

# QUARTERLY REPORT

Nine months ended December 31, 2012

Results for the Period from April 1, 2012 to December 31, 2012

Three months ended December 31, 2012

Results for the Period from October 1, 2012 to December 31, 2012

## Performance Outline (Consolidated)

(1) Third Quarter ended December 31, 2011, 2012 and Year ending March 31, 2013 (Forecast)

(Billions of yen)

	Third Quarter ended	Third Quarter ended	Change	Year ending	
	December 31, 2011	December 31, 2012		March 31, 2013	Change
	Results	Results		Forecast	
Domestic sales	645.1	640.9	-0.7%	883.0	-0.4%
Overseas sales	751.7	746.1	-0.7%	1,037.0	2.0%
Net sales	1,396.8	1,387.0	-0.7%	1,920.0	0.9%
Gross profit	568.2	563.4	-0.9%	765.0	1.6%
Operating income (loss)	-37.0	40.4	-	75.0	-
Income (loss) before income taxes	-48.5	36.2	-	67.5	-
Net income (loss) attributable to Ricoh Company, Ltd.	-53.1	17.3	-	36.0	-
Exchange rate (Yen/US\$)	79.00	80.05	1.05	81.29	2.21
Exchange rate (Yen/EURO)	110.71	102.26	-8.45	105.44	-3.61
Net income (loss) attributable to Ricoh Company, Ltd shareholders per share-basic (yen)	-73.31	23.86	97.17	49.65	111.07
Net income (loss) attributable to Ricoh Company, Ltd shareholders per share-diluted (yen)	-73.31	-	-	-	-
Cash flows from operating activities	-25.6	28.3	53.9	-	-
Cash flows from investing activities	-88.8	-76.2	12.6	-	-
Cash flows from financing activities	102.6	25.4	-77.2	-	-
Cash and cash equivalents at end of period	151.8	134.4	-17.4	-	-
Capital expenditures	53.9	61.1	7.1	79.0	5.7
Depreciation for tangible fixed assets	46.8	44.5	-2.2	60.0	-4.9
R&D expenditures	89.3	82.1	-7.1	113.0	-6.0
	March 31, 2012	December 31, 2012	Change		
Total assets	2,289.3	2,343.0	53.7		
Ricoh Company, Ltd. shareholders' equity	822.7	845.6	22.9		
Interest-bearing debt	741.8	789.1	47.2		
Ricoh Company, Ltd. shareholders' equity ratio (%)	35.9	36.1	0.2		
Ricoh Company, Ltd. shareholders' equity per share (yen)	1,134.64	1,166.31	31.67		

(2) Three months ended December 31, 2011 and 2012

	Three months ended	Three months ended	Change
	December 31, 2011	December 31, 2012	
	Results	Results	
Domestic sales	210.5	210.1	-0.2%
Overseas sales	247.1	259.4	5.0%
Net sales	457.7	469.6	2.6%
Gross profit	181.4	188.9	4.2%
Operating income (loss)	-34.9	13.0	-
Income (loss) before income taxes	-38.8	11.7	-
Net income (loss) attributable to Ricoh Company, Ltd.	-44.3	5.5	-
Exchange rate (Yen/US\$)	77.39	81.27	3.88
Exchange rate (Yen/EURO)	104.29	105.43	1.14
Net income (loss) attributable to Ricoh Company, Ltd shareholders per share-basic (yen)	-61.19	7.71	68.90
Net income (loss) attributable to Ricoh Company, Ltd shareholders per share-diluted (yen)	-61.19	-	-
Capital expenditures	17.0	19.7	2.6
Depreciation for tangible fixed assets	15.9	13.9	-2.0
R&D expenditures	29.5	27.4	-2.1

### Ricoh Company, Ltd.

\* The Company bases the forecast estimates for the fiscal year ending March 31, 2013 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

\*During the previous fiscal year, 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 third quarter of fiscal year 2011.

# Ricoh Company, Ltd. and Consolidated Subsidiaries

## Financial Highlights for the Third Quarter Ended December 31, 2012 (U.S. GAAP Financial Information)

### 1. Results for the Period from April 1, 2012 to December 31, 2012

(1) Operating Results	(Millions of yen)	
	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012
Net sales	1,396,867	1,387,099
<i>(% change from the previous corresponding period)</i>	-5.3	-0.7
Operating income (loss)	-37,008	40,483
<i>(% change from the previous corresponding period)</i>	-	-
Income (loss) before income taxes	-48,569	36,274
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss) attributable to Ricoh Company, Ltd.	-53,185	17,302
<i>(% change from the previous corresponding period)</i>	-	-
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	-73.31	23.86
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-73.31	-

#### Notes:

- Comprehensive income: ¥ 41,526 million ( - %) (¥ -99,140 million ( - %) in income in previous fiscal year)
- During the previous fiscal year, 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 prior-year consolidated financial statements for the third quarter of fiscal year 2011.

(2) Financial Position	(Millions of yen)	
	March 31, 2012	December 31, 2012
Total assets	2,289,358	2,343,072
Total equity	879,018	904,600
Ricoh Company, Ltd. shareholders' equity	822,704	845,632
Ricoh Company, Ltd. shareholders' equity ratio (%)	35.9	36.1

### 2. Dividend information

	Year ended	Year ending
	March 31, 2012 (Results)	March 31, 2013 (Forecast)
Cash dividends, applicable to the year (yen)	25.00	29.00
Interim (yen)	16.50	12.50
Year-end (yen)	8.50	16.50

Notes: Revision of expected dividends during this period: No

### 3. Forecast of Operating Results from April 1, 2012 to March 31, 2013

	(Millions of yen)	
	Year ending March 31, 2013	
Net sales	1,920,000	
Operating income	75,000	
Income before income taxes	67,500	
Net income attributable to Ricoh Company, Ltd.	36,000	
Net income attributable to Ricoh Company, Ltd. shareholders per share (yen)	49.65	

Notes: Revision of forecast of consolidated operating results during this period: Yes

### 4. Others

- Changes in significant subsidiaries: No
- Adoption of concise quarterly accounting method or procedure: No
- Changes in accounting method: Yes  
\* For details see "4.Others" on page 5.
- Number of common stock outstanding (including treasury stock):  
As of December 31, 2012 744,912,078 shares As of March 31, 2012 744,912,078 shares
- Number of treasury stock:  
As of December 31, 2012 19,860,338 shares As of March 31, 2012 19,831,060 shares
- Average number of common stock:  
As of December 31, 2012 725,069,001 shares As of December 31, 2011 725,500,788 shares

## Consolidated Performance

### 1. Operating results

#### \*Overview

Consolidated net sales of Ricoh Group for the third quarter of fiscal year 2012 (the nine months period from April 1, 2012 to December 31, 2012) decreased by 0.7% as compared to the previous corresponding period, to ¥1,387.0 billion. During this period, the average yen exchange rates were ¥80.05 against the U.S. dollar (down ¥1.05) and ¥102.26 against the Euro (up ¥8.45). Net sales would have increased by 0.7% excluding impact of such foreign currency exchange fluctuation.

The Japanese economy has shown signs of gradual recovery with the increase in demand relating to the recovery and restoration of the areas affected by the Great East Japan Earthquake. However, with the continued strength of the Yen against the U.S. dollar and the Euro along with the continued worry of a global slowdown, the economic environment remained fairly stagnant for most of the third quarter. The higher expectations arising from the economic recovery plans introduced by the LDP has helped to weaken the Yen and increase the stock prices during the end of the third quarter, but the overall economic outlook still remains unpredictable. Under such conditions, domestic sales in the Imaging & Solutions segment and the Industrial Products segment decreased from the previous corresponding period. The Other segment increased compared to the previous corresponding period due to the additional sales contribution from Pentax Ricoh Imaging Co., Ltd. Overall, domestic sales decreased by 0.7% compared to the previous corresponding period.

Outside of the domestic market, the U.S. economy is showing signs of a modest recovery but the European economy remains stagnant under the prolonged Euro-debt crisis along with the economic slowdown in China and the rest of the emerging markets. These economic conditions together with the strong Yen have affected the overseas sales of Ricoh.

As for overseas sales by region, sales in the Americas increased by 1.9% compared to the previous corresponding period (an increase of 0.6% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa decreased by 5.5% due to the continued economic uncertainties in the region along with the strong Yen against the Euro (an increase of 2.3% excluding foreign currency exchange fluctuation). Sales in Other region, which includes China, South East Asia and Oceania, increased by 5.1% (an increase of 5.0%, excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market decreased by 0.7% compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by 1.8% compared to the previous corresponding period.

Although continued cost reduction activities have helped to reduce overall cost of the company, gross profit decreased by 0.9% as compared to the previous corresponding period, to ¥563.4 billion due to the decrease in sales and the strong Yen.

The group-wide activities to streamline costs have contributed significantly in reducing selling, general and administrative expenses. The costs related to these activities have decreased in total for the first three quarters of 2012, compared to the previous corresponding period. Furthermore, due to the impairment of long-lived assets and goodwill during the previous third quarter, the selling, general and administrative expenses decreased by 13.6% as compared to the previous corresponding period to ¥522.9 billion.

As a result, operating income increased to ¥40.4 billion (operating loss was ¥37.0 billion for the previous corresponding period).

Other (income) and expenses have improved this quarter compared to the previous corresponding period due to reduced losses from securities revaluation and the decrease in foreign exchange loss. As a result, income before income taxes increased as compared to the previous corresponding period; to ¥36.2 billion (loss before income taxes was ¥48.5 billion for the previous corresponding period).

Consequently, net income attributable to Ricoh Company, Ltd. increased by ¥70.4 billion as compared to the previous corresponding period; to ¥17.3 billion (net loss was ¥53.1 billion for the previous corresponding period).

Comprehensive income increased due primarily by the increase in net income and the increase of cumulative translation adjustments.

\*Conditions by Product Line

Conditions by Product Line for nine months ended December 31, 2012 are as follows;

Imaging & Solutions (Sales down 1.5% to ¥1,207.2 billion)

Office Imaging (Sales down 2.1% to ¥951.7 billion)

Sales in this category decreased by 2.1% as compared to the previous corresponding period, to ¥951.7 billion. The sales would have decreased by 0.4% excluding the effects of foreign currency fluctuations.

While sales of monochrome printers increased, the sales of color and monochrome PPCs and MFPs decreased as compared to the previous corresponding period.

Production Printing (Sales down 5.3% to ¥104.7 billion)

Despite the increase in the sales of cut sheet products, sales in this category decreased by 5.3% as compared to the previous corresponding period, to ¥104.7 billion due to the decrease in the sales of solution services in the overseas market.

Network System Solutions (Sales up 5.1% to ¥150.7 billion)

Sales in this category increased by 5.1% as compared to the previous corresponding period, to ¥150.7 billion due primarily to the increase in overseas sales of IT services.

As a result, sales in the Imaging & Solutions segment decreased by 1.5% as compared to the previous corresponding period, to ¥1,207.2 billion. Impairment of long-lived assets and goodwill during the previous third quarter along with the decrease in restructuring costs that contributed to the decrease in selling, general and administrative expenses in the current third quarter have both contributed to a significant improvement of our operating income compared to the previous corresponding period, to ¥91.8 billion.

Industrial Products (Sales down 6.3% to ¥70.2 billion)

Sales in the Industrial Products segment decreased by 6.3%, as compared to the previous corresponding period, to ¥70.2 billion. Sales of thermal media products increased from the previous corresponding period but the sales of semiconductor devices and electronic components decreased as compared to the previous corresponding period. The group-wide activities to streamline costs has contributed to the decrease in selling, general and administrative expenses, which also helped to reduce operating loss for this segment to a total of ¥0.4 billion (operating loss was ¥2.5 billion for the previous corresponding period).

Other (Sales up 13.9% to ¥109.6 billion)

Net sales in the Other segment increased by 13.9% as compared to the previous corresponding period, to ¥109.6 billion due to contribution in sales from Pentax Ricoh Imaging Co., Ltd. As a result operating loss in the Other segment amounted to ¥2.3 billion (operating loss was ¥3.0 billion for the previous corresponding period).

## 2. Financial Position

\*Assets, Liabilities and Equity

For Assets, cash and time deposits decreased compared to the previous corresponding period. Furthermore, foreign currency translation amount increased due to the depreciation of the Yen near the end of the fiscal quarter. As a result, total assets increased by ¥53.7 billion, to ¥2,343.0 billion.

For Liabilities, trade payables decreased in the domestic market and interest-bearing debt increased compared to the previous corresponding period. As a result, total liabilities increased by ¥28.1 billion, to ¥1,438.4 billion.

For Total Equity, the accumulated other comprehensive loss decreased due primarily to the fluctuation of cumulative translation adjustments reflecting exchange fluctuation from the end of the previous period. As a result, Total Equity increased by ¥25.5 billion from the end of the previous fiscal year, to ¥904.6 billion.

\*Cash Flows (Nine months from April 1, 2012 to December 31, 2012)

Due to increases current net income before tax, net cash provided by operating activities in this period increased by ¥53.9 billion as compared to the previous corresponding period, to ¥28.3 billion.

Net cash used in investing activities increased this quarter due to expenditures for PP&E. However, due to purchase of business in the previous corresponding period, net cash used in investing activities decreased by ¥12.6 billion, as compared to the previous corresponding period, to ¥76.2 billion.

Free cash outflows generated by operating and investing activities decreased by ¥66.5 billion, compared to the previous corresponding period, resulting in a negative free cash flow of ¥47.9 billion.

Net cash provided by financing activities in this period amounted to ¥25.4 billion, due primarily to the increase in interest-bearing

As a result, cash and cash equivalents as of December 31, 2012 decreased by ¥21.8 billion as compared to the end of the previous fiscal year, to ¥134.4 billion.

### 3. Forecast for the entire fiscal year

Based upon the changes in the business environment (i.e. exchange rate fluctuation) along with the third quarter business results, Ricoh will revise its forecast upwards for sales, gross profit, operating income, income before income taxes and net income attributable to Ricoh Company, Ltd from those previously announced in October. Furthermore, in order to more accurately reflect the recent fluctuation in the exchange rate, Ricoh assumes exchange rates of ¥85.00 against the U.S. dollar and of ¥115.00 against the Euro in the fourth quarter.

Our performance forecast for fiscal year 2012 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2013

US\$ 1 = ¥81.29 (¥79.08 in previous fiscal year)

EURO 1 = ¥105.44 (¥109.05 in previous fiscal year)

(Billions of yen)

	Year ended March 31, 2012 (Results)	Year ending March 31, 2013 (Forecast)	Change
Domestic sales	886.4	883.0	-0.4%
Overseas sales	1,017.0	1,037.0	2.0%
Net sales	1,903.4	1,920.0	0.9%
Gross profit	752.6	765.0	1.6%
Operating income (loss)	-18.0	75.0	-
Income (loss) before income taxes	-31.9	67.5	-
Net income (loss) attributable to Ricoh Company, Ltd.	-44.5	36.0	-

\* Ricoh bases the forecast estimates for the year ending March 31, 2013 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

### 4. Others

(1) Changes in significant subsidiaries:

Not applicable

(2) Adoption of concise quarterly accounting method or procedure:

Not applicable

(3) Changes in accounting method:

Ricoh adopted Accounting Standards Codification<sup>TM</sup> 220 as from April 1 2012, which was revised based on Accounting Standards Update (ASU) 2011-05 and 2011-12. ASU 2011-05 requires an entity to present net income and other comprehensive income either in a single continuous statement or in two separate, but consecutive, statements. This ASU also requires separate presentation in both net income and other comprehensive income of reclassification adjustments for items that are reclassified from other comprehensive income to net income. ASU 2011-12 defers the effective date for only the presentation requirements related to reclassifications in ASU 2011-05.

Ricoh has presented this requirement in two separate, but consecutive statements. Management believes this adoption has not made a material effect on Ricoh's consolidated financial statements.

The Company and its most of subsidiaries in Japan changed depreciation method of property, plant and equipment from declining-balance method to straight-line method for the period beginning after April 1, 2012. Management believes that straight-line method is appropriate in line with future use of property, plant and equipment.

The effect generated from this change will be accounted for the periods onward because the change in depreciation method is applicable to the change in accounting estimate.

Management believes this change has not made a material effect on Ricoh's consolidated financial statements.

During the previous fiscal year, 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 prior-year consolidated financial statements for the third quarter of fiscal year 2011.

## 5. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

Assets	(Millions of yen)		
	March 31, 2012	December 31, 2012	Change
<b>Current Assets</b>			
Cash and time deposits	158,671	138,425	-20,246
Trade receivables	686,930	709,822	22,892
Inventories	195,009	212,155	17,146
Other current assets	65,896	63,003	-2,893
<b>Total Current Assets</b>	<b>1,106,506</b>	<b>1,123,405</b>	<b>16,899</b>
<b>Fixed Assets</b>			
Tangible fixed assets	268,527	281,630	13,103
Finance receivables	468,004	482,717	14,713
Other investments	446,321	455,320	8,999
<b>Total Fixed Assets</b>	<b>1,182,852</b>	<b>1,219,667</b>	<b>36,815</b>
<b>Total Assets</b>	<b>2,289,358</b>	<b>2,343,072</b>	<b>53,714</b>

Note:

Contents of cash and time deposits;	March 31, 2012	December 31, 2012	
Cash and cash equivalents	156,210	134,408	
Time deposits	2,461	4,017	

Liabilities and Equity	(Millions of yen)		
	March 31, 2012	December 31, 2012	Change
<b>Current Liabilities</b>			
Trade payables	252,209	235,568	-16,641
Short-term borrowings	216,432	224,116	7,684
Other current liabilities	204,383	196,729	-7,654
<b>Total Current Liabilities</b>	<b>673,024</b>	<b>656,413</b>	<b>-16,611</b>
<b>Fixed Liabilities</b>			
Long-term indebtedness	525,435	565,020	39,585
Accrued pension and severance costs	164,757	163,354	-1,403
Other fixed liabilities	47,124	53,685	6,561
<b>Total Fixed Liabilities</b>	<b>737,316</b>	<b>782,059</b>	<b>44,743</b>
<b>Total Liabilities</b>	<b>1,410,340</b>	<b>1,438,472</b>	<b>28,132</b>
<b>Equity</b>			
Common stock	135,364	135,364	-
Additional paid-in capital	186,083	186,083	-
Retained earnings	742,549	744,618	2,069
Accumulated other comprehensive loss	-204,175	-183,302	20,873
Treasury stock	-37,117	-37,131	-14
<b>Total Ricoh Company, Ltd. shareholders' equity</b>	<b>822,704</b>	<b>845,632</b>	<b>22,928</b>
<b>Noncontrolling interests</b>	<b>56,314</b>	<b>58,968</b>	<b>2,654</b>
<b>Total Equity</b>	<b>879,018</b>	<b>904,600</b>	<b>25,582</b>
<b>Total Liabilities and Equity</b>	<b>2,289,358</b>	<b>2,343,072</b>	<b>53,714</b>

Note:

Accumulated other comprehensive loss;	March 31, 2012	December 31, 2012	Change
Net unrealized holding gains on available-for-sale securities	3,681	3,234	-447
Pension liability adjustments	-67,578	-68,339	-761
Net unrealized losses on derivative instruments	-1,153	-1,268	-115
Cumulative translation adjustments	-139,125	-116,929	22,196

Reference: Exchange rate

	March 31, 2012	December 31, 2012
US\$ 1	¥82.19	¥86.58
EURO 1	¥109.80	¥114.71

## (2) Consolidated Statements of Income and Consolidated Statement of Comprehensive Income

### Consolidated Statements of Income

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%
Net sales	1,396,867	1,387,099	-9,768	-0.7
Cost of sales	828,609	823,697	-4,912	-0.6
<i>Percentage of net sales (%)</i>	59.3	59.4		
Gross Profit	568,258	563,402	-4,856	-0.9
<i>Percentage of net sales (%)</i>	40.7	40.6		
Selling, general and administrative expenses	605,266	522,919	-82,347	-13.6
<i>Percentage of net sales (%)</i>	43.3	37.7		
Operating income (loss)	-37,008	40,483	77,491	-
<i>Percentage of net sales (%)</i>	-2.6	2.9		
Other (income) expenses				
Interest and dividend income	2,017	1,916	-101	-5.0
<i>Percentage of net sales (%)</i>	0.1	0.1		
Interest expense	4,971	5,047	76	1.5
<i>Percentage of net sales (%)</i>	0.4	0.4		
Other, net	8,607	1,078	-7,529	-87.5
<i>Percentage of net sales (%)</i>	0.6	0.0		
Income (Loss) before income taxes, equity income and noncontrolling interests	-48,569	36,274	84,843	-
<i>Percentage of net sales (%)</i>	-3.5	2.6		
Provision for income taxes	1,263	15,510	14,247	-
<i>Percentage of net sales (%)</i>	0.1	1.1		
Equity in earnings of affiliates	17	47	30	176.5
<i>Percentage of net sales (%)</i>	0.0	0.0		
Consolidated net income (loss)	-49,815	20,811	70,626	-
<i>Percentage of net sales (%)</i>	-3.6	1.5		
Net income (loss) attributable to noncontrolling interests	3,370	3,509	139	4.1
<i>Percentage of net sales (%)</i>	0.2	0.3		
Net income (loss) attributable to Ricoh Company, Ltd.	-53,185	17,302	70,487	-
<i>Percentage of net sales (%)</i>	-3.8	1.2		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥79.00	¥80.05		
EURO 1	¥110.71	¥102.26		

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%
Net sales	457,785	469,632	11,847	2.6
Cost of sales	276,379	280,636	4,257	1.5
<i>Percentage of net sales (%)</i>	60.4	59.8		
Gross Profit	181,406	188,996	7,590	4.2
<i>Percentage of net sales (%)</i>	39.6	40.2		
Selling, general and administrative expenses	216,381	175,901	-40,480	-18.7
<i>Percentage of net sales (%)</i>	47.2	37.4		
Operating income (loss)	-34,975	13,095	48,070	-
<i>Percentage of net sales (%)</i>	-7.6	2.8		
Other (income) expenses				
Interest and dividend income	514	380	-134	-26.1
<i>Percentage of net sales (%)</i>	0.1	0.1		
Interest expense	1,541	1,492	-49	-3.2
<i>Percentage of net sales (%)</i>	0.4	0.3		
Other, net	2,843	199	-2,644	-93.0
<i>Percentage of net sales (%)</i>	0.6	0.1		
Income (Loss) before income taxes, equity income and noncontrolling interests	-38,845	11,784	50,629	-
<i>Percentage of net sales (%)</i>	-8.5	2.5		
Provision for income taxes	4,346	5,109	763	17.6
<i>Percentage of net sales (%)</i>	0.9	1.1		
Equity in earnings of affiliates	18	-10	-28	-
<i>Percentage of net sales (%)</i>	0.0	-0.0		
Consolidated net income (loss)	-43,173	6,665	49,838	-
<i>Percentage of net sales (%)</i>	-9.4	1.4		
Net income (loss) attributable to noncontrolling interests	1,220	1,076	-144	-11.8
<i>Percentage of net sales (%)</i>	0.3	0.2		
Net income (loss) attributable to Ricoh Company, Ltd.	-44,393	5,589	49,982	-
<i>Percentage of net sales (%)</i>	-9.7	1.2		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥77.39	¥81.27		
EURO 1	¥104.29	¥105.43		

## Consolidated Statements of Comprehensive Income

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change
Consolidated net income (loss)	-49,815	20,811	70,626
Other comprehensive income (loss), net of tax			
Net unrealized holding losses on available-for-sale securities	-1,265	-449	816
Pension liability adjustments	-1,589	-747	842
Net unrealized losses on derivative instruments	-283	-117	166
Foreign currency translation adjustments	-46,188	22,028	68,216
	-49,325	20,715	70,040
Comprehensive gain (loss)	-99,140	41,526	140,666
Comprehensive income attributable to noncontrolling interests	3,209	3,351	142
Comprehensive gain (loss) attributable to Ricoh Company, Ltd.	-102,349	38,175	140,524

Reference : Exchange rate	December 31, 2011	December 31, 2012
US\$ 1	¥79.00	¥80.05
EURO 1	¥110.71	¥102.26

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change
Consolidated net income (loss)	-43,173	6,665	49,838
Other comprehensive income (loss), net of tax			
Net unrealized holding gains on available-for-sale securities	1,170	1,040	-130
Pension liability adjustments	-1,033	-4,195	-3,162
Net unrealized gains (losses) on derivative instruments	-256	175	431
Foreign currency translation adjustments	-1,234	50,876	52,110
	-1,353	47,896	49,249
Comprehensive gain (loss)	-44,526	54,561	99,087
Comprehensive income attributable to noncontrolling interests	1,203	1,204	1
Comprehensive gain (loss) attributable to Ricoh Company, Ltd.	-45,729	53,357	99,086

Reference : Exchange rate	December 31, 2011	December 31, 2012
US\$ 1	¥77.39	¥81.27
EURO 1	¥104.29	¥105.43



### Consolidated Sales by Product Category

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%
<Imaging & Solutions>				
Office Imaging	971,707	951,753	-19,954	-2.1
<i>Percentage of net sales (%)</i>	69.6	68.6		
Production Printing	110,642	104,774	-5,868	-5.3
<i>Percentage of net sales (%)</i>	7.9	7.6		
Network System Solutions	143,367	150,714	7,347	5.1
<i>Percentage of net sales (%)</i>	10.3	10.9		
Imaging & Solutions Total	1,225,716	1,207,241	-18,475	-1.5
<i>Percentage of net sales (%)</i>	87.8	87.1		
<Industrial Products>				
Industrial Products	74,903	70,201	-4,702	-6.3
<i>Percentage of net sales (%)</i>	5.4	5.1		
<Other>				
Other	96,248	109,657	13,409	13.9
<i>Percentage of net sales (%)</i>	6.8	7.8		
Grand Total	1,396,867	1,387,099	-9,768	-0.7
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥79.00	¥80.05		
EURO 1	¥110.71	¥102.26		

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%
<Imaging & Solutions>				
Office Imaging	313,222	325,473	12,251	3.9
<i>Percentage of net sales (%)</i>	68.4	69.3		
Production Printing	37,873	35,339	-2,534	-6.7
<i>Percentage of net sales (%)</i>	8.3	7.5		
Network System Solutions	45,312	48,792	3,480	7.7
<i>Percentage of net sales (%)</i>	9.9	10.4		
Imaging & Solutions Total	396,407	409,604	13,197	3.3
<i>Percentage of net sales (%)</i>	86.6	87.2		
<Industrial Products>				
Industrial Products	24,314	22,764	-1,550	-6.4
<i>Percentage of net sales (%)</i>	5.3	4.8		
<Other>				
Other	37,064	37,264	200	0.5
<i>Percentage of net sales (%)</i>	8.1	8.0		
Grand Total	457,785	469,632	11,847	2.6
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥77.39	¥81.27		
EURO 1	¥104.29	¥105.43		

\*Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

\*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.

### Consolidated Sales by Geographic Area

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%
<Domestic>	645,108	640,902	-4,206	-0.7
<i>Percentage of net sales (%)</i>	46.2	46.2		
<Overseas>	751,759	746,197	-5,562	-0.7
<i>Percentage of net sales (%)</i>	53.8	53.8		
The Americas	347,156	353,827	6,671	1.9
<i>Percentage of net sales (%)</i>	24.9	25.5		
Europe, Middle East and Africa	311,360	294,340	-17,020	-5.5
<i>Percentage of net sales (%)</i>	22.3	21.2		
Other	93,243	98,030	4,787	5.1
<i>Percentage of net sales (%)</i>	6.6	7.1		
Grand Total	1,396,867	1,387,099	-9,768	-0.7
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥79.00	¥80.05		
EURO 1	¥110.71	¥102.26		

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%
<Domestic>	210,593	210,140	-453	-0.2
<i>Percentage of net sales (%)</i>	46.0	44.7		
<Overseas>	247,192	259,492	12,300	5.0
<i>Percentage of net sales (%)</i>	54.0	55.3		
The Americas	112,762	119,508	6,746	6.0
<i>Percentage of net sales (%)</i>	24.6	25.4		
Europe, Middle East and Africa	103,411	107,177	3,766	3.6
<i>Percentage of net sales (%)</i>	22.6	22.8		
Other	31,019	32,807	1,788	5.8
<i>Percentage of net sales (%)</i>	6.8	7.1		
Grand Total	457,785	469,632	11,847	2.6
<i>Percentage of net sales (%)</i>	100.0	100.0		
Reference : Exchange rate	December 31, 2011	December 31, 2012		
US\$ 1	¥77.39	¥81.27		
EURO 1	¥104.29	¥105.43		

\*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 figures.

**(3) Consolidated Statements of Cash Flows**

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012
<b>I. Cash Flows from Operating Activities:</b>		
Consolidated net income (loss)	-49,815	20,811
Adjustments to reconcile consolidated net income (loss) to net cash provided by operating activities-		
Depreciation and amortization	65,887	62,918
Equity in earnings of affiliates, net of dividends received	-17	-47
Deferred income taxes	-14,489	1,935
Loss on impairment of long-lived assets	9,898	420
Loss on impairment of securities	5,024	120
Loss on impairment of goodwill	27,464	-
Pension and severance costs, less payments	-5,535	-2,843
Changes in assets and liabilities-		
Increase (Decrease) in trade receivables	16,436	-4,714
Increase in inventories	-32,466	-9,259
Increase in finance receivables	-13,229	-12,800
Decrease in trade payables	-22,075	-15,464
Decrease in accrued income taxes and accrued expenses and other	-27,672	-17,068
Other, net	14,952	4,331
<b>Net cash provided by (used in) operating activities</b>	<b>-25,637</b>	<b>28,340</b>
<b>II. Cash Flows from Investing Activities:</b>		
Proceeds from sales of property, plant and equipment	826	1,399
Expenditures for property, plant and equipment, including interest capitalized	-53,968	-61,156
Expenditures for intangible fixed asset including interest capitalized	-10,664	-8,340
Payments for purchases of available-for-sale securities	-127	-91
Proceeds from sales of available-for-sale securities	32	64
Increase in time deposits	-631	-1,276
Purchase of business, net of cash acquired	-15,089	-2,118
Other, net	-9,278	-4,768
<b>Net cash used in investing activities</b>	<b>-88,899</b>	<b>-76,286</b>
<b>III. Cash Flows from Financing Activities:</b>		
Proceeds from long-term indebtedness	81,396	68,441
Repayment of long-term indebtedness	-59,102	-29,673
Decrease (Increase) in short-term borrowings, net	105,094	-17,436
Proceeds from issuance of long-term debt securities	-	20,000
Repayment of long-term debt securities	-226	-
Dividends paid	-23,942	-15,226
Payment for purchase of treasury stock	-20	-8
Other, net	-585	-694
<b>Net cash provided by financing activities</b>	<b>102,615</b>	<b>25,404</b>
<b>IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>	<b>-8,413</b>	<b>740</b>
<b>V. Net Decrease in Cash and Cash Equivalents</b>	<b>-20,334</b>	<b>-21,802</b>
<b>VI. Cash and Cash Equivalents at Beginning of Year</b>	<b>172,221</b>	<b>156,210</b>
<b>VII. Cash and Cash Equivalents at End of Period</b>	<b>151,887</b>	<b>134,408</b>

**(4) Notes on premise going concern**

Not applicable

**(5) Segment Information**

(a) Operating Segments Information

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%
<b>Imaging &amp; Solutions:</b>				
Net sales:				
Unaffiliated customers	1,225,716	1,207,241	-18,475	-1.5
Intersegment	-	-	-	-
Total	1,225,716	1,207,241	-18,475	-1.5
Operating expenses	1,206,085	1,115,362	-90,723	-7.5
Operating income	19,631	91,879	72,248	368.0
<i>Operating income on sales in Imaging &amp; Solutions (%)</i>	1.6	7.6		
<b>Industrial Products:</b>				
Net sales:				
Unaffiliated customers	74,903	70,201	-4,702	-6.3
Intersegment	3,688	3,200	-488	-13.2
Total	78,591	73,401	-5,190	-6.6
Operating expenses	81,142	73,846	-7,296	-9.0
Operating loss	-2,551	-445	2,106	-
<i>Operating loss on sales in Industrial Products (%)</i>	-3.2	-0.6		
<b>Other:</b>				
Net sales:				
Unaffiliated customers	96,248	109,657	13,409	13.9
Intersegment	-	-	-	-
Total	96,248	109,657	13,409	13.9
Operating expenses	99,297	112,025	12,728	12.8
Operating loss	-3,049	-2,368	681	-
<i>Operating loss on sales in Other (%)</i>	-3.2	-2.2		
<b>Corporate and Eliminations:</b>				
Net sales:				
Intersegment	-3,688	-3,200	488	
Total	-3,688	-3,200	488	-
Operating expenses:				
Intersegment	-3,688	-3,200	488	
Corporate	51,039	48,583	-2,456	
Total	47,351	45,383	-1,968	-
Operating loss	-51,039	-48,583	2,456	-
<b>Consolidated:</b>				
Net sales:				
Unaffiliated customers	1,396,867	1,387,099	-9,768	-0.7
Intersegment	-	-	-	-
Total	1,396,867	1,387,099	-9,768	-0.7
Operating expenses	1,433,875	1,346,616	-87,259	-6.1
Operating income (loss)	-37,008	40,483	77,491	-
<i>Operating income (loss) on consolidated net sales (%)</i>	-2.6	2.9		

\*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%
<b>Imaging &amp; Solutions:</b>				
Net sales:				
Unaffiliated customers	396,407	409,604	13,197	3.3
Intersegment	-	-	-	-
Total	396,407	409,604	13,197	3.3
Operating expenses	413,830	377,318	-36,512	-8.8
Operating income (loss)	-17,423	32,286	49,709	-
<i>Operating income (loss) on sales in Imaging &amp; Solutions (%)</i>	<i>-4.4</i>	<i>7.9</i>		
<b>Industrial Products:</b>				
Net sales:				
Unaffiliated customers	24,314	22,764	-1,550	-6.4
Intersegment	1,424	1,148	-276	-19.4
Total	25,738	23,912	-1,826	-7.1
Operating expenses	26,133	23,699	-2,434	-9.3
Operating income (loss)	-395	213	608	-
<i>Operating income (loss) on sales in Industrial Products (%)</i>	<i>-1.5</i>	<i>0.9</i>		
<b>Other:</b>				
Net sales:				
Unaffiliated customers	37,064	37,264	200	0.5
Intersegment	-	-	-	-
Total	37,064	37,264	200	0.5
Operating expenses	37,628	38,889	1,261	3.4
Operating loss	-564	-1,625	-1,061	-
<i>Operating loss on sales in Other (%)</i>	<i>-1.5</i>	<i>-4.4</i>		
<b>Corporate and Eliminations:</b>				
Net sales:				
Intersegment	-1,424	-1,148	276	-
Total	-1,424	-1,148	276	-
Operating expenses:				
Intersegment	-1,424	-1,148	276	-
Corporate	16,593	17,779	1,186	-
Total	15,169	16,631	1,462	-
Operating loss	-16,593	-17,779	-1,186	-
<b>Consolidated:</b>				
Net sales:				
Unaffiliated customers	457,785	469,632	11,847	2.6
Intersegment	-	-	-	-
Total	457,785	469,632	11,847	2.6
Operating expenses	492,760	456,537	-36,223	-7.4
Operating income (loss)	-34,975	13,095	48,070	-
<i>Operating income (loss) on consolidated net sales (%)</i>	<i>-7.6</i>	<i>2.8</i>		

\*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

## (b) Geographic Segments Information

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%
<b>Japan:</b>				
Net sales:				
External customers	653,143	652,650	-493	-0.1
Intersegment	286,780	278,203	-8,577	-3.0
Total	939,923	930,853	-9,070	-1.0
Operating expenses	969,794	912,933	-56,861	-5.9
Operating income (loss)	-29,871	17,920	47,791	-
<i>Operating income (loss) on sales in Japan (%)</i>	<i>-3.2</i>	<i>1.9</i>		
<b>The Americas:</b>				
Net sales:				
External customers	349,777	353,795	4,018	1.1
Intersegment	2,622	5,152	2,530	96.5
Total	352,399	358,947	6,548	1.9
Operating expenses	379,002	355,196	-23,806	-6.3
Operating income (loss)	-26,603	3,751	30,354	-
<i>Operating income (loss) on sales in the Americas (%)</i>	<i>-7.5</i>	<i>1.0</i>		
<b>Europe, Middle East and Africa:</b>				
Net sales:				
External customers	308,332	291,776	-16,556	-5.4
Intersegment	1,323	517	-806	-60.9
Total	309,655	292,293	-17,362	-5.6
Operating expenses	296,814	275,162	-21,652	-7.3
Operating income	12,841	17,131	4,290	33.4
<i>Operating income on sales in Europe (%)</i>	<i>4.1</i>	<i>5.9</i>		
<b>Other:</b>				
Net sales:				
External customers	85,615	88,878	3,263	3.8
Intersegment	117,006	138,838	21,832	18.7
Total	202,621	227,716	25,095	12.4
Operating expenses	197,879	218,793	20,914	10.6
Operating income	4,742	8,923	4,181	88.2
<i>Operating income on sales in Other (%)</i>	<i>2.3</i>	<i>3.9</i>		
<b>Corporate and Eliminations:</b>				
Net sales:				
Intersegment	-407,731	-422,710	-14,979	
Total	-407,731	-422,710	-14,979	-
Operating expenses	-409,614	-415,468	-5,854	-
Operating income (loss)	1,883	-7,242	-9,125	-
<b>Consolidated:</b>				
Net sales:				
External customers	1,396,867	1,387,099	-9,768	-0.7
Intersegment	-	-	-	-
Total	1,396,867	1,387,099	-9,768	-0.7
Operating expenses	1,433,875	1,346,616	-87,259	-6.1
Operating income (loss)	-37,008	40,483	77,491	-
<i>Operating income (loss) on consolidated net sales (%)</i>	<i>-2.6</i>	<i>2.9</i>		

\*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 figures.

Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%
<b>Japan:</b>				
Net sales:				
External customers	211,130	214,035	2,905	1.4
Intersegment	97,293	92,231	-5,062	-5.2
Total	308,423	306,266	-2,157	-0.7
Operating expenses	323,308	301,137	-22,171	-6.9
Operating income (loss)	-14,885	5,129	20,014	-
<i>Operating income (loss) on sales in Japan (%)</i>	<i>-4.8</i>	<i>1.7</i>		
<b>The Americas:</b>				
Net sales:				
External customers	115,617	119,503	3,886	3.4
Intersegment	753	1,652	899	119.4
Total	116,370	121,155	4,785	4.1
Operating expenses	137,898	118,919	-18,979	-13.8
Operating income (loss)	-21,528	2,236	23,764	-
<i>Operating income (loss) on sales in the Americas (%)</i>	<i>-18.5</i>	<i>1.8</i>		
<b>Europe, Middle East and Africa:</b>				
Net sales:				
External customers	102,692	106,308	3,616	3.5
Intersegment	213	192	-21	-9.9
Total	102,905	106,500	3,595	3.5
Operating expenses	102,050	100,056	-1,994	-2.0
Operating income	855	6,444	5,589	653.7
<i>Operating income on sales in Europe (%)</i>	<i>0.8</i>	<i>6.1</i>		
<b>Other:</b>				
Net sales:				
External customers	28,346	29,786	1,440	5.1
Intersegment	40,440	47,075	6,635	16.4
Total	68,786	76,861	8,075	11.7
Operating expenses	68,680	73,501	4,821	7.0
Operating income	106	3,360	3,254	-
<i>Operating income on sales in Other (%)</i>	<i>0.2</i>	<i>4.4</i>		
<b>Corporate and Eliminations:</b>				
Net sales:				
Intersegment	-138,699	-141,150	-2,451	
Total	-138,699	-141,150	-2,451	-
Operating expenses	-139,176	-137,076	2,100	-
Operating income (loss)	477	-4,074	-4,551	-
<b>Consolidated:</b>				
Net sales:				
External customers	457,785	469,632	11,847	2.6
Intersegment	-	-	-	-
Total	457,785	469,632	11,847	2.6
Operating expenses	492,760	456,537	-36,223	-7.4
Operating income (loss)	-34,975	13,095	48,070	-
<i>Operating income (loss) on consolidated net sales (%)</i>	<i>-7.6</i>	<i>2.8</i>		

\*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 figures.

## (6) Notes on significant changes in Equity

Not applicable

## -APPENDIX-

### 1. Consolidated Sales by Product Category

Third Quarter ended December 31, 2011 and 2012

(Millions of yen)

	Third Quarter ended December 31, 2011	Third Quarter ended December 31, 2012	Change	%	Change excluding exchange impact	%
<b>&lt;Imaging &amp; Solutions&gt;</b>						
Office Imaging	971,707	951,753	-19,954	-2.1	-3,885	-0.4
<i>Percentage of net sales (%)</i>	69.6	68.6				
Domestic	359,189	354,442	-4,747	-1.3	-4,747	-1.3
Overseas	612,518	597,311	-15,207	-2.5	862	0.1
Production Printing	110,642	104,774	-5,868	-5.3	-4,530	-4.1
<i>Percentage of net sales (%)</i>	7.9	7.6				
Domestic	23,924	24,500	576	2.4	576	2.4
Overseas	86,718	80,274	-6,444	-7.4	-5,106	-5.9
Network System Solutions	143,367	150,714	7,347	5.1	8,712	6.1
<i>Percentage of net sales (%)</i>	10.3	10.9				
Domestic	130,879	129,970	-909	-0.7	-909	-0.7
Overseas	12,488	20,744	8,256	66.1	9,621	77.0
Imaging & Solutions Total	1,225,716	1,207,241	-18,475	-1.5	297	0.0
<i>Percentage of net sales (%)</i>	87.8	87.1				
Domestic	513,992	508,912	-5,080	-1.0	-5,080	-1.0
Overseas	711,724	698,329	-13,395	-1.9	5,377	0.8
The Americas	336,497	340,199	3,702	1.1	-733	-0.2
Europe, Middle East and Africa	297,958	279,286	-18,672	-6.3	4,350	1.5
Other	77,269	78,844	1,575	2.0	1,760	2.3
<b>&lt;Industrial Products&gt;</b>						
Industrial Products	74,903	70,201	-4,702	-6.3	-4,465	-6.0
<i>Percentage of net sales (%)</i>	5.4	5.1				
Domestic	41,449	34,743	-6,706	-16.2	-6,706	-16.2
Overseas	33,454	35,458	2,004	6.0	2,241	6.7
The Americas	9,401	10,312	911	9.7	777	8.3
Europe, Middle East and Africa	9,712	9,534	-178	-1.8	470	4.8
Other	14,341	15,612	1,271	8.9	994	6.9
<b>&lt;Other&gt;</b>						
Other	96,248	109,657	13,409	13.9	13,767	14.3
<i>Percentage of net sales (%)</i>	6.8	7.8				
Domestic	89,667	97,247	7,580	8.5	7,580	8.5
Overseas	6,581	12,410	5,829	88.6	6,187	94.0
The Americas	1,258	3,316	2,058	163.6	2,022	160.7
Europe, Middle East and Africa	3,690	5,520	1,830	49.6	2,284	61.9
Other	1,633	3,574	1,941	118.9	1,881	115.2
Grand Total	1,396,867	1,387,099	-9,768	-0.7	9,599	0.7
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	645,108	640,902	-4,206	-0.7	-4,206	-0.7
<i>Percentage of net sales (%)</i>	46.2	46.2				
Overseas	751,759	746,197	-5,562	-0.7	13,805	1.8
<i>Percentage of net sales (%)</i>	53.8	53.8				
The Americas	347,156	353,827	6,671	1.9	2,066	0.6
<i>Percentage of net sales (%)</i>	24.9	25.5				
Europe, Middle East and Africa	311,360	294,340	-17,020	-5.5	7,104	2.3
<i>Percentage of net sales (%)</i>	22.3	21.2				
Other	93,243	98,030	4,787	5.1	4,635	5.0
<i>Percentage of net sales (%)</i>	6.6	7.1				
Reference: Exchange rate	December 31, 2011	December 31, 2012	Change			
US\$ 1	¥79.00	¥80.05	¥1.05			
EURO 1	¥110.71	¥102.26	¥-8.45			

\*Each category includes the following product line:

Office Imaging	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, facsimile, scanners, related parts & supplies, services, support and software
Production Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

\*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.

\*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 figures.



Three months ended December 31, 2011 and 2012

(Millions of yen)

	Three months ended December 31, 2011	Three months ended December 31, 2012	Change	%	Change excluding exchange impact	%
<b>&lt;Imaging &amp; Solutions&gt;</b>						
Office Imaging	313,222	325,473	12,251	3.9	5,698	1.8
<i>Percentage of net sales (%)</i>	68.4	69.3				
Domestic	115,956	118,445	2,489	2.1	2,489	2.1
Overseas	197,266	207,028	9,762	4.9	3,209	1.6
Production Printing	37,873	35,339	-2,534	-6.7	-3,504	-9.3
<i>Percentage of net sales (%)</i>	8.3	7.5				
Domestic	8,455	8,065	-390	-4.6	-390	-4.6
Overseas	29,418	27,274	-2,144	-7.3	-3,114	-10.6
Network System Solutions	45,312	48,792	3,480	7.7	3,512	7.8
<i>Percentage of net sales (%)</i>	9.9	10.4				
Domestic	40,961	40,181	-780	-1.9	-780	-1.9
Overseas	4,351	8,611	4,260	97.9	4,292	98.6
Imaging & Solutions Total	396,407	409,604	13,197	3.3	5,706	1.4
<i>Percentage of net sales (%)</i>	86.6	87.2				
Domestic	165,372	166,691	1,319	0.8	1,319	0.8
Overseas	231,035	242,913	11,878	5.1	4,387	1.9
The Americas	108,406	114,748	6,342	5.9	818	0.8
Europe, Middle East and Africa	97,388	101,855	4,467	4.6	4,160	4.3
Other	25,241	26,310	1,069	4.2	-591	-2.3
<b>&lt;Industrial Products&gt;</b>						
Industrial Products	24,314	22,764	-1,550	-6.4	-1,961	-8.1
<i>Percentage of net sales (%)</i>	5.3	4.8				
Domestic	13,276	10,740	-2,536	-19.1	-2,536	-19.1
Overseas	11,038	12,024	986	8.9	575	5.2
The Americas	3,182	3,428	246	7.7	78	2.5
Europe, Middle East and Africa	2,995	3,175	180	6.0	130	4.3
Other	4,861	5,421	560	11.5	367	7.5
<b>&lt;Other&gt;</b>						
Other	37,064	37,264	200	0.5	113	0.3
<i>Percentage of net sales (%)</i>	8.1	8.0				
Domestic	31,945	32,709	764	2.4	764	2.4
Overseas	5,119	4,555	-564	-11.0	-651	-12.7
The Americas	1,174	1,332	158	13.5	100	8.5
Europe, Middle East and Africa	3,028	2,147	-881	-29.1	-871	-28.8
Other	917	1,076	159	17.3	120	13.1
Grand Total	457,785	469,632	11,847	2.6	3,858	0.8
<i>Percentage of net sales (%)</i>	100.0	100.0				
Domestic	210,593	210,140	-453	-0.2	-453	-0.2
<i>Percentage of net sales (%)</i>	46.0	44.7				
Overseas	247,192	259,492	12,300	5.0	4,311	1.7
<i>Percentage of net sales (%)</i>	54.0	55.3				
The Americas	112,762	119,508	6,746	6.0	996	0.9
<i>Percentage of net sales (%)</i>	24.6	25.4				
Europe, Middle East and Africa	103,411	107,177	3,766	3.6	3,419	3.3
<i>Percentage of net sales (%)</i>	22.6	22.8				
Other	31,019	32,807	1,788	5.8	-104	-0.3
<i>Percentage of net sales (%)</i>	6.8	7.1				
Reference: Exchange rate	December 31, 2011	December 31, 2012	Change			
US\$ 1	¥77.39	¥81.27	¥3.88			
EURO 1	¥104.29	¥105.43	¥1.14			

\*Each category includes the following product line:

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Network System Solutions	Personal computers, servers, network equipment, related services, support and software
Industrial Products	Thermal media, optical equipment, semiconductor devices and electronic components
Other	Digital cameras

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## 2. Forecast of Consolidated Performance

(Billions of yen)

	Third Quarter ended		Fourth Quarter ending		Year ending	
	December 31, 2012	Change	March 31, 2013	Change	March 31, 2013	Change
	Results	%	Forecast	%	Forecast	%
Net sales	1,387.0	-0.7	532.9	5.2	1,920.0	0.9
Gross profit	563.4	-0.9	201.5	9.3	765.0	1.6
Operating income (loss)	40.4	-	34.5	82.2	75.0	-
Income (loss) before income taxes	36.2	-	31.2	87.6	67.5	-
Net income (loss) attributable to Ricoh Company, Ltd.	17.3	-	18.6	115.7	36.0	-
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)	23.86	-	25.79	-	49.65	-
Net income (loss) attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen)	-	-	-	-	-	-
Capital expenditures	61.1		17.9		79.0	
Depreciation for tangible fixed assets	44.5		15.5		60.0	
R&D expenditures	82.1		30.9		113.0	
Exchange rate (Yen/US\$)	80.05		85.00		81.29	
Exchange rate (Yen/EURO)	102.26		115.00		105.44	

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Fourth Quarter ending March 31, 2013				Year ending March 31, 2013			
	Forecast	Change	Forecast(*)	Change	Forecast	Change	Forecast(*)	Change
		%		%		%		%
<Imaging & Solutions>								
Office Imaging	372.0	5.8	353.5	0.6	1,323.8	0.0	1,321.3	-0.1
Domestic	137.8	0.3	137.8	0.3	492.2	-0.9	492.2	-0.9
Overseas	234.2	9.4	215.7	0.7	831.5	0.6	829.1	0.3
Production Printing	39.4	4.0	37.0	-2.3	144.2	-2.9	143.2	-3.6
Domestic	8.7	1.7	8.7	1.7	33.2	2.2	33.2	2.2
Overseas	30.7	4.7	28.3	-3.5	111.0	-4.4	109.9	-5.3
Network System Solutions	59.1	5.7	58.4	4.4	209.8	5.3	210.5	5.6
Domestic	51.7	0.8	51.7	0.8	181.6	-0.3	181.6	-0.3
Overseas	7.4	60.0	6.7	45.1	28.1	64.5	28.8	68.4
Imaging & Solutions Total	470.5	5.6	448.9	0.8	1,677.8	0.4	1,674.9	0.2
Domestic	198.2	0.5	198.2	0.5	707.1	-0.6	707.1	-0.6
Overseas	272.3	9.7	250.7	1.0	970.6	1.1	967.8	0.8
The Americas	127.4	8.8	118.9	1.6	467.6	3.1	454.7	0.2
Europe, Middle East and Africa	116.3	11.0	105.2	0.4	395.6	-1.8	407.5	1.2
Other	28.6	8.9	26.6	1.4	107.4	3.8	105.6	2.0
<Industrial Products>								
Industrial Products	23.0	-0.6	22.2	-4.3	93.2	-4.9	92.6	-5.6
Domestic	10.9	-8.5	10.9	-8.5	45.6	-14.5	45.6	-14.5
Overseas	12.1	7.6	11.3	0.2	47.6	6.4	47.0	5.1
The Americas	3.5	4.7	3.4	0.2	13.8	8.4	13.5	6.2
Europe, Middle East and Africa	3.7	12.0	3.3	0.2	13.2	1.7	13.5	3.7
Other	4.9	6.6	4.6	0.1	20.5	8.3	19.9	5.3
<Other>								
Other	39.4	3.5	38.9	2.1	149.0	11.0	148.9	10.9
Domestic	33.0	2.6	33.0	2.6	130.2	6.9	130.2	6.9
Overseas	6.4	8.1	5.9	-0.4	18.8	50.5	18.7	49.3
The Americas	1.3	12.4	1.2	3.7	4.6	91.1	4.5	85.5
Europe, Middle East and Africa	2.1	10.2	1.9	-0.3	7.6	36.2	7.9	40.7
Other	3.0	4.9	2.8	-2.1	6.6	46.3	6.3	40.6
Grand Total	532.9	5.2	510.0	0.7	1,920.0	0.9	1,916.5	0.7
Domestic	242.1	0.3	242.1	0.3	883.0	-0.4	883.0	-0.4
Overseas	290.8	9.6	267.9	1.0	1,037.0	2.0	1,033.5	1.6
The Americas	132.2	8.7	123.5	1.5	486.0	3.7	472.7	0.8
Europe, Middle East and Africa	122.1	11.0	110.4	0.4	416.4	-1.2	428.9	1.8
Other	36.5	8.3	34.0	0.9	134.5	6.0	131.9	3.9

\* Excluding foreign exchange impact