## QUARTERLY REPORT

## Half year ended September 30, 2014

(Results for the Period from April 1, 2014 to September 30, 2014)
Performance Outline (Consolidated)
(1) Half year ended September 30, 2013, 2014 (Actual result) and Year ending March 31, 2015 (Forecast)

|  | Half year ended September 30, 2013 Results | Half year ended September 30, 2014 Results | Change |
| :---: | :---: | :---: | :---: |
| Domestic sales | 421.0 | 414.9 | -1.4\% |
| Overseas sales | 618.2 | 657.8 | 6.4\% |
| Sales | 1,039.2 | 1,072.7 | 3.2\% |
| Gross profit | 420.0 | 446.4 | 6.3\% |
| Operating profit | 51.9 | 55.8 | 7.6\% |
| Profit before income tax expenses | 50.1 | 55.5 | 10.8\% |
| Profit attributable to owners of the parent | 28.0 | 33.9 | 21.0\% |
| Exchange rate (Yen/US\$) | 98.90 | 103.05 | 4.15 |
| Exchange rate (Yen/EURO) | 130.10 | 138.94 | 8.84 |
| Earnings per share attributable to owners of the parent-basic (yen). | 38.75 | 46.87 | 8.12 |
| Earnings per share attributable to owners of the parent-diluted (yen). | - | - | - |
| Cash flows from operating activities | 38.2 | 19.1 | -19.0 |
| Cash flows from investing activities | -49.0 | -62.4 | -13.4 |
| Cash flows from financing activities | 16.7 | 33.0 | 16.3 |
| Cash and cash equivalents at end of period | 125.2 | 133.5 | 8.3 |
| Capital expenditures | 35.5 | 38.6 | 3.1 |
| Depreciation | 30.5 | 35.7 | 5.2 |
| R\&D expenditures | 57.6 | 58.1 | 0.5 |
|  | March 31, 2014 | September 30, 2014 | Change |
| Total assets | 2,596.6 | 2,632.5 | 35.9 |
| Equity attributable to owners of the parent | 1,029.4 | 1,064.4 | 34.9 |
| Interest-bearing debt | 724.1 | 773.6 | 49.5 |
| Equity attributable to owners of the parent ratio (\%) | 39.6 | 40.4 | 0.8 |
| Equity per share attributable to owners of the parent (yen) | 1,420.04 | 1,468.34 | 48.30 |


| (Billions of yen) |  |
| ---: | ---: |
| Year ending <br> March 31, 2015 <br> Forecast | Change |
| 892.0 | $-1.5 \%$ |
| $1,368.0$ | $6.0 \%$ |
| $2,260.0$ | $2.9 \%$ |
| 936.0 | $7.2 \%$ |
| 140.0 | $16.3 \%$ |
| 135.0 | $14.3 \%$ |
| 80.0 | $9.9 \%$ |
| 101.53 | 1.24 |
| 139.47 | 5.00 |
| 110.35 | 9.91 |


|  |  |
| ---: | ---: |
| - | - |
| - | - |
| - | - |
| 86.0 | 13.0 |
| 74.0 | 10.6 |
| 121.0 | 4.7 |

(2) Three months ended September 30, 2013 and 2014
(Billions of yen)

|  | Three months ended September 30, 2013 Results | Three months ended September 30, 2014 Results | Change |
| :---: | :---: | :---: | :---: |
| Domestic sales | 214.8 | 209.4 | -2.5\% |
| Overseas sales | 309.7 | 336.8 | 8.8\% |
| Sales | 524.5 | 546.3 | 4.2\% |
| Gross profit | 208.7 | 227.1 | 8.8\% |
| Operating profit | 29.6 | 28.6 | -3.4\% |
| Profit before income tax expenses | 29.3 | 29.7 | 1.4\% |
| Profit attributable to owners of the parent | 16.3 | 18.8 | 15.3\% |
| Exchange rate (Yen/US\$) | 99.01 | 103.95 | 4.94 |
| Exchange rate (Yen/EURO) | 131.15 | 137.77 | 6.62 |
| Earnings per share attributable to owners of the parent-basic (yen). | 22.60 | 26.07 | 3.47 |
| Earnings per share attributable to owners of the parent-diluted (yen). | - | - | - |
| Capital expenditures | 18.8 | 20.4 | 1.5 |
| Depreciation | 16.0 | 18.3 | 2.2 |
| R\&D expenditures | 29.5 | 30.2 | 0.6 |

## Ricoh Company, Ltd.

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

Financial Highlights for the Half Year Ended September 30, 2014
[Prepared on the basis of International Financial Reporting Standards]

1. Results for the Period from April 1, 2014 to September 30, 2014
(1) Operating Results

| ) | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 |
| Sales | 1,039,245 | 1,072,788 |
| (\% change from the previous corresponding period) | - | 3.2 |
| Operating profit | 51,933 | 55,868 |
| (\% change from the previous corresponding period) | - | 7.6 |
| Profit before income tax expenses | 50,157 | 55,589 |
| (\% change from the previous corresponding period) | - | 10.8 |
| Profit for the period | 30,900 | 36,842 |
| (\% change from the previous corresponding period) | - | 19.2 |
| Profit attributable to owners of the parent | 28,092 | 33,979 |
| (\% change from the previous corresponding period) | - | 21.0 |
| Comprehensive income | 64,023 | 49,915 |
| (\% change from the previous corresponding period) | - | -22.0 |
| Earnings per share attributable to owners of the parent-basic (yen) | 38.75 | 46.87 |
| Earnings per share attributable to owners of the parent-diluted (yen) | - | - |

Notes: Earnings per share attributable to owners of the parent (basic and diluted) are based on Profit attributable to owners of the parent.
(2) Financial Position

|  | (Millions of yen) |  |
| :--- | ---: | ---: |
| Total assets | March 31, 2014 | September 30, 2014 |
| Total equity | $2,596,618$ | $2,632,587$ |
| Equity attributable to owners of the parent | $1,094,396$ | $1,131,976$ |
| Equity attributable to owners of the parent ratio (\%) | $1,029,413$ | $1,064,410$ |

## 2. Dividend Information

|  | Year ended <br> March 31, 2014 <br> (Actual) | Year ending <br> March 31, 2015 <br> (Forecast) |
| :--- | ---: | ---: |
| Cash dividends, applicable to the year (yen) | 33.00 | 34.00 |
| Interim (yen) | 16.50 | 17.00 |
| Year-end (yen) | 16.50 | 17.00 |
| Notes: Revision |  |  |

Notes: Revision of expected dividends during this period: No
3. Forecast of Operating Results from April 1, 2014 to March 31, 2015

|  | (Millions of yen) |
| :---: | :---: |
|  | Year ending March 31, 2015 |
| Sales | 2,260,000 |
| (\% change from the previous corresponding period) | 2.9 |
| Operating profit | 140,000 |
| (\% change from the previous corresponding period) | 16.3 |
| Profit before income tax expenses | 135,000 |
| (\% change from the previous corresponding period) | 14.3 |
| Profit attributable to owners of the parent | 80,000 |
| (\% change from the previous corresponding period) | 9.9 |
| Earnings per share attributable to owners of the parent-basic (yen) | 110.35 |

Notes: Revision of forecast of consolidated operating results during this period: No

## 4. Others

(1) Changes in significant subsidiaries: No
(2) Changes in accounting policies and accounting estimate
(i) Changes in accounting policies required by IFRS: Yes
(ii) Other changes: No
(iii) Changes in accounting estimate: No

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

As of September 30, 2014 : 744,912,078 shares; As of March 31, $2014: 744,912,078$ shares
(4) Number of treasury stock:

As of September 30, 2014 : 20,004,128 shares ; As of March 31, 2014 : 19,995,714 shares
(5) Average number of common stock:

Half year ended September 30, 2014 : 724,911,814 shares ; Half year ended September 30, 2013 : 725,015,632 shares

# Qualitative Information on Consolidated Financial Results for the Period under Review 

## 1. Qualitative Information on Consolidated Business Results

## * Overview of the First Half of Fiscal 2014 (April 1 - September 30, 2014)

Ricoh’s consolidated sales for the first half increased by $3.2 \%$ to $¥ 1,072.7$ billion compared to the previous corresponding period, due mainly by the increase in sales in both the Imaging \& Solutions and the Industrial Products segment.
During this period, the average exchange rates of the Japanese yen against the U.S. dollar and the euro were $¥ 103.05$ (down $¥ 4.15$ from previous year) and $¥ 138.94$ (down $¥ 8.84$ from previous year) respectively. Consolidated sales would have increased by $0.3 \%$ compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy, due to the economic and monetary policies implemented by the government and the Bank of Japan, continued to maintain its gradual recovery with improvement in corporate profits achieved through the sustained depreciation of the yen and high stock prices.
Under such market conditions, sales in the Industrial Products increased along with increase in sales of color MFP models, but the decline in demand for personal computers affected overall sales, resulting in the sales decrease in the Imaging \& Solutions segment. As a result, the sales in the domestic market decreased by $1.4 \%$ compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued its trend of recovery with the improvement in the job market and growth in corporate earnings, but the outlook of the overall global economy remains uncertain with the prolonged European debt problem and the slowdown in growth in the emerging markets. Even under such market conditions, the weakening trend of the yen during the first half has contributed to the overall increase in Ricoh's overseas sales.

As for overseas sales by region, sales in the Americas increased by $6.5 \%$ (an increase of $2.2 \%$ excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by 5.3\% (a decrease of $1.4 \%$ excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by $9.1 \%$ (an increase of $6.2 \%$, excluding foreign currency exchange fluctuation).
As a result, sales in the overseas market increased by $6.4 \%$ compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have increased by $1.4 \%$ compared to the previous corresponding period.

Gross profit increased by $6.3 \%$ to $¥ 446.4$ billion, due to increase in sales 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 $6.1 \%$ to $¥ 390.5$ billion, due to the weakening of the yen and acquisitions.

As a result, operating profit increased by $7.6 \%$ to $¥ 55.8$ billion compared to the previous corresponding period.
Finance income increased compared to the previous corresponding period, mainly due to foreign exchange gains.
Profit before income tax expenses increased by $10.8 \%$ to $¥ 55.5$ billion compared to the previous corresponding period.
As a result, profit attributable to owners of the parent increased by $21.0 \%$ to $¥ 33.9$ billion.
Although profit increased compared to the previous corresponding period, comprehensive income decreased to $¥ 49.9$ billion due to decrease in cumulative translation adjustments.

## * Review by Business Segment

Imaging \& Solutions (Sales up 3.4\% to $¥ 955.0$ billion)
Office Imaging (Sales up 2.0\% to $¥ 722.0$ billion)
Sales in this category increased by $2.0 \%$ to $¥ 722.0$ billion, due to the depreciation of the yen and the increase in sales in both the domestic and overseas market of color MFP models introduced in the previous year.

Production Printing (Sales up $7.2 \%$ to $¥ 88.9$ billion)
Sales in this category increased by $7.2 \%$ to $¥ 88.9$ billion. The increase was achieved through increase in sales of color cut sheet printers introduced during the previous fiscal year, along with the increase in sales of related parts \& supplies and services in both the domestic and overseas market

Network System Solutions (Sales up $8.2 \%$ to $¥ 144.1$ billion)
Sales in this category increased by $8.2 \%$ to $¥ 144.1$ billion. Although the decline in demand for personal computers affected the overall sales in the domestic market, the acquisition of mindSHIFT Technologies in U.S. and the increase in sales in the Indian market offset this decline, resulting in an overall sales increase in this category.

As a result of the above, sales in the Imaging \& Solutions segment increased by $3.4 \%$ to $¥ 955.0$ billion. Even though strong sales were achieved through the sustained depreciation of the yen, operating profit decreased by $4.4 \%$ to $¥ 81.6$ billion due to the increase in operating expenses.

Industrial Products (Sales up $5.8 \%$ to $¥ 57.0$ billion)
Sales in the Industrial Products segment increased by $5.8 \%$ to $¥ 57.0$ billion due to increase in sales in the Thermal business. However, the increase in operating expenses in relation to prior investments has affected the overall performance. As a result, operating profit in the Industrial Product segment decreased by $8.6 \%$ to $¥ 2.5$ billion.

Other (Sales down $1.1 \%$ to $¥ 60.6$ billion)
Sales in the Other segment decreased by $1.1 \%$ to $¥ 60.6$ billion. Even though sales decreased in the digital camera business, the cost reduction activities implemented in the digital camera business have contributed to the overall increase in profit in this segment. As a result, operating profit in the Other segment increased to $¥ 0.1$ billion (Operating loss in the previous corresponding period was $¥ 0.5$ billion).

## 2. Analysis of Consolidated Financial Position

## *Assets, Liabilities and Equity

Total assets increased by $¥ 35.9$ billion to $¥ 2,632.5$ billion, mainly due to depreciation of the yen, increase in inventories and other financial assets.
Total liabilities decreased by $¥ 1.6$ billion to $¥ 1,500.6$ billion, mainly due to decrease in trade and other payables caused by decrease in purchases which is in line with the shortfall in demand during this half year.
Total equity increased by $¥ 37.5$ billion to $¥ 1,131.9$ billion, mainly due to increase in profit for the period compared to the previous corresponding period.

## *Cash Flows (Half year ended September 30, 2014)

Even though profit for the period increased compared to the previous corresponding period, net cash provided by operating activities decreased by $¥ 19.0$ billion to $¥ 19.1$ billion, mainly due to decrease in trade and other payables.
Net cash used in investing activities increased by $¥ 13.4$ billion to $¥ 62.4$ billion, mainly due to decrease in proceeds from sales of available-for-sale securities.
As a result, the amount of negative free cash flow, which is the sum of net cash provided by operating activities and net cash used in investing activities, increased by $¥ 32.5$ billion to a negative free cash flow of $¥ 43.3$ billion.
Net cash provided by financing activities increased by $¥ 16.3$ billion to $¥ 33.0$ billion, mainly due to the increase in proceeds from long term debt.
As a result, the balance of cash and cash equivalent at the end of the period decreased by $¥ 6.4$ billion to $¥ 133.5$ billion.

## 3. Qualitative Information on Forecasted Consolidated Financial Results

Since the first half business results and other changes in the business environment such as exchange rate fluctuations were within the scope of our assumption, no changes have been made to the forecast of sales, gross profit, operating profit and profit before income tax expenses announced in July.
Ricoh will maintain the assumed exchange rates set forth in July of $¥ 100.00$ against the U.S. dollar and of $¥ 140.00$ against the euro in and after the third quarter, and has incorporated the actual exchange rates during the first half in the annual exchange rates assumption.

Our performance forecast for fiscal year ending March 31, 2015 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2015
US\$ $1=¥ 101.53 \quad$ ( $¥ 100.29$ in previous fiscal year)
EURO $1=¥ 139.47$ ( $¥ 134.47$ in previous fiscal year)

|  |  |  | (Billions of yen) |
| :--- | ---: | ---: | ---: | ---: |

* Above forecasted results are based on information available to the Company as at to date which are likely subject to risks and uncertainties that may cause the actual results to differ materially from the forecasted results.


## 4. Others

(1) Changes in significant subsidiaries

Not applicable
(2) Changes in accounting policies

Ricoh did not change the significant accounting policies from the previous fiscal year, with the exception of the following.
The adoption of the following IFRSs has no material impact on Ricoh's condensed consolidated financial statements.
Some of the comparative information on Ricoh's condensed consolidated financial statements has been adjusted retrospectively to apply the change in accounting policy.

| IFRSs | Title | Summaries of new IFRSs/amendments |
| :--- | :--- | :--- |
| IAS 32 | Financial Instruments: <br> Presentation | Presentation of offsets of financial assets and financial liabilities |
| IAS 36 | Impairment of Assets | Disclosure of recoverable amounts for non-financial assets |
| IAS 39 | Financial Instruments: <br> Effectiveness testing | Continuing hedge accounting after derivative novations |
| IFRIC 21 | Levies | Recognition of liabilities related to levies |
| IFRS 10 | Consolidated <br> Financial Statements | Regulations of control as single basis for consolidation |
| IFRS 12 | Disclosure of Interests <br> in Other Entities | Disclosure requirements for forms of interests in other entities, <br> including subsidiaries, joint control arrangements, associates and <br> unconsolidated structured entities |

## 5. Condensed Consolidated Financial Statements

(1) Condensed Consolidated Statement of Financial Position

Assets

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2014 | September 30, 2014 | Change |
| Current Assets |  |  |  |
| Cash and cash equivalents | 140,047 | 133,590 | -6,457 |
| Time deposits | 4,057 | 4,313 | 256 |
| Trade and other receivables | 544,725 | 533,567 | -11,158 |
| Other financial assets | 249,682 | 253,852 | 4,170 |
| Inventories | 194,171 | 211,814 | 17,643 |
| Other current assets | 34,317 | 39,460 | 5,143 |
| Total Current Assets | 1,166,999 | 1,176,596 | 9,597 |
| Non-current assets |  |  |  |
| Property, plant and equipment | 270,702 | 276,266 | 5,564 |
| Goodwill and intangible assets | 399,354 | 414,223 | 14,869 |
| Other financial assets | 560,892 | 572,871 | 11,979 |
| Investments accounted for using the equity method | 1,074 | 1,050 | -24 |
| Other investments | 50,724 | 48,998 | -1,726 |
| Other non-current assets | 40,420 | 44,421 | 4,001 |
| Deferred tax assets | 106,453 | 98,162 | -8,291 |
| Total Non-current Assets | 1,429,619 | 1,455,991 | 26,372 |
| Total Assets | 2,596,618 | 2,632,587 | 35,969 |

Liabilities and Equity

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2014 | September 30, 2014 | Change |
| Current Liabilities |  |  |  |
| Bonds and borrowings | 271,768 | 298,138 | 26,370 |
| Trade and other payables | 281,957 | 245,725 | -36,232 |
| Other financial liabilities | 18,140 | 21,387 | 3,247 |
| Income tax payables | 14,435 | 11,698 | -2,737 |
| Other current liabilities | 249,391 | 243,592 | -5,799 |
| Total Current Liabilities | 835,691 | 820,540 | -15,151 |
| Non-current Liabilities |  |  |  |
| Bonds and borrowings | 452,396 | 475,548 | 23,152 |
| Other financial liabilities | 1,014 | 1,351 | 337 |
| Accrued pension and retirement benefits | 124,554 | 115,694 | -8,860 |
| Other non-current liabilities | 74,614 | 78,810 | 4,196 |
| Deferred tax liabilities | 13,953 | 8,668 | -5,285 |
| Total Non-current Liabilities | 666,531 | 680,071 | 13,540 |
| Total Liabilities | 1,502,222 | 1,500,611 | -1,611 |
| Equity |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,083 | 186,083 | - |
| Treasury stock | -37,278 | -37,287 | -9 |
| Other components of equity | 119,904 | 132,893 | 12,989 |
| Retained earnings | 625,340 | 647,357 | 22,017 |
| Equity attributable to owners of the parent | 1,029,413 | 1,064,410 | 34,997 |
| Non-controlling interests | 64,983 | 67,566 | 2,583 |
| Total Equity | 1,094,396 | 1,131,976 | 37,580 |
| Total Liabilities and Equity | 2,596,618 | 2,632,587 | 35,969 |

(2) Condensed Consolidated Statement of Profit or Loss and Condensed Consolidated Statement of Comprehensive Income

## Condensed Consolidated Statement of Profit or Loss

Half year ended September 30, 2013 and 2014


Three months ended September 30, 2013 and 2014

| (Millions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2013 | Three months ended September 30, 2014 |  | Change | \% |
| Sales | 524,548 |  | 546,350 | 21,802 | 4.2 |
| Cost of sales | 315,765 |  | 319,209 | 3,444 | 1.1 |
| Percentage of sales (\%) | 60.2 |  | 58.4 |  |  |
| Gross profit | 208,783 |  | 227,141 | 18,358 | 8.8 |
| Percentage of sales (\%) | 39.8 |  | 41.6 |  |  |
| Selling, general and administrative expenses | 179,089 |  | 198,442 | 19,353 | 10.8 |
| Percentage of sales (\%) | 34.1 |  | 36.3 |  |  |
| Operating profit | 29,694 |  | 28,699 | -995 | -3.4 |
| Percentage of sales (\%) | 5.7 |  | 5.3 |  |  |
| Finance income | 3,202 |  | 2,692 | -510 | -15.9 |
| Percentage of sales (\%) | 0.6 |  | 0.5 |  |  |
| Finance costs | 3,513 |  | 1,614 | -1,899 | -54.1 |
| Percentage of sales (\%) | 0.7 |  | 0.3 |  |  |
| Share of profit (loss) of investments accounted for using the equity method | -18 |  | 1 | 19 | - |
| Percentage of sales (\%) | -0.0 |  | 0.0 |  |  |
| Profit before income tax expenses | 29,365 |  | 29,778 | 413 | 1.4 |
| Percentage of sales (\%) | 5.6 |  | 5.5 |  |  |
| Income tax expenses | 11,539 |  | 9,415 | -2,124 | -18.4 |
| Percentage of sales (\%) | 2.2 |  | 1.8 |  |  |
| Profit for the period | 17,826 |  | 20,363 | 2,537 | 14.2 |
| Percentage of sales (\%) | 3.4 |  | 3.7 |  |  |
| Profit attributable to: |  |  |  |  |  |
| Owners of the parent | 16,387 |  | 18,898 | 2,511 | 15.3 |
| Percentage of sales (\%) | 3.1 |  | 3.4 |  |  |
| Non-controlling interests | 1,439 |  | 1,465 | 26 | 1.8 |
| Percentage of sales (\%) | 0.3 |  | 0.3 |  |  |
|  | Three months ended September 30, 2013 |  | Three months ended September 30, 2014 |  | Change |
|  |  |  |  |  |  |
| Earnings per share attributable to owners of the parent-basic (yen) | ) 22.60 |  | 26.07 |  | 3.47 |
| Earnings per share attributable to owners of the parent-diluted (yen) |  | - |  | - | - |

Condensed Consolidated Statement of Comprehensive Income
Half year ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change |
| Profit for the period | 30,900 | 36,842 | 5,942 |
| Other comprehensive income (loss): Components that will not be reclassified subsequently to profit or loss: |  |  |  |
| Remeasurement of defined benefit plan | 3,300 | - | -3,300 |
| Total components that will not be reclassified subsequently to profit or loss | 3,300 |  | -3,300 |
| Components that will be reclassified subsequently to profit or loss: |  |  |  |
| Net gain (loss) on fair value of available-for-sale financial assets | 2,769 | -1,213 | -3,982 |
| Net gain on fair value of cash flow hedges | 505 | 656 | 151 |
| Exchange differences on translation of foreign operations | 26,549 | 13,630 | -12,919 |
| Total components that will be reclassified subsequently to profit or loss | 29,823 | 13,073 | -16,750 |
| Total other comprehensive income | 33,123 | 13,073 | -20,050 |
| Comprehensive income | 64,023 | 49,915 | -14,108 |
| Comprehensive income attributable to: |  |  |  |
| Owners of the parent | 61,374 | 46,968 | -14,406 |
| Non-controlling interests | 2,649 | 2,947 | 298 |

Three months ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2013 | Three months ended September 30, 2014 | Change |
| Profit for the period | 17,826 | 20,363 | 2,537 |
| Other comprehensive income (loss): Components that will not be reclassified subsequently to profit or loss: |  |  |  |
| Remeasurement of defined benefit plan | 3,300 |  | -3,300 |
| Total components that will not be reclassified subsequently to profit or loss | 3,300 |  | -3,300 |
| Components that will be reclassified subsequently to profit or loss: |  |  |  |
| Net gain (loss) on fair value of available-for-sale financial assets | 812 | -933 | -1,745 |
| Net gain on fair value of cash flow hedges | 106 | 913 | 807 |
| Exchange differences on translation of foreign operations | 6,594 | 23,019 | 16,425 |
| Total components that will be reclassified subsequently to profit or loss | 7,512 | 22,999 | 15,487 |
| Total other comprehensive income | 10,812 | 22,999 | 12,187 |
| Comprehensive income | 28,638 | 43,362 | 14,724 |
| Comprehensive income attributable to: |  |  |  |
| Owners of the parent | 27,207 | 41,566 | 14,359 |
| Non-controlling interests | 1,431 | 1,796 | 365 |

Consolidated Sales by Product Category
Half year ended September 30, 2013 and 2014

|  | Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change | \% |
| <Imaging \& Solutions> |  |  |  |  |
| Office Imaging | 707,853 | 722,003 | 14,150 | 2.0 |
| Percentage of sales (\%) | 68.1 | 67.3 |  |  |
| Production Printing | 82,943 | 88,914 | 5,971 | 7.2 |
| Percentage of sales (\%) | 8.0 | 8.3 |  |  |
| Network System Solutions | 133,236 | 144,181 | 10,945 | 8.2 |
| Percentage of sales (\%) | 12.8 | 13.4 |  |  |
| Imaging \& Solutions Total | 924,032 | 955,098 | 31,066 | 3.4 |
| Percentage of sales (\%) | 88.9 | 89.0 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 53,926 | 57,074 | 3,148 | 5.8 |
| Percentage of sales (\%) | 5.2 | 5.3 |  |  |
| <Other> |  |  |  |  |
| Other | 61,287 | 60,616 | -671 | -1.1 |
| Percentage of sales (\%) | 5.9 | 5.7 |  |  |
| Grand Total | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

Three months ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2013 | Three months ended September 30, 2014 | Change | \% |
| <Imaging \& Solutions> |  |  |  |  |
| Office Imaging | 344,624 | 362,288 | 17,664 | 5.1 |
| Percentage of sales (\%) | 65.7 | 66.3 |  |  |
| Production Printing | 43,617 | 46,924 | 3,307 | 7.6 |
| Percentage of sales (\%) | 8.3 | 8.6 |  |  |
| Network System Solutions | 75,203 | 75,418 | 215 | 0.3 |
| Percentage of sales (\%) | 14.4 | 13.8 |  |  |
| Imaging \& Solutions Total | 463,444 | 484,630 | 21,186 | 4.6 |
| Percentage of sales (\%) | 88.4 | 88.7 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 28,406 | 29,677 | 1,271 | 4.5 |
| Percentage of sales (\%) | 5.4 | 5.4 |  |  |
| <Other> |  |  |  |  |
| Other | 32,698 | 32,043 | -655 | -2.0 |
| Percentage of sales (\%) | 6.2 | 5.9 |  |  |
| Grand Total | 524,548 | 546,350 | 21,802 | 4.2 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

*Each category includes the following product line:

Office Imaging
Production Printing
Network System Solutions
Industrial Products
Other

MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts \& supplies, services, support and software
Cut sheet printer, continuous feed printer, related parts \& supplies, services, support and software Personal computers, servers, network equipment, related services, support and software Thermal media, optical equipment, electronic components and semiconductor devices Digital cameras

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Production Printing to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.

Consolidated Sales by Geographic Area
Half year ended September 30, 2013 and 2014
(Millions of yen)

|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change | \% |
| :---: | :---: | :---: | :---: | :---: |
| <Domestic> | 421,005 | 414,903 | -6,102 | -1.4 |
| Percentage of sales (\%) | 40.5 | 38.7 |  |  |
| <Overseas> | 618,240 | 657,885 | 39,645 | 6.4 |
| Percentage of sales (\%) | 59.5 | 61.3 |  |  |
| The Americas | 285,569 | 304,233 | 18,664 | 6.5 |
| Percentage of sales (\%) | 27.5 | 28.4 |  |  |
| Europe, Middle East and Africa | 241,701 | 254,447 | 12,746 | 5.3 |
| Percentage of sales (\%) | 23.3 | 23.7 |  |  |
| Other | 90,970 | 99,205 | 8,235 | 9.1 |
| Percentage of sales (\%) | 8.7 | 9.2 |  |  |
| Grand Total | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

Three months ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended September 30, 2013 | Three months ended September 30, 2014 | Change | \% |
| <Domestic> | 214,825 | 209,476 | -5,349 | -2.5 |
| Percentage of sales (\%) | 41.0 | 38.3 |  |  |
| <Overseas> | 309,723 | 336,874 | 27,151 | 8.8 |
| Percentage of sales (\%) | 59.0 | 61.7 |  |  |
| The Americas | 142,436 | 156,909 | 14,473 | 10.2 |
| Percentage of sales (\%) | 27.2 | 28.7 |  |  |
| Europe, Middle East and Africa | 119,533 | 126,352 | 6,819 | 5.7 |
| Percentage of sales (\%) | 22.8 | 23.1 |  |  |
| Other | 47,754 | 53,613 | 5,859 | 12.3 |
| Percentage of sales (\%) | 9.0 | 9.9 |  |  |
| Grand Total | 524,548 | 546,350 | 21,802 | 4.2 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Production Printing to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.
(3) Condensed Consolidated Statement of Changes in Equity
(Millions of Yen)

|  | (Millions of Yen) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  | Other components of equity |  | Retained earnings | Equity attributable to owners of the parent | Non-controlling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Exchange differences on translation of foreign operations | Total other components of equity |  |  |  |  |
| Balance as of April 1, 2013 | 49,486 | 58,614 | 570,790 | 913,705 | 60,297 | 974,002 |
| Profit for the period Other comprehensive income (loss) | 26,760 | 33,282 | 28,092 | $\begin{aligned} & \hline 28,092 \\ & 33,282 \end{aligned}$ | $\begin{array}{r} 2,808 \\ -159 \end{array}$ | $\begin{aligned} & 30,900 \\ & 33,123 \end{aligned}$ |
| Comprehensive income: | 26,760 | 33,282 | 28,092 | 61,374 | 2,649 | 64,023 |
| Net change in treasury stock |  |  |  | -53 |  | -53 |
| Dividends declared and approved to owners |  |  | -11,963 | -11,963 | -346 | -12,309 |
| Transfer from other components of equity to retained earnings |  | -3,393 | 3,393 | - |  | - |
| Total transactions with owners | - | -3,393 | -8,570 | -12,016 | -346 | -12,362 |
| Balance as of September $\text { 30, } 2013$ | 76,246 | 88,503 | 590,312 | 963,063 | 62,600 | 1,025,663 |

(Millions of Yen)

|  | CommonStock | Additional paid-in capital | Treasury stock | Other components of equity |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Remeasurement of defined benefit plan | Net gain on fair value of available-forsale financial assets | Net gain(loss) on fair value of cash flow hedges |
| Balance as of April 1, 2014 | 135,364 | 186,083 | -37,278 | - | 11,848 | -221 |
| Profit for the period <br> Other comprehensive income (loss) <br> Comprehensive income: <br> Net change in treasury stock <br> Dividends declared and approved to owners Transfer from other components of equity to retained earnings <br> Total transactions with owners |  |  |  |  | -1,240 | 417 |
|  | - | - | - | - | -1,240 | 417 |
|  |  |  | -9 |  |  |  |
|  | - | - | -9 | - | - | - |
| Balance as of September $\text { 30, } 2014$ | 135,364 | 186,083 | -37,287 | - | 10,608 | 196 |


|  | Other components of equity |  | Retained earnings | Equity attributable to owners of the parent | Non-controlling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Exchange differences on translation of foreign operations | Total other components of equity |  |  |  |  |
| Balance as of April 1, 2014 | 108,277 | 119,904 | 625,340 | 1,029,413 | 64,983 | 1,094,396 |
| Profit for the period Other comprehensive income (loss) | 13,812 | 12,989 | 33,979 | $\begin{aligned} & \hline 33,979 \\ & 12,989 \end{aligned}$ | 2,863 84 | $\begin{aligned} & \hline 36,842 \\ & 13,073 \end{aligned}$ |
| Comprehensive income: | 13,812 | 12,989 | 33,979 | 46,968 | 2,947 | 49,915 |
| Net change in treasury stock |  |  | -1 | -10 |  | -10 |
| Dividends declared and approved to owners Transfer from other components of equity to retained earnings |  |  | -11,961 | $-11,961$ | -364 | -12,325 |
| Total transactions with owners | - | - | -11,962 | -11,971 | -364 | -12,335 |
| Balance as of September $\text { 30, } 2014$ | 122,089 | 132,893 | 647,357 | 1,064,410 | 67,566 | 1,131,976 |

(4) Condensed Consolidated Statement of Cash Flows

|  | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 |
| I. Cash Flows from Operating Activities: |  |  |
| Profit for the period | 30,900 | 36,842 |
| Adjustments to reconcile profit for the period to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 52,362 | 53,951 |
| Share of loss of investments accounted for using the equity method | 35 | 32 |
| Finance income and costs | 1,741 | 247 |
| Income tax expenses | 19,257 | 18,747 |
| Decrease in trade and other receivables | 6,629 | 15,809 |
| Increase in inventories | -6,778 | -11,604 |
| Increase in lease receivables | -22,202 | -13,181 |
| Decrease in trade and other payables | -17,716 | -39,254 |
| Decrease in accrued pension and retirement benefits | -11,919 | -10,115 |
| Other, net | 1,177 | -15,086 |
| Interest and dividends received | 1,130 | 1,347 |
| Interest paid | -3,876 | -3,333 |
| Income taxes paid | -12,524 | -15,284 |
| Net cash provided by operating activities | 38,216 | 19,118 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 55 | 316 |
| Expenditures for property, plant and equipment | -35,545 | -38,655 |
| Expenditures for intangible assets | -17,903 | -17,132 |
| Payments for purchases of available-for-sale securities | -36 | -87 |
| Proceeds from sales of available-for-sale securities | 7,031 | 158 |
| Decrease (increase) in time deposits | -126 | 76 |
| Purchase of business, net of cash acquired | -566 | -4,535 |
| Other, net | -1,943 | -2,600 |
| Net cash used in investing activities | -49,033 | -62,459 |
| III. Cash Flows from Financing Activities: |  |  |
| Net proceeds (repayments) of short-term debt | -7,240 | 10,479 |
| Proceeds from long-term debt | 73,135 | 105,743 |
| Repayments of long-term debt | -54,954 | -55,801 |
| Proceeds from issuance of bonds | 20,000 | 20,000 |
| Repayments of bonds | -1,818 | -35,000 |
| Dividends paid | -11,963 | -11,961 |
| Payments for purchase of treasury stock | -52 | -11 |
| Other, net | -346 | -364 |
| Net cash provided by financing activities | 16,762 | 33,085 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | 2,262 | 3,799 |
| V. Net Increase (decrease) in Cash and Cash Equivalents | 8,207 | -6,457 |
| VI. Cash and Cash Equivalents at Beginning of Year | 117,051 | 140,047 |
| VII. Cash and Cash Equivalents at End of Period | 125,258 | 133,590 |

(5) Notes on premise going concern

Not applicable
(6) Segment Information
(a) Operating Segment Information

Half year ended September 30, 2013 and 2014

| - | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change | \% |
| Imaging \& Solutions: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 924,032 | 955,098 | 31,066 | 3.4 |
| Intersegment | - | - | - |  |
| Total | 924,032 | 955,098 | 31,066 | 3.4 |
| Operating expenses | 838,657 | 873,484 | 34,827 | 4.2 |
| Operating profit | 85,375 | 81,614 | -3,761 | -4.4 |
| Operating profit on sales in Imaging \& Solutions (\%) | 9.2 | 8.5 |  |  |
| Industrial Products: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 53,926 | 57,074 | 3,148 | 5.8 |
| Intersegment | 2,031 | 1,853 | -178 | -8.8 |
| Total | 55,957 | 58,927 | 2,970 | 5.3 |
| Operating expenses | 53,203 | 56,410 | 3,207 | 6.0 |
| Operating profit | 2,754 | 2,517 | -237 | -8.6 |
| Operating profit on sales in Industrial Products (\%) | 4.9 | 4.3 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 61,287 | 60,616 | -671 | -1.1 |
| Intersegment | - | - | - |  |
| Total | 61,287 | 60,616 | -671 | -1.1 |
| Operating expenses | 61,803 | 60,448 | -1,355 | -2.2 |
| Operating profit (loss) | -516 | 168 | 684 | - |
| Operating profit (loss) on sales in Other (\%) | -0.8 | 0.3 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Sales: |  |  |  |  |
| Intersegment | -2,031 | -1,853 | 178 |  |
| Total | -2,031 | -1,853 | 178 | - |
| Operating expenses: |  |  |  |  |
| Intersegment | -2,031 | -1,853 | 178 |  |
| Corporate | 35,680 | 28,431 | -7,249 |  |
| Total | 33,649 | 26,578 | -7,071 | - |
| Operating loss | -35,680 | -28,431 | 7,249 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Intersegment | - | - | - |  |
| Total | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Operating expenses | 987,312 | 1,016,920 | 29,608 | 3.0 |
| Operating profit | 51,933 | 55,868 | 3,935 | 7.6 |
| Operating profit on consolidated sales (\%) | 5.0 | 5.2 |  |  |

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Imaging \& Solutions to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.

Three months ended September 30, 2013 and 2014

| Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { September } 30 \text {, } \\ & 2013 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { September 30, } \\ 2014 \\ \hline \end{gathered}$ | Change | \% |
| Imaging \& Solutions: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 463,444 | 484,630 | 21,186 | 4.6 |
| Intersegment | - | - | - |  |
| Total | 463,444 | 484,630 | 21,186 | 4.6 |
| Operating expenses | 416,311 | 442,713 | 26,402 | 6.3 |
| Operating profit | 47,133 | 41,917 | -5,216 | -11.1 |
| Operating profit on sales in Imaging \& Solutions (\%) | 10.2 | 8.6 |  |  |
| Industrial Products: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 28,406 | 29,677 | 1,271 | 4.5 |
| Intersegment | 1,062 | 941 | -121 | -11.4 |
| Total | 29,468 | 30,618 | 1,150 | 3.9 |
| Operating expenses | 27,788 | 29,753 | 1,965 | 7.1 |
| Operating profit | 1,680 | 865 | -815 | -48.5 |
| Operating profit on sales in Industrial Products (\%) | 5.7 | 2.8 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 32,698 | 32,043 | -655 | -2.0 |
| Intersegment | - | - | - |  |
| Total | 32,698 | 32,043 | -655 | -2.0 |
| Operating expenses | 32,576 | 30,731 | -1,845 | -5.7 |
| Operating profit | 122 | 1,312 | 1,190 | 975.4 |
| Operating profit on sales in Other (\%) | 0.4 | 4.1 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Sales: |  |  |  |  |
| Intersegment | -1,062 | -941 | 121 |  |
| Total | -1,062 | -941 | 121 | - |
| Operating expenses: |  |  |  |  |
| Intersegment | -1,062 | -941 | 121 |  |
| Corporate | 19,241 | 15,395 | -3,846 |  |
| Total | 18,179 | 14,454 | -3,725 | - |
| Operating loss | -19,241 | -15,395 | 3,846 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 524,548 | 546,350 | 21,802 | 4.2 |
| Intersegment | - | - | - |  |
| Total | 524,548 | 546,350 | 21,802 | 4.2 |
| Operating expenses | 494,854 | 517,651 | 22,797 | 4.6 |
| Operating profit | 29,694 | 28,699 | -995 | -3.4 |
| Operating profit on consolidated sales (\%) | 5.7 | 5.3 |  |  |

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Imaging \& Solutions to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.
(b) Geographic Segment Information

Half year ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change | \% |
| Japan: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 436,235 | 430,595 | -5,640 | -1.3 |
| Intersegment | 219,722 | 224,482 | 4,760 | 2.2 |
| Total | 655,957 | 655,077 | -880 | -0.1 |
| Operating expenses | 621,876 | 625,092 | 3,216 | 0.5 |
| Operating profit | 34,081 | 29,985 | -4,096 | -12.0 |
| Operating profit on sales in Japan (\%) | 5.2 | 4.6 |  |  |
| The Americas: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 285,264 | 304,414 | 19,150 | 6.7 |
| Intersegment | 4,052 | 4,189 | 137 | 3.4 |
| Total | 289,316 | 308,603 | 19,287 | 6.7 |
| Operating expenses | 282,567 | 299,372 | 16,805 | 5.9 |
| Operating profit | 6,749 | 9,231 | 2,482 | 36.8 |
| Operating profit on sales in the Americas (\%) | 2.3 | 3.0 |  |  |
| Europe, Middle East and Africa: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 238,972 | 252,579 | 13,607 | 5.7 |
| Intersegment | 398 | 543 | 145 | 36.4 |
| Total | 239,370 | 253,122 | 13,752 | 5.7 |
| Operating expenses | 231,561 | 243,243 | 11,682 | 5.0 |
| Operating profit | 7,809 | 9,879 | 2,070 | 26.5 |
| Operating profit on sales in Europe, Middle East and Africa (\%) | 3.3 | 3.9 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 78,774 | 85,200 | 6,426 | 8.2 |
| Intersegment | 112,021 | 122,004 | 9,983 | 8.9 |
| Total | 190,795 | 207,204 | 16,409 | 8.6 |
| Operating expenses | 182,298 | 197,877 | 15,579 | 8.5 |
| Operating profit | 8,497 | 9,327 | 830 | 9.8 |
| Operating profit on sales in Other (\%) | 4.5 | 4.5 |  |  |
| Corporate and Eliminations: |  |  |  |  |
|  |  |  |  |  |
| Intersegment | -336,193 | -351,218 | -15,025 |  |
| Total | -336,193 | -351,218 | -15,025 | - |
| Operating expenses | -330,990 | -348,664 | -17,674 | - |
| Operating loss | -5,203 | -2,554 | 2,649 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Intersegment | - | - | - |  |
| Total | 1,039,245 | 1,072,788 | 33,543 | 3.2 |
| Operating expenses | 987,312 | 1,016,920 | 29,608 | 3.0 |
| Operating profit | 51,933 | 55,868 | 3,935 | 7.6 |
| Operating profit on consolidated sales (\%) | 5.0 | 5.2 |  |  |

Three months ended September 30, 2013 and 2014

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { September 30, } \\ & 2013 \\ & \hline \end{aligned}$ | Three months ended <br> September 30, 2014 | Change | \% |
| Japan: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 223,347 | 218,366 | -4,981 | -2.2 |
| Intersegment | 111,321 | 115,890 | 4,569 | 4.1 |
| Total | 334,668 | 334,256 | -412 | -0.1 |
| Operating expenses | 318,616 | 319,949 | 1,333 | 0.4 |
| Operating profit | 16,052 | 14,307 | -1,745 | -10.9 |
| Operating profit on sales in Japan (\%) | 4.8 | 4.3 |  |  |
| The Americas: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 142,130 | 157,139 | 15,009 | 10.6 |
| Intersegment | 2,273 | 2,506 | 233 | 10.3 |
| Total | 144,403 | 159,645 | 15,242 | 10.6 |
| Operating expenses | 139,731 | 155,248 | 15,517 | 11.1 |
| Operating profit | 4,672 | 4,397 | -275 | -5.9 |
| Operating profit on sales in the Americas (\%) | 3.2 | 2.8 |  |  |
| Europe, Middle East and Africa:Sales: |  |  |  |  |
|  |  |  |  |  |
| Unaffiliated customers | 118,250 | 125,369 | 7,119 | 6.0 |
| Intersegment | 221 | 315 | 94 | 42.5 |
| Total | 118,471 | 125,684 | 7,213 | 6.1 |
| Operating expenses | 112,863 | 120,408 | 7,545 | 6.7 |
| Operating profit | 5,608 | 5,276 | -332 | -5.9 |
| Operating profit on sales in Europe, Middle East and Africa (\%) | 4.7 | 4.2 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 40,821 | 45,476 | 4,655 | 11.4 |
| Intersegment | 59,183 | 64,914 | 5,731 | 9.7 |
| Total | 100,004 | 110,390 | 10,386 | 10.4 |
| Operating expenses | 94,739 | 104,312 | 9,573 | 10.1 |
| Operating profit | 5,265 | 6,078 | 813 | 15.4 |
| Operating profit on sales in Other (\%) | 5.3 | 5.5 |  |  |
| Corporate and Eliminations:Sales: |  |  |  |  |
|  |  |  |  |  |
| Intersegment | -172,998 | -183,625 | -10,627 |  |
| Total | -172,998 | -183,625 | -10,627 | - |
| Operating expenses | -171,095 | -182,266 | -11,171 | - |
| Operating loss | -1,903 | -1,359 | 544 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 524,548 | 546,350 | 21,802 | 4.2 |
| Intersegment | - | - | - |  |
| Total | 524,548 | 546,350 | 21,802 | 4.2 |
| Operating expenses | 494,854 | 517,651 | 22,797 | 4.6 |
| Operating profit | 29,694 | 28,699 | -995 | -3.4 |
| Operating profit on consolidated sales (\%) | 5.7 | 5.3 |  |  |

## -APPENDIX-

1. Consolidated Sales by Product Category

Half year ended September 30, 2013 and 2014

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2013 | Half year ended September 30, 2014 | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Office Imaging | 707,853 | 722,003 | 14,150 | 2.0 | -9,840 | -1.4 |
| Percentage of sales (\%) | 68.1 | 67.3 |  |  |  |  |
| Domestic | 228,400 | 223,299 | -5,101 | -2.2 | -5,101 | -2.2 |
| Overseas | 479,453 | 498,704 | 19,251 | 4.0 | -4,739 | -1.0 |
| Production Printing | 82,943 | 88,914 | 5,971 | 7.2 | 2,507 | 3.0 |
| Percentage of sales (\%) | 8.0 | 8.3 |  |  |  |  |
| Domestic | 15,034 | 15,170 | 136 | 0.9 | 136 | 0.9 |
| Overseas | 67,909 | 73,744 | 5,835 | 8.6 | 2,371 | 3.5 |
| Network System Solutions | 133,236 | 144,181 | 10,945 | 8.2 | 9,199 | 6.9 |
| Percentage of sales (\%) | 12.8 | 13.4 |  |  |  |  |
| Domestic | 107,447 | 105,912 | -1,535 | -1.4 | -1,535 | -1.4 |
| Overseas | 25,789 | 38,269 | 12,480 | 48.4 | 10,734 | 41.6 |
| Imaging \& Solutions Total | 924,032 | 955,098 | 31,066 | 3.4 | 1,866 | 0.2 |
| Percentage of sales (\%) | 88.9 | 89.0 |  |  |  |  |
| Domestic | 350,881 | 344,381 | -6,500 | -1.9 | -6,500 | -1.9 |
| Overseas | 573,151 | 610,717 | 37,566 | 6.6 | 8,366 | 1.5 |
| The Americas | 273,948 | 292,143 | 18,195 | 6.6 | 6,417 | 2.3 |
| Europe, Middle East and Africa | 230,084 | 241,512 | 11,428 | 5.0 | -3,920 | -1.7 |
| Other | 69,119 | 77,062 | 7,943 | 11.5 | 5,869 | 8.5 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 53,926 | 57,074 | 3,148 | 5.8 | 1,752 | 3.2 |
| Percentage of sales (\%) | 5.2 | 5.3 |  |  |  |  |
| Domestic | 18,070 | 18,483 | 413 | 2.3 | 413 | 2.3 |
| Overseas | 35,856 | 38,591 | 2,735 | 7.6 | 1,339 | 3.7 |
| The Americas | 9,271 | 10,051 | 780 | 8.4 | 376 | 4.1 |
| Europe, Middle East and Africa | 8,194 | 9,593 | 1,399 | 17.1 | 891 | 10.9 |
| Other | 18,391 | 18,947 | 556 | 3.0 | 72 | 0.4 |
| <Other> |  |  |  |  |  |  |
| Other | 61,287 | 60,616 | -671 | -1.1 | -991 | -1.6 |
| Percentage of sales (\%) | 5.9 | 5.7 |  |  |  |  |
| Domestic | 52,054 | 52,039 | -15 | -0.0 | -15 | -0.0 |
| Overseas | 9,233 | 8,577 | -656 | -7.1 | -976 | -10.6 |
| The Americas | 2,350 | 2,039 | -311 | -13.2 | -380 | -16.2 |
| Europe, Middle East and Africa | 3,423 | 3,342 | -81 | -2.4 | -294 | -8.6 |
| Other | 3,460 | 3,196 | -264 | -7.6 | -302 | -8.7 |
| Grand Total | 1,039,245 | 1,072,788 | 33,543 | 3.2 | 2,627 | 0.3 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 421,005 | 414,903 | -6,102 | -1.4 | -6,102 | -1.4 |
| Percentage of sales (\%) | 40.5 | 38.7 |  |  |  |  |
| Overseas | 618,240 | 657,885 | 39,645 | 6.4 | 8,729 | 1.4 |
| Percentage of sales (\%) | 59.5 | 61.3 |  |  |  |  |
| The Americas | 285,569 | 304,233 | 18,664 | 6.5 | 6,413 | 2.2 |
| Percentage of sales (\%) | 27.5 | 28.4 |  |  |  |  |
| Europe, Middle East and Africa | 241,701 | 254,447 | 12,746 | 5.3 | -3,323 | -1.4 |
| Percentage of sales (\%) | 23.3 | 23.7 |  |  |  |  |
| Other | 90,970 | 99,205 | 8,235 | 9.1 | 5,639 | 6.2 |
| Percentage of sales (\%) | 8.7 | 9.2 |  |  |  |  |

*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
Network System Solutions
Industrial Products
Personal computers, servers, network equipment, related services, support and software
Thermal media, optical equipment, electronic components and semiconductor devices
Digital cameras

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Production Printing to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.

Three months ended September 30, 2013 and 2014

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { September } 30 \text {, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { September 30, } \\ & 2014 \\ & \hline \end{aligned}$ | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Office Imaging | 344,624 | 362,288 | 17,664 | 5.1 | 5,515 | 1.6 |
| Percentage of sales (\%) | 65.7 | 66.3 |  |  |  |  |
| Domestic | 108,436 | 109,854 | 1,418 | 1.3 | 1,418 | 1.3 |
| Overseas | 236,188 | 252,434 | 16,246 | 6.9 | 4,097 | 1.7 |
| Production Printing | 43,617 | 46,924 | 3,307 | 7.6 | 1,435 | 3.3 |
| Percentage of sales (\%) | 8.3 | 8.6 |  |  |  |  |
| Domestic | 7,890 | 7,863 | -27 | -0.3 | -27 | -0.3 |
| Overseas | 35,727 | 39,061 | 3,334 | 9.3 | 1,462 | 4.1 |
| Network System Solutions | 75,203 | 75,418 | 215 | 0.3 | -757 | -1.0 |
| Percentage of sales (\%) | 14.4 | 13.8 |  |  |  |  |
| Domestic | 61,116 | 54,877 | -6,239 | -10.2 | -6,239 | -10.2 |
| Overseas | 14,087 | 20,541 | 6,454 | 45.8 | 5,482 | 38.9 |
| Imaging \& Solutions Total | 463,444 | 484,630 | 21,186 | 4.6 | 6,193 | 1.3 |
| Percentage of sales (\%) | 88.4 | 88.7 |  |  |  |  |
| Domestic | 177,442 | 172,594 | -4,848 | -2.7 | -4,848 | -2.7 |
| Overseas | 286,002 | 312,036 | 26,034 | 9.1 | 11,041 | 3.9 |
| The Americas | 136,546 | 150,690 | 14,144 | 10.4 | 7,019 | 5.1 |
| Europe, Middle East and Africa | 113,848 | 119,741 | 5,893 | 5.2 | 173 | 0.2 |
| Other | 35,608 | 41,605 | 5,997 | 16.8 | 3,849 | 10.8 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 28,406 | 29,677 | 1,271 | 4.5 | 502 | 1.8 |
| Percentage of sales (\%) | 5.4 | 5.4 |  |  |  |  |
| Domestic | 9,417 | 9,318 | -99 | -1.1 | -99 | -1.1 |
| Overseas | 18,989 | 20,359 | 1,370 | 7.2 | 601 | 3.2 |
| The Americas | 4,732 | 5,259 | 527 | 11.1 | 280 | 5.9 |
| Europe, Middle East and Africa | 4,080 | 4,894 | 814 | 20.0 | 618 | 15.1 |
| Other | 10,177 | 10,206 | 29 | 0.3 | -297 | -2.9 |
| <Other> |  |  |  |  |  |  |
| Other | 32,698 | 32,043 | -655 | -2.0 | -816 | -2.5 |
| Percentage of sales (\%) | 6.2 | 5.9 |  |  |  |  |
| Domestic | 27,966 | 27,564 | -402 | -1.4 | -402 | -1.4 |
| Overseas | 4,732 | 4,479 | -253 | -5.3 | -414 | -8.7 |
| The Americas | 1,158 | 960 | -198 | -17.1 | -246 | -21.2 |
| Europe, Middle East and Africa | 1,605 | 1,717 | 112 | 7.0 | 28 | 1.7 |
| Other | 1,969 | 1,802 | -167 | -8.5 | -196 | -10.0 |
| Grand Total | 524,548 | 546,350 | 21,802 | 4.2 | 5,879 | 1.1 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 214,825 | 209,476 | -5,349 | -2.5 | -5,349 | -2.5 |
| Percentage of sales (\%) | 41.0 | 38.3 |  |  |  |  |
| Overseas | 309,723 | 336,874 | 27,151 | 8.8 | 11,228 | 3.6 |
| Percentage of sales (\%) | 59.0 | 61.7 |  |  |  |  |
| The Americas | 142,436 | 156,909 | 14,473 | 10.2 | 7,053 | 5.0 |
| Percentage of sales (\%) | 27.2 | 28.7 |  |  |  |  |
| Europe, Middle East and Africa | 119,533 | 126,352 | 6,819 | 5.7 | 819 | 0.7 |
| Percentage of sales (\%) | 22.8 | 23.1 |  |  |  |  |
| Other | 47,754 | 53,613 | 5,859 | 12.3 | 3,356 | 7.0 |
| Percentage of sales (\%) | 9.0 | 9.9 |  |  |  |  |

*Each category includes the following product line:

Office Imaging
Production Printing
Network System Solutions
Industrial Products
Other

MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts \& supplies, services, support and software
Cut sheet printer, continuous feed printer, related parts \& supplies, services, support and software Personal computers, servers, network equipment, related services, support and software Thermal media, optical equipment, electronic components and semiconductor devices Digital cameras

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Production Printing to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.

2. Forecast of Consolidated Performance
(Billions of yen)
$\left.\begin{array}{lrrrrr}\hline & \begin{array}{c}\text { Half year ended } \\ \text { Sept. 30, 2014 } \\ \text { Results }\end{array} & \begin{array}{c}\text { Change } \\ \%\end{array} & \begin{array}{c}\text { Half year ending } \\ \text { March 31, 2015 } \\ \text { Forecast }\end{array} & \begin{array}{c}\text { Change } \\ \%\end{array} & \begin{array}{c}\text { Year ending } \\ \text { March 31, 2015 } \\ \text { Forecast }\end{array}\end{array} \begin{array}{c}\text { Change } \\ \%\end{array}\right]$
3. Forecast of Consolidated Sales by Product Category
(Billions of yen)

| (Billio |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2014 | Half year ending <br> March 31, 2015 |  | Year ending March 31, 2015 |  |  |  |
|  | Results | Forecast | Forecast (Note) | Forecast | Change \% | Forecast (Note) | $\begin{gathered} \text { Change } \\ \% \\ \hline \end{gathered}$ |
| <Imaging \& Solutions> |  |  |  |  |  |  |  |
| Office Imaging | 1,476.7 | 794.1 | 797.8 | 1,516.1 | 2.7 | 1,495.8 | 1.3 |
| Domestic | 484.7 | 266.5 | 266.5 | 489.7 | 1.0 | 489.7 | 1.0 |
| Overseas | 992.0 | 527.6 | 531.3 | 1,026.3 | 3.4 | 1,006.0 | 1.4 |
| Production Printing | 180.0 | 106.0 | 106.8 | 194.9 | 8.2 | 192.2 | 6.8 |
| Domestic | 32.2 | 18.3 | 18.3 | 33.4 | 3.9 | 33.4 | 3.9 |
| Overseas | 147.8 | 87.7 | 88.5 | 161.4 | 9.2 | 158.7 | 7.4 |
| Network System Solutions | 308.0 | 164.3 | 164.5 | 308.4 | 0.2 | 306.9 | -0.3 |
| Domestic | 250.1 | 119.4 | 119.4 | 225.3 | -9.9 | 225.3 | -9.9 |
| Overseas | 57.8 | 44.9 | 45.1 | 83.1 | 43.9 | 81.6 | 41.2 |
| Imaging \& Solutions Total | 1,964.8 | 1,064.4 | 1,069.1 | 2,019.4 | 2.8 | 1,994.9 | 1.5 |
| Domestic | 767.1 | 404.2 | 404.2 | 748.5 | -2.4 | 748.5 | -2.4 |
| Overseas | 1,197.7 | 660.2 | 664.9 | 1,270.9 | 6.1 | 1,246.4 | 4.1 |
| The Americas | 565.0 | 301.0 | 306.3 | 593.1 | 5.0 | 586.6 | 3.8 |
| Europe, Middle East and Africa | 494.4 | 276.7 | 274.8 | 518.2 | 4.8 | 500.9 | 1.3 |
| Other | 138.2 | 82.5 | 83.8 | 159.5 | 15.4 | 158.7 | 14.8 |
| <Industrial Products> |  |  |  |  |  |  |  |
| Industrial Products | 110.0 | 59.6 | 59.9 | 116.6 | 6.1 | 115.5 | 5.1 |
| Domestic | 36.0 | 19.2 | 19.2 | 37.6 | 4.7 | 37.6 | 4.7 |
| Overseas | 73.9 | 40.4 | 40.7 | 78.9 | 6.7 | 77.8 | 5.3 |
| The Americas | 19.1 | 11.2 | 11.3 | 21.2 | 11.0 | 20.9 | 9.4 |
| Europe, Middle East and Africa | 16.9 | 9.6 | 9.5 | 19.1 | 13.3 | 18.5 | 9.8 |
| Other | 37.9 | 19.6 | 19.9 | 38.5 | 1.7 | 38.3 | 1.2 |
| <Other> |  |  |  |  |  |  |  |
| Other | 120.8 | 63.3 | 63.2 | 123.9 | 2.6 | 123.4 | 2.2 |
| Domestic | 102.0 | 53.7 | 53.7 | 105.7 | 3.6 | 105.7 | 3.6 |
| Overseas | 18.7 | 9.6 | 9.5 | 18.1 | -3.0 | 17.7 | -5.2 |
| The Americas | 4.9 | 2.7 | 2.7 | 4.7 | -4.9 | 4.6 | -6.3 |
| Europe, Middle East and Africa | 7.7 | 4.3 | 4.2 | 7.6 | -0.8 | 7.3 | -4.9 |
| Other | 6.0 | 2.6 | 2.6 | 5.7 | -4.3 | 5.7 | -4.9 |
| Grand Total | 2,195.6 | 1,187.3 | 1,192.2 | 2,260.0 | 2.9 | 2,234.0 | 1.7 |
| Domestic | 905.1 | 477.1 | 477.1 | 892.0 | -1.5 | 892.0 | -1.5 |
| Overseas | 1,290.5 | 710.2 | 715.1 | 1,368.0 | 6.0 | 1,342.0 | 4.0 |
| The Americas | 589.1 | 314.9 | 320.3 | 619.1 | 5.1 | 612.2 | 3.9 |
| Europe, Middle East and Africa | 519.1 | 290.6 | 288.5 | 545.0 | 5.0 | 526.8 | 1.5 |
| Other | 182.2 | 104.7 | 106.3 | 203.9 | 11.9 | 202.9 | 11.3 |

(Note) Excluding foreign exchange impact

* The compilation method has been changed from this fiscal year such as reclassification of certain products from Production Printing to Industrial Products. Prior year comparative figures have been also reclassified to conform to the current year's presentation.


[^0]:    * Above forecasted results are based on information available to the Company as at to date which are likely subject to risks and uncertainties that may cause the actual results to differ materially from the forecasted results.

