

Ricoh to Acquire cloud-based billing management software vendor, MakeLeaps, Inc.

Streamline business-to-business transactions by digitizing workflow of estimates, billing and receipt management.

TOKYO, October 26, 2018 – Ricoh today announced the acquisition of MakeLeaps, Inc. (hereinafter “MakeLeaps”), a leading provider of cloud-based billing management software. The completion of the acquisition is scheduled for November 30, 2018. This acquisition is aimed at strengthening Ricoh’s digital business, which was set out in “RICOH Ignite”, its Growth Strategy Plan announced in February 2018.

Workforce decline is one of the biggest social issues effecting Japan, where population decline, combined with the increase in the number of elderly people, is making Japan a super-aged society. This is especially challenging for small and medium-sized businesses, where the shortage of manpower has become a great obstacle to business continuity, and so now many companies are working on workstyle reforms to improve worker productivity.

MakeLeaps offers cloud-based billing management software that makes workflow more efficient by digitizing tasks associated with the creation and dispatch of a variety of forms for the Japanese market such as estimates, purchase orders, invoices, etc., as well as receipt management documentation. MakeLeaps, as a cloud service, is the only Japanese software that supports foreign currency and has a bilingual interface. As such, it is not only used by Japanese companies but it is also used by companies that are engaged in business overseas. Moreover, it has the ability to connect with external systems such as sales support tools, settlement agency services, and systems that confirm bank transfers and more. MakeLeaps supports productivity improvement and business growth for a wide range of users from small businesses to large enterprises.

In Ricoh’s Growth Strategy Plan, “RICOH Ignite” it announced a goal to create new customer value by digitizing workplace tasks and linking offices to the frontlines. While workplaces can be anywhere, Ricoh aims to digitize tasks and transform workflows in offices and frontlines, to bring these diverse workplaces closer together. By collecting information using edge devices, and analyzing the accumulated data using innovative technologies such as AI (artificial intelligence) and Deep Learning, Ricoh will support its customers’ productivity improvements and sales growth better than ever before.

The acquisition of MakeLeaps is one of a series of strategic investments as set out in Ricoh’s Growth Strategy Plan. Ricoh will digitize and improve its customer’s workflows by combining

MakeLeaps' software with Ricoh's multi-function printers, as well as other vendors' systems such as customer management systems, accounting systems, sales management systems, etc. Furthermore, by linking the digitized workflows, Ricoh will become a platform for intercompany transactions, especially amongst small and medium-sized businesses.

To create new value, Ricoh is expanding its partnerships and combining them with their own strengths such as strong customer relationships, technology and know-how built up over many years. Ricoh supports customers' further growth by promoting digital business that connects offices and frontlines digitally, enabling individuals to work smarter.

About MakeLeaps

Company name : MakeLeaps, Inc.
Establishment : July 2014
Address : Meguro-ku, Tokyo, Japan
Business : Provides cloud-based management software that creates and manages estimates, purchase orders, delivery slips and billing documentation.
Employees : 19 employees

| About Ricoh |

Ricoh is empowering digital workplaces using innovative technologies and services enabling individuals to work smarter. For more than 80 years, Ricoh has been driving innovation and is a leading provider of document management solutions, IT services, commercial and industrial printing, digital cameras, and industrial systems.

Headquartered in Tokyo, Ricoh Group operates in approximately 200 countries and regions. In the financial year ended March 2018, Ricoh Group had worldwide sales of 2,063 billion yen (approx. 19.4 billion USD).

For further information, please visit www.ricoh.com

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