

**Consolidated  
Results for the  
9 months ended  
December 31,  
2014**

**RICOH**  
imagine. change.

January 30, 2015  
Daisuke Segawa,  
Corporate Senior Vice President  
Ricoh Company, Ltd.



\* Pro C7100 Series with both white and/or clear toner  
expands print on demand business



## Forward-looking statements

The plans, prospects, strategies and other statements, except for the historical events, mentioned in this material are forward-looking statements with respect to future events and business results. Those statements were made based on the judgment of RICOH's Directors from the information that is now obtainable. Actual results may differ materially from those projected or implied in such forward-looking statements and from any historical trends. Please refrain from judging only from these forward-looking statements with respect to future events and business results. The following important factors, without limiting the generality of the foregoing, could affect future results and could cause those results to differ materially from those expressed in the forward-looking statements:

- a. General economic conditions and business trend
- b. Exchange rates and their fluctuations
- c. Rapid technological innovation
- d. Uncertainty as to RICOH's ability to continue to design, develop, produce and market products and services that achieve market acceptance in hot competitive market

No company's name and/or organization's name used, quoted and/or referenced in this material shall be interpreted as a recommendation and/or endorsement by RICOH.

This material is not an offer or a solicitation to make investments. Please do not rely on this material as your sole source of information for your actual investments, and be aware that decisions regarding investments are the responsibility of themselves.



## FY2015/03 Apr-Dec results overview

- ✓ Third quarter year net sales was ¥1,629.8 bil., an increase of 3.0% y-o-y
- ✓ Operating income was ¥86.0 bil., an increase of 9.8% y-o-y
- ✓ Profit before income tax expenses was ¥84.8 bil., an increase of 11.8% y-o-y
- ✓ Profit attribute to owners of the parent was ¥52.3 bil., an increase of 20.6%
- ✓ Thanks to increased sales of color MFPs in Japan, Americas and Asia and expanded IT services overseas, industrial products and forex effect, we were able to achieve increased sales and profit.
- ✓ Outlook for FY March 2015 on course to meet targets.

We have started to adopt International Financial Reporting Standards (IFRS) for the consolidated financial statements from FY March 31, 2015, instead of U.S. GAAP.  
In this material we also adopted IFRS for part of last fiscal year for the purpose of reference.

# FY2015/03 Apr-Dec profit statement

(billions of yen)		IFRS	IFRS	Y-o-Y Comparison		
		FY2014/03 Apr-Dec result	FY2015/03 Apr-Dec result	Change	Change(%)	Change(%) without Forex
Sales	(Japan)	636.7	<b>610.9</b>	-25.8	-4.1%	-4.1%
	(Overseas)	945.3	<b>1,018.9</b>	+73.5	+7.8%	+1.2%
	Total	1,582.0	<b>1,629.8</b>	+47.7	+3.0%	-0.9%
Gross profit		640.7	<b>679.1</b>	+38.4	+6.0%	
	sales %	40.5%	<b>41.7%</b>			
SG&A		562.3	<b>593.0</b>	+30.7	+5.5%	
	sales %	35.5%	<b>36.4%</b>			
Operating profit		78.4	<b>86.0</b>	+7.6	+9.8%	
	sales %	5.0%	<b>5.3%</b>			
Profit before income tax expenses		75.9	<b>84.8</b>	+8.9	+11.8%	
	sales %	4.8%	<b>5.2%</b>			
Profit attribute to owners of the parent		43.4	<b>52.3</b>	+8.9	+20.6%	
	sales %	2.7%	<b>3.2%</b>			
EPS (Yen)		59.88	<b>72.22</b>	+12.34		
Exchange rate	US \$1	99.42	<b>106.84</b>	+7.42		
	(Yen) Euro 1	132.31	<b>140.26</b>	+7.95		

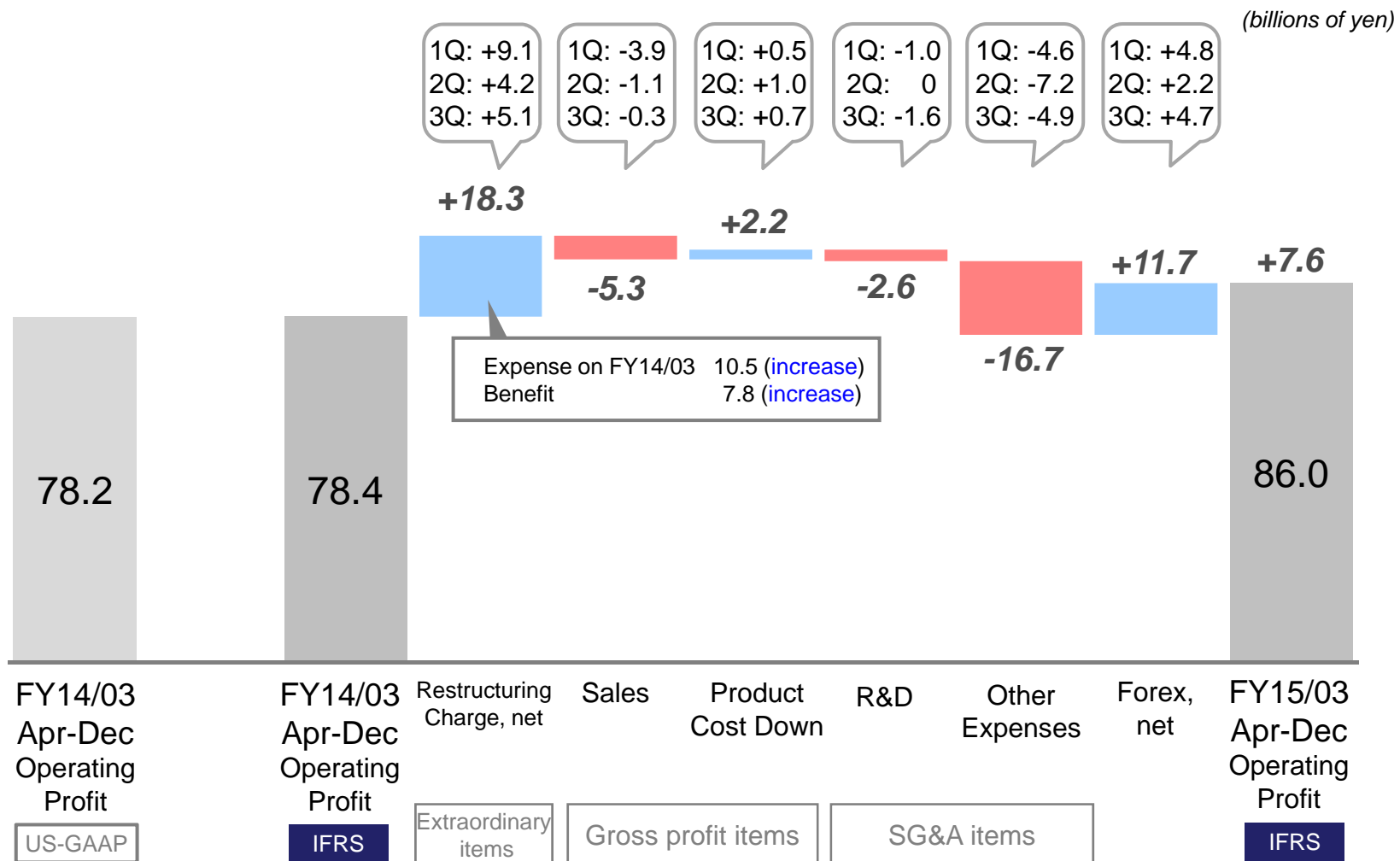
### <Investment>

(billions of yen)	FY14/03 Apr-Dec	FY15/03 Apr-Dec
R&D	85.9	86.8
% on sales	5.4%	5.3%
CAPEX	51.3	54.9
Depreciation (tangible fixed assets)	46.8	53.3

### <FY2015/03 Q3 forex assumptions>

	Q3	Q3(Actual)
1US\$	100.00JPY	114.37JPY
1Euro	140.00JPY	142.87JPY

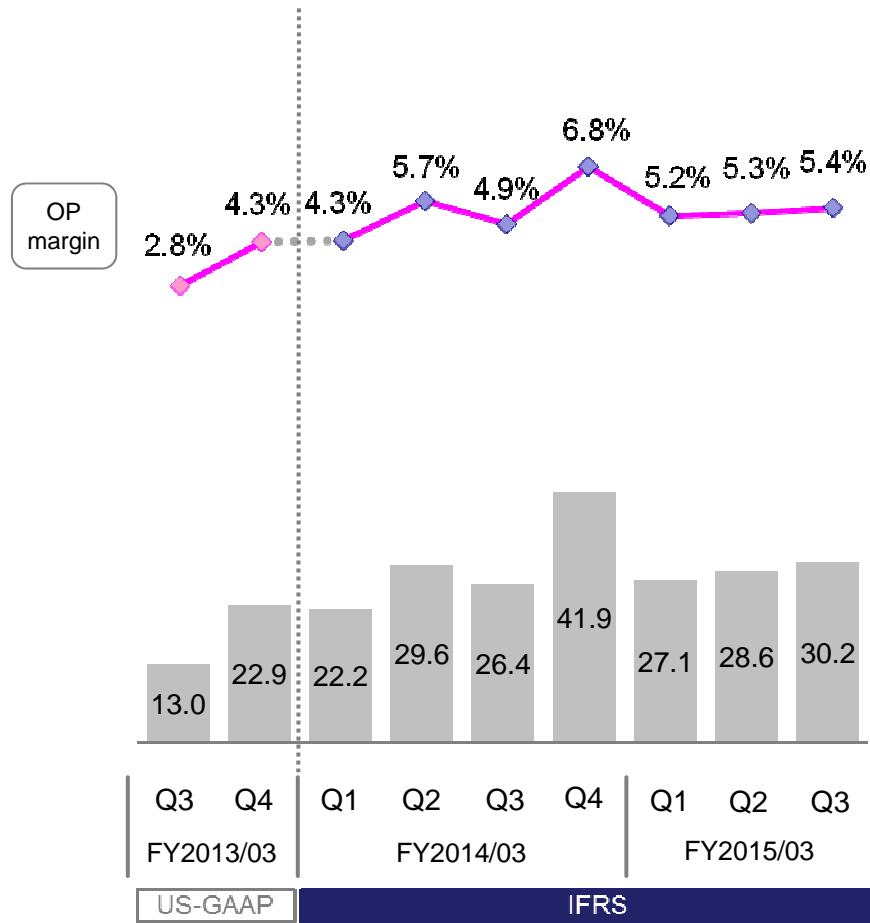
# FY2015/03 Apr-Dec operating profit y-o-y comparison



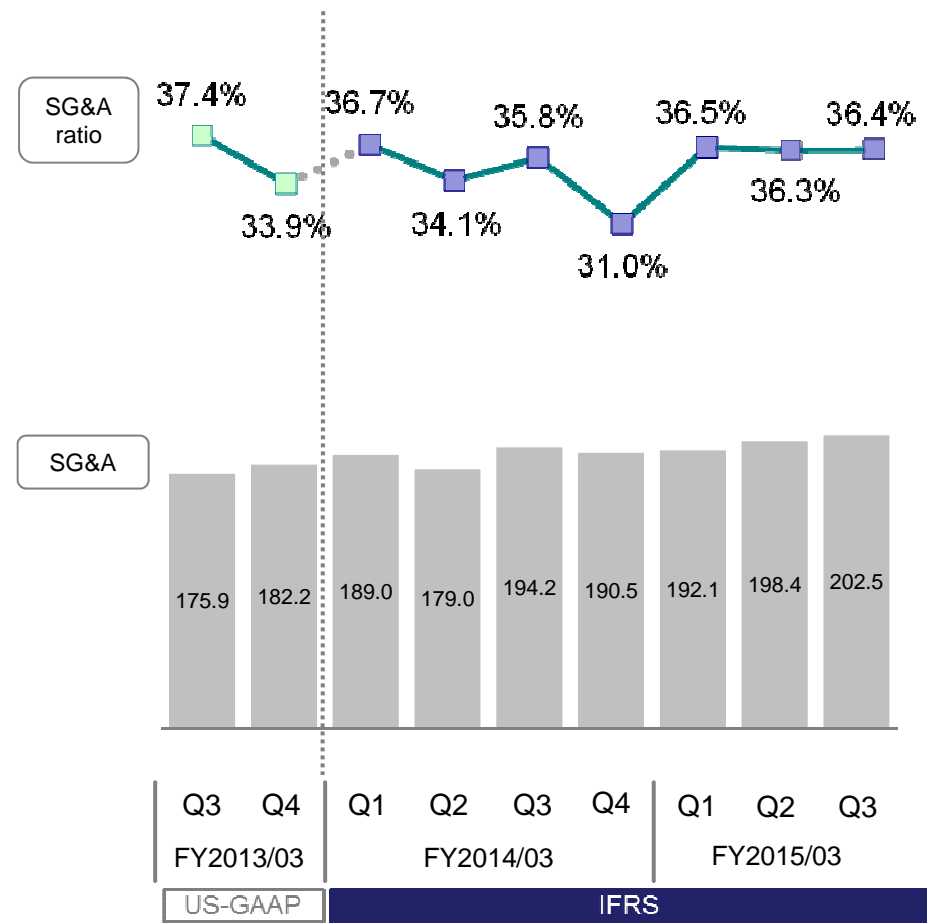


# FY2015/03 Apr-Dec results supplement

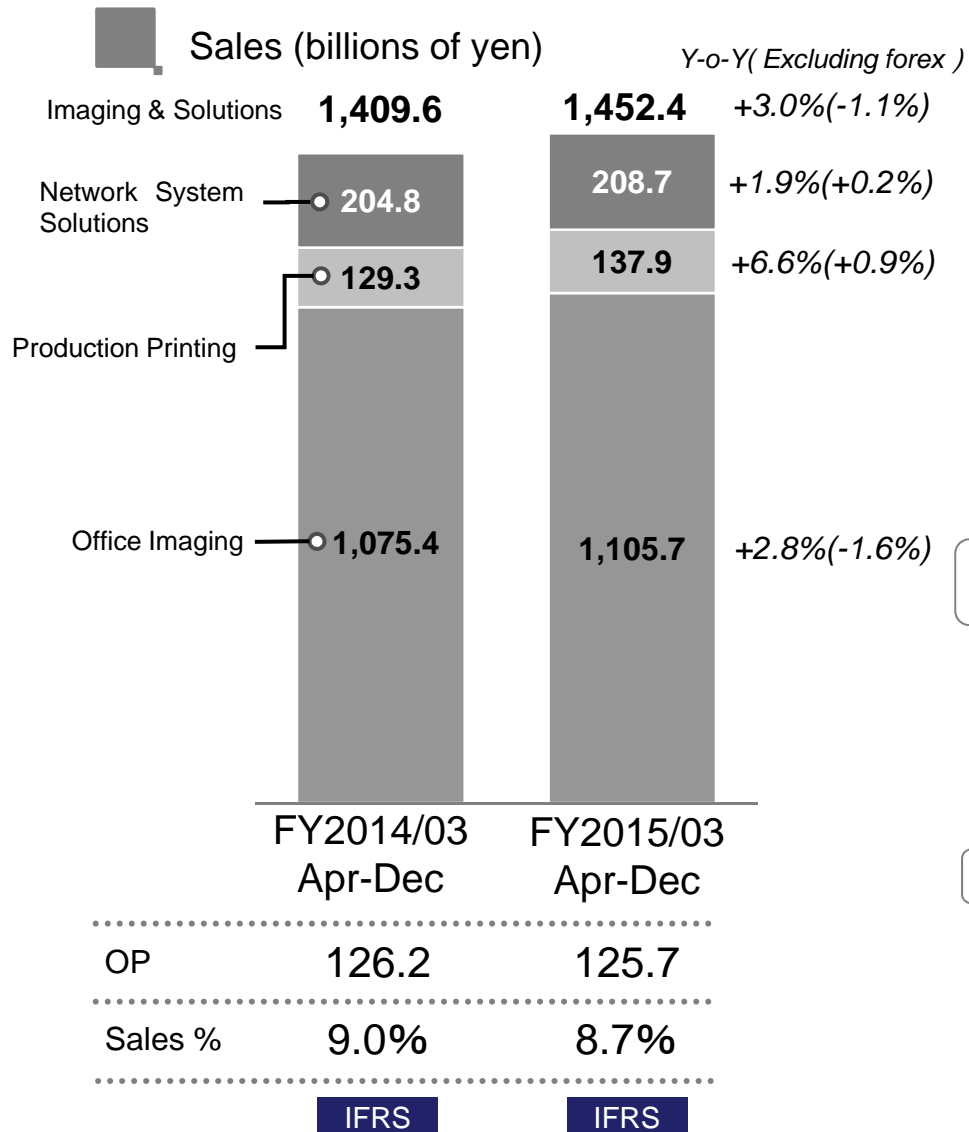
OP / OP margin (billions of yen)



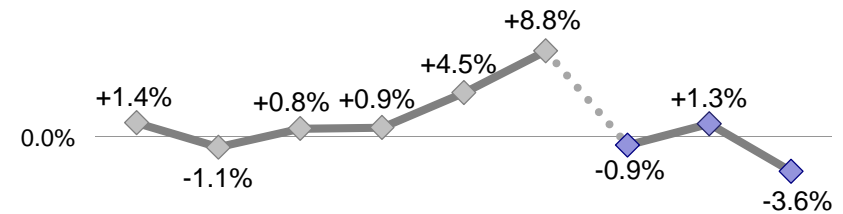
SG&A (billions of yen)



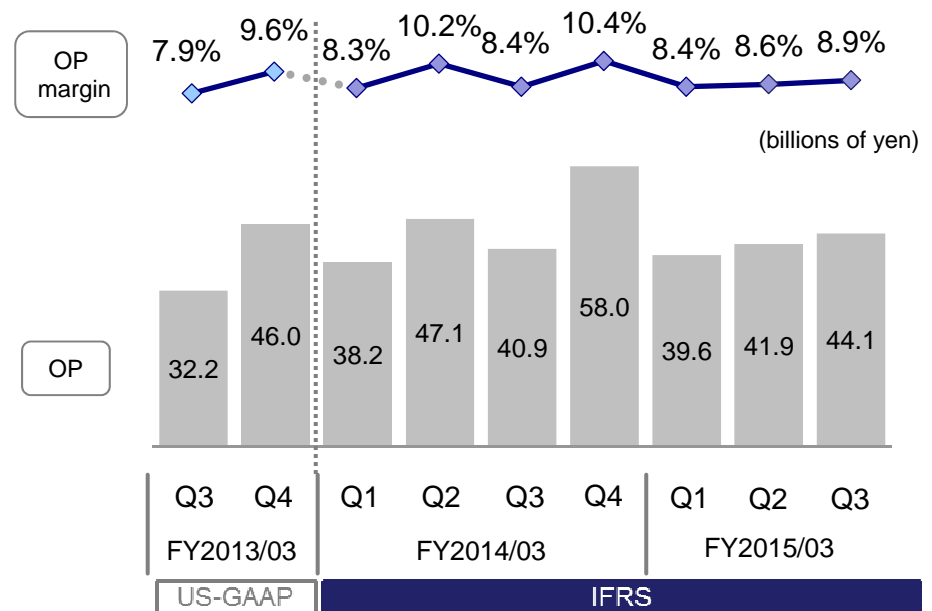
# Imaging & Solutions (1)



< Sales y-o-y (excluding Forex) >



< OP&OP margin >

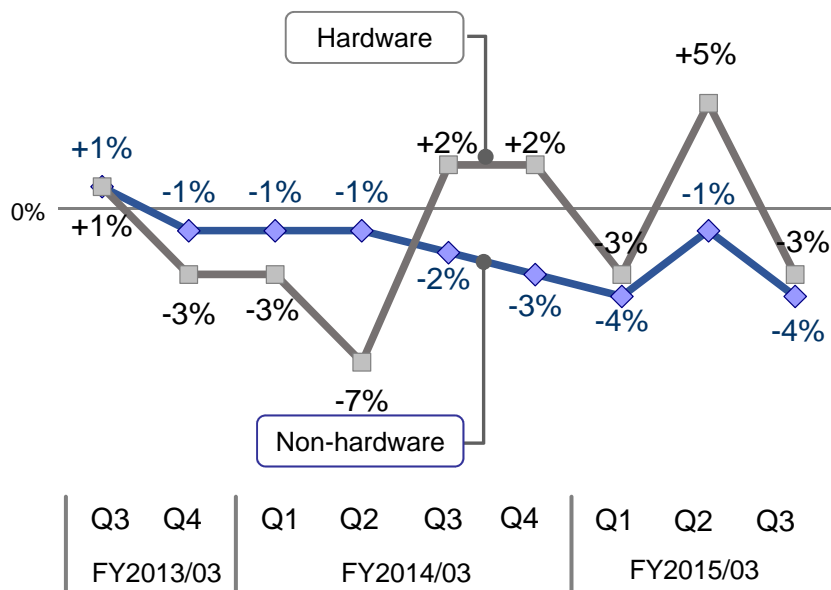


Excluding "Corporate and Eliminations"

## Main products and service

< MFP / Printer / PP combined y-o-y >

(Value, excluding Forex)



➡ See Appendix for more data

< Products & Services sales FY2015/03 Apr-Dec y-o-y >

(Value, excluding Forex)

	Black & White	Color
MFP	-18%	+6%
Office Printer	+1%	-4%
PP(Cut Sheet type)	+1%	+18%

Services\* +10%

(\*Document, IT services excluding hardware sales of PC)

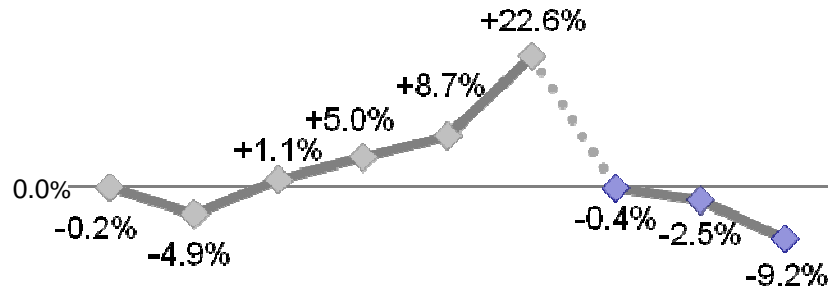




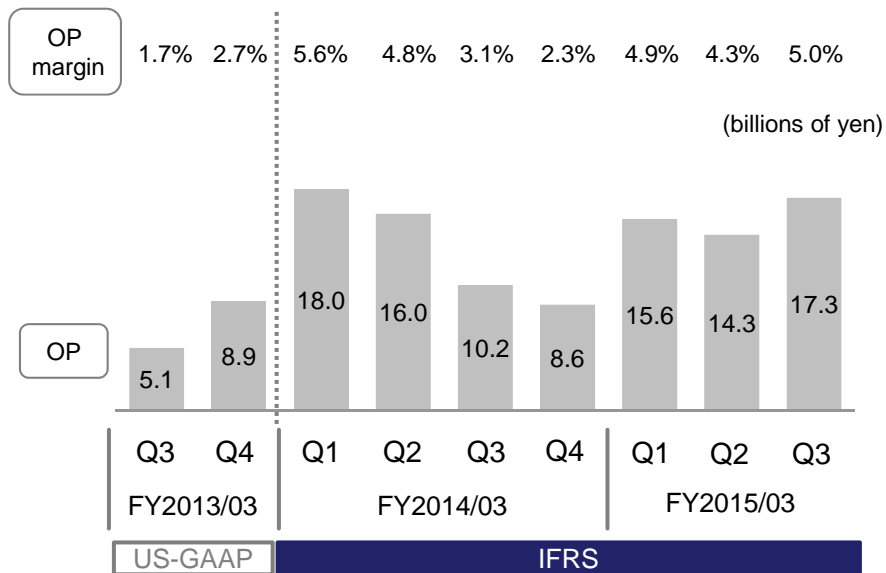
# OP by geographic segment

## Japan

< Sales y-o-y (excluding Forex) >

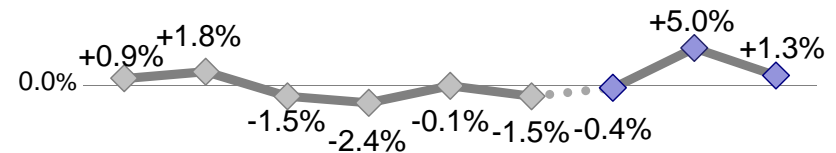


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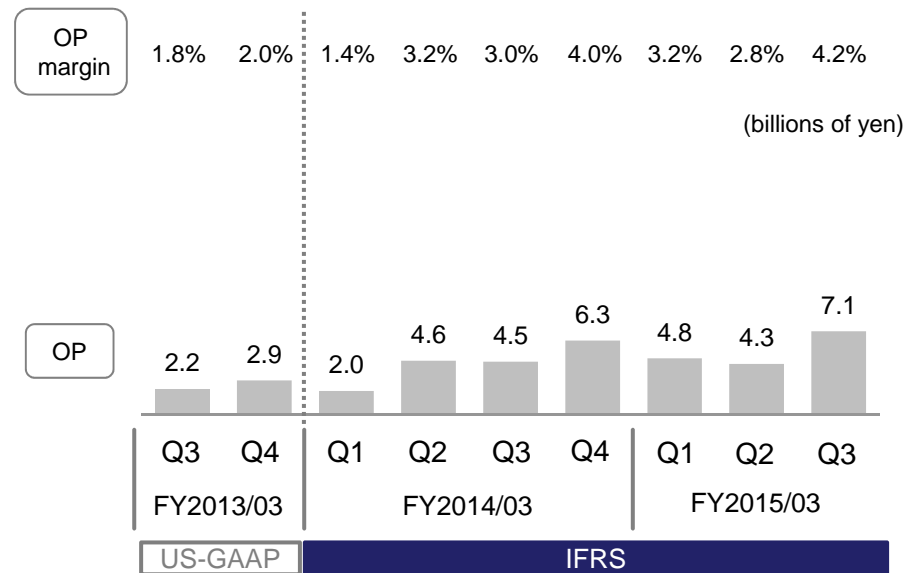


## The Americas

< Sales y-o-y (excluding Forex) >



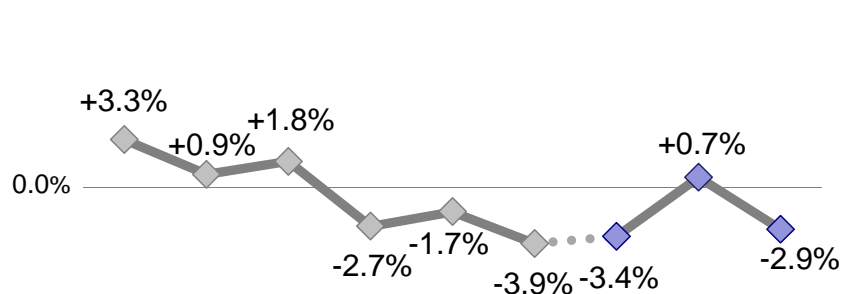
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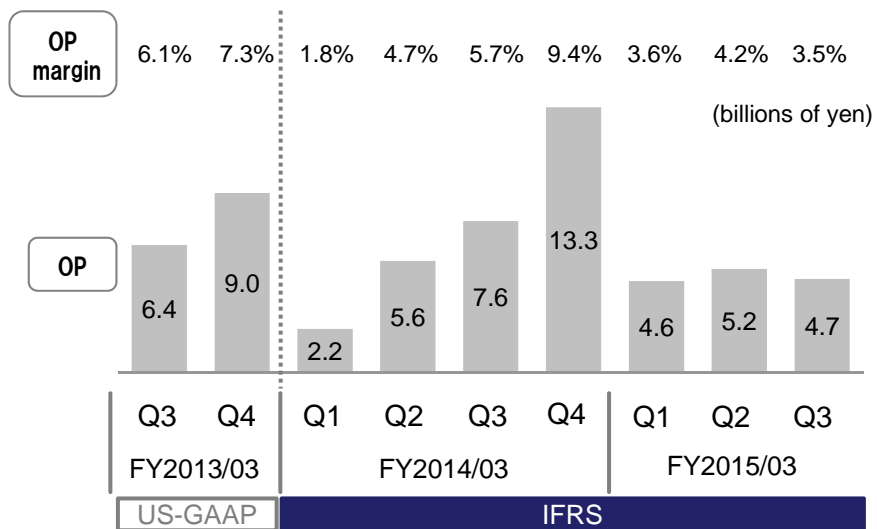
# OP by geographic segment

## Europe / Middle East / Africa

< Sales y-o-y (excluding Forex) >

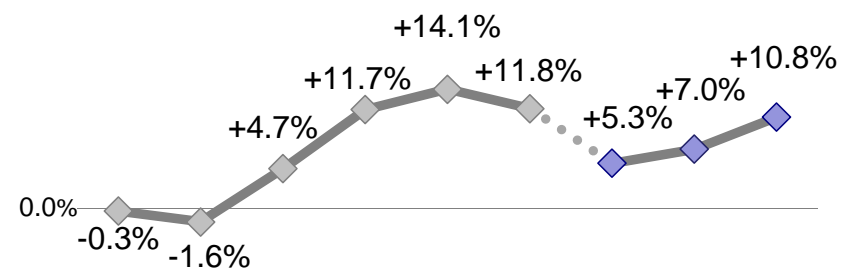


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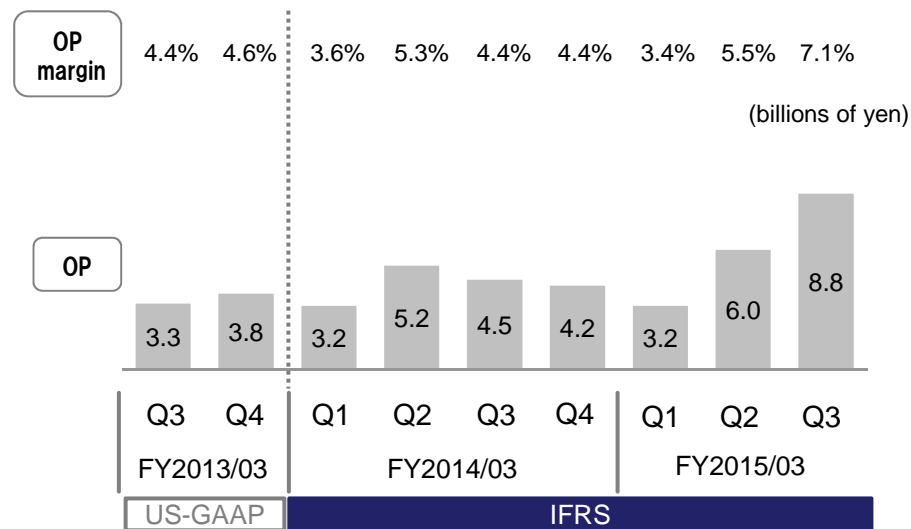


## Other

< Sales y-o-y (excluding Forex) >

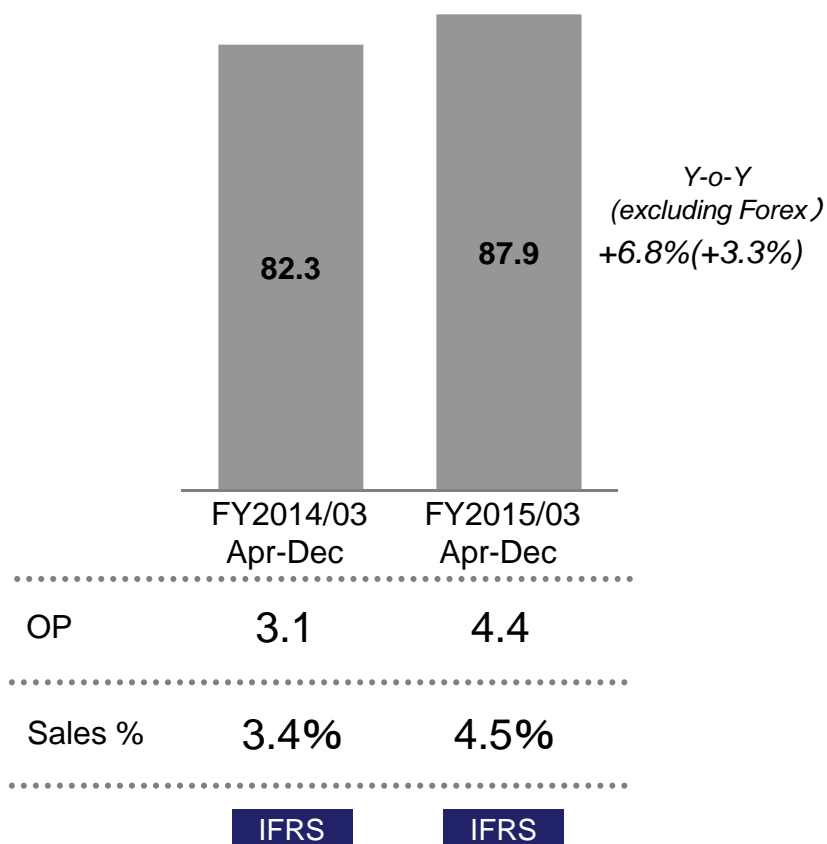


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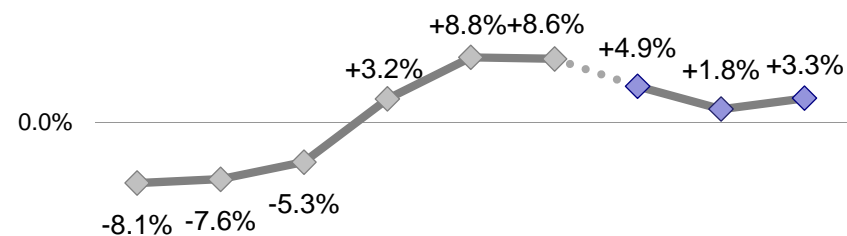


# Industrial Products

Sales (billions of yen)

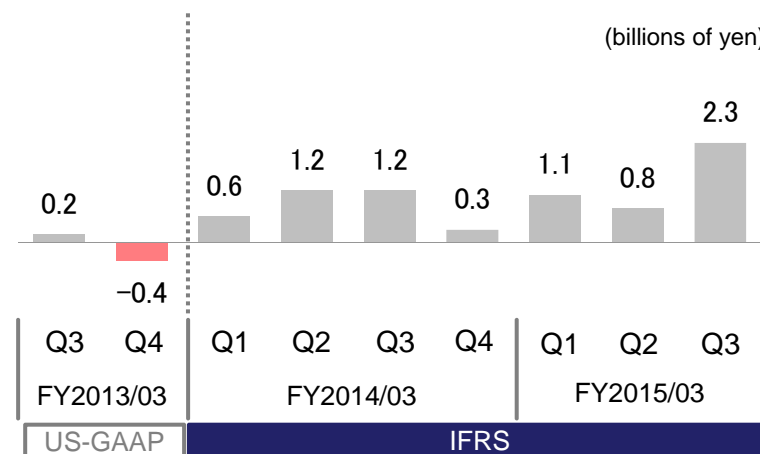


< Sales y-o-y (excluding Forex) >



< OP >

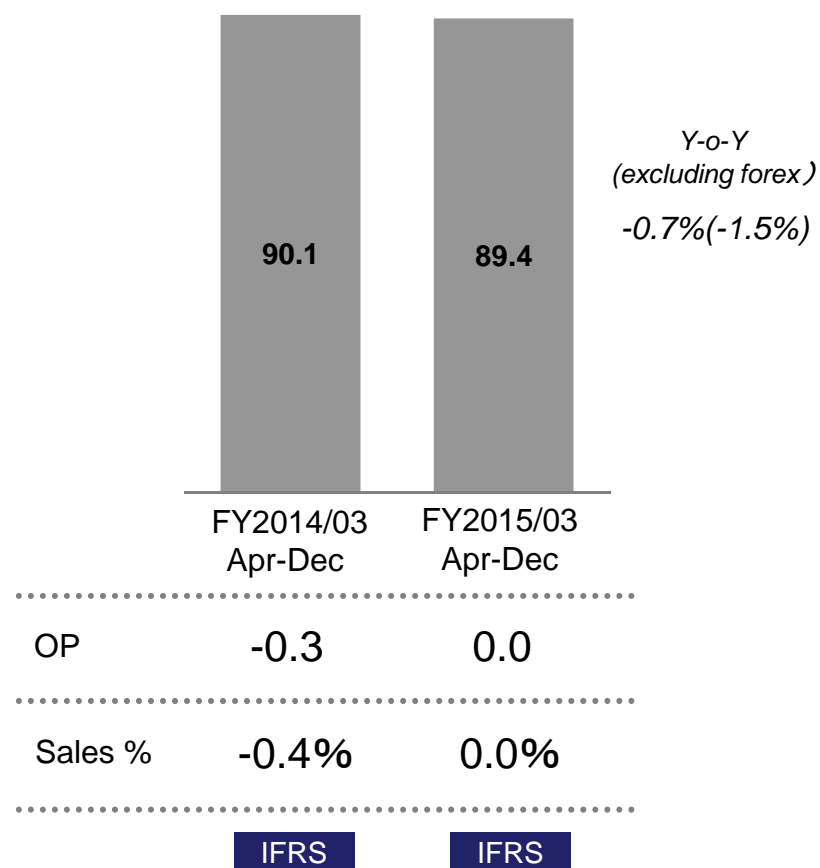
Excluding "Corporate and Eliminations"



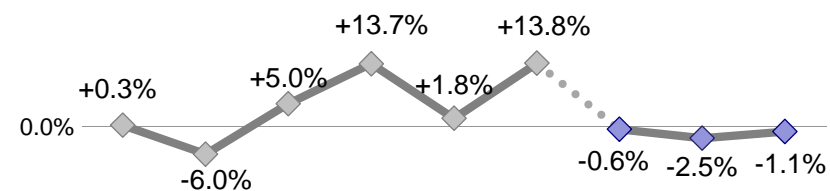
We recalculated the results from Q1 of FY2014/03 to Q2 of FY2015/03 due to industrial products reorganization in October, 2014.

# Other

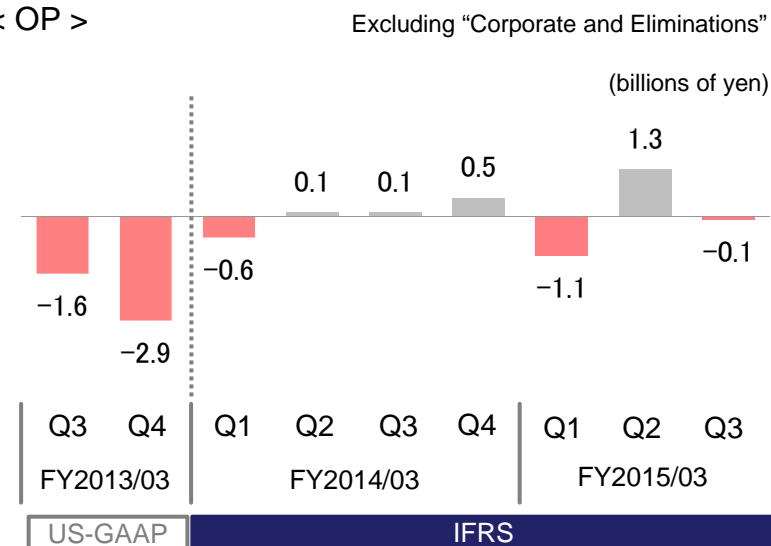
Sales (billions of yen)



< Sales y-o-y (excluding Forex) >



< OP >



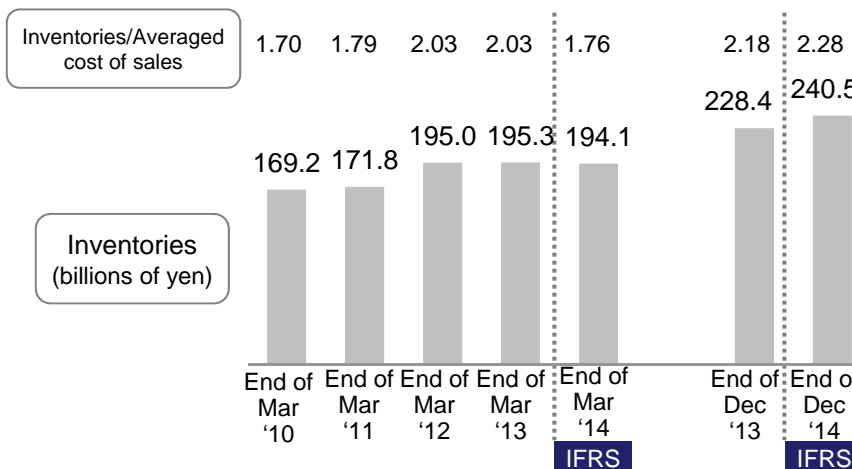
# Statement of Financial Position as of Dec 31, 2014

## Assets

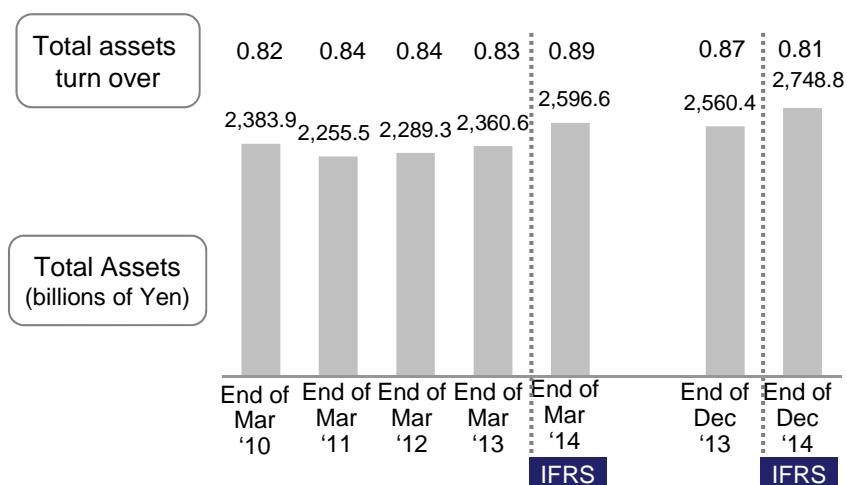
(billions of yen)	As of Dec 31, 2014	Diff. from Mar 31, '14
<b>Current Assets</b>	<b>1,234.0</b>	<b>+67.0</b>
Cash & time deposits	140.2	-3.8
Trade and other receivables	555.5	+10.7
Other financial assets	256.2	+6.5
<b>Inventories</b>	<b>240.5</b>	<b>+46.3</b>
Other current assets	41.5	+7.2
<b>Non-current assets</b>	<b>1,514.8</b>	<b>+85.2</b>
Property, plant and equipment	277.7	+7.0
Goodwill and intangible assets	444.6	+45.3
Other financial assets	588.8	+27.9
Other non-current assets	203.4	+4.8
<b>Total Assets</b>	<b>2,748.8</b>	<b>+152.2</b>

Exchange rate as of Dec 31, '14	(Diff. from Mar 31, '14)
US\$ 1 = ¥ 120.55	(+17.63)
EURO 1 = ¥ 146.54	(+ 4.89)

### Inventories/Averaged cost of sales (month)



### Total assets turn over (per month)

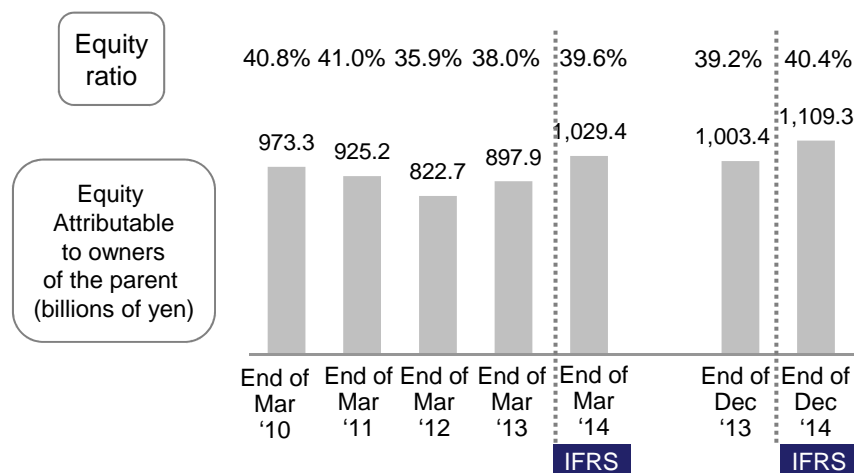


# Statement of Financial Position as of Dec 31, 2014

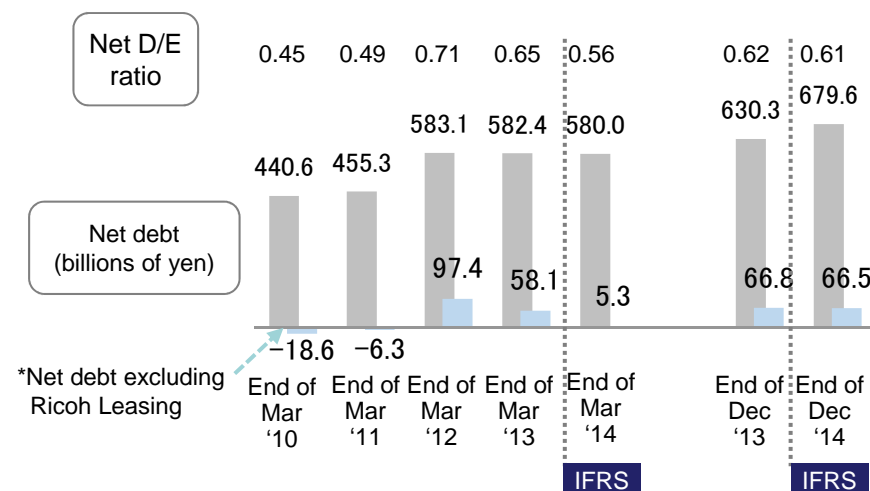
## Liabilities and Equity

(billions of yen)	As of Dec 31, 2014	Dif f. from Mar 31, '14
<b>Current Liabilities</b>	<b>830.7</b>	<b>-4.8</b>
Bonds and borrowings	307.9	+36.1
Trade and other payables	249.2	-32.7
Other current liabilities	273.5	-8.3
<b>Non-current liabilities</b>	<b>739.3</b>	<b>+72.8</b>
Bonds and borrowings	511.9	+59.5
Accrued pension&retirement benefits	134.6	+10.1
Other non-current liabilities	92.7	+3.2
<b>Total Liabilities</b>	<b>1,570.1</b>	<b>+67.9</b>
<b>Total equity attributable to owners of the parent</b>	<b>1,109.3</b>	<b>+79.8</b>
Noncontrolling Interest	69.3	+4.3
<b>Total Equity</b>	<b>1,178.6</b>	<b>+84.2</b>
<b>Total liabilities and Equity</b>	<b>2,748.8</b>	<b>+152.2</b>
<b>Total debt</b>	<b>819.8</b>	<b>+95.7</b>
Exchange rate as of Dec 31, '14	(Diff. from Mar 31, '14)	
US\$ 1 = ¥ 120.55	(+17.63)	
EURO 1 = ¥ 146.54	(+ 4.89)	

### Equity attributable to owners of the parent ratio (Equity ratio)



### Net debt/equity ratio (multiplies)



\*Net debt excluding Ricoh Leasing

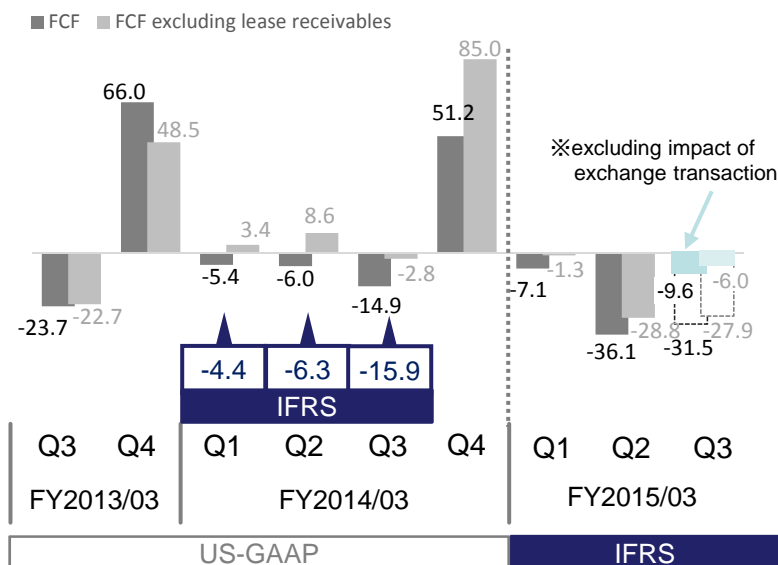
# FY2015/03 Apr-Dec statement of cash flow

(billions of yen)	IFRS	IFRS
	FY2014/03 Apr-Dec	FY2015/03 Apr-Dec
Profit	47.5	56.8
Depreciation and amortization	79.9	80.8
[ Net profit + Depreciation and amortization ]	[ 127.4 ]	[ 137.7 ]
Other operating activities	-80.3	-102.0
Net cash by operating activities	47.1	35.6
Plant and equipment	-50.8	-53.7
Purchase of business	-0.5	-8.4
Other investing activities	-22.5	-48.3※
Net cash by investing activities	-73.9	-110.6
Increase (Decrease) of debt	68.3	84.5
Dividend paid	-23.9	-24.2
Other financing activities	-0.7	-0.7
Net cash by financing activities	43.6	59.5
Effect of exchange rate	10.2	11.8
Net increase in cash and equivalents	27.0	-3.5
Cash and equivalents at end of period	144.1	136.5

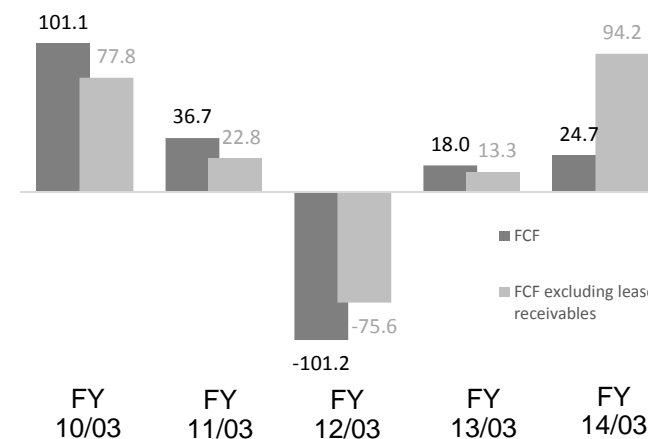
※Other investing activities in April-December FY 2015 include ¥21.9 bl., impact of exchange transaction.  
 <Impact of exchange transaction >  
 Cash expenditure of the balance between financing and payment for overseas subsidiaries

## Free cash flow (billions of yen)

<Quarterly>



<Annual Data>





# FY2015/03 profit statement forecast

(billions of yen)		IFRS	IFRS	IFRS	Y-o-Y comparison		
		FY2014/03 Results	FY2015/03 forecast (on Oct '14)	FY2015/03 Forecast	Change	Change(%)	Change(%) without Forex
Sales	(Japan)	905.1	892.0	875.0	-30.1	-3.3%	-3.3%
	(Overseas)	1,290.5	1,368.0	1,385.0	+94.5	+7.3%	+3.1%
	Total	2,195.6	2,260.0	2,260.0	+64.4	+2.9%	+0.4%
Gross profit		873.2	936.0	936.0	+62.8	+7.2%	
	sales %	39.8%	41.4%	41.4%			
SG&A		752.8	796.0	796.0	+43.2	+5.7%	
	sales %	34.3%	35.2%	35.2%			
Operating profit		120.3	140.0	140.0	+19.7	+16.3%	
	sales %	5.5%	6.2%	6.2%			
Profit before income tax expenses		118.0	135.0	135.0	+17.0	+14.3%	
	sales %	5.4%	6.0%	6.0%			
Profit attribute to owners of the parent		72.8	80.0	80.0	+7.2	+9.9%	
	sales %	3.3%	3.5%	3.5%			
EPS (Yen)		100.44	110.35	110.35	+9.91		
Exchange rate	US \$1	100.29	101.53	105.13	+4.84		
	(Yen) Euro 1	134.47	139.47	140.19	+5.72		

<Investment>

(billions of yen)	FY14/03 result	FY15/03 forecast
R&D	116.2	121.0
% on sales	5.3%	5.4%
CAPEX	72.9	78.0
Depreciation (tangible fixed assets)	63.3	72.0

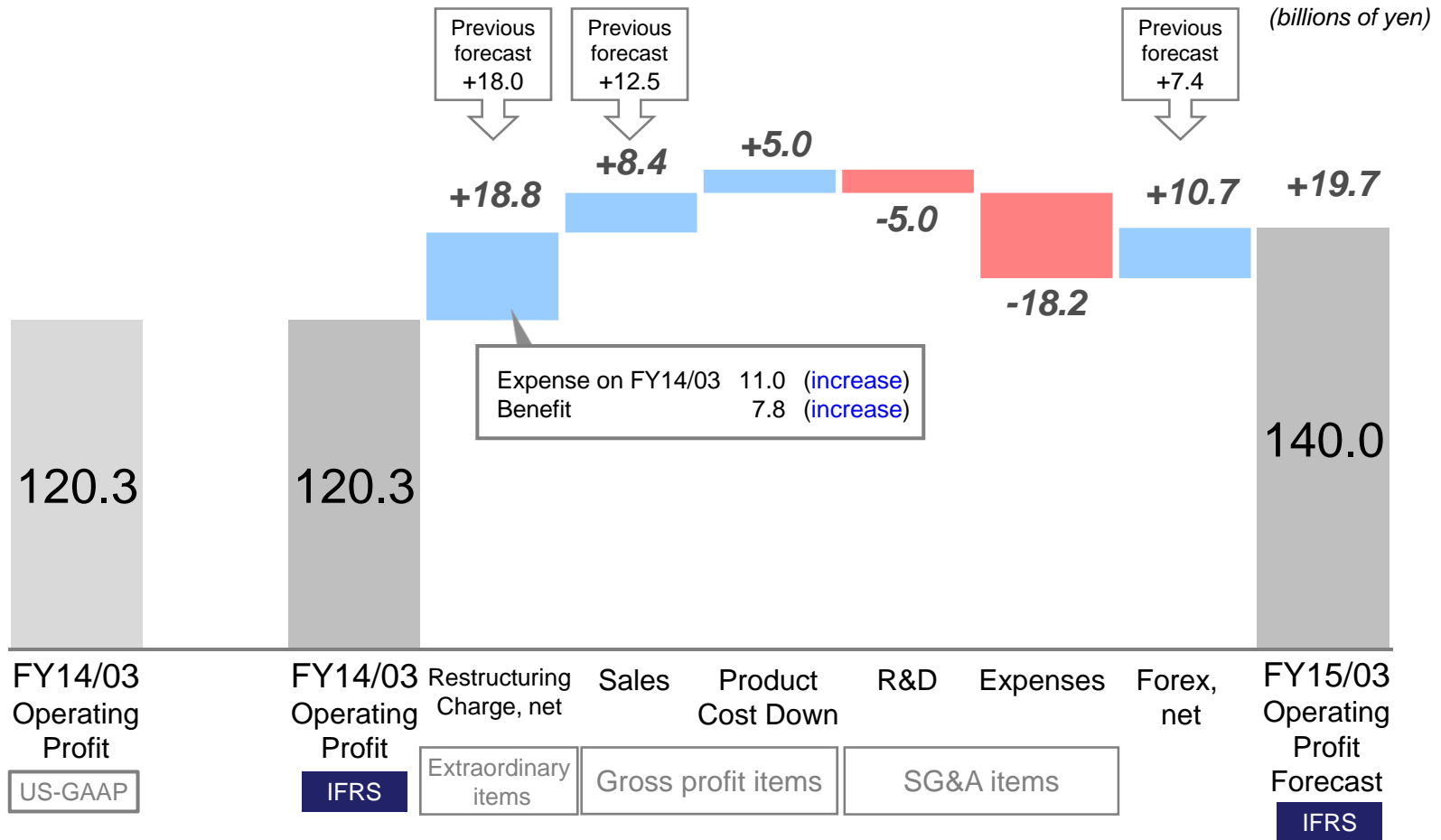
<FY2015/03 forex assumptions>

	Q4	Full year
1US\$	100.00JPY	105.13JPY
1Euro	140.00JPY	140.19JPY





# FY2015/03 operating profit y-o-y comparison



Forex assumptions

(yen)	FY14/03 result	FY15/03 forecast	y-o-y
US\$	100.29	105.13	+ 4.84
Euro	134.47	140.19	+ 5.72

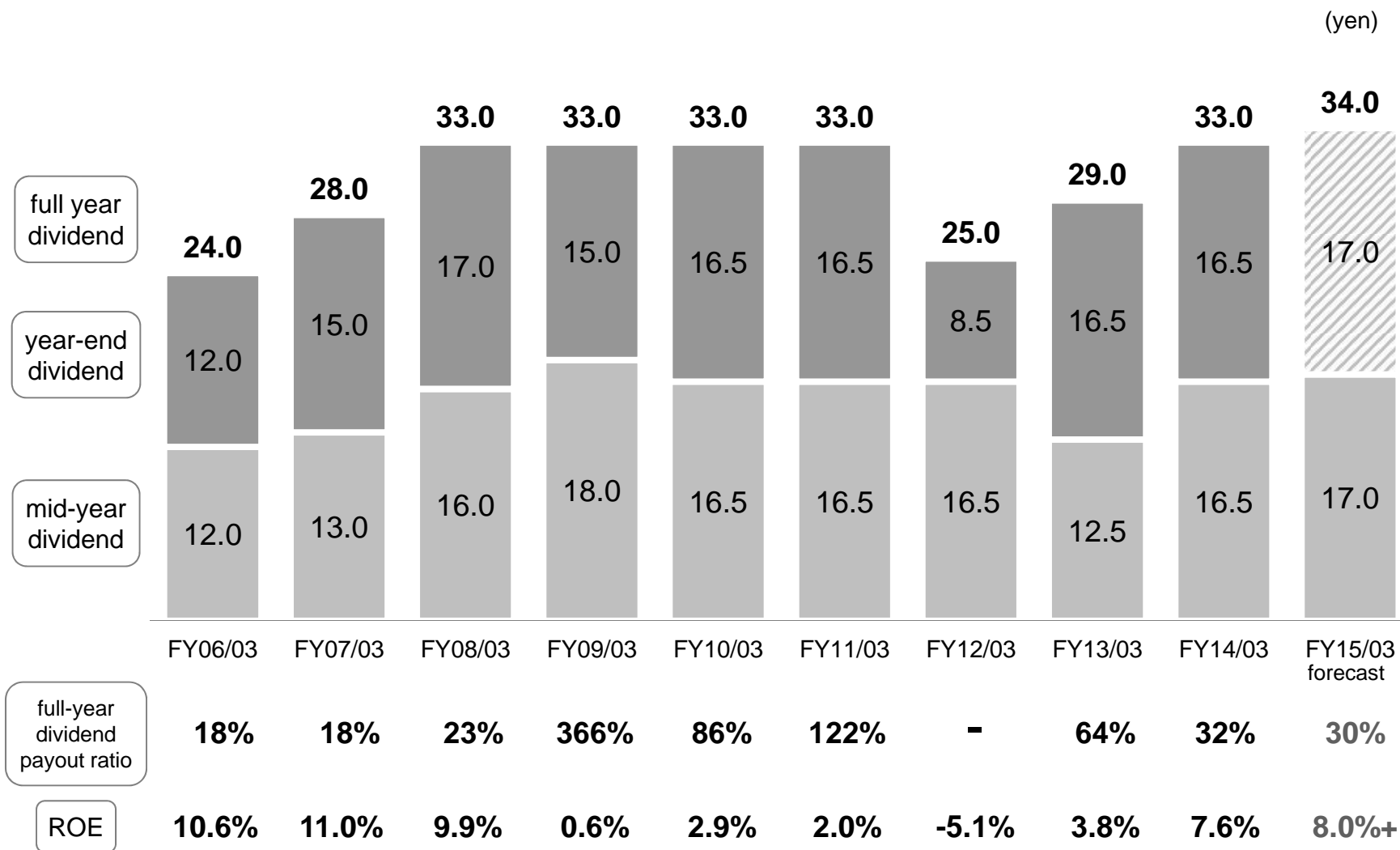
Forex impacts

Impacts of forex per yen annually

(billion yen)	sales	OP
US\$	6.0	0.8
Euro	3.8	1.4



# Dividend and ROE





# Appendix

# FY2015/03 new products (Imaging & Solutions - Document)

	FY2013/03	FY2014/03	FY2015/03
<b>Color MFP</b>			
<b>Mono MFP</b>			
<b>A4 MFP</b>			



# FY2015/03 new products (Production Printing)

Color  
Continuous  
Form



**InfoPrint5000**



**InfoPrint5000VP**



**Pro VC60000**



Color  
Cut  
Sheet

Heavy

**Pro C9110**



Mid



**Pro C900**



**Pro C901**

**Pro C9100**



**Pro C720**



**Pro C751**

**Pro C7110S**



Light

**Pro C651**



**Pro C5110S**



**Pro C7100S**



**Pro C5100S**



Color  
Wide Format  
Inkjet

**MP CW2200**



**Pro L4000**



**FY09/03 - FY12/03**

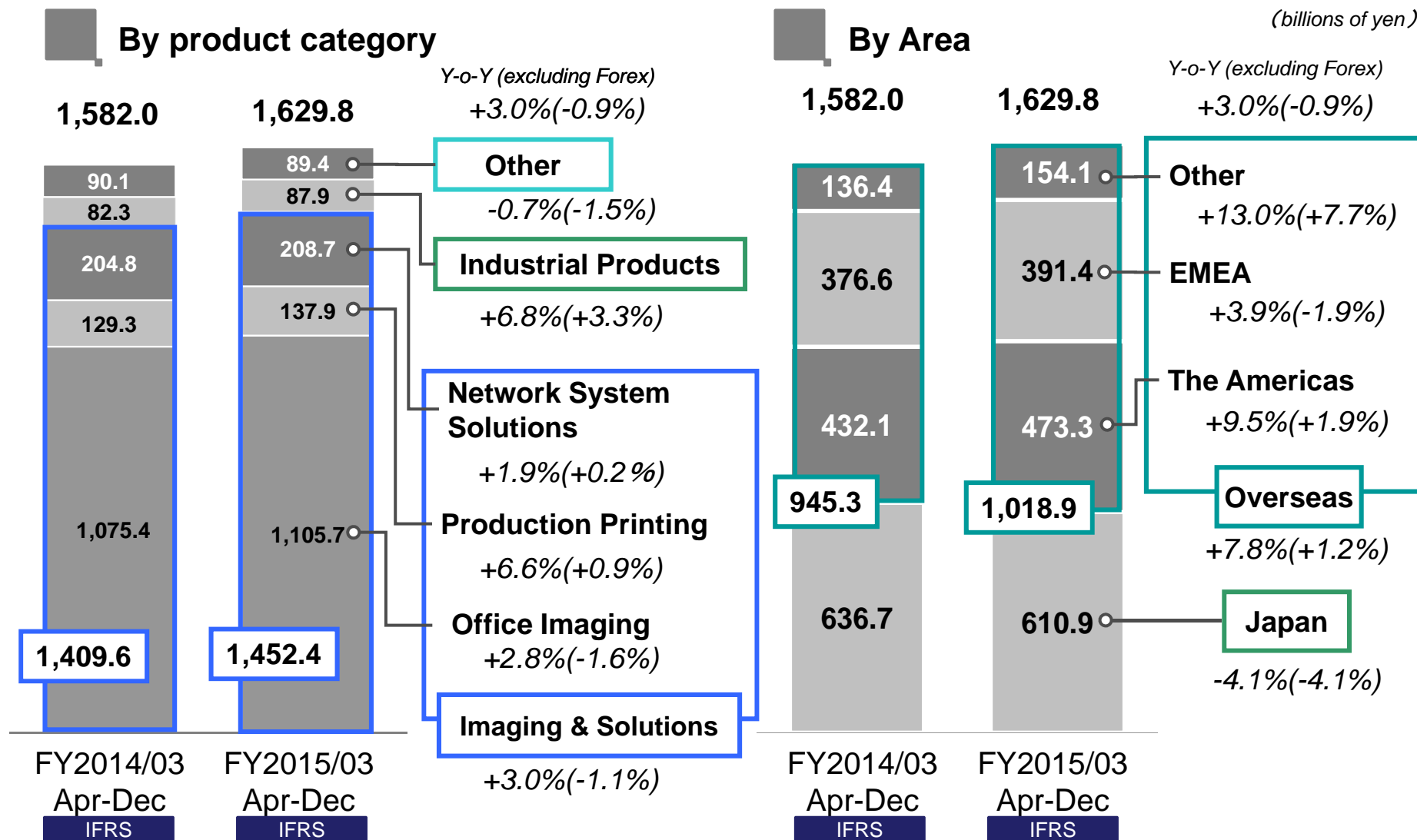
**FY13/03**

**FY14/03**

**FY15/03**



# FY2015/03 Apr-Dec sales by category



# FY2015/03 Q3 profit statement

(billions of yen)	IFRS		Y-o-Y Comparison			
	FY2014/03 Q3 result	FY2015/03 Q3 result	Change	Change(%)	Change(%) without Forex	
Sales	(Japan)	215.7	196.0	-19.7	-9.2%	-9.2%
	(Overseas)	327.0	361.0	+33.9	+10.4%	+0.9%
	Total	542.8	557.0	+14.1	+2.6%	-3.1%
Gross profit		220.7	232.7	+12.0	+5.4%	
	sales %	40.7%	41.8%			
SG&A		194.2	202.5	+8.2	+4.3%	
	sales %	35.8%	36.4%			
Operating profit		26.4	30.2	+3.7	+14.2%	
	sales %	4.9%	5.4%			
Profit before income tax expenses		25.7	29.2	+3.5	+13.8%	
	sales %	4.7%	5.3%			
Profit attribute to owners of the parent		15.3	18.3	+3.0	+19.9%	
	sales %	2.8%	3.3%			
EPS (Yen)		21.14	25.34	+4.20		
Exchange rate	US \$1	100.46	114.37	+13.91		
(Yen)	Euro 1	136.70	142.87	+6.17		

<Investment>

(billions of yen)	FY14/03 Q3	FY15/03 Q3
R&D	28.3	28.6
% on sales	5.2%	5.1%
CAPEX	15.8	16.2
Depreciation (tangible fixed assets)	16.3	17.5

FY2015/03 Q3  
forex assumption

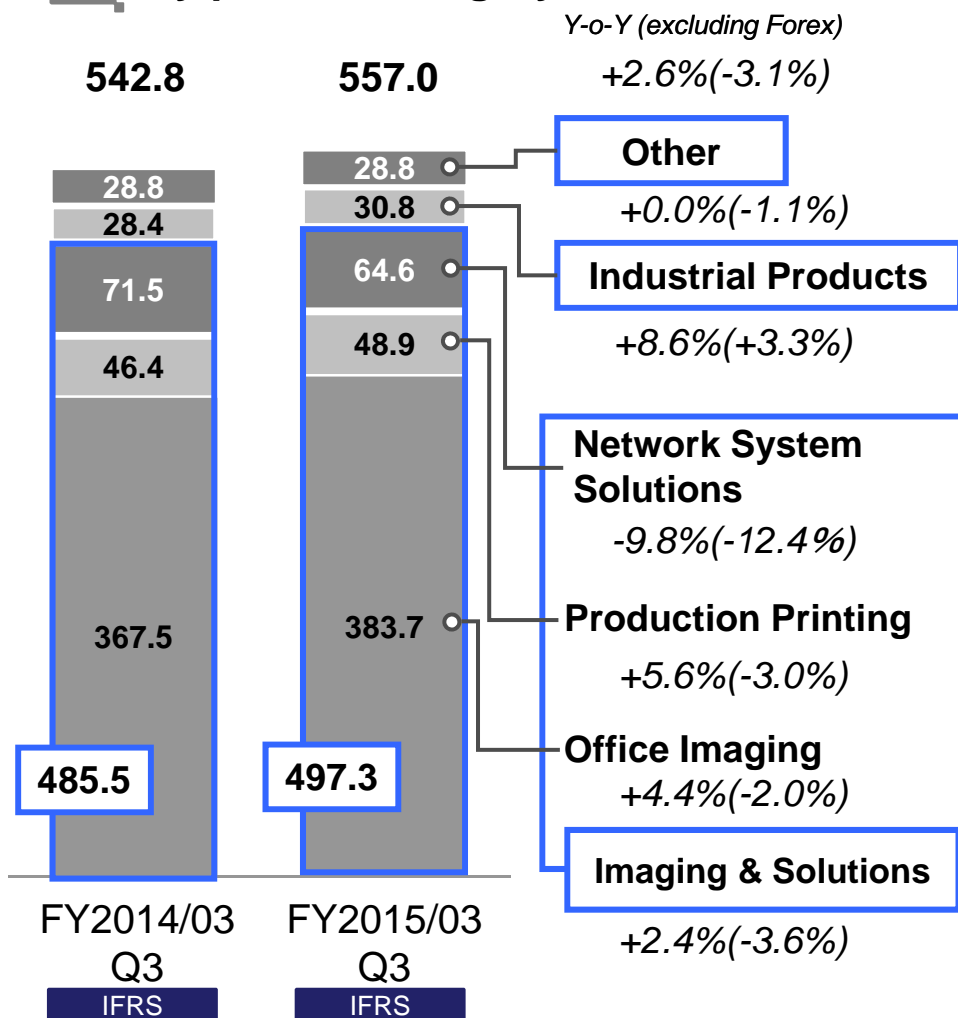
1US\$ = 100.00JPY  
1Euro = 140.00JPY



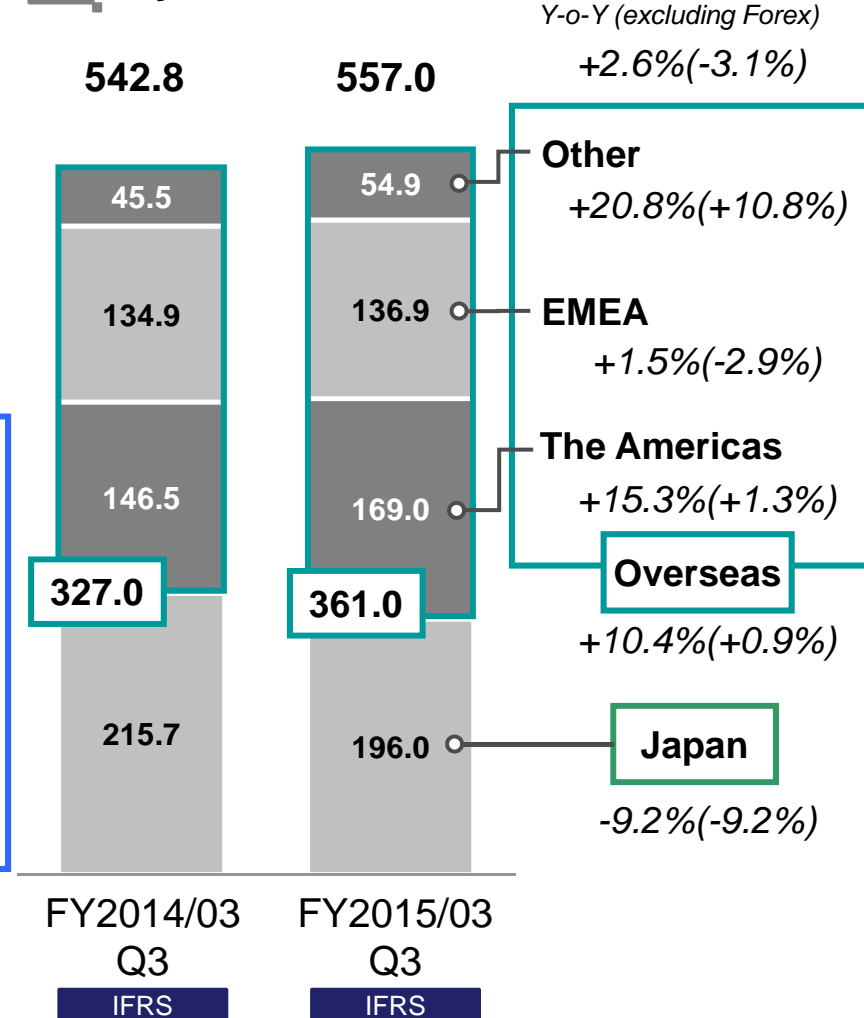
# FY2015/3 Q3 sales by category

(billions of yen)

## By product category



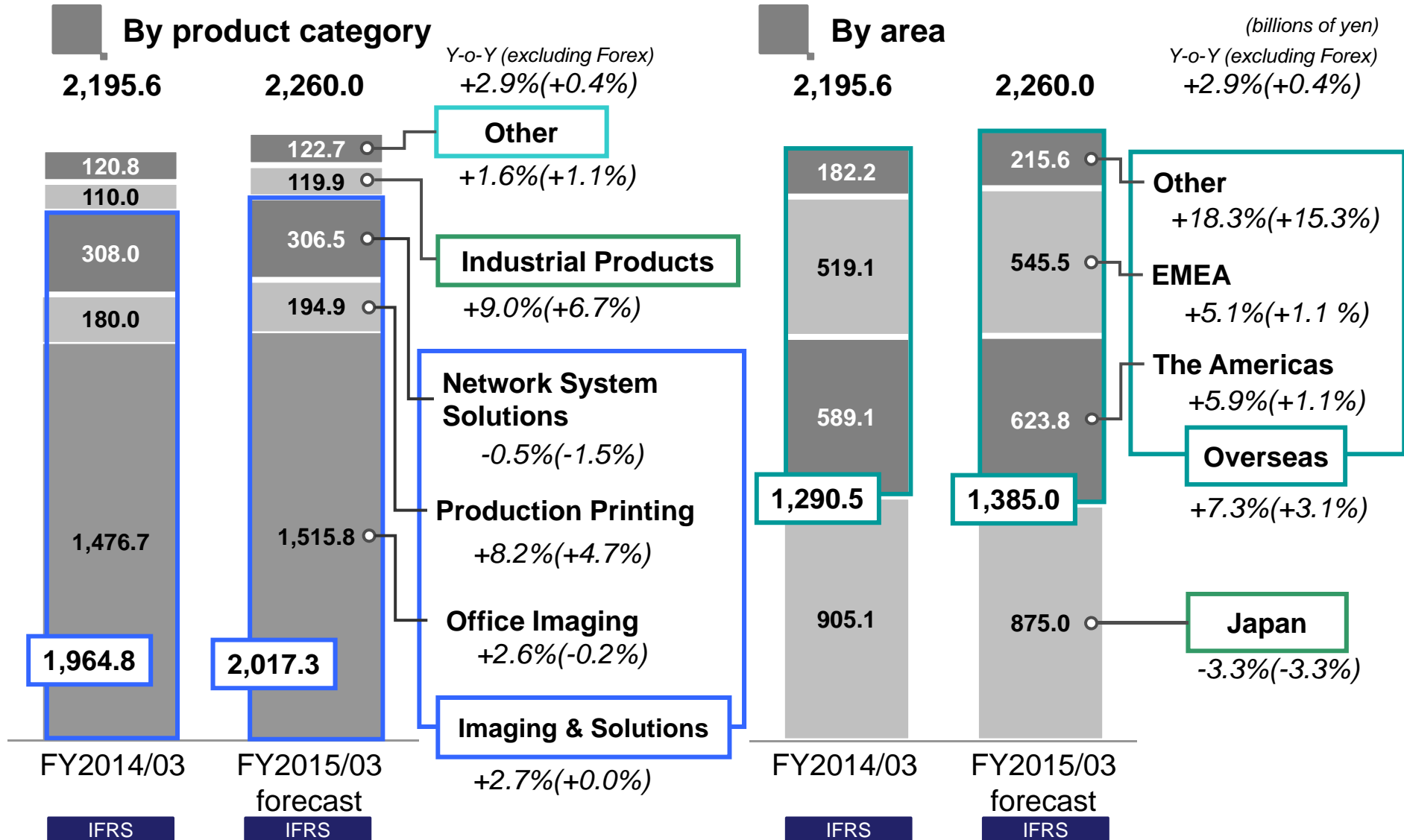
## By Area







# FY2015/3 sales forecast by category



# Appendix: historical data (1)

## Imaging & Solutions sales portion by products

\*Value based ratio including forex

	FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	58%	55%	57%	57%	57%	52%	54%	51%	55%	52%	54%	56%	54%	54%	57%	53%
Office Printer	10%	10%	10%	10%	9%	9%	9%	9%	9%	9%	9%	10%	9%	9%	10%	9%
Production Printing(PP)	9%	9%	9%	9%	9%	10%	10%	9%	9%	10%	11%	9%	9%	10%	9%	9%
Office Imaging, other	6%	6%	6%	6%	5%	5%	5%	6%	5%	6%	4%	6%	5%	5%	6%	6%
MDS(Labor charge) & IT Services	10%	11%	11%	12%	11%	12%	12%	13%	12%	13%	13%	11%	12%	13%	11%	12%
Network System Solutions, other	8%	9%	8%	7%	9%	11%	11%	12%	10%	10%	9%	8%	10%	10%	8%	11%

## MFP & printer Non-hardware ratio

	FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total	
MFP	Japan	58%	61%	60%	50%	55%	60%	58%	48%	55%	58%	56%	59%	58%	56%	57%	54%
	Overseas	55%	53%	55%	53%	56%	56%	56%	53%	56%	54%	55%	55%	56%	55%	54%	55%
	Total	56%	56%	57%	52%	56%	57%	57%	51%	56%	55%	55%	56%	57%	55%	55%	55%
Office Printer	Japan	88%	88%	88%	85%	88%	85%	87%	88%	89%	88%	91%	88%	87%	89%	87%	87%
	Overseas	73%	69%	74%	72%	72%	71%	69%	71%	69%	70%	68%	72%	70%	69%	72%	70%
	Total	81%	79%	81%	78%	80%	78%	78%	79%	78%	79%	78%	80%	79%	78%	80%	79%
PP	Japan	63%	58%	61%	55%	71%	65%	61%	54%	63%	54%	61%	61%	65%	59%	59%	62%
	Overseas	56%	57%	60%	59%	62%	54%	55%	50%	62%	59%	62%	58%	57%	61%	58%	55%
	Total	58%	57%	60%	58%	63%	56%	56%	51%	62%	58%	62%	58%	58%	61%	58%	56%

## Appendix: historical data (2)

### MFP & printer y-o-y (Office Imaging and Production Printing) \*By value

< Hardware >		FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	-6%	-2%	+11%	-2%	-3%	-7%	+3%	+10%	-2%	+7%	+0%	+0%	-3%	+1%	+0%	+1%
(Office+PP)	Overseas	+0%	-11%	+0%	+11%	+20%	+19%	+27%	+11%	+1%	+9%	+6%	-4%	+22%	+5%	+0%	+19%
	(Forex excluded)	+7%	-7%	-4%	-3%	-3%	-7%	+1%	-2%	-4%	+4%	-4%	-1%	-3%	-1%	-2%	-3%
	Total	-2%	-8%	+3%	+6%	+13%	+11%	+19%	+11%	+0%	+9%	+4%	-2%	+14%	+4%	+0%	+13%
	(Forex excluded)	+2%	-5%	+1%	-3%	-3%	-7%	+2%	+2%	-3%	+5%	-3%	-1%	-3%	-1%	-1%	-1%
< Non-hardware >																	
MFP&Printer	Japan	+2%	-2%	-2%	-7%	-4%	-3%	-3%	+2%	-6%	-1%	-5%	-1%	-3%	-4%	-2%	-2%
(Office+PP)	Overseas	-4%	-4%	+7%	+19%	+24%	+29%	+24%	+6%	+2%	+5%	+6%	+0%	+26%	+4%	+5%	+20%
	(Forex excluded)	+4%	+1%	+4%	+3%	+0%	+1%	-2%	-6%	-3%	-0%	-3%	+3%	+0%	-2%	+3%	-2%
	Total	-2%	-3%	+3%	+8%	+13%	+16%	+13%	+5%	-0%	+3%	+2%	+0%	+14%	+1%	+2%	+11%
	(Forex excluded)	+3%	+0%	+1%	-1%	-1%	-1%	-2%	-3%	-4%	-1%	-4%	+1%	-1%	-3%	+1%	-2%

\* Total hardware and non-hardware sales of MFP, Office printer, Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)

## Appendix: historical data (3)

### MFP & printer y-o-y (Office Imaging) \*By value

< Hardware >		FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer (Office Imaging)	Japan	-6%	-3%	+11%	-2%	-2%	-6%	+3%	+10%	-3%	+6%	+1%	+0%	-2%	+1%	-1%	+2%
	Overseas	-3%	-10%	+1%	+12%	+21%	+15%	+22%	+5%	-0%	+11%	+8%	-4%	+19%	+6%	+0%	+15%
	(Forex excluded)	+4%	-6%	-2%	-2%	-2%	-10%	-3%	-7%	-5%	+6%	-2%	-2%	-5%	-1%	-2%	-6%
	Total	-4%	-8%	+4%	+6%	+13%	+8%	+15%	+7%	-1%	+10%	+6%	-3%	+12%	+5%	+0%	+10%
	(Forex excluded)	+0%	-5%	+2%	-2%	-2%	-9%	-1%	-1%	-4%	+6%	-1%	-1%	-4%	+0%	-1%	-3%
MFP	Japan	-6%	-1%	+12%	-1%	-1%	-8%	+2%	+11%	-3%	+9%	+4%	+1%	-2%	+3%	+0%	+2%
	Overseas	-4%	-12%	+0%	+12%	+22%	+15%	+21%	+5%	-1%	+11%	+7%	-6%	+19%	+6%	-1%	+15%
	(Forex excluded)	+3%	-8%	-3%	-2%	-2%	-11%	-4%	-7%	-6%	+6%	-3%	-3%	-5%	-1%	-3%	-6%
	Total	-4%	-9%	+4%	+7%	+13%	+7%	+15%	+7%	-2%	+10%	+6%	-3%	+12%	+5%	+0%	+10%
	(Forex excluded)	+0%	-6%	+2%	-2%	-1%	-10%	-2%	-1%	-5%	+6%	-0%	-2%	-4%	+0%	-2%	-3%
Office Print	Japan	-1%	-16%	-2%	-19%	-13%	+15%	+8%	+3%	-14%	-13%	-36%	-7%	+4%	-21%	-11%	+4%
	Overseas	+8%	+22%	+17%	+10%	+15%	+18%	+28%	+2%	+15%	+11%	+16%	+15%	+20%	+14%	+13%	+15%
	(Forex excluded)	+16%	+28%	+13%	-4%	-7%	-7%	+2%	-9%	+10%	+6%	+6%	+19%	-4%	+7%	+12%	-6%
	Total	+5%	+6%	+10%	-2%	+5%	+17%	+21%	+3%	+7%	+3%	+1%	+7%	+15%	+3%	+4%	+11%
	(Forex excluded)	+10%	+9%	+8%	-10%	-9%	+0%	+4%	-5%	+3%	-1%	-6%	+9%	-2%	-2%	+3%	-3%
PP *	Japan	-10%	+8%	+4%	+10%	-29%	-22%	+2%	+7%	+21%	+23%	-23%	+1%	-16%	+4%	+3%	-9%
	Overseas	+32%	-13%	-9%	+5%	+11%	+46%	+67%	+59%	+13%	-2%	-8%	+0%	+41%	-0%	+1%	+46%
	(Forex excluded)	+39%	-10%	-13%	-9%	-10%	+15%	+34%	+39%	+8%	-7%	-17%	+2%	+13%	-7%	-1%	+20%
	Total	+21%	-9%	-7%	+6%	+4%	+32%	+54%	+48%	+14%	+1%	-10%	+0%	+30%	+0%	+2%	+35%
	(Forex excluded)	+27%	-6%	-10%	-5%	-14%	+8%	+27%	+32%	+10%	-3%	-18%	+2%	+7%	-5%	+0%	+14%

\* Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)

# Appendix: historical data (4)

## MFP & printer y-o-y (Office Imaging) \*By value

< Non-hardware >		FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP&Printer	Japan	+2%	-3%	-2%	-7%	-4%	-3%	-3%	+2%	-5%	-0%	-5%	-1%	-3%	-3%	-2%	-2%
(Office Imaging)	Overseas	-5%	-6%	+7%	+18%	+22%	+29%	+22%	+5%	+1%	+3%	+3%	-1%	+24%	+2%	+4%	+19%
	(Forex excluded)	+3%	-1%	+4%	+2%	-2%	+0%	-3%	-6%	-5%	-2%	-5%	+2%	-1%	-4%	+2%	-3%
	Total	-2%	-4%	+3%	+7%	+11%	+15%	+12%	+4%	-2%	+2%	+0%	-1%	+13%	+0%	+1%	+10%
	(Forex excluded)	+2%	-2%	+2%	-2%	-2%	-1%	-3%	-3%	-5%	-1%	-5%	+1%	-2%	-4%	+0%	-3%
MFP	Japan	+0%	-4%	-3%	-6%	-4%	-2%	-3%	-2%	-3%	-3%	-4%	-2%	-3%	-3%	-3%	-3%
	Overseas	-5%	-5%	+7%	+17%	+24%	+29%	+24%	+9%	-0%	+2%	+2%	-1%	+26%	+1%	+3%	+21%
	(Forex excluded)	+2%	+0%	+4%	+1%	+0%	+1%	-2%	-3%	-5%	-3%	-6%	+2%	+0%	-5%	+2%	-1%
	Total	-3%	-5%	+3%	+8%	+14%	+17%	+14%	+6%	-1%	+1%	+0%	-2%	+15%	-0%	+1%	+12%
	(Forex excluded)	+1%	-2%	+1%	-2%	-1%	+0%	-2%	-3%	-5%	-3%	-5%	+0%	-1%	-4%	+0%	-2%
Office Print	Japan	+9%	+1%	+1%	-8%	-4%	-5%	-3%	+10%	-11%	+7%	-7%	+4%	-4%	-4%	+0%	-0%
	Overseas	-3%	-10%	+10%	+22%	+11%	+25%	+13%	-14%	+6%	+6%	+7%	-1%	+16%	+7%	+5%	+6%
	(Forex excluded)	+6%	-5%	+6%	+7%	-11%	-3%	-10%	-24%	+0%	+2%	-1%	+3%	-8%	+0%	+4%	-13%
	Total	+4%	-3%	+5%	+3%	+2%	+7%	+4%	-1%	-3%	+7%	-0%	+2%	+4%	+1%	+2%	+3%
	(Forex excluded)	+8%	-1%	+3%	-3%	-7%	-4%	-6%	-6%	-6%	+4%	-4%	+3%	-5%	-2%	+2%	-6%
PP *	Japan	+5%	+6%	-9%	-2%	-1%	+4%	+2%	+4%	-15%	-20%	-20%	+0%	+2%	-18%	+0%	+2%
	Overseas	+5%	+13%	+7%	+31%	+38%	+31%	+36%	+10%	+16%	+19%	+22%	+9%	+35%	+19%	+14%	+27%
	(Forex excluded)	+11%	+18%	+4%	+14%	+12%	+3%	+8%	-3%	+10%	+13%	+11%	+11%	+7%	+11%	+12%	+4%
	Total	+5%	+12%	+3%	+23%	+29%	+25%	+29%	+9%	+10%	+12%	+15%	+7%	+28%	+12%	+11%	+22%
	(Forex excluded)	+10%	+15%	+1%	+10%	+9%	+3%	+7%	-2%	+6%	+7%	+6%	+8%	+6%	+6%	+9%	+4%

\* Cut sheet PP, Continuous form PP (excluding sales of solutions and third party products)

## Appendix: historical data (6)

### MFP & printer color ratio

		FY2013/03				FY2014/03				FY2015/03			FY13/03	FY14/03	FY15/03	FY13/03	FY14/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q1-Q3	Q1-Q3	Q1-Q3	Total	Total
MFP	Japan	70%	68%	74%	71%	76%	80%	85%	80%	85%	85%	87%	71%	80%	86%	71%	80%
	Overseas	56%	55%	56%	56%	54%	52%	58%	61%	62%	61%	63%	56%	55%	62%	56%	57%
	Total	61%	59%	62%	61%	61%	60%	67%	68%	70%	68%	70%	61%	63%	69%	61%	64%
Office Printer	Japan	44%	43%	45%	49%	47%	41%	42%	44%	49%	47%	36%	44%	43%	44%	46%	43%
	Overseas	32%	32%	33%	29%	32%	33%	31%	34%	31%	39%	38%	32%	32%	36%	31%	33%
	Total	36%	36%	37%	36%	36%	36%	34%	38%	35%	41%	37%	36%	35%	38%	36%	36%
PP	Japan	6%	8%	7%	14%	31%	29%	27%	32%	32%	34%	27%	7%	29%	31%	9%	30%
	Overseas	56%	54%	56%	53%	56%	62%	66%	69%	65%	63%	67%	56%	62%	65%	55%	64%
	Total	47%	44%	46%	45%	53%	58%	60%	64%	60%	59%	62%	46%	57%	60%	45%	59%

\*For hardware shipment, by value

### Number of employees

		FY12/03	FY13/03	FY14/03	FY15/03		
					Q1	Q2	Q3
Japan		38,519	37,401	36,873	37,273	36,918	36,752
Overseas	Americas	33,262	31,475	31,853	31,697	31,639	31,797
	EMEA	17,637	18,229	18,422	18,485	18,449	18,520
	China	11,960	12,094	11,932	12,151	12,709	12,942
	AsiaPacific	7,864	8,232	9,115	9,706	10,204	10,218
	Sub total	70,723	70,030	71,322	72,039	73,001	73,477
Total		109,242	107,431	108,195	109,312	109,919	110,229

\*As of end of each period

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