

FLASH REPORT

Year ended March 31, 2016

(Results for the Period from April 1, 2015 to March 31, 2016)

Performance Outline (Consolidated)

(1) Year ended March 31, 2015 and 2016 (Actual result) and Year ending March 31, 2017 (Forecast)

				(Billions of yen)	
	Year ended March 31, 2015 Results	Year ended March 31, 2016 Results	Change	Year ending March 31, 2017 Forecast	Change
Domestic sales	759.5	761.5	0.3%	768.0	0.8%
Overseas sales	1,391.8	1,447.4	4.0%	1,402.0	-3.1%
Sales	2,151.4	2,209.0	2.7%	2,170.0	-1.8%
Gross profit	906.9	881.9	-2.8%	852.0	-3.4%
Operating profit	115.7	102.2	-11.6%	77.0	-24.7%
Profit before income tax expenses	112.2	95.6	-14.8%	72.0	-24.8%
Profit attributable to owners of the parent	68.5	62.9	-8.1%	44.0	-30.1%
Exchange rate (Yen/US\$)	109.89	120.12	10.23	110.00	-10.12
Exchange rate (Yen/EURO)	138.85	132.68	-6.17	125.00	-7.68
Earnings per share attributable to owners of the parent-basic (yen)	94.58	86.87	-7.71	60.70	-26.17
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-	-	-
Profit on equity attributable to owners of the parent (%)	6.5	5.8	-0.7	-	-
Profit before income tax expenses on total assets (%)	4.2	3.5	-0.7	-	-
Operating profit on sales (%)	5.4	4.6	-0.8	3.5	-1.1
Cash flows from operating activities	102.5	99.8	-26	-	-
Cash flows from investing activities	-143.4	-104.1	39.3	-	-
Cash flows from financing activities	29.9	42.6	12.7	-	-
Cash and cash equivalents at end of year	137.7	167.5	29.8	-	-
Capital expenditures	75.9	83.7	7.8	90.0	6.2
Depreciation	70.9	68.7	-2.1	74.0	5.2
R&D expenditures	118.7	118.5	-0.1	128.5	9.9
Number of employee (Japan) (thousand people)	36.4	35.8	-0.6	-	-
Number of employee (Overseas) (thousand people)	73.6	73.6	0.0	-	-
	March 31, 2015	March 31, 2016	Change		
Total assets	2,730.2	2,776.4	46.2		
Equity attributable to owners of the parent	1,084.1	1,077.8	-6.3		
Interest-bearing debt	790.5	852.8	62.2		
Equity attributable to owners of the parent ratio (%)	39.7	38.8	-0.9		
Equity per share attributable to owners of the parent (yen)	1,495.61	1,486.87	-8.74		

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 "1. Forecast for the coming fiscal year" on page 8.

(2) Three months ended March 31, 2015 and 2016

(Billions of yen)

	Three months ended March 31, 2015 Results	Three months ended March 31, 2016 Results	Change
Domestic sales	206.9	212.4	2.6%
Overseas sales	372.9	352.7	-5.4%
Sales	579.9	565.1	-2.5%
Gross profit	227.7	209.2	-8.1%
Operating profit	29.6	16.8	-43.3%
Profit before income tax expenses	27.4	14.5	-47.1%
Profit attributable to owners of the parent	16.2	11.5	-28.7%
Exchange rate (Yen/US\$)	119.21	115.44	-3.77
Exchange rate (Yen/EURO)	134.56	127.40	-7.16
Earnings per share attributable to owners of the parent-basic (yen)	22.36	15.95	-6.41
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-
Profit on equity attributable to owners of the parent (%)	1.5	1.1	-0.4
Profit before income tax expenses on total assets (%)	1.0	0.5	-0.5
Operating profit on sales (%)	5.1	3.0	-2.1
Capital expenditures	21.0	22.1	1.1
Depreciation	17.5	16.2	-1.3
R&D expenditures	31.9	32.0	0.1

Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the Year Ended March 31, 2016

[Prepared on the basis of International Financial Reporting Standards]

1. Results for the Period from April 1, 2015 to March 31, 2016

(1) Operating Results

	(Millions of yen)	
	Year ended March 31, 2015	Year ended March 31, 2016
Sales	2,151,404	2,209,028
(% change from the previous corresponding period)	2.0	2.7
Operating profit	115,765	102,295
(% change from the previous corresponding period)	-3.8	-11.6
Profit before income tax expenses	112,297	95,684
(% change from the previous corresponding period)	-4.9	-14.8
Profit	73,699	67,306
(% change from the previous corresponding period)	-6.1	-8.7
Profit attributable to owners of the parent	68,562	62,975
(% change from the previous corresponding period)	-5.8	-8.1
Comprehensive income	84,942	21,628
(% change from the previous corresponding period)	-41.5	-74.5
Earnings per share attributable to owners of the parent-basic (yen)	94.58	86.87
Earnings per share attributable to owners of the parent-diluted (yen)	-	-
Profit on equity attributable to owners of the parent (%)	6.5	5.8
Profit before income tax expenses on total assets (%)	4.2	3.5
Operating profit on sales (%)	5.4	4.6

Notes:

- i. Share of profit (loss) of investments accounted for using the equity method: ¥ 55 million (¥ -50 million in previous fiscal year)
- ii. 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	March 31, 2016
Total assets	2,730,207	2,776,461
Total equity	1,154,312	1,147,764
Equity attributable to owners of the parent	1,084,167	1,077,813
Equity attributable to owners of the parent ratio (%)	39.7	38.8
Equity per share attributable to owners of the parent (yen)	1,495.61	1,486.87

(3) Cash Flows

	(Millions of yen)	
	Year ended March 31, 2015	Year ended March 31, 2016
Cash flows from operating activities	102,544	99,858
Cash flows from investing activities	-143,457	-104,138
Cash flows from financing activities	29,936	42,669
Cash and cash equivalents at end of year	137,722	167,547

2. Dividend Information

	Year ended March 31, 2015 (Actual)	Year ended March 31, 2016 (Actual)	Year ending March 31, 2017 (Forecast)
Cash dividends, applicable to the year (yen)	34.00	35.00	45.00
Interim (yen)	17.00	17.50	22.50
Year-end (yen)	17.00	17.50	22.50
Total annual dividends (millions of yen)	24,647	25,371	-
Payout Ratio (%)	35.9	40.3	74.1
Dividends on equity attributable to owners of the parent (%)	2.3	2.3	-

Notes: Cash dividends for the year ending March 31, 2017 (forecast) are included ordinary dividends of ¥35.00 and 80 th anniversary dividends of ¥10.00.

3. Forecast of Operating Results from April 1, 2016 to March 31, 2017

	(Millions of yen)	
	Half year ending September 30, 2016	Year ending March 31, 2017
Sales	1,044,000	2,170,000
(% change from the previous corresponding period)	-4.7	-1.8
Operating profit	36,000	77,000
(% change from the previous corresponding period)	-35.8	-24.7
Profit before income tax expenses	34,000	72,000
(% change from the previous corresponding period)	-36.5	-24.8
Profit attributable to owners of the parent	21,000	44,000
(% change from the previous corresponding period)	-39.2	-30.1
Earnings per share attributable to owners of the parent-basic (yen)	28.97	60.70

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
- (3) Number of common stock outstanding (including treasury stock):
As of March 31, 2016: 744,912,078 shares; As of March 31, 2015: 744,912,078 shares
- (4) Number of treasury stock:
As of March 31, 2016: 20,023,429 shares; As of March 31, 2015: 20,011,200 shares
- (5) Average number of common stock:
Year ended March 31, 2016: 724,894,027 shares; Year ended March 31, 2015: 724,908,100 shares

(Reference) Non-consolidated information

Results for the period from April 1, 2015 to March 31, 2016

(1) Operating Results

	(Millions of yen)	
	Year ended March 31, 2015	Year ended March 31, 2016
Sales	923,482	903,016
(% change from the previous corresponding period)	0.5	-2.2
Operating profit	18,093	-12,464
(% change from the previous corresponding period)	217.3	-
Profit from ordinary operations	49,168	-1,681
(% change from the previous corresponding period)	42.1	-
Profit	40,025	7,105
(% change from the previous corresponding period)	203.9	-82.2
Profit per share-basic (yen)	55.21	9.80
Profit per share-diluted (yen)	-	-

(2) Financial Position

	(Millions of yen)	
	March 31, 2015	March 31, 2016
Total assets	1,058,962	1,087,064
Total equity	593,174	572,562
Equity ratio (%)	56.0	52.7
Equity per share (yen)	818.28	789.86

*Equity capital March 31, 2016: ¥572,562 million March 31, 2015: ¥ 593,174 million

1. Performance

(1) Qualitative Information on Consolidated Business Results

* Overview of the Year of Fiscal 2015 (April 1, 2015 – March 31, 2016)

Ricoh's consolidated sales for the Year increased by 2.7% as compared to the previous corresponding period, to ¥2,209.0 billion. During this period, the average exchange rates of the Japanese yen against the U.S. dollar and the Euro were ¥120.12 (down ¥10.23 from previous year) and ¥132.68 (up ¥6.17 from previous year) respectively. Consolidated sales would have increased by 1.0% 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, but the unpredictable economy has been caused by strengthening of the yen and low stock price from the beginning of this year. Under such market conditions, as for the sales in the domestic market, sales in the Imaging & Solutions and the Industrial Products segment increased through the increase in sales of Network System Solutions and so on, 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 overall domestic market increased by 0.3% as compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued to show a solid recovery, but the outlook of the overall global economy remains uncertain with the increasing European geopolitical risk and the continuous slowdown in the growth of the emerging markets including China. Even under such market conditions, in addition to the increase in the sales of color MFP models, the weak yen against U.S. dollar and the acquisition have contributed to the overall increase in Ricoh's overseas sales.

As for overseas sales by region, sales in the Americas increased by 7.0% (a decrease of 2.1% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa decreased by 0.3% (an increase of 4.3% excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by 5.6% (an increase of 5.1% excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market increased by 4.0% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have increased by 1.4% as compared to the previous corresponding period.

Although sales increased, gross profit decreased by 2.8% as compared to the previous corresponding period, to ¥881.9 billion, due to unit price declines caused by the deteriorated market conditions and the intensification of market competition.

Although group-wide activities to streamline costs have contributed in controlling selling, general and administrative expenses, these expenses have increased by 0.7% as compared to the previous corresponding period, to ¥799.4 billion, due mainly to the weakening of the yen against U.S. dollar and 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 11.6% as compared to the previous corresponding period, to ¥102.2 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 14.8% as compared to the previous corresponding period, to ¥95.6 billion.

As a result, profit attributable to owners of the parent decreased by 8.1% as compared to the previous corresponding period, to ¥62.9 billion.

Comprehensive income decreased significantly as compared to the previous corresponding period, to ¥21.6 billion due to decrease in exchange differences on translation of foreign operations.

***Consolidated Sales by Product Line**

Imaging & Solutions

Sales in the Imaging & Solutions segment which is comprised of the Office Imaging, Production Printing and Network System Solutions increased by 3.0% as compared to the previous corresponding period, to ¥1,974.5 billion.

Office Imaging

Sales in this category decreased by 0.5% as compared to the previous corresponding period, to ¥1,432.0 billion, due to the deteriorated market conditions and the intensification of market competition, the weakening of the yen against U.S. dollar, though sales of color MFP models increased in both the domestic and overseas market.

Production Printing

Sales in this category increased by 16.6% as compared to the previous corresponding period, to ¥223.8 billion. The increase was achieved through the increase in sales of color cut sheet printers, along with the increase in sales of related parts & supplies and services in both the domestic and overseas market mainly European market.

Network System Solutions

Sales in this category increased by 11.8% as compared to the previous corresponding period, to ¥318.6 billion. Overall sales in this category increased through the increase of the solution category sales and the business acquisitions in the overseas in spite of the rebound from the special demand for personal computers at the end of previous corresponding period in the domestic market.

Industrial Products

Sales in the Industrial Products segment increased by 6.5% as compared to the previous corresponding period, to ¥125.4 billion due to increase in sales in the Thermal and Inkjet business.

Other

Sales in the Other segment decreased by 6.8% as compared to the previous corresponding period, to ¥109.0 billion. Sales decreased in the camera business and due to sale of San-ai apparel business as compared to the previous corresponding period.

*** Consolidated Sales by Geographic Area**

Japan

The Japanese economy continued to maintain its gradual recovery by the improvement in corporate profits and labor market, but the unpredictable economy has been caused by strengthening of the yen and low stock price from the beginning of this year.

Under such market conditions, sales in the Imaging & Solutions and the Industrial Products segment increased through the increase in sales of color cut sheet production printers, 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 overall domestic market increased by 0.3% as compared to the previous corresponding period, to ¥761.5 billion.

The Americas

In the Americas, the economy continued its trend towards a sustained recovery seen through the decline in unemployment and the increase in personal consumption.

Under such economic conditions, in addition to the weakening of the Yen against the U.S. dollar and the acquisition, the increase in sales of color cut sheet and the increase in after-sales service revenue in the Production Printing business have contributed to the increase in overall sales in the Americas by 7.0% as compared to the previous corresponding period, to ¥693.7 billion. Sales in the Americas would have decreased by 2.1% as compared to the previous corresponding period, excluding the effects of foreign currency fluctuations.

Europe, Middle East and Africa

As for sales in Europe, Middle East and Africa, the European economy, which contributes most of the sales in this geographic area, continues to face an uncertain situation with the increasing geopolitical risk though it shows signs of a rally.

Under such economic conditions, sales decreased due to the strengthening of the Yen against the Euro despite the increase in sales of color cut sheet and after-sales service revenue in the Production Printing business and sales of the Network System Solutions achieved through acquisitions.

As a result, the overall sales in Europe, Middle East and Africa decreased by 0.3% as compared to the previous corresponding period, to ¥531.0 billion. Sales in Europe, Middle East and Africa would have increased by 4.3% as compared to the previous corresponding period, excluding the effects of foreign currency fluctuations.

Other

The Other geographic area includes China, South East Asia and Oceania. The economy of the emerging markets including China showed the slowdown in growth sharply. Even under such conditions, the increase in sales of the Network System Solutions achieved through acquisitions have contributed to the increase in sales.

As a result, overall sales in Other increased by 5.6% as compared to the previous corresponding period, to ¥222.6 billion. The sales in this area would have increased by 5.1% as compared to the previous corresponding period, excluding the effects of foreign currency fluctuations.

***Segment Information**

Operating Segment

Imaging & Solutions

The increase in the sales of color MFP models and color cut sheet models in Production Printing, along with the weakening of the Yen against U.S. dollar, have contributed to the increase in overall sales in the Imaging & Solutions segment by 3.0% as compared to the previous corresponding period, to ¥1,974.5 billion, despite the rebound from the special demand for personal computers in the domestic Network System Solutions.

As for operating profit, despite the increased sales and group-wide activities to streamline costs, operating profit decreased by 14.2% as compared to the previous corresponding period, to ¥147.7 billion due to sluggish business environment and intensifying competition.

Industrial Products

Sales in the Industrial Products segment increased by 5.1% as compared to the previous corresponding period, to ¥138.0 billion.

The increased sales in thermal media and inkjet business in domestic and overseas have contributed to the overall sales in the Industrial Products segment.

Operating profit increased by 72.2% as compared to the previous corresponding period, to ¥11.0 billion, due to increase in sales.

Other

Sales in the Other segment decreased by 6.8%, as compared to the previous corresponding period, to ¥109.0 billion. The sales of camera business decreased as compared to the previous corresponding period due to sluggish business environment, in addition to sale of San-ai apparel business.

Operating profit increased significantly as compared to the previous corresponding period, to ¥1.4 billion due to increase in profit of leasing business and so on (operating loss of ¥3.0 billion was incurred for the previous corresponding period).

Geographic Segment

Japan

Even though MFP color machines and color cut sheet production printers increased, sales in the domestic segment decreased by 1.3% as compared to the previous corresponding period, to ¥1,258.9 billion due to the decrease of export sales by fiercer competition and the sale of San-ai apparel business. Operating profit decreased by 40.0% as compared to the previous corresponding period, to ¥31.0 billion due to the decrease in sales despite the contribution of group-wide restructuring activities

The Americas

The weakening of the Yen against U.S. dollar, acquisition and the growth of color cut sheet production printers and after sales have contributed to the increase in overall sales in the Americas segment by 6.7% as compared to the previous corresponding period, to ¥699.9 billion. Unit price declines due to the worsening market situation and the impact of fiercer competition have resulted in the decrease in operating profit by 6.4% as compared to the previous corresponding period, to ¥18.4 billion despite the increase in sales.

Europe, Middle East and Africa

Sales in the Europe, Middle East and Africa segment decreased by 0.4% as compared to the previous corresponding period, to ¥527.2 billion due to the strengthening of the Yen against Euro despite the growth of color cut sheet production printers and Network System Solutions by acquisition. Operating profit increased by 13.8% as compared to the previous corresponding period, to ¥24.2 billion due to the effect of the business restructuring in operating expenses in spite of the decrease in sales.

Other

Business acquisition along with the strengthening of the sales structure in the emerging market has contributed to the increase in overall sales in the Other segment by 2.9% as compared to the previous corresponding period, to ¥471.3 billion. Operating profit decreased by 1.8% as compared to the previous corresponding period, to ¥28.6 billion.

*Forecast for the coming fiscal year

Economic projections and Ricoh's strategies for year ending March 31, 2017

The global outlook remains unpredictable with the continuous slowdown in the growth of the emerging markets including China, turmoil in the financial markets and decline in resource prices, though the U.S. economy continued to show a solid recovery.

Under such economic conditions, Ricoh expects to maintain sustainable growth from the increased sales competitiveness and profitability achieved, creating new profit generators and through the group-wide activities implemented to streamline costs.

Furthermore, in order to maintain long-term sustainable growth, the Ricoh will focus on the following initiatives:

1. Reinforce and develop earnings power for core businesses (Office Imaging)
2. Achieve growth by creating new profit generators

Our performance forecast for fiscal year ending March 31, 2017 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2017

US\$ 1 = ¥110.00 (¥120.12 in previous fiscal year)

EURO 1 = ¥125.00 (¥132.68 in previous fiscal year)

	Year ended March 31, 2016	Year ending March 31, 2017 (Forecast)	Change
Domestic sales	761.5	768.0	0.8%
Overseas sales	1,447.4	1,402.0	-3.1%
Sales	2,209.0	2,170.0	-1.8%
Gross profit	881.9	852.0	-3.4%
Operating profit	102.2	77.0	-24.7%
Profit before income tax expenses	95.6	72.0	-24.8%
Profit attributable to owners of the parent	62.9	44.0	-30.1%

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(2) Financial Position

A) Assets, Liabilities, and Equity at Year-End

	(Billions of yen)		
	March 31, 2015	March 31, 2016	Change
Total assets	2,730.2	2,776.4	46.2
Total equity	1,154.3	1,147.7	-6.5
Equity attributable to owners of the parent	1,084.1	1,077.8	-6.3
Equity attributable to owners of the parent ratio (%)	39.7	38.8	-0.9 points

Total assets increased by ¥46.2 billion as compared to the previous corresponding period, to ¥2,776.4 billion, mainly due to the increase in "other financial assets" including "lease receivables".

Total liabilities increased by ¥52.8 billion as compared to the previous corresponding period, to ¥1,628.6 billion, mainly due to the increase in "bonds and borrowings" to meet the demand for working capital along with the increase of lease receivables.

Total equity decreased by ¥6.5 billion as compared to the previous corresponding period, to ¥1,147.7 billion, mainly due to the decrease in "other components of equity".

B) Cash Flows

	(Billions of yen)		
	March 31, 2015	March 31, 2016	Change
Cash flows from operating activities	102.5	99.8	-2.6
Cash flows from investing activities	-143.4	-104.1	39.3
Cash flows from financing activities	29.9	42.6	12.7
Cash and cash equivalents at end of year	137.7	167.5	29.8

Net cash provided by operating activities decreased by ¥2.6 billion as compared to the previous corresponding period, to ¥99.8 billion, mainly due to the decrease in "profit".

Net cash used in investing activities decreased by ¥39.3 billion as compared to the previous corresponding period, to ¥104.1 billion, mainly due to the increase in "proceeds from sales of property, plant and equipment".

Net cash provided by financing activities increased by ¥12.7 billion as compared to the previous corresponding period, to ¥42.6 billion, mainly due to the decrease in "repayments of long-term debt".

As a result, the balance of cash and cash equivalent at the end of year increased by ¥29.8 billion as compared to the end of previous year, to ¥167.5 billion.

C) Cash Flow Indices

	Year ended March 31, 2014	Year ended March 31, 2015	Year ended March 31, 2016
Equity attributable to owners of the parent / Total assets	39.6%	39.7%	38.8%
Market capitalization / Total assets	33.2%	34.7%	29.9%
Interest bearing debt / Operating cash flow	4.9	7.7	8.5
Operating cash flow / Interest expense	19.7	14.4	15.7

Notes:

i. All indices are calculated based on consolidated data.

ii. Operating cash flows is shown in consolidated statement of cash flow. Interest bearing debt includes all debt in which a fee is charged for the liability.

(3) Dividend Policy

Ricoh endeavors to ensure that policies are regularly updated to take the dividend payout ratio into consideration in the payment of dividends, while at the same time increasing retained earnings for the enhancement of corporate structure and for new business generation. Specifically, we will take the continuous increase dividend payout in the consolidation dividend payout ratio range from 30% to 50%. Furthermore, these retained earnings will be used both in the reinforcement of core businesses and for investment in new fields with both medium-term and long-term perspectives.

The total dividend per share for the fiscal year ended March 31, 2016 will be ¥35.00. Our 80th yearly anniversary was February 6, 2016. The total dividend per share for the fiscal year ending March 31, 2017 will be ¥10.00 higher than the previous fiscal year as our anniversary dividends, to ¥45.00.

(4) Risk Factors

Risks that may affect Ricoh's financial results and financial position are listed below, but are not limited to them. Ricoh's business may in the future also be affected by other risks that are currently unknown or that are not currently considered significant or material.

- Ability to respond to rapid technological changes
- Highly competitive markets
- Global business operations
- Economic outlooks in major markets
- Foreign exchange rate fluctuations
- Procurement of parts and materials
- Government regulations
- Protection of intellectual property rights
- Securing and retaining skilled personnel
- Employee benefit obligations
- Environmental laws and regulations
- Financing business
- Product Liability
- Alliances with other entities, joint ventures and strategic investment
- Information security
- Influence of disasters or other unpredictable events

2. Group Position

Ricoh comprises 219 subsidiaries and 11 affiliates as of March 31, 2016.

Their development, manufacturing, sales, and service activities center on Imaging & Solutions, Industrial Products, and Other. Ricoh Company, Ltd., a parent company, heads development. The parent company and subsidiaries or affiliates maintain an integrated domestic and international manufacturing structure. Below, Ricoh has listed its main product areas and the positions of key subsidiaries and affiliates.

<Imaging & Solutions>

In this business category, Ricoh provides products and systems that support the enhancement of the office productivity of customers. Major products include:

MFPs (multifunctional printers), copiers, laser printers, and production printers. Ricoh also provides solution systems including personal computers and servers, utilizing its information technology. Another business Ricoh also provides are support, service, and related supplies, as well as support and service including IT environment setup and network administration.

[Main Subsidiaries and Affiliates]

Manufacturing

Japan... Hasama Ricoh Inc., Ricoh Industry Co., Ltd. and Ricoh Elemex Corporation

The Americas... Ricoh Electronics, Inc.

Europe... Ricoh UK Products Ltd., Ricoh Industrie France S.A.S.

Other regions... Shanghai Ricoh Digital Equipment Co., Ltd., Ricoh Asia Industry (Shenzhen) Ltd., Ricoh Components & Products (Shenzhen) Ltd. and Ricoh Manufacturing (Thailand) Ltd.

Sales and Service

Japan ... Ricoh Japan Corporation, Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd. and Ricoh IT Solutions Co., Ltd.,

The Americas... Ricoh Americas Holding, Inc., Ricoh Americas Corporation, Ricoh Canada Inc., Ricoh USA, Inc. and mindSHIFT Technologies, Inc.

Europe... Ricoh Europe Holdings PLC, Ricoh Sverige AB, Ricoh UK Ltd., Ricoh Deutschland GmbH, Ricoh Nederland B.V., Ricoh

Europe SCM B.V., Ricoh Belgium NV, Ricoh France S.A.S., Ricoh Schweiz AG, Ricoh Italia Srl. and Ricoh Espana S.L.U.

Other regions... Ricoh China Co., Ltd., Ricoh Asia Industry Ltd., Ricoh Asia Pacific Operations Ltd., Ricoh Hong Kong Ltd., Ricoh India Ltd., Ricoh Thailand, Ltd., Ricoh Asia Pacific Pte Ltd. and Ricoh Australia Pty, Ltd.

<Industrial Products>

Manufacturing and marketing thermal media, optical equipments, semiconductors, electronic component and Inkjet head.

[Main Subsidiaries and Affiliates]

Manufacturing and Sales

Japan... Ricoh Industrial Solutions Co., Ltd. and Ricoh Electronic Devices Co., Ltd.

The Americas... Ricoh Electronics, Inc., Ricoh Printing Systems America, Inc.

Europe... Ricoh Industrie France S.A.S.

Other regions... Ricoh Thermal Media (WUXI) Co., Ltd.

<Other>

Supplying digital camera, and providing leasing and logistics services

[Main Subsidiaries and Affiliates]

Manufacturing

Ricoh Imaging Products (Philippines) Corporation

Sales

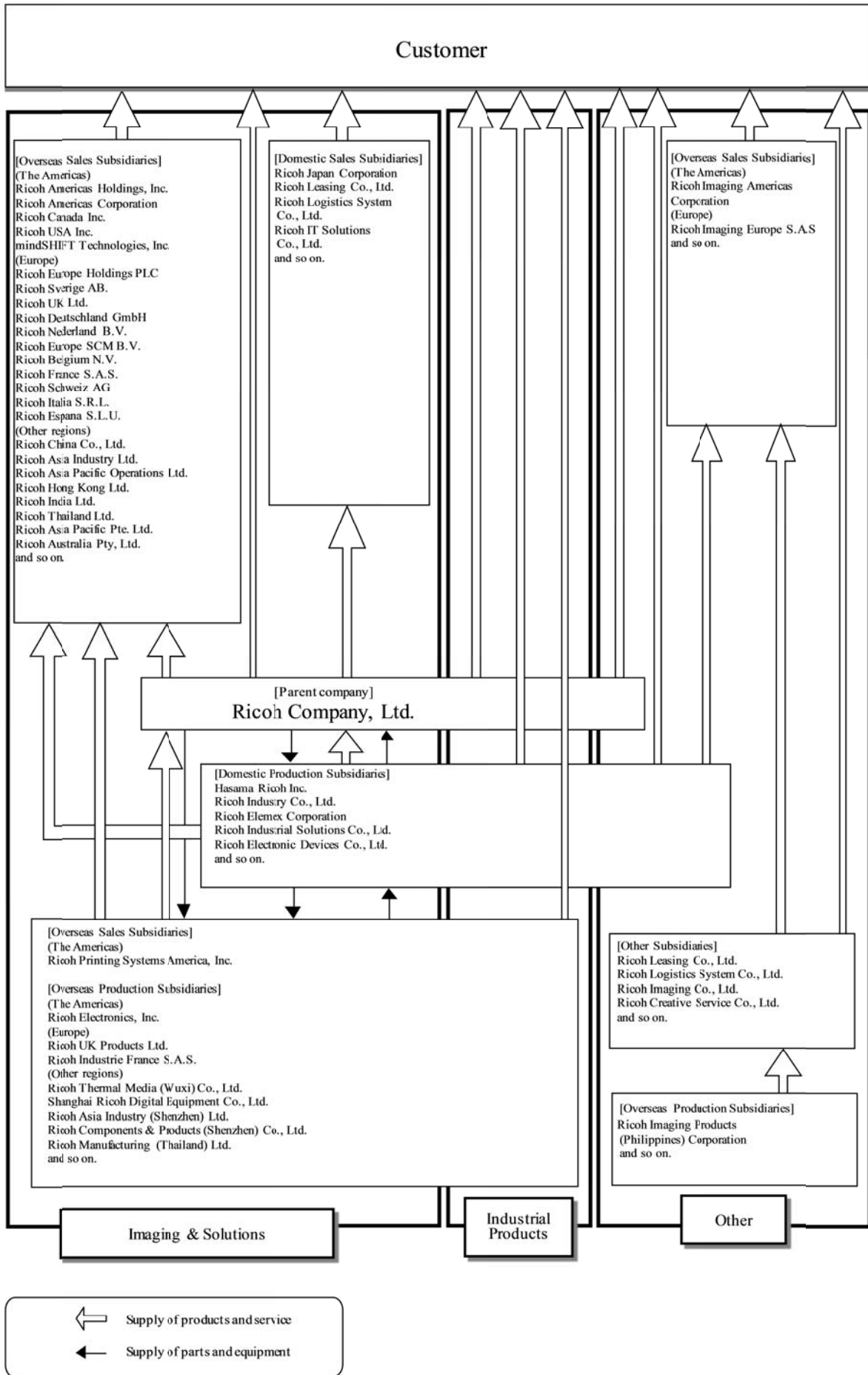
Ricoh Imaging Americas Corporation and Ricoh Imaging Europe S.A.S

Other

Ricoh Leasing Co., Ltd., Ricoh Logistics System Co., Ltd. and Ricoh Imaging Co., Ltd. and Ricoh Creative Service Co., Ltd.

<Chart of Business System>

The following chart is showing the group positions.



Note: Following subsidiaries are listed on domestic stock exchange.

Ricoh Leasing Co., Ltd.: Tokyo Stock Exchange

3. Management Policy

(1) Basic policies

Aiming to be the most trusted brand with irresistible appeal in the global market, Ricoh Group is charged with its mission "At the Ricoh Group, we are committed to providing excellence to improve the quality of living and to drive sustainability".

For this to be possible, we hold and implement our value of "dedicating our winning spirit, innovation and teamwork to sharpen our customer centric focus, and we also must commit to the highest standards of ethics and integrity". Accordingly we strive to provide innovative products and services.

(2) Medium- to long-term management strategies

As for the market of the Imaging & Solutions business, which stands at the center of Ricoh Group businesses, it has changed drastically and the earnings environment of the industry as a whole has been deteriorating. To respond to changes in the business environment and continue to provide new values perpetually, we formulated the 18th Mid-Term Management Plan effective from April 2014 to March 2017. First we specified our goal as "an environmentally friendly company that makes customers feel 'confident, comfortable, and convenient' while exceeding their expectations and to support lifestyle transformation" by envisioning the year of 2020 and the future beyond. Also, the 18th Mid-Term Management Plan was defined as a period of realizing our goal and as three years to ensure Ricoh Group's long-term growth. Accordingly we are committed to the three fundamental objectives, namely, "actionable strategies", "management systems", and "transformation".

Especially for actionable strategies, we have specified two basic strategies to "1, Reinforce and develop earnings power for core businesses (Office Imaging)" and "2, Achieve growth by creating new profit generators". For "1, Reinforce and develop earnings power for core businesses (Office Imaging)", we have identified an action plan of "reinforcing earnings power in developed countries" and "creating new profit generators in emerging markets and services businesses".

To "2, Achieve growth by creating new profit generators", we have identified an action plan of "creating profit generators in commercial printing, industrial, and consumer businesses" and of "creating new businesses by leveraging Ricoh Group's core assets".

Actionable strategies: 1, Reinforce and develop earnings power for core businesses (Office Imaging)

In the MFP market we released three new A4 monochrome models and one new A4 full-color model. "RICOH MP 401 SPF" and "RICOH SP 4510SF" are A4 monochrome MFPs that, in addition to high productivity, support various extended functions such as personal identification or access to various applications via the cloud, allowing users to place them close to their desks. Adopting a new mechanism for the drawing part, the main unit of "RICOH SP 3610SF" has become not as tall as that of conventional models. Also, installed with the one path duplex scanning ADF, it realizes operational efficiency. With the compact body appearance, "RICOH MP C306 series" of a A4 full-color MFP has attained high productivity, enabling simplex and duplex copying/printing at the same speed of 30 pages per minute (A4 portrait). Also, cooperating with optional personal authentication systems and other various solutions, it provides services that are the same with those A3 models provide. Using these A4 MFPs as dispersion machines, we will introduce them for shops in the retail business or distribution business and each section of large- and middle-size business offices.

As for printers, we released "RICOH SP C740" a new LED-type A3 color printer. While the size of the printer is compact so that it can be installed close to desks in offices, on shop counters, and in various places, the productivity of the printer is high, contributing to improving business efficiency. Also, as a new A3 monochrome printer, we released "RICOH SP 6450". Equipped with a sorting mechanism at the paper ejecting part so that preventing output prints from being taken wrongly is attained, this product allows us to promote its adoption by customers with high needs for security such as counter services in public offices or medical institutions. In addition we released three new A4 monochrome models, expanding our product lineup.

As part of growth in the office imaging business, we acquired two affiliates of IMPROMAT in Czech Republic and Slovakia, which is a distributing company of office devices in Eastern Europe. By further reinforcing the cooperation of the specialty of the locally rooted distributing company and Ricoh's products and services, we provide customers with higher quality services and added values.

Regarding approaches to emerging markets, as part of approaches from the environmental management intended to attain environmental conservation and profit generation at a time, we started a recycling MFP business in China. We are the first among MFP manufacturers to have obtained permission to import used MFPs into China and manufacture recycled MFPs, expanding the recycling MFP business we have cultivated in developed markets. Also, in the wake of rising environmental consciousness in the Indian market, regarding MFPs and printers sold in India, we have become the first to complete the registration of 35 models rated as Silver products, responding to EPEAT (Electronic Product Environmental Assessment Tool), an environmental verification system aiming at the market development and sales promotion of environmentally conscious products.

In services businesses, as a new service added to the IT service menu "ITKeeper" in Japan, we released a "remote network service" to build, maintain, and manage the customer's network environment safely and flexibly. For small-to-medium-sized enterprises finding it difficult to recruit a full-time in-house IT administrator, in addition to providing integrated security features and wireless access points, we remotely change settings of network devices, conduct monitoring and failure recovery. Also, as a new service, we will release a "cloud service for server security", a cloud-type security measure service, providing a security measure that enables us to respond to various environments.

For visual communication, we released "RICOH Interactive Whiteboard D6500", supporting ICT utilization based on the electronic white board specialized in features needed for classrooms such as a large 65-inch screen, reflection-preventive processing, and association with educational applications. Also, we released high-end projectors "RICOH PJ WUL6280/WXL6280" adopting a laser light source for the first time as Ricoh products, responding to needs in large halls or lecture halls in educational facilities or large meeting rooms in enterprises by providing high functionality and a variety of replacement lenses.

In the Production Printing business we released new color production printers "RICOH Pro C9110/C9100". As the flagship models of Ricoh's color print on-demand machines, those models have realized the top quality, paper-size compatibility, and productivity in the product lineup, enabling the production of various prints such as packages, POP displays, catalogs, book covers, banners and so on. Also, we released Ricoh developed printer controllers "TotalFlow Print Server R-60/R-60A", providing excellent performance for a variety of needs by responding to high-value added printing such as small lot multi-kind on-demand printing and variable printing, which is the requirement of the commercial printing market.

Actionable strategies: 2. Achieve growth by creating new profit generators

In the Industrial business, we established in Indonesia a new company engaged in processing and sales of thermal transfer ribbons, enabling the provision of locally required sizes for industrial purposes, food or logistics industries and products with high environment resistance characteristics by locally processing thermal transfer ribbons for barcode labels whose business expansion is expected as consumption increases. In the 3D printer business we started to release new 3D print-related services for manufacturing scenes "RICOH Advanced Direct Manufacturing Services", making customers' parts or products on the spot by utilizing experts and multiple 3D printers at RICOH Rapid Fab in Atsugi in Kanagawa Prefecture. Further, releasing the first Ricoh brand 3D printer "RICOH AM S5500P", we realize package molding of large parts to support high-performance materials. Also, as a new business, in order to enter the industrial laser beam machine business, we released a laser patterning machine for functional films "RICOH LA-1100". This machine makes it possible to significantly improve production efficiency by utilizing Ricoh's picosecond laser technology for laser processing of functional polymeric films that are used for touch panels and so on.

In the industrial printing market that will expand in the future, we will reinforce and expand the inkjet printing business. Through Ricoh's printing technology and strategic alliance with other companies, we will manufacture high-precision and highly efficient industrial inkjet printing systems, providing in the future new values for customers in various industries such as construction materials, interior, housing equipment, and automobile interior industries. In addition, we acquired AnaJet, a company to manufacture and sell Direct to Garment printers to directly print on garments such as T-shirts, so that we provide new added values to customers such as major clothing producers, printing companies, and apparel shops.

In the camera business, as the higher model of an image input device "RICOH THETA" that allows photographers to perform one-shot shooting for the spherical image around them, we released "RICOH THETA S" to respond to high precision still images, high quality movie shooting, and live view functions, satisfying not only requests from users demanding higher resolution image quality but also high requirements for increasing business purposes, which has won popularity. Also, as the successor to "GR" that many fans enjoy using, we released "GR II" newly adopting Wi-Fi features and the NFC features that enable easy pairings with mobile terminals, making it a model that users can enjoy in various scenes by widening the range of usability and shooting expression.

Additionally, as approaches to new businesses, we are headed for commercializing businesses in urbanization and healthcare. For the urbanization business we opened at the west exit of Ebina Station in Kanagawa Prefecture the commercial facility "RICOH Future House" with its concept "a place where people gather, learn, grow, and create the future", proposing comfortable living environments and supporting business management. For the healthcare business we took over the magnetoencephalograph business from Yokogawa Electric Corporation and intend to accelerate the R&D and business development of the image diagnosis system business in the future that includes development of biomagnetism measuring apparatus (magnetospinography) to visualize biomagnetism produced by nerve activities.

(3) Issues to be resolved

The world economy has been witnessing falling stock prices in developed markets since the beginning of this year, and the long-term interest rate declined to the historically low level. The prices of crude oil and other primary products as a whole have dropped to extremely low levels. On the other hand, the yen was considered to be a safe currency, it has been appreciated in the foreign exchange market. Among developed markets, while the US economy has continuously been expanding moderately, the EU is saddled with various economic and geographic risks, and gradually increasing downward pressures have been exerted on commodity prices. Also among emerging economies the Chinese, Russian, and Brazilian economy has been slowing down, however other Asian country economy are still expanding. In Japan enterprises have been more emphasizing strategic investment resulting in the companies' improved performance and/or new business generation than investment for rationalization aiming for cost reduction and/or operational efficiency.

In those changes in the environment, Ricoh Group concentrates on the following three points as issues to be resolved.

1. Further reinforce the Office Imaging business

In office imaging businesses we release new, unprecedentedly attractive products and continue to offer new customer value. Then we will keep our No.1 market share in A3 MFP market in the world. Further not only reducing product costs, we also optimize sales and support structures, improving profitability. Among them, from regional perspectives, market competition in America has become harsher, so we reinforce the provision of added values to meet the customers' business characteristics.

In network system solution businesses, while we have been expanding services businesses as we planned. In addition, while each Region has been expanding business areas through M&A and so on, conducting streamlining is mandatory as there are still overlaps in infrastructure and so on. Since the previous fiscal year, we have been standardizing service menus and infrastructures globally, promoting approaches to further enhance profitability.

For the production printing business in the commercial printing market, in addition to the expansion of the product lineup, we have developed structures to provide one-stop support for a series of processes from sales promotion planning to documentation and production of advertising media and sales promotion materials. In the future, utilizing the know-how of Ricoh as a manufacturer, we improve business processes of customers in the printing business.

2. Further accelerate the growth of new businesses

In growth and new businesses we aggressively focus investment on the targeted areas to ensure business growth.

We intend to expand the industrial printing business with IJ technology as its core. The value that printing provides has been increasing in the industrial printing market where printing is performed on industrial products and other media other than paper. Utilizing the technology we have developed in sales of inkjet heads for many years, we widen through open innovation the range of values provided from ink head modules to printing systems.

We also released new products in industry and other business area. Then we should need to sell these products more by using our strength of selling power.

3. Reinforce the management structure for further transformation

Without losing momentum in the reinforcement of the management structure that we have been engaged in to date, by stabilizing and reinforcing activities to improve productivity in all functions such as selling, development, production, procurement, headquarters and so on and to contribute to profit, we proceed to create a robust management base that is not affected by changes in the external environment.

In addition we start to reinforce governance from this fiscal year. Even in the severe business environment, we conduct business management that conforms to The RICOH Way and further reinforce management transparency.

Finally, in order for Ricoh Group to survive permanently, we need to continue to provide society with new customer values while adapting to environmental changes. We continuously strive to create customer value from three aspects of being "confident", "comfortable", and "convenient". Looking at the future of customers and society, we imagine our ideal, and to realize it, we implement transformations that we ought to perform now.

4. Basic policies in selecting accounting policies

Ricoh has decided on voluntary adoption of IFRS from fiscal year ended on March 31, 2014 as Ricoh concluded that an implementation of IFRS as a global standard and unifying accounting standards across the group will enable Ricoh to enhance accuracy for the management of the entire group.

5. Consolidated Financial Statements

(1) Consolidated Statement of Financial Position

Assets

	(Millions of yen)		
	March 31, 2015	March 31, 2016	Change
Current Assets			
Cash and cash equivalents	137,722	167,547	29,825
Time deposits	927	973	46
Trade and other receivables	553,534	564,204	10,670
Other financial assets	260,056	272,347	12,291
Inventories	224,481	207,092	-17,389
Other current assets	39,662	61,032	21,370
Total Current Assets	1,216,382	1,273,195	56,813
Non-current assets			
Property, plant and equipment	276,617	276,551	-66
Goodwill and intangible assets	435,752	413,836	-21,916
Other financial assets	601,797	620,171	18,374
Investments accounted for using the equity method	450	935	485
Other investments	58,237	67,084	8,847
Other non-current assets	44,119	38,905	-5,214
Deferred tax assets	96,853	85,784	-11,069
Total Non-current Assets	1,513,825	1,503,266	-10,559
Total Assets	2,730,207	2,776,461	46,254

Liabilities and Equity

	(Millions of yen)		
	March 31, 2015	March 31, 2016	Change
Current Liabilities			
Bonds and borrowings	222,065	260,755	38,690
Trade and other payables	276,986	286,123	9,137
Other financial liabilities	1,800	1,820	20
Income tax payables	13,683	15,220	1,537
Other current liabilities	257,605	242,950	-14,655
Total Current Liabilities	772,139	806,868	34,729
Non-current Liabilities			
Bonds and borrowings	568,515	592,045	23,530
Other financial liabilities	1,537	3,745	2,208
Accrued pension and retirement benefits	144,153	139,049	-5,104
Other non-current liabilities	84,721	82,392	-2,329
Deferred tax liabilities	4,830	4,598	-232
Total Non-current Liabilities	803,756	821,829	18,073
Total Liabilities	1,575,895	1,628,697	52,802
Equity			
Common stock	135,364	135,364	-
Additional paid-in capital	186,083	186,423	340
Treasury stock	-37,295	-37,312	-17
Other components of equity	153,547	114,914	-38,633
Retained earnings	646,468	678,424	31,956
Equity attributable to owners of the parent	1,084,167	1,077,813	-6,354
Non-controlling interests	70,145	69,951	-194
Total Equity	1,154,312	1,147,764	-6,548
Total Liabilities and Equity	2,730,207	2,776,461	46,254

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

Consolidated Statement of Profit or Loss

Year ended March 31, 2015 and 2016

	(Millions of yen)			
	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
Sales	2,151,404	2,209,028	57,624	2.7
Cost of sales	1,244,486	1,327,064	82,578	6.6
Percentage of sales (%)	57.8	60.1		
Gross profit	906,918	881,964	-24,954	-2.8
Percentage of sales (%)	42.2	39.9		
Selling, general and administrative expenses	794,014	799,406	5,392	0.7
Percentage of sales (%)	36.9	36.2		
Other income	2,861	19,737	16,876	589.9
Percentage of sales (%)	0.1	0.9		
Operating profit	115,765	102,295	-13,470	-11.6
Percentage of sales (%)	5.4	4.6		
Finance income	3,963	5,091	1,128	28.5
Percentage of sales (%)	0.2	0.2		
Finance costs	7,381	11,757	4,376	59.3
Percentage of sales (%)	0.3	0.5		
Share of profit (loss) of investments accounted for using the equity method	-50	55	105	-
Percentage of sales (%)	-0.0	0.0		
Profit before income tax expenses	112,297	95,684	-16,613	-14.8
Percentage of sales (%)	5.2	4.3		
Income tax expenses	38,598	28,378	-10,220	-26.5
Percentage of sales (%)	1.8	1.3		
Profit	73,699	67,306	-6,393	-8.7
Percentage of sales (%)	3.4	3.0		
Profit attributable to:				
Owners of the parent	68,562	62,975	-5,587	-8.1
Percentage of sales (%)	3.2	2.8		
Non-controlling interests	5,137	4,331	-806	-15.7
Percentage of sales (%)	0.2	0.2		

	Year ended March 31, 2015	Year ended March 31, 2016	Change
Earnings per share attributable to owners of the parent-basic (yen)	94.58	86.87	-7.71
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 March 31, 2015 and 2016

(Millions of yen)

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
Sales	579,904	565,172	-14,732	-2.5
Cost of sales	352,169	355,951	3,782	1.1
Percentage of sales (%)	60.7	63.0		
Gross profit	227,735	209,221	-18,514	-8.1
Percentage of sales (%)	39.3	37.0		
Selling, general and administrative expenses	198,500	194,175	-4,325	-2.2
Percentage of sales (%)	34.2	34.3		
Other income	441	1,789	1,348	305.7
Percentage of sales (%)	0.1	0.3		
Operating profit	29,676	16,835	-12,841	-43.3
Percentage of sales (%)	5.1	3.0		
Finance income	982	1,307	325	33.1
Percentage of sales (%)	0.2	0.2		
Finance costs	3,262	3,630	368	11.3
Percentage of sales (%)	0.6	0.6		
Share of profit (loss) of investments accounted for using the equity method	19	-11	-30	-
Percentage of sales (%)	0.0	-0.0		
Profit before income tax expenses	27,415	14,501	-12,914	-47.1
Percentage of sales (%)	4.7	2.6		
Income tax expenses	10,606	2,660	-7,946	-74.9
Percentage of sales (%)	1.8	0.5		
Profit for the period	16,809	11,841	-4,968	-29.6
Percentage of sales (%)	2.9	2.1		
Profit attributable to:				
Owners of the parent	16,211	11,560	-4,651	-28.7
Percentage of sales (%)	2.8	2.0		
Non-controlling interests	598	281	-317	-53.0
Percentage of sales (%)	0.1	0.1		

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change
Earnings per share attributable to owners of the parent-basic (yen)	22.36	15.95	-6.41
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.

Consolidated Statement of Comprehensive Income

Year ended March 31, 2015 and 2016

	(Millions of yen)		
	Year ended March 31, 2015	Year ended March 31, 2016	Change
Profit	73,699	67,306	-6,393
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-23,135	-6,039	17,096
Total components that will not be reclassified subsequently to profit or loss	-23,135	-6,039	17,096
Components that will be reclassified subsequently to profit or loss:			
Net gain on fair value of available-for-sale financial assets	5,316	6,457	1,141
Net gain (loss) on fair value of cash flow hedges	1,838	-1,916	-3,754
Exchange differences on translation of foreign operations	27,224	-44,180	-71,404
Total components that will be reclassified subsequently to profit or loss	34,378	-39,639	-74,017
Total other comprehensive income	11,243	-45,678	-56,921
Comprehensive income	84,942	21,628	-63,314
Comprehensive income attributable to:			
Owners of the parent	79,056	18,332	-60,724
Non-controlling interests	5,886	3,296	-2,590

Three months ended March 31, 2015 and 2016

	(Millions of yen)		
	Three months ended March 31, 2015	Three months ended March 31, 2016	Change
Profit for the period	16,809	11,841	-4,968
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-12,657	-7,544	5,113
Total components that will not be reclassified subsequently to profit or loss	-12,657	-7,544	5,113
Components that will be reclassified subsequently to profit or loss:			
Net gain on fair value of available-for-sale financial assets	5,380	2,410	-2,970
Net gain (loss) on fair value of cash flow hedges	243	-1,759	-2,002
Exchange differences on translation of foreign operations	-34,115	-36,970	-2,855
Total components that will be reclassified subsequently to profit or loss	-28,492	-36,319	-7,827
Total other comprehensive loss	-41,149	-43,863	-2,714
Comprehensive income (loss)	-24,340	-32,022	-7,682
Comprehensive income (loss) attributable to:			
Owners of the parent	-25,136	-31,679	-6,543
Non-controlling interests	796	-343	-1,139

Consolidated Sales by Product Category

Year ended March 31, 2015 and 2016

(Millions of yen)				
	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
<Imaging & Solutions>				
Office Imaging	1,439,723	1,432,065	-7,658	-0.5
Percentage of sales (%)	<i>66.9</i>	<i>64.8</i>		
Production Printing	191,991	223,815	31,824	16.6
Percentage of sales (%)	<i>8.9</i>	<i>10.1</i>		
Network System Solutions	284,962	318,630	33,668	11.8
Percentage of sales (%)	<i>13.2</i>	<i>14.4</i>		
Imaging & Solutions Total	1,916,676	1,974,510	57,834	3.0
Percentage of sales (%)	<i>89.0</i>	<i>89.3</i>		
<Industrial Products>				
Industrial Products	117,772	125,465	7,693	6.5
Percentage of sales (%)	<i>5.5</i>	<i>5.7</i>		
<Other>				
Other	116,956	109,053	-7,903	-6.8
Percentage of sales (%)	<i>5.5</i>	<i>5.0</i>		
Grand Total	2,151,404	2,209,028	57,624	2.7
Percentage of sales (%)	<i>100.0</i>	<i>100.0</i>		

Three months ended March 31, 2015 and 2016

(Millions of yen)				
	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
<Imaging & Solutions>				
Office Imaging	384,590	363,723	-20,867	-5.4
Percentage of sales (%)	<i>66.3</i>	<i>64.4</i>		
Production Printing	54,082	58,340	4,258	7.9
Percentage of sales (%)	<i>9.3</i>	<i>10.3</i>		
Network System Solutions	83,902	84,372	470	0.6
Percentage of sales (%)	<i>14.5</i>	<i>14.9</i>		
Imaging & Solutions Total	522,574	506,435	-16,139	-3.1
Percentage of sales (%)	<i>90.1</i>	<i>89.6</i>		
<Industrial Products>				
Industrial Products	29,814	30,791	977	3.3
Percentage of sales (%)	<i>5.2</i>	<i>5.4</i>		
<Other>				
Other	27,516	27,946	430	1.6
Percentage of sales (%)	<i>4.7</i>	<i>5.0</i>		
Grand Total	579,904	565,172	-14,732	-2.5
Percentage of sales (%)	<i>100.0</i>	<i>100.0</i>		

* 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

Year ended March 31, 2015 and 2016

	(Millions of yen)			
	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
<Domestic>	759,580	761,590	2,010	0.3
Percentage of sales (%)	35.3	34.5		
<Overseas>	1,391,824	1,447,438	55,614	4.0
Percentage of sales (%)	64.7	65.5		
The Americas	648,545	693,786	45,241	7.0
Percentage of sales (%)	30.1	31.4		
Europe, Middle East and Africa	532,375	531,002	-1,373	-0.3
Percentage of sales (%)	24.7	24.0		
Other	210,904	222,650	11,746	5.6
Percentage of sales (%)	9.9	10.1		
Grand Total	2,151,404	2,209,028	57,624	2.7
Percentage of sales (%)	100.0	100.0		

Three months ended March 31, 2015 and 2016

	(Millions of yen)			
	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
<Domestic>	206,985	212,444	5,459	2.6
Percentage of sales (%)	35.7	37.6		
<Overseas>	372,919	352,728	-20,191	-5.4
Percentage of sales (%)	64.3	62.4		
The Americas	175,239	169,028	-6,211	-3.5
Percentage of sales (%)	30.2	29.9		
Europe, Middle East and Africa	140,947	133,672	-7,275	-5.2
Percentage of sales (%)	24.3	23.7		
Other	56,733	50,028	-6,705	-11.8
Percentage of sales (%)	9.8	8.8		
Grand Total	579,904	565,172	-14,732	-2.5
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) 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						
Other comprehensive income (loss)				-23,149	5,234	1,024
Comprehensive income	-	-	-	-23,149	5,234	1,024
Net change in treasury stock			-17			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				23,149		
Acquisition of non-controlling interests						
Total transactions with owners	-	-	-17	23,149	-	-
Balance as of March 31, 2015	135,364	186,083	-37,295	-	17,082	803

	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			68,562	68,562	5,137	73,699
Other comprehensive income (loss)	27,385	10,494		10,494	749	11,243
Comprehensive income	27,385	10,494	68,562	79,056	5,886	84,942
Net change in treasury stock				-17		-17
Dividends declared and approved to owners			-24,285	-24,285	-724	-25,009
Transfer from other components of equity to retained earnings		23,149	-23,149	-		-
Acquisition of non-controlling interests				-		-
Total transactions with owners	-	23,149	-47,434	-24,302	-724	-25,026
Balance as of March 31, 2015	135,662	153,547	646,468	1,084,167	70,145	1,154,312

(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						
Other comprehensive income (loss)				-6,010	6,535	-1,070
Comprehensive income	-	-	-	-6,010	6,535	-1,070
Net change in treasury stock			-17			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				6,010		
Acquisition of non-controlling interests		340				
Total transactions with owners	-	340	-17	6,010	-	-
Balance as of March 31, 2016	135,364	186,423	-37,312	-	23,617	-267

	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			62,975	62,975	4,331	67,306
Other comprehensive income (loss)	-44,098	-44,643		-44,643	-1,035	-45,678
Comprehensive income	-44,098	-44,643	62,975	18,332	3,296	21,628
Net change in treasury stock				-17		-17
Dividends declared and approved to owners			-25,009	-25,009	-882	-25,891
Transfer from other components of equity to retained earnings		6,010	-6,010	-		-
Acquisition of non-controlling interests				340	-2,608	-2,268
Total transactions with owners	-	6,010	-31,019	-24,686	-3,490	-28,176
Balance as of March 31, 2016	91,564	114,914	678,424	1,077,813	69,951	1,147,764

(4) Consolidated Statement of Cash Flows

(Millions of yen)

	Year ended March 31, 2015	Year ended March 31, 2016
I. Cash Flows from Operating Activities:		
Profit	73,699	67,306
Adjustments to reconcile profit for the period to net cash provided by operating activities—		
Depreciation and amortization	107,836	107,366
Other income	-2,861	-19,737
Share of loss (profit) of investments accounted for using the equity method	50	-55
Finance income and costs	3,418	6,666
Income tax expenses	38,598	28,378
Decrease in trade and other receivables	-2,574	-23,376
Decrease (increase) in inventories	-18,562	9,595
Increase in lease receivables	-42,886	-35,683
Decrease (increase) in trade and other payables	-11,177	11,992
Decrease in accrued pension and retirement benefits	-17,146	-9,107
Other, net	7,344	-14,323
Interest and dividends received	2,724	2,350
Interest paid	-7,518	-6,916
Income taxes paid	-28,401	-24,598
Net cash provided by operating activities	102,544	99,858
II. Cash Flows from Investing Activities:		
Proceeds from sales of property, plant and equipment	3,018	20,997
Expenditures for property, plant and equipment	-75,976	-83,778
Expenditures for intangible assets	-36,008	-28,968
Payments for purchases of available-for-sale securities	-546	-799
Proceeds from sales of available-for-sale securities	158	3,244
Decrease (increase) in time deposits	3,573	-163
Purchase of business, net of cash acquired	-9,772	-5,687
Other, net	-27,904	-8,984
Net cash used in investing activities	-143,457	-104,138
III. Cash Flows from Financing Activities:		
Net proceeds of short-term debt	880	-3,620
Proceeds from long-term debt	272,587	198,895
Repayments of long-term debt	-203,527	-84,432
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	-19	-16
Other, net	-700	-3,149
Net cash provided by financing activities	29,936	42,669
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	8,652	-8,564
V. Net Increase (decrease) in Cash and Cash Equivalents	-2,325	29,825
VI. Cash and Cash Equivalents at Beginning of Year	140,047	137,722
VII. Cash and Cash Equivalents at End of Year	137,722	167,547

(5) Notes on premise going concern

Not applicable

(6) 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

(8) Segment Information

(a) Operating Segment Information

Year ended March 31, 2015 and 2016

(Millions of yen)

	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
Imaging & Solutions:				
Sales:				
Unaffiliated customers	1,916,676	1,974,510	57,834	3.0
Intersegment	-	-	-	-
Total	1,916,676	1,974,510	57,834	3.0
Operating expenses	1,744,418	1,826,782	82,364	4.7
Operating profit	172,258	147,728	-24,530	-14.2
Operating profit on sales in Imaging & Solutions (%)	9.0	7.5		
Industrial Products:				
Sales:				
Unaffiliated customers	117,772	125,465	7,693	6.5
Intersegment	13,501	12,561	-940	-7.0
Total	131,273	138,026	6,753	5.1
Operating expenses	124,874	127,009	2,135	1.7
Operating profit	6,399	11,017	4,618	72.2
Operating profit on sales in Industrial Products (%)	4.9	8.0		
Other:				
Sales:				
Unaffiliated customers	116,956	109,053	-7,903	-6.8
Intersegment	-	-	-	-
Total	116,956	109,053	-7,903	-6.8
Operating expenses	120,020	107,642	-12,378	-10.3
Operating profit (loss)	-3,064	1,411	4,475	-
Operating profit (loss) on sales in Other (%)	-2.6	1.3		
Corporate and Eliminations:				
Sales:				
Intersegment	-13,501	-12,561	940	-
Total	-13,501	-12,561	940	-
Operating expenses:				
Intersegment	-13,501	-12,561	940	-
Corporate	59,828	57,861	-1,967	-
Total	46,327	45,300	-1,027	-
Operating loss	-59,828	-57,861	1,967	-
Consolidated:				
Sales:				
Unaffiliated customers	2,151,404	2,209,028	57,624	2.7
Intersegment	-	-	-	-
Total	2,151,404	2,209,028	57,624	2.7
Operating expenses	2,035,639	2,106,733	71,094	3.5
Operating profit	115,765	102,295	-13,470	-11.6
Operating profit on consolidated sales (%)	5.4	4.6		

* 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)

	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
Sales	137,015	143,120	6,105	4.5
Operating expenses	107,236	111,891	4,655	4.3
Operating profit	29,779	31,229	1,450	4.9
Operating profit on sales in Finance Business (%)	21.7	21.8		

Three months ended March 31, 2015 and 2016

(Millions of yen)

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
Imaging & Solutions:				
Sales:				
Unaffiliated customers	522,574	506,435	-16,139	-3.1
Intersegment	-	-	-	-
Total	522,574	506,435	-16,139	-3.1
Operating expenses	476,033	478,162	2,129	0.4
Operating profit	46,541	28,273	-18,268	-39.3
Operating profit on sales in Imaging & Solutions (%)	8.9	5.6		
Industrial Products:				
Sales:				
Unaffiliated customers	29,814	30,791	977	3.3
Intersegment	3,459	3,282	-177	-5.1
Total	33,273	34,073	800	2.4
Operating expenses	31,302	31,488	186	0.6
Operating profit	1,971	2,585	614	31.1
Operating profit on sales in Industrial Products (%)	5.9	7.6		
Other:				
Sales:				
Unaffiliated customers	27,516	27,946	430	1.6
Intersegment	-	-	-	-
Total	27,516	27,946	430	1.6
Operating expenses	30,581	28,620	-1,961	-6.4
Operating loss	-3,065	-674	2,391	-
Operating loss on sales in Other (%)	-11.1	-2.4		
Corporate and Eliminations:				
Sales:				
Intersegment	-3,459	-3,282	177	-
Total	-3,459	-3,282	177	-
Operating expenses:				
Intersegment	-3,459	-3,282	177	-
Corporate	15,771	13,349	-2,422	-
Total	12,312	10,067	-2,245	-
Operating loss	-15,771	-13,349	2,422	-
Consolidated:				
Sales:				
Unaffiliated customers	579,904	565,172	-14,732	-2.5
Intersegment	-	-	-	-
Total	579,904	565,172	-14,732	-2.5
Operating expenses	550,228	548,337	-1,891	-0.3
Operating profit	29,676	16,835	-12,841	-43.3
Operating profit on consolidated sales (%)	5.1	3.0		

* 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.

(Supplemental information)

Finance business included in the above is as follows:

(Millions of yen)

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
Sales	36,001	38,223	2,222	6.2
Operating expenses	28,562	30,156	1,594	5.6
Operating profit	7,439	8,067	628	8.4
Operating profit on sales in Finance Business (%)	20.7	21.1		

(b) Geographic Segment Information

Year ended March 31, 2015 and 2016

	(Millions of yen)			
	Year ended March 31, 2015	Year ended March 31, 2016	Change	%
Japan:				
Sales:				
Unaffiliated customers	789,376	793,473	4,097	0.5
Intersegment	486,444	465,443	-21,001	-4.3
Total	1,275,820	1,258,916	-16,904	-1.3
Operating expenses	1,223,980	1,227,824	3,844	0.3
Operating profit	51,840	31,092	-20,748	-40.0
Operating profit on sales in Japan (%)	4.1	2.5		
The Americas:				
Sales:				
Unaffiliated customers	648,431	693,666	45,235	7.0
Intersegment	7,543	6,273	-1,270	-16.8
Total	655,974	699,939	43,965	6.7
Operating expenses	636,266	681,485	45,219	7.1
Operating profit	19,708	18,454	-1,254	-6.4
Operating profit on sales in the Americas (%)	3.0	2.6		
Europe, Middle East and Africa:				
Sales:				
Unaffiliated customers	528,228	526,181	-2,047	-0.4
Intersegment	1,346	1,079	-267	-19.8
Total	529,574	527,260	-2,314	-0.4
Operating expenses	508,271	503,025	-5,246	-1.0
Operating profit	21,303	24,235	2,932	13.8
Operating profit on sales in Europe, Middle East and Africa (%)	4.0	4.6		
Other:				
Sales:				
Unaffiliated customers	185,369	195,708	10,339	5.6
Intersegment	272,700	275,610	2,910	1.1
Total	458,069	471,318	13,249	2.9
Operating expenses	428,903	442,679	13,776	3.2
Operating profit	29,166	28,639	-527	-1.8
Operating profit on sales in Other (%)	6.4	6.1		
Corporate and Eliminations:				
Sales:				
Intersegment	-768,033	-748,405	19,628	
Total	-768,033	-748,405	19,628	-
Operating expenses	-761,781	-748,280	13,501	-
Operating loss	-6,252	-125	6,127	-
Consolidated:				
Sales:				
Unaffiliated customers	2,151,404	2,209,028	57,624	2.7
Intersegment	-	-	-	
Total	2,151,404	2,209,028	57,624	2.7
Operating expenses	2,035,639	2,106,733	71,094	3.5
Operating profit	115,765	102,295	-13,470	-11.6
Operating profit on consolidated sales (%)	5.4	4.6		

Three months ended March 31, 2015 and 2016

(Millions of yen)

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%
Japan:				
Sales:				
Unaffiliated customers	213,140	219,460	6,320	3.0
Intersegment	120,878	107,913	-12,965	-10.7
Total	334,018	327,373	-6,645	-2.0
Operating expenses	329,524	328,160	-1,364	-0.4
Operating profit (loss)	4,494	-787	-5,281	-
Operating profit (loss) on sales in Japan (%)	1.3	-0.2		
The Americas:				
Sales:				
Unaffiliated customers	175,213	169,020	-6,193	-3.5
Intersegment	1,583	1,507	-76	-4.8
Total	176,796	170,527	-6,269	-3.5
Operating expenses	173,453	167,520	-5,933	-3.4
Operating profit	3,343	3,007	-336	-10.1
Operating profit on sales in the Americas (%)	1.9	1.8		
Europe, Middle East and Africa:				
Sales:				
Unaffiliated customers	139,827	132,531	-7,296	-5.2
Intersegment	436	296	-140	-32.1
Total	140,263	132,827	-7,436	-5.3
Operating expenses	133,628	124,619	-9,009	-6.7
Operating profit	6,635	8,208	1,573	23.7
Operating profit on sales in Europe, Middle East and Africa (%)	4.7	6.2		
Other:				
Sales:				
Unaffiliated customers	51,724	44,161	-7,563	-14.6
Intersegment	74,127	67,857	-6,270	-8.5
Total	125,851	112,018	-13,833	-11.0
Operating expenses	114,910	107,559	-7,351	-6.4
Operating profit	10,941	4,459	-6,482	-59.2
Operating profit on sales in Other (%)	8.7	4.0		
Corporate and Eliminations:				
Sales:				
Intersegment	-197,024	-177,573	19,451	-
Total	-197,024	-177,573	19,451	-
Operating expenses	-201,287	-179,521	21,766	-
Operating profit	4,263	1,948	-2,315	-
Consolidated:				
Sales:				
Unaffiliated customers	579,904	565,172	-14,732	-2.5
Intersegment	-	-	-	-
Total	579,904	565,172	-14,732	-2.5
Operating expenses	550,228	548,337	-1,891	-0.3
Operating profit	29,676	16,835	-12,841	-43.3
Operating profit on consolidated sales (%)	5.1	3.0		

(c) Per share data

	(Yen)	
	Year ended March 31, 2015	Year ended March 31, 2016
Equity per share attributable to owners of the parent	1,495.61	1,486.87
Earnings per share attributable to owners of the parent-basic	94.58	86.87
Earnings per share attributable to owners of the parent-diluted	-	-

A reconciliation of the numerator and the denominators of the basic and diluted per share computations for profit is as follows:

	(Millions of yen)	
	Year ended March 31, 2015	Year ended March 31, 2016
Profit attributable to owners of the parent	68,562	62,975
Effect of dilutive securities	-	-
Diluted profit attributable to owners of the parent	68,562	62,975

	(Shares)	
	Year ended March 31, 2015	Year ended March 31, 2016
Weighted average common shares outstanding	724,908,100	724,894,027
Effect of dilutive securities	-	-
Diluted common shares outstanding	724,908,100	724,894,027

(d) Subsequent events

Not applicable.

-APPENDIX- Year ended March 31, 2016

1. Consolidated Quarterly Performance Outline

(1) Financial Statements Summary (Quarterly)

	(Billions of yen)				
	Q1	Q2	Q3	Q4	Change (%)
Sales	539.1	556.0	548.6	565.1	-2.5
Gross profit	224.8	221.8	226.0	209.2	-8.1
Operating profit	20.6	35.4	29.3	16.8	-43.3
Profit before income tax expenses	19.4	34.1	27.6	14.5	-47.1
Profit attributable to Owners of the parent	12.9	21.5	16.8	11.5	-28.7
Earnings per share attributable to owners of the parent-basic (yen).	17.91	29.74	23.28	15.95	-
Earnings per share attributable to owners of the parent-diluted (yen).	-	-	-	-	-
Total assets	2,806.4	2,815.3	2,794.0	2,776.4	-
Equity attributable to owners of the parent	1,111.0	1,107.2	1,109.4	1,077.8	-
Equity attributable to owners of the parent per share (yen)	1,532.66	1,527.40	1,530.57	1,486.87	-
Cash flows from operating activities	0.3	55.2	-22.4	66.7	-
Cash flows from investing activities	-30.5	-15.5	-29.3	-28.7	-
Cash flows from financing activities	39.1	-5.6	34.9	-25.6	-
Cash and cash equivalents at end of period	149.7	180.1	162.6	167.5	-

(2) Capital expenditures and Depreciation

	(Billions of yen)			
	Q1	Q2	Q3	Q4
Capital expenditures	20.5	20.3	20.7	22.1
Depreciation	17.3	17.2	17.9	16.2

(3) R&D Expenditures

	(Billions of yen)			
	Q1	Q2	Q3	Q4
R&D expenditures	27.0	30.6	28.7	32.0
R&D expenditures/ Total Sales (%)	5.0	5.5	5.2	5.7

(4) Exchange Rate

	Q1	Q2	Q3	Q4
Exchange rate (Yen/US\$)	121.31	122.29	121.42	115.44
Exchange rate (Yen/EURO)	134.22	136.03	133.01	127.40

2. Consolidated Sales by Product Category

Year ended March 31, 2015 and 2016

	(Millions of yen)					
	Year ended March 31, 2015	Year ended March 31, 2016	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Office Imaging	1,439,723	1,432,065	-7,658	-0.5	-34,837	-2.4
Percentage of sales (%)	66.9	64.8				
Domestic	396,125	391,205	-4,920	-1.2	-4,920	-1.2
Overseas	1,043,598	1,040,860	-2,738	-0.3	-29,917	-2.9
Production Printing	191,991	223,815	31,824	16.6	25,134	13.1
Percentage of sales (%)	8.9	10.1				
Domestic	31,118	31,102	-16	-0.1	-16	-0.1
Overseas	160,873	192,713	31,840	19.8	25,150	15.6
Network System Solutions	284,962	318,630	33,668	11.8	33,700	11.8
Percentage of sales (%)	13.2	14.4				
Domestic	194,789	203,771	8,982	4.6	8,982	4.6
Overseas	90,173	114,859	24,686	27.4	24,718	27.4
Imaging & Solutions Total	1,916,676	1,974,510	57,834	3.0	23,997	1.3
Percentage of sales (%)	89.0	89.3				
Domestic	622,032	626,078	4,046	0.7	4,046	0.7
Overseas	1,294,644	1,348,432	53,788	4.2	19,951	1.5
The Americas	621,649	665,044	43,395	7.0	-13,267	-2.1
Europe, Middle East and Africa	505,720	505,427	-293	-0.1	23,188	4.6
Other	167,275	177,961	10,686	6.4	10,030	6.0
<Industrial Products>						
Industrial Products	117,772	125,465	7,693	6.5	6,077	5.2
Percentage of sales (%)	5.5	5.7				
Domestic	37,954	41,486	3,532	9.3	3,532	9.3
Overseas	79,818	83,979	4,161	5.2	2,545	3.2
The Americas	22,272	24,897	2,625	11.8	512	2.3
Europe, Middle East and Africa	19,834	20,318	484	2.4	1,231	6.2
Other	37,712	38,764	1,052	2.8	802	2.1
<Other>						
Other	116,956	109,053	-7,903	-6.8	-8,046	-6.9
Percentage of sales (%)	5.5	5.0				
Domestic	99,594	94,026	-5,568	-5.6	-5,568	-5.6
Overseas	17,362	15,027	-2,335	-13.4	-2,478	-14.3
The Americas	4,624	3,845	-779	-16.8	-997	-21.6
Europe, Middle East and Africa	6,821	5,257	-1,564	-22.9	-1,320	-19.4
Other	5,917	5,925	8	0.1	-161	-2.7
Grand Total	2,151,404	2,209,028	57,624	2.7	22,028	1.0
Percentage of sales (%)	100.0	100.0				
Domestic	759,580	761,590	2,010	0.3	2,010	0.3
Percentage of sales (%)	35.3	34.5				
Overseas	1,391,824	1,447,438	55,614	4.0	20,018	1.4
Percentage of sales (%)	64.7	65.5				
The Americas	648,545	693,786	45,241	7.0	-13,752	-2.1
Percentage of sales (%)	30.1	31.4				
Europe, Middle East and Africa	532,375	531,002	-1,373	-0.3	23,099	4.3
Percentage of sales (%)	24.7	24.0				
Other	210,904	222,650	11,746	5.6	10,671	5.1
Percentage of sales (%)	9.9	10.1				

* 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 March 31, 2015 and 2016

(Millions of yen)

	Three months ended March 31, 2015	Three months ended March 31, 2016	Change	%	Change excluding exchange impact	%
<Imaging & Solutions>						
Office Imaging	384,590	363,723	-20,867	-5.4	-8,527	-2.2
Percentage of sales (%)	66.3	64.4				
Domestic	108,839	108,739	-100	-0.1	-100	-0.1
Overseas	275,751	254,984	-20,767	-7.5	-8,427	-3.1
Production Printing	54,082	58,340	4,258	7.9	6,080	11.2
Percentage of sales (%)	9.3	10.3				
Domestic	8,670	8,771	101	1.2	101	1.2
Overseas	45,412	49,569	4,157	9.2	5,979	13.2
Network System Solutions	83,902	84,372	470	0.6	2,567	3.1
Percentage of sales (%)	14.5	14.9				
Domestic	55,738	58,765	3,027	5.4	3,027	5.4
Overseas	28,164	25,607	-2,557	-9.1	-460	-1.6
Imaging & Solutions Total	522,574	506,435	-16,139	-3.1	120	0.0
Percentage of sales (%)	90.1	89.6				
Domestic	173,247	176,275	3,028	1.7	3,028	1.7
Overseas	349,327	330,160	-19,167	-5.5	-2,908	-0.8
The Americas	167,808	162,181	-5,627	-3.4	-986	-0.6
Europe, Middle East and Africa	134,481	127,622	-6,859	-5.1	257	0.2
Other	47,038	40,357	-6,681	-14.2	-2,179	-4.6
<Industrial Products>						
Industrial Products	29,814	30,791	977	3.3	1,859	6.2
Percentage of sales (%)	5.2	5.4				
Domestic	9,824	11,865	2,041	20.8	2,041	20.8
Overseas	19,990	18,926	-1,064	-5.3	-182	-0.9
The Americas	6,504	5,970	-534	-8.2	-350	-5.4
Europe, Middle East and Africa	5,097	4,902	-195	-3.8	28	0.5
Other	8,389	8,054	-335	-4.0	140	1.7
<Other>						
Other	27,516	27,946	430	1.6	596	2.2
Percentage of sales (%)	4.7	5.0				
Domestic	23,914	24,304	390	1.6	390	1.6
Overseas	3,602	3,642	40	1.1	206	5.7
The Americas	927	877	-50	-5.4	-6	-0.6
Europe, Middle East and Africa	1,369	1,148	-221	-16.1	-155	-11.3
Other	1,306	1,617	311	23.8	367	28.1
Grand Total	579,904	565,172	-14,732	-2.5	2,575	0.4
Percentage of sales (%)	100.0	100.0				
Domestic	206,985	212,444	5,459	2.6	5,459	2.6
Percentage of sales (%)	35.7	37.6				
Overseas	372,919	352,728	-20,191	-5.4	-2,884	-0.8
Percentage of sales (%)	64.3	62.4				
The Americas	175,239	169,028	-6,211	-3.5	-1,342	-0.8
Percentage of sales (%)	30.2	29.9				
Europe, Middle East and Africa	140,947	133,672	-7,275	-5.2	130	0.1
Percentage of sales (%)	24.3	23.7				
Other	56,733	50,028	-6,705	-11.8	-1,672	-2.9
Percentage of sales (%)	9.8	8.8				

* 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.

3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Year ended	Year ending March 31, 2017				Half year ending September 30, 2016			
	March 31, 2016	Forecast	Change %	Forecast (Note)	Change %	Forecast	Change %	Forecast (Note)	Change %
<Imaging & Solutions>									
Office Imaging	1,432.0	1,349.0	-5.8	1,415.7	-1.1	650.5	-8.5	690.3	-3.0
Domestic	391.2	378.1	-3.3	378.1	-3.3	180.6	-2.7	180.6	-2.7
Overseas	1,040.8	970.9	-6.7	1,037.6	-0.3	469.9	-10.6	509.7	-3.0
Production Printing	223.8	231.0	3.2	245.9	9.9	110.9	2.6	119.6	10.7
Domestic	31.1	32.8	5.5	32.8	5.5	15.9	5.2	15.9	5.2
Overseas	192.7	198.2	2.8	213.1	10.6	95.0	2.2	103.7	11.6
Network System Solutions	318.6	329.1	3.3	334.8	5.1	158.1	-0.3	161.6	2.0
Domestic	203.7	208.8	2.5	208.8	2.5	101.4	1.2	101.4	1.2
Overseas	114.8	120.3	4.7	126.0	9.7	56.7	-2.7	60.2	3.3
Imaging & Solutions Total	1,974.5	1,909.1	-3.3	1,996.5	1.1	919.6	-6.0	971.7	-0.6
Domestic	626.0	619.7	-1.0	619.7	-1.0	298.0	-1.0	298.0	-1.0
Overseas	1,348.4	1,289.4	-4.4	1,376.7	2.1	621.6	-8.2	673.6	-0.5
The Americas	665.0	618.9	-6.9	675.5	1.6	302.0	-10.6	334.4	-1.0
Europe, Middle East and Africa	505.4	481.3	-4.8	510.6	1.0	233.3	-5.5	252.3	2.2
Other	177.9	189.2	6.3	190.5	7.1	86.3	-6.4	86.9	-5.7
<Industrial Products>	125.4	143.6	14.5	148.0	18.0	67.9	7.2	70.5	11.2
Industrial Products									
Domestic	41.4	48.5	17.1	48.5	17.1	22.6	15.6	22.6	15.6
Overseas	83.9	95.1	13.2	99.5	18.5	45.3	3.4	47.8	9.2
The Americas	24.8	31.7	27.3	34.6	39.0	15.0	12.6	16.6	24.8
Europe, Middle East and Africa	20.3	18.5	-8.9	19.6	-3.2	8.9	-13.6	9.6	-6.5
Other	38.7	44.9	15.8	45.2	16.7	21.4	6.0	21.5	6.9
<Other>	109.0	117.1	7.4	118.0	8.3	56.3	5.0	56.8	5.9
Other									
Domestic	94.0	99.6	6.0	99.6	6.0	48.2	4.2	48.2	4.2
Overseas	15.0	17.5	16.5	18.4	22.4	8.1	9.6	8.5	16.0
The Americas	3.8	4.4	14.4	4.8	25.9	2.0	16.5	2.2	30.5
Europe, Middle East and Africa	5.2	6.2	17.9	6.6	25.9	2.8	2.6	3.0	11.4
Other	5.9	6.9	16.5	6.9	17.1	3.3	12.1	3.2	11.8
Grand Total	2,209.0	2,170.0	-1.8	2,262.6	2.4	1,044.0	-4.7	1,099.0	0.4
Domestic	761.5	768.0	0.8	768.0	0.8	369.0	0.5	369.0	0.5
Overseas	1,447.4	1,402.0	-3.1	1,494.6	3.3	675.0	-7.3	730.0	0.3
The Americas	693.7	655.0	-5.6	715.1	3.1	319.0	-9.6	353.2	0.1
Europe, Middle East and Africa	531.0	506.0	-4.7	536.9	1.1	245.0	-5.8	264.9	1.9
Other	222.6	241.0	8.2	242.6	9.0	111.0	-3.7	111.7	-3.0

(Note) Excluding foreign exchange impact

Reference: Exchange rate	Year ended March 31, 2016	Year ending March 31, 2017	Half year ending September 30, 2016
US\$ 1	¥120.12	¥110.00	¥110.00
EURO 1	¥132.68	¥125.00	¥125.00