

## Key Financial Figures(Consolidated)

October 27, 2014  
**RICOH COMPANY, LTD.**  
 (Billions of yen)

1. Operating Results	(Fiscal year ended)				IFRS Mar.'15 (Forecast)	(Six months ended)		IFRS Sep.'14
	Mar.'11 (*1)	Mar.'12 (*1)	Mar.'13	Mar.'14		Sep.'12	Sep.'13	
Sales	1,941.3	1,903.4	1,924.4	<b>2,236.9</b>	<b>2,260.0</b>	917.4	<b>1,055.5</b>	<b>1,072.7</b>
(change from the previous corresponding period)		-2.0%	1.1%	<b>16.2%</b>	<b>2.9%</b>	-2.3%	15.1%	<b>3.2%</b>
Domestic sales	875.8	886.4	870.3	<b>953.5</b>	<b>892.0</b>	430.7	443.8	<b>414.9</b>
(change from the previous corresponding period)		1.2%	-1.8%	<b>9.6%</b>	<b>-1.5%</b>	-0.9%	3.0%	<b>-1.4%</b>
Overseas sales	1,065.5	1,017.0	1,054.1	<b>1,283.3</b>	<b>1,368.0</b>	486.7	611.7	<b>657.8</b>
(change from the previous corresponding period)		-4.5%	3.6%	<b>21.7%</b>	<b>6.0%</b>	-3.5%	25.7%	<b>6.4%</b>
Overseas sales ratio	54.9%	53.4%	54.8%	<b>57.4%</b>	<b>60.5%</b>	53.0%	58.0%	<b>61.3%</b>
Gross profit	788.9	752.6	768.6	<b>894.3</b>	<b>936.0</b>	374.4	430.3	<b>446.4</b>
(change from the previous corresponding period)		-4.6%	2.1%	<b>16.4%</b>	<b>7.2%</b>	-3.2%	15.0%	<b>6.3%</b>
Percentage of sales	40.6%	39.5%	39.9%	<b>40.0%</b>	<b>41.4%</b>	40.8%	40.8%	<b>41.6%</b>
Selling, general and administrative expenses	730.8	770.6	705.1	<b>773.9</b>	<b>796.0</b>	347.0	384.5	<b>390.5</b>
(change from the previous corresponding period)		5.4%	-8.5%	<b>9.7%</b>	<b>5.7%</b>	-10.8%	10.8%	<b>6.1%</b>
Percentage of sales	37.6%	40.4%	36.6%	<b>34.6%</b>	<b>35.2%</b>	37.8%	36.4%	<b>36.4%</b>
Operating profit	58.0	-18.0	63.4	<b>120.3</b>	<b>140.0</b>	27.3	45.8	<b>55.8</b>
(change from the previous corresponding period)		---	---	<b>89.8%</b>	<b>16.3%</b>	-	67.4%	<b>7.6%</b>
Percentage of sales	3.0%	-0.9%	3.3%	<b>5.4%</b>	<b>6.2%</b>	3.0%	4.3%	<b>5.2%</b>
Profit before income tax expenses	44.1	-31.9	58.1	<b>117.2</b>	<b>135.0</b>	24.4	44.3	<b>55.5</b>
(change from the previous corresponding period)		---	---	<b>101.5%</b>	<b>14.3%</b>	-	81.2%	<b>10.8%</b>
Percentage of sales	2.3%	-1.7%	3.0%	<b>5.2%</b>	<b>6.0%</b>	2.7%	4.2%	<b>5.2%</b>
Profit attributable to owners of the parent	18.6	-44.5	32.4	<b>72.8</b>	<b>80.0</b>	11.7	24.7	<b>33.9</b>
(change from the previous corresponding period)		---	---	<b>124.3%</b>	<b>9.9%</b>	-	111.0%	<b>21.0%</b>
Percentage of sales	1.0%	-2.3%	1.7%	<b>3.3%</b>	<b>3.5%</b>	1.3%	2.3%	<b>3.1%</b>
Earnings per share attributable to owners of the parent-basic[yen]	25.68	-61.42	44.78	<b>100.46</b>	<b>110.35</b>	16.15	34.08	<b>46.87</b>
(change from the previous corresponding period)		---	---	<b>124.3%</b>	<b>9.9%</b>	-	111.0%	<b>21.0%</b>
Exchange rate [yen/US\$]	85.77	79.08	83.06	<b>100.29</b>	<b>101.53</b>	79.43	98.90	<b>103.05</b>
[yen/EURO]	113.28	109.05	107.08	<b>134.47</b>	<b>139.47</b>	100.66	130.10	<b>138.94</b>
<b>2. Other ratios</b>								
	Mar.'11 (*1)	Mar.'12 (*1)	Mar.'13	Mar.'14	Mar.'15 (Forecast)	Sep.'12	Sep.'13	Sep.'14
R&D Expenditure	110.5	119.0	112.0	<b>116.2</b>	<b>121.0</b>	54.7	57.6	<b>58.1</b>
R&D Expenditure / Sales	5.7%	6.3%	5.8%	<b>5.2%</b>	<b>5.4%</b>	6.0%	5.5%	<b>5.4%</b>
Finance income	2.9	3.1	3.0	<b>2.5</b>	---	1.5	1.1	<b>3.4</b>
Finance costs	8.5	6.9	7.3	<b>7.5</b>	---	3.5	3.6	<b>3.7</b>
Financial income(expenses)net	-5.5	-3.8	-4.3	<b>-4.9</b>	---	-2.0	-2.4	<b>-0.2</b>
Interest coverage ratio(✕) [times]	7.2	-2.1	9.0	<b>16.3</b>	---	8.1	13.0	<b>15.9</b>
Depreciation for tangible fixed assets	67.2	64.9	60.4	<b>72.5</b>	<b>74.0</b>	30.6	35.3	<b>35.7</b>
Expenditure for plant and equipment	66.8	73.2	86.5	<b>78.7</b>	<b>86.0</b>	41.3	38.1	<b>38.6</b>
Free Cash Flow	38.0	-101.2	18.0	<b>24.7</b>	---	-24.1	-11.4	<b>-43.3</b>
Liquidity at hand	174.2	158.6	120.3	<b>144.1</b>	---	126.2	128.8	<b>137.9</b>
Liquidity at hand/Averaged sales [months]	1.08	1.00	0.75	<b>0.77</b>	---	0.83	0.73	<b>0.77</b>
Inventories	171.8	195.0	195.3	<b>194.7</b>	---	196.6	209.7	<b>211.8</b>
Inventories/Averaged cost of sales [months]	1.79	2.03	2.03	<b>1.74</b>	---	2.17	2.01	<b>2.0</b>
Debt	629.6	741.8	702.7	<b>724.4</b>	---	742.4	735.0	<b>773.6</b>
Debt on total assets	27.9%	32.4%	29.8%	<b>28.3%</b>	---	3.3%	3.0%	<b>2.9%</b>
Total assets	2,255.5	2,289.3	2,360.6	<b>2,556.9</b>	---	2,218.5	2,423.6	<b>2,632.5</b>
Profit before income tax expenses on total assets	1.9%	-1.4%	2.5%	<b>4.8%</b>	---	0.1%	0.2%	<b>0.2%</b>
Equity attributable to owners of the parent	925.2	822.7	897.9	<b>1,017.9</b>	---	801.3	947.4	<b>1,064.4</b>
Equity ratio	41.0%	35.9%	38.0%	<b>39.8%</b>	---	3.6%	3.9%	<b>4.0%</b>
Return on equity	2.0%	-5.1%	3.8%	<b>7.6%</b>	---	0.1%	0.3%	<b>0.3%</b>
Number of employees(Japan)(thousand of people)	40.1	38.5	37.4	<b>36.8</b>	---	38.3	37.3	<b>36.9</b>
Number of employees(Overseas)(thousand of people)	68.9	70.7	70.0	<b>71.3</b>	---	70.7	71.3	<b>73.0</b>
Number of employees (Total)(thousand of people)	109.0	109.2	107.4	<b>108.1</b>	---	109.0	108.7	<b>109.9</b>

Interest coverage ratio(✕)=(Interest and dividend income + Operating profit) ÷ Interest expense

\*1 During the previous fiscal year end, Ricoh has accounted for subsidiaries that changed their fiscal year-ends from December 31 to March 31 as if their fiscal year-ends in prior years were March 31 and has restated consolidated financial statements for the fiscal year 2012/3.

★ We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statements from FY March 31, 2015, instead of U.S. C Percentages for fiscal year ending March 2015 will reflect, our adoption of IFRS standards.

## Key Financial Figures(Consolidated)

October 27, 2014  
**RICOH COMPANY, LTD.**  
 (Billions of yen)

3. Sales by Category	(Fiscal year ended)				IFRS Mar.'15 (Forecast)	(Six months ended)		
	Mar.'11 (*1)	Mar.'12 (*1*2)	Mar.'13	Mar.'14		Sep.'12	Sep.'13	IFRS Sep.'14
Imaging & Solutions	1,712.6							
(change from the previous corresponding period)								
Percentage of sales	88.2%							
Imaging Solutions	1,531.2							
(change from the previous corresponding period)								
Percentage of sales	78.9%							
Network System Solutions	181.4							
(change from the previous corresponding period)								
Percentage of sales	9.3%							
Industrial Products	106.8							
(change from the previous corresponding period)								
Percentage of sales	5.5%							
Other	121.8							
(change from the previous corresponding period)								
Percentage of sales	6.3%							
Imaging & Solutions		1,671.1	1,685.3	<b>1,970.4</b>	<b>2,019.4</b>	797.6	923.2	<b>955.0</b>
(change from the previous corresponding period)			0.9%	<b>16.9%</b>	<b>2.8%</b>	-3.8%	15.7%	<b>3.4%</b>
Percentage of sales		87.8%	87.6%	<b>88.1%</b>	<b>89.4%</b>	87.0%	87.5%	<b>89.0%</b>
Office Imaging		1,323.2	1,329.6	<b>1,477.4</b>	<b>1,516.1</b>	626.2	704.7	<b>722.0</b>
(change from the previous corresponding period)			0.5%	<b>11.1%</b>	<b>2.7%</b>	-4.9%	12.5%	<b>2.0%</b>
Percentage of sales		69.5%	69.1%	<b>66.0%</b>	<b>67.1%</b>	68.3%	66.8%	<b>67.3%</b>
Production Printing		148.5	147.0	<b>185.0</b>	<b>194.9</b>	69.4	85.2	<b>88.9</b>
(change from the previous corresponding period)			-1.0%	<b>25.9%</b>	<b>8.2%</b>	-4.6%	22.8%	<b>7.2%</b>
Percentage of sales		7.8%	7.6%	<b>8.3%</b>	<b>8.6%</b>	7.6%	8.1%	<b>8.3%</b>
Network System Solutions		199.2	208.7	<b>308.0</b>	<b>308.4</b>	101.9	133.2	<b>144.1</b>
(change from the previous corresponding period)			4.8%	<b>47.5%</b>	<b>0.2%</b>	3.9%	30.7%	<b>8.2%</b>
Percentage of sales		10.5%	10.8%	<b>13.8%</b>	<b>13.6%</b>	11.1%	12.6%	<b>13.4%</b>
Industrial Products		98.0	93.0	<b>105.0</b>	<b>116.6</b>	47.4	51.5	<b>57.0</b>
(change from the previous corresponding period)			-5.1%	<b>12.8%</b>	<b>6.1%</b>	-6.2%	8.8%	<b>5.8%</b>
Percentage of sales		5.2%	4.8%	<b>4.7%</b>	<b>5.2%</b>	5.2%	4.9%	<b>5.3%</b>
Other		134.3	146.0	<b>161.4</b>	<b>123.9</b>	72.3	80.7	<b>60.6</b>
(change from the previous corresponding period)			8.7%	<b>10.5%</b>	<b>2.6%</b>	22.3%	11.6%	<b>-1.1%</b>
Percentage of sales		7.0%	7.7%	<b>7.2%</b>	<b>5.5%</b>	7.8%	7.7%	<b>5.7%</b>
4. Sales by Geographic Area	Mar.'11 (*1)	Mar.'12 (*1*3)	Mar.'13	Mar.'14	Mar.'15 (Forecast)	Sep.'12	Sep.'13	Sep.'14
Japan	875.8	886.4	870.3	<b>953.5</b>	<b>892.0</b>	430.7	443.8	<b>414.9</b>
(change from the previous corresponding period)		1.2%	-1.8%	<b>9.6%</b>	<b>-1.5%</b>	-0.9%	3.0%	<b>-1.4%</b>
Percentage of sales	45.1%	46.6%	45.2%	<b>42.6%</b>	<b>39.5%</b>	47.0%	42.0%	<b>38.7%</b>
Overseas	1,065.5	1,017.0	1,054.1	<b>1,283.3</b>	<b>1,368.0</b>	486.7	611.7	<b>657.8</b>
(change from the previous corresponding period)		-4.5%	3.6%	<b>21.7%</b>	<b>6.0%</b>	-3.5%	25.7%	<b>6.4%</b>
Percentage of sales	54.9%	53.4%	54.8%	<b>57.4%</b>	<b>60.5%</b>	53.0%	58.0%	<b>61.3%</b>
The Americas	520.0	468.7	496.6	<b>591.2</b>	<b>619.1</b>	234.3	286.0	<b>304.2</b>
(change from the previous corresponding period)		-9.9%	5.9%	<b>19.1%</b>	<b>5.1%</b>	0.0%	22.1%	<b>6.5%</b>
Percentage of sales	26.8%	24.6%	25.8%	<b>26.4%</b>	<b>27.4%</b>	25.5%	27.1%	<b>28.4%</b>
Europe, Middle East and Africa	415.1	421.3	421.7	<b>519.4</b>	<b>545.0</b>	187.1	240.5	<b>254.4</b>
(change from the previous corresponding period)		1.5%	0.1%	<b>23.2%</b>	<b>5.0%</b>	-10.0%	28.5%	<b>5.3%</b>
Percentage of sales	21.4%	22.1%	21.9%	<b>23.2%</b>	<b>24.1%</b>	20.4%	22.8%	<b>23.7%</b>
Other	130.3	126.9	135.7	<b>172.6</b>	<b>203.9</b>	65.2	85.1	<b>99.2</b>
(change from the previous corresponding period)		-2.6%	6.9%	<b>27.2%</b>	<b>11.9%</b>	4.8%	30.5%	<b>9.1%</b>
Percentage of sales	6.7%	6.7%	7.1%	<b>7.7%</b>	<b>9.0%</b>	7.1%	8.1%	<b>9.2%</b>

\*1 During the previous fiscal year end, Ricoh has accounted for subsidiaries that changed their fiscal year-ends from December 31 to March 31 as if their fiscal year-ends in prior years were March 31 and has restated consolidated financial statements for the fiscal year 2012/3.

\*2 Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category). Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year. The above reclassification was made to the prior year's figures.

\*3 Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year. The reclassification was made to the prior year's

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Key Financial Figures(Consolidated)

October 27, 2014  
 RICOH COMPANY, LTD.  
 (Billions of yen)

1. Operating Results	(Three months ended)								IFRS	
	Jun.'12	Sep.'12	Dec.'12	Mar.'13	Jun.'13	Sep.'13	Dec.'13	Mar.'14	Jun.'14	Sep.'14
Sales	459.3	458.0	469.6	537.3	521.7	533.8	555.9	625.3	526.4	546.3
(change from the previous corresponding period)	-1.7%	-2.9%	2.6%	6.1%	13.6%	16.5%	18.4%	16.4%	2.3%	4.2%
Domestic sales	215.4	215.3	210.1	229.4	217.7	226.0	228.5	281.2	205.4	209.4
(change from the previous corresponding period)	0.1%	-1.8%	-0.2%	-4.9%	1.1%	5.0%	8.7%	22.6%	-0.4%	-2.5%
Overseas sales	243.9	242.7	259.4	307.9	303.9	307.8	327.4	344.1	321.0	336.8
(change from the previous corresponding period)	-3.2%	-3.8%	5.0%	16.1%	24.6%	26.8%	26.2%	11.8%	4.0%	8.8%
Overseas sales ratio	53.1%	53.0%	55.3%	57.3%	58.3%	57.7%	58.9%	55.0%	61.0%	61.7%
Gross profit	189.8	184.5	188.9	205.1	214.1	216.2	226.6	237.2	219.3	227.1
(change from the previous corresponding period)	-3.9%	-2.5%	4.2%	11.3%	12.8%	17.2%	19.9%	15.6%	3.8%	8.8%
Percentage of sales	41.3%	40.3%	40.2%	38.2%	41.0%	40.5%	40.8%	37.9%	41.7%	41.6%
Selling, general and administrative expenses	175.6	171.4	175.9	182.2	195.0	189.4	194.2	195.1	192.1	198.4
(change from the previous corresponding period)	-5.7%	-15.4%	-18.7%	10.2%	11.1%	10.5%	10.5%	7.1%	1.6%	10.8%
Percentage of sales	38.2%	37.4%	37.4%	33.9%	37.4%	35.5%	35.0%	31.2%	36.5%	36.3%
Operating profit	14.2	13.1	13.0	22.9	19.0	26.7	32.3	42.1	27.1	28.6
(change from the previous corresponding period)	26.1%	---	---	21.2%	33.5%	104.4%	147.0%	83.8%	22.2%	-3.4%
Percentage of sales	3.1%	2.9%	2.8%	4.3%	3.7%	5.0%	5.8%	6.7%	5.2%	5.3%
Profit before income tax expenses	12.2	12.2	11.7	21.8	18.5	25.8	31.5	41.3	25.8	29.7
(change from the previous corresponding period)	32.2%	---	---	31.7%	51.0%	111.6%	167.4%	88.6%	24.1%	1.4%
Percentage of sales	2.7%	2.7%	2.5%	4.1%	3.6%	4.8%	5.7%	6.6%	4.9%	5.5%
Profit attributable to owners of the parent	6.5	5.1	5.5	15.1	10.1	14.5	18.8	29.2	15.0	18.8
(change from the previous corresponding period)	32.5%	---	---	75.8%	55.4%	181.1%	237.3%	93.0%	28.8%	15.3%
Percentage of sales	1.4%	1.1%	1.2%	2.8%	1.9%	2.7%	3.4%	4.7%	2.9%	3.4%
Earnings per share attributable to owners of the parent-basic[per share]	9.02	7.13	7.71	20.92	14.01	20.07	26.00	40.38	20.80	26.07
(change from the previous corresponding period)	32.6%	---	---	75.9%	55.3%	181.5%	237.2%	93.0%	28.9%	15.4%
Exchange rate [yen/US\$]	80.23	78.64	81.27	92.28	98.79	99.01	100.46	102.94	102.15	103.95
[yen/EURO]	103.06	98.29	105.43	121.81	129.04	131.15	136.70	141.08	140.13	137.77
2. Other ratios										
R&D Expenditure	27.0	27.7	27.4	29.8	28.0	29.5	28.3	30.2	27.9	30.2
R&D Expenditure / Sales	5.9%	6.0%	5.8%	5.5%	5.4%	5.5%	5.1%	4.8%	5.3%	5.5%
Finance income	0.8	0.6	0.3	1.1	0.5	0.6	0.4	1.0	0.7	2.6
Finance costs	1.5	2.0	1.4	2.3	1.4	2.2	1.6	2.2	2.1	1.6
Financial income(expenses)net	-0.6	-1.3	-1.1	-1.1	-0.8	-1.6	-1.1	-1.2	-1.3	1.0
Interest coverage ratio(%) [times]	9.9	6.8	9.0	10.3	13.8	12.4	20.4	18.9	13.2	19.4
Depreciation for tangible fixed assets	14.7	15.9	13.9	15.9	16.6	18.6	18.9	18.1	17.4	18.3
Expenditure for plant and equipment	19.1	22.1	19.7	25.4	18.7	19.4	17.0	23.4	18.2	20.4
Free Cash Flow	-15.3	-8.8	-23.7	66.0	-5.4	-6.0	-14.9	51.2	-7.1	-36.1
Liquidity at hand	152.8	126.2	138.4	120.3	128.0	128.8	147.8	144.1	121.7	137.9
Liquidity at hand/Averaged sales [months]	1.00	0.83	0.88	0.67	0.74	0.72	0.80	0.69	0.69	0.76
Inventories	199.4	196.6	212.1	195.3	205.4	209.7	228.4	194.7	203.6	211.8
Inventories/Averaged cost of sales [months]	2.22	2.16	2.27	1.76	2.00	1.98	2.08	1.51	1.99	1.99
Debt	758.8	742.4	789.1	702.7	724.6	735.0	778.1	724.4	723.2	773.6
Debt on total assets	33.8%	33.5%	33.7%	29.8%	29.9%	30.3%	30.4%	28.3%	28.3%	29.4%
Total assets	2,243.1	2,218.5	2,343.0	2,360.6	2,421.0	2,423.6	2,560.4	2,556.9	2,556.2	2,632.5
Profit before income tax expenses on total assets	0.5%	0.5%	0.5%	0.9%	0.8%	1.1%	1.3%	1.6%	1.0%	1.1%
Equity attributable to owners of the parent	792.4	801.3	845.6	897.9	918.7	947.4	1,003.4	1,017.9	1,022.8	1,064.4
Equity ratio	35.3%	36.1%	36.1%	38.0%	37.9%	39.1%	39.2%	39.8%	40.0%	40.4%
Return on equity	0.8%	0.6%	0.7%	1.7%	1.1%	1.6%	1.9%	2.9%	1.5%	1.8%
Number of employees(Japan)(thousand of people)	38.8	38.3	37.7	37.4	37.5	37.3	37.0	36.8	37.2	36.9
Number of employees(Overseas)(thousand of people)	70.1	70.7	70.3	70.0	70.5	71.3	71.2	71.3	72.0	73.0
Number of employees (Total)(thousand of people)	108.9	109.0	108.1	107.4	108.0	108.7	108.3	108.1	109.3	109.9

Interest coverage ratio(%)=(Interest and dividend income + Operating profit) ÷ Interest expense

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# Key Financial Figures(Consolidated)

October 27, 2014  
**RICOH COMPANY, LTD.**  
 (Billions of yen)

(Three months ended)										IFRS	
3. Sales by Category	Jun.'12	Sep.'12	Dec.'12	Mar.'13	Jun.'13	Sep.'13	Dec.'13	Mar.'14	Jun.'14	Sep.'14	
Imaging & Solutions	400.5	397.0	409.6	478.1	459.5	463.6	<b>489.8</b>	<b>557.4</b>	<b>470.4</b>	<b>484.6</b>	
(change from the previous corresponding period)	-3.1%	-4.5%	3.3%	7.4%	14.7%	16.8%	<b>19.6%</b>	<b>16.6%</b>	<b>2.1%</b>	<b>4.6%</b>	
Percentage of sales	87.2%	86.7%	87.2%	89.0%	88.1%	86.8%	<b>88.1%</b>	<b>89.1%</b>	<b>89.4%</b>	<b>88.7%</b>	
Office Imaging	321.7	304.5	325.4	377.8	361.0	343.6	<b>370.5</b>	<b>402.1</b>	<b>359.7</b>	<b>362.2</b>	
(change from the previous corresponding period)	-3.6%	-6.2%	3.9%	7.5%	12.2%	12.9%	<b>13.8%</b>	<b>6.4%</b>	<b>-1.0%</b>	<b>5.1%</b>	
Percentage of sales	70.0%	66.5%	69.3%	70.3%	69.2%	64.4%	<b>66.7%</b>	<b>64.3%</b>	<b>68.3%</b>	<b>66.3%</b>	
Production Printing	34.6	34.7	35.3	42.2	40.4	44.7	<b>47.6</b>	<b>52.1</b>	<b>41.9</b>	<b>46.9</b>	
(change from the previous corresponding period)	-1.8%	-7.2%	-6.7%	11.5%	16.9%	28.7%	<b>34.9%</b>	<b>23.3%</b>	<b>6.8%</b>	<b>7.6%</b>	
Percentage of sales	7.5%	7.6%	7.5%	7.9%	7.8%	8.4%	<b>8.6%</b>	<b>8.3%</b>	<b>8.0%</b>	<b>8.6%</b>	
Network System Solutions	44.1	57.7	48.7	58.0	58.0	75.2	<b>71.5</b>	<b>103.1</b>	<b>68.7</b>	<b>75.4</b>	
(change from the previous corresponding period)	-0.3%	7.5%	7.7%	3.8%	31.5%	30.2%	<b>46.7%</b>	<b>77.8%</b>	<b>18.5%</b>	<b>0.3%</b>	
Percentage of sales	9.6%	12.6%	10.4%	10.8%	11.1%	14.1%	<b>12.8%</b>	<b>16.5%</b>	<b>13.1%</b>	<b>13.8%</b>	
Industrial Products	23.5	23.9	22.7	22.8	24.3	27.2	<b>27.1</b>	<b>26.2</b>	<b>27.3</b>	<b>29.6</b>	
(change from the previous corresponding period)	-6.7%	-5.8%	-6.4%	-1.1%	3.6%	13.9%	<b>19.3%</b>	<b>14.7%</b>	<b>7.4%</b>	<b>4.5%</b>	
Percentage of sales	5.1%	5.2%	4.8%	4.3%	4.7%	5.1%	<b>4.9%</b>	<b>4.2%</b>	<b>5.2%</b>	<b>5.4%</b>	
Other	35.3	37.0	37.2	36.3	37.8	42.9	<b>38.9</b>	<b>41.6</b>	<b>28.5</b>	<b>32.0</b>	
(change from the previous corresponding period)	22.4%	22.2%	0.5%	4.5%	7.0%	15.9%	<b>4.5%</b>	<b>14.6%</b>	<b>-0.1%</b>	<b>-2.0%</b>	
Percentage of sales	7.7%	8.1%	8.0%	6.7%	7.2%	8.0%	<b>7.0%</b>	<b>6.7%</b>	<b>5.4%</b>	<b>5.9%</b>	
4. Sales by Geographic Area	Jun.'12	Sep.'12	Dec.'12	Mar.'13	Jun.'13	Sep.'13	Dec.'13	Mar.'14	Jun.'14	Sep.'14	
Japan	215.4	215.3	210.1	229.4	217.7	226.0	<b>228.5</b>	<b>281.2</b>	<b>205.4</b>	<b>209.4</b>	
(change from the previous corresponding period)	0.1%	-1.8%	-0.2%	-4.9%	1.1%	5.0%	<b>8.7%</b>	<b>22.6%</b>	<b>-0.4%</b>	<b>-2.5%</b>	
Percentage of sales	46.9%	47.0%	44.7%	42.7%	41.7%	42.3%	<b>41.1%</b>	<b>45.0%</b>	<b>39.0%</b>	<b>38.3%</b>	
Overseas	243.9	242.7	259.4	307.9	303.9	307.8	<b>327.4</b>	<b>344.1</b>	<b>321.0</b>	<b>336.8</b>	
(change from the previous corresponding period)	-3.2%	-3.8%	5.0%	16.1%	24.6%	26.8%	<b>26.2%</b>	<b>11.8%</b>	<b>4.0%</b>	<b>8.8%</b>	
Percentage of sales	53.1%	53.0%	55.3%	57.3%	58.3%	57.7%	<b>58.9%</b>	<b>55.0%</b>	<b>61.0%</b>	<b>61.7%</b>	
The Americas	117.4	116.8	119.5	142.7	142.5	143.5	<b>147.5</b>	<b>157.6</b>	<b>147.3</b>	<b>156.9</b>	
(change from the previous corresponding period)	2.8%	-2.7%	6.0%	17.4%	21.3%	22.9%	<b>23.5%</b>	<b>10.4%</b>	<b>2.9%</b>	<b>10.2%</b>	
Percentage of sales	25.6%	25.5%	25.4%	26.6%	27.3%	26.9%	<b>26.5%</b>	<b>25.2%</b>	<b>28.0%</b>	<b>28.7%</b>	
Europe, Middle East and Africa	95.2	91.9	107.1	127.4	121.3	119.1	<b>136.3</b>	<b>142.5</b>	<b>128.0</b>	<b>126.3</b>	
(change from the previous corresponding period)	-11.6%	-8.3%	3.6%	15.8%	27.4%	29.7%	<b>27.2%</b>	<b>11.9%</b>	<b>4.9%</b>	<b>5.7%</b>	
Percentage of sales	20.7%	20.1%	22.8%	23.7%	23.3%	22.3%	<b>24.5%</b>	<b>22.8%</b>	<b>24.3%</b>	<b>23.1%</b>	
Other	31.2	34.0	32.8	37.7	40.0	45.1	<b>43.5</b>	<b>43.9</b>	<b>45.5</b>	<b>53.6</b>	
(change from the previous corresponding period)	3.6%	5.9%	5.8%	11.9%	28.2%	32.6%	<b>32.6%</b>	<b>16.6%</b>	<b>5.5%</b>	<b>12.3%</b>	
Percentage of sales	6.8%	7.4%	7.1%	7.0%	7.7%	8.4%	<b>7.9%</b>	<b>7.0%</b>	<b>8.7%</b>	<b>9.9%</b>	

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