# Corporate Profile 2025





Balancing job satisfaction and business growth is essential to sustainable economic and social development.

Our business has always been close to customers' work. We have defined Fulfillment through Work as Ricoh Way's Mission and Vision.

We deliver value to customers by connecting people and workplaces and transforming workflows with digital technologies.

We will unleash the potential and creativity of our customers through unique digital services that focus on their needs.

Akira Oyama President and CEO

## Ricoh Way

## Ricoh Way is our corporate philosophy and is our essential guide to each daily decision and activity

## **Founding Principles**

The Spirit of Three Loves by Kiyoshi Ichimura, Founder

"Love your neighbor" "Love your country"

"Love your work"

### Mission and Vision

## Fulfillment through Work

At Ricoh, we empower individuals to find Fulfillment through Work by understanding and transforming how people work so we can unleash their potential and creativity to realize a sustainable future.

#### Values

CUSTOMER-CENTRIC

Act from the customer's perspective

#### **PASSION**

Approach everything positively and purposefully

## **GEMBA**

Learn and improve from the facts

#### INNOVATION

Break with the status quo to create value without limits

#### TEAMWORK

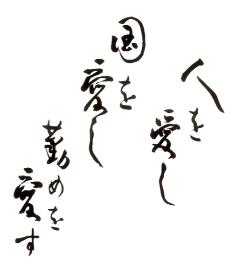
Respect all stakeholders and co-create value

#### WINNING SPIRIT

Succeed by embracing challenges through courage and agility

#### **ETHICS AND INTEGRITY**

Act with honesty and accountability



Kiyoshi Ichimura formulated the Ricoh Group's Founding Principles in 1946. They inform how we do business, encouraging us to constantly improve and contribute to the wellbeing of all stakeholders, including our families, customers, and society at large.

## Remaining close to our customers

1936 Establishmen

Manufacturing and selling sensitized paper

## 1950s

## **Enters office equipment field**

In 1955, we launch the Ricopy 101, Japan's first desktop diazo-wet copier, which revolutionizes office work efficiency.



Automating document duplication

## 1970s

## **Advocates office automation** concept

In 1973, we launch RIFAX 600S, the world's first high-speed office facsimile machine, and advocate office automation in 1977.

The notion of having machines handle routine tasks so people can do more creative work



Transmitting documents swiftly to remote locations

# 1990s

## Digitalization and globalization

Shifting from analog copiers to digital multifunctional printers, cultivating networking and colorization.

## 2000s

## **Expanding services business**

Helping to transform work by offering information technology services and devices.



Supporting hybrid work

## 2020s

In 2020, we committed to becoming a digital services company that supports workers' creativity.

Becoming a digital services company

We will transform customers' work by combining our devices, applications, and services with those of partners while remaining close to customers with an industryleading sales and support structure

**Fulfillment** through Work



Digitalizing frontlines tasks

> From writing by hand to using word processing

> Uptake of business facsimile machines

- > One PC per person
- > Rising use of color content
- > Increasing internet usage

Enabling color copying and printing

- > Accelerating communication speeds and capacity
- > An increasingly paperless world
- > Remote work going mainstream
- > Digitalization accelerating

> Expanding use of artificial intelligence

Changing the world of work

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## About the Ricoh Group

Consolidated Sales



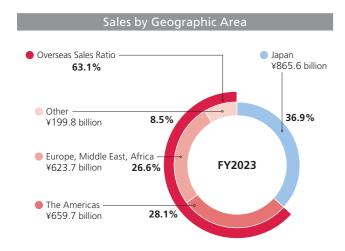
2,348.9 billion yen

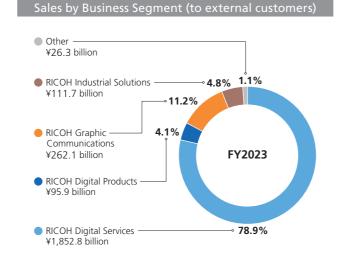
Number of Countries and



(as of March 31, 2024

Global Customer Base

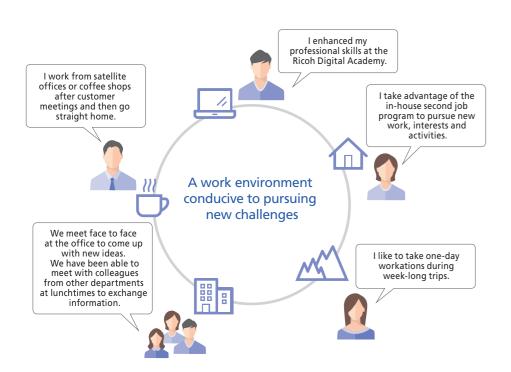




#### Sales include external customer and inter-segment transactions

## Programs Fostering Self-Motivated Employees

Ricoh encourages employees to find Fulfillment through Work by enhancing their skills. They can, for example, learn how to create digital services at the Ricoh Digital Academy, participate in the in-house second job program, or learn how to build new businesses through our Accelerator Program. On top of that, we offer hybrid work environments to enable employees to pursue new challenges.



Percentage of employees largely telecommuting



- As of March 1, 2024
- Percentage of employees routinely teleworking more than half of the month



Usage rates in FY2023

- · Fiscal years in which children are born and in which employees take childcare leave may differ, so
- Ricoh Company, Ltd.

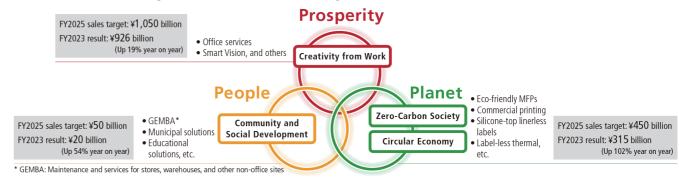
## Resolving Social Issues through Business

In 1998, Ricoh was one of the first companies in the world to advocate environmental management. We have since endeavored to align protecting the environment and generating profits. By aligning ESG and business growth, we strive to resolve social issues through business.

## **Identifying Seven Key Social Issues**

To achieve a sustainable society through the Three Ps Balance—prosperity, people, and the planet—we assess the impacts of environmental and social changes, such as climate change and human rights demands, on our operations. We also evaluate how our business affects the environment and society. From a risk and opportunity perspective, we identified seven material issues and set 16 ESG goals as key performance indicators, which are mid-term management strategy priorities. We are generally on track to reaching our targets for fiscal 2025.

## Social issue-resolving businesses and sales targets and FY2023 results



## **Success Stories**

## Creativity from Work

Helping transform the world of work by providing digital services that help customers become more productive and

Providing Scrum packages that help small and medium-sized businesses resolve industry issues





## Helping Resolve Social Issues

- Leveraging our digital prowess to help small and medium-sized business adopt digital processes, contributing to Creativity from
- 86,769 package installations in FY2023 helped customers save a total of 56.72 million work hours
- Helped customers reduced greenhouse gas emissions by traveling less

# Alignment

## Contributing to Business Growth

- Ongoing Scrum package demand growth accelerating highmargin recurring revenue expansion
- In FY2023, generated ¥59.4 billion in sales by increasing installations per customer

## Materializing Zero-Carbon Society and Circular Economy

Developed label-less thermal technology for printing directly on packaging materials Helping customers to adapt their products and business models to a circular economy







- · Lowering environmental impact (making carbon footprint 80% smaller than that of thermal labels)
- · Reducing dead stock
- Improving productivity



- Two leading convenience store chains in Japan adopted our technology in 2022
- Looking to generate at least ¥10 billion in sales by 2025 through deployments in other sectors and overseas expansion

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## Operational Overview by Business Unit

The Ricoh Group is transforming into a digital services company. A structure in which five business units operate autonomously enables them to respond swiftly to changes in their respective markets and resolve social issues through business.

## **RICOH Digital Services**



We sell office imaging equipment to a global customer base. These offerings include MFPs and printers, in which we have top-class global market shares, as well as consumables. We also provide IT-related solutions that support customers' overall workflow reforms and work practice innovations, as well as other services to digitally resolve their management issues and enhance productivity

### **Scrum Packages**

We provide digital transformation support through industry and business packages for small and medium-sized businesses that combine MFPs, 360° cameras, and other unique devices with software, cloud services, and other offerings

## **RICOH Spaces**

Cloud applications for reserving spaces, including office meeting rooms, desks, and open areas





## **RICOH Digital Products**



We develop and produce (including on an original equipment manufacturing basis) office MFPs, in which we are among the global market leaders, as well as printers and other imaging equipment, scanners, and edge devices that support digital communication

### **A3 Color MFPs**

Featuring an industry-leading post-consumer recycled plastic content rate of more than 50%, helping to lower environmental impact



Received Energy Conservation Center Chairman's Prize in Product and Business Model Category of Energy Conservation Grand Prize Award in Japan



## **RICOH Interactive Whiteboard**

Streamlines communication and collaboration in offices and educational settings



## **RICOH Graphic Communications**



## **Commercial Printing Business**

Solutions and services to printing industry customers include digital printing-related products, onsite printing workflows, and marketing support

## **Industrial Printing**

We manufacture and sell industrial inkjet heads, inkjet ink, and industrial printers for diverse applications, including building materials, furniture, wallpaper, signage displays, and apparel fabrics

## **Commercial Printing**

Converting from offset to digital printing to digitalize printing processes and shrink carbon footprints



## **Industrial Inkjet Heads**

We offer an array of top-quality, highly reliable heads



## **RICOH Industrial Solutions**



## **Thermal Media Business**

We manufacture and sell thermal paper used for food point-of-sale, barcode, shipping, and other labels, as well as thermal transfer ribbons for printing clothing price tags, brand tags, and tickets

## **Smart Industrial Solutions Business**

We provide products and solutions that employ image processing technologies

## Label-Free Thermal Printing Direct printing technology for

salad package wrappers and other packaging materials helps reduce film waste



## Vehicle Painting Line Builder

Our unique inkjet technology has helped revolutionize vehicle coating processes

## **RICOH Futures**



#### **New Businesses**

We aim to swiftly resolve issues while generating new opportunities through the Smart Vision, healthcare, inkjet battery, and social infrastructure businesses



## **Drug Discovery Support**

We support drug discovery by leveraging core technologies to induce rapid differentiations of iPS cells and design and manufacture infrastructure for messenger RNA-based therapeutic drugs



Lithium-ion battery manufacturing technology applying on inkjet printing technology

## RICOH360 Streamlining businesses through 360° digitalization for all sorts of spaces

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## **Commitment to Society**

We are endeavoring to help materialize a sustainable economy by endorsing and signing up for statements and guidelines.

### **WE SUPPORT**



**UN Global Compact** In April 2002, we became the second Japanese company to sign this pact

# CLIMATE GROUP

#### RE100

In April 2017, we were the first Japanese company to join this collaborative, global initiative of influential businesses

## **ESG Index Inclusions and Assessments**

External organizations in Japan and abroad have included us in their ESG benchmarks. In July 2024, Japan's Government Pension Investment Fund included us in six major ESG indices for domestic equities that it has adopted.

Included in the Dow Jones Sustainability World Index (DJSI World Index)























**2024** CONSTITUENT MSCI NIHONKABU ESG SELECT LEADERS INDEX

**2024** CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)



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## **Awards and Recognition**

Domestic and international awards and recognition attest to our excellence









Included in TIME World's Most Sustainable Companies of 2024



Q About Ricoh https://www.ricoh.com/about/





Careers https://www.ricoh.com/about/jobs/



