

RICOH Industrial Solutions

Driving customer success with value-added products and services

We will help customers succeed by consistently delivering new value that addresses social challenges and drives manufacturing, logistics, distribution, and industrial digitalization. Central to our endeavors are the highly competitive offerings that we have amassed over many years. By integrating everything from development and design through technology, production, sales, and service, we aim to enhance customers’ operational capabilities and foster Fulfillment through Work.



Keiichi Shiokawa
President of RICOH Industrial Solutions Business Unit

21st Mid-Term Management Strategy challenges

- Boost profitability by promoting operational excellence in thermal media and precision components businesses
- Co-create with end users to develop and deliver products and services that address social challenges
- Tap accumulated expertise and technologies to create new digital services for manufacturing, logistics, and industry front lines

Fiscal 2024 focuses

Strengthen thermal business profitability

- Increase earnings from each site worldwide, improving profitability, and boost sales of highly promising products that address social issues

Enhance the profitability of the precision components and industrial equipment businesses

- Optimize manufacturing in the precision components business, and overhaul design processes in the industrial equipment business

Swiftly generate revenues from new businesses

- Drive the international expansion of the label-free and visual inspection equipment businesses, and rapidly launch automotive coating equipment that uses jetting technologies

Market environment

The thermal market should enjoy stable demand, particularly for high-value-added products that address social issues amid a growing environmental awareness. At the same time, recent geopolitical risks, supply chain disruptions, inflation, and delayed economic recoveries in some regions could hamper growth. It is crucial to adapt to these evolving situations.

Risks – and opportunities +	Responses
– Slowing growth in the European and Chinese markets owing to the ongoing conflict in Ukraine and slow recovery of the Chinese economy	Monitor market trends closely, strengthen management systems, and optimize supply operations by leveraging Ricoh’s global sales network and production infrastructure
+ Rising demand for SDG-compliant products and services as global environmental regulations tighten	Boost customer value by offering silicone-top linerless labels and other finished products, through downstream strategies that bring Ricoh closer to end users
+ Increasing demand in the domestic variable printing packaging market, growing at a compound average rate of 7%, and rising demand for prepared foods and fresh vegetables in the aftermath of the pandemic and a growing need to reduce stock-keeping units	Drive global expansion of the solution business for label-less products and functional packaging materials in the variable-print packaging market
+ A greater emphasis on traceability and the need to stabilize the quality of exterior appearance inspections	Increase sales of visual inspection equipment by integrating Ricoh’s expertise in coating inspections with proprietary image recognition technology