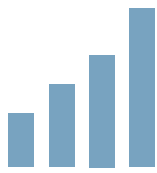




# About the Ricoh Group

The Ricoh Group has business operations in approximately 200 countries and regions of the world. Our portfolio ranges from products designed to help people interact with information — including office imaging equipment (MFPs, printers, etc.), production printers, supplies, digital cameras and industrial products such as thermal-based media, semiconductors and factory automation cameras — to services and solutions such as Managed Document Services (MDS) and IT solutions.

In addition to technology, the Ricoh Group is known for its customer-centric approach. As a responsible global citizen, we are also working proactively to build a sustainable society through our business activities.



Consolidated Net Sales  
**1,924.4** billion yen  
(as of March 31, 2013)



Total Number of Employees  
**107,431** people  
(as of March 31, 2013)



Geographic Coverage  
Approx. **200** countries and regions worldwide  
(as of March 31, 2013)



A3 MFP Market  
**No.1\***

A3 MFP share including single-function copiers in terms of shipments in 2012  
\* Source: IDC's Worldwide Quarterly Hardcopy Peripherals Tracker 2013 Q2



Number of Patents Acquired Worldwide  
**45,604** patents  
(as of March 31, 2013)



Research Budget  
**6%** of total sales  
(as of March 31, 2013)

## Major Awards and Recognition



**The Global 100 Most Sustainable Corporations in the World:**  
Selected for **9** consecutive years  
Corporate Knights, Inc. (Canada)



**World's Most Ethical Companies:**  
Selected for **5** consecutive years  
Ethisphere Institute (USA)



**FTSE4Good Index Series:**  
A component for **10** consecutive years  
FTSE International Limited (UK)

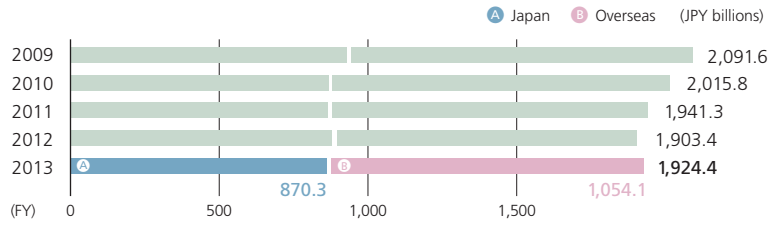


**Dow Jones Sustainability World Indices:**  
A component  
S&P Dow Jones Indices (USA)  
RobecoSAM (Switzerland)

## FY 2013 Highlights

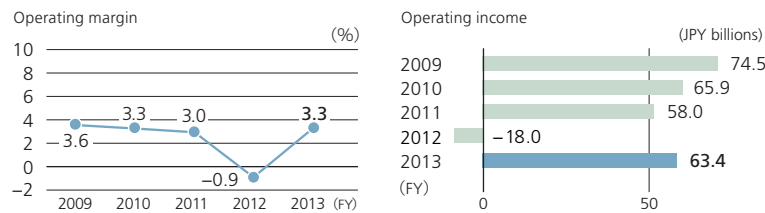
### Net sales

Consolidated net sales for fiscal 2013 (ending March 2013) were 1,924.4 billion yen, an increase of 1.1% from the previous year. Net sales were down 1.8% in Japan and up 3.6% overseas.

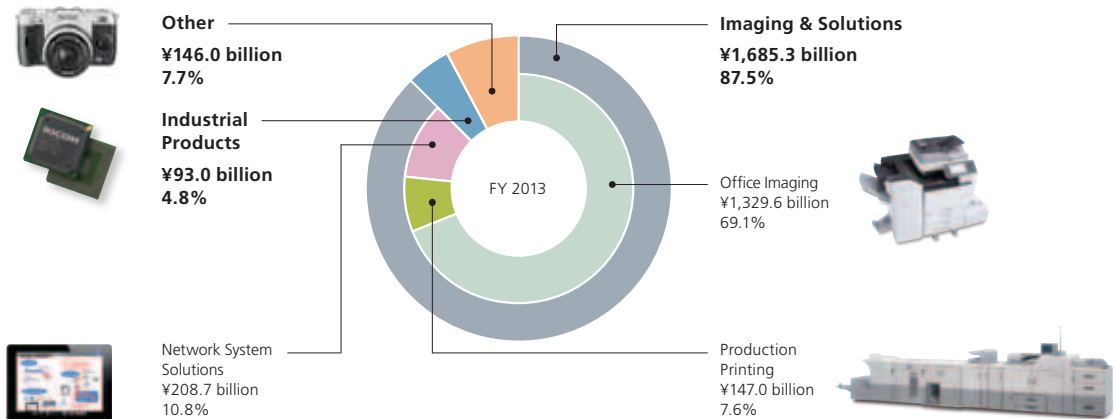


### Operating margin / Operating income

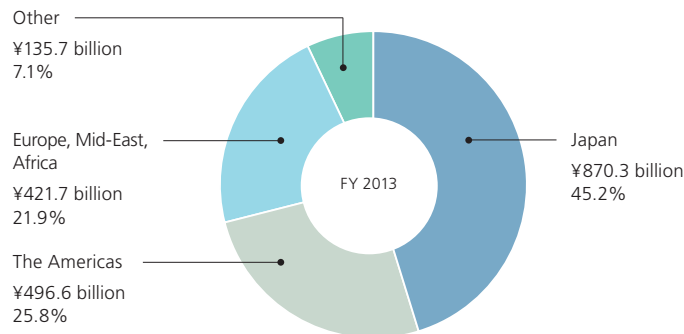
Due to structural reforms, operating income rose significantly to 63.4 billion yen.



### Sales by Category



### Sales by Geographic Area



### Major Organizational Changes

Established Ricoh Technologies Company, Ltd. (April 1, 2013)

The design functions of Tohoku Ricoh Co., Ltd., Ricoh Unitechno Co., Ltd. and Ricoh Elemex Corporation, along with some of the design functions of Ricoh Co., Ltd., were merged in the new company, Ricoh Technologies. This reorganization is meant to maximize design efficiency and development capabilities by creating a cross-organizational development system.

Established Ricoh Industry Company, Ltd. (April 1, 2013)

The production functions of Tohoku Ricoh Co., Ltd., Ricoh Unitechno Co., Ltd. and Ricoh Printing Systems, Ltd., along with some of the production functions of Ricoh Co., Ltd., were merged in the new company, Ricoh Industry. Through this reorganization, we will optimize management resources and lower manufacturing costs.

Acquired ADA - Das SystemHaus GmbH of Germany (June 20, 2012)

The acquisition of a company with outstanding resources and expertise in developing and providing services (including IT infrastructure and managed IT services) augments the IT solutions we can provide to small and medium enterprises in Germany.