk Management Rules, Ricoh uses derivatives to manage the exposure of its assets and liabilities to market fluctuations.

(4) Hedge Effectiveness

Ricoh assesses the effectiveness of hedges by analyzing the ratios of the total market fluctuations of hedged targets and instruments.

Ricoh omits assessment of effectiveness regarding interest swaps using exceptional treatments.

5. Consumption taxes

Consumption taxes are excluded from revenues and expenses. The refundable consumption tax at the end of the year is included in "Other current assets", after offsetting suspense payments and receipt of consumption taxes and etc.

6. The consolidated tax system

The consolidated tax system is applied from fiscal year 2009.

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

Not applicable

Notes to Non-consolidated Financial Statements**(Balance Sheets)**

	March 31, 2012	March 31, 2013
1. Accumulated depreciation on tangible fixed assets	438,076	441,525
2. Guarantee obligations	25,669	29,147

(Securities)

Fair values of subsidiaries and affiliates

1. Year ended March 31, 2012

(Millions of yen)

	Balance Sheets	Fair value	Difference
Securities of consolidated companies	4,229	29,231	25,001
Securities of affiliated companies	4,927	24,366	19,439
Total	9,156	53,597	44,440

2. Year ended March 31, 2013

(Millions of yen)

	Balance Sheets	Fair value	Difference
Securities of consolidated companies	4,229	39,526	35,297
Securities of affiliated companies	4,927	27,590	22,663
Total	9,156	67,116	57,960

(Statements of Changes in Stockholders' equity)

Treasury stock

1. March 31, 2012

Class of shares	Number of shares held at March 31, 2011	Increase	Decrease	Number of shares held at March 31, 2012
Common shares (shares)	19,409,410	447,350	25,700	19,831,060

Reason for the Changes

Increase: Purchase of odd lot shares of common stock 447,350 shares Purchase of treasury stock

Decrease: Release of 25,700 shares of treasury stock to allow shareholders with less than a full lot to complete their holdings

Treasury stock

2. March 31, 2013

Class of shares	Number of shares held at March 31, 2012	Increase	Decrease	Number of shares held at March 31, 2013
Common shares (shares)	19,831,060	50,005	5,403	19,875,662

Reason for the Changes

Increase: Purchase of odd lot shares of common stock 50,005 shares Purchase of treasury stock

Decrease: Release of 5,403 shares of treasury stock to allow shareholders with less than a full lot to complete their holdings

(Tax Effect Accounting)

1. The prime components of deferred tax assets and liabilities are as follows:

	(Millions of yen)	
	March 31, 2012	March 31, 2013
Deferred tax assets:		
Retirement benefit obligation	10,463	11,601
Accrued bonuses	2,818	3,485
Net operating loss carried forward	15,973	9,009
Loss on valuation of securities	20,609	19,151
Depreciation and amortization	4,167	6,003
Inventory revaluation	1,035	1,276
Asset retirement obligations	742	750
Allowance for doubtful accounts	20,277	20,775
Other	5,104	9,169
Subtotal	81,188	81,219
Valuation allowance	-48,076	-48,445
Total deferred tax assets	33,112	32,774
	March 31, 2012	March 31, 2013
Deferred tax liabilities:		
Retirement benefit trust establishment	-5,907	-5,907
Net unrealized holding gains on securities	-2,525	-4,316
Succeeded intangible asset (*)	-1,837	-1,580
Removal cost in correspond to asset retirement obligations	-389	-349
Reserve for deferral of capital gain on property	-1,929	-1,851
Reserve for special depreciation	-209	-134
Total deferred tax liabilities	-12,796	-14,137
	March 31, 2012	March 31, 2013
Net deferred tax assets/liabilities	20,316	18,637
Included in current assets	18,050	17,420
Included in investment and other assets	2,265	1,217
Included in fixed liabilities	-	-

* Deferred tax liability for the non-deductible intangible asset succeeded from Ricoh Printing Systems, Ltd.

2. Difference in normal effective statutory tax rate and effective tax rate after applying tax effect accounting

Normal effective statutory tax rate	37.8 %
(Reconciliation)	
Valuation allowance	2.9
Permanently non-deductible expenses	0.8
Tax credit for foreign taxes	-4.4
Permanently non-taxable income	-65.4
Other	2.3
Effective tax rate	-26.0 %

-APPENDIX- Year ended March 31, 2013

1. Consolidated Quarterly Performance Outline

(1) Financial Statements Summary (Quarterly)					(Billions of yen)
	1Q	2Q	3Q	4Q	Change(%)
Net sales	459.3	458.0	469.6	537.3	6.1
Gross profit	189.8	184.5	188.9	205.1	11.3
Operating income (loss)	14.2	13.1	13.0	22.9	21.2
Income (loss) before income taxes	12.2	12.2	11.7	21.8	31.7
Net income (loss)	6.5	5.1	5.5	15.1	75.8
Net income (loss) per share (yen)	9.02	7.13	7.71	20.92	-
Net income (loss) per share-diluted (yen)	9.02	-	-	-	-
Total assets	2,243.1	2,218.5	2,343.0	2,360.6	-
Shareholders' investment	792.4	801.3	845.6	897.9	-
Shareholders' investment per share (yen)	1,092.90	1,105.21	1,166.31	1,238.55	-
Cash flows from operating activities	8.8	19.6	-0.1	96.1	-
Cash flows from investing activities	-24.1	-28.4	-23.6	-30.1	-
Cash flows from financing activities	12.4	-15.8	28.7	-89.7	-
Cash and cash equivalents at end of period	148.5	122.9	134.4	117.0	-

(2) Capital expenditures and Depreciation					(Billions of yen)
	1Q	2Q	3Q	4Q	
Capital expenditures	19.1	22.1	19.7	25.4	
Depreciation for tangible fixed assets	14.7	15.9	13.9	15.9	

(3) R&D Expenditures					(Billions of yen)
	1Q	2Q	3Q	4Q	
R&D expenditures	27.0	27.7	27.4	29.8	
R&D expenditures / Total Sales (%)	5.9	6.0	5.8	5.5	

(4) Interest income (expenses) net					(Billions of yen)
	1Q	2Q	3Q	4Q	
Interest income (expenses) net	-0.6	-1.3	-1.1	-1.1	

(5) Exchange Rate				
	1Q	2Q	3Q	4Q
Exchange rate (Yen/US\$)	80.23	78.64	81.27	92.28
Exchange rate (Yen/EURO)	103.06	98.29	105.43	121.81

2. Consolidated Sales by Product Category

(Three months ended March 31, 2012 and 2013)

(Millions of yen)

	Three months ended March 31, 2012	Three months ended March 31, 2013	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Imaging Solutions	351,556	377,855	26,299	7.5	-5,999	-1.7
<i>Percentage of net sales (%)</i>	<i>69.4</i>	<i>70.3</i>				
Domestic	137,382	131,053	-6,329	-4.6	-6,329	-4.6
Overseas	214,174	246,802	32,628	15.2	330	0.2
Production Printing	37,922	42,266	4,344	11.5	-79	-0.2
<i>Percentage of net sales (%)</i>	<i>7.5</i>	<i>7.9</i>				
Domestic	8,590	8,374	-216	-2.5	-216	-2.5
Overseas	29,332	33,892	4,560	15.5	137	0.5
Network System Solutions	55,906	58,029	2,123	3.8	1,003	1.8
<i>Percentage of net sales (%)</i>	<i>11.0</i>	<i>10.8</i>				
Domestic	51,281	47,397	-3,884	-7.6	-3,884	-7.6
Overseas	4,625	10,632	6,007	129.9	4,887	105.7
Imaging & Solutions Total	445,384	478,150	32,766	7.4	-5,075	-1.1
<i>Percentage of net sales (%)</i>	<i>87.9</i>	<i>89.0</i>				
Domestic	197,253	186,824	-10,429	-5.3	-10,429	-5.3
Overseas	248,131	291,326	43,195	17.4	5,354	2.2
The Americas	117,073	137,938	20,865	17.8	2,560	2.2
Europe, Middle East and Africa	104,804	122,171	17,367	16.6	1,791	1.7
Other	26,254	31,217	4,963	18.9	1,003	3.8
<Industrial Products>						
Industrial Products	23,149	22,893	-256	-1.1	-1,756	-7.6
<i>Percentage of net sales (%)</i>	<i>4.6</i>	<i>4.3</i>				
Domestic	11,908	9,818	-2,090	-17.6	-2,090	-17.6
Overseas	11,241	13,075	1,834	16.3	334	3.0
The Americas	3,342	3,877	535	16.0	-9	-0.3
Europe, Middle East and Africa	3,304	3,680	376	11.4	-71	-2.1
Other	4,595	5,518	923	20.1	414	9.0
<Other>						
Other	38,077	36,355	-1,722	-4.5	-2,302	-6.0
<i>Percentage of net sales (%)</i>	<i>7.5</i>	<i>6.7</i>				
Domestic	32,156	32,853	697	2.2	697	2.2
Overseas	5,921	3,502	-2,419	-40.9	-2,999	-50.7
The Americas	1,157	963	-194	-16.8	-356	-30.8
Europe, Middle East and Africa	1,905	1,549	-356	-18.7	-681	-35.7
Other	2,859	990	-1,869	-65.4	-1,962	-68.6
Grand Total	506,610	537,398	30,788	6.1	-9,133	-1.8
<i>Percentage of net sales (%)</i>	<i>100.0</i>	<i>100.0</i>				
Domestic	241,317	229,495	-11,822	-4.9	-11,822	-4.9
<i>Percentage of net sales (%)</i>	<i>47.6</i>	<i>42.7</i>				
Overseas	265,293	307,903	42,610	16.1	2,689	1.0
<i>Percentage of net sales (%)</i>	<i>52.4</i>	<i>57.3</i>				
The Americas	121,572	142,778	21,206	17.4	2,195	1.8
<i>Percentage of net sales (%)</i>	<i>24.0</i>	<i>26.6</i>				
Europe, Middle East and Africa	110,013	127,400	17,387	15.8	1,039	0.9
<i>Percentage of net sales (%)</i>	<i>21.7</i>	<i>23.7</i>				
Other	33,708	37,725	4,017	11.9	-545	-1.6
<i>Percentage of net sales (%)</i>	<i>6.7</i>	<i>7.0</i>				

Reference: Exchange rate

US\$ 1	¥79.32	¥92.28	¥12.96
EURO 1	¥104.04	¥121.81	¥17.77

* Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category).

Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year.

*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

(Year ended March 31, 2012 and 2013)

(Millions of yen)

	Year ended March 31, 2012	Year ended March 31, 2013	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Imaging Solutions	1,323,263	1,329,608	6,345	0.5	-9,884	-0.7
<i>Percentage of net sales (%)</i>	69.5	69.1				
Domestic	496,571	485,495	-11,076	-2.2	-11,076	-2.2
Overseas	826,692	844,113	17,421	2.1	1,192	0.1
Production Printing	148,564	147,040	-1,524	-1.0	-4,609	-3.1
<i>Percentage of net sales (%)</i>	7.8	7.6				
Domestic	32,514	32,874	360	1.1	360	1.1
Overseas	116,050	114,166	-1,884	-1.6	-4,969	-4.3
Network System Solutions	199,273	208,743	9,470	4.8	9,715	4.9
<i>Percentage of net sales (%)</i>	10.5	10.8				
Domestic	182,160	177,367	-4,793	-2.6	-4,793	-2.6
Overseas	17,113	31,376	14,263	83.3	14,508	84.8
Imaging & Solutions Total	1,671,100	1,685,391	14,291	0.9	-4,778	-0.3
<i>Percentage of net sales (%)</i>	87.8	87.5				
Domestic	711,245	695,736	-15,509	-2.2	-15,509	-2.2
Overseas	959,855	989,655	29,800	3.1	10,731	1.1
The Americas	453,570	478,137	24,567	5.4	1,827	0.4
Europe, Middle East and Africa	402,762	401,457	-1,305	-0.3	6,141	1.5
Other	103,523	110,061	6,538	6.3	2,763	2.7
<Industrial Products>						
Industrial Products	98,052	93,094	-4,958	-5.1	-6,221	-6.3
<i>Percentage of net sales (%)</i>	5.2	4.8				
Domestic	53,357	44,561	-8,796	-16.5	-8,796	-16.5
Overseas	44,695	48,533	3,838	8.6	2,575	5.8
The Americas	12,743	14,189	1,446	11.3	768	6.0
Europe, Middle East and Africa	13,016	13,214	198	1.5	399	3.1
Other	18,936	21,130	2,194	11.6	1,408	7.4
<Other>						
Other	134,325	146,012	11,687	8.7	11,465	8.5
<i>Percentage of net sales (%)</i>	7.0	7.7				
Domestic	121,823	130,100	8,277	6.8	8,277	6.8
Overseas	12,502	15,912	3,410	27.3	3,188	25.5
The Americas	2,415	4,279	1,864	77.2	1,666	69.0
Europe, Middle East and Africa	5,595	7,069	1,474	26.3	1,603	28.7
Other	4,492	4,564	72	1.6	-81	-1.8
Grand Total	1,903,477	1,924,497	21,020	1.1	466	0.0
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	886,425	870,397	-16,028	-1.8	-16,028	-1.8
<i>Percentage of net sales (%)</i>	46.6	45.2				
Overseas	1,017,052	1,054,100	37,048	3.6	16,494	1.6
<i>Percentage of net sales (%)</i>	53.4	54.8				
The Americas	468,728	496,605	27,877	5.9	4,261	0.9
<i>Percentage of net sales (%)</i>	24.6	25.8				
Europe, Middle East and Africa	421,373	421,740	367	0.1	8,143	1.9
<i>Percentage of net sales (%)</i>	22.1	21.9				
Other	126,951	135,755	8,804	6.9	4,090	3.2
<i>Percentage of net sales (%)</i>	6.7	7.1				
Reference: Exchange rate						
US\$ 1	¥79.08	¥83.06	¥3.98			
EURO 1	¥109.05	¥107.08	¥-1.97			

* Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category).

Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year.

The above reclassification was made to the prior year's figures.

*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Year ended March 31, 2013	Year ending March 31, 2014				Half year ending September 30, 2013				
		Forecast	Change %	Forecast	Change %	Forecast	Change %	Forecast	Change %	
<Imaging & Solutions>										
Office Imaging	1,329.6	1,458.2	9.7	1,345.8	1.2	704.7	12.5	630.0	0.6	
Domestic	485.4	490.9	1.1	490.9	1.1	237.0	0.4	237.0	0.4	
Overseas	844.1	967.3	14.6	854.9	1.3	467.7	19.8	393.0	0.7	
Production Printing	147.0	165.3	12.4	150.3	2.2	80.3	15.6	70.3	1.3	
Domestic	32.8	33.4	1.6	33.4	1.6	16.6	1.0	16.6	1.0	
Overseas	114.1	131.9	15.5	116.9	2.4	63.7	20.2	53.7	1.4	
Network System Solutions	208.7	223.5	7.1	219.3	5.1	108.6	6.6	106.0	4.0	
Domestic	177.3	181.8	2.5	181.8	2.5	91.3	1.7	91.3	1.7	
Overseas	31.3	41.7	32.9	37.5	19.7	17.3	42.6	14.7	21.4	
Imaging & Solutions Total	1,685.3	1,847.0	9.6	1,715.5	1.8	893.6	12.0	806.4	1.1	
Domestic	695.7	706.1	1.5	706.1	1.5	344.9	0.8	344.9	0.8	
Overseas	989.6	1,140.9	15.3	1,009.4	2.0	548.7	20.5	461.5	1.3	
The Americas	478.1	544.3	13.8	484.5	1.3	266.3	18.1	227.0	0.7	
Europe, Middle East and Africa	401.4	465.2	15.9	407.5	1.5	217.9	22.8	179.3	1.0	
Other	110.0	131.4	19.4	117.4	6.7	64.5	22.8	55.2	5.0	
<Industrial Products>										
Industrial Products	93.0	102.0	9.6	95.5	2.6	52.1	9.8	47.7	0.5	
Domestic	44.5	44.5	-0.1	44.5	-0.1	23.3	-2.9	23.3	-2.9	
Overseas	48.5	57.5	18.5	51.0	5.1	28.8	22.9	24.4	4.0	
The Americas	14.1	16.8	18.4	15.0	5.7	8.4	22.0	7.1	3.7	
Europe, Middle East and Africa	13.2	15.6	18.1	13.6	3.1	7.9	24.2	6.5	3.0	
Other	21.1	25.1	18.8	22.4	5.9	12.5	22.7	10.7	5.0	
<Other>										
Other	146.0	151.0	3.4	148.8	1.9	74.3	2.6	72.8	0.5	
Domestic	130.1	131.9	1.4	131.9	1.4	64.8	0.4	64.8	0.4	
Overseas	15.9	19.1	20.0	16.9	6.2	9.5	20.9	8.0	1.4	
The Americas	4.2	5.2	21.5	4.7	9.2	2.4	21.0	2.0	2.8	
Europe, Middle East and Africa	7.0	8.5	20.2	7.4	5.3	4.1	21.6	3.4	0.1	
Other	4.5	5.4	18.3	4.8	4.8	3.0	20.1	2.5	2.0	
Grand Total	1,924.4	2,100.0	9.1	1,959.8	1.8	1,020.0	11.2	926.8	1.0	
Domestic	870.3	882.5	1.4	882.5	1.4	433.0	0.5	433.0	0.5	
Overseas	1,054.1	1,217.5	15.5	1,077.3	2.2	587.0	20.6	493.8	1.5	
The Americas	496.6	566.3	14.0	504.2	1.5	277.1	18.3	236.2	0.8	
Europe, Middle East and Africa	421.7	489.3	16.0	428.6	1.6	229.9	22.8	189.2	1.1	
Other	135.7	161.9	19.3	144.5	6.5	80.0	22.7	68.4	4.9	

* Excluding foreign exchange impact

Reference:	Year ended March 31, 2013	Year ending March 31, 2014	Half year ending September 30, 2013
Exchange rate	(Results)	(Forecast)	(Forecast)
US\$ 1	¥83.06	¥95.00	¥95.00
EURO 1	¥107.08	¥125.00	¥125.00

Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras