

QUARTERLY REPORT

Nine months ended December 31, 2013

Results for the Period from April 1, 2013 to December 31, 2013

Three months ended December 31, 2013

Results for the Period from October 1, 2013 to December 31, 2013

Performance Outline (Consolidated)

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

				(Billions of yen)	
	Third Quarter ended December 31, 2012 Results	Third Quarter ended December 31, 2013 Results	Change	Year ending March 31, 2014 Forecast	Change
Domestic sales	640.9	672.3	4.9%	914.0	5.0%
Overseas sales	746.1	939.2	25.9%	1,286.0	22.0%
Net sales	1,387.0	1,611.5	16.2%	2,200.0	14.3%
Gross profit	563.4	657.0	16.6%	892.4	16.1%
Operating income	40.4	78.2	93.2%	120.0	89.2%
Income before income taxes	36.2	75.8	109.2%	115.0	97.7%
Net income attributable to Ricoh Company, Ltd.	17.3	43.5	151.8%	70.0	115.6%
Exchange rate (Yen/US\$)	80.05	99.42	19.37	99.57	16.51
Exchange rate (Yen/EURO)	102.26	132.31	30.05	134.22	27.14
Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	23.86	60.09	36.23	96.55	51.77
Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-	-	-	-	-
Cash flows from operating activities	28.3	34.4	6.0	-	-
Cash flows from investing activities	-76.2	-60.8	15.4	-	-
Cash flows from financing activities	25.4	43.3	17.8	-	-
Cash and cash equivalents at end of period	134.4	144.1	9.7	-	-
Capital expenditures	61.1	55.2	-5.8	80.0	-6.5
Depreciation for tangible fixed assets	44.5	54.3	9.7	74.0	13.5
R&D expenditures	82.1	85.9	3.7	117.0	4.9
	March 31, 2013	December 31, 2013	Change		
Total assets	2,360.6	2,560.4	199.7		
Ricoh Company, Ltd. shareholders' equity	897.9	1,003.4	105.4		
Interest-bearing debt	702.7	778.1	75.4		
Ricoh Company, Ltd. shareholders' equity ratio (%)	38.0	39.2	1.2		
Ricoh Company, Ltd. shareholders' equity per share (yen)	1,238.55	1,384.23	145.68		

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

				(Billions of yen)	
	Three months ended December 31, 2012 Results	Three months ended December 31, 2013 Results	Change		
Domestic sales	210.1	228.5	8.7%		
Overseas sales	259.4	327.4	26.2%		
Net sales	469.6	555.9	18.4%		
Gross profit	188.9	226.6	19.9%		
Operating income	13.0	32.3	147.0%		
Income before income taxes	11.7	31.5	167.4%		
Net income attributable to Ricoh Company, Ltd.	5.5	18.8	237.3%		
Exchange rate (Yen/US\$)	81.27	100.46	19.19		
Exchange rate (Yen/EURO)	105.43	136.70	31.27		
Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	7.71	26.00	18.29		
Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-	-	-		
Capital expenditures	19.7	17.0	-2.6		
Depreciation for tangible fixed assets	13.9	18.9	5.0		
R&D expenditures	27.4	28.3	0.9		

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.

Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the Third Quarter Ended December 31, 2013 (U.S. GAAP Financial Information)

1. Results for the Period from April 1, 2013 to December 31, 2013

(1) Operating Results	(Millions of yen)	
	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013
Net sales	1,387,099	1,611,521
<i>(% change from the previous corresponding period)</i>	-0.7	16.2
Operating income	40,483	78,201
<i>(% change from the previous corresponding period)</i>	-	93.2
Income before income taxes	36,274	75,894
<i>(% change from the previous corresponding period)</i>	-	109.2
Net income attributable to Ricoh Company, Ltd.	17,302	43,563
<i>(% change from the previous corresponding period)</i>	-	151.8
Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	23.86	60.09
Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-	-

Notes:

i. Comprehensive income: ¥ 133,732 million (222.0%) (¥ 41,526 million (- %)) in income in previous fiscal year)

(2) Financial Position	(Millions of yen)	
	March 31, 2013	December 31, 2013
Total assets	2,360,697	2,560,422
Total equity	958,658	1,067,668
Ricoh Company, Ltd. shareholders' equity	897,996	1,003,468
Ricoh Company, Ltd. shareholders' equity ratio (%)	38.0	39.2

2. Dividend information

	Year ended March 31, 2013 (Results)	Year ending March 31, 2014 (Forecast)
	Cash dividends, applicable to the year (yen)	29.00
Interim (yen)	12.50	16.50
Year-end (yen)	16.50	16.50

Notes: Revision of expected dividends during this period: No

3. Forecast of Operating Results from April 1, 2013 to March 31, 2014

	(Millions of yen)
	Year ending March 31, 2014
Net sales	2,200,000
Operating income	120,000
Income before income taxes	115,000
Net income attributable to Ricoh Company, Ltd.	70,000
Net income attributable to Ricoh Company, Ltd. shareholders per share (yen)	96.55

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

4. Others

(1) Changes in significant subsidiaries: No

(2) Adoption of concise quarterly accounting method or procedure: No

(3) Changes in accounting method: Yes

* For details see "4.Others" on page 5.

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

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

(5) Number of treasury stock:

As of December 31, 2013 19,982,034 shares As of March 31, 2013 19,875,662 shares

(6) Average number of common stock:

As of December 31, 2013 725,000,489 shares As of December 31, 2012 725,069,001 shares

Consolidated Performance

1. Operating results

*Overview

Consolidated net sales of Ricoh Group for the third quarter of fiscal year 2013 (the nine months period from April 1, 2013 to December 31, 2013) increased by 16.2% as compared to the previous corresponding period, to ¥1,611.5 billion. During this period, the average Yen exchange rates were ¥99.42 against the U.S. dollar (down ¥19.37 from the previous corresponding period) and ¥132.31 against the Euro (down ¥30.05 from the previous corresponding period). Net sales would have increased by 2.5% excluding impact of such foreign currency exchange fluctuation.

The Japanese economy showed signs of recovery, with the weakening Yen and the increase in stock prices achieved through the economic and monetary policies introduced by the government and the Bank of Japan. However, with the announcement of the increase in consumption tax by the government, the overall economic outlook continues to remain unpredictable. Under such conditions, domestic sales in the Imaging & Solutions segment and the Other segment increased, resulting in overall sales in Japan to increase by 4.9% as compared to the previous corresponding period.

Outside of the domestic market, the U.S. economy continued its recovery towards the end of the year as the market expressed relief over the end of the government shutdown. The European economy, although showing signs of a modest recovery, still remains uncertain as low inflation threatens the region's economic recovery. Slowdown in growth is also seen in China and in the rest of the emerging markets within Asia. Even under such economic conditions, the weakening trend of the Yen during the nine month period to the end of the third quarter has contributed to the increase in sales overseas.

As for overseas sales by region, sales in the Americas increased by 22.6% compared to the previous corresponding period (a decrease of 1.3% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by 28.1% (a decrease of 0.9% excluding foreign currency exchange fluctuation). Sales in Other region, which includes China, South East Asia and Oceania, increased by 31.2% (an increase of 10.3%, excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market increased by 25.9% compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by 0.4% compared to the previous corresponding period.

Gross profit increased by 16.6% as compared to the previous corresponding period to ¥657.0 billion, due to increase in sales, cost reductions and the weakening of the Yen.

Although group-wide activities to streamline costs have contributed in controlling selling, general and administrative expenses, these expenses have increased by 10.7% as compared to the previous corresponding period to ¥578.8 billion, due to the weakening of the Yen.

As a result, operating income increased to ¥78.2 billion (an increase of 93.2% compared to the previous corresponding period).

Other income increased compared to the previous corresponding period due to gain on sale of investment securities.

Income before income taxes increased by 109.2% as compared to the previous corresponding period, to ¥75.8 billion.

As a result, net income attributable to Ricoh Company, Ltd. increased by ¥26.2 billion (151.8%) as compared to the previous corresponding period, to ¥43.5 billion.

Comprehensive income increased significantly compared to the previous corresponding period, primarily by the increase in consolidated net income and cumulative translation adjustments due to the weakening trend of the Yen, to ¥133.7 billion.

*Conditions by Product Line

Conditions by Product Line for the nine months ended December 31, 2013 are as follows;

Imaging & Solutions (Sales up 17.0% to ¥1,413.0 billion)

Office Imaging (Sales up 13.0% to ¥1,075.2 billion)

Sales in this category increased by 13.0% as compared to the previous corresponding period, to ¥1,075.2 billion.

The sales of the newly released color MFP products along with the weakening of the Yen have contributed to the overall increase in sales compared to the previous corresponding period.

Production Printing (Sales up 26.9% to ¥132.9 billion)

Sales in this category increased by 26.9% as compared to the previous corresponding period, to ¥132.9 billion. The weakening of the Yen, and increase in sales of new products and after-sales service revenue in the overseas market have contributed to the increase in the overall sales during this period.

Network System Solutions (Sales up 35.9% to ¥204.8 billion)

Sales in this category increased by 35.9% as compared to the previous corresponding period, to ¥204.8 billion due primarily to the increase in sales of personal computers and related products in the domestic market and the increase in sales of IT services in both the domestic and overseas market.

As a result, sales in the Imaging & Solutions segment increased by 17.0% as compared to the previous corresponding period, to ¥1,413.0 billion. Operating income increased by 35.9% as compared to the previous corresponding period, to ¥124.8 billion due to increase in gross profit achieved by increase in sales and by the weakening of the Yen.

Industrial Products (Sales up 12.2% to ¥78.7 billion)

Sales increases in the Optical Unit business and semiconductors devices overseas have contributed to the increase in the Industrial Products segment by 12.2%, as compared to the previous corresponding period, to ¥78.7 billion. As a result, the operating income in the Industrial Products segment increased to a total of ¥3.6 billion (operating loss of ¥0.4 billion in the previous corresponding period).

Other (Sales up 9.2% to ¥119.7 billion)

Net sales in the Other segment increased by 9.2% as compared to the previous corresponding period, to ¥119.7 billion. The market release of new digital camera products and the lease financing business contributed to the increase in sales in this segment. As a result, the operating loss in the Other segment amounted to ¥0.3 billion (operating loss of ¥2.3 billion in the previous corresponding period).

2. Financial Position

*Assets, Liabilities and Equity

For Assets, lease receivables increased from the end of the previous fiscal year due to increases in lease contracts. The yen equivalent of foreign-currency-denominated assets increased due to the weakening of the Yen. As a result, total assets increased by ¥199.7 billion, to ¥2,560.4 billion as compared to the previous corresponding period.

For Liabilities, accrued pension and severance costs decreased, but interest bearing debt increased. As a result, total liabilities increased by ¥90.7 billion, to ¥1,492.7 billion as compared to the previous corresponding period.

For Total Equity, accumulated other comprehensive loss decreased due primarily to the increase of cumulative translation adjustments reflecting exchange fluctuation from the end of the previous period. As a result, total Equity increased by ¥109.0 billion from the end of the previous fiscal year, to ¥1,067.6 billion.

*Cash Flows (Nine months from April 1, 2013 to December 31, 2013)

Net cash provided by operating activities in this period increased by ¥6.0 billion to ¥34.4 billion due to increase in net income before taxes.

Net cash used in investing activities in this period decreased by ¥15.4 billion as compared to the previous corresponding period, to ¥60.8 billion.

As a result, free cash outflows generated by operating and investing activities decreased by ¥21.4 billion, compared to the previous corresponding period, to ¥26.4 billion.

Net cash provided by financing activities in this period increased by ¥17.8 billion as compared to the previous corresponding period, to ¥43.3 billion due primarily to proceeds from interest-bearing debt.

As a result, cash and cash equivalents as of December 31, 2013 increased by ¥27.0 billion as compared to the end of the previous fiscal year, to ¥144.1 billion.

3. Forecast for the entire fiscal year

Based upon the changes in the business environment (i.e. exchange rate fluctuation) along with the third quarter business results, Ricoh will revise its forecast upwards for sales and downward for gross profit, operating income, income before income taxes and net income attributable to Ricoh Company, Ltd from those previously announced in October.

Furthermore, in order to more accurately reflect the recent fluctuation in the exchange rate, Ricoh assumes exchange rates of ¥100.00 against the U.S. dollar and of ¥140.00 against the Euro in the fourth quarter. The year-end cash dividends have not changed from our forecast announced in October.

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 = ¥99.57 (¥83.06 in previous fiscal year)

EURO 1 = ¥134.22 (¥107.08 in previous fiscal year)

	Year ending March 31, 2014		Change Change (B-A)	Year ended March 31, 2013		Change Change (B-C)/C
	Previous Forecast (A)	Revised Forecast (B)		Results (C)		
	Domestic sales	923.0	914.0	-9.0	870.3	5.0%
Overseas sales	1,257.0	1,286.0	29.0	1,054.1	22.0%	
Net sales	2,180.0	2,200.0	20.0	1,924.4	14.3%	
Gross profit	896.0	892.4	-3.6	768.6	16.1%	
Operating income	140.0	120.0	-20.0	63.4	89.2%	
Income before income taxes	135.0	115.0	-20.0	58.1	97.7%	
Net income attributable to Ricoh Company, Ltd.	80.0	70.0	-10.0	32.4	115.6%	

* 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.

4. Others

(1) Changes in significant subsidiaries:

Not applicable

(2) Adoption of concise quarterly accounting method or procedure:

Not applicable

(3) Changes in accounting method:

Ricoh adopted retroactively Accounting Standards Update (ASU) 2011-11 and ASU 2013-01 from April 1 2013. ASU 2011-11 requires an entity to disclose information about offsetting and related arrangements. ASU 2013-01 replaced ASU 2011-11. The updates create new disclosure requirements requiring entities to disclose both gross and net information for derivatives and other financial instruments that are either offset in the Statement of assets and liabilities or subject to an enforceable master netting arrangement or similar agreement. These ASU's impact disclosures only and will have no impact on Ricoh's consolidated financial position.

Ricoh adopted ASU 2013-02 from April 1 2013. This ASU requires an entity to report the effect of reclassifications out of accumulated other comprehensive income. This ASU will only impact disclosures and will have no impact on Ricoh's consolidated financial position.

5. Consolidated Financial Statements

(1) Consolidated Balance Sheets

Assets	(Millions of yen)		
	March 31, 2013	December 31, 2013	Change
Current Assets			
Cash and time deposits	120,331	147,856	27,525
Trade receivables	745,470	807,984	62,514
Inventories	195,367	228,469	33,102
Other current assets	65,051	67,115	2,064
Total Current Assets	1,126,219	1,251,424	125,205
Fixed Assets			
Tangible fixed assets	290,875	292,839	1,964
Finance receivables	466,608	513,038	46,430
Other investments	476,995	503,121	26,126
Total Fixed Assets	1,234,478	1,308,998	74,520
Total Assets	2,360,697	2,560,422	199,725

Note:

Contents of cash and time deposits;	March 31, 2013	December 31, 2013
Cash and cash equivalents	117,051	144,126
Time deposits	3,280	3,730

Liabilities and Equity	(Millions of yen)		
	March 31, 2013	December 31, 2013	Change
Current Liabilities			
Trade payables	256,538	263,602	7,064
Short-term borrowings	226,399	289,035	62,636
Other current liabilities	217,430	250,021	32,591
Total Current Liabilities	700,367	802,658	102,291
Fixed Liabilities			
Long-term indebtedness	476,381	489,159	12,778
Accrued pension and severance costs	164,289	140,884	-23,405
Other fixed liabilities	61,002	60,053	-949
Total Fixed Liabilities	701,672	690,096	-11,576
Total Liabilities	1,402,039	1,492,754	90,715
Equity			
Common stock	135,364	135,364	-
Additional paid-in capital	186,083	186,083	-
Retained earnings	759,783	779,418	19,635
Accumulated other comprehensive loss	-146,088	-60,131	85,957
Treasury stock	-37,146	-37,266	-120
Total Ricoh Company, Ltd. shareholders' equity	897,996	1,003,468	105,472
Noncontrolling interests	60,662	64,200	3,538
Total Equity	958,658	1,067,668	109,010
Total Liabilities and Equity	2,360,697	2,560,422	199,725

Note:

Accumulated other comprehensive loss;	March 31, 2013	December 31, 2013	Change
Net unrealized holding gains and losses on available-for-sale securities	8,665	16,283	7,618
Pension liability adjustments	-64,266	-57,172	7,094
Net unrealized gains and losses on derivative instruments	-861	-275	586
Cumulative translation adjustments	-89,626	-18,967	70,659

Reference: Exchange rate

	March 31, 2013	December 31, 2013
US\$ 1	¥94.05	¥105.39
EURO 1	¥120.73	¥145.05

(2) Consolidated Statements of Income and Consolidated Statement of Comprehensive Income

Consolidated Statements of Income

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%
Net sales	1,387,099	1,611,521	224,422	16.2
Cost of sales	823,697	954,502	130,805	15.9
<i>Percentage of net sales (%)</i>	59.4	59.2		
Gross Profit	563,402	657,019	93,617	16.6
<i>Percentage of net sales (%)</i>	40.6	40.8		
Selling, general and administrative expenses	522,919	578,818	55,899	10.7
<i>Percentage of net sales (%)</i>	37.7	35.9		
Operating income	40,483	78,201	37,718	93.2
<i>Percentage of net sales (%)</i>	2.9	4.9		
Other (income) expenses				
Interest and dividend income	1,916	1,548	-368	-19.2
<i>Percentage of net sales (%)</i>	0.1	0.1		
Interest expense	5,047	5,237	190	3.8
<i>Percentage of net sales (%)</i>	0.4	0.3		
Gain on sale of investment securities	24	2,324	2,300	-
<i>Percentage of net sales (%)</i>	0.0	0.1		
Other, net	1,102	942	-160	-14.5
<i>Percentage of net sales (%)</i>	0.0	0.1		
Income before income taxes, equity income and noncontrolling interests	36,274	75,894	39,620	109.2
<i>Percentage of net sales (%)</i>	2.6	4.7		
Provision for income taxes	15,510	28,163	12,653	81.6
<i>Percentage of net sales (%)</i>	1.1	1.7		
Equity in earnings of affiliates	47	-29	-76	-
<i>Percentage of net sales (%)</i>	0.0	-0.0		
Net income	20,811	47,702	26,891	129.2
<i>Percentage of net sales (%)</i>	1.5	3.0		
Net income attributable to noncontrolling interests	3,509	4,139	630	18.0
<i>Percentage of net sales (%)</i>	0.3	0.3		
Net income attributable to Ricoh Company, Ltd.	17,302	43,563	26,261	151.8
<i>Percentage of net sales (%)</i>	1.2	2.7		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥80.05	¥99.42		
EURO 1	¥102.26	¥132.31		

Three months ended December 31, 2012 and 2013

(Millions of yen)

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%
Net sales	469,632	555,944	86,312	18.4
Cost of sales	280,636	329,315	48,679	17.3
<i>Percentage of net sales (%)</i>	59.8	59.2		
Gross Profit	188,996	226,629	37,633	19.9
<i>Percentage of net sales (%)</i>	40.2	40.8		
Selling, general and administrative expenses	175,901	194,288	18,387	10.5
<i>Percentage of net sales (%)</i>	37.4	35.0		
Operating income	13,095	32,341	19,246	147.0
<i>Percentage of net sales (%)</i>	2.8	5.8		
Other (income) expenses				
Interest and dividend income	380	418	38	10.0
<i>Percentage of net sales (%)</i>	0.1	0.1		
Interest expense	1,492	1,609	117	7.8
<i>Percentage of net sales (%)</i>	0.3	0.3		
Gain (loss) on sale of investment securities	-1	32	33	-
<i>Percentage of net sales (%)</i>	-0.0	0.0		
Other, net	198	-329	-527	-
<i>Percentage of net sales (%)</i>	0.1	-0.1		
Income before income taxes, equity income and noncontrolling interests	11,784	31,511	19,727	167.4
<i>Percentage of net sales (%)</i>	2.5	5.7		
Provision for income taxes	5,109	11,350	6,241	122.2
<i>Percentage of net sales (%)</i>	1.1	2.1		
Equity in earnings of affiliates	-10	6	16	-
<i>Percentage of net sales (%)</i>	-0.0	0.0		
Net income	6,665	20,167	13,502	202.6
<i>Percentage of net sales (%)</i>	1.4	3.6		
Net income attributable to noncontrolling interests	1,076	1,315	239	22.2
<i>Percentage of net sales (%)</i>	0.2	0.2		
Net income attributable to Ricoh Company, Ltd.	5,589	18,852	13,263	237.3
<i>Percentage of net sales (%)</i>	1.2	3.4		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥81.27	¥100.46		
EURO 1	¥105.43	¥136.70		

Consolidated Statements of Comprehensive Income

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change
Net income	20,811	47,702	26,891
Other comprehensive income (loss), net of tax			
Net unrealized holding gains and losses on available-for-sale securities	-449	7,669	8,118
Pension liability adjustments	-747	6,993	7,740
Net unrealized gains and losses on derivative instruments	-117	889	1,006
Foreign currency translation adjustments	22,028	70,479	48,451
Total	20,715	86,030	65,315
Comprehensive income	41,526	133,732	92,206
Comprehensive income attributable to noncontrolling interests	3,351	4,212	861
Comprehensive income attributable to Ricoh Company, Ltd.	38,175	129,520	91,345

Reference : Exchange rate	December 31, 2012	December 31, 2013
US\$ 1	¥80.05	¥99.42
EURO 1	¥102.26	¥132.31

Three months ended December 31, 2012 and 2013

(Millions of yen)

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change
Net income	6,665	20,167	13,502
Other comprehensive income (loss), net of tax			
Net unrealized holding gains and losses on available-for-sale securities	1,040	4,480	3,440
Pension liability adjustments	-4,195	837	5,032
Net unrealized gains and losses on derivative instruments	175	384	209
Foreign currency translation adjustments	50,876	43,766	-7,110
Total	47,896	49,467	1,571
Comprehensive income	54,561	69,634	15,073
Comprehensive income attributable to noncontrolling interests	1,204	1,552	348
Comprehensive income attributable to Ricoh Company, Ltd.	53,357	68,082	14,725

Reference : Exchange rate	December 31, 2012	December 31, 2013
US\$ 1	¥81.27	¥100.46
EURO 1	¥105.43	¥136.70

Consolidated Sales by Product Category

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%
<Imaging & Solutions>				
Office Imaging	951,753	1,075,257	123,504	13.0
<i>Percentage of net sales (%)</i>	68.6	66.7		
Production Printing	104,774	132,955	28,181	26.9
<i>Percentage of net sales (%)</i>	7.6	8.3		
Network System Solutions	150,714	204,829	54,115	35.9
<i>Percentage of net sales (%)</i>	10.9	12.7		
Imaging & Solutions Total	1,207,241	1,413,041	205,800	17.0
<i>Percentage of net sales (%)</i>	87.1	87.7		
<Industrial Products>				
Industrial Products	70,201	78,759	8,558	12.2
<i>Percentage of net sales (%)</i>	5.1	4.9		
<Other>				
Other	109,657	119,721	10,064	9.2
<i>Percentage of net sales (%)</i>	7.8	7.4		
Grand Total	1,387,099	1,611,521	224,422	16.2
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥80.05	¥99.42		
EURO 1	¥102.26	¥132.31		

Three months ended December 31, 2012 and 2013

(Millions of yen)

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%
<Imaging & Solutions>				
Office Imaging	325,473	370,551	45,078	13.8
<i>Percentage of net sales (%)</i>	69.3	66.7		
Production Printing	35,339	47,680	12,341	34.9
<i>Percentage of net sales (%)</i>	7.5	8.6		
Network System Solutions	48,792	71,593	22,801	46.7
<i>Percentage of net sales (%)</i>	10.4	12.8		
Imaging & Solutions Total	409,604	489,824	80,220	19.6
<i>Percentage of net sales (%)</i>	87.2	88.1		
<Industrial Products>				
Industrial Products	22,764	27,165	4,401	19.3
<i>Percentage of net sales (%)</i>	4.8	4.9		
<Other>				
Other	37,264	38,955	1,691	4.5
<i>Percentage of net sales (%)</i>	8.0	7.0		
Grand Total	469,632	555,944	86,312	18.4
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥81.27	¥100.46		
EURO 1	¥105.43	¥136.70		

*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

Consolidated Sales by Geographic Area

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%
<Domestic>	640,902	672,306	31,404	4.9
<i>Percentage of net sales (%)</i>	46.2	41.7		
<Overseas>	746,197	939,215	193,018	25.9
<i>Percentage of net sales (%)</i>	53.8	58.3		
The Americas	353,827	433,658	79,831	22.6
<i>Percentage of net sales (%)</i>	25.5	26.9		
Europe, Middle East and Africa	294,340	376,918	82,578	28.1
<i>Percentage of net sales (%)</i>	21.2	23.4		
Other	98,030	128,639	30,609	31.2
<i>Percentage of net sales (%)</i>	7.1	8.0		
Grand Total	1,387,099	1,611,521	224,422	16.2
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥80.05	¥99.42		
EURO 1	¥102.26	¥132.31		

Three months ended December 31, 2012 and 2013

(Millions of yen)

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%
<Domestic>	210,140	228,502	18,362	8.7
<i>Percentage of net sales (%)</i>	44.7	41.1		
<Overseas>	259,492	327,442	67,950	26.2
<i>Percentage of net sales (%)</i>	55.3	58.9		
The Americas	119,508	147,589	28,081	23.5
<i>Percentage of net sales (%)</i>	25.4	26.5		
Europe, Middle East and Africa	107,177	136,342	29,165	27.2
<i>Percentage of net sales (%)</i>	22.8	24.5		
Other	32,807	43,511	10,704	32.6
<i>Percentage of net sales (%)</i>	7.1	7.9		
Grand Total	469,632	555,944	86,312	18.4
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2012	December 31, 2013		
US\$ 1	¥81.27	¥100.46		
EURO 1	¥105.43	¥136.70		

(3) Consolidated Statements of Cash Flows

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013
I. Cash Flows from Operating Activities:		
Consolidated net income	20,811	47,702
Adjustments to reconcile consolidated net income to net cash provided by operating activities-		
Depreciation and amortization	62,918	73,784
Equity in earnings of affiliates, net of dividends received	-47	29
Deferred income taxes	1,935	7,011
Gain on sale of investment securities	-24	-2,324
Pension and severance costs, less payments	-2,843	-16,893
Changes in assets and liabilities-		
Increase in trade receivables	-4,714	-10,071
Increase in inventories	-9,259	-15,921
Increase in finance receivables	-12,800	-35,627
Decrease in trade payables	-15,464	-2,211
Decrease in accrued income taxes and accrued expenses and other	-17,068	-4,185
Other, net	4,895	-6,865
Net cash provided by operating activities	28,340	34,429
II. Cash Flows from Investing Activities:		
Proceeds from sales of property, plant and equipment	1,399	530
Expenditures for property, plant and equipment, including interest capitalized	-61,156	-55,279
Expenditures for intangible assets	-8,340	-8,429
Payments for purchases of available-for-sale securities	-91	-62
Proceeds from sales of available-for-sale securities	64	7,153
(Increase) Decrease in time deposits	-1,276	34
Other, net	-6,886	-4,828
Net cash used in investing activities	-76,286	-60,881
III. Cash Flows from Financing Activities:		
Net repayments of debt with original maturities of three months or less	-19,644	24,815
Proceeds from debt with original maturities of more than three months	128,762	103,345
Repayments of debt with original maturities of more than three months	-87,786	-78,327
Proceeds from issuance of long-term debt securities	20,000	20,000
Repayment of long-term debt securities	-	-1,826
Dividends paid	-15,226	-23,925
Payment for purchase of treasury stock	-8	-109
Other, net	-694	-671
Net cash provided by financing activities	25,404	43,302
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	740	10,225
V. Net Increase (Decrease) in Cash and Cash Equivalents	-21,802	27,075
VI. Cash and Cash Equivalents at Beginning of Year	156,210	117,051
VII. Cash and Cash Equivalents at End of Period	134,408	144,126

(4) Notes on premise going concern

Not applicable

(5) Segment Information

(a) Operating Segments Information

Third Quarter ended December 31, 2012 and 2013

	(Millions of yen)			
	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%
Imaging & Solutions:				
Net sales:				
Unaffiliated customers	1,207,241	1,413,041	205,800	17.0
Intersegment	-	-	-	-
Total	1,207,241	1,413,041	205,800	17.0
Operating expenses	1,115,362	1,288,178	172,816	15.5
Operating income	91,879	124,863	32,984	35.9
<i>Operating income on sales in Imaging & Solutions (%)</i>	7.6	8.8		
Industrial Products:				
Net sales:				
Unaffiliated customers	70,201	78,759	8,558	12.2
Intersegment	3,200	3,025	-175	-5.5
Total	73,401	81,784	8,383	11.4
Operating expenses	73,846	78,165	4,319	5.8
Operating income (loss)	-445	3,619	4,064	-
<i>Operating income (loss) on sales in Industrial Products (%)</i>	-0.6	4.4		
Other:				
Net sales:				
Unaffiliated customers	109,657	119,721	10,064	9.2
Intersegment	-	-	-	-
Total	109,657	119,721	10,064	9.2
Operating expenses	112,025	120,054	8,029	7.2
Operating loss	-2,368	-333	2,035	-
<i>Operating loss on sales in Other (%)</i>	-2.2	-0.3		
Corporate and Eliminations:				
Net sales:				
Intersegment	-3,200	-3,025	175	
Total	-3,200	-3,025	175	-
Operating expenses:				
Intersegment	-3,200	-3,025	175	
Corporate	48,583	49,948	1,365	
Total	45,383	46,923	1,540	-
Operating loss	-48,583	-49,948	-1,365	-
Consolidated:				
Net sales:				
Unaffiliated customers	1,387,099	1,611,521	224,422	16.2
Intersegment	-	-	-	-
Total	1,387,099	1,611,521	224,422	16.2
Operating expenses	1,346,616	1,533,320	186,704	13.9
Operating income	40,483	78,201	37,718	93.2
<i>Operating income on consolidated net sales (%)</i>	2.9	4.9		

Three months ended December 31, 2012 and 2013

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%
(Millions of yen)				
Imaging & Solutions:				
Net sales:				
Unaffiliated customers	409,604	489,824	80,220	19.6
Intersegment	-	-	-	-
Total	409,604	489,824	80,220	19.6
Operating expenses	377,318	442,768	65,450	17.3
Operating income	32,286	47,056	14,770	45.7
<i>Operating income on sales in Imaging & Solutions (%)</i>	7.9	9.6		
Industrial Products:				
Net sales:				
Unaffiliated customers	22,764	27,165	4,401	19.3
Intersegment	1,148	994	-154	-13.4
Total	23,912	28,159	4,247	17.8
Operating expenses	23,699	26,738	3,039	12.8
Operating income	213	1,421	1,208	567.1
<i>Operating income on sales in Industrial Products (%)</i>	0.9	5.0		
Other:				
Net sales:				
Unaffiliated customers	37,264	38,955	1,691	4.5
Intersegment	-	-	-	-
Total	37,264	38,955	1,691	4.5
Operating expenses	38,889	38,790	-99	-0.3
Operating income (loss)	-1,625	165	1,790	-
<i>Operating income (loss) on sales in Other (%)</i>	-4.4	0.4		
Corporate and Eliminations:				
Net sales:				
Intersegment	-1,148	-994	154	
Total	-1,148	-994	154	-
Operating expenses:				
Intersegment	-1,148	-994	154	
Corporate	17,779	16,301	-1,478	
Total	16,631	15,307	-1,324	-
Operating loss	-17,779	-16,301	1,478	-
Consolidated:				
Net sales:				
Unaffiliated customers	469,632	555,944	86,312	18.4
Intersegment	-	-	-	-
Total	469,632	555,944	86,312	18.4
Operating expenses	456,537	523,603	67,066	14.7
Operating income	13,095	32,341	19,246	147.0
<i>Operating income on consolidated net sales (%)</i>	2.8	5.8		

(b) Geographic Segments Information

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%
Japan:				
Net sales:				
Unaffiliated customers	652,650	685,226	32,576	5.0
Intersegment	278,203	333,102	54,899	19.7
Total	930,853	1,018,328	87,475	9.4
Operating expenses	912,933	974,649	61,716	6.8
Operating income	17,920	43,679	25,759	143.7
<i>Operating income on sales in Japan (%)</i>	<i>1.9</i>	<i>4.3</i>		
The Americas:				
Net sales:				
Unaffiliated customers	353,795	433,607	79,812	22.6
Intersegment	5,152	6,669	1,517	29.4
Total	358,947	440,276	81,329	22.7
Operating expenses	355,196	428,726	73,530	20.7
Operating income	3,751	11,550	7,799	207.9
<i>Operating income on sales in the Americas (%)</i>	<i>1.0</i>	<i>2.6</i>		
Europe, Middle East and Africa:				
Net sales:				
Unaffiliated customers	291,776	375,191	83,415	28.6
Intersegment	517	605	88	17.0
Total	292,293	375,796	83,503	28.6
Operating expenses	275,162	360,132	84,970	30.9
Operating income	17,131	15,664	-1,467	-8.6
<i>Operating income on sales in Europe, Middle East and Africa (%)</i>	<i>5.9</i>	<i>4.2</i>		
Other:				
Net sales:				
Unaffiliated customers	88,878	117,497	28,619	32.2
Intersegment	138,838	175,740	36,902	26.6
Total	227,716	293,237	65,521	28.8
Operating expenses	218,793	280,209	61,416	28.1
Operating income	8,923	13,028	4,105	46.0
<i>Operating income on sales in Other (%)</i>	<i>3.9</i>	<i>4.4</i>		
Corporate and Eliminations:				
Net sales:				
Intersegment	-422,710	-516,116	-93,406	
Total	-422,710	-516,116	-93,406	-
Operating expenses	-415,468	-510,396	-94,928	-
Operating loss	-7,242	-5,720	1,522	-
Consolidated:				
Net sales:				
Unaffiliated customers	1,387,099	1,611,521	224,422	16.2
Intersegment	-	-	-	-
Total	1,387,099	1,611,521	224,422	16.2
Operating expenses	1,346,616	1,533,320	186,704	13.9
Operating income	40,483	78,201	37,718	93.2
<i>Operating income on consolidated net sales (%)</i>	<i>2.9</i>	<i>4.9</i>		

Three months ended December 31, 2012 and 2013

	(Millions of yen)			
	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%
Japan:				
Net sales:				
Unaffiliated customers	214,035	234,189	20,154	9.4
Intersegment	92,231	113,380	21,149	22.9
Total	306,266	347,569	41,303	13.5
Operating expenses	301,137	331,211	30,074	10.0
Operating income	5,129	16,358	11,229	218.9
<i>Operating income on sales in Japan (%)</i>	<i>1.7</i>	<i>4.7</i>		
The Americas:				
Net sales:				
Unaffiliated customers	119,503	147,562	28,059	23.5
Intersegment	1,652	2,617	965	58.4
Total	121,155	150,179	29,024	24.0
Operating expenses	118,919	145,294	26,375	22.2
Operating income	2,236	4,885	2,649	118.5
<i>Operating income on sales in the Americas (%)</i>	<i>1.8</i>	<i>3.3</i>		
Europe, Middle East and Africa:				
Net sales:				
Unaffiliated customers	106,308	135,470	29,162	27.4
Intersegment	192	207	15	7.8
Total	106,500	135,677	29,177	27.4
Operating expenses	100,056	128,229	28,173	28.2
Operating income	6,444	7,448	1,004	15.6
<i>Operating income on sales in Europe, Middle East and Africa (%)</i>	<i>6.1</i>	<i>5.5</i>		
Other:				
Net sales:				
Unaffiliated customers	29,786	38,723	8,937	30.0
Intersegment	47,075	63,719	16,644	35.4
Total	76,861	102,442	25,581	33.3
Operating expenses	73,501	98,275	24,774	33.7
Operating income	3,360	4,167	807	24.0
<i>Operating income on sales in Other (%)</i>	<i>4.4</i>	<i>4.1</i>		
Corporate and Eliminations:				
Net sales:				
Intersegment	-141,150	-179,923	-38,773	
Total	-141,150	-179,923	-38,773	-
Operating expenses	-137,076	-179,406	-42,330	-
Operating loss	-4,074	-517	3,557	-
Consolidated:				
Net sales:				
Unaffiliated customers	469,632	555,944	86,312	18.4
Intersegment	-	-	-	-
Total	469,632	555,944	86,312	18.4
Operating expenses	456,537	523,603	67,066	14.7
Operating income	13,095	32,341	19,246	147.0
<i>Operating income on consolidated net sales (%)</i>	<i>2.8</i>	<i>5.8</i>		

(6) Notes on significant changes in Equity

Not applicable

-APPENDIX-

1. Consolidated Sales by Product Category

Third Quarter ended December 31, 2012 and 2013

(Millions of yen)

	Third Quarter ended December 31, 2012	Third Quarter ended December 31, 2013	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Office Imaging	951,753	1,075,257	123,504	13.0	-27,106	-2.8
<i>Percentage of net sales (%)</i>	68.6	66.7				
Domestic	354,442	343,658	-10,784	-3.0	-10,784	-3.0
Overseas	597,311	731,599	134,288	22.5	-16,322	-2.7
Production Printing	104,774	132,955	28,181	26.9	6,206	5.9
<i>Percentage of net sales (%)</i>	7.6	8.3				
Domestic	24,500	24,389	-111	-0.5	-111	-0.5
Overseas	80,274	108,566	28,292	35.2	6,317	7.9
Network System Solutions	150,714	204,829	54,115	35.9	46,118	30.6
<i>Percentage of net sales (%)</i>	10.9	12.7				
Domestic	129,970	165,380	35,410	27.2	35,410	27.2
Overseas	20,744	39,449	18,705	90.2	10,708	51.6
Imaging & Solutions Total	1,207,241	1,413,041	205,800	17.0	25,218	2.1
<i>Percentage of net sales (%)</i>	87.1	87.7				
Domestic	508,912	533,427	24,515	4.8	24,515	4.8
Overseas	698,329	879,614	181,285	26.0	703	0.1
The Americas	340,199	418,014	77,815	22.9	-3,638	-1.1
Europe, Middle East and Africa	279,286	358,666	79,380	28.4	-2,191	-0.8
Other	78,844	102,934	24,090	30.6	6,532	8.3
<Industrial Products>						
Industrial Products	70,201	78,759	8,558	12.2	1,501	2.1
<i>Percentage of net sales (%)</i>	5.1	4.9				
Domestic	34,743	34,061	-682	-2.0	-682	-2.0
Overseas	35,458	44,698	9,240	26.1	2,183	6.2
The Americas	10,312	11,602	1,290	12.5	-964	-9.3
Europe, Middle East and Africa	9,534	12,261	2,727	28.6	422	4.4
Other	15,612	20,835	5,223	33.5	2,725	17.5
<Other>						
Other	109,657	119,721	10,064	9.2	7,499	6.8
<i>Percentage of net sales (%)</i>	7.8	7.4				
Domestic	97,247	104,818	7,571	7.8	7,571	7.8
Overseas	12,410	14,903	2,493	20.1	-72	-0.6
The Americas	3,316	4,042	726	21.9	-37	-1.1
Europe, Middle East and Africa	5,520	5,991	471	8.5	-880	-15.9
Other	3,574	4,870	1,296	36.3	845	23.6
Grand Total	1,387,099	1,611,521	224,422	16.2	34,218	2.5
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	640,902	672,306	31,404	4.9	31,404	4.9
<i>Percentage of net sales (%)</i>	46.2	41.7				
Overseas	746,197	939,215	193,018	25.9	2,814	0.4
<i>Percentage of net sales (%)</i>	53.8	58.3				
The Americas	353,827	433,658	79,831	22.6	-4,639	-1.3
<i>Percentage of net sales (%)</i>	25.5	26.9				
Europe, Middle East and Africa	294,340	376,918	82,578	28.1	-2,649	-0.9
<i>Percentage of net sales (%)</i>	21.2	23.4				
Other	98,030	128,639	30,609	31.2	10,102	10.3
<i>Percentage of net sales (%)</i>	7.1	8.0				
Reference: Exchange rate	December 31, 2012	December 31, 2013	Change			
US\$ 1	¥80.05	¥99.42	¥19.37			
EURO 1	¥102.26	¥132.31	¥30.05			

*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

Three months ended December 31, 2012 and 2013

(Millions of yen)

	Three months ended December 31, 2012	Three months ended December 31, 2013	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Office Imaging	325,473	370,551	45,078	13.8	-6,211	-1.9
<i>Percentage of net sales (%)</i>	69.3	66.7				
Domestic	118,445	117,525	-920	-0.8	-920	-0.8
Overseas	207,028	253,026	45,998	22.2	-5,291	-2.6
Production Printing	35,339	47,680	12,341	34.9	4,529	12.8
<i>Percentage of net sales (%)</i>	7.5	8.6				
Domestic	8,065	8,603	538	6.7	538	6.7
Overseas	27,274	39,077	11,803	43.3	3,991	14.6
Network System Solutions	48,792	71,593	22,801	46.7	20,083	41.2
<i>Percentage of net sales (%)</i>	10.4	12.8				
Domestic	40,181	57,933	17,752	44.2	17,752	44.2
Overseas	8,611	13,660	5,049	58.6	2,331	27.1
Imaging & Solutions Total	409,604	489,824	80,220	19.6	18,401	4.5
<i>Percentage of net sales (%)</i>	87.2	88.1				
Domestic	166,691	184,061	17,370	10.4	17,370	10.4
Overseas	242,913	305,763	62,850	25.9	1,031	0.4
The Americas	114,748	141,986	27,238	23.7	105	0.1
Europe, Middle East and Africa	101,855	129,707	27,852	27.3	-1,767	-1.7
Other	26,310	34,070	7,760	29.5	2,693	10.2
<Industrial Products>						
Industrial Products	22,764	27,165	4,401	19.3	2,004	8.8
<i>Percentage of net sales (%)</i>	4.8	4.9				
Domestic	10,740	11,156	416	3.9	416	3.9
Overseas	12,024	16,009	3,985	33.1	1,588	13.2
The Americas	3,428	3,911	483	14.1	-260	-7.6
Europe, Middle East and Africa	3,175	4,067	892	28.1	114	3.6
Other	5,421	8,031	2,610	48.1	1,734	32.0
<Other>						
Other	37,264	38,955	1,691	4.5	670	1.8
<i>Percentage of net sales (%)</i>	8.0	7.0				
Domestic	32,709	33,285	576	1.8	576	1.8
Overseas	4,555	5,670	1,115	24.5	94	2.1
The Americas	1,332	1,692	360	27.0	49	3.7
Europe, Middle East and Africa	2,147	2,568	421	19.6	-161	-7.5
Other	1,076	1,410	334	31.0	206	19.1
Grand Total	469,632	555,944	86,312	18.4	21,075	4.5
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	210,140	228,502	18,362	8.7	18,362	8.7
<i>Percentage of net sales (%)</i>	44.7	41.1				
Overseas	259,492	327,442	67,950	26.2	2,713	1.0
<i>Percentage of net sales (%)</i>	55.3	58.9				
The Americas	119,508	147,589	28,081	23.5	-106	-0.1
<i>Percentage of net sales (%)</i>	25.4	26.5				
Europe, Middle East and Africa	107,177	136,342	29,165	27.2	-1,814	-1.7
<i>Percentage of net sales (%)</i>	22.8	24.5				
Other	32,807	43,511	10,704	32.6	4,633	14.1
<i>Percentage of net sales (%)</i>	7.1	7.9				
Reference: Exchange rate	December 31, 2012	December 31, 2013	Change			
US\$ 1	¥81.27	¥100.46	¥19.19			
EURO 1	¥105.43	¥136.70	¥31.27			

*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

2. Forecast of Consolidated Performance

(Billions of yen)

	Third Quarter ended		Fourth Quarter ending		Year ending	
	December 31, 2013	Change	March 31, 2014	Change	March 31, 2014	Change
	Results	%	Forecast	%	Forecast	%
Net sales	1,611.5	16.2	588.4	9.5	2,200.0	14.3
Gross profit	657.0	16.6	235.3	14.7	892.4	16.1
Operating income	78.2	93.2	41.7	82.1	120.0	89.2
Income before income taxes	75.8	109.2	39.1	78.6	115.0	97.7
Net income attributable to Ricoh Company, Ltd.	43.5	151.8	26.4	74.3	70.0	115.6
Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	60.09	-	36.46	-	96.55	-
Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-	-	-	-	-	-
Capital expenditures	55.2		24.7		80.0	
Depreciation for tangible fixed assets	54.3		19.6		74.0	
R&D expenditures	85.9		31.0		117.0	
Exchange rate (Yen/US\$)	99.42		100.00		99.57	
Exchange rate (Yen/EURO)	132.31		140.00		134.22	

3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Fourth Quarter ending March 31, 2014				Year ending March 31, 2014			
	Forecast	Change	Forecast(*)	Change	Forecast	Change	Forecast(*)	Change
		%		%		%		%
<Imaging & Solutions>								
Office Imaging	405.4	7.3	378.5	0.2	1,480.7	11.4	1,303.1	-2.0
Domestic	131.3	0.2	131.3	0.2	474.9	-2.2	474.9	-2.2
Overseas	274.1	11.1	247.2	0.2	1,005.7	19.2	828.1	-1.9
Production Printing	47.9	13.3	44.3	4.8	180.8	23.0	155.2	5.6
Domestic	9.1	8.7	9.1	8.7	33.4	1.9	33.4	1.9
Overseas	38.8	14.5	35.2	3.9	147.3	29.1	121.7	6.7
Network System Solutions	73.0	25.8	71.3	22.9	277.8	33.1	268.1	28.5
Domestic	57.5	21.3	57.5	21.3	222.8	25.7	222.8	25.7
Overseas	15.5	45.8	13.8	29.8	54.9	75.1	45.2	44.2
Imaging & Solutions Total	526.3	10.1	494.1	3.3	1,939.4	15.1	1,726.5	2.4
Domestic	197.9	5.9	197.9	5.9	731.3	5.1	731.3	5.1
Overseas	328.4	12.8	296.2	1.7	1,208.1	22.1	995.2	0.6
The Americas	156.4	13.4	144.5	4.8	574.4	20.1	481.0	0.6
Europe, Middle East and Africa	135.5	10.9	117.9	-3.5	494.1	23.1	394.9	-1.6
Other	36.5	17.2	33.8	8.3	139.5	26.8	119.1	8.3
<Industrial Products>								
Industrial Products	24.7	7.9	23.3	1.8	103.4	11.1	95.0	2.0
Domestic	10.3	4.9	10.3	4.9	44.3	-0.4	44.3	-0.4
Overseas	14.4	10.1	13.0	-0.6	59.0	21.8	50.6	4.3
The Americas	3.4	-12.3	3.1	-20.0	15.0	5.7	12.4	-12.3
Europe, Middle East and Africa	4.1	11.4	3.6	-2.2	16.3	23.8	13.5	2.6
Other	6.9	25.0	6.3	14.2	27.7	31.3	24.6	16.6
<Other>								
Other	37.4	2.9	37.0	1.8	157.1	7.6	154.1	5.6
Domestic	33.5	2.0	33.5	2.0	138.3	6.3	138.3	6.3
Overseas	3.9	11.4	3.5	-0.1	18.8	18.2	15.8	-0.5
The Americas	1.1	14.2	1.0	3.8	5.1	20.2	4.2	0.0
Europe, Middle East and Africa	1.7	9.7	1.5	-3.2	7.6	8.8	6.1	-13.1
Other	1.1	11.1	1.0	1.0	5.9	30.8	5.4	18.7
Grand Total	588.4	9.5	554.4	3.2	2,200.0	14.3	1,975.7	2.7
Domestic	241.7	5.3	241.7	5.3	914.0	5.0	914.0	5.0
Overseas	346.7	12.6	312.7	1.5	1,286.0	22.0	1,061.7	0.7
The Americas	160.9	12.7	148.6	4.1	594.5	19.7	497.7	0.2
Europe, Middle East and Africa	141.3	10.9	123.0	-3.5	518.2	22.9	414.6	-1.7
Other	44.5	18.0	41.1	8.7	173.2	27.6	149.2	9.9

* Excluding foreign exchange impact