

## QUARTERLY REPORT

Third Quarter ended December 31, 2015

(Results for the Period from April 1, 2015 to December 31, 2015)

### Performance Outline (Consolidated)

(1) Nine months ended December 31, 2014 and 2015 (Actual result) and Year ending March 31, 2016 (Forecast)

	Nine months ended December 31, 2014 Results	Nine months ended December 31, 2015 Results	Change	(Billions of yen)	
				Year ending March 31, 2016 Forecast	Change
Domestic sales	552.5	549.1	-0.6%	765.0	0.7%
Overseas sales	1,018.9	1,094.7	7.4%	1,485.0	6.7%
Sales	1,571.5	1,643.8	4.6%	2,250.0	4.6%
Gross profit	679.1	672.7	-0.9%	907.0	0.0%
Operating profit	86.0	85.4	-0.7%	116.0	0.2%
Profit before income tax expenses	84.8	81.1	-4.4%	111.0	-1.2%
Profit attributable to owners of the parent	52.3	51.4	-1.8%	71.0	3.6%
Exchange rate (Yen/US\$)	106.84	121.67	14.83	121.26	11.37
Exchange rate (Yen/EURO)	140.26	134.42	-5.84	133.32	-5.53
Earnings per share attributable to owners of the parent-basic (yen)	72.22	70.93	-1.29	97.94	3.36
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-	-	-
Cash flows from operating activities	35.6	33.1	-2.5	-	-
Cash flows from investing activities	-110.6	-75.3	35.2	-	-
Cash flows from financing activities	59.5	68.3	8.8	-	-
Cash and cash equivalents at end of period	136.5	162.6	26.1	-	-
Capital expenditures	54.9	61.6	6.6	80.0	4.0
Depreciation	53.3	52.5	-0.7	70.0	-0.9
R&D expenditures	86.8	86.5	-0.3	123.0	4.2
	March 31, 2015	December 31, 2015	Change		
Total assets	2,730.2	2,794.0	63.8		
Equity attributable to owners of the parent	1,084.1	1,109.4	25.3		
Interest-bearing debt	790.5	885.4	94.8		
Equity attributable to owners of the parent ratio (%)	39.7	39.7	-		
Equity per share attributable to owners of the parent (yen)	1,495.61	1,530.57	34.96		

## (2) Three months ended December 31, 2014 and 2015

(Billions of yen)

	Three months ended December 31, 2014 Results	Three months ended December 31, 2015 Results	Change
Domestic sales	177.8	182.1	2.4%
Overseas sales	361.0	366.5	1.5%
Sales	538.8	548.6	1.8%
Gross profit	232.7	226.0	-2.9%
Operating profit	30.2	29.3	-2.9%
Profit before income tax expenses	29.2	27.6	-5.7%
Profit attributable to owners of the parent	18.3	16.8	-8.2%
Exchange rate (Yen/US\$)	114.37	121.42	7.05
Exchange rate (Yen/EURO)	142.87	133.01	-9.86
Earnings per share attributable to owners of the parent-basic (yen).	25.34	23.28	-2.06
Earnings per share attributable to owners of the parent-diluted (yen).	-	-	-
Capital expenditures	16.2	20.7	4.4
Depreciation	17.5	17.9	0.4
R&D expenditures	28.6	28.7	0.0

**Ricoh Company, Ltd.**

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

\* The results forecasts and forward-looking statements included in this document are based on information available to the Company as at to date and certain assumptions that the Company considers reasonable. The Company makes no guarantees with respect to the achievement of its results forecasts or forward-looking statements. Actual results might be significantly different from the forecasts in the document, depending on various factors. For the assumptions for forecast and other related information, please refer to "3. Qualitative Information on Forecasted Consolidated Financial Results" on page 6.

# Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the nine months ended December 31, 2015

[Prepared on the basis of International Financial Reporting Standards]

## 1. Results for the Period from April 1, 2015 to December 31, 2015

### (1) Operating Results

	(Millions of yen)	
	Nine months ended December 31, 2014	Nine months ended December 31, 2015
Sales	1,571,500	1,643,856
(% change from the previous corresponding period)	3.4	4.6
Operating profit	86,089	85,460
(% change from the previous corresponding period)	9.8	-0.7
Profit before income tax expenses	84,882	81,183
(% change from the previous corresponding period)	11.8	-4.4
Profit for the period	56,890	55,465
(% change from the previous corresponding period)	19.7	-2.5
Profit attributable to owners of the parent	52,351	51,415
(% change from the previous corresponding period)	20.6	-1.8
Comprehensive income	109,282	53,650
(% change from the previous corresponding period)	-15.7	-50.9
Earnings per share attributable to owners of the parent-basic (yen)	72.22	70.93
Earnings per share attributable to owners of the parent-diluted (yen)	-	-

Notes: Earnings per share attributable to owners of the parent (basic and diluted) are based on Profit attributable to owners of the parent.

### (2) Financial Position

	(Millions of yen)	
	March 31, 2015	December 31, 2015
Total assets	2,730,207	2,794,055
Total equity	1,154,312	1,179,788
Equity attributable to owners of the parent	1,084,167	1,109,494
Equity attributable to owners of the parent ratio (%)	39.7	39.7

## 2. Dividend Information

	Year ended March 31, 2015 (Actual)	Year ending March 31, 2016 (Forecast)
Cash dividends, applicable to the year (yen)	34.00	35.00
Interim (yen)	17.00	17.50
Year-end (yen)	17.00	17.50

Notes: Revision of expected dividends during this period: No

## 3. Forecast of Operating Results from April 1, 2015 to March 31, 2016

	(Millions of yen)
	Year ending March 31, 2016
Sales	2,250,000
(% change from the previous corresponding period)	4.6
Operating profit	116,000
(% change from the previous corresponding period)	0.2
Profit before income tax expenses	111,000
(% change from the previous corresponding period)	-1.2
Profit attributable to owners of the parent	71,000
(% change from the previous corresponding period)	3.6
Earnings per share attributable to owners of the parent-basic (yen)	97.94

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

## 4. Others

- (1) Changes in significant subsidiaries: No
- (2) Changes in accounting policies and accounting estimate
  - (i) Changes in accounting policies required by IFRS: Yes
  - (ii) Other changes: No
  - (iii) Changes in accounting estimate: No

\* For details, please refer to "4.Others" on page 6.
- (3) Number of common stock outstanding (including treasury stock):  
As of December 31, 2015 : 744,912,078 shares ; As of March 31, 2015 : 744,912,078 shares
- (4) Number of treasury stock:  
As of December 31, 2015 : 20,022,191 shares ; As of March 31, 2015 : 20,011,200 shares
- (5) Average number of common stock:  
Nine months ended December 31, 2015 : 724,895,623 shares ; Nine months ended December 31, 2014 : 724,909,960 shares

## Qualitative Information on Consolidated Financial Results for the Quarter under Review

### 1. Qualitative Information on Consolidated Business Results

#### \* Overview of the nine months of Fiscal 2015 (April 1 – December 31, 2015)

Ricoh's sales for the nine months increased by 4.6% as compared to the previous corresponding period, to ¥1,643.8 billion, mainly due to the increase in sales in both the Imaging & Solutions and the Industrial Products segment. During this period, the average exchange rates of Japanese yen against U.S. dollar and Euro were ¥121.67 (down ¥14.83 from previous year) and ¥134.42 (up ¥5.84 from previous year) respectively. Sales would have increased by 1.2% as compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy continued to maintain its gradual recovery by the improvement in corporate profits and labor market along with recovery on investment in capital expenditures. Under such market conditions, sales in the Imaging & Solutions and the Industrial Products segment increased, but was offset by the sales decrease in the Other segment derived from sale of San-ai apparel business and so on. As a result, the sales in the domestic market decreased by 0.6% as compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued to show a solid recovery, and the European economy are showing the sign of recovery. In the emerging markets, China and other developing countries in Asia are showing signs of an economic slowdown. Even under such market conditions, the significant increase in sales of Production Printing and Network System Solutions along with the weakening trend of the yen against U.S. dollar during the period contributed to the overall increase in sales overseas. As for overseas sales by region, sales in the Americas increased by 10.9% (a decrease of 2.6% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by 1.5% (an increase of 5.9% excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by 12.0% (an increase of 8.0%, excluding foreign currency exchange fluctuation). As a result, sales in the overseas market increased by 7.4% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have increased by 2.2% as compared to the previous corresponding period.

Although sales increased, gross profit decreased by 0.9% as compared to the previous corresponding period, to ¥672.7 billion, due to the strengthening of the yen against Euro and so on.

Selling, general and administrative expenses have increased by 1.6% as compared to the previous corresponding period, to ¥605.2 billion, due primarily to the weakening of the yen against U.S. dollar and business acquisitions.

Other income includes gains on sales of idle places and offices as a result of group-wide activities to streamline costs such as reorganization and integration of domestic sales bases.

As a result, operating profit decreased by 0.7% as compared to the previous corresponding period, to ¥85.4 billion.

As for finance income and costs, foreign exchange loss increased as compared to the previous corresponding period.

Profit before income tax expenses decreased by 4.4% as compared to the previous corresponding period, to ¥81.1 billion.

As a result, profit attributable to owners of the parent decreased by 1.8% as compared to the previous corresponding period, to ¥51.4 billion.

Comprehensive income decreased significantly as compared to the previous corresponding period, to ¥53.6 billion due to decrease in exchange differences on translation of foreign operations.

## **\* Review by Business Segment**

### Imaging & Solutions

#### Office Imaging

Sales in this category increased by 1.3% as compared to the previous corresponding period, to ¥1,068.3 billion. In addition to the impact of the weakening of the yen, the sales of color MFP models were favorable in the domestic market as well as overseas.

#### Production Printing

Sales in this category increased by 20.0% as compared to the previous corresponding period, to ¥165.4 billion. The increase was achieved through increase in sales of color cut sheet printers as well as related parts & supplies and services in both the domestic and overseas market especially in Europe.

#### Network System Solutions

Sales in this category increased by 16.5% as compared to the previous corresponding period, to ¥234.2 billion. For domestic market, even though the sales decreased due to the rebound from the special demand for personal computers, sales in security products increased. For overseas market, the synergy effect from business acquisition and IT services in India had contributed to overall sales increase.

As a result of the above, overall sales in the Imaging & Solutions segment increased by 5.3% as compared to the previous corresponding period, to ¥1,468.0 billion. Operating profit decreased by 5.0% as compared to the previous corresponding period, to ¥119.4 billion mainly due to increase in operating expenses as a result of weakening of yen, although sales increased.

### Industrial Products

Sales in the Industrial Products segment increased by 7.6% as compared to the previous corresponding period, to ¥94.6 billion due to increase in sales in the Thermal and Inkjet business. As a result, operating profit in the Industrial Product segment increased significantly as compared to the previous corresponding period, to ¥8.4 billion.

### Other

Sales in the Other segment decreased by 9.3% as compared to the previous corresponding period, to ¥81.1 billion due to sale of San-ai apparel business and so on. As a result of increase in profit of leasing business and so on, operating profit in the Other segment increased significantly as compared to the previous corresponding period, to ¥2.0 billion.

## **2. Analysis of Consolidated Financial Position**

### **\*Assets, Liabilities and Equity**

Total assets increased by ¥63.8 billion as compared to the previous corresponding period, to ¥2,794.0 billion, mainly due to the increase in "cash and cash equivalents" and "lease receivables".

Total liabilities increased by ¥38.3 billion as compared to the previous corresponding period, to ¥1,614.2 billion, mainly due to the increase in "bonds and borrowings".

Total equity increased by ¥25.4 billion as compared to the previous corresponding period, to ¥1,179.7 billion, mainly due to the increase in "retained earnings".

### **\*Cash Flows (Nine months ended December 31, 2015)**

Net cash provided by operating activities decreased by ¥2.5 billion as compared to the previous corresponding period, to ¥33.1 billion, mainly due to the decrease in "profit for the period".

Net cash used in investing activities decreased by ¥35.2 billion as compared to the previous corresponding period, to ¥75.3 billion, mainly due to the increase in "proceeds from sales of property, plant and equipment".

Net cash provided by financing activities increased by ¥8.8 billion as compared to the previous corresponding period, to ¥68.3 billion, mainly due to the increase in "net proceeds of short-term debt".

As a result, the balance of cash and cash equivalent at the end of period increased by ¥24.9 billion as compared to the end of previous year, to ¥162.6 billion.

### 3. Qualitative Information on Forecasted Consolidated Financial Results

Based upon the changes in the nine months business results and other changes in the business environment such as exchange rate fluctuations, Ricoh will revise its forecast of sales and gross profit from those previously announced in October.

Ricoh will maintain the assumed exchange rates set forth in October of ¥120.00 against U.S. dollar and of ¥130.00 against Euro in the three months ending March 31, 2016, and has incorporated the actual exchange rates during the nine months ended December 31, 2015 in the annual exchange rates assumption.

Our performance forecast for fiscal year ending March 31, 2016 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2016

US\$ 1 = ¥121.26 (¥109.89 in previous fiscal year)

EURO 1 = ¥133.32 (¥138.85 in previous fiscal year)

(Billions of yen)						
	Year ended March 31, 2015 (A)	Year ending March 31, 2016 (Previous forecast) (B)	Year ending March 31, 2016 (Revised forecast) (C)	Change (C-B)	Change (C-A)/A	
Domestic sales	759.5	770.0	765.0	-5.0	0.7%	
Overseas sales	1,391.8	1,530.0	1,485.0	-45.0	6.7%	
Sales	2,151.4	2,300.0	2,250.0	-50.0	4.6%	
Gross profit	906.9	927.0	907.0	-20.0	0.0%	
Operating profit	115.7	116.0	116.0	-	0.2%	
Profit before income tax expenses	112.2	111.0	111.0	-	-1.2%	
Profit attributable to owners of the parent	68.5	71.0	71.0	-	3.6%	

\* The results forecasts and forward-looking statements included in this document are based on information available to the Company as at to date and certain assumptions that the Company considers reasonable. The Company makes no guarantees with respect to the achievement of its results forecasts or forward-looking statements. Actual results might be significantly different from the forecasts in the document, depending on various factors. Factors which may affect the actual business results include but are not limited to the economic situation in the geographic areas where Ricoh conducts business, including Japan, the Americas, Europe, Middle East, Africa, China and Asia, market environment, and currency exchange rates.

### 4. Others

(1) Changes in significant subsidiaries

Not applicable

(2) Changes in accounting policies

Ricoh did not change the significant accounting policies from the previous fiscal year, with the exception of the following.

The adoption of the following IFRSs has no material impact on Ricoh's condensed consolidated financial statements.

IFRSs	Title	Summaries of new IFRSs/amendments
IFRS 13	Fair Value Measurement	Clarifying a scope exception for measuring the fair value of a portfolio
IAS 19	Employee Benefits	Clarifying accounting treatment for contributions from employees or third parties as required in the terms of defined benefit plans

## 5. Condensed Consolidated Financial Statements

### (1) Condensed Consolidated Statement of Financial Position

#### Assets

	(Millions of yen)		
	March 31, 2015	December 31, 2015	Change
<b>Current Assets</b>			
Cash and cash equivalents	137,722	162,672	24,950
Time deposits	927	499	-428
Trade and other receivables	553,534	549,176	-4,358
Other financial assets	260,056	269,086	9,030
Inventories	224,481	234,838	10,357
Other current assets	39,662	47,705	8,043
<b>Total Current Assets</b>	<b>1,216,382</b>	<b>1,263,976</b>	<b>47,594</b>
<b>Non-current assets</b>			
Property, plant and equipment	276,617	279,598	2,981
Goodwill and intangible assets	435,752	432,306	-3,446
Other financial assets	601,797	625,137	23,340
Investments accounted for using the equity method	450	873	423
Other investments	58,237	63,735	5,498
Other non-current assets	44,119	41,498	-2,621
Deferred tax assets	96,853	86,932	-9,921
<b>Total Non-current Assets</b>	<b>1,513,825</b>	<b>1,530,079</b>	<b>16,254</b>
<b>Total Assets</b>	<b>2,730,207</b>	<b>2,794,055</b>	<b>63,848</b>

#### Liabilities and Equity

	(Millions of yen)		
	March 31, 2015	December 31, 2015	Change
<b>Current Liabilities</b>			
Bonds and borrowings	222,065	272,504	50,439
Trade and other payables	276,986	245,952	-31,034
Other financial liabilities	1,800	580	-1,220
Income tax payables	13,683	14,108	425
Other current liabilities	257,605	245,306	-12,299
<b>Total Current Liabilities</b>	<b>772,139</b>	<b>778,450</b>	<b>6,311</b>
<b>Non-current Liabilities</b>			
Bonds and borrowings	568,515	612,956	44,441
Other financial liabilities	1,537	2,754	1,217
Accrued pension and retirement benefits	144,153	132,598	-11,555
Other non-current liabilities	84,721	82,711	-2,010
Deferred tax liabilities	4,830	4,798	-32
<b>Total Non-current Liabilities</b>	<b>803,756</b>	<b>835,817</b>	<b>32,061</b>
<b>Total Liabilities</b>	<b>1,575,895</b>	<b>1,614,267</b>	<b>38,372</b>
<b>Equity</b>			
Common stock	135,364	135,364	-
Additional paid-in capital	186,083	186,423	340
Treasury stock	-37,295	-37,310	-15
Other components of equity	153,547	150,638	-2,909
Retained earnings	646,468	674,379	27,911
Equity attributable to owners of the parent	1,084,167	1,109,494	25,327
Non-controlling interests	70,145	70,294	149
<b>Total Equity</b>	<b>1,154,312</b>	<b>1,179,788</b>	<b>25,476</b>
<b>Total Liabilities and Equity</b>	<b>2,730,207</b>	<b>2,794,055</b>	<b>63,848</b>

## (2) Condensed Consolidated Statement of Profit or Loss and Condensed Consolidated Statement of Comprehensive Income

## Condensed Consolidated Statement of Profit or Loss

Nine months ended December 31, 2014 and 2015

(Millions of yen)

	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
Sales	1,571,500	1,643,856	72,356	4.6
Cost of sales	892,317	971,113	78,796	8.8
Percentage of sales (%)	56.8	59.1		
Gross profit	679,183	672,743	-6,440	-0.9
Percentage of sales (%)	43.2	40.9		
Selling, general and administrative expenses	595,514	605,231	9,717	1.6
Percentage of sales (%)	37.9	36.8		
Other income	2,420	17,948	15,528	641.7
Percentage of sales (%)	0.2	1.1		
Operating profit	86,089	85,460	-629	-0.7
Percentage of sales (%)	5.5	5.2		
Finance income	4,492	3,784	-708	-15.8
Percentage of sales (%)	0.3	0.2		
Finance costs	5,630	8,127	2,497	44.4
Percentage of sales (%)	0.4	0.5		
Share of profit (loss) of investments accounted for using the equity method	-69	66	135	-
Percentage of sales (%)	-0.0	0.0		
Profit before income tax expenses	84,882	81,183	-3,699	-4.4
Percentage of sales (%)	5.4	4.9		
Income tax expenses	27,992	25,718	-2,274	-8.1
Percentage of sales (%)	1.8	1.5		
Profit for the period	56,890	55,465	-1,425	-2.5
Percentage of sales (%)	3.6	3.4		
Profit attributable to:				
Owners of the parent	52,351	51,415	-936	-1.8
Percentage of sales (%)	3.3	3.1		
Non-controlling interests	4,539	4,050	-489	-10.8
Percentage of sales (%)	0.3	0.3		

  

	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change
Earnings per share attributable to owners of the parent-basic (yen)	72.22	70.93	-1.29
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-

\* Gain on sales of property, plant and equipment and others are included in "other income". Prior year comparative figures have also been adjusted to conform to the current year presentation.

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

Three months ended December 31, 2014 and 2015

(Millions of yen)

	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
Sales	538,887	548,678	9,791	1.8
Cost of sales	306,160	322,671	16,511	5.4
Percentage of sales (%)	56.8	58.8		
Gross profit	232,727	226,007	-6,720	-2.9
Percentage of sales (%)	43.2	41.2		
Selling, general and administrative expenses	203,081	197,070	-6,011	-3.0
Percentage of sales (%)	37.7	36.0		
Other income	575	405	-170	-29.6
Percentage of sales (%)	0.1	0.1		
Operating profit	30,221	29,342	-879	-2.9
Percentage of sales (%)	5.6	5.3		
Finance income	1,015	353	-662	-65.2
Percentage of sales (%)	0.2	0.1		
Finance costs	1,906	2,092	186	9.8
Percentage of sales (%)	0.4	0.4		
Share of profit (loss) of investments accounted for using the equity method	-37	18	55	-
Percentage of sales (%)	-0.0	0.0		
Profit before income tax expenses	29,293	27,621	-1,672	-5.7
Percentage of sales (%)	5.4	5.0		
Income tax expenses	9,245	9,533	288	3.1
Percentage of sales (%)	1.7	1.7		
Profit for the period	20,048	18,088	-1,960	-9.8
Percentage of sales (%)	3.7	3.3		
Profit attributable to:				
Owners of the parent	18,372	16,872	-1,500	-8.2
Percentage of sales (%)	3.4	3.1		
Non-controlling interests	1,676	1,216	-460	-27.4
Percentage of sales (%)	0.3	0.2		

  

	Three months ended December 31, 2014	Three months ended December 31, 2015	Change
Earnings per share attributable to owners of the parent-basic (yen)	25.34	23.28	-2.06
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-

\* Gain on sales of property, plant and equipment and others are included in "other income". Prior year comparative figures have also been adjusted to conform to the current year presentation.

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

Condensed Consolidated Statement of Comprehensive Income

Nine months ended December 31, 2014 and 2015

	(Millions of yen)		
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change
Profit for the period	56,890	55,465	-1,425
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-10,478	1,505	11,983
Total components that will not be reclassified subsequently to profit or loss	-10,478	1,505	11,983
Components that will be reclassified subsequently to profit or loss:			
Net gain (loss) on fair value of available-for-sale financial assets	-64	4,047	4,111
Net gain (loss) on fair value of cash flow hedges	1,595	-157	-1,752
Exchange differences on translation of foreign operations	61,339	-7,210	-68,549
Total components that will be reclassified subsequently to profit or loss	62,870	-3,320	-66,190
Total other comprehensive income (loss)	52,392	-1,815	-54,207
Comprehensive income	109,282	53,650	-55,632
Comprehensive income attributable to:			
Owners of the parent	104,192	50,011	-54,181
Non-controlling interests	5,090	3,639	-1,451

Three months ended December 31, 2014 and 2015

	(Millions of yen)		
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change
Profit for the period	20,048	18,088	-1,960
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-10,478	1,505	11,983
Total components that will not be reclassified subsequently to profit or loss	-10,478	1,505	11,983
Components that will be reclassified subsequently to profit or loss:			
Net gain on fair value of available-for-sale financial assets	1,149	2,305	1,156
Net gain on fair value of cash flow hedges	939	144	-795
Exchange differences on translation of foreign operations	47,709	-5,898	-53,607
Total components that will be reclassified subsequently to profit or loss	49,797	-3,449	-53,246
Total other comprehensive income (loss)	39,319	-1,944	-41,263
Comprehensive income	59,367	16,144	-43,223
Comprehensive income attributable to:			
Owners of the parent	57,224	14,982	-42,242
Non-controlling interests	2,143	1,162	-981

## Consolidated Sales by Product Category

Nine months ended December 31, 2014 and 2015

(Millions of yen)				
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
<Imaging & Solutions>				
Office Imaging	1,055,133	1,068,342	13,209	1.3
Percentage of sales (%)	67.1	65.0		
Production Printing	137,909	165,475	27,566	20.0
Percentage of sales (%)	8.8	10.1		
Network System Solutions	201,060	234,258	33,198	16.5
Percentage of sales (%)	12.8	14.3		
Imaging & Solutions Total	1,394,102	1,468,075	73,973	5.3
Percentage of sales (%)	88.7	89.4		
<Industrial Products>				
Industrial Products	87,958	94,674	6,716	7.6
Percentage of sales (%)	5.6	5.8		
<Other>				
Other	89,440	81,107	-8,333	-9.3
Percentage of sales (%)	5.7	4.8		
Grand Total	1,571,500	1,643,856	72,356	4.6
Percentage of sales (%)	100.0	100.0		

Three months ended December 31, 2014 and 2015

(Millions of yen)				
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
<Imaging & Solutions>				
Office Imaging	367,499	357,012	-10,487	-2.9
Percentage of sales (%)	68.2	65.1		
Production Printing	48,995	57,338	8,343	17.0
Percentage of sales (%)	9.1	10.4		
Network System Solutions	62,685	75,671	12,986	20.7
Percentage of sales (%)	11.6	13.8		
Imaging & Solutions Total	479,179	490,021	10,842	2.3
Percentage of sales (%)	88.9	89.3		
<Industrial Products>				
Industrial Products	30,884	31,254	370	1.2
Percentage of sales (%)	5.7	5.7		
<Other>				
Other	28,824	27,403	-1,421	-4.9
Percentage of sales (%)	5.4	5.0		
Grand Total	538,887	548,678	9,791	1.8
Percentage of sales (%)	100.0	100.0		

\* 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, electronic components, semiconductor devices and inkjet head
Other	Digital cameras

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

## Consolidated Sales by Geographic Area

Nine months ended December 31, 2014 and 2015

	(Millions of yen)			
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
<Domestic>	552,595	549,146	-3,449	-0.6
Percentage of sales (%)	35.2	33.4		
<Overseas>	1,018,905	1,094,710	75,805	7.4
Percentage of sales (%)	64.8	66.6		
The Americas	473,306	524,758	51,452	10.9
Percentage of sales (%)	30.1	31.9		
Europe, Middle East and Africa	391,428	397,330	5,902	1.5
Percentage of sales (%)	24.9	24.2		
Other	154,171	172,622	18,451	12.0
Percentage of sales (%)	9.8	10.5		
Grand Total	1,571,500	1,643,856	72,356	4.6
Percentage of sales (%)	100.0	100.0		

Three months ended December 31, 2014 and 2015

	(Millions of yen)			
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
<Domestic>	177,867	182,125	4,258	2.4
Percentage of sales (%)	33.0	33.2		
<Overseas>	361,020	366,553	5,533	1.5
Percentage of sales (%)	67.0	66.8		
The Americas	169,073	171,888	2,815	1.7
Percentage of sales (%)	31.4	31.3		
Europe, Middle East and Africa	136,981	137,346	365	0.3
Percentage of sales (%)	25.4	25.0		
Other	54,966	57,319	2,353	4.3
Percentage of sales (%)	10.2	10.5		
Grand Total	538,887	548,678	9,791	1.8
Percentage of sales (%)	100.0	100.0		

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

## (3) Condensed Consolidated Statement of Changes in Equity

(Millions of Yen)

	Common Stock	Additional paid-in capital	Treasury stock	Other components of equity		
				Remeasurement of defined benefit plan	Net gain (loss) on fair value of available-for-sale financial assets	Net gain (loss) on fair value of cash flow hedges
Balance as of April 1, 2014	135,364	186,083	-37,278	-	11,848	-221
Profit for the period						
Other comprehensive income (loss)				-10,478	-64	889
Comprehensive income	-	-	-	-10,478	-64	889
Net change in treasury stock			-13			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				10,478		
Acquisition of non-controlling interests						
Total transactions with owners	-	-	-13	10,478	-	-
Balance as of December 31, 2014	135,364	186,083	-37,291	-	11,784	668

	Other components of equity		Retained earnings	Equity attributable to owners of the parent	Non-controlling interests	Total equity
	Exchange differences on translation of foreign operations	Total other components of equity				
Balance as of April 1, 2014	108,277	119,904	625,340	1,029,413	64,983	1,094,396
Profit for the period			52,351	52,351	4,539	56,890
Other comprehensive income (loss)	61,494	51,841		51,841	551	52,392
Comprehensive income	61,494	51,841	52,351	104,192	5,090	109,282
Net change in treasury stock			-1	-14		-14
Dividends declared and approved to owners			-24,285	-24,285	-724	-25,009
Transfer from other components of equity to retained earnings		10,478	-10,478	-		-
Acquisition of non-controlling interests				-		-
Total transactions with owners	-	10,478	-34,764	-24,299	-724	-25,023
Balance as of December 31, 2014	169,771	182,223	642,927	1,109,306	69,349	1,178,655

(Millions of Yen)

	Common Stock	Additional paid-in capital	Treasury stock	Other components of equity		
				Remeasurement of defined benefit plan	Net gain (loss) on fair value of available-for-sale financial assets	Net gain (loss) on fair value of cash flow hedges
Balance as of April 1, 2015	135,364	186,083	-37,295	-	17,082	803
Profit for the period						
Other comprehensive income (loss)				1,505	4,120	-45
Comprehensive income	-	-	-	1,505	4,120	-45
Net change in treasury stock			-15			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				-1,505		
Acquisition of non-controlling interests		340				
Total transactions with owners	-	340	-15	-1,505	-	-
Balance as of December 31, 2015	135,364	186,423	-37,310	-	21,202	758

	Other components of equity		Retained earnings	Equity attributable to owners of the parent	Non-controlling interests	Total equity
	Exchange differences on translation of foreign operations	Total other components of equity				
Balance as of April 1, 2015	135,662	153,547	646,468	1,084,167	70,145	1,154,312
Profit for the period						
Other comprehensive income (loss)	-6,984	-1,404	51,415	51,415	4,050	55,465
Comprehensive income	-6,984	-1,404	51,415	50,011	3,639	53,650
Net change in treasury stock				-15		-15
Dividends declared and approved to owners			-25,009	-25,009	-882	-25,891
Transfer from other components of equity to retained earnings		-1,505	1,505	-		-
Acquisition of non-controlling interests				340	-2,608	-2,268
Total transactions with owners	-	-1,505	-23,504	-24,684	-3,490	-28,174
Balance as of December 31, 2015	128,678	150,638	674,379	1,109,494	70,294	1,179,788

## (4) Condensed Consolidated Statement of Cash Flows

	(Millions of yen)	
	Nine months ended December 31, 2014	Nine months ended December 31, 2015
<b>I. Cash Flows from Operating Activities:</b>		
Profit for the period	56,890	55,465
Adjustments to reconcile profit for the period to net cash provided by operating activities—		
Depreciation and amortization	80,877	81,201
Other income	-2,420	-17,948
Share of loss (profit) of investments accounted for using the equity method	69	-66
Finance income and costs	1,138	4,343
Income tax expenses	27,992	25,718
Decrease in trade and other receivables	15,914	6,022
Increase in inventories	-29,208	-11,333
Increase in lease receivables	-18,699	-27,336
Decrease in trade and other payables	-41,768	-31,327
Decrease in accrued pension and retirement benefits	-13,821	-9,763
Other, net	-14,361	-16,958
Interest and dividends received	1,877	1,711
Interest paid	-4,977	-4,604
Income taxes paid	-23,818	-21,977
<b>Net cash provided by operating activities</b>	<b>35,685</b>	<b>33,148</b>
<b>II. Cash Flows from Investing Activities:</b>		
Proceeds from sales of property, plant and equipment	1,208	18,011
Expenditures for property, plant and equipment	-54,938	-61,622
Expenditures for intangible assets	-25,716	-20,526
Payments for purchases of available-for-sale securities	-93	-623
Proceeds from sales of available-for-sale securities	158	2,450
Decrease in time deposits	990	404
Purchase of business, net of cash acquired	-8,499	-4,820
Other, net	-23,720	-8,655
<b>Net cash used in investing activities</b>	<b>-110,610</b>	<b>-75,381</b>
<b>III. Cash Flows from Financing Activities:</b>		
Net proceeds of short-term debt	1,480	44,071
Proceeds from long-term debt	185,438	151,587
Repayments of long-term debt	-87,396	-59,130
Proceeds from issuance of bonds	20,000	20,000
Repayments of bonds	-35,000	-60,000
Dividends paid	-24,285	-25,009
Payments for purchase of treasury stock	-15	-14
Other, net	-701	-3,150
<b>Net cash provided by financing activities</b>	<b>59,521</b>	<b>68,355</b>
<b>IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>	<b>11,886</b>	<b>-1,172</b>
<b>V. Net Increase (decrease) in Cash and Cash Equivalents</b>	<b>-3,518</b>	<b>24,950</b>
<b>VI. Cash and Cash Equivalents at Beginning of Year</b>	<b>140,047</b>	<b>137,722</b>
<b>VII. Cash and Cash Equivalents at End of Period</b>	<b>136,529</b>	<b>162,672</b>

## (5) Notes on premise going concern

Not applicable

## (6) Segment Information

## (a) Operating Segment Information

Nine months ended December 31, 2014 and 2015

	(Millions of yen)			
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
<b>Imaging &amp; Solutions:</b>				
Sales:				
Unaffiliated customers	1,394,102	1,468,075	73,973	5.3
Intersegment	-	-	-	
Total	1,394,102	1,468,075	73,973	5.3
Operating expenses	1,268,385	1,348,620	80,235	6.3
Operating profit	125,717	119,455	-6,262	-5.0
Operating profit on sales in Imaging & Solutions (%)	9.0	8.1		
<b>Industrial Products:</b>				
Sales:				
Unaffiliated customers	87,958	94,674	6,716	7.6
Intersegment	10,042	9,279	-763	-7.6
Total	98,000	103,953	5,953	6.1
Operating expenses	93,572	95,521	1,949	2.1
Operating profit	4,428	8,432	4,004	90.4
Operating profit on sales in Industrial Products (%)	4.5	8.1		
<b>Other:</b>				
Sales:				
Unaffiliated customers	89,440	81,107	-8,333	-9.3
Intersegment	-	-	-	
Total	89,440	81,107	-8,333	-9.3
Operating expenses	89,439	79,022	-10,417	-11.6
Operating profit	1	2,085	2,084	-
Operating profit on sales in Other (%)	0.0	2.6		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-10,042	-9,279	763	
Total	-10,042	-9,279	763	-
Operating expenses:				
Intersegment	-10,042	-9,279	763	
Corporate	44,057	44,512	455	
Total	34,015	35,233	1,218	-
Operating loss	-44,057	-44,512	-455	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	1,571,500	1,643,856	72,356	4.6
Intersegment	-	-	-	
Total	1,571,500	1,643,856	72,356	4.6
Operating expenses	1,485,411	1,558,396	72,985	4.9
Operating profit	86,089	85,460	-629	-0.7
Operating profit on consolidated sales (%)	5.5	5.2		

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

(Supplemental information)

Finance business included in the above is as follows:

	(Millions of yen)			
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
Sales	101,014	104,897	3,883	3.8
Operating expenses	78,674	81,735	3,061	3.9
Operating profit	22,340	23,162	822	3.7
Operating profit on sales in Finance Business (%)	22.1	22.1		

Three months ended December 31, 2014 and 2015

(Millions of yen)				
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
<b>Imaging &amp; Solutions:</b>				
Sales:				
Unaffiliated customers	479,179	490,021	10,842	2.3
Intersegment	-	-	-	-
<b>Total</b>	<b>479,179</b>	<b>490,021</b>	<b>10,842</b>	<b>2.3</b>
Operating expenses	435,076	449,262	14,186	3.3
Operating profit	44,103	40,759	-3,344	-7.6
Operating profit on sales in Imaging & Solutions (%)	9.2	8.3		
<b>Industrial Products:</b>				
Sales:				
Unaffiliated customers	30,884	31,254	370	1.2
Intersegment	3,629	3,282	-347	-9.6
<b>Total</b>	<b>34,513</b>	<b>34,536</b>	<b>23</b>	<b>0.1</b>
Operating expenses	32,142	32,207	65	0.2
Operating profit	2,371	2,329	-42	-1.8
Operating profit on sales in Industrial Products (%)	6.9	6.7		
<b>Other:</b>				
Sales:				
Unaffiliated customers	28,824	27,403	-1,421	-4.9
Intersegment	-	-	-	-
<b>Total</b>	<b>28,824</b>	<b>27,403</b>	<b>-1,421</b>	<b>-4.9</b>
Operating expenses	28,991	26,639	-2,352	-8.1
Operating profit	-167	764	931	-
Operating profit on sales in Other (%)	-0.6	2.8		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-3,629	-3,282	347	-
<b>Total</b>	<b>-3,629</b>	<b>-3,282</b>	<b>347</b>	<b>-</b>
Operating expenses:				
Intersegment	-3,629	-3,282	347	-
Corporate	16,086	14,510	-1,576	-
<b>Total</b>	<b>12,457</b>	<b>11,228</b>	<b>-1,229</b>	<b>-</b>
Operating loss	-16,086	-14,510	1,576	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	538,887	548,678	9,791	1.8
Intersegment	-	-	-	-
<b>Total</b>	<b>538,887</b>	<b>548,678</b>	<b>9,791</b>	<b>1.8</b>
Operating expenses	508,666	519,336	10,670	2.1
Operating profit	30,221	29,342	-879	-2.9
Operating profit on consolidated sales (%)	5.6	5.3		

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

(Supplemental information)

Finance business included in the above is as follows:

(Millions of yen)				
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
Sales	33,199	34,943	1,744	5.3
Operating expenses	25,793	27,360	1,567	6.1
Operating profit	7,406	7,583	177	2.4
Operating profit on sales in Finance Business (%)	22.3	21.7		

## (b) Geographic Segment Information

Nine months ended December 31, 2014 and 2015

	(Millions of yen)			
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%
<b>Japan:</b>				
Sales:				
Unaffiliated customers	576,236	574,013	-2,223	-0.4
Intersegment	365,566	357,530	-8,036	-2.2
Total	941,802	931,543	-10,259	-1.1
Operating expenses	894,456	899,664	5,208	0.6
Operating profit	47,346	31,879	-15,467	-32.7
Operating profit on sales in Japan (%)	5.0	3.4		
<b>The Americas:</b>				
Sales:				
Unaffiliated customers	473,218	524,646	51,428	10.9
Intersegment	5,960	4,766	-1,194	-20.0
Total	479,178	529,412	50,234	10.5
Operating expenses	462,813	513,965	51,152	11.1
Operating profit	16,365	15,447	-918	-5.6
Operating profit on sales in the Americas (%)	3.4	2.9		
<b>Europe, Middle East and Africa:</b>				
Sales:				
Unaffiliated customers	388,401	393,650	5,249	1.4
Intersegment	910	783	-127	-14.0
Total	389,311	394,433	5,122	1.3
Operating expenses	374,643	378,406	3,763	1.0
Operating profit	14,668	16,027	1,359	9.3
Operating profit on sales in Europe, Middle East and Africa (%)	3.8	4.1		
<b>Other:</b>				
Sales:				
Unaffiliated customers	133,645	151,547	17,902	13.4
Intersegment	198,573	207,753	9,180	4.6
Total	332,218	359,300	27,082	8.2
Operating expenses	313,993	335,120	21,127	6.7
Operating profit	18,225	24,180	5,955	32.7
Operating profit on sales in Other (%)	5.5	6.7		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-571,009	-570,832	177	
Total	-571,009	-570,832	177	-
Operating expenses	-560,494	-568,759	-8,265	-
Operating loss	-10,515	-2,073	8,442	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	1,571,500	1,643,856	72,356	4.6
Intersegment	-	-	-	
Total	1,571,500	1,643,856	72,356	4.6
Operating expenses	1,485,411	1,558,396	72,985	4.9
Operating profit	86,089	85,460	-629	-0.7
Operating profit on consolidated sales (%)	5.5	5.2		

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

Three months ended December 31, 2014 and 2015

(Millions of yen)

	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%
<b>Japan:</b>				
Sales:				
Unaffiliated customers	185,816	190,557	4,741	2.6
Intersegment	141,084	118,440	-22,644	-16.1
Total	326,900	308,997	-17,903	-5.5
Operating expenses	309,539	299,907	-9,632	-3.1
Operating profit	17,361	9,090	-8,271	-47.6
Operating profit on sales in Japan (%)	5.3	2.9		
<b>The Americas:</b>				
Sales:				
Unaffiliated customers	168,804	171,874	3,070	1.8
Intersegment	1,771	1,745	-26	-1.5
Total	170,575	173,619	3,044	1.8
Operating expenses	163,441	167,572	4,131	2.5
Operating profit	7,134	6,047	-1,087	-15.2
Operating profit on sales in the Americas (%)	4.2	3.5		
<b>Europe, Middle East and Africa:</b>				
Sales:				
Unaffiliated customers	135,822	136,080	258	0.2
Intersegment	367	333	-34	-9.3
Total	136,189	136,413	224	0.2
Operating expenses	131,400	129,676	-1,724	-1.3
Operating profit	4,789	6,737	1,948	40.7
Operating profit on sales in Europe, Middle East and Africa (%)	3.5	4.9		
<b>Other:</b>				
Sales:				
Unaffiliated customers	48,445	50,167	1,722	3.6
Intersegment	76,569	70,345	-6,224	-8.1
Total	125,014	120,512	-4,502	-3.6
Operating expenses	116,116	111,580	-4,536	-3.9
Operating profit	8,898	8,932	34	0.4
Operating profit on sales in Other (%)	7.1	7.4		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-219,791	-190,863	28,928	
Total	-219,791	-190,863	28,928	-
Operating expenses	-211,830	-189,399	22,431	-
Operating loss	-7,961	-1,464	6,497	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	538,887	548,678	9,791	1.8
Intersegment	-	-	-	-
Total	538,887	548,678	9,791	1.8
Operating expenses	508,666	519,336	10,670	2.1
Operating profit	30,221	29,342	-879	-2.9
Operating profit on consolidated sales (%)	5.6	5.3		

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

-APPENDIX-

1. Consolidated Sales by Product Category

Nine months ended December 31, 2014 and 2015

	(Millions of yen)					
	Nine months ended December 31, 2014	Nine months ended December 31, 2015	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Office Imaging	1,055,133	1,068,342	13,209	1.3	-26,310	-2.5
Percentage of sales (%)	67.1	65.0				
Domestic	287,286	282,466	-4,820	-1.7	-4,820	-1.7
Overseas	767,847	785,876	18,029	2.3	-21,490	-2.8
Production Printing	137,909	165,475	27,566	20.0	19,054	13.8
Percentage of sales (%)	8.8	10.1				
Domestic	22,448	22,331	-117	-0.5	-117	-0.5
Overseas	115,461	143,144	27,683	24.0	19,171	16.6
Network System Solutions	201,060	234,258	33,198	16.5	31,133	15.5
Percentage of sales (%)	12.8	14.3				
Domestic	139,051	145,006	5,955	4.3	5,955	4.3
Overseas	62,009	89,252	27,243	43.9	25,178	40.6
Imaging & Solutions Total	1,394,102	1,468,075	73,973	5.3	23,877	1.7
Percentage of sales (%)	88.7	89.4				
Domestic	448,785	449,803	1,018	0.2	1,018	0.2
Overseas	945,317	1,018,272	72,955	7.7	22,859	2.4
The Americas	453,841	502,863	49,022	10.8	-12,281	-2.7
Europe, Middle East and Africa	371,239	377,805	6,566	1.8	22,931	6.2
Other	120,237	137,604	17,367	14.4	12,209	10.2
<Industrial Products>						
Industrial Products	87,958	94,674	6,716	7.6	4,218	4.8
Percentage of sales (%)	5.6	5.8				
Domestic	28,130	29,621	1,491	5.3	1,491	5.3
Overseas	59,828	65,053	5,225	8.7	2,727	4.6
The Americas	15,768	18,927	3,159	20.0	862	5.5
Europe, Middle East and Africa	14,737	15,416	679	4.6	1,203	8.2
Other	29,323	30,710	1,387	4.7	662	2.3
<Other>						
Other	89,440	81,107	-8,333	-9.3	-8,642	-9.7
Percentage of sales (%)	5.7	4.8				
Domestic	75,680	69,722	-5,958	-7.9	-5,958	-7.9
Overseas	13,760	11,385	-2,375	-17.3	-2,684	-19.5
The Americas	3,697	2,968	-729	-19.7	-991	-26.8
Europe, Middle East and Africa	5,452	4,109	-1,343	-24.6	-1,165	-21.4
Other	4,611	4,308	-303	-6.6	-528	-11.5
Grand Total	1,571,500	1,643,856	72,356	4.6	19,453	1.2
Percentage of sales (%)	100.0	100.0				
Domestic	552,595	549,146	-3,449	-0.6	-3,449	-0.6
Percentage of sales (%)	35.2	33.4				
Overseas	1,018,905	1,094,710	75,805	7.4	22,902	2.2
Percentage of sales (%)	64.8	66.6				
The Americas	473,306	524,758	51,452	10.9	-12,410	-2.6
Percentage of sales (%)	30.1	31.9				
Europe, Middle East and Africa	391,428	397,330	5,902	1.5	22,969	5.9
Percentage of sales (%)	24.9	24.2				
Other	154,171	172,622	18,451	12.0	12,343	8.0
Percentage of sales (%)	9.8	10.5				

\* 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, electronic components, semiconductor devices and inkjet head
Other	Digital cameras

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

Three months ended December 31, 2014 and 2015

	(Millions of yen)					
	Three months ended December 31, 2014	Three months ended December 31, 2015	Change	%	Change excluding exchange impact	%
<b>&lt;Imaging &amp; Solutions&gt;</b>						
Office Imaging	367,499	357,012	-10,487	-2.9	-9,404	-2.6
Percentage of sales (%)	68.2	65.1				
Domestic	98,356	96,819	-1,537	-1.6	-1,537	-1.6
Overseas	269,143	260,193	-8,950	-3.3	-7,867	-2.9
Production Printing	48,995	57,338	8,343	17.0	7,743	15.8
Percentage of sales (%)	9.1	10.4				
Domestic	7,278	7,183	-95	-1.3	-95	-1.3
Overseas	41,717	50,155	8,438	20.2	7,838	18.8
Network System Solutions	62,685	75,671	12,986	20.7	13,827	22.1
Percentage of sales (%)	11.6	13.8				
Domestic	38,945	44,711	5,766	14.8	5,766	14.8
Overseas	23,740	30,960	7,220	30.4	8,061	34.0
Imaging & Solutions Total	479,179	490,021	10,842	2.3	12,166	2.5
Percentage of sales (%)	88.9	89.3				
Domestic	144,579	148,713	4,134	2.9	4,134	2.9
Overseas	334,600	341,308	6,708	2.0	8,032	2.4
The Americas	161,698	165,028	3,330	2.1	-5,977	-3.7
Europe, Middle East and Africa	129,727	130,849	1,122	0.9	10,543	8.1
Other	43,175	45,431	2,256	5.2	3,466	8.0
<b>&lt;Industrial Products&gt;</b>						
Industrial Products	30,884	31,254	370	1.2	495	1.6
Percentage of sales (%)	5.7	5.7				
Domestic	9,647	10,005	358	3.7	358	3.7
Overseas	21,237	21,249	12	0.1	137	0.6
The Americas	5,717	5,609	-108	-1.9	-366	-6.4
Europe, Middle East and Africa	5,144	5,117	-27	-0.5	269	5.2
Other	10,376	10,523	147	1.4	234	2.3
<b>&lt;Other&gt;</b>						
Other	28,824	27,403	-1,421	-4.9	-1,370	-4.8
Percentage of sales (%)	5.4	5.0				
Domestic	23,641	23,407	-234	-1.0	-234	-1.0
Overseas	5,183	3,996	-1,187	-22.9	-1,136	-21.9
The Americas	1,658	1,251	-407	-24.5	-454	-27.4
Europe, Middle East and Africa	2,110	1,380	-730	-34.6	-629	-29.8
Other	1,415	1,365	-50	-3.5	-53	-3.7
Grand Total	538,887	548,678	9,791	1.8	11,291	2.1
Percentage of sales (%)	100.0	100.0				
Domestic	177,867	182,125	4,258	2.4	4,258	2.4
Percentage of sales (%)	33.0	33.2				
Overseas	361,020	366,553	5,533	1.5	7,033	1.9
Percentage of sales (%)	67.0	66.8				
The Americas	169,073	171,888	2,815	1.7	-6,797	-4.0
Percentage of sales (%)	31.4	31.3				
Europe, Middle East and Africa	136,981	137,346	365	0.3	10,183	7.4
Percentage of sales (%)	25.4	25.0				
Other	54,966	57,319	2,353	4.3	3,647	6.6
Percentage of sales (%)	10.2	10.5				

\* 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, electronic components, semiconductor devices and inkjet head
Other	Digital cameras

\* The compilation method has been changed from this fiscal year such as part of the lease transactions are shown in net basis instead of gross basis. Prior year comparative figures have also been adjusted to conform to the current year presentation.

## 2. Forecast of Consolidated Performance

(Billions of yen)

	Nine months ended December 31, 2015		Three months ending March 31, 2016		Year ending March 31, 2016	
	Results	Change %	Forecast	Change %	Forecast	Change %
Sales	1,643.8	4.6	606.1	4.5	2,250.0	4.6
Gross profit	672.7	-0.9	234.2	2.9	907.0	0.0
Operating profit	85.4	-0.7	30.5	2.9	116.0	0.2
Profit before income tax expenses	81.1	-4.4	29.8	8.8	111.0	-1.2
Profit attributable to owners of the parent	51.4	-1.8	19.5	20.8	71.0	3.6
Earnings per share attributable to owners of the parent-basic (yen)	70.93	-	27.01	-	97.94	-
Earnings per share attributable to owners of the parent- diluted (yen)	-	-	-	-	-	-
Capital expenditures	61.6		18.3		80.0	
Depreciation	52.5		17.4		70.0	
R&D expenditures	86.5		36.4		123.0	
Exchange rate (Yen/US\$)	121.67		120.00		121.26	
Exchange rate (Yen/EURO)	134.42		130.00		133.32	

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Year ended March 31, 2015	Three months ending March 31, 2016		Year ending March 31, 2016			
	Results	Forecast	Forecast (Note)	Forecast	Change %	Forecast (Note)	Change %
<Imaging & Solutions>							
Office Imaging	1,439.7	393.2	395.5	1,461.5	1.5	1,424.3	-1.1
Domestic	396.1	110.4	110.4	392.8	-0.8	392.8	-0.8
Overseas	1,043.5	282.8	285.1	1,068.6	2.4	1,031.4	-1.2
Production Printing	191.9	61.6	61.7	227.0	18.3	218.6	13.9
Domestic	31.1	11.9	11.9	34.2	10.0	34.2	10.0
Overseas	160.8	49.7	49.8	192.8	19.9	184.4	14.6
Network System Solutions	284.9	88.8	89.0	323.0	13.4	321.1	12.7
Domestic	194.7	56.5	56.5	201.5	3.4	201.5	3.4
Overseas	90.1	32.3	32.5	121.5	34.8	119.6	32.7
Imaging & Solutions Total	1,916.6	543.6	546.2	2,011.6	5.0	1,964.1	2.5
Domestic	622.0	178.8	178.8	628.6	1.1	628.6	1.1
Overseas	1,294.6	364.8	367.4	1,383.0	6.8	1,335.5	3.2
The Americas	621.6	181.3	176.4	684.1	10.1	617.9	-0.6
Europe, Middle East and Africa	505.7	131.4	140.2	509.2	0.7	534.3	5.7
Other	167.2	52.1	50.8	189.7	13.4	183.2	9.5
<Industrial Products>							
Industrial Products	117.7	32.0	31.9	126.7	7.6	124.1	5.4
Domestic	37.9	10.0	10.0	39.6	4.5	39.6	4.5
Overseas	79.8	22.0	21.9	87.0	9.1	84.4	5.8
The Americas	22.2	6.5	6.4	25.4	14.4	23.0	3.6
Europe, Middle East and Africa	19.8	5.1	5.4	20.4	3.3	21.3	7.4
Other	37.7	10.4	10.1	41.1	9.0	40.0	6.3
<Other>							
Other	116.9	30.5	30.7	111.6	-4.6	111.5	-4.7
Domestic	99.5	27.0	27.1	96.7	-2.9	96.7	-2.9
Overseas	17.3	3.5	3.6	14.8	-14.4	14.6	-15.6
The Americas	4.6	1.0	1.0	3.9	-14.2	3.7	-19.9
Europe, Middle East and Africa	6.8	1.2	1.3	5.3	-22.2	5.5	-18.1
Other	5.9	1.3	1.3	5.5	-5.6	5.3	-9.4
Grand Total	2,151.4	606.1	608.8	2,250.0	4.6	2,199.7	2.2
Domestic	759.5	215.8	215.9	765.0	0.7	765.0	0.7
Overseas	1,391.8	390.3	392.9	1,485.0	6.7	1,434.7	3.1
The Americas	648.5	188.8	183.8	713.6	10.0	644.8	-0.6
Europe, Middle East and Africa	532.3	137.7	146.9	535.0	0.5	561.2	5.4
Other	210.9	63.8	62.2	236.4	12.1	228.6	8.4

(Note) Excluding foreign exchange impact