

Selected Financial Data 1

Related Consolidated Profit and Loss

Ricoh Company, Ltd. and Consolidated Subsidiaries
For the Years Ended March 31

	2002/03	2003/03	2004/03
Net Sales	¥1,672,340	¥1,732,012	¥1,773,306
Cost of sales	972,394	991,911	1,013,249
Gross profit	699,946	740,101	760,057
Selling, general and administrative expenses	570,251	610,380	614,652
Operating income	129,695	129,721	145,405
Income before income taxes	113,950	119,708	138,472
Provision for income taxes	51,147	49,089	54,768
Income from continuing operations	61,614	71,648	89,049
Income from discontinued operations, net of tax	-	865	2,717
Net income attributable to Ricoh Company, Ltd.	61,614	72,513	91,766
Exchange rate [yen/US\$]	125.10	121.96	113.09
[yen/EURO]	110.60	121.00	132.65

* As a result of the sale of a business, the operating results from the discontinued operations have been reclassified in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets" from fiscal year 2003 to 2006.

Sales by Category

Imaging & Solutions	-	-	-
Imaging Solutions	-	-	-
Network System Solutions	-	-	-
Industrial Products	-	-	-
Other	-	-	-

* Ricoh revised business Segments from fiscal year 2006. The figure of fiscal year 2005 have been revised to conform to current presentation.

Sales by Geographic Area

Japan	¥ 902,655	¥ 889,676	¥ 907,121
Overseas	769,685	842,336	866,185
The Americas	341,747	343,940	326,380
Europe	311,312	354,477	402,392
Other	116,626	143,919	137,413

Millions of Yen							Thousands of U.S. Dollars
2005/03	2006/03	2007/03	2008/03	2009/03	2010/03	2011/03	2011/03
¥1,807,406	¥1,909,238	¥2,068,925	¥2,219,989	¥2,091,696	¥2,016,337	¥1,942,013	\$23,397,747
1,058,232	1,114,238	1,206,519	1,292,262	1,237,310	1,193,994	1,151,939	13,878,783
749,174	795,000	862,406	927,727	854,386	822,343	790,074	9,518,964
618,065	646,416	688,026	746,221	779,850	756,346	729,878	8,793,711
131,109	148,584	174,380	181,506	74,536	65,997	60,196	725,253
130,983	152,766	174,519	174,669	30,939	57,524	45,400	546,988
48,840	56,165	64,326	63,396	22,158	27,678	22,621	272,542
80,537	95,022	106,224	106,463	6,530	27,873	19,650	236,747
2,606	2,035	5,500	-	-	-	-	-
83,143	97,057	111,724	106,463	6,530	27,873	19,650	236,747
107.58	113.26	117.02	114.40	100.55	92.91	85.77	
135.25	137.86	150.08	161.69	143.74	131.21	113.28	
¥1,531,428	¥1,637,228	¥1,774,467	¥1,909,573	¥1,833,098	¥1,790,243	¥1,713,307	\$20,642,253
1,332,299	1,446,635	1,580,155	1,709,491	1,598,614	1,516,172	1,429,824	17,226,795
199,129	190,593	194,312	200,082	234,484	274,071	283,483	3,415,458
119,408	120,636	133,387	144,340	115,550	101,692	106,830	1,287,108
156,570	151,374	161,071	166,076	143,048	124,402	121,876	1,468,386
¥ 966,273	¥ 966,224	¥1,002,251	¥1,016,034	¥ 938,331	¥ 876,578	¥ 875,859	\$10,552,518
841,133	943,014	1,066,674	1,203,955	1,153,365	1,139,759	1,066,154	12,845,229
325,597	387,412	426,453	434,799	502,862	557,687	521,970	6,288,795
408,906	434,800	507,158	603,219	523,407	458,584	413,936	4,987,181
106,630	120,802	133,063	165,937	127,096	123,488	130,248	1,569,253

Selected Financial Data 2

R&D, Depreciation and Capital investments

Ricoh Company, Ltd. and Consolidated Subsidiaries
For the Years Ended March 31

	2002/03	2003/03	2004/03
R&D Expenditure	¥ 80,799	¥ 83,551	¥ 92,515
Depreciation for tangible fixed assets	73,782	69,558	67,684
Capital Investments	75,676	73,956	75,507

Related Consolidated Cash Flows

Cash Flows from operating activities	¥ 105,138	¥ 182,730	¥ 151,080
Cash Flows from investing activities	(81,421)	97,983	(63,404)
Free Cash Flow	23,717	280,713	87,676
Cash Flows from financing activities	36,235	(67,143)	(74,835)

Related Consolidated Balance Sheets (at year end)

Liquidity at hand	¥ 205,585	¥ 200,437	¥ 249,125
Inventories	162,176	146,051	145,369
Debt (Short-term borrowings and Long-term indebtedness)	561,403	484,615	432,732
Total assets	1,832,928	1,884,922	1,852,793
Shareholders' equity	633,020	657,514	795,131

Selected Consolidated Financial Data

Operating Income Ratio	7.8%	7.5%	8.2%
Net Income Ratio	3.7%	4.2%	5.2%
Return of Equity (ROE)	10.4%	11.2%	12.6%
Equity Ratio	34.5%	34.9%	42.9%

Net income attributable to Ricoh Company, Ltd. shareholders per share
(in yen and dollars)

Basic	88.27	99.79	123.63
Diluted	82.46	96.81	123.63
Dividends per share (in yen and dollars)	13.00	14.00	18.00
Common stock price range (in yen and dollars)			
High	2,735	2,470	2,365
Low	1,563	1,637	1,607

Consolidated number of employees

Japan	40.0	39.4	38.8
Overseas	34.2	35.1	34.3
Total	74.2	74.6	73.1

Millions of Yen							Thousands of U.S. Dollars
2005/03	2006/03	2007/03	2008/03	2009/03	2010/03	2011/03	2011/03
¥ 110,478	¥ 110,385	¥ 114,985	¥ 126,033	¥ 124,406	¥ 109,826	¥ 110,822	\$ 1,335,205
66,796	67,468	72,432	72,762	74,886	70,329	67,239	810,108
84,701	102,054	85,800	85,215	96,958	66,979	66,976	806,940
¥ 129,170	¥ 173,479	¥ 167,297	¥ 194,363	¥ 87,488	¥ 190,703	¥ 130,050	\$ 1,566,867
(96,081)	(120,051)	(115,432)	(198,350)	(283,172)	(89,570)	(92,008)	(1,108,530)
33,089	53,428	51,865	(3,987)	(195,684)	101,133	38,042	458,337
(56,439)	(59,989)	9,282	(72,185)	295,914	(113,378)	(92,108)	(1,109,735)
¥ 188,449	¥ 188,687	¥ 257,331	¥ 172,138	¥ 260,527	¥ 243,888	¥ 181,179	\$ 2,182,880
167,365	169,245	184,354	192,023	191,570	169,251	171,033	2,060,638
410,085	381,277	415,648	384,372	779,195	684,445	630,445	7,595,723
1,953,669	2,041,183	2,243,406	2,214,368	2,513,495	2,383,943	2,262,396	27,257,783
862,998	960,245	1,070,913	1,080,196	975,373	973,341	929,877	11,203,337
7.3%	7.8%	8.4%	8.2%	3.6%	3.3%	3.1%	
4.6%	5.1%	5.4%	4.8%	0.3%	1.4%	1.0%	
10.0%	10.6%	11.0%	9.9%	0.6%	2.9%	2.1%	
44.2%	47.0%	47.7%	48.8%	38.8%	40.8%	41.1%	
112.64	132.33	153.10	146.04	9.02	38.41	27.08	0.33
112.64	123.33	151.89	142.15	8.75	37.36	26.53	0.32
20.00	24.00	28.00	33.00	33.00	33.00	33.00	0.40
2,345	2,360	2,775	2,950	1,986	1,473	1,647	19.84
1,782	1,646	1,991	1,395	770	1,089	818	9.86
							Thousands of people
40.1	39.9	40.3	40.3	40.8	41.1	40.1	
34.9	36.2	41.5	43.0	67.6	67.4	68.9	
75.0	76.1	81.9	83.4	108.4	108.5	109.0	

Selected Financial Data 3

Consolidated Statement of Income (Quarterly)

	2009/3 1Q	2009/3 2Q	2009/3 3Q	2009/3 4Q
Net Sales	¥521,574	¥544,353	¥502,091	¥523,678
Cost of sales	293,177	329,406	287,946	326,781
Gross profit	228,397	214,947	214,145	196,897
Selling, general and administrative expenses	188,647	189,621	192,843	208,739
Operating income	39,750	25,326	21,302	(11,842)
Income before income taxes	43,735	15,140	1,188	(29,124)
Provision for income taxes	16,825	5,757	5,698	(6,122)
Net income attributable to Ricoh Company,Ltd.	25,743	8,602	(4,805)	(23,010)

Sales by Category

Imaging & Solutions	¥455,258	¥464,514	¥443,996	¥469,330
Imaging Solutions	410,118	403,987	383,997	400,512
Network System Solutions	45,140	60,527	59,999	68,818
Industrial Products	33,095	34,746	25,913	21,796
Other	33,221	45,093	32,182	32,552

Sales by Geographic Area

Japan	¥233,869	¥249,948	¥221,069	¥233,445
Overseas	287,705	294,406	281,022	290,232
The Americas	101,664	115,921	132,882	152,395
Europe	148,671	140,039	119,553	115,144
Other	37,370	38,445	28,587	22,694

Millions of Yen

2010/3 1Q	2010/3 2Q	2010/3 3Q	2010/3 4Q	2011/3 1Q	2011/3 2Q	2011/3 3Q	2011/3 4Q
¥491,389	¥497,402	¥485,940	¥541,606	¥482,954	¥487,902	¥468,195	¥502,962
291,084	299,505	275,736	327,669	278,636	289,302	271,634	312,367
200,305	197,897	210,204	213,937	204,318	198,600	196,561	190,595
194,229	189,978	186,467	185,672	182,471	182,435	180,584	184,388
6,076	7,919	23,737	28,265	21,847	16,165	15,977	6,207
3,415	3,351	24,057	26,701	15,492	12,573	13,279	4,056
1,879	1,995	11,064	12,740	7,296	6,298	4,556	4,471
903	905	12,608	13,457	7,333	5,179	7,828	(690)
¥436,820	¥438,309	¥430,961	¥484,153	¥424,689	¥426,294	¥413,424	¥448,900
378,098	366,971	368,192	402,911	359,925	346,771	346,188	376,940
58,722	71,338	62,769	81,242	64,764	79,523	67,236	71,960
24,754	26,447	25,156	25,335	27,905	27,838	26,393	24,694
29,815	32,646	29,823	32,118	30,360	33,770	28,378	29,368
¥206,739	¥214,950	¥204,838	¥250,051	¥212,916	¥226,149	¥210,357	¥226,437
284,650	282,452	281,102	291,555	270,038	261,753	257,838	276,525
142,770	138,388	135,239	141,290	133,410	131,447	124,567	132,546
113,750	112,396	115,321	117,117	103,117	97,934	102,480	110,405
28,130	31,668	30,542	33,148	33,511	32,372	30,791	33,574