## QUARTERLY REPORT

First Quarter ended June 30, 2015
(Results for the Period from April 1, 2015 to June 30, 2015)

Performance Outline (Consolidated)

|  | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { June } 30,2014 \\ \text { Results } \\ \hline \end{gathered}$ | Three months ended June 30, 2015 Results | Change |
| :---: | :---: | :---: | :---: |
| Domestic sales | 185.5 | 179.8 | -3.1\% |
| Overseas sales | 321.0 | 359.2 | 11.9\% |
| Sales | 506.5 | 539.1 | 6.4\% |
| Gross profit | 219.3 | 224.8 | 2.5\% |
| Operating profit | 27.1 | 20.6 | -23.9\% |
| Profit before income tax expenses | 25.8 | 19.4 | -24.6\% |
| Profit attributable to owners of the parent | 15.0 | 12.9 | -13.9\% |
| Exchange rate (Yen/US\$) | 102.15 | 121.31 | 19.16 |
| Exchange rate (Yen/EURO) | 140.13 | 134.22 | -5.91 |
| Earnings per share attributable to owners of the parent-basic (yen). | 20.80 | 17.91 | -2.89 |
| Earnings per share attributable to owners of the parent-diluted (yen). | - | - | - |
| Cash flows from operating activities | 20.1 | 0.3 | -19.7 |
| Cash flows from investing activities | -27.3 | -30.5 | -3.2 |
| Cash flows from financing activities | -12.7 | 39.1 | 51.8 |
| Cash and cash equivalents at end of period | 118.5 | 149.7 | 31.1 |
| Capital expenditures | 18.2 | 20.5 | 2.3 |
| Depreciation | 17.4 | 17.3 | -0.1 |
| $\mathrm{R} \& \mathrm{D}$ expenditures | 27.9 | 27.0 | -0.8 |
|  | March 31, 2014 | June 30, 2015 | Change |
| Total assets | 2,730.2 | 2,806.4 | 76.2 |
| Equity attributable to owners of the parent | 1,084.1 | 1,111.0 | 26.8 |
| Interest-bearing debt | 790.5 | 844.1 | 53.5 |
| Equity attributable to owners of the parent ratio (\%) | 39.7 | 39.6 | -0.1 |
| Equity per share attributable to owners of the parent (yen) | 1,495.61 | 1,532.66 | 37.05 |


| (Billions of yen) |  |
| ---: | ---: |
| Year ending <br> March 31, 2016 <br> Forecast | Change |
| 800.0 | $5.3 \%$ |
| $1,520.0$ | $9.2 \%$ |
| $2,320.0$ | $7.8 \%$ |
| 973.0 | $7.3 \%$ |
| 140.0 | $20.9 \%$ |
| 135.0 | $20.2 \%$ |
| 83.0 | $21.1 \%$ |
| 120.33 | 10.44 |
| 127.31 | -11.54 |
| 114.50 | 19.92 |
|  |  |
| - | - |
| - | - |
| - | - |
| - | - |
|  |  |
| 90.0 | 14.0 |
| 128.0 | 3.0 |

## Ricoh Company, Ltd.

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.
* The results forecasts and forward-looking statements included in this document are based on information available to the Company as at to date and certain assumptions that the Company considers reasonable. The Company makes no guarantees with respect to the achievement of its results forecasts or forward-looking statements. Actual results might be significantly different from the forecasts in the document, depending on various factors. For the assumptions for forecast and other related information, please refer to " 3 . Qualitative Information on Forecasted Consolidated Financial Results" on page 5.


## Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the First Quarter Ended June 30, 2015
[Prepared on the basis of International Financial Reporting Standards]

1. Results for the Period from April 1, 2015 to June 30, 2015
(1) Operating Results

|  | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | Three months ended June 30, 2014 | Three months ended June 30, 2015 |
| Sales | 506,566 | 539,175 |
| (\% change from the previous corresponding period) | 2.8 | 6.4 |
| Operating profit | 27,169 | 20,673 |
| (\% change from the previous corresponding period) | 22.2 | -23.9 |
| Profit before income tax expenses | 25,811 | 19,452 |
| (\% change from the previous corresponding period) | 24.1 | -24.6 |
| Profit for the period | 16,479 | 14,360 |
| (\% change from the previous corresponding period) | 26.0 | -12.9 |
| Profit attributable to owners of the parent | 15,081 | 12,986 |
| (\% change from the previous corresponding period) | 28.8 | -13.9 |
| Comprehensive income | 6,553 | 40,522 |
| (\% change from the previous corresponding period) | -81.5 | 518.4 |
| Earnings per share attributable to owners of the parent-basic (yen) | 20.80 | 17.91 |
| 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, 2015 | June 30, 2015 |
| Total equity | $2,730,207$ | $2,806,450$ |
| Equity attributable to owners of the parent | $1,154,312$ | $1,182,088$ |
| Equity attributable to owners of the parent ratio (\%) | $1,084,167$ | $1,111,025$ |

## 2. Dividend Information

|  | Year ended <br> March 31, 2015 <br> (Actual) | Year ending <br> March 31, 2016 <br> (Forecast) |
| :--- | ---: | ---: |
| Cash dividends, applicable to the year (yen) | 34.00 | 35.00 |
| Interim (yen) | 17.00 | 17.50 |
| Year-end (yen) | 17.00 | 17.50 |

Notes: Revision of expected dividends during this period: No
3. Forecast of Operating Results from April 1, 2015 to March 31, 2016

|  | Half year ending <br> September 30, 2015 ending | March 31, 2016 |
| :--- | ---: | ---: |
| Sales | $1,110,000$ | $2,320,000$ |
| (\% change from the previous corresponding period) | 7.5 | 7.8 |
| Operating profit | 63,000 | 140,000 |
| (\% change from the previous corresponding period) | 12.8 | 20.9 |
| Profit before income tax expenses | 61,000 | 135,000 |
| (\% change from the previous corresponding period) | 9.7 | 20.2 |
| Profit attributable to owners of the parent |  |  |
| (\% change from the previous corresponding period) | 37,000 | 83,000 |
| Earnings per share attributable to owners of the parent-basic (yen) | 8.9 | 21.1 |

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

## 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, please refer to "4.Others" on page 5.
(3) Number of common stock outstanding (including treasury stock):

As of June 30, 2015 : 744,912,078 shares; As of March 31, 2015 : 744,912,078 shares
(4) Number of treasury stock:

As of June 30, 2015 : 20,014,269 shares ; As of March 31, $2015: 20,011,200$ shares
(5) Average number of common stock:

Three months ended June 30, 2015 : 724,899,049 shares; Three months ended June 30, 2014 : 724,914,023 shares

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

## 1. Qualitative Information on Consolidated Business Results

## * Overview of the First Quarter of Fiscal 2015 (April 1 - June 30, 2015)

Ricoh’s sales for the first quarter increased by $6.4 \%$ as compared to the previous corresponding period, to $¥ 539.1$ billion, mainly due to the increase in sales in both the Imaging \& Solutions and the Industrial Products segment.
During this period, the average exchange rates of Japanese yen against U.S. dollar and Euro were $¥ 121.31$ (down $¥ 19.16$ from previous year) and $¥ 134.22$ (up $¥ 5.91$ from previous year) respectively. Sales would have increased by $1.2 \%$ as compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy continued to maintain its gradual recovery with continuity high stock prices achieved through improvement in corporate profits and recovery on investment in capital expenditures. Under such market conditions, sales in the Industrial Products segment increased but was offset by the sales decrease in the Imaging \& Solutions segment derived from the rebound from the special demand for personal computers and so on. As a result, the sales in the domestic market decreased by $3.1 \%$ as compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued to show a solid recovery, but the European economy remains uncertain with the debt crisis of Greece. In the emerging markets, China and other developing countries in Asia are showing signs of an economic slowdown. Even under such market conditions, the significant increase in sales of Production Printing and Network System Solutions along with the weakening trend of the yen during the quarter contributed to the overall increase in sales overseas. As for overseas sales by region, sales in the Americas increased by $18.3 \%$ (a decrease of $0.4 \%$ excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by $1.3 \%$ (an increase of $5.7 \%$ excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by $21.2 \%$ (an increase of $10.8 \%$, excluding foreign currency exchange fluctuation).
As a result, sales in the overseas market increased by $11.9 \%$ as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have increased by $3.7 \%$ as compared to the previous corresponding period.

Gross profit increased by $2.5 \%$ as compared to the previous corresponding period, to $¥ 224.8$ 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 $6.3 \%$ as compared to the previous corresponding period, to $¥ 204.1$ billion, due to the weakening of the yen and acquisitions.

As a result, operating profit decreased by $23.9 \%$ as compared to the previous corresponding period, to $¥ 20.6$ billion.
As for finance income and costs, foreign exchange loss decreased as compared to the previous corresponding period.
Profit before income tax expenses decreased by $24.6 \%$ as compared to the previous corresponding period, to $¥ 19.4$ billion.
As a result, profit attributable to owners of the parent decreased by $13.9 \%$ as compared to the previous corresponding period, to $¥ 12.9$ billion.
Although profit decreased, comprehensive income increased significantly as compared to the previous corresponding period, to $¥ 40.5$ billion due to increase in cumulative translation adjustments.

## * Review by Business Segment

## Imaging \& Solutions

Office Imaging
Sales in this category increased by $5.3 \%$ to $¥ 361.3$ billion. On top of the impact of the weakening of the yen, the sales of color MFP models and related parts \& supplies for printer were favorable in the domestic market as well as overseas. As a result, sales in this category increased as compared to the previous corresponding period.

Production Printing
Sales in this category increased by $20.8 \%$ to $¥ 50.7$ billion. The increase was achieved through increase in sales of color cut sheet printers, along with the increase in sales of related parts \& supplies and services in both the domestic and overseas market especially in Europe.

## Network System Solutions

Sales in this category increased by $6.0 \%$ to $¥ 69.4$ billion. For domestic market, the sales decreased due to the rebound from the special demand for personal computers. However, for overseas market, the synergy effect from business acquisition in Europe region and participation in the project digitizing operations of the India's postal services and financial services had contributed to overall sales increase.

As a result of the above, overall sales in the Imaging \& Solutions segment increased by $6.9 \%$ as compared to the previous corresponding period, to $¥ 481.4$ billion. Operating profit decreased by $19.4 \%$ as compared to the previous corresponding period, to $¥ 31.9$ billion mainly due to increase in selling, general and administrative expenses as a result of weakening of yen and business acquisition, which offset increase in sales.

## Industrial Products

Sales in the Industrial Products segment increased by $13.5 \%$ to $¥ 31.0$ billion due to increase in sales in the Thermal and Inkjet business. As a result, operating profit in the Industrial Product segment increased by $145.6 \%$ as compared to the previous corresponding period, to $¥ 2.9$ billion.

Other
Sales in the Other segment decreased by $6.9 \%$ as compared to the previous corresponding period, to $¥ 26.6$ billion. As a result of activities to streamline costs, operating profit in the Other segment was $¥ 0.4$ billion (operating loss of $¥ 1.1$ billion was incurred for the previous corresponding period).

## 2. Analysis of Consolidated Financial Position

## *Assets, Liabilities and Equity

Total assets increased by $¥ 76.2$ billion as compared to the previous corresponding period, to $¥ 2,806.4$ billion, mainly due to the increase in "cash and cash equivalents" and "other financial assets" derived from depreciation of the yen
Total liabilities increased by $¥ 48.4$ billion as compared to the previous corresponding period, to $¥ 1,624.3$ billion, mainly due to the increase in "bonds and borrowings".
Total Equity increased by $¥ 27.7$ billion as compared to the previous corresponding period, to $¥ 1,182.0$ billion, mainly due to the increase in "other components of equity".

## *Cash Flows (Three months from April 1, 2015 to June 30, 2015)

Net cash provided by operating activities decreased by $¥ 19.7$ billion as compared to the previous corresponding period, to $¥ 0.3$ billion, mainly due to the decrease in profit for the period, the decrease in collections on trade receivables and the increase in lease receivables.
Net cash used in investing activities increased by $¥ 3.2$ billion as compared to the previous corresponding period, to $¥ 30.5$ billion, mainly due to the increase in capital expenditures.
Net cash provided by financing activities increased by $¥ 51.8$ billion as compared to the previous corresponding period, to $¥ 39.1$ billion, mainly due to the increase in debt.
As a result, the balance of cash and cash equivalent at the end of period increased by $¥ 12.0$ billion as compared to the previous corresponding period, to $¥ 149.7$ billion.

## 3. Qualitative Information on Forecasted Consolidated Financial Results

The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Based upon the changes, Ricoh will revise its forecast downwards for sales from those previously announced in April. No changes have been made to the forecasted gross profit, operating profit, profit before income tax expenses and profit attributable to owners of the parent.
Ricoh will maintain the assumed exchange rates set forth in April of $¥ 120.00$ against U.S. dollar and of $¥ 125.00$ against Euro in and after the second quarter, and has incorporated the actual exchange rates during the first quarter in the annual exchange rates assumption.

Prior year comparative figures have also been adjusted to conform to the current year presentation.
Our performance forecast for fiscal year ending March 31, 2016 is as follows:
Exchange Rate Assumptions for the full year ending March 31, 2016
US\$ $1=¥ 120.33 \quad$ ( $¥ 109.89$ in previous fiscal year)
EURO $1=¥ 127.31 \quad$ ( $¥ 138.85$ in previous fiscal year)

|  |  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Half year ending September 30, 2015 <br> (Forecast) | Year ended March 31, 2015 <br> (A) | Year ending March 31, 2016 (Forecast) (B) | Change $(\mathrm{B}-\mathrm{A}) / \mathrm{A}$ |
| Domestic sales | 376.0 | 759.5 | 800.0 | 5.3\% |
| Overseas sales | 734.0 | 1,391.8 | 1,520.0 | 9.2\% |
| Sales | 1,110.0 | 2,151.4 | 2,320.0 | 7.8\% |
| Gross profit | 466.0 | 906.9 | 973.0 | 7.3\% |
| Operating profit | 63.0 | 115.7 | 140.0 | 20.9\% |
| Profit before income tax expenses | 61.0 | 112.2 | 135.0 | 20.2\% |
| Profit attributable to owners of the parent | 37.0 | 68.5 | 83.0 | 21.1\% |

* The results forecasts and forward-looking statements included in this document are based on information available to the Company as at to date and certain assumptions that the Company considers reasonable. The Company makes no guarantees with respect to the achievement of its results forecasts or forward-looking statements. Actual results might be significantly different from the forecasts in the document, depending on various factors. Factors which may affect the actual business results include but are not limited to the economic situation in the geographic areas where Ricoh conducts business, including Japan, the Americas, Europe, Middle East, Africa, China and Asia, market environment, and currency exchange rates.


## 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.

| IFRSs | Title | Summaries of new IFRSs/amendments |
| :--- | :--- | :--- |
| IFRS 13 | Fair Value <br> Measurement | Clarifying a scope exception for measuring the fair value of a portfolio |
| IAS 19 | Employee Benefits | Clarifying accounting treatment for contributions from employees or <br> third parties as required in the terms of defined benefit plans |

## 5. Condensed Consolidated Financial Statements

(1) Condensed Consolidated Statement of Financial Position

Assets

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2015 | June 30, 2015 | Change |
| Current Assets |  |  |  |
| Cash and cash equivalents | 137,722 | 149,727 | 12,005 |
| Time deposits | 927 | 845 | -82 |
| Trade and other receivables | 553,534 | 562,204 | 8,670 |
| Other financial assets | 260,056 | 268,643 | 8,587 |
| Inventories | 224,481 | 232,360 | 7,879 |
| Other current assets | 39,662 | 50,077 | 10,415 |
| Total Current Assets | 1,216,382 | 1,263,856 | 47,474 |
| Non-current assets |  |  |  |
| Property, plant and equipment | 276,617 | 280,405 | 3,788 |
| Goodwill and intangible assets | 435,752 | 441,720 | 5,968 |
| Other financial assets | 601,797 | 616,956 | 15,159 |
| Investments accounted for using the equity method | 450 | 829 | 379 |
| Other investments | 58,237 | 62,386 | 4,149 |
| Other non-current assets | 44,119 | 41,874 | -2,245 |
| Deferred tax assets | 96,853 | 98,424 | 1,571 |
| Total Non-current Assets | 1,513,825 | 1,542,594 | 28,769 |
| Total Assets | 2,730,207 | 2,806,450 | 76,243 |

Liabilities and Equity

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2015 | June 30, 2015 | Change |
| Current Liabilities |  |  |  |
| Bonds and borrowings | 222,065 | 229,638 | 7,573 |
| Trade and other payables | 276,986 | 255,535 | -21,451 |
| Other financial liabilities | 1,800 | 1,825 | 25 |
| Income tax payables | 13,683 | 12,605 | -1,078 |
| Other current liabilities | 257,605 | 273,634 | 16,029 |
| Total Current Liabilities | 772,139 | 773,237 | 1,098 |
| Non-current Liabilities |  |  |  |
| Bonds and borrowings | 568,515 | 614,513 | 45,998 |
| Other financial liabilities | 1,537 | 1,545 | 8 |
| Accrued pension and retirement benefits | 144,153 | 143,926 | -227 |
| Other non-current liabilities | 84,721 | 86,164 | 1,443 |
| Deferred tax liabilities | 4,830 | 4,977 | 147 |
| Total Non-current Liabilities | 803,756 | 851,125 | 47,369 |
| Total Liabilities | 1,575,895 | 1,624,362 | 48,467 |
| Equity |  |  |  |
| Common stock | 135,364 | 135,364 | - |
| Additional paid-in capital | 186,083 | 186,083 | - |
| Treasury stock | -37,295 | -37,299 | -4 |
| Other components of equity | 153,547 | 179,746 | 26,199 |
| Retained earnings | 646,468 | 647,131 | 663 |
| Equity attributable to owners of the parent | 1,084,167 | 1,111,025 | 26,858 |
| Non-controlling interests | 70,145 | 71,063 | 918 |
| Total Equity | 1,154,312 | 1,182,088 | 27,776 |
| Total Liabilities and Equity | 2,730,207 | 2,806,450 | 76,243 |

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

Condensed Consolidated Statement of Profit or Loss

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { June } 30,2014 \end{gathered}$ | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2015 \end{aligned}$ | Change | \% |
| Sales | 506,566 | 539,175 | 32,609 | 6.4 |
| Cost of sales | 287,251 | 314,337 | 27,086 | 9.4 |
| Percentage of sales (\%) | 56.7 | 58.3 |  |  |
| Gross profit | 219,315 | 224,838 | 5,523 | 2.5 |
| Percentage of sales (\%) | 43.3 | 41.7 |  |  |
| Selling, general and administrative expenses | 192,146 | 204,165 | 12,019 | 6.3 |
| Percentage of sales (\%) | 37.9 | 37.9 |  |  |
| Operating profit | 27,169 | 20,673 | -6,496 | -23.9 |
| Percentage of sales (\%) | 5.4 | 3.8 |  |  |
| Finance income | 785 | 646 | -139 | -17.7 |
| Percentage of sales (\%) | 0.2 | 0.1 |  |  |
| Finance costs | 2,110 | 1,879 | -231 | -10.9 |
| Percentage of sales (\%) | 0.4 | 0.3 |  |  |
| Share of profit (loss) of investments accounted for using the equity method | -33 | 12 | 45 | - |
| Percentage of sales (\%) | -0.0 | 0.0 |  |  |
| Profit before income tax expenses | 25,811 | 19,452 | -6,359 | -24.6 |
| Percentage of sales (\%) | 5.1 | 3.6 |  |  |
| Income tax expenses | 9,332 | 5,092 | -4,240 | -45.4 |
| Percentage of sales (\%) | 1.8 | 0.9 |  |  |
| Profit for the period | 16,479 | 14,360 | -2,119 | -12.9 |
| Percentage of sales (\%) | 3.3 | 2.7 |  |  |
| Profit attributable to: |  |  |  |  |
| Owners of the parent | 15,081 | 12,986 | -2,095 | -13.9 |
| Percentage of sales (\%) | 3.0 | 2.4 |  |  |
| Non-controlling interests | 1,398 | 1,374 | -24 | -1.7 |
| Percentage of sales (\%) | 0.3 | 0.3 |  |  |


|  | Three months ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | June 30, 2014 | Three months ended <br> June 30, 2015 |  | Change |
| Earnings per share attributable to owners of the parent-basic (yen) | 20.80 | -17.91 | -2.89 |  |
| Earnings per share attributable to owners of the parent-diluted (yen) | - | - | - |  |

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

Condensed Consolidated Statement of Comprehensive Income

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2014 | Three months ended June 30, 2015 | Change |
| Profit for the period | 16,479 | 14,360 | -2,119 |
| Other comprehensive income: <br> Components that will not be reclassified subsequently to profit or loss: <br> Remeasurement of defined benefit plan | - | - | - |
| Total components that will not be reclassified subsequently to profit or loss | - | - | - |
| Components that will be reclassified subsequently to profit or loss: |  |  |  |
| Net gain (loss) on fair value of available-for-sale financial assets | -280 | 2,985 | 3,265 |
| Net gain (loss) on fair value of cash flow hedges | -257 | 198 | 455 |
| Exchange differences on translation of foreign operations | -9,389 | 22,979 | 32,368 |
| Total components that will be reclassified subsequently to profit or loss | -9,926 | 26,162 | 36,088 |
| Total other comprehensive income (loss) | -9,926 | 26,162 | 36,088 |
| Comprehensive income | 6,553 | 40,522 | 33,969 |
| Comprehensive income attributable to: |  |  |  |
| Owners of the parent | 5,402 | 39,185 | 33,783 |
| Non-controlling interests | 1,151 | 1,337 | 186 |

Consolidated Sales by Product Category

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2014 | Three months ended June 30, 2015 | Change | \% |
| <Imaging \& Solutions> |  |  |  |  |
| Office Imaging | 343,082 | 361,326 | 18,244 | 5.3 |
| Percentage of sales (\%) | 67.7 | 67.0 |  |  |
| Production Printing | 41,990 | 50,717 | 8,727 | 20.8 |
| Percentage of sales (\%) | 8.3 | 9.4 |  |  |
| Network System Solutions | 65,524 | 69,430 | 3,906 | 6.0 |
| Percentage of sales (\%) | 13.0 | 12.9 |  |  |
| Imaging \& Solutions Total | 450,596 | 481,473 | 30,877 | 6.9 |
| Percentage of sales (\%) | 89.0 | 89.3 |  |  |
| <Industrial Products> |  |  |  |  |
| Industrial Products | 27,397 | 31,089 | 3,692 | 13.5 |
| Percentage of sales (\%) | 5.4 | 5.8 |  |  |
| <Other> |  |  |  |  |
| Other | 28,573 | 26,613 | -1,960 | -6.9 |
| Percentage of sales (\%) | 5.6 | 4.9 |  |  |
| Grand Total | 506,566 | 539,175 | 32,609 | 6.4 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

* 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
Cut sheet printer, continuous feed printer, related parts \& supplies, services, support and software
Production Printing
Network System Solutions
Industrial Products
Personal computers, servers, network equipment, related services, support and software
Other

Thermal media, optical equipment, electronic components, semiconductor devices and inkjet head Digital cameras

Consolidated Sales by Geographic Area

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2014 | Three months ended June 30, 2015 | Change | \% |
| <Domestic> | 185,555 | 179,877 | -5,678 | -3.1 |
| Percentage of sales (\%) | 36.6 | 33.4 |  |  |
| <Overseas> | 321,011 | 359,298 | 38,287 | 11.9 |
| Percentage of sales (\%) | 63.4 | 66.6 |  |  |
| The Americas | 147,324 | 174,239 | 26,915 | 18.3 |
| Percentage of sales (\%) | 29.1 | 32.3 |  |  |
| Europe, Middle East and Africa | 128,095 | 129,812 | 1,717 | 1.3 |
| Percentage of sales (\%) | 25.3 | 24.1 |  |  |
| Other | 45,592 | 55,247 | 9,655 | 21.2 |
| Percentage of sales (\%) | 9.0 | 10.2 |  |  |
| Grand Total | 506,566 | 539,175 | 32,609 | 6.4 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.
(3) Condensed Consolidated Statement of Changes in Equity

|  | (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, 2014 | 108,277 | 119,904 | 625,340 | 1,029,413 | 64,983 | 1,094,396 |
| Profit for the period Other comprehensive income (loss) | -9,241 | -9,679 | 15,081 | $\begin{aligned} & \hline 15,081 \\ & -9,679 \end{aligned}$ | $\begin{array}{r} 1,398 \\ -247 \end{array}$ | $\begin{aligned} & \hline 16,479 \\ & -9,926 \end{aligned}$ |
| Comprehensive income | -9,241 | -9,679 | 15,081 | 5,402 | 1,151 | 6,553 |
| Net change in treasury stock |  |  |  | -6 |  | -6 |
| Dividends declared and approved to owners |  |  | -11,961 | -11,961 | -358 | -12,319 |
| Transfer from other components of equity to retained earnings |  |  |  | - |  | - |
| Total transactions with owners | - | - | -11,961 | -11,967 | -358 | -12,325 |
| Balance as of June 30, 2014 | 99,036 | 110,225 | 628,460 | 1,022,848 | 65,776 | 1,088,624 |


|  |  |  |  | (Millions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CommonStock | Additional paid-in capital | Treasury stock | Other components of equity |  |  |
|  |  |  |  | Remeasurement of defined benefit plan | Net gain (loss) on fair value of available-forsale financial assets | Net gain (loss) on fair value of cash flow hedges |
| Balance as of April 1, 2015 | 135,364 | 186,083 | -37,295 | - | 17,082 | 803 |
| Profit for the period Other comprehensive income (loss) |  |  |  |  | 3,032 | 113 |
| Comprehensive income | - | - | - | - | 3,032 | 113 |
| Net change in treasury stock <br> Dividends declared and approved to owners Transfer from other components of equity to retained earnings |  |  | -4 |  |  |  |
| Total transactions with owners | - | - | -4 | - | - | - |
| $\begin{aligned} & \hline \text { Balance as of June 30, } \\ & 2015 \\ & \hline \end{aligned}$ | 135,364 | 186,083 | -37,299 | - | 20,114 | 916 |


(4) Condensed Consolidated Statement of Cash Flows

|  | Three months ended June 30, 2014 | Three months ended June 30, 2015 |
| :---: | :---: | :---: |
| I. Cash Flows from Operating Activities: |  |  |
| Profit for the period | 16,479 | 14,360 |
| Adjustments to reconcile profit for the period to net cash provided by operating activities- |  |  |
| Depreciation and amortization | 26,611 | 26,460 |
| Share of loss (profit) of investments accounted for using the equity method | 33 | -12 |
| Finance income and costs | 1,325 | 1,233 |
| Income tax expenses | 9,332 | 5,092 |
| Decrease in trade and other receivables | 22,849 | 2,238 |
| Increase in inventories | -11,629 | -4,105 |
| Increase in lease receivables | -5,867 | -13,743 |
| Decrease in trade and other payables | -33,201 | -23,459 |
| Decrease in accrued pension and retirement benefits | -4,279 | -2,784 |
| Other, net | 11,754 | 4,936 |
| Interest and dividends received | 575 | 601 |
| Interest paid | -1,439 | -1,543 |
| Income taxes paid | -12,349 | -8,879 |
| Net cash provided by operating activities | 20,194 | 395 |
| II. Cash Flows from Investing Activities: |  |  |
| Proceeds from sales of property, plant and equipment | 179 | 80 |
| Expenditures for property, plant and equipment | -18,251 | -20,596 |
| Expenditures for intangible assets | -6,773 | -5,716 |
| Payments for purchases of available-for-sale securities | -79 | -95 |
| Proceeds from sales of available-for-sale securities | 87 | 57 |
| Decrease in time deposits | 891 | 101 |
| Purchase of business, net of cash acquired | -2,530 | -371 |
| Other, net | -866 | -4,025 |
| Net cash used in investing activities | -27,342 | -30,565 |
| III. Cash Flows from Financing Activities: |  |  |
| Net proceeds of short-term debt | 33,611 | 41,339 |
| Proceeds from long-term debt | 31,532 | 87,105 |
| Repayments of long-term debt | -30,549 | -16,592 |
| Repayments of bonds | -35,000 | -60,000 |
| Dividends paid | -11,961 | -12,323 |
| Payments for purchase of treasury stock | -6 | -4 |
| Other, net | -358 | -419 |
| Net cash provided by (used in) financing activities | -12,731 | 39,106 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -1,573 | 3,069 |
| V. Net Increase (decrease) in Cash and Cash Equivalents | -21,452 | 12,005 |
| VI. Cash and Cash Equivalents at Beginning of Year | 140,047 | 137,722 |
| VII. Cash and Cash Equivalents at End of Period | 118,595 | 149,727 |

(5) Notes on premise going concern

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

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2014 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2015 \\ & \hline \end{aligned}$ | Change | \% |
| Imaging \& Solutions: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 450,596 | 481,473 | 30,877 | 6.9 |
| Intersegment |  | - | - |  |
| Total | 450,596 | 481,473 | 30,877 | 6.9 |
| Operating expenses | 410,899 | 449,475 | 38,576 | 9.4 |
| Operating profit | 39,697 | 31,998 | -7,699 | -19.4 |
| Operating profit on sales in Imaging \& Solutions (\%) | 8.8 | 6.6 |  |  |
| Industrial Products: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 27,397 | 31,089 | 3,692 | 13.5 |
| Intersegment | 3,243 | 2,832 | -411 | -12.7 |
| Total | 30,640 | 33,921 | 3,281 | 10.7 |
| Operating expenses | 29,448 | 30,994 | 1,546 | 5.2 |
| Operating profit | 1,192 | 2,927 | 1,735 | 145.6 |
| Operating profit on sales in Industrial Products (\%) | 3.9 | 8.6 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 28,573 | 26,613 | -1,960 | -6.9 |
| Intersegment | - | - | - |  |
| Total | 28,573 | 26,613 | -1,960 | -6.9 |
| Operating expenses | 29,717 | 26,207 | -3,510 | -11.8 |
| Operating profit (loss) | -1,144 | 406 | 1,550 | - |
| Operating profit (loss) on sales in Other (\%) | -4.0 | 1.5 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Sales: |  |  |  |  |
| Intersegment | -3,243 | -2,832 | 411 |  |
| Total | -3,243 | -2,832 | 411 | - |
| Operating expenses: |  |  |  |  |
| Intersegment | -3,243 | -2,832 | 411 |  |
| Corporate | 12,576 | 14,658 | 2,082 |  |
| Total | 9,333 | 11,826 | 2,493 | - |
| Operating loss | -12,576 | -14,658 | -2,082 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 506,566 | 539,175 | 32,609 | 6.4 |
| Intersegment | - | - | - |  |
| Total | 506,566 | 539,175 | 32,609 | 6.4 |
| Operating expenses | 479,397 | 518,502 | 39,105 | 8.2 |
| Operating profit | 27,169 | 20,673 | -6,496 | -23.9 |
| Operating profit on consolidated sales (\%) | 5.4 | 3.8 |  |  |

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.
(Supplemental information)
Finance business included in the above is as follows:

|  |  |  | (Millions of yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Three months <br> ended <br> June 30, 2014 | Three months <br> ended <br> June 30, 2015 | Change | $\%$ |
| Sales | 32,303 | 33,030 | 727 | 2.3 |
| Operating expenses | 25,491 | 25,686 | 195 | 0.8 |
| Operating profit | 6,812 | 7,344 | 532 | 7.8 |
| Operating profit on sales in Finance Business (\%) | 21.1 | 22.2 |  |  |

(b) Geographic Segment Information

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2014 \end{aligned}$ | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2015 \\ & \hline \end{aligned}$ | Change | \% |
| Japan: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 192,357 | 187,619 | -4,738 | -2.5 |
| Intersegment | 108,592 | 115,853 | 7,261 | 6.7 |
| Total | 300,949 | 303,472 | 2,523 | 0.8 |
| Operating expenses | 285,271 | 298,264 | 12,993 | 4.6 |
| Operating profit | 15,678 | 5,208 | -10,470 | -66.8 |
| Operating profit on sales in Japan (\%) | 5.2 | 1.7 |  |  |
| The Americas: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 147,275 | 174,172 | 26,897 | 18.3 |
| Intersegment | 1,683 | 1,505 | -178 | -10.6 |
| Total | 148,958 | 175,677 | 26,719 | 17.9 |
| Operating expenses | 144,124 | 171,197 | 27,073 | 18.8 |
| Operating profit | 4,834 | 4,480 | -354 | -7.3 |
| Operating profit on sales in the Americas (\%) | 3.2 | 2.6 |  |  |
| Europe, Middle East and Africa: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 127,210 | 128,626 | 1,416 | 1.1 |
| Intersegment | 228 | 228 | - | - |
| Total | 127,438 | 128,854 | 1,416 | 1.1 |
| Operating expenses | 122,835 | 125,126 | 2,291 | 1.9 |
| Operating profit | 4,603 | 3,728 | -875 | -19.0 |
| Operating profit on sales in Europe, Middle East and Africa (\%) | 3.6 | 2.9 |  |  |
| Other: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 39,724 | 48,758 | 9,034 | 22.7 |
| Intersegment | 57,090 | 67,404 | 10,314 | 18.1 |
| Total | 96,814 | 116,162 | 19,348 | 20.0 |
| Operating expenses | 93,565 | 110,222 | 16,657 | 17.8 |
| Operating profit | 3,249 | 5,940 | 2,691 | 82.8 |
| Operating profit on sales in Other (\%) | 3.4 | 5.1 |  |  |
| Corporate and Eliminations: |  |  |  |  |
| Sales: |  |  |  |  |
| Intersegment | -167,593 | -184,990 | -17,397 |  |
| Total | -167,593 | -184,990 | -17,397 | - |
| Operating expenses | -166,398 | -186,307 | -19,909 | - |
| Operating profit (loss) | -1,195 | 1,317 | 2,512 | - |
| Consolidated: |  |  |  |  |
| Sales: |  |  |  |  |
| Unaffiliated customers | 506,566 | 539,175 | 32,609 | 6.4 |
| Intersegment | - | - | - |  |
| Total | 506,566 | 539,175 | 32,609 | 6.4 |
| Operating expenses | 479,397 | 518,502 | 39,105 | 8.2 |
| Operating profit | 27,169 | 20,673 | -6,496 | -23.9 |
| Operating profit on consolidated sales (\%) | 5.4 | 3.8 |  |  |

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.
-APPENDIX- (Three months ended June 30, 2015)

1. Consolidated Sales by Product Category

|  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2014 \end{aligned}$ | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2015 \\ & \hline \end{aligned}$ | Change | \% | Change excluding exchange impact | \% |
| <Imaging \& Solutions> |  |  |  |  |  |  |
| Office Imaging | 343,082 | 361,326 | 18,244 | 5.3 | -1,712 | -0.5 |
| Percentage of sales (\%) | 67.7 | 67.0 |  |  |  |  |
| Domestic | 96,812 | 97,222 | 410 | 0.4 | 410 | 0.4 |
| Overseas | 246,270 | 264,104 | 17,834 | 7.2 | -2,122 | -0.9 |
| Production Printing | 41,990 | 50,717 | 8,727 | 20.8 | 4,971 | 11.8 |
| Percentage of sales (\%) | 8.3 | 9.4 |  |  |  |  |
| Domestic | 7,307 | 7,489 | 182 | 2.5 | 182 | 2.5 |
| Overseas | 34,683 | 43,228 | 8,545 | 24.6 | 4,789 | 13.8 |
| Network System Solutions | 65,524 | 69,430 | 3,906 | 6.0 | 2,733 | 4.2 |
| Percentage of sales (\%) | 13.0 | 12.9 |  |  |  |  |
| Domestic | 47,796 | 42,889 | -4,907 | -10.3 | -4,907 | -10.3 |
| Overseas | 17,728 | 26,541 | 8,813 | 49.7 | 7,640 | 43.1 |
| Imaging \& Solutions Total | 450,596 | 481,473 | 30,877 | 6.9 | 5,992 | 1.3 |
| Percentage of sales (\%) | 89.0 | 89.3 |  |  |  |  |
| Domestic | 151,915 | 147,600 | -4,315 | -2.8 | -4,315 | -2.8 |
| Overseas | 298,681 | 333,873 | 35,192 | 11.8 | 10,307 | 3.5 |
| The Americas | 141,453 | 166,702 | 25,249 | 17.8 | -1,077 | -0.8 |
| Europe, Middle East and Africa | 121,771 | 123,061 | 1,290 | 1.1 | 6,689 | 5.5 |
| Other | 35,457 | 44,110 | 8,653 | 24.4 | 4,695 | 13.2 |
| <Industrial Products> |  |  |  |  |  |  |
| Industrial Products | 27,397 | 31,089 | 3,692 | 13.5 | 2,209 | 8.1 |
| Percentage of sales (\%) | 5.4 | 5.8 |  |  |  |  |
| Domestic | 9,165 | 9,626 | 461 | 5.0 | 461 | 5.0 |
| Overseas | 18,232 | 21,463 | 3,231 | 17.7 | 1,748 | 9.6 |
| The Americas | 4,792 | 6,547 | 1,755 | 36.6 | 727 | 15.2 |
| Europe, Middle East and Africa | 4,699 | 5,283 | 584 | 12.4 | 766 | 16.3 |
| Other | 8,741 | 9,633 | 892 | 10.2 | 255 | 2.9 |
| <Other> |  |  |  |  |  |  |
| Other | 28,573 | 26,613 | -1,960 | -6.9 | -2,159 | -7.6 |
| Percentage of sales (\%) | 5.6 | 4.9 |  |  |  |  |
| Domestic | 24,475 | 22,651 | -1,824 | -7.5 | -1,824 | -7.5 |
| Overseas | 4,098 | 3,962 | -136 | -3.3 | -335 | -8.2 |
| The Americas | 1,079 | 990 | -89 | -8.2 | -222 | -20.6 |
| Europe, Middle East and Africa | 1,625 | 1,468 | -157 | -9.7 | -93 | -5.7 |
| Other | 1,394 | 1,504 | 110 | 7.9 | -20 | -1.4 |
| Grand Total | 506,566 | 539,175 | 32,609 | 6.4 | 6,042 | 1.2 |
| Percentage of sales (\%) | 100.0 | 100.0 |  |  |  |  |
| Domestic | 185,555 | 179,877 | -5,678 | -3.1 | -5,678 | -3.1 |
| Percentage of sales (\%) | 36.6 | 33.4 |  |  |  |  |
| Overseas | 321,011 | 359,298 | 38,287 | 11.9 | 11,720 | 3.7 |
| Percentage of sales (\%) | 63.4 | 66.6 |  |  |  |  |
| The Americas | 147,324 | 174,239 | 26,915 | 18.3 | -572 | -0.4 |
| Percentage of sales (\%) | 29.1 | 32.3 |  |  |  |  |
| Europe, Middle East and Africa | 128,095 | 129,812 | 1,717 | 1.3 | 7,362 | 5.7 |
| Percentage of sales (\%) | 25.3 | 24.1 |  |  |  |  |
| Other | 45,592 | 55,247 | 9,655 | 21.2 | 4,930 | 10.8 |
| Percentage of sales (\%) | 9.0 | 10.2 |  |  |  |  |

* 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, semiconductor devices and inkjet head Digital cameras

* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

2. Forecast of Consolidated Performance

3. Forecast of Consolidated Sales by Product Category
(Billions of yen)

(Note) Excluding foreign exchange impact
