

**Consolidated
Results for
Three Months
Ended
June 30, 2016**

RICOH
imagine. change.



RICOH MP C2504 color multifunction printer



RICOH MP 9003 high-speed monochrome
multifunction printer

August 5, 2016
Ricoh Company, Ltd.

The new RICOH MP C2504 and RICOH MP MP 9003/7503/6503 series are part of an expanded lineup of advanced multifunction printers incorporating the Smart Operation Panel



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 judge 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.

We have adopted a net basis for reporting a portion of lease transactions from this fiscal year in place of gross basis. Past sales figures and related indicators have also been adjusted retroactively to conform to the current year.

Regarding the financial reporting of our overseas affiliated company

- As disclosed to the Tokyo Stock Exchange (TSE) on May 19, 2016 (Notice titled “Notice relating to the financial reporting of our overseas affiliated company”), our consolidated subsidiary, Ricoh India Limited (Headquarters: New Delhi, Bombay Stock Exchange – referred to as ‘RicoH India’ from here) acknowledged the delayed submission of their financial results for the fiscal year 2016 ended March 31.
- We also disclosed to the TSE on July 19, 2016 (Notice titled “Notice relating to the capital increase of our overseas affiliated company”), that Ricoh was in the process of filing a petition to the National Company Law Tribunal in India regarding a capital increase for Ricoh India, after it announced an estimation of the unaudited loss of the fiscal year 2016 ended March 31.
- Ricoh India appointed a new CEO in April. In addition, on July 25, Ricoh India appointed a new chairman of its board of directors, as part of renewing its governance system.
- Under the new management system, Ricoh India proceeded its internal examination and accounting, and was able to complete the announcement of their estimated unaudited financial results for the fiscal year 2016 ended March 31.
- We do not anticipate any revision to the already published consolidated results for the fiscal year 2016 ended March 31. However, in the outlook for the fiscal year 2017 ending March 31, 2017, we have recognized an additional cost of 6.5 billion Japanese yen in after tax profit to reflect the aforementioned event.
- If there is any further information that should be disclosed with regards Ricoh India as the situation develops, it will be shared promptly.

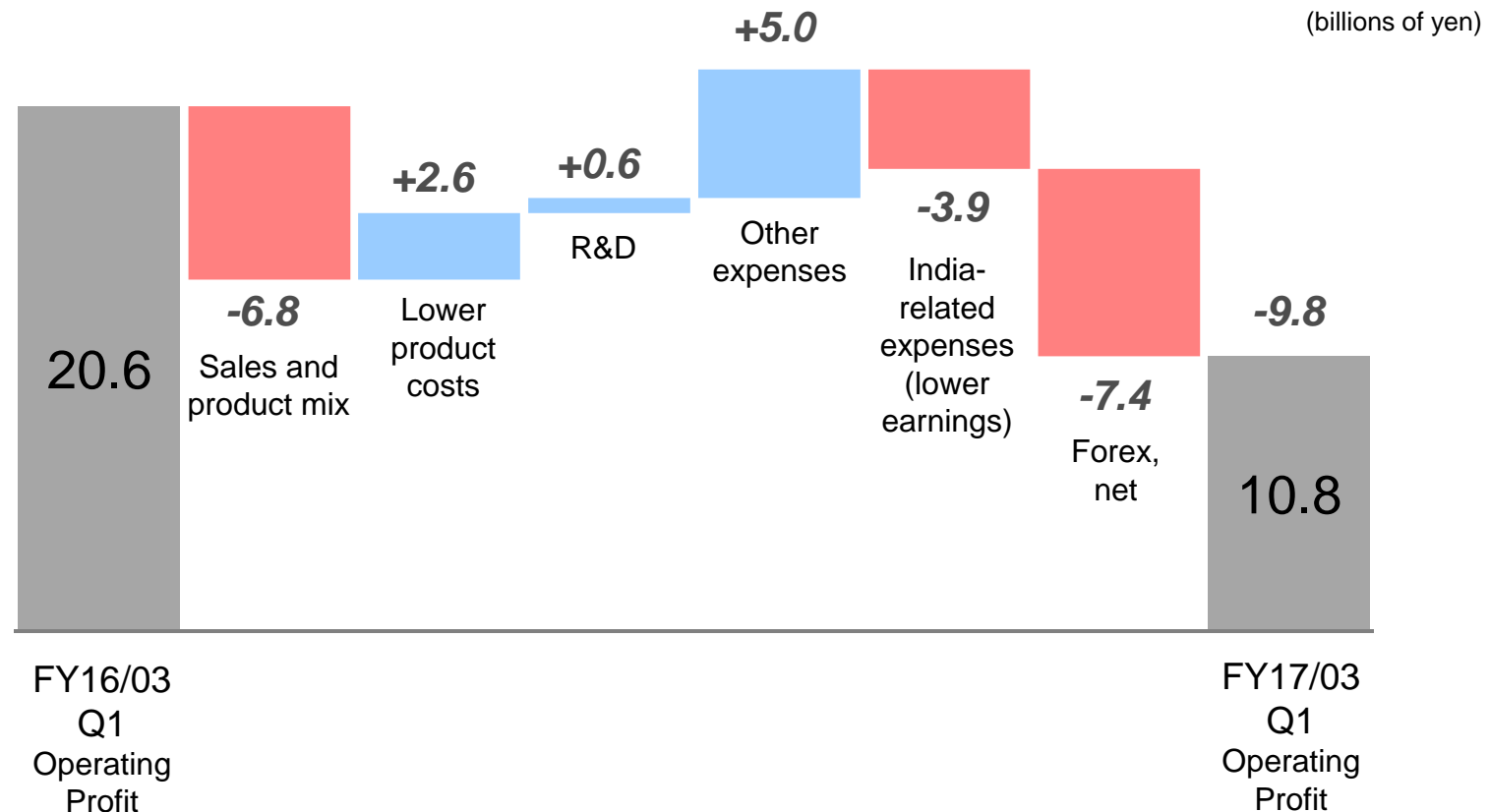


Key Indicators

	FY17/03 Q1	Change	
Sales	487.7 billion yen	-9.5%	Sales change excluding forex
Operating profit	10.8 billion yen	-47.4%	
Operating margin	2.2%	-1.6 pt	Japan -0.4%
			The Americas -6.2%
			EMEA -1.3%
Profit attributable to owners of the parent	4.7 billion yen	-63.3%	Other -3.3%
			<u>Consolidated</u> -2.8%
EPS	6.58 yen	-11.33 yen	
Free Cash flow Excluding Finance business	17.1 billion yen	+16.0 billion yen	
R&D expenditures	26.8 billion yen	-0.1 billion yen	
Capital expenditures	16.0 billion yen	-4.5 billion yen	
Depreciation	16.3 billion yen	-0.9 billion yen	
Exchange rate Yen/US\$	108.08 yen	-13.23 yen	
Yen/Euro	121.97 yen	-12.25 yen	

FY2017/03 Q1 Operating Profit Comparisons

- Groupwide structural reforms helped reduce expenses, offsetting the impact of lower sales ahead of new multifunction printer launches and changes in the product mix
- Earnings declined owing to India-related expenses and foreign exchange changes



Key Initiatives

Reinforce
profitability of core
businesses

- Launching advanced MFPs to expand sales of high-value-added offerings
 - Rolling out six color and three monochrome models



MP C6004

Accelerate profit
contributions
through new
businesses

- participation in drupa 2016
- Reinforcing lineup of inkjet heads for industrial printing



Ricoh's booth at drupa 2016

Improve
companywide
structure

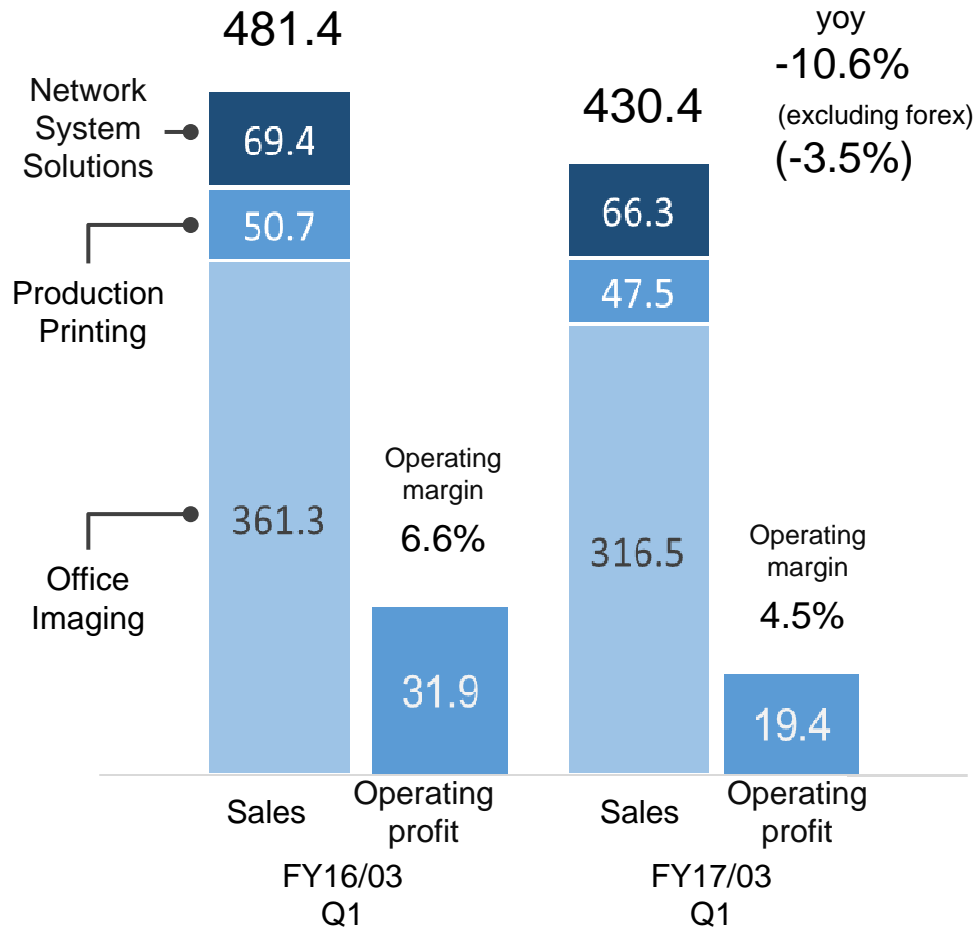
- Reviewing business processes and shifting personnel into growth fields



Business Segments (1)



Imaging & Solutions *(billions of yen)*



Note: Excluding corporate and eliminations.

<Highlights>

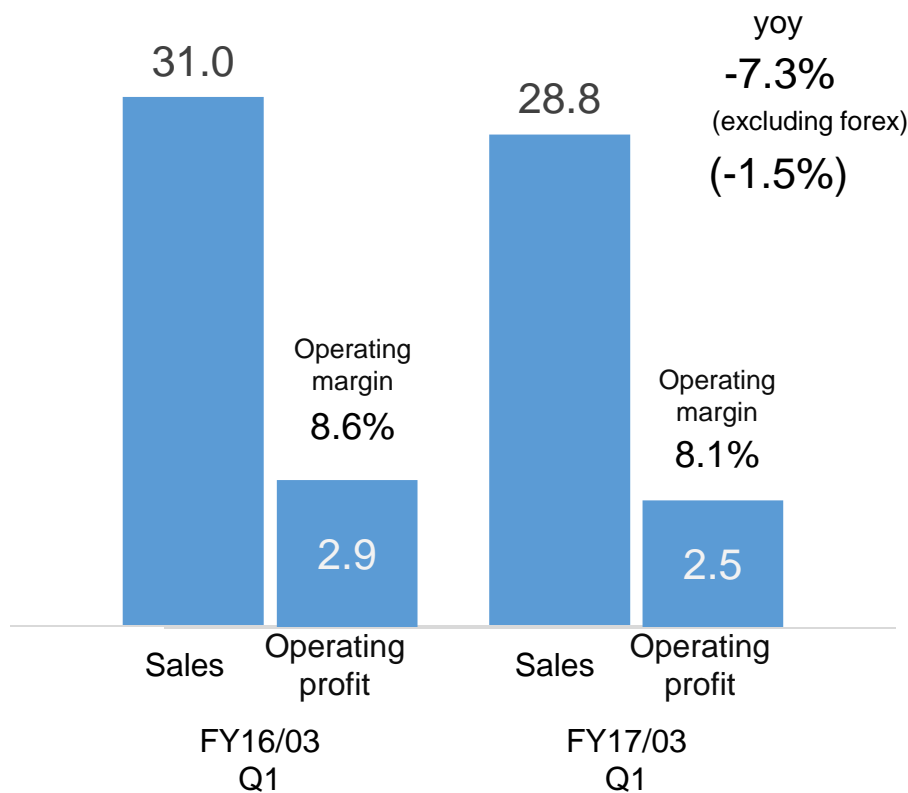
- | | | |
|----------------|---------------|----------------------------|
| Office Imaging | yoy
-12.4% | Excluding forex
(-5.0%) |
|----------------|---------------|----------------------------|
- New advanced A3 MFPs
MP C6004/C5504/C4504/C3504/C3004J
MP C2504
MP 9003/7503/6503
 - New laser printers
SP C342/C342M/C341
SP C751/C750
- | | | |
|---------------------|-------|---------|
| Production Printing | -6.2% | (+3.1%) |
|---------------------|-------|---------|
- Exhibited at drupa 2016
 - Announced TotalFlow Print Server R-61/R-61A, a hybrid controller for commercial printing
- | | | |
|--------------------------|-------|---------|
| Network System Solutions | -4.5% | (-0.7%) |
|--------------------------|-------|---------|
- Reinforced visual communication systems lineup
Interactive Whiteboard D8400
PJ WU5570/X5580



Business Segments (2)



Industrial Products *(billions of yen)*



Note: Excluding corporate and eliminations.

<Highlights>

- Reinforced industrial inkjet product lineup
RICOH MH5220 inkjet head
New inkjet print head employing thin-film piezo actuator
- Stronger lineup of camera modules for factory automation
RICOH SC-10A assembly support camera system FL-BC1618-9M factory automation lens
- Stronger electronic device range
R5112S power IC for vehicular applications
R1580N driver controller IC for LED lighting



RICOH MH5220 industrial printing inkjet head for high-precision printing and capable of jetting high-viscosity inks



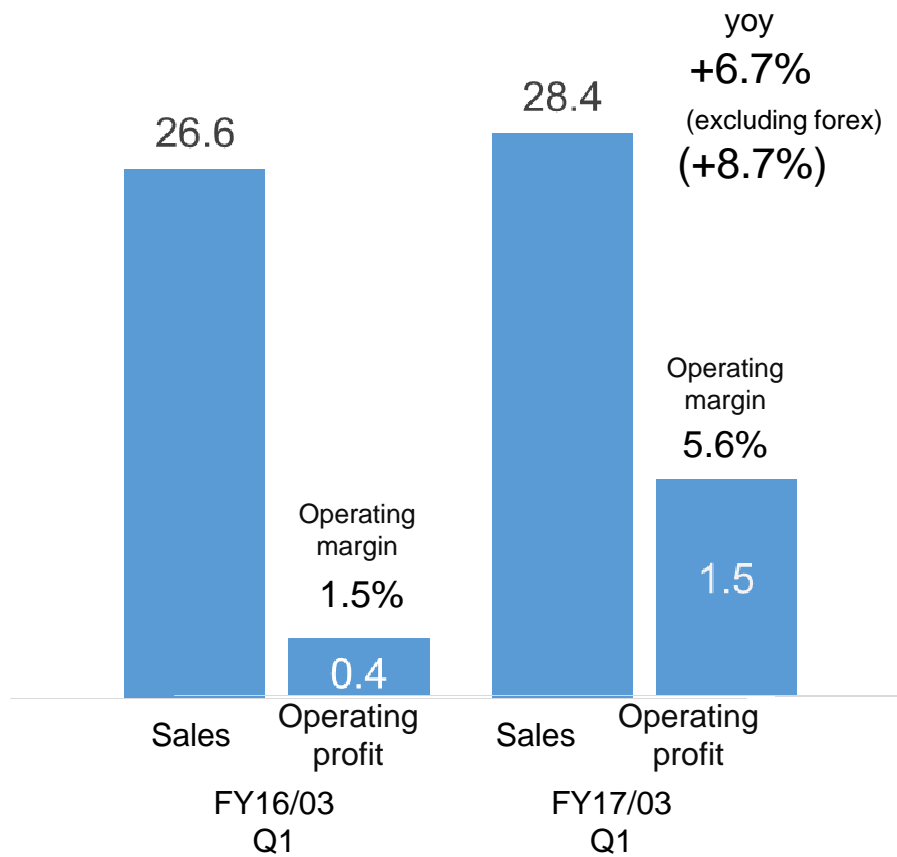
RICOH SC-10A support camera system, which can automatically check assembly work results



Business Segments (3)



Other (billions of yen)



Note: Excluding corporate and eliminations.

<Highlights>

- Bolstered digital SLR camera range
PENTAX K-70, an all-weather model for outdoor shooting
- Launched non-GPS-based indoor positioning system service
First offering was service for medical facilities



PENTAX K-70

Statement of Financial Position as of June 30, 2016

Assets

(billions of yen)	As of Jun 30, 2016	Change from Mar 31, '16
Current Assets	1,232.1	-41.0
Cash & time deposits	191.4	+22.8
Trade and other receivables	509.8	-54.3
Other financial assets	269.7	-2.6
Inventories	206.1	-0.8
Other current assets	54.9	-6.0
Non-current assets	1,450.0	-53.2
Property, plant and equipment	265.1	-11.4
Goodwill and intangible assets	380.7	-33.0
Other financial assets	610.3	-9.8
Other non-current assets	193.7	+1.0
Total Assets	2,682.1	-94.3

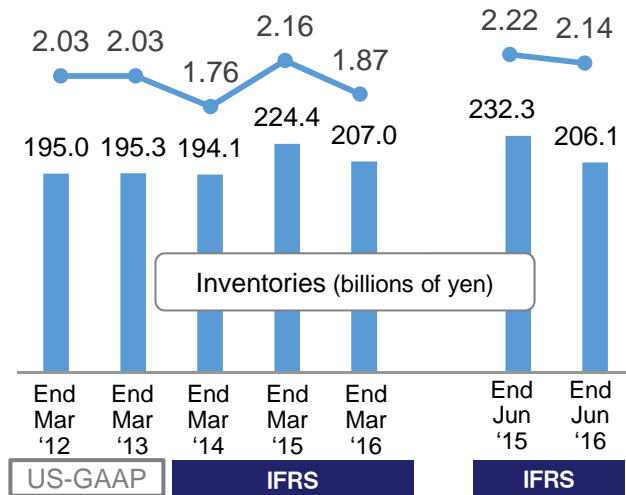
Liabilities and Equity

(billions of yen)	As of Jun 30, 2016	Change from Mar 31, '16
Current Liabilities	807.6	+0.7
Bonds and borrowings	297.1	+36.3
Trade and other payables	266.0	-20.0
Other current liabilities	244.4	-15.5
Non-current Liabilities	804.7	-17.0
Bonds and borrowings	584.3	-7.7
Accrued pension&retirement benefits	130.2	-8.7
Other non-current liabilities	90.1	-0.5
Total Liabilities	1,612.3	-16.3
Total equity attributable to owners of the parent	999.2	-78.5
Noncontrolling Interest	70.5	+0.5
Total Equity	1,069.7	-77.9
Total Liabilities and Equity	2,682.1	-94.3
Total Debt	881.4	+28.6

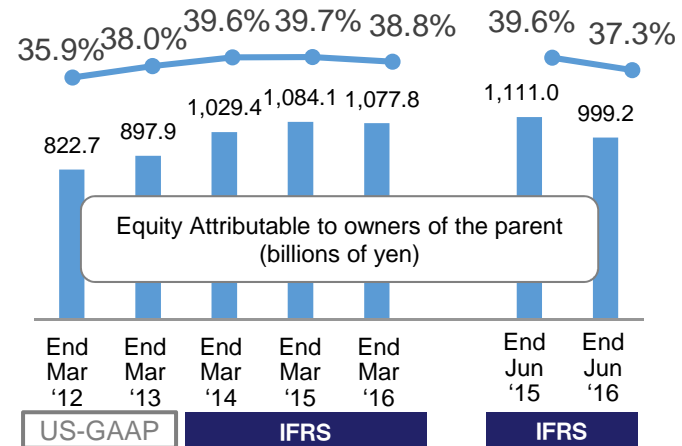
Exchange rate as of Jun 30, '16 : (Diff. from Mar 31, '16)
 US\$1 = ¥102.91 (- 9.77)
 1 euro = ¥114.39 (-13.31)

Statement of Financial Position as of June 30, 2016

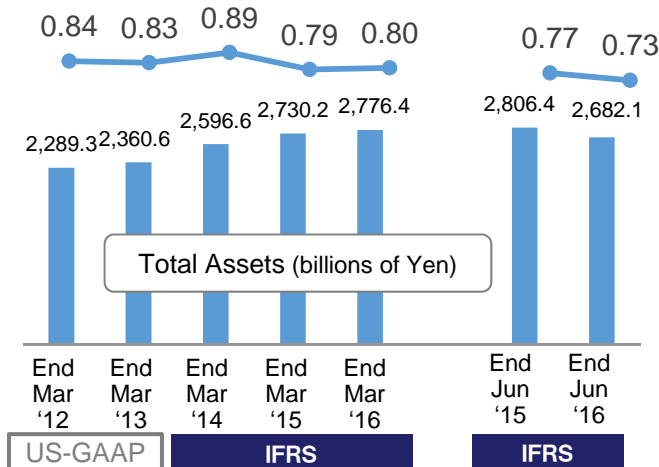
Inventories/Average cost of sales ratio (per month)



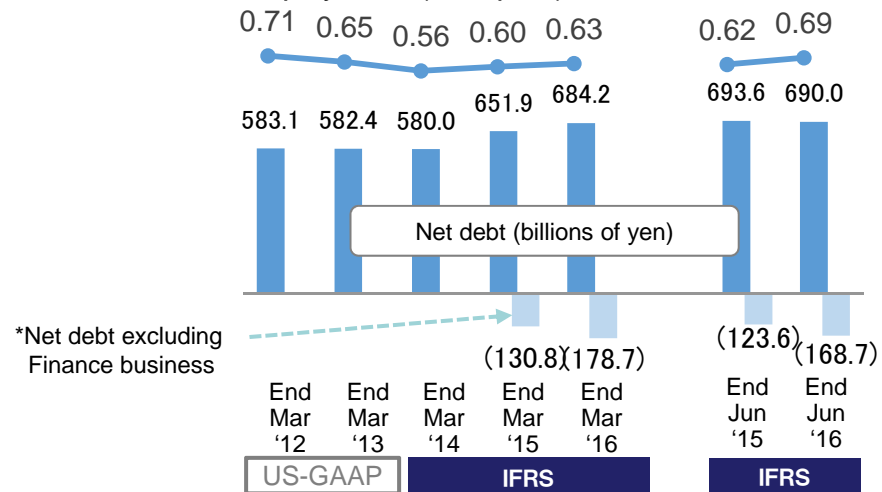
Equity attributable to owners of the parent ratio (Equity ratio)



Total assets turnover (per month)



Net debt/equity ratio (multiples)

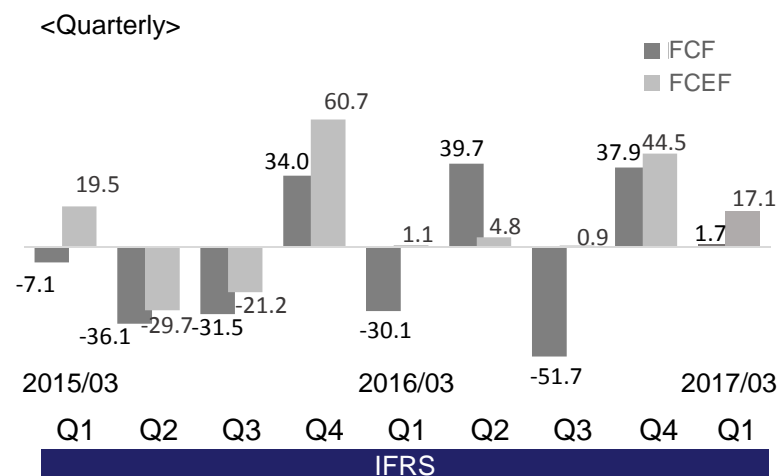


Due to a change in lease transaction reporting, Inventories/Average cost of sales ratio and Total assets turnover at end of March 2015 have been adjusted to conform to the current year figures.

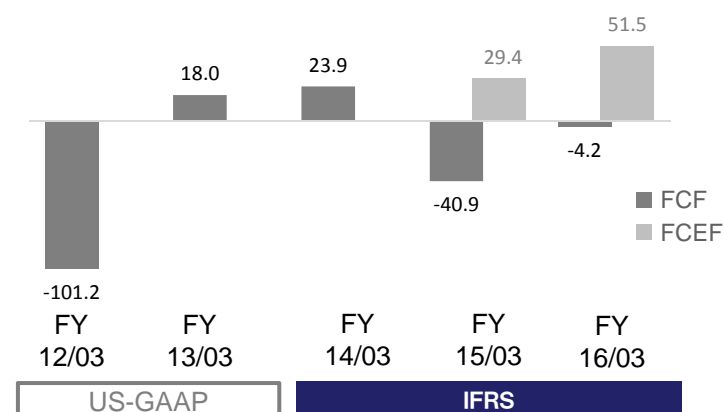
FY2017/03 Q1 Statement of Cash Flows

Working capital and other improvements boosted free cash flow excluding finance business by ¥16 billion

(billions of yen)	FY2016/03 Apr-Jun	FY2017/03 Apr-Jun
Profit	14.3	6.3
Depreciation and amortization	26.4	25.8
[Net profit + Depreciation and amortization]	[40.8]	[32.2]
Other operating activities	-40.4	-4.5
Net cash by operating activities	0.3	27.6
Plant and equipment	-20.5	-15.0
Purchase of business	-0.3	-0.2
Other investing activities	-9.6	-10.6
Net cash by investing activities	-30.5	-25.9
Increase (Decrease) of debt	51.8	41.9
Dividend paid	-12.3	-12.6
Other financing activities	-0.4	-0.4
Net cash by financing activities	39.1	28.8
Effect of exchange rate	3.0	-11.1
Net increase in cash and equivalents	12.0	19.4
Cash and equivalents at end of period	149.7	186.9
Free cash flow (Operating + Investing net cash)	-30.1	1.7
FCEF (Free cash flow excluding finance business)	1.1	17.1



<Annual Data>



*FCEF: ファイナンス事業を除くFCF

Outlook for FY2017/03

	FY17/03 Forecast	Year-on-year change	Revision from previous forecast
Sales	2,040.0 billion yen	-7.7%	-130.0 billion yen
Operating profit	55.0 billion yen	-46.2%	-22.0 billion yen
Operating margin	2.7 %	-1.9 pt	-0.8 pt
Profit attributable to owners of the parent	30.0 billion yen	-52.4%	-14.0 billion yen
EPS	41.39 yen	-45.48 Yen	-19.31 yen
ROE	3.0%	-2.8 pt	-1.0 pt
FCEF*	20.0 billion yen	-31.5 billion yen	-10.0 billion yen
R&D expenditures	120.0 billion yen	+1.4 billion yen	-8.5 billion yen
Capital expenditures (tangible fixed asset)	85.0 billion yen	+1.2 billion yen	-5.0 billion yen
Depreciation	70.0 billion yen	+1.2 billion yen	-4.0 billion yen
Yen/US\$	105.77 yen	-14.35 yen	-4.23 yen
Yen/Euro	116.74 yen	-15.94 yen	-8.26 yen

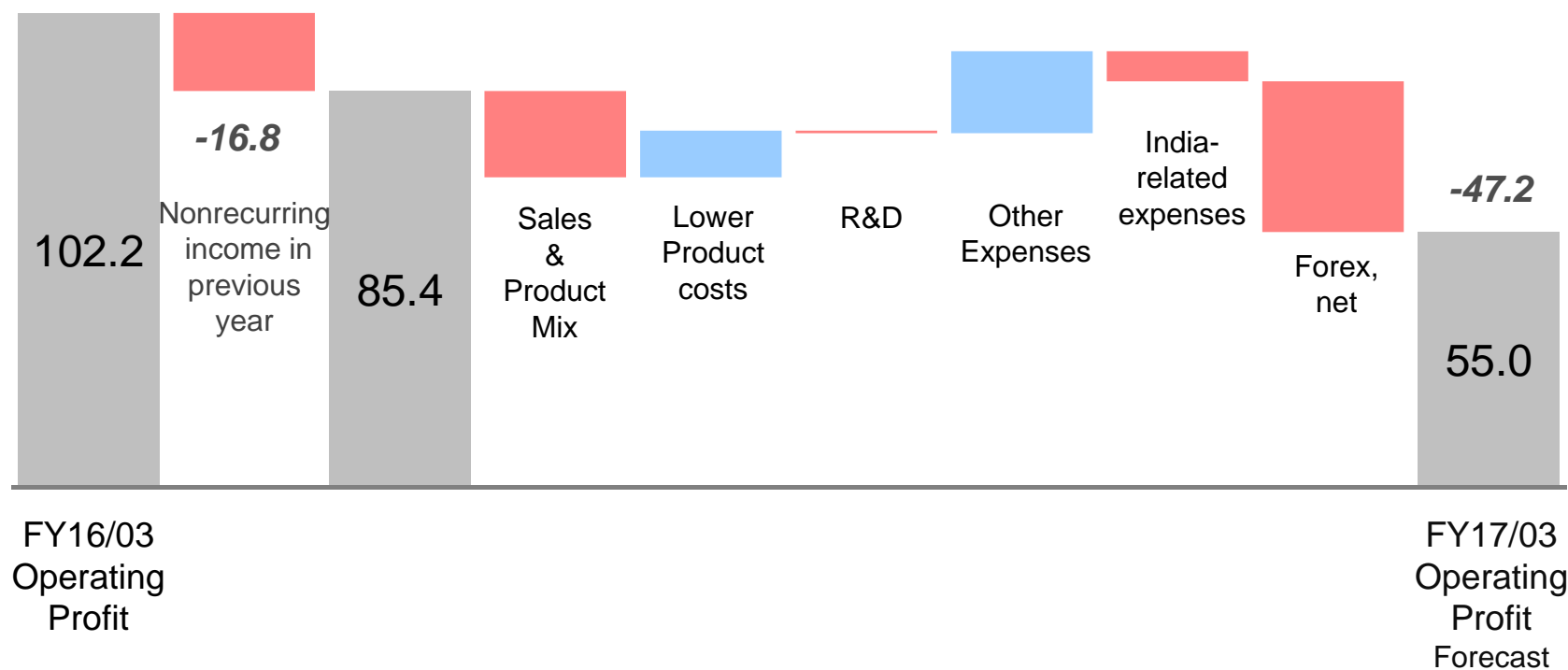
*FCEF: Free Cash flow Excluding Finance business



Full-Year Operating Profit Comparisons

Previous forecast	+6.2	+10.0	-9.0	+1.0	---	-16.7
New forecast	-18.6	+10.0	-0.5	+17.6	-6.5	-32.4

(billions of yen)



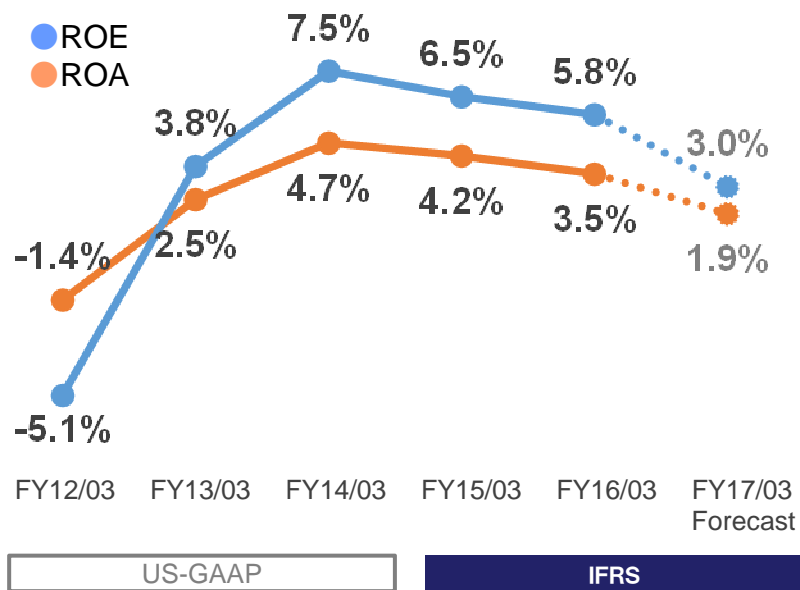


Shareholder Returns

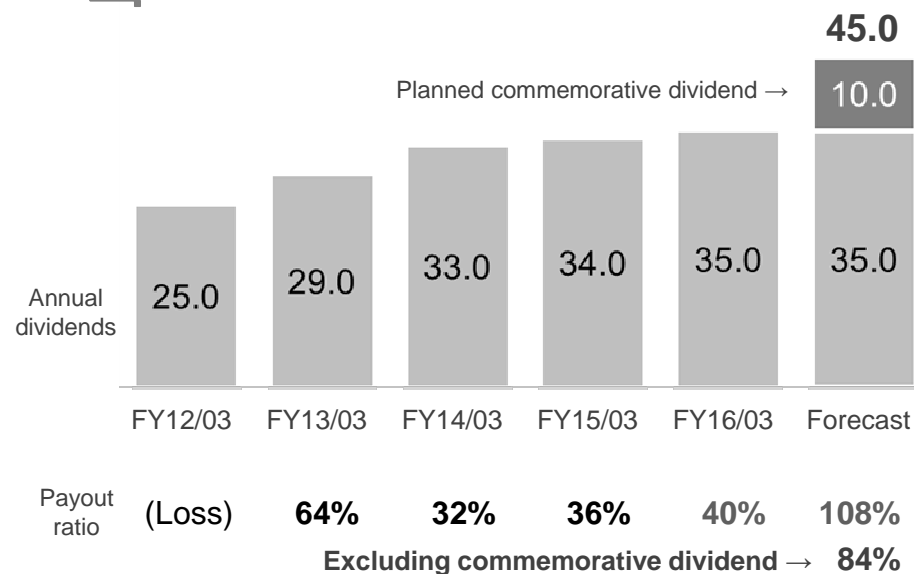
Shareholder returns policy

We seek to enrich internal reserves to establish a firmer financial footing and to support new business development. At the same time, we recognize the importance of a good return of profits to shareholders, and will endeavor to stably increase dividends, maintaining a total consolidated payout ratio of 30% to 50%.

ROE/ROA* *On pretax basis



Dividends per share (Yen)



* Dividends for FY17/03 including ¥10 per share payment to commemorate Ricoh's 80th anniversary.



Appendix



Appendix: Key Figures for FY2017/03 Q1

Financial Statements Excluding Finance Business



*Finance: Finance business Ricoh conducts globally

1. Profit Statement (billions of yen)

	Consolidated	Products & Services	Finance
Sales	487.7	471.2	34.3
Operating profit	10.8	2.8	8.0

2. Statement of Financial Position

	Consolidated	Products & Services	Finance
Assets	2,682.1	1,794.8	1,075.3
Financial Assets	874.7	-	874.7
Liabilities	1,612.3	866.6	933.7
Interest-bearing debt	881.4	157.7	860.4
Total Equity	1,069.7	928.1	141.6
Net debt	690.0	Δ168.7	858.8

3. Statement of Cash Flow

	Consolidated	Products & Services	Finance
Free cash flow	1.7	17.1	Δ15.4

<Key Financial Ratios>

	Consolidated	Products & Services
Equity ratio	37.3%	51.7%
D/E ratio	88.2%	17.0%
Total assets turn over	0.71	1.02

This chart includes approximate calculations.

FY2017/03 Profit Statement Forecast

(billions of yen)		FY2016/03 Results	FY2017/03 forecast (on Apr '28)	FY2017/03 Forecast	Y-o-Y comparison		
					Change	Change(%)	Change(%) without Forex
Sales	(Japan)	761.5	768.0	766.0	+4.4	+0.6%	+0.6%
	(Overseas)	1,447.4	1,402.0	1,274.0	-173.4	-12.0%	+0.1%
	Total	2,209.0	2,170.0	2,040.0	-169.0	-7.7%	+0.3%
Gross profit		881.9	852.0	794.5	-87.4	-9.9%	
	sales %	39.9%	39.3%	38.9%			
SG&A		779.6	775.0	739.5	-40.1	-5.2%	
	sales %	35.3%	35.7%	36.3%			
Operating profit		102.2	77.0	55.0	-47.2	-46.2%	
	sales %	4.6%	3.5%	2.7%			
Profit before income tax expenses		95.6	72.0	53.0	-42.6	-44.6%	
	sales %	4.3%	3.3%	2.6%			
Profit attribute to owners of the parent		62.9	44.0	30.0	-32.9	-52.4%	
	sales %	2.8%	2.0%	1.5%			
EPS (Yen)		86.87	60.70	41.39	-45.48		
Exchange rate	US \$1	120.12	110.00	105.77	-14.35		
	(Yen) Euro 1	132.68	125.00	116.74	-15.94		

<Investment>

(billions of yen)	FY16/03 result	FY17/03 forecast
R&D	118.5	120.0
% on sales	5.4%	5.9%
CAPEX	83.7	85.0
Depreciation (tangible fixed assets)	68.7	70.0

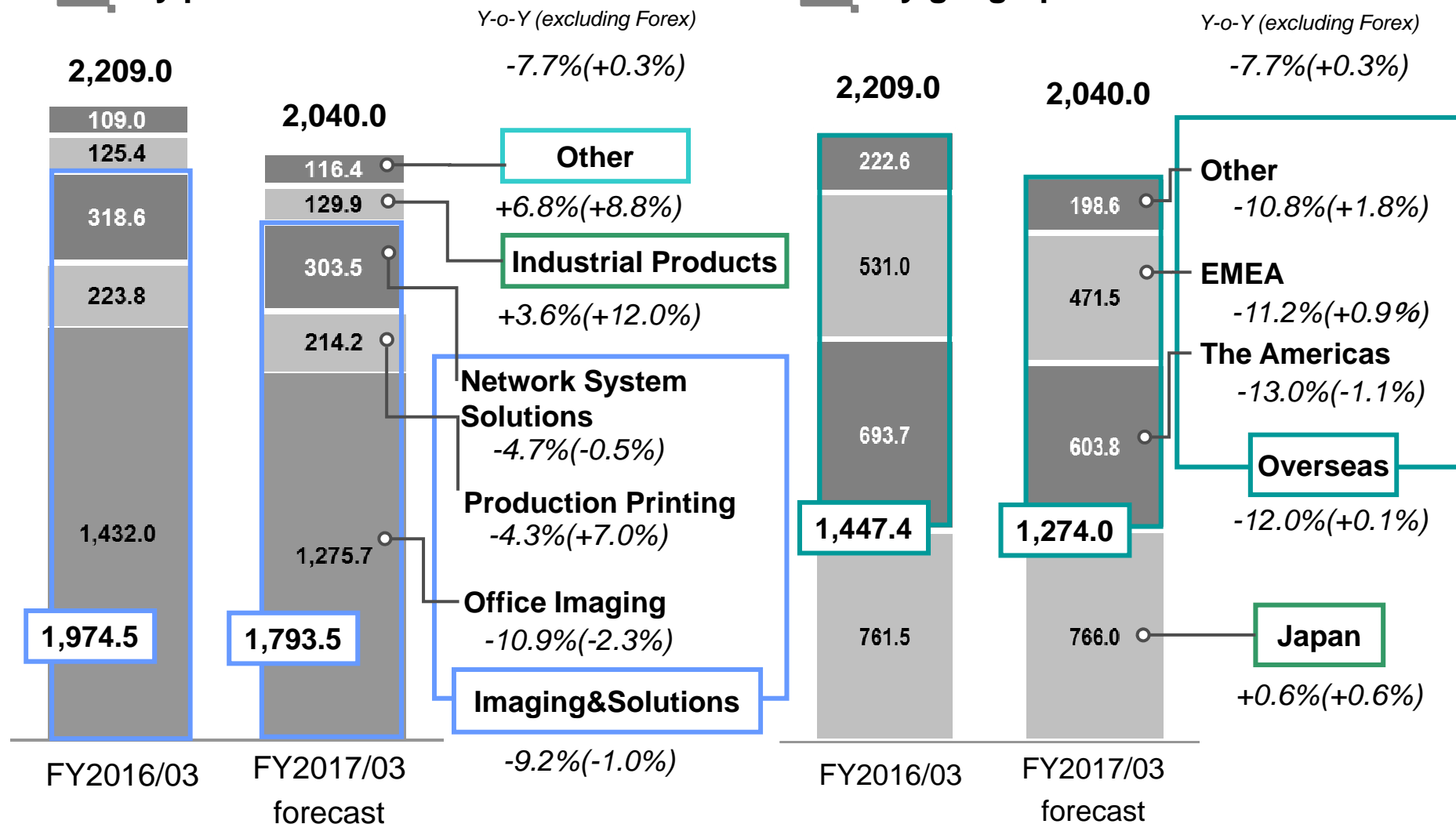


FY2017/3 Sales Forecasts by Category

By product line

By geographic area

(billions of yen)





P/L by Business Segment (1)

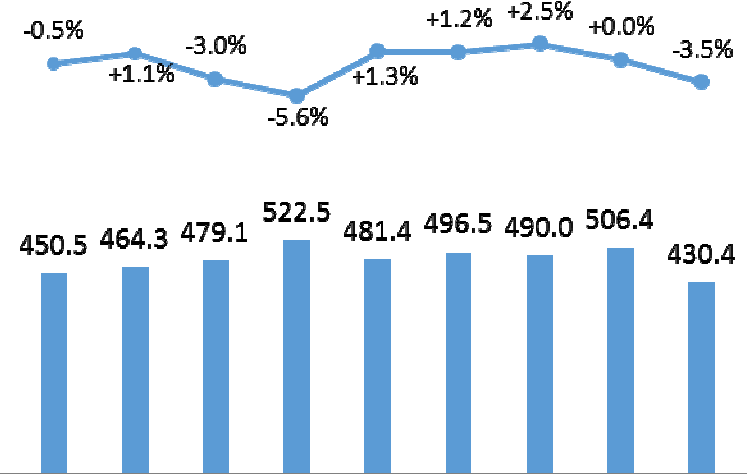
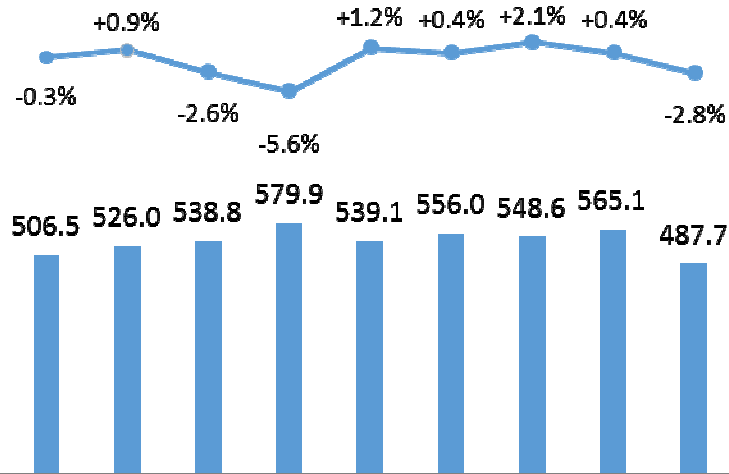
(Billions of yen)

Consolidated

Imaging & Solutions

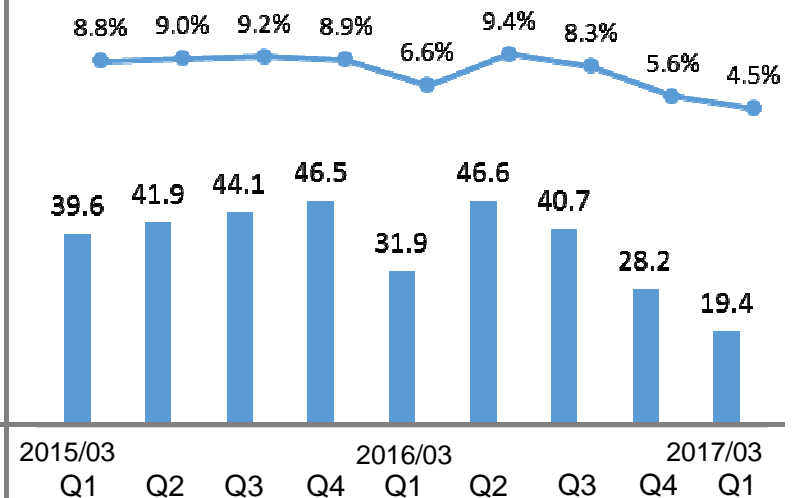
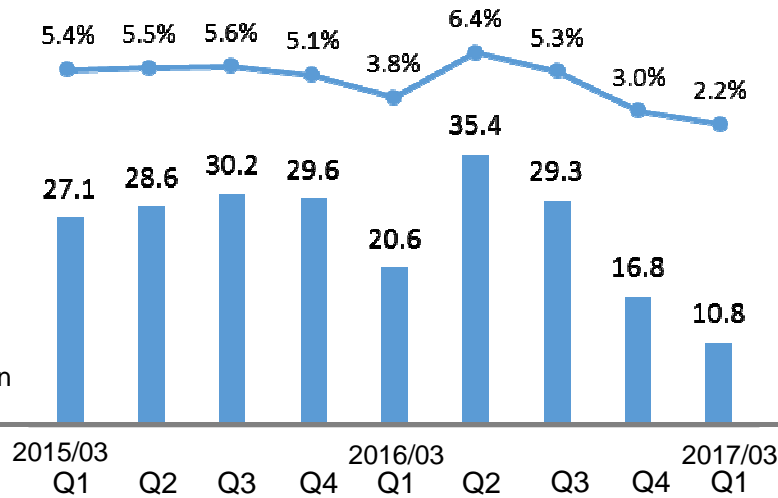
Sales

■ Sales
● Change (excluding forex)



Operating Profit

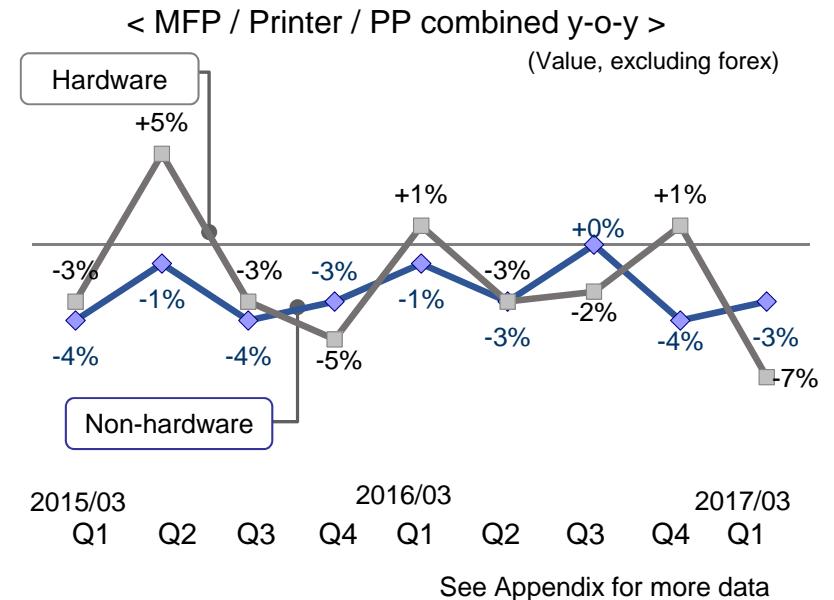
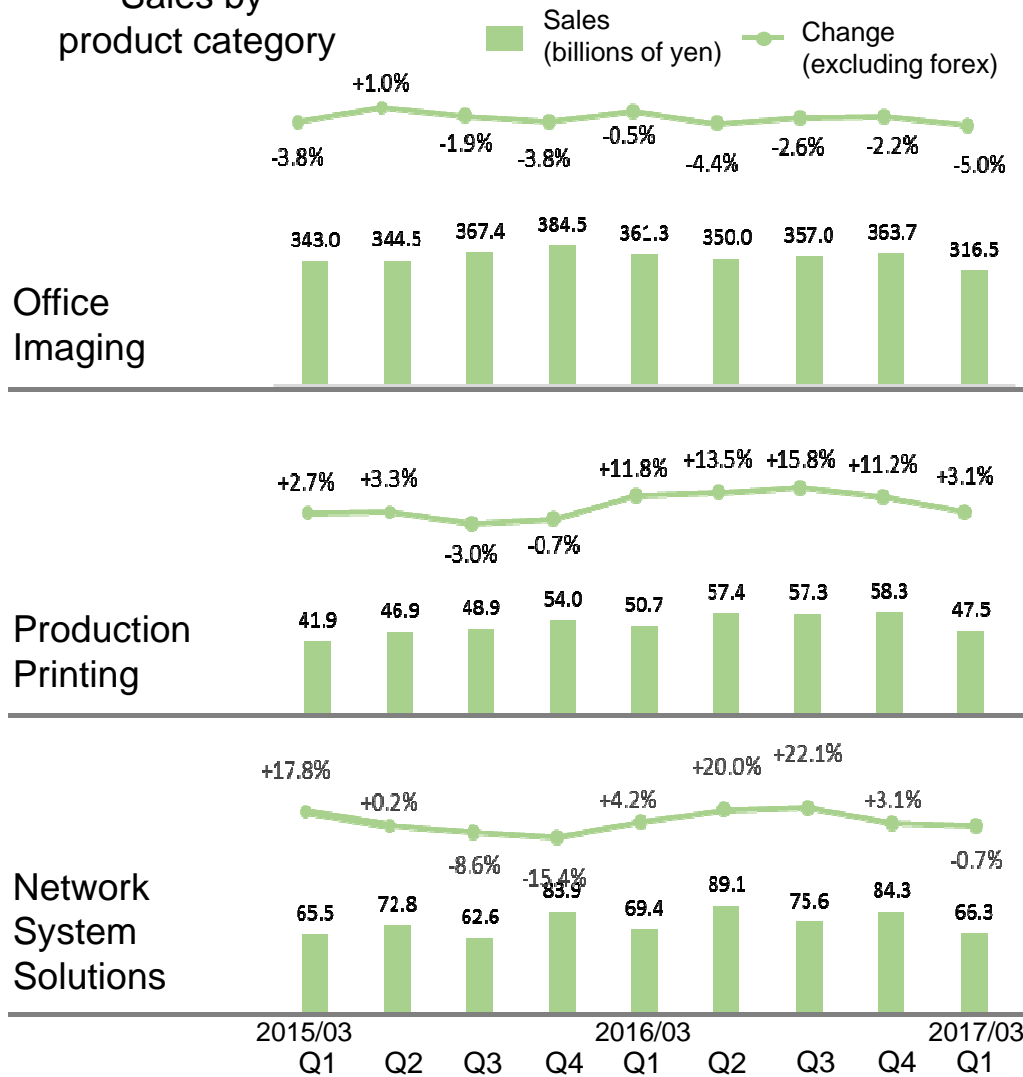
■ Operating profit
● Operating margin





Imaging & Solutions Supplement

Sales by product category



< Products & Services sales y-o-y >

(Value, excluding Forex)

<FY17/03 Q1>

	Black & White	Color
MFP	-11%	-3%
Office Printer	-6%	-7%
PP(Cut Sheet type)	-14%	+18%
Services*	+6%	

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



P/L by Business Segment (2)

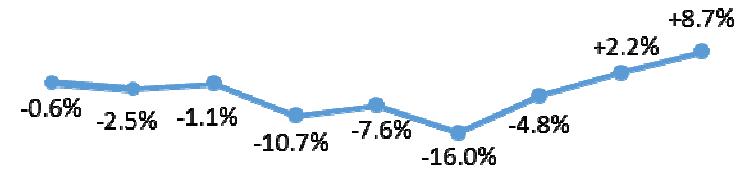
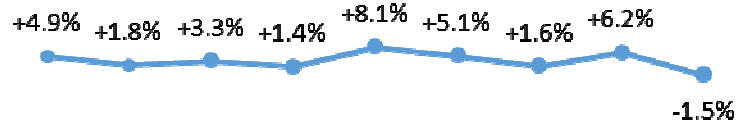
(Billions of yen)

Industrial Products

Other

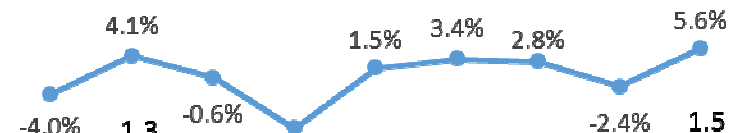
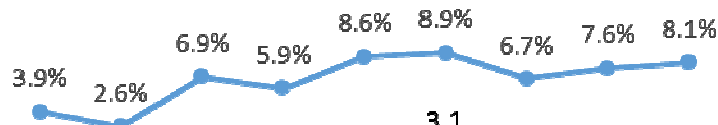
Sales

■ Sales
● Change (excluding forex)



Operating Profit

■ Operating profit
● Operating margin



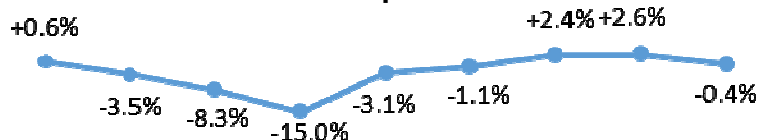
2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1

2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1



P/L by Geographic Area (1)

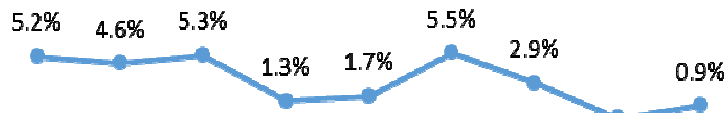
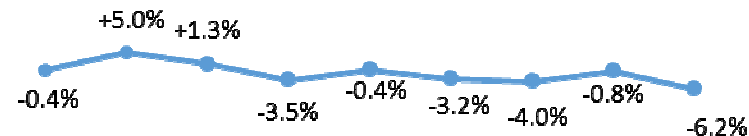
Japan



Sales

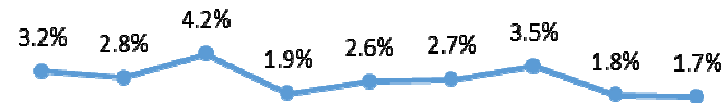
- Sales
- Change (excluding forex)

The Americas



Operating Income

- Operating profit
- Operating margin



2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1

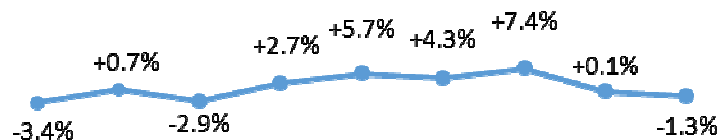
2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1



P/L by Geographic Area (2)

(Billions of yen)

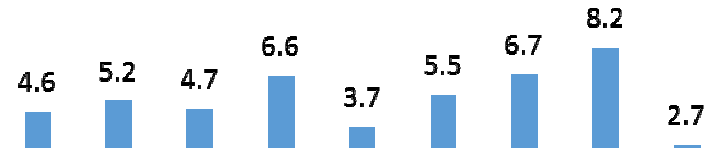
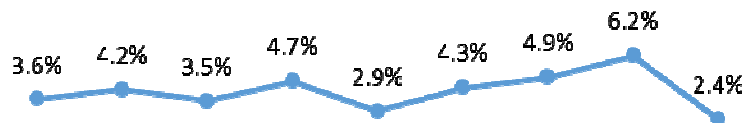
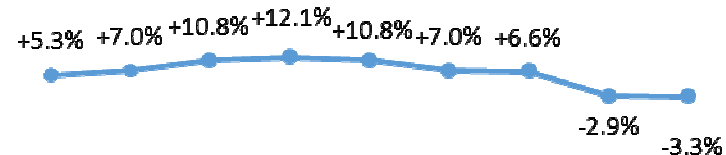
Europe / Middle East / Africa



Sales

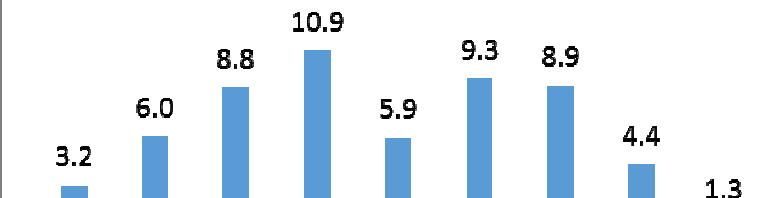
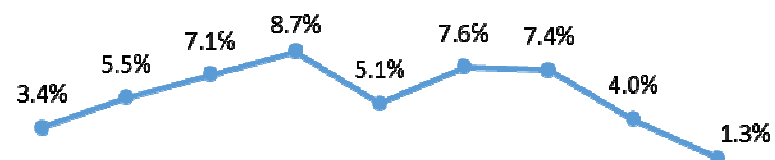
- Sales
- Change (excluding forex)

Other



Operating Income

- Operating profit
- Operating margin



2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1

2015/03 Q1 Q2 Q3 Q4 2016/03 Q1 Q2 Q3 Q4 2017/03 Q1

Appendix: Historical Data (1)

Imaging & Solutions sales portion by products

*Value based ratio including forex

	FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	55%	52%	54%	52%	52%	48%	48%	49%	50%	53%	49%
Office Printer	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
Production Printing(PP)	9%	10%	11%	10%	11%	12%	11%	11%	11%	10%	11%
Office Imaging, other	5%	6%	4%	6%	6%	6%	8%	6%	6%	5%	6%
MDS(Labor charge) & IT Services	12%	13%	13%	14%	14%	15%	14%	15%	14%	13%	15%
Network System Solutions, other	10%	10%	9%	10%	9%	11%	10%	10%	10%	10%	10%

MFP & printer Non-hardware ratio

		FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	Japan	55%	58%	56%	46%	67%	74%	67%	58%	68%	53%	66%
	Overseas	56%	54%	55%	54%	56%	54%	55%	52%	59%	55%	54%
	Total	56%	55%	55%	51%	59%	59%	59%	53%	61%	54%	57%
Office Printer	Japan	89%	88%	91%	86%	90%	88%	88%	85%	90%	88%	88%
	Overseas	69%	70%	68%	66%	69%	68%	65%	67%	67%	68%	68%
	Total	78%	79%	78%	75%	79%	77%	76%	76%	78%	77%	77%
PP	Japan	63%	54%	61%	52%	58%	59%	60%	51%	57%	57%	57%
	Overseas	62%	59%	62%	57%	58%	59%	57%	53%	59%	60%	57%
	Total	62%	58%	62%	56%	58%	59%	57%	53%	59%	59%	57%

Appendix: Historical Data (2)

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

< Hardware >		FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer	Japan	-2%	+7%	+0%	-6%	+4%	-7%	+2%	-2%	-2%	-1%	-1%
(Office+PP)	Overseas	+1%	+9%	+6%	+2%	+9%	+6%	+0%	-0%	-18%	+4%	+3%
	(Forex excluded)	-4%	+4%	-4%	-5%	+0%	-3%	-4%	+3%	-8%	-2%	-1%
	Total	+0%	+9%	+4%	-1%	+8%	+4%	+1%	-1%	-15%	+3%	+3%
	(Forex excluded)	-3%	+5%	-3%	-5%	+1%	-3%	-2%	+1%	-7%	-2%	-1%
< Non-hardware >												
MFP&Printer	Japan	-6%	-1%	-5%	-8%	+0%	-5%	-4%	-1%	-4%	-5%	-2%
(Office+PP)	Overseas	+2%	+5%	+6%	+5%	+6%	+5%	-2%	-8%	-13%	+4%	+0%
	(Forex excluded)	-3%	-0%	-3%	-1%	-1%	-2%	+2%	-4%	-2%	-2%	-1%
	Total	-0%	+3%	+2%	+1%	+4%	+2%	-2%	-7%	-10%	+1%	-1%
	(Forex excluded)	-4%	-1%	-4%	-3%	-1%	-3%	+0%	-4%	-3%	-3%	-1%

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

Appendix: Historical Data (3)

MFP & printer y-o-y (Office Imaging)

*By value

< Hardware >		FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer	Japan	-3%	+6%	+1%	-6%	+2%	-6%	+2%	-4%	-3%	-1%	-1%
(Office Imaging)	Overseas	-0%	+11%	+8%	+4%	+6%	+2%	-5%	-4%	-20%	+6%	-0%
	(Forex excluded)	-5%	+6%	-2%	-3%	-2%	-6%	-9%	+0%	-10%	-1%	-4%
	Total	-1%	+10%	+6%	+0%	+5%	+1%	-4%	-4%	-16%	+3%	-1%
	(Forex excluded)	-4%	+6%	-1%	-4%	-1%	-6%	-7%	-1%	-9%	-1%	-4%
MFP	Japan	-3%	+9%	+4%	-5%	+2%	-3%	-0%	-5%	-3%	+0%	-2%
	Overseas	-1%	+11%	+7%	+2%	+6%	+2%	-6%	-3%	-20%	+5%	-1%
	(Forex excluded)	-6%	+6%	-3%	-5%	-2%	-7%	-10%	+1%	-11%	-2%	-5%
	Total	-2%	+10%	+6%	-1%	+5%	+1%	-5%	-3%	-17%	+3%	-1%
	(Forex excluded)	-5%	+6%	-0%	-5%	-1%	-6%	-8%	-1%	-9%	-1%	-4%
Office Printe	Japan	-14%	-13%	-36%	-16%	+4%	-17%	+23%	+10%	-4%	-20%	+4%
	Overseas	+15%	+11%	+16%	+25%	+6%	+11%	+5%	-9%	-12%	+17%	+3%
	(Forex excluded)	+10%	+6%	+6%	+16%	-2%	+3%	+5%	-4%	-1%	+10%	+0%
	Total	+7%	+3%	+1%	+11%	+6%	+4%	+8%	-4%	-10%	+5%	+3%
	(Forex excluded)	+3%	-1%	-6%	+5%	-1%	-3%	+8%	-0%	-1%	+0%	+1%
PP *	Japan	+21%	+23%	-23%	-12%	+20%	-15%	+10%	+15%	+12%	-2%	+7%
	Overseas	+13%	-2%	-8%	-9%	+26%	+28%	+37%	+18%	-8%	-3%	+27%
	(Forex excluded)	+8%	-7%	-17%	-17%	+16%	+18%	+34%	+18%	+3%	-10%	+21%
	Total	+14%	+1%	-10%	-10%	+25%	+22%	+33%	+18%	-6%	-3%	+24%
	(Forex excluded)	+10%	-3%	-18%	-16%	+17%	+13%	+31%	+17%	+4%	-9%	+19%

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

Appendix: Historical Data (4)

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

< Non-hardware >		FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP&Printer (Office Imaging)	Japan	-5%	-0%	-5%	-7%	+0%	-5%	-4%	-2%	-4%	-4%	-3%
	Overseas	+1%	+3%	+3%	+3%	+4%	+2%	-4%	-10%	-14%	+2%	-2%
	(Forex excluded)	-5%	-2%	-5%	-2%	-2%	-4%	+1%	-5%	-4%	-4%	-3%
	Total	-2%	+2%	+0%	-1%	+3%	-1%	-4%	-7%	-11%	-0%	-2%
	(Forex excluded)	-5%	-1%	-5%	-4%	-1%	-5%	-1%	-4%	-4%	-4%	-3%
MFP	Japan	-3%	-3%	-4%	-3%	-3%	-3%	-5%	-2%	-4%	-3%	-3%
	Overseas	-0%	+2%	+2%	+3%	+3%	+2%	-4%	-11%	-13%	+2%	-3%
	(Forex excluded)	-5%	-3%	-6%	-2%	-3%	-5%	+1%	-6%	-3%	-4%	-3%
	Total	-1%	+1%	+0%	+1%	+1%	+0%	-4%	-8%	-10%	+0%	-3%
	(Forex excluded)	-5%	-3%	-5%	-2%	-3%	-4%	-1%	-5%	-3%	-4%	-3%
Office Printe	Japan	-11%	+7%	-7%	-14%	+11%	-11%	-2%	-1%	-4%	-7%	-1%
	Overseas	+6%	+6%	+7%	-0%	+8%	+4%	-5%	-4%	-22%	+5%	+1%
	(Forex excluded)	+0%	+2%	-1%	-4%	+2%	-1%	-3%	+2%	-12%	-1%	-0%
	Total	-3%	+7%	-0%	-8%	+9%	-4%	-3%	-2%	-12%	-2%	-0%
	(Forex excluded)	-6%	+4%	-4%	-10%	+6%	-7%	-3%	+0%	-8%	-4%	-1%
PP *	Japan	-15%	-20%	-20%	-18%	+1%	+2%	+6%	+7%	+3%	-18%	+4%
	Overseas	+16%	+19%	+22%	+19%	+17%	+20%	+12%	+2%	-2%	+19%	+12%
	(Forex excluded)	+10%	+13%	+11%	+10%	+7%	+11%	+11%	-2%	+9%	+11%	+7%
	Total	+10%	+12%	+15%	+13%	+15%	+17%	+12%	+3%	-2%	+13%	+11%
	(Forex excluded)	+6%	+7%	+6%	+5%	+6%	+10%	+11%	-1%	+8%	+6%	+6%

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

Appendix: Historical Data (5)

MFP & printer color ratio

		FY2015/03				FY2016/03				FY2017/03	FY15/03	FY16/03
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Total	Total
MFP	Japan	85%	85%	87%	85%	90%	87%	87%	84%	91%	86%	86%
	Overseas	62%	61%	63%	64%	65%	64%	64%	69%	66%	62%	66%
	Total	70%	68%	70%	71%	70%	68%	69%	73%	72%	70%	70%
Office Printer	Japan	49%	47%	36%	45%	45%	42%	41%	54%	50%	45%	46%
	Overseas	31%	39%	38%	38%	37%	36%	37%	37%	35%	36%	37%
	Total	35%	41%	37%	40%	39%	37%	38%	42%	39%	38%	39%
PP	Japan	32%	34%	27%	25%	42%	32%	46%	44%	50%	29%	41%
	Overseas	65%	63%	67%	69%	68%	71%	76%	77%	75%	66%	73%
	Total	60%	59%	62%	63%	64%	67%	73%	73%	72%	61%	70%

*For hardware shipments, by value

Number of employees

		FY13/03	FY14/03	FY15/03	FY16/03	FY17/03
		Q1				
Japan		37,401	36,873	36,371	35,779	36,346
Overseas	Americas	31,475	31,853	31,766	31,501	31,423
	EMEA	18,229	18,422	18,525	18,643	18,455
	China	12,094	11,932	12,856	12,897	12,624
	AsiaPacific	8,232	9,115	10,433	10,541	10,499
	Sub total	70,030	71,322	73,580	73,582	73,001
Total		107,431	108,195	109,951	109,361	109,347

*As of end of each period

New Products (Imaging & Solutions - Document)

FY2014/03

FY2015/03

FY2016/03

FY2017/03

Color
MFP



Mono
MFP



A4
MFP





New Products (Production Printing)

Color
Continuous
Form



InfoPrint5000



InfoPrint5000VP



Pro VC60000

Color
Cut
Sheet

Heavy

Pro C9110



Pro C9100



Mid



Pro C900



Pro C901



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 ~

RICOH
imagine. change.

<http://www.ricoh.com/>