

Consolidated Results for the Half year ended September 30, 2003

**October 29, 2003
Ricoh Company, Ltd.**

*** The Company bases the estimates in this presentation on information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.**

I. FY04/3 1H Results

FY04/3 1H P/L : Comparison with FY03/3 1H

Net income increased 26.1% y-o-y

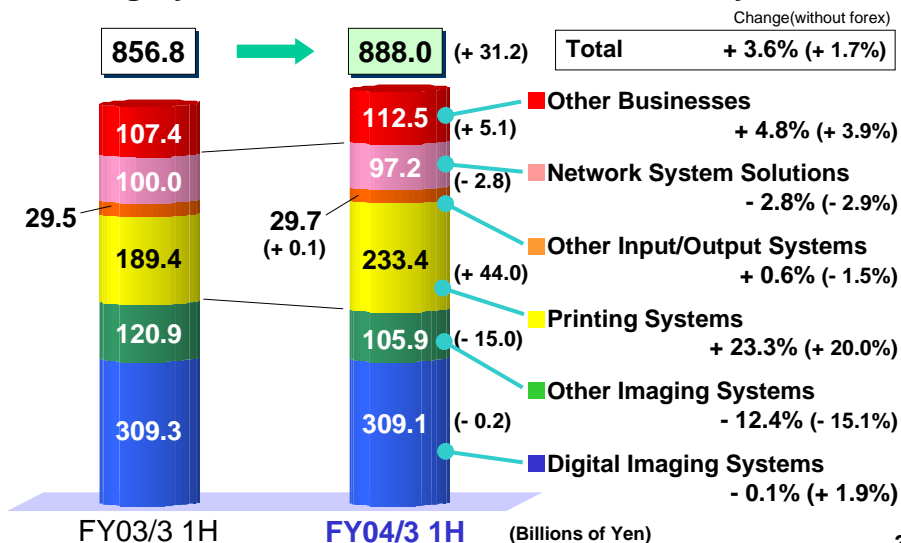
(Billions of Yen)

	FY03/3 1H	Latest('03/7) Forecast	FY04/3 1H	Comparison with latest forecast	Comparison with last year	
					Change	Change(%)
Net sales						
(Japan)	449.5	451.0	448.6	-2.4	-0.9	-0.2%
(Overseas)	407.2	441.5	439.4	-2.1	+32.2	+7.9%
Total	856.8	892.5	888.0	-4.5	+31.2	+3.6%
Gross profit	360.6	388.0	388.1	+0.1	+27.4	+7.6%
Percentage of net sales	42.1%	43.5%	43.7%	-	-	-
Operating income	61.3	73.5	77.2	+3.7	+15.9	+26.0%
Percentage of net sales	7.2%	8.2%	8.7%	-	-	-
Income before tax	55.6	71.0	71.4	+0.4	+15.7	+28.3%
Percentage of net sales	6.5%	8.0%	8.0%	-	-	-
Net income	33.5	41.5	42.2	+0.7	+8.7	+26.1%
Percentage of net sales	3.9%	4.6%	4.8%	-	-	-
Exchange rate US \$1	123.08	117.26	118.06	+0.80	-5.02	-4.1%
(Yen) Euro 1	116.95	132.34	133.47	+1.13	+16.52	+14.1%

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FY04/3 1H Sales by Category

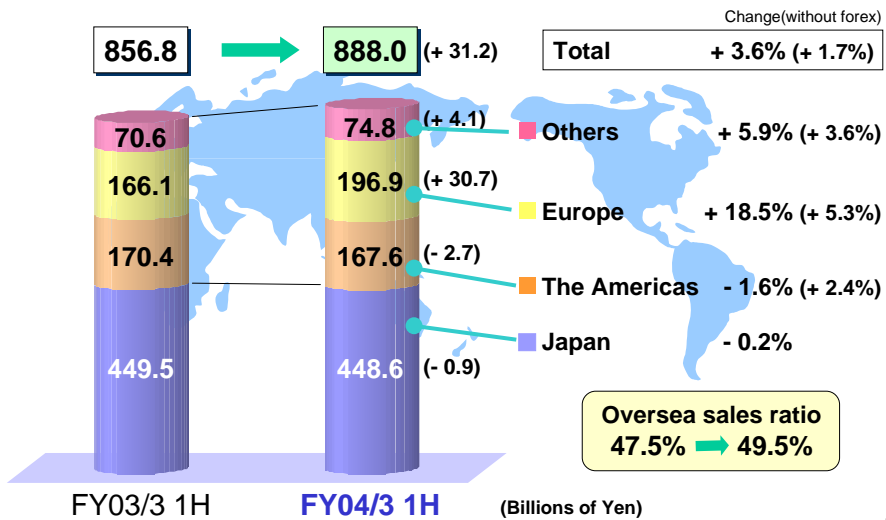
Printing Systems continued to increase steadily



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FY04/3 1H Sales by Geographic Area

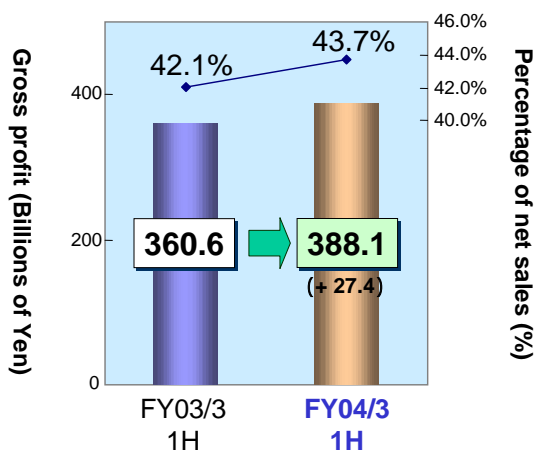
Overseas increased steadily



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FY04/3 1H Gross Profit

Total structural reform continuously increases gross profit ratio



- Changes

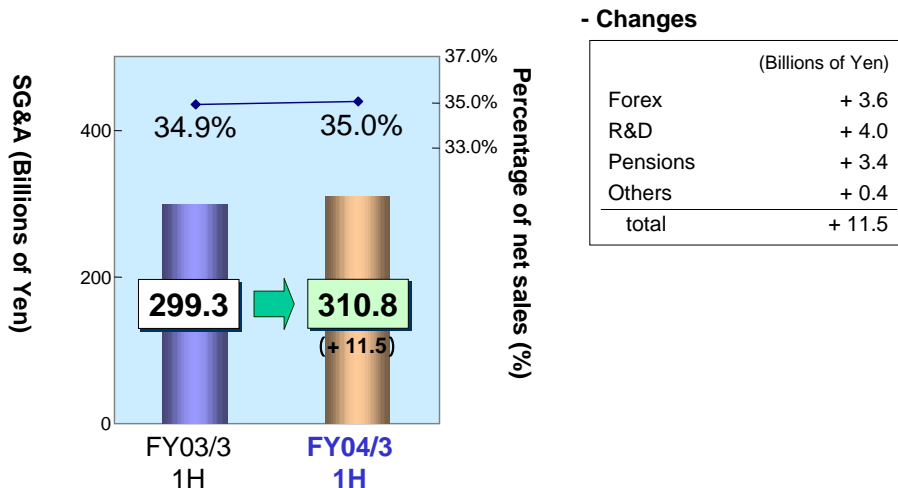
	(Billions of Yen)
Sales	+ 6.1
Forex	+ 11.2
Cost down, etc	+ 7.8
Ricoh Elemex *	+ 5.9
Other	- 3.6
total	+ 27.4

* Expenditure to cover defects on some metering equipment

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FY04/3 1H SG&A

Pension cost increased, but maintain SG&A ratio



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FY04/3 1H Other (income) expenses

Forex loss increased but interest expenses decreased

(Billions of Yen)

	FY03/3 1H	FY04/3 1H	change
Interest and dividend income	2.0	1.3	-0.7
Interest expenses	4.0	2.8	-1.1
Other, net	3.6	4.2	+0.6
Other (income) expenses	-5.6	-5.8	-0.1

Details of Other, net

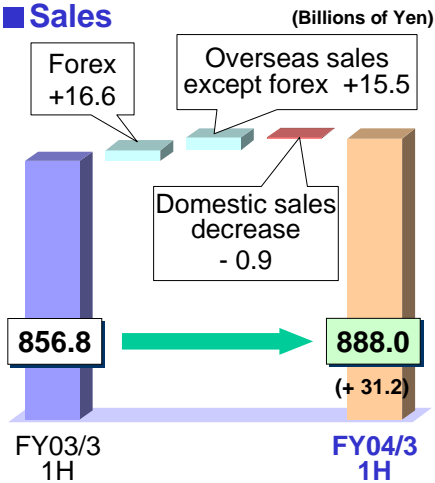
	FY03/3 1H	FY04/3 1H
Forex loss (gain)	-0.2	3.9
Others	3.8	0.3

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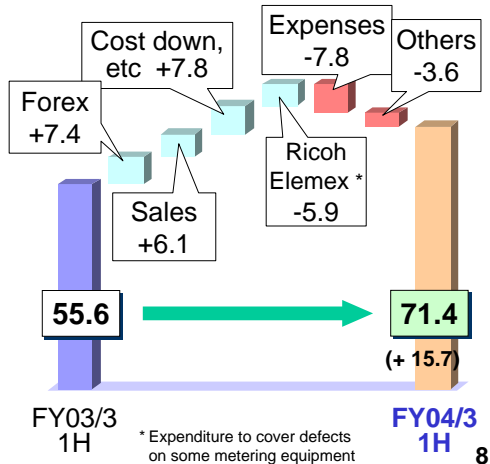
Comparison with FY03/3 1H

Profit increased with overseas sales growth and progress of business and profitability structure reform

■ Sales



■ Income before tax

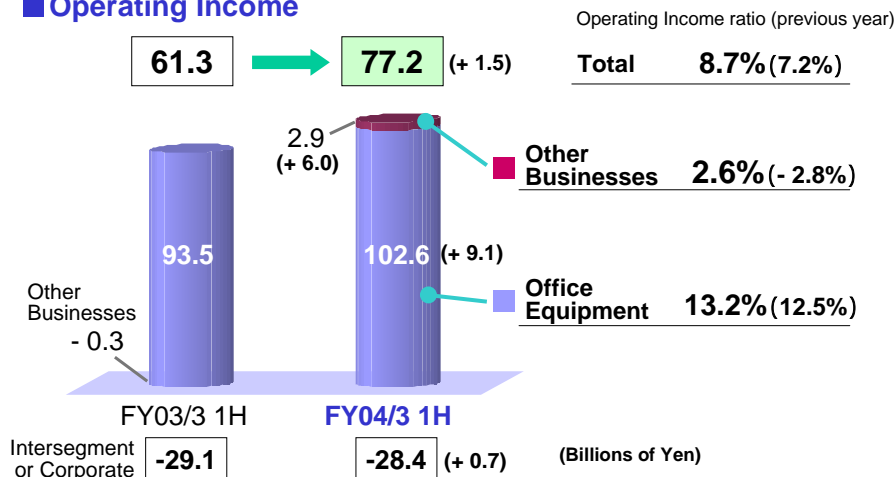


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FY04/3 1H Business Segment

Increase of value-added products and cost down increased margin of Office Equipment. Semiconductors sales grow in Others.

■ Operating Income

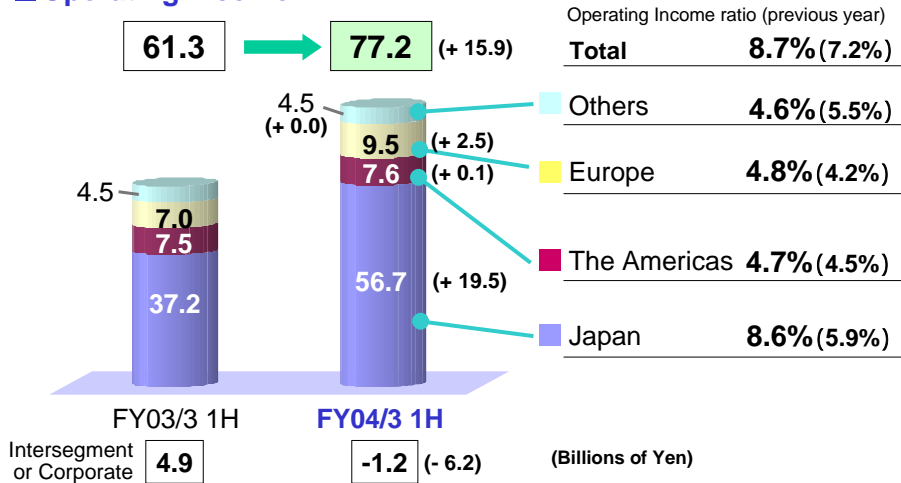


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FY04/3 1H Geographic Segment

Margin increased by growth of value-added products in all area

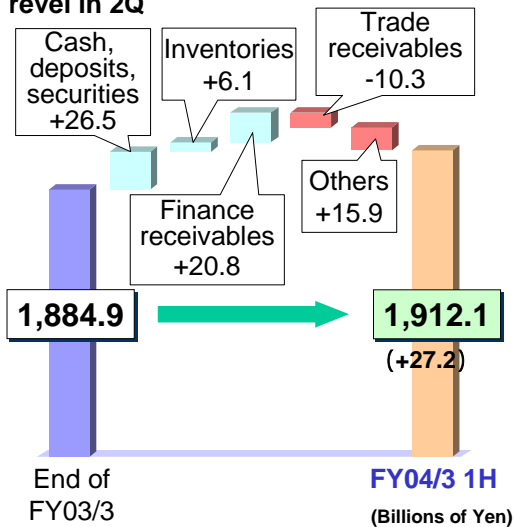
Operating Income



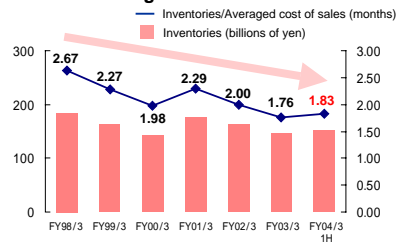
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FY04/3 1H Balance Sheet

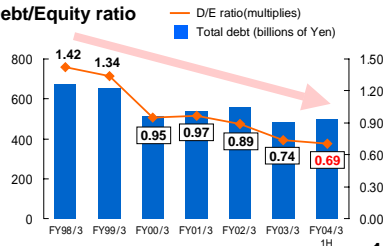
Inventories increased temporary for SARS risk in 1Q but back to normal level in 2Q



- Inventories/Averaged cost of sales



- Debt/Equity ratio



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FY04/3 1H Statement of Cash Flow

Cash profit (net income + depreciation and amortization) increased

(Billions of Yen)

	FY03/3 1H	FY03/3	FY04/3 1H
Net income	33.5	72.5	42.2
Depreciation and amortization	36.7	76.5	37.8
[Cash profit (net income + Depreciation and amortization)]	[70.3]	[149.0]	[80.0]
Other operating activities	28.9	36.7	-18.4
Net cash by operating activities	99.1	185.7	61.6
Plant and equipment	-36.4	-71.7	-36.1
Other investing activities	3.1	-26.4	16.2
Net cash by investing activities	-33.3	-98.1	-19.9
[Free cash flow (operating net cash - investing net cash)]	[65.7]	[87.5]	[41.6]
Net cash by financing activities	-16.5	-67.1	-6.6
Effect of exchange rate	-1.9	-1.3	0.7
Net increase in cash and equivalents	47.2	19.0	35.7
Cash and equivalents at end of period	217.4	189.2	225.0

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Calculation information where the equity method is applied to Ricoh's leasing subsidiary

■ Consolidated Statement of Income (Half year ended September 30, 2003)

	Consolidated	Equity Method	
Net sales	888.0	827.3	
Gross profit	388.1	381.1	
Operating income	77.2	71.6	
Income before income taxes	71.4	66.8	
Net income	42.2	42.2	

(Billions of yen)

■ Consolidated Balance Sheet (at the end of September 30, 2003)

	Consolidated	Equity Method		Consolidated	Equity Method
Cash and cash equivalents	226.8	264.3	Short-term borrowings	200.5	74.7
Other current assets	618.4	665.0	Other current liabilities	434.6	438.5
Current assets	845.3	929.3	Current liabilities	635.2	513.3
Finance receivable	497.1	67.3	Long term-borrowings	284.3	121
Other fixed assets	569.6	597.3	Other fixed liabilities	240.9	239.9
Fixed assets	1,066.7	664.7	Fixed liabilities	525.3	360.9
			Minority interest	48.4	16.7
			Shareholders' investment	703.0	703.0
Total Assets	1,912.1	1,594.1	Total Liabilities and Shareholders' investment	1,912.1	1,594.1

(Billions of yen)

■ Key financial Ratios (Half year ended September 30, 2003)

	Consolidated	Change from previous period	Equity Method	Change from previous period
Return on assets	3.8%	+ 0.8%	4.2%	+ 1.1%
Return on equity	6.2%	+ 1.0%	6.2%	+ 1.0%
Equity ratio	36.8%	+ 0.5%	44.1%	+ 1.7%
Debt/Total assets	25.4%	- 4.3%	12.3%	- 3.9%
Debt/Equity	69.0%	- 12.9%	27.8%	- 10.6%
Total assets turnover	0.47	-	0.51	-

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II. FY04/3 Forecast (Revised)

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FY04/3 Performance Forecast

**Targeting 10th straight year of growth for net sales
and 12th for net income**

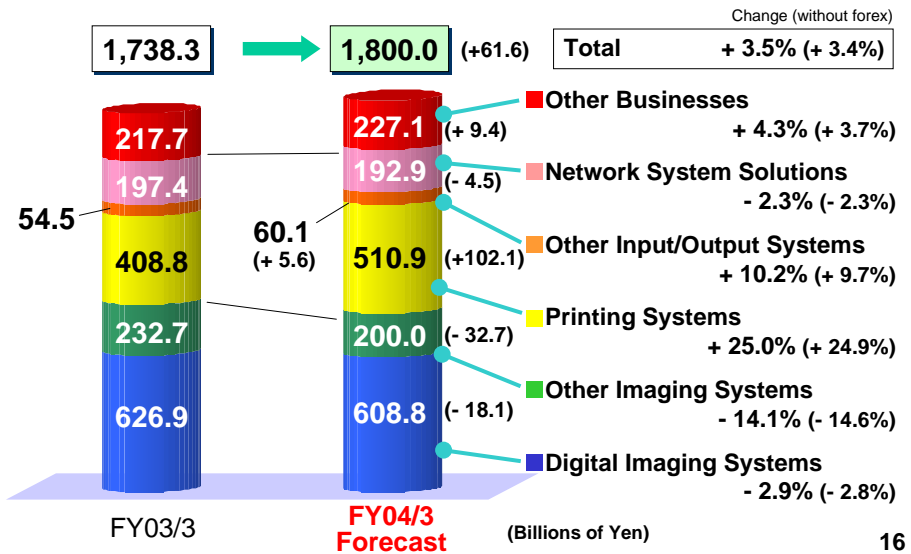
(Billions of Yen)

	FY03/3	Latest('03/7) Forecast	FY04/3 Forecast	Comparison with latest forecast	Comparison with last year	
					Change	Change(%)
Net sales						
(Japan)	896.0	900.0	900.0	+0.0	+3.9	+0.4%
(Overseas)	842.3	905.0	900.0	-5.0	+57.6	+6.8%
Total	1,738.3	1,805.0	1,800.0	-5.0	+61.6	+3.5%
Gross profit	745.3	792.0	783.6	-8.4	+38.2	+5.1%
Percentage of net sales	42.9%	43.9%	43.5%	-	-	-
Operating income	133.6	151.0	152.0	+1.0	+18.3	+13.7%
Percentage of net sales	7.7%	8.4%	8.4%	-	-	-
Income before tax	123.4	145.5	144.0	-1.5	+20.5	+16.6%
Percentage of net sales	7.1%	8.1%	8.0%	-	-	-
Net income	72.5	85.0	85.0	+0.0	+12.4	+17.2%
Percentage of net sales	4.2%	4.7%	4.7%	-	-	-
Exchange rate						
US \$1	121.96	116.63	113.03	-3.60	-8.93	-7.3%
(Yen)						
Euro 1	121.00	131.17	130.74	-0.43	+9.74	+8.0%

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FY04/3 Sales by Category

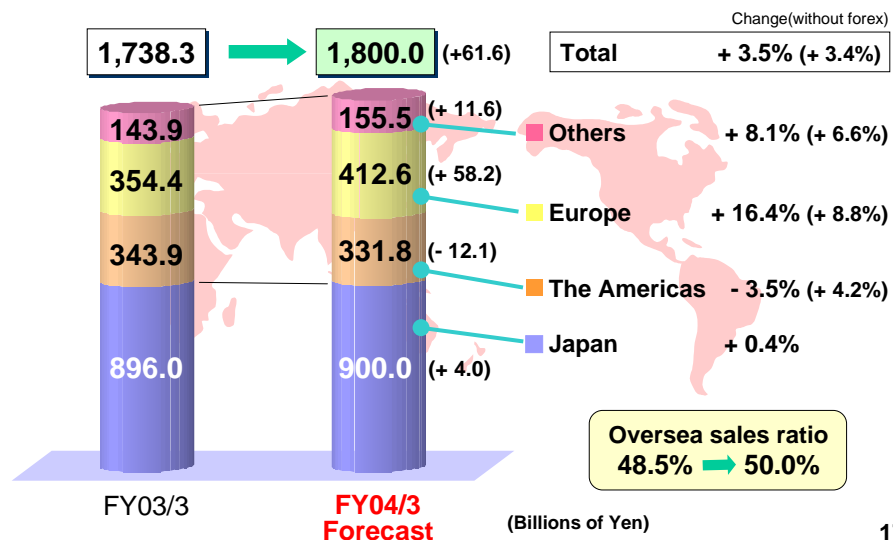
Printing Systems increase continuously



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FY04/3 Sales by Geographic Area

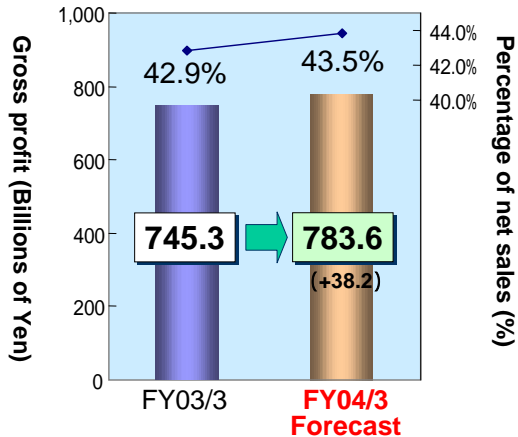
Overseas increase steadily



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FY04/3 Gross Profit

Growth of value-added products increase gross profit ratio steady

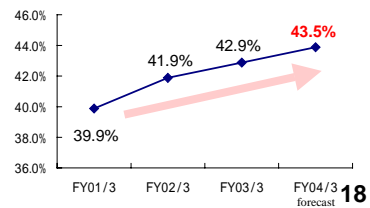


- Changes

	(Billions of Yen)
Forex	0
Sales	+ 22.8
Cost down, etc	+ 12.9
Ricoh Elemex *	+ 8.1
Other	- 5.6
total	+ 38.2

* Expenditure to cover defects on some metering equipment

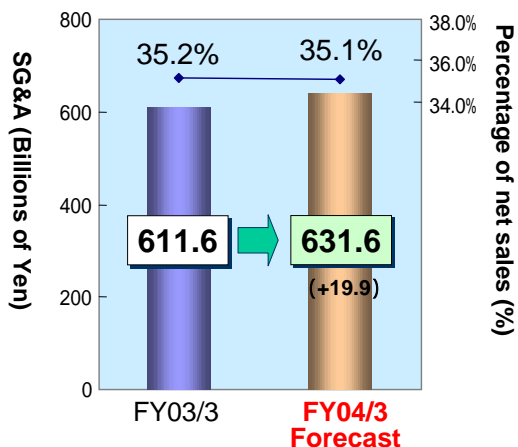
- Gross profit ratio



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FY04/3 SG&A

¥14.5 billion increase of pension cost



- Changes

	(Billions of Yen)
Forex	- 3.2
R&D	+ 6.4
Pensions	+ 14.5
Others	+ 2.2
total	+ 19.9

- Pension discount rate & expected rate of return

	FY01/3	FY02/3	FY03/3	FY04/3 (Forecast)
Discount Rate *	3.0%	3.0%	3.0%	2.2%
Expected rate of return **	4.5%	4.5%	3.0%	1.5%

* Discount rate for principal pension funds

** Expected long-term rate of return on plan assets for principal pension funds

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FY04/3 Other (income) expenses

Other expenses decrease as others decreased

(Billions of Yen)

	FY03/3	FY04/3 Forecast	change
Interest and dividend income	3.7	2.5	-1.2
Interest expenses	6.8	5.7	-1.1
Other, net	7.1	4.8	-2.3
Other (income) expenses	-10.1	-8.0	+2.1

Forex loss, etc

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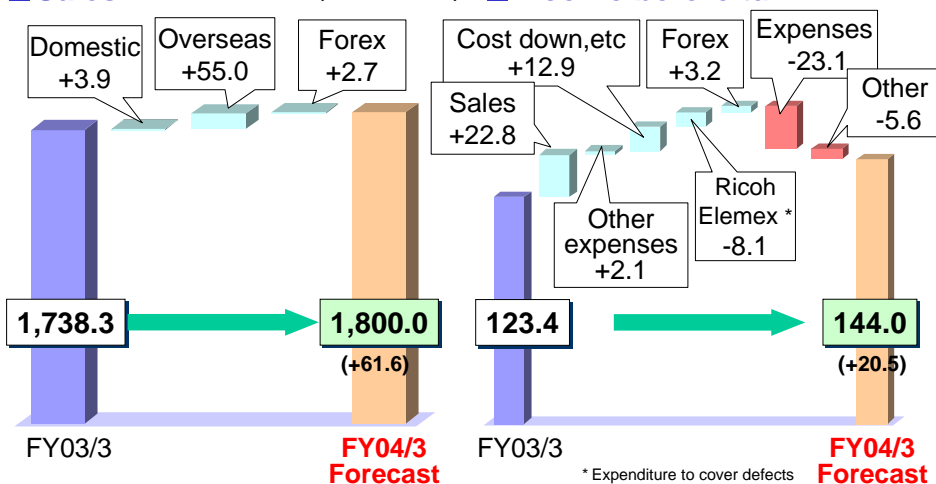
Comparison with FY03/3

Profit increased by overseas sales and cost down

Sales

(Billions of Yen)

Income before tax



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FY04/3 3Q Performance Forecast

(Billions of Yen)

	FY03/3 3Q	FY04/3 3Q Forecast	Comparison with last year		
			Change	Change(%)	
Net sales					
(Japan)	210.1	214.0	+3.8	+1.8%	
(Overseas)	210.5	222.5	+11.9	+5.7%	
Total	420.7	436.5	+15.7	+3.8%	
Gross profit	184.9	189.7	+4.7	+2.6%	
Percentage of net sales	44.0%	43.5%	-	-	
Operating income	33.3	35.7	+2.3	+6.9%	
Percentage of net sales	7.9%	8.2%	-	-	
Income before tax	29.9	34.7	+4.7	+15.7%	
Percentage of net sales	7.1%	7.9%	-	-	
Net income	17.8	20.0	+2.1	+12.4%	
Percentage of net sales	4.2%	4.6%	-	-	
Exchange rate	US \$1	122.59	108.00	-14.59	-11.9%
(Yen)	Euro 1	122.59	128.00	+5.41	+4.4%

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FY04/3 2H Performance Forecast

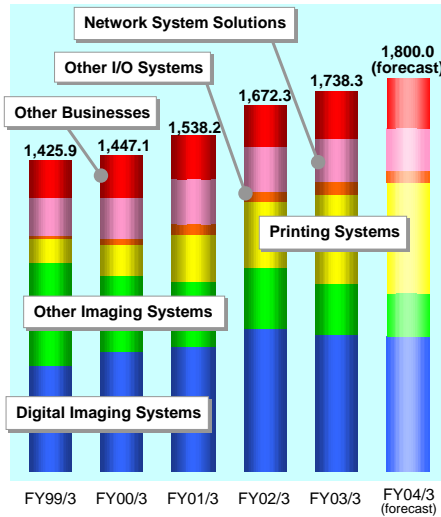
(Billions of Yen)

	FY03/3 2H	Latest('03/7) Forecast	FY04/3 2H Forecast	Comparison with latest forecast	Comparison with last year		
					Change	Change(%)	
Net sales							
(Japan)	446.4	449.0	451.3	+2.3	+4.9	+1.1%	
(Overseas)	435.0	463.5	460.5	-3.0	+25.4	+5.9%	
Total	881.5	912.5	911.9	-0.6	+30.3	+3.4%	
Gross profit	384.7	404.0	395.4	-8.6	+10.7	+2.8%	
Percentage of net sales	43.6%	44.3%	43.4%	-	-	-	
Operating income	72.3	77.5	74.7	-2.8	+2.4	+3.3%	
Percentage of net sales	8.2%	8.5%	8.2%	-	-	-	
Income before tax	67.7	74.5	72.5	-2.0	+4.7	+7.1%	
Percentage of net sales	7.7%	8.2%	8.0%	-	-	-	
Net income	38.9	43.5	42.7	-0.8	+3.8	+9.6%	
Percentage of net sales	4.4%	4.8%	4.7%	-	-	-	
Exchange rate	US \$1	120.83	116.00	108.00	-8.00	-12.83	-10.6%
(Yen)	Euro 1	125.08	130.00	128.00	-2.00	+2.92	+2.3%

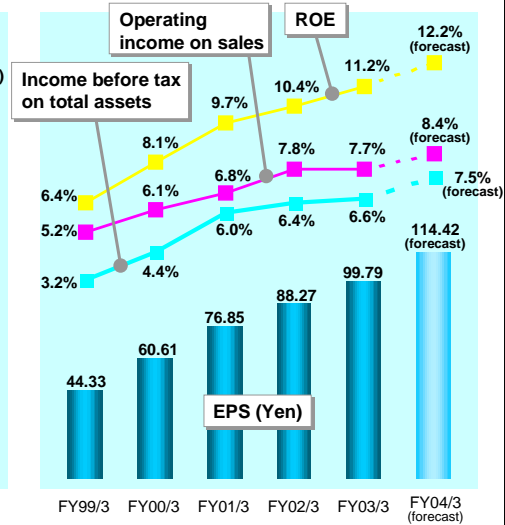
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<Appendix> Yearly Financial Indexes

Sales by Category (Billions of Yen)



Financial Indexes



< Appendix > III. FY04/3 2Q Results

< Appendix >

FY04/3 2Q P/L : Comparison with FY03/3 2Q

Net income increased steadily

(Billions of Yen)

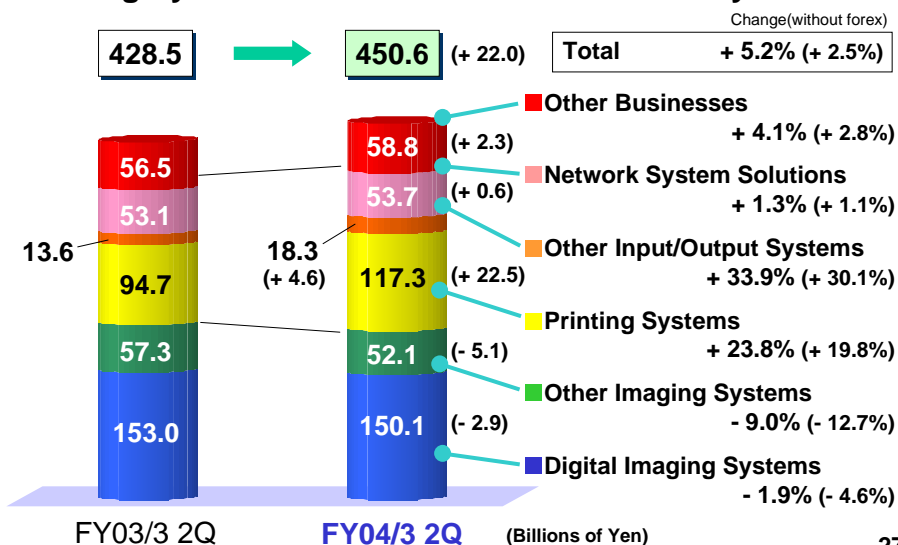
	FY03/3 Q2	Latest('03/7) Forecast	FY04/3 2Q Results	Comparison with latest forecast	Comparison with last year	
					Change	Change(%)
Net sales						
(Japan)	224.7	226.6	224.3	-2.3	-0.4	-0.2%
(Overseas)	203.8	228.3	226.3	-2.0	+22.5	+11.0%
Total	428.5	455.0	450.6	-4.4	+22.0	+5.2%
Gross profit	174.1	195.2	195.3	+0.1	+21.2	+12.2%
Percentage of net sales	40.6%	42.9%	43.4%	-	-	-
Operating income	25.4	35.0	38.7	+3.7	+13.3	+52.6%
Percentage of net sales	5.9%	7.7%	8.6%	-	-	-
Income before tax	23.4	33.6	34.0	+0.4	+10.6	+45.7%
Percentage of net sales	5.5%	7.4%	7.6%	-	-	-
Net income	14.0	19.1	19.9	+0.7	+5.9	+42.2%
Percentage of net sales	3.3%	4.2%	4.4%	-	-	-
Exchange rate US \$1	119.19	116.00	117.61	+1.61	-1.58	-1.3%
(Yen) Euro 1	117.34	130.00	132.27	+2.27	+14.93	+12.7%

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FY04/3 2Q Sales by Category

Printing Systems continued to increase steadily

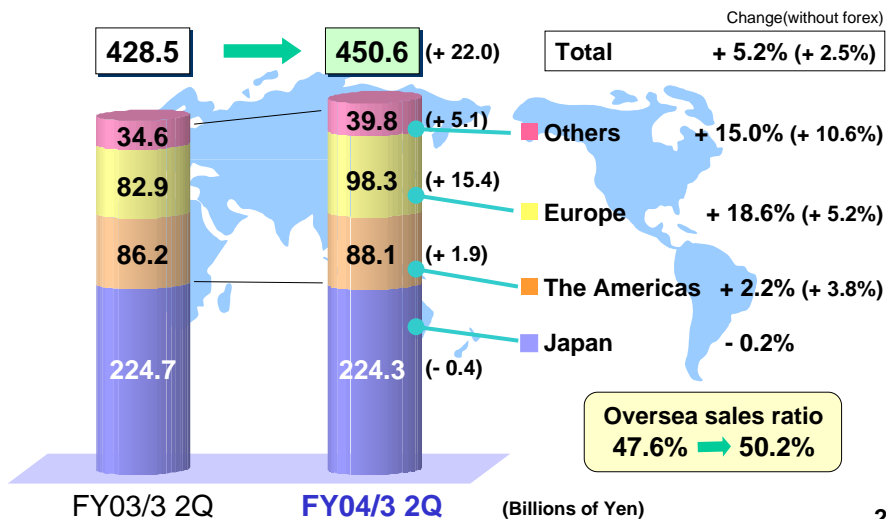


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FY04/3 2Q Sales by Geographic Area

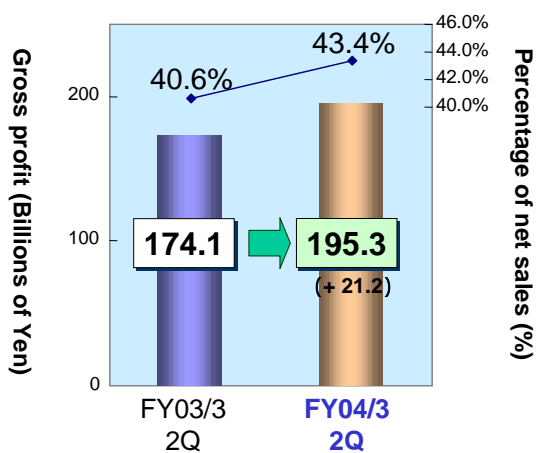
Overseas increased steadily



< Appendix >

FY04/3 2Q Gross Profit

Total structural reform continuously increases gross profit ratio



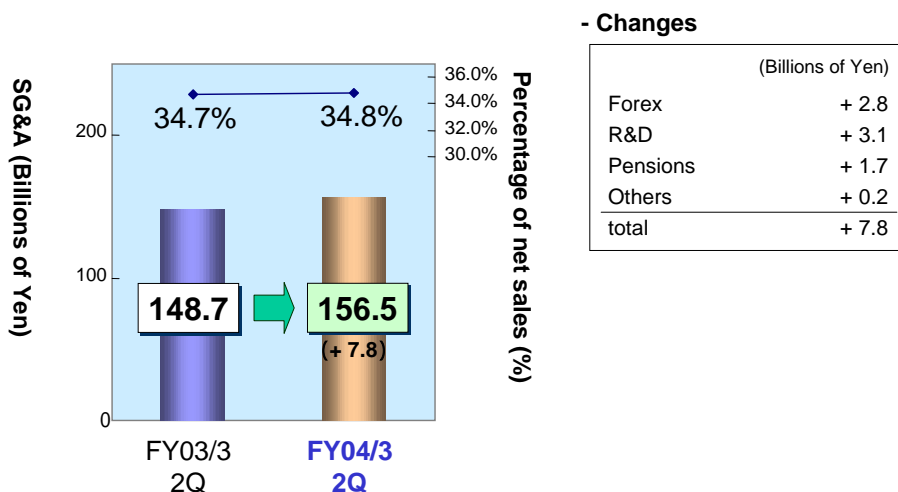
- Changes

	(Billions of Yen)
Sales	+ 4.5
Forex	+ 7.2
Cost down, etc	+ 3.6
Ricoh Elemex *	+ 5.9
total	+ 21.2

* Expenditure to cover defects on some metering equipment

FY04/3 2Q SG&A

Removing pension cost, real SG&A ratio decreased



FY04/3 2Q Other (income) expenses

Other expenses increased as forex loss increased

(Billions of Yen)

	FY03/3 Q2	FY04/3 Q2	change
Interest and dividend income	1.0	0.6	-0.4
Interest expenses	2.2	1.3	-0.9
Other, net	0.7	3.9	+3.1
Other (income) expenses	-1.9	-4.6	-2.6

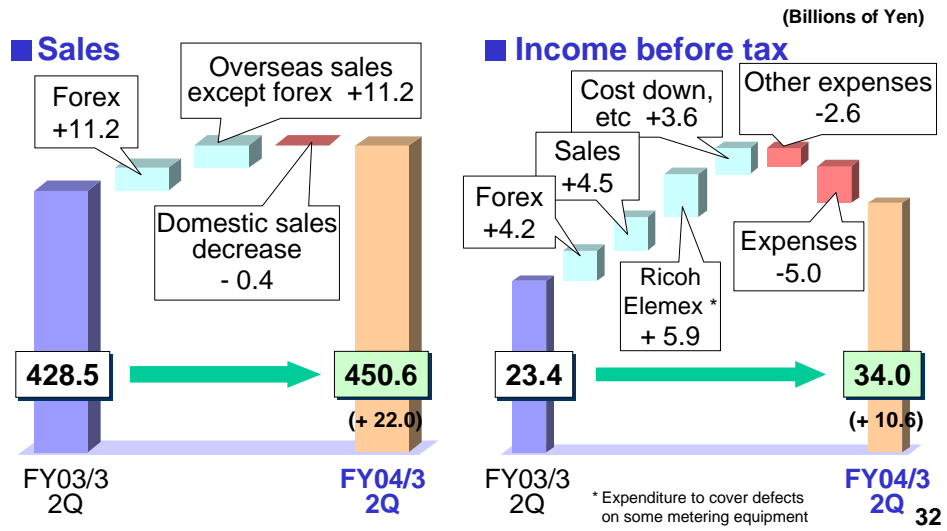
Details of Other, net

	FY03/3 Q2	FY04/3 Q2
Forex loss (gain)	-1.9	3.4
Others	2.7	0.5

< Appendix >

Comparison with FY03/3 2Q

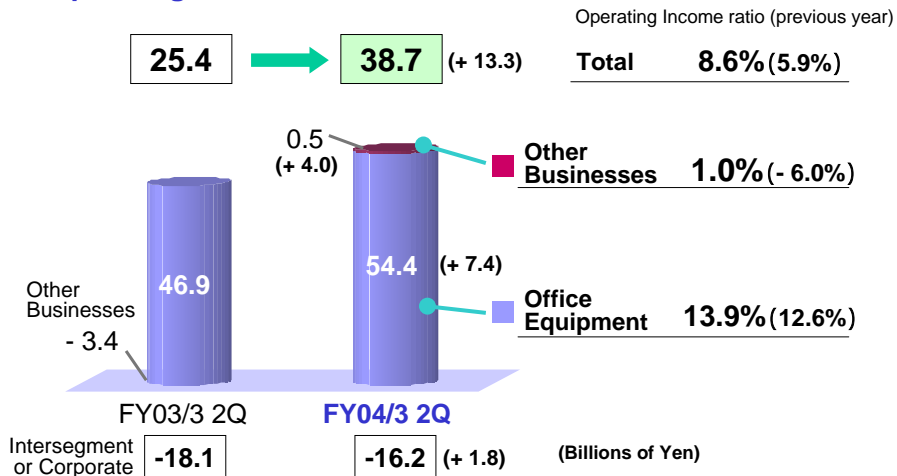
Profit increased by increase of high value-added products



< Appendix >

FY04/3 2Q Business Segment

■ Operating Income



FY04/3 2Q Geographic Segment

Operating Income

