

## QUARTERLY REPORT

Half year ended September 30, 2017

(Results for the Period from April 1, 2017 to September 30, 2017)

### Performance Outline (Consolidated)

(1) Half year ended September 30, 2016 and 2017 (Actual result) and Year ending March 31, 2018 (Forecast)

	Half year ended	Half year ended	Change	(Billions of yen)	
	September 30, 2016	September 30, 2017		Year ending	Change
	Results	Results		March 31, 2018	Forecast
Domestic sales	364.7	385.1	5.6%	800.0	4.2%
Overseas sales	606.6	613.7	1.2%	1,240.0	-1.7%
Sales	971.4	998.8	2.8%	2,040.0	0.5%
Gross profit	387.2	390.4	0.8%	790.0	0.2%
Operating profit	16.5	22.0	33.0%	10.0	-70.5%
Profit before income tax expenses	15.2	17.7	16.2%	4.0	-86.6%
Profit attributable to owners of the parent	5.0	4.5	-9.5%	-7.0	-
Exchange rate (Yen/US\$)	105.25	111.09	5.84	108.04	-0.35
Exchange rate (Yen/EURO)	118.14	126.23	8.09	125.62	6.80
Earnings per share attributable to owners of the parent-basic (yen)	6.90	6.25	-0.65	-9.66	-14.47
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-	-	-
Cash flows from operating activities	27.3	8.8	-18.4	-	-
Cash flows from investing activities	-52.8	-20.0	32.7	-	-
Cash flows from financing activities	53.5	39.3	-14.1	-	-
Cash and cash equivalents at end of period	184.2	156.7	-27.5	-	-
Capital expenditures	35.9	28.3	-7.5	73.0	-2.4
Depreciation	33.1	34.8	1.7	66.0	-2.0
R&D expenditures	57.1	54.4	-2.7	113.0	-1.3
	March 31, 2017	September 30, 2017	Change		
Total assets	2,759.2	2,826.0	66.7		
Equity attributable to owners of the parent	1,042.1	1,073.2	31.1		
Interest-bearing debt	859.7	912.8	53.1		
Equity attributable to owners of the parent ratio (%)	37.8	38.0	0.2		
Equity per share attributable to owners of the parent (yen)	1,437.62	1,480.60	42.98		

## (2) Three months ended September 30, 2016 and 2017

(Billions of yen)

	Three months ended September 30, 2016 Results	Three months ended September 30, 2017 Results	Change
Domestic sales	185.6	198.4	6.8%
Overseas sales	298.0	307.8	3.3%
Sales	483.7	506.2	4.7%
Gross profit	188.3	190.4	1.1%
Operating profit	5.6	3.0	-45.7%
Profit before income tax expenses	4.8	0.9	-80.4%
Profit attributable to owners of the parent	0.2	-6.2	-
Exchange rate (Yen/US\$)	102.45	111.01	8.56
Exchange rate (Yen/EURO)	114.35	130.31	15.96
Earnings per share attributable to owners of the parent-basic (yen).	0.32	-8.65	-8.97
Earnings per share attributable to owners of the parent-diluted (yen).	-	-	-
Capital expenditures	19.8	14.8	-5.0
Depreciation	16.7	17.8	1.0
R&D expenditures	30.2	28.8	-1.3

**Ricoh Company, Ltd.**

\* 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 Second Quarter ended September 30, 2016  
 [Prepared on the basis of International Financial Reporting Standards]

## 1. Results for the Period from April 1, 2017 to September 30, 2017

### (1) Operating Results

	(Millions of yen)	
	Half year ended September 30, 2016	Half year ended September 30, 2017
Sales	971,443	998,837
(% change from the previous corresponding period)	-11.3	2.8
Operating profit	16,550	22,015
(% change from the previous corresponding period)	-70.5	33.0
Profit before income tax expenses	15,294	17,772
(% change from the previous corresponding period)	-71.4	16.2
Profit for the period	7,993	7,376
(% change from the previous corresponding period)	-78.6	-7.7
Profit attributable to owners of the parent	5,002	4,527
(% change from the previous corresponding period)	-85.5	-9.5
Comprehensive income	-74,390	43,070
(% change from the previous corresponding period)	-	-
Earnings per share attributable to owners of the parent-basic (yen)	6.90	6.25
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, 2017	September 30, 2017
Total assets	2,759,287	2,826,023
Total equity	1,116,877	1,150,442
Equity attributable to owners of the parent	1,042,106	1,073,256
Equity attributable to owners of the parent ratio (%)	37.8	38.0

## 2. Dividend Information

	Year ended March 31, 2017 (Actual)	Year ending March 31, 2018 (Forecast)
Cash dividends, applicable to the year (yen)	35.00	15.00
Interim (yen)	22.50	7.50
Year-end (yen)	12.50	7.50

Notes: Revision of expected dividends during this period: No

Notes: Cash dividends for the year ended March 31, 2017 (Actual) are included ordinary dividends of ¥25.00 and 80 th anniversary dividends of ¥10.00

## 3. Forecast of Operating Results from April 1, 2017 to March 31, 2018

	(Millions of yen)
	Year ending March 31, 2018
Sales	2,040,000
(% change from the previous corresponding period)	0.5
Operating profit	10,000
(% change from the previous corresponding period)	-70.5
Profit before income tax expenses	4,000
(% change from the previous corresponding period)	-86.6
Profit attributable to owners of the parent	-7,000
(% change from the previous corresponding period)	-
Earnings per share attributable to owners of the parent-basic (yen)	-9.66

Notes: Revision of forecast of consolidated operating results during this period: No

## 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. Condensed Consolidated Financial Statements (7) Changes in accounting policies" on page 15
- (3) Number of common stock outstanding (including treasury stock):  
 As of September 30, 2017 : 744,912,078 shares ; As of March 31, 2017 : 744,912,078 shares
- (4) Number of treasury stock:  
 As of September 30, 2017 : 20,034,239 shares ; As of March 31, 2017 : 20,030,468 shares
- (5) Average number of common stock:  
 Half year ended September 30, 2017 : 724,879,861 shares ; Three months ended September 30, 2017 : 724,887,625 shares

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

### 1. Qualitative Information on Consolidated Business Results

#### \* Overview of the First Half of Fiscal 2017 (April 1 – September 30, 2017)

Ricoh's sales for the second half increased by 2.8% as compared to the previous corresponding period, to ¥998.8 billion. Sales in all segments excluding the Office Printing segment increased.

During this period, the average exchange rates of Japanese yen against U.S. dollar and Euro were ¥111.09 (up ¥5.84 from previous year) and ¥126.23 (up ¥8.09 from previous year) respectively. Sales would have decreased by 0.7% as compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy continued to show some signs of a gradual recovery. Under such market conditions, sales in all segments excluding the Office Printing segment increased. As a result, the sales in the domestic market increased by 5.6% as compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued to show a gradual recovery, the European economy showed a gradual recovery excluding the slowdown British economy. China economy showed signs of an economic slowdown, and other developing countries in Asia are showing gradual recovery. Under such market conditions, the Commercial Printing segment mainly increased but the sales in the Office Printing segment and the Other segment decreased. As for overseas sales by region, sales in the Americas decreased by 1.6% (a decrease of 6.8% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by 1.5% (a decrease of 5.0% excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by 9.3% (an increase of 4.2% excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market increased by 1.2% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have decreased by 4.5% as compared to the previous corresponding period.

Gross profit increased by 0.8% as compared to the previous corresponding period, to ¥390.4 billion, mainly due to the increase in sales.

Selling, general and administrative expenses increased by 1.2% as compared to the previous corresponding period, to ¥376.7 billion. Though there was an increase of cost relating structural reforms for future business growth, the effects of continuous group-wide activities to reduce costs have contributed in controlling these expenses.

Other income increased as compared to the previous corresponding period due to gain sales of contracts by transferring customers who are provided direct sales and service from Ricoh group to each region's distributors in the Americas as a part of optimization of direct and indirect sales channel.

As a result, operating profit increased by 33.0% as compared to the previous corresponding period, to ¥22.0 billion.

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

Profit before income tax expenses increased by 16.2% as compared to the previous corresponding period, to ¥17.7 billion. However income tax expenses increased.

As a result, profit attributable to owners of the parent decreased by 9.5% as compared to the previous corresponding period, to ¥4.5 billion.

Comprehensive income increased significantly as compared to the previous corresponding period, to ¥43.0 billion due to the increase in cumulative translation adjustments. (Comprehensive income (loss) of the previous corresponding period is ¥74.3 billion (loss).)

## \* Review by Business Segment

### Office Printing

Sales in the Office Printing segment decreased by 2.0% to ¥559.3 billion as compared to the previous corresponding period. The downward of sales price suppressed mainly due to adjustment of price which focus on profitability, but gross profit decreased with sales amounts decrease. Selling, general and administrative expenses decreased. As a result, operating profit in the Office Printing segment decreased by 7.5% as compared to the previous corresponding period, to ¥50.7 billion.

### Office Service

Sales in the Office Service segment increased by 9.3% to ¥212.0 billion as compared to the previous corresponding period. IT products and communication services increased mainly in domestic market. As a result, operating loss in the Office Service segment increased by ¥1.6 billion as compared to the previous corresponding period to ¥2.5 billion of loss. (Operating profit (loss) of the previous corresponding period is ¥4.2 billion (loss).)

### Commercial Printing

Sales in the Commercial Printing segment increased by 5.5% to ¥90.5 billion as compared to the previous corresponding period, due to the increase in sales of color cut sheet printers related parts & supplies from contribution of increase the amount of color cut sheet printers in field. As a result, operating profit in the Commercial Printing segment increased by 137.1% as compared to the previous corresponding period, to ¥11.4 billion.

### Industrial Printing

Sales in the Industrial Printing segment increased by 64.1% to ¥8.8 billion as compared to the previous corresponding period. Sales of Inkjet heads were good in shape and as a result, operating loss in the Industrial Printing segment increased by ¥0.8 billion as compared to the previous corresponding period, to ¥0.9 billion of loss. (Operating profit (loss) of the previous corresponding period is ¥1.8 billion (loss).)

### Thermal Media

Sales in the Thermal Media segment increased by 7.0% to ¥29.4 billion as compared to the previous corresponding period. Sales increased mainly in Americas and Europe. As a result, operating profit in the Thermal Media segment decreased by 1.9% as compared to the previous corresponding period, to ¥2.8 billion due to the development of new products and increase of sales expense.

### Other

Sales in the Other segment increased by 11.8% to ¥98.4 billion as compared to the previous corresponding period. Though income and profit in optical equipment business mainly increased, it was offset by the decrease in income and profit in the camera business due to the decrease in amounts of sales of digital cameras. As a result, operating profit in the Other segment decreased by 59.2% as compared to the previous corresponding period, to ¥2.1 billion.

\*Ricoh redefined business region from April 1, 2017 which 19th Mid-term Management Plan starts. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(9) Segment Information" on page 20 for the details of the change.

## 2. Analysis of Consolidated Financial Position

### \*Assets, Liabilities and Equity

Total assets increased by ¥66.7 billion as compared to the previous corresponding period, to ¥2,826.0 billion, mainly due to the increase in "cash and cash equivalents" and "other current assets".

Total liabilities increased by ¥33.1 billion as compared to the previous corresponding period, to ¥1,675.5 billion, mainly due to the increase in "bonds and borrowings".

Total Equity increased by ¥33.5 billion as compared to the previous corresponding period, to ¥1,150.4 billion, mainly due to the increase in "other components of equity".

### \*Cash Flows (Half year ended September 30, 2017)

Net cash provided by operating activities decreased by ¥18.4 billion as compared to the previous corresponding period, to ¥8.8 billion, mainly due to the increase in income taxes paid.

Net cash used in investing activities decreased by ¥32.7 billion as compared to the previous corresponding period, to ¥20.0 billion, mainly due to the increase in proceeds from sales of property, plant and equipment.

Net cash provided by financing activities decreased by ¥14.1 billion as compared to the previous corresponding period, to ¥39.3 billion, mainly due to the proceeds from long-term debt.

As a result, the balance of cash and cash equivalent at the end of period increased by ¥30.2 billion as compared to the end of previous year, to ¥156.7 billion.

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

The forecast of the consolidated operating results for the full year ending March, 2018 was revised upwards given the progress of our structural reforms, the exchange rate, and the improvement in business conditions, however due to the anticipated losses arising from our consolidated subsidiary Ricoh India Limited of ¥30 billion, we revised downwards the forecast of our sales, gross profit, operating income, profit before income taxes and profit attributable to owners of the parent from those previously announced in July.

Ricoh will maintain the assumed exchange rates set forth in July of ¥105.00 against U.S. dollar and revise its rate of ¥125.00 against Euro from third quarter. These incorporate the actual exchange rates during the first half in the annual exchange rates assumption.

Our performance forecast for fiscal year ending March 31, 2018 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2018

US\$ 1 = ¥108.04 (¥108.39 in previous fiscal year)

EURO 1 = ¥125.62 (¥118.82 in previous fiscal year)

	(Billions of yen)					
	Year ending March 31, 2018 (Previous forecast) (A)	Year ending March 31, 2018 (Revised forecast) (B)	Change (B-A)	Year ended March 31, 2017 (Actual) (C)	Change (B-C)/C	
Domestic sales	787.0	800.0	13.0	767.5	4.2%	
Overseas sales	1,213.0	1,240.0	27.0	1,261.3	-1.7%	
Sales	2,000.0	2,040.0	40.0	2,028.8	0.5%	
Gross profit	750.0	790.0	40.0	788.6	0.2%	
Operating profit	18.0	10.0	-8.0	33.8	-70.5%	
Profit before income tax expenses	13.0	4.0	-9.0	29.9	-86.6%	
Profit attributable to owners of the parent	3.0	-7.0	-10.0	3.4	-%	

\* 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. Condensed Consolidated Financial Statements

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

#### Assets

	(Millions of yen)		
	March 31, 2017	September 30, 2017	Change
<b>Current Assets</b>			
Cash and cash equivalents	126,429	156,707	30,278
Time deposits	8,662	70	-8,592
Trade and other receivables	566,315	566,159	-156
Other financial assets	276,575	290,271	13,696
Inventories	202,551	213,593	11,042
Other current assets	58,682	65,149	6,467
<b>Total Current Assets</b>	<b>1,239,214</b>	<b>1,291,949</b>	<b>52,735</b>
<b>Non-current assets</b>			
Property, plant and equipment	271,257	265,070	-6,187
Goodwill and intangible assets	388,177	391,130	2,953
Other financial assets	655,600	670,779	15,179
Investments accounted for using the equity method	563	598	35
Other investments	81,579	85,793	4,214
Other non-current assets	39,210	41,315	2,105
Deferred tax assets	83,687	79,389	-4,298
<b>Total Non-current Assets</b>	<b>1,520,073</b>	<b>1,534,074</b>	<b>14,001</b>
<b>Total Assets</b>	<b>2,759,287</b>	<b>2,826,023</b>	<b>66,736</b>

#### Liabilities and Equity

	(Millions of yen)		
	March 31, 2017	September 30, 2017	Change
<b>Current Liabilities</b>			
Bonds and borrowings	229,944	234,763	4,819
Trade and other payables	295,788	271,365	-24,423
Other financial liabilities	2,227	1,179	-1,048
Income tax payables	15,149	24,203	9,054
Provisions	9,127	8,342	-785
Other current liabilities	254,689	240,444	-14,245
<b>Total Current Liabilities</b>	<b>806,924</b>	<b>780,296</b>	<b>-26,628</b>
<b>Non-current Liabilities</b>			
Bonds and borrowings	629,799	678,088	48,289
Other financial liabilities	2,178	2,500	322
Accrued pension and retirement benefits	120,725	118,530	-2,195
Provisions	10,969	11,780	811
Other non-current liabilities	61,701	74,237	12,536
Deferred tax liabilities	10,114	10,150	36
<b>Total Non-current Liabilities</b>	<b>835,486</b>	<b>895,285</b>	<b>59,799</b>
<b>Total Liabilities</b>	<b>1,642,410</b>	<b>1,675,581</b>	<b>33,171</b>
<b>Equity</b>			
Common stock	135,364	135,364	-
Additional paid-in capital	186,423	186,423	-
Treasury stock	-37,318	-37,322	-4
Other components of equity	100,194	135,882	35,688
Retained earnings	657,443	652,909	-4,534
Equity attributable to owners of the parent	1,042,106	1,073,256	31,150
Non-controlling interests	74,771	77,186	2,415
<b>Total Equity</b>	<b>1,116,877</b>	<b>1,150,442</b>	<b>33,565</b>
<b>Total Liabilities and Equity</b>	<b>2,759,287</b>	<b>2,826,023</b>	<b>66,736</b>

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

## Condensed Consolidated Statement of Profit or Loss

Half year ended September 30, 2016 and 2017

	(Millions of yen)			
	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%
Sales	971,443	998,837	27,394	2.8
Cost of sales	584,218	608,409	24,191	4.1
Percentage of sales (%)	60.1	60.9		
Gross profit	387,225	390,428	3,203	0.8
Percentage of sales (%)	39.9	39.1		
Selling, general and administrative expenses	372,294	376,759	4,465	1.2
Percentage of sales (%)	38.3	37.7		
Other income	1,619	8,346	6,727	415.5
Percentage of sales (%)	0.2	0.8		
Operating profit	16,550	22,015	5,465	33.0
Percentage of sales (%)	1.7	2.2		
Finance income	3,450	1,903	-1,547	-44.8
Percentage of sales (%)	0.4	0.2		
Finance costs	4,757	6,180	1,423	29.9
Percentage of sales (%)	0.5	0.6		
Share of profit of investments accounted for using the equity method	51	34	-17	-33.3
Percentage of sales (%)	0.0	0.0		
Profit before income tax expenses	15,294	17,772	2,478	16.2
Percentage of sales (%)	1.6	1.8		
Income tax expenses	7,301	10,396	3,095	42.4
Percentage of sales (%)	0.8	1.0		
Profit for the period	7,993	7,376	-617	-7.7
Percentage of sales (%)	0.8	0.7		
Profit attributable to:				
Owners of the parent	5,002	4,527	-475	-9.5
Percentage of sales (%)	0.5	0.5		
Non-controlling interests	2,991	2,849	-142	-4.7
Percentage of sales (%)	0.3	0.3		

  

	Half year ended September 30, 2016	Half year ended September 30, 2017	Change
Earnings per share attributable to owners of the parent-basic (yen)	6.90	6.25	-0.65
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-

\* Gain on sales of intangible assets and others are included in "other income".



Three months ended September 30, 2016 and 2017

(Millions of yen)

	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%
Sales	483,737	506,297	22,560	4.7
Cost of sales	295,350	315,865	20,515	6.9
Percentage of sales (%)	61.1	62.4		
Gross profit	188,387	190,432	2,045	1.1
Percentage of sales (%)	38.9	37.6		
Selling, general and administrative expenses	183,623	188,557	4,934	2.7
Percentage of sales (%)	38.0	37.2		
Other income	916	1,210	294	32.1
Percentage of sales (%)	0.2	0.2		
Operating profit	5,680	3,085	-2,595	-45.7
Percentage of sales (%)	1.2	0.6		
Finance income	1,645	1,101	-544	-33.1
Percentage of sales (%)	0.3	0.2		
Finance costs	2,476	3,238	762	30.8
Percentage of sales (%)	0.5	0.6		
Share of profit of investments accounted for using the equity method	48	10	-38	-79.2
Percentage of sales (%)	0.0	0.0		
Profit before income tax expenses	4,897	958	-3,939	-80.4
Percentage of sales (%)	1.0	0.2		
Income tax expenses	3,291	5,800	2,509	76.2
Percentage of sales (%)	0.7	1.1		
Profit for the period	1,606	-4,842	-6,448	-
Percentage of sales (%)	0.3	-1.0		
Profit attributable to:				
Owners of the parent	231	-6,269	-6,500	-
Percentage of sales (%)	0.0	-1.2		
Non-controlling interests	1,375	1,427	52	3.8
Percentage of sales (%)	0.3	0.3		

  

	Three months ended September 30, 2016	Three months ended September 30, 2017	Change
Earnings per share attributable to owners of the parent-basic (yen)	0.32	-8.65	-8.97
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-

\* Gain on sales of intangible assets and others are included in "other income".

Condensed Consolidated Statement of Comprehensive Income

Half year ended September 30, 2016 and 2017

	(Millions of yen)		
	Half year ended September 30, 2016	Half year ended September 30, 2017	Change
Profit for the period	7,993	7,376	-617
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-152	-	152
Total components that will not be reclassified subsequently to profit or loss	-152	-	152
Components that will be reclassified subsequently to profit or loss:			
Net gain (loss) on fair value of available-for-sale financial assets	-477	2,456	2,933
Net gain (loss) on fair value of cash flow hedges	-833	136	969
Exchange differences on translation of foreign operations	-80,921	33,102	114,023
Total components that will be reclassified subsequently to profit or loss	-82,231	35,694	117,925
Total other comprehensive income (loss)	-82,383	35,694	118,077
Comprehensive income (loss)	-74,390	43,070	117,460
Comprehensive income (loss) attributable to:			
Owners of the parent	-76,782	40,215	116,997
Non-controlling interests	2,392	2,855	463

Three months ended September 30, 2016 and 2017

	(Millions of yen)		
	Three months ended September 30, 2016	Three months ended September 30, 2017	Change
Profit for the period	1,606	-4,842	-6,448
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-152	-	152
Total components that will not be reclassified subsequently to profit or loss	-152	-	152
Components that will be reclassified subsequently to profit or loss:			
Net gain (loss) on fair value of available-for-sale financial Assets	-481	5,698	6,179
Net gain (loss) on fair value of cash flow hedges	290	83	-207
Exchange differences on translation of foreign operations	-10,768	15,309	26,077
Total components that will be reclassified subsequently to profit or loss	-10,959	21,090	32,049
Total other comprehensive income (loss)	-11,111	21,090	32,201
Comprehensive income (loss)	-9,505	16,248	25,753
Comprehensive income (loss) attributable to:			
Owners of the parent	-10,909	14,824	25,733
Non-controlling interests	1,404	1,424	20

Consolidated Sales by Product Category

Half year ended September 30, 2016 and 2017

(Millions of yen)				
	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%
<Office Printing>	570,544	559,370	-11,174	-2.0
Percentage of sales (%)	58.7	56.0		
<Office Service>	194,043	212,077	18,034	9.3
Percentage of sales (%)	20.0	21.2		
<Commercial Printing>	85,868	90,584	4,716	5.5
Percentage of sales (%)	8.8	9.1		
<Industrial Printing>	5,421	8,895	3,474	64.1
Percentage of sales (%)	0.6	0.9		
<Thermal Media>	27,497	29,418	1,921	7.0
Percentage of sales (%)	2.8	2.9		
<Other>	88,070	98,493	10,423	11.8
Percentage of sales (%)	9.1	9.9		
Grand Total	971,443	998,837	27,394	2.8
Percentage of sales (%)	100.0	100.0		

Three months ended September 30, 2016 and 2017

(Millions of yen)				
	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%
<Office Printing>	277,583	274,738	-2,845	-1.0
Percentage of sales (%)	57.4	54.3		
<Office Service>	101,105	113,632	12,527	12.4
Percentage of sales (%)	20.9	22.4		
<Commercial Printing>	43,103	44,886	1,783	4.1
Percentage of sales (%)	8.9	8.9		
<Industrial Printing>	2,997	4,570	1,573	52.5
Percentage of sales (%)	0.6	0.9		
<Thermal Media>	13,679	14,905	1,226	9.0
Percentage of sales (%)	2.8	2.9		
<Other>	45,270	53,566	8,296	18.3
Percentage of sales (%)	9.4	10.6		
Grand Total	483,737	506,297	22,560	4.7
Percentage of sales (%)	100.0	100.0		

\* Each category includes the following product line:

Office Printing	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, wide format, facsimile, scanners, related parts & supplies, services, support and software
Office Service	Personal computers, servers, network equipment, related services, support, software and service & solutions related to document
Commercial Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Industrial printing	Inkjet head, imaging systems and industrial printers
Thermal Media	Thermal media
Other	Optical equipment, electronic components, semiconductor devices, digital cameras, industrial cameras, 3D printing, environment and healthcare

\* Ricoh redefined business region from April 1, 2017 which 19<sup>th</sup> Mid-term Management Plan starts. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(9) Segment Information" on page 20 for the details of the change.

Consolidated Sales by Geographic Area

Half year ended September 30, 2016 and 2017

	(Millions of yen)			
	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%
<Domestic>	364,791	385,116	20,325	5.6
Percentage of sales (%)	37.6	38.6		
<Overseas>	606,652	613,721	7,069	1.2
Percentage of sales (%)	62.4	61.4		
The Americas	292,845	288,062	-4,783	-1.6
Percentage of sales (%)	30.1	28.8		
Europe, Middle East and Africa	220,928	224,158	3,230	1.5
Percentage of sales (%)	22.7	22.4		
Other	92,879	101,501	8,622	9.3
Percentage of sales (%)	9.6	10.2		
Grand Total	971,443	998,837	27,394	2.8
Percentage of sales (%)	100.0	100.0		

Three months ended September 30, 2016 and 2017

	(Millions of yen)			
	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%
<Domestic>	185,690	198,402	12,712	6.8
Percentage of sales (%)	38.4	39.2		
<Overseas>	298,047	307,895	9,848	3.3
Percentage of sales (%)	61.6	60.8		
The Americas	147,236	141,900	-5,336	-3.6
Percentage of sales (%)	30.4	28.0		
Europe, Middle East and Africa	104,390	113,241	8,851	8.5
Percentage of sales (%)	21.6	22.4		
Other	46,421	52,754	6,333	13.6
Percentage of sales (%)	9.6	10.4		
Grand Total	483,737	506,297	22,560	4.7
Percentage of sales (%)	100.0	100.0		

## (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, 2016	135,364	186,423	-37,312	-	23,617	-267
Profit for the period						
Other comprehensive income (loss)				-152	-456	-351
Comprehensive income	-	-	-	-152	-456	-351
Net change in treasury stock			-2			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				152		
Acquisition of non-controlling interests						
Total transactions with owners	-	-	-2	152	-	-
Balance as of September 30, 2016	135,364	186,423	-37,314	-	23,161	-618

	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, 2016	91,564	114,914	678,424	1,077,813	69,951	1,147,764
Profit for the period			5,002	5,002	2,991	7,993
Other comprehensive income (loss)	-80,825	-81,784		-81,784	-599	-82,383
Comprehensive income	-80,825	-81,784	5,002	-76,782	2,392	-74,390
Net change in treasury stock				-2		-2
Dividends declared and approved to owners			-12,686	-12,686	-405	-13,091
Transfer from other components of equity to retained earnings		152	-152	-		-
Acquisition of non-controlling interests				-		-
Total transactions with owners	-	152	-12,838	-12,688	-405	-13,093
Balance as of September 30, 2016	10,739	33,282	670,588	988,343	71,938	1,060,281

(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, 2017	135,364	186,423	-37,318	-	34,330	73
Profit for the period						
Other comprehensive income (loss)				-	2,425	63
Comprehensive income	-	-	-	-	2,425	63
Net change in treasury stock			-4			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				-		
Acquisition of non-controlling interests						
Total transactions with owners	-	-	-4	-	-	-
Balance as of September 30, 2017	135,364	186,423	-37,322	-	36,755	136

	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, 2017	65,791	100,194	657,443	1,042,106	74,771	1,116,877
Profit for the period			4,527	4,527	2,849	7,376
Other comprehensive income (loss)	33,200	35,688		35,688	6	35,694
Comprehensive income	33,200	35,688	4,527	40,215	2,855	43,070
Net change in treasury stock				-4		-4
Dividends declared and approved to owners			-9,061	-9,061	-440	-9,501
Transfer from other components of equity to retained earnings			-	-	-	-
Acquisition of non-controlling interests				-		-
Total transactions with owners	-	-	-9,061	-9,065	-440	-9,505
Balance as of September 30, 2017	98,991	135,882	652,909	1,073,256	77,186	1,150,442

## (4) Condensed Consolidated Statement of Cash Flows

	(Millions of yen)	
	Half year ended September 30, 2016	Half year ended September 30, 2017
<b>I. Cash Flows from Operating Activities:</b>		
Profit for the period	7,993	7,376
Adjustments to reconcile profit for the period to net cash provided by operating activities—		
Depreciation and amortization	52,270	55,095
Other income	-1,619	-8,346
Share of profit (loss) of investments accounted for using the equity method	-51	-34
Finance income and costs	1,307	4,277
Income tax expenses	7,301	10,396
Decrease in trade and other receivables	22,752	14,723
Increase in inventories	-14,205	-6,276
Increase in lease receivables	-13,919	-13,400
Decrease in trade and other payables	-11,862	-27,867
Decrease in accrued pension and retirement benefits	-6,423	-5,355
Other, net	-5,194	14,836
Interest and dividends received	2,057	1,841
Interest paid	-2,663	-3,301
Income taxes paid	-10,426	-35,127
<b>Net cash provided by operating activities</b>	<b>27,318</b>	<b>8,838</b>
<b>II. Cash Flows from Investing Activities:</b>		
Proceeds from sales of property, plant and equipment	1,352	12,181
Expenditures for property, plant and equipment	-35,924	-28,388
Proceeds from sales of intangible assets	-	3,745
Expenditures for intangible assets	-12,615	-14,290
Payments for purchases of available-for-sale securities	-184	-239
Proceeds from sales of available-for-sale securities	473	32
Decrease in time deposits	203	8,527
Purchase of business, net of cash acquired	-287	-459
Other, net	-5,855	-1,181
<b>Net cash used in investing activities</b>	<b>-52,837</b>	<b>-20,072</b>
<b>III. Cash Flows from Financing Activities:</b>		
Net proceeds (repayments) of short-term debt	-1,588	14,106
Proceeds from long-term debt	143,670	59,769
Repayments of long-term debt	-97,019	-38,293
Proceeds from issuance of bonds	31,567	43,285
Repayments of bonds	-10,000	-30,000
Dividends paid	-12,686	-9,061
Payments for purchase of treasury stock	-3	-4
Other, net	-425	-440
<b>Net cash provided by financing activities</b>	<b>53,516</b>	<b>39,362</b>
<b>IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>	<b>-11,306</b>	<b>2,150</b>
<b>V. Net Increase in Cash and Cash Equivalents</b>	<b>16,691</b>	<b>30,278</b>
<b>VI. Cash and Cash Equivalents at Beginning of Year</b>	<b>167,547</b>	<b>126,429</b>
<b>VII. Cash and Cash Equivalents at End of Period</b>	<b>184,238</b>	<b>156,707</b>

## (5) Notes on premise going concern

Not applicable

## (6) Changes in significant subsidiaries

Not applicable

## (7) Changes in accounting policies

Significant accounting policies which apply in Condensed Consolidated Statement of Financial Position are same as previous fiscal year excepting the table below. There is no material impact on Ricoh's condensed consolidated financial statements.

IFRSs	Title	Summaries of new IFRSs/amendments
IAS 7	Statement of Cash Flow	Requirement for disclosure of changes in liabilities arising from financing activities

## (8) Subsequent events

### Change in the restructuring support for an overseas affiliated company

Ricoh have announced on October 27, 2017 that Ricoh decided to change our assistance policy for our consolidated subsidiary, Ricoh India Limited (referred to as Ricoh India from here). Until now, we have offered various forms of support to rebuild Ricoh India. However, in continued deficit, Ricoh India's relationship with its major vendor deteriorated, so we have reevaluated the restructuring plan and our support for Ricoh India. As a result, under the current circumstances, Ricoh have made the decision not to provide any additional financial support going forward, in order to minimize the consolidated losses of the Ricoh Group.

Ricoh anticipated losses arising from changing in the restructuring support for Ricoh India of 30 billion yen. This anticipations are based on information available to and certain assumptions made by Ricoh as at to date, and there can be no assurance that the relevant forecasts will be achieved. Please note that significant differences between the forecasts and actual results may arise from various factors in the future.

### Conclusion of Agreement to Transfer Shares of Ricoh Electronic Devices Co., Ltd.

Ricoh concluded a share transfer agreement today following the resolution to transfer 80% of the outstanding shares of Ricoh Electronic Devices Co., Ltd. (referred to as Ricoh Electronic Devices from here), its consolidated subsidiary, to Nisshinbo Holdings Inc. (referred to as Nisshinbo Holdings from here), made at a Board of Directors' meeting held on October 30, 2017. The transfer of the shares, which is subject to the approval of the relevant authorities, will eventually take place by around March 1, 2018. As a result of the share transfer, Ricoh Electronic Devices will be an affiliated company accounted for by using the equity method.

#### 1. Purpose of the share transfer

Advocating RICOH Resurgent in the 19th Mid-Term Management Plan, a three-year plan that launched in fiscal 2017, the Company has been working on the implementation of structural reforms, the prioritization of growth businesses, and the reinforcement of management systems. Efforts have also been made to improve the competitiveness of the analog semiconductor business carried out by Ricoh Electronic Devices by introducing capital, resources and expertise through collaborations with operating companies in the same business.

Nisshinbo Holdings, whose subsidiaries include New Japan Radio Co., Ltd., which operates its business with a focus on semiconductors and microwaves, provides a range of products such as general-purpose linear ICs and microwave equipment. Nisshinbo Holdings is working on growth strategies by allocating management resources selectively to automotive and super-smart society-related businesses under the slogan of taking challenges towards a new era of technological innovation and super-smart societies.

The share transfer has been agreed based on the decision that synergies generated by combining the expertise of the analog semiconductor business and the customer base developed and built by Nisshinbo Holdings and the analog semiconductor business of Ricoh Electronic Devices are effective for the sustainable growth and the increasing corporate value of Ricoh Electronic Devices in the future.

#### 2. Overview of the changing subsidiary (Ricoh Electronic Devices Co., Ltd.)

(1) Corporate Name	Ricoh Electronic Devices Co., Ltd.	
(2) Business	Development, manufacturing and sales of electronic device products, OEM design services for electronic devices, and OEM manufacturing services for electronic devices	
(3) Relationship with the Company	Capital relationship	Ricoh holds 100% shares
	Personnel relationship	From Ricoh, 3 directors and 1 auditor to Ricoh Electronic Devices
	Transactional relationship	Ricoh Electronic Devices provides electronic devices to Ricoh.

#### 3. Overview of the party to which shares will be transferred

(1) Corporate Name	Nisshinbo Holdings Inc.
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#### 4. Number of shares to be transferred, transfer price and ownership of shares before and after the transfer.

(1) Number of shares held before the transfer	200 shares (number of voting right: 200, equity ownership: 100%)
(2) Number of shares to be transferred	160 shares (number of voting right: 160, equity ownership: 80%)
(3) Transfer price	Transfer price is not disclosed due to an agreement with Nisshinbo Holdings to which the shares will be transferred. Also, the transfer price was calculated upon mutual consultation. It was regarded as fair value at Ricoh's board meeting where external directors and external auditors were present.
(4) Number of shares to be held after the transfer	40 shares (number of voting right: 40, equity ownership: 20%)

#### 5. Schedule

(1) Conclusion of agreement	October 30, 2017
(2) Share Transfer and Assignment of Receivables	March 1, 2018 (planned)

#### 6. Future outlook

The impact of the share transfer has been deemed immaterial with respect to consolidated operating results for the full year ending March 2018.



## (9) Segment Information

## (a) Operating Segment Information

Half year ended September 30, 2016 and 2017

(Millions of yen)

	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%
<b>Office Printing:</b>				
Sales:				
Unaffiliated customers	570,544	559,370	-11,174	-2.0
Intersegment	-	-	-	-
Total	570,544	559,370	-11,174	-2.0
Operating expenses	515,695	508,650	-7,045	-1.4
Operating profit	54,849	50,720	-4,129	-7.5
Operating profit on sales in Office Printing (%)	9.6	9.1		
<b>Office Service:</b>				
Sales:				
Unaffiliated customers	194,043	212,077	18,034	9.3
Intersegment	-	-	-	-
Total	194,043	212,077	18,034	9.3
Operating expenses	198,267	214,617	16,350	8.2
Operating loss	-4,224	-2,540	1,684	-
Operating loss on sales in Office Service (%)	-2.2	-1.2		
<b>Commercial Printing:</b>				
Sales:				
Unaffiliated customers	85,868	90,584	4,716	5.5
Intersegment	-	-	-	-
Total	85,868	90,584	4,716	5.5
Operating expenses	81,040	79,135	-1,905	-2.4
Operating profit	4,828	11,449	6,621	137.1
Operating profit on sales in Commercial Printing (%)	5.6	12.6		
<b>Industrial Printing:</b>				
Sales:				
Unaffiliated customers	5,421	8,895	3,474	64.1
Intersegment	-	-	-	-
Total	5,421	8,895	3,474	64.1
Operating expenses	7,254	9,878	2,624	36.2
Operating loss	-1,833	-983	850	-
Operating loss on sales in Industrial Printing (%)	-33.8	-11.1		
<b>Thermal Media:</b>				
Sales:				
Unaffiliated customers	27,497	29,418	1,921	7.0
Intersegment	-	-	-	-
Total	27,497	29,418	1,921	7.0
Operating expenses	24,560	26,537	1,977	8.0
Operating profit	2,937	2,881	-56	-1.9
Operating profit on sales in Thermal Media (%)	10.7	9.8		
<b>Other:</b>				
Sales:				
Unaffiliated customers	88,070	98,493	10,423	11.8
Intersegment	37,079	34,398	-2,681	-7.2
Total	125,149	132,891	7,742	6.2
Operating expenses	119,994	130,786	10,792	9.0
Operating profit	5,155	2,105	-3,050	-59.2
Operating profit on sales in Other (%)	4.1	1.6		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-37,079	-34,398	2,681	
Total	-37,079	-34,398	2,681	-
Operating expenses:				
Intersegment	-37,079	-34,398	2,681	
Corporate	45,162	41,617	-3,545	
Total	8,083	7,219	-864	-
Operating loss	-45,162	-41,617	3,545	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	971,443	998,837	27,394	2.8
Intersegment	-	-	-	-
Total	971,443	998,837	27,394	2.8
Operating expenses	954,893	976,822	21,929	2.3
Operating profit	16,550	22,015	5,465	33.0
Operating profit on consolidated sales (%)	1.7	2.2		

(Supplemental information)

Finance business included in the above is as follows:

	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%
Sales	69,886	73,471	3,585	5.1
Operating expenses	54,425	58,187	3,762	6.9
Operating profit	15,461	15,284	-177	-1.1
Operating profit on sales in Finance Business (%)	22.1	20.8		

Three months ended September 30, 2016 and 2017

(Millions of yen)

	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%
<b>Office Printing:</b>				
Sales:				
Unaffiliated customers	277,583	274,738	-2,845	-1.0
Intersegment	-	-	-	-
Total	277,583	274,738	-2,845	-1.0
Operating expenses	251,059	255,417	4,358	1.7
Operating profit	26,524	19,321	-7,203	-27.2
Operating profit on sales in Office Printing (%)	9.6	7.0		
<b>Office Service:</b>				
Sales:				
Unaffiliated customers	101,105	113,632	12,527	12.4
Intersegment	-	-	-	-
Total	101,105	113,632	12,527	12.4
Operating expenses	104,703	115,744	11,041	10.5
Operating loss	-3,598	-2,112	1,486	-
Operating loss on sales in Office Service (%)	-3.6	-1.9		
<b>Commercial Printing:</b>				
Sales:				
Unaffiliated customers	43,103	44,886	1,783	4.1
Intersegment	-	-	-	-
Total	43,103	44,886	1,783	4.1
Operating expenses	40,156	40,602	446	1.1
Operating profit	2,947	4,284	1,337	45.4
Operating profit on sales in Commercial Printing (%)	6.8	9.5		
<b>Industrial Printing:</b>				
Sales:				
Unaffiliated customers	2,997	4,570	1,573	52.5
Intersegment	-	-	-	-
Total	2,997	4,570	1,573	52.5
Operating expenses	4,178	5,430	1,252	30.0
Operating loss	-1,181	-860	321	-
Operating loss on sales in Industrial Printing (%)	-39.4	-18.8		
<b>Thermal Media:</b>				
Sales:				
Unaffiliated customers	13,679	14,905	1,226	9.0
Intersegment	-	-	-	-
Total	13,679	14,905	1,226	9.0
Operating expenses	12,347	13,775	1,428	11.6
Operating profit	1,332	1,130	-202	-15.2
Operating profit on sales in Thermal Media (%)	9.7	7.6		
<b>Other:</b>				
Sales:				
Unaffiliated customers	45,270	53,566	8,296	18.3
Intersegment	19,152	17,740	-1,412	-7.4
Total	64,422	71,306	6,884	10.7
Operating expenses	61,778	69,181	7,403	12.0
Operating profit (loss)	2,644	2,125	-519	-19.6
Operating profit (loss) on sales in Other (%)	4.1	3.0		
<b>Corporate and Eliminations:</b>				
Sales:				
Intersegment	-19,152	-17,740	1,412	-
Total	-19,152	-17,740	1,412	-
Operating expenses:				
Intersegment	-19,152	-17,740	1,412	-
Corporate	22,988	20,803	-2,185	-
Total	3,836	3,063	-773	-
Operating loss	-22,988	-20,803	2,185	-
<b>Consolidated:</b>				
Sales:				
Unaffiliated customers	483,737	506,297	22,560	4.7
Intersegment	-	-	-	-
Total	483,737	506,297	22,560	4.7
Operating expenses	478,057	503,212	25,155	5.3
Operating profit	5,680	3,085	-2,595	-45.7
Operating profit on consolidated sales (%)	1.2	0.6		

(Supplemental information)

Finance business included in the above is as follows:

(Millions of yen)				
	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%
Sales	35,559	38,766	3,207	9.0
Operating expenses	28,107	30,808	2,701	9.6
Operating profit	7,452	7,958	506	6.8
Operating profit on sales in Finance Business (%)	21.0	20.5		

\* Ricoh redefined business region from April 1, 2017 which 19th Mid-term Management Plan starts. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Intersegment transactions increased due to subdivision of segment information. This is mainly for Office Printing.

The content of changes in Operating Segment Information is as follows:

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

New Segment	Products & Services
Office Printing	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, wide format, facsimile, scanners, related parts & supplies, services, support and software
Office Service	Personal computers, servers, network equipment, related services, support, software and service & solutions related to document
Commercial Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Industrial Printing	Inkjet heads, imaging systems and industrial printers
Thermal Media	Thermal media
Other	Optical equipment, electronic components, semiconductor devices, digital cameras, industrial cameras, 3D printing, environment and healthcare

#### Abolition of Geographic Segment Information

Although Ricoh used to disclose Geographic Segment Information as well as Operating Segment Information, its low usability has been pointed out because the profit of geographic segment had been changed by particular reason. In addition, it was similar to geographic information which disclose sales based on the location of customers separately. As a result, Ricoh abolished this information from this first quarter in order to avoid such information confused and make disclosure information in brief and clear. Please refer to “(2) Condensed Consolidated Statement of Profit or Loss and Condensed Consolidated Statement of Comprehensive Income - Consolidated Sales by Geographic Area” on page 12 for geographic information based on the location of customers.

-APPENDIX-

1. Consolidated Sales by Product Category

Half year ended September 30, 2016 and 2017

	Half year ended September 30, 2016	Half year ended September 30, 2017	Change	%	Change excluding exchange impact	%
(Millions of yen)						
<b>&lt;Office Printing&gt;</b>						
Office Printing	570,544	559,370	-11,174	-2.0	-33,432	-5.9
Percentage of sales (%)	58.7	56.0				
Domestic	175,301	172,349	-2,952	-1.7	-2,952	-1.7
Overseas	395,243	387,021	-8,222	-2.1	-30,480	-7.7
The Americas	186,670	175,197	-11,473	-6.1	-20,678	-11.1
Europe, Middle East and Africa	152,057	150,463	-1,594	-1.0	-11,238	-7.4
Other	56,516	61,361	4,845	8.6	1,436	2.5
<b>&lt;Office Service&gt;</b>						
Office Service	194,043	212,077	18,034	9.3	12,374	6.4
Percentage of sales (%)	20.0	21.2				
Domestic	103,300	115,213	11,913	11.5	11,913	11.5
Overseas	90,743	96,864	6,121	6.7	461	0.5
The Americas	47,348	51,203	3,855	8.1	1,165	2.5
Europe, Middle East and Africa	33,437	35,750	2,313	6.9	21	0.1
Other	9,958	9,911	-47	-0.5	-725	-7.3
<b>&lt;Commercial Printing&gt;</b>						
Commercial Printing	85,868	90,584	4,716	5.5	288	0.3
Percentage of sales (%)	8.8	9.1				
Domestic	11,616	12,073	457	3.9	457	3.9
Overseas	74,252	78,511	4,259	5.7	-169	-0.2
The Americas	46,114	48,039	1,925	4.2	-600	-1.3
Europe, Middle East and Africa	22,717	24,495	1,778	7.8	208	0.9
Other	5,421	5,977	556	10.3	223	4.1
<b>&lt;Industrial Printing&gt;</b>						
Industrial Printing	5,421	8,895	3,474	64.1	3,251	60.0
Percentage of sales (%)	0.6	0.9				
Domestic	1,338	1,466	128	9.6	128	9.6
Overseas	4,083	7,429	3,346	81.9	3,123	76.5
The Americas	1,455	2,559	1,104	75.9	934	64.2
Europe, Middle East and Africa	1,268	1,752	484	38.2	431	34.0
Other	1,360	3,118	1,758	129.3	1,758	129.3
<b>&lt;Thermal Media&gt;</b>						
Thermal Media	27,497	29,418	1,921	7.0	728	2.6
Percentage of sales (%)	2.8	2.9				
Domestic	6,030	6,351	321	5.3	321	5.3
Overseas	21,467	23,067	1,600	7.5	407	1.9
The Americas	7,905	9,336	1,431	18.1	941	11.9
Europe, Middle East and Africa	6,918	7,877	959	13.9	454	6.6
Other	6,644	5,854	-790	-11.9	-988	-14.9
<b>&lt;Other&gt;</b>						
Other	88,070	98,493	10,423	11.8	10,087	11.5
Percentage of sales (%)	9.1	9.9				
Domestic	67,206	77,664	10,458	15.6	10,458	15.6
Overseas	20,864	20,829	-35	-0.2	-371	-1.8
The Americas	3,353	1,728	-1,625	-48.5	-1,702	-50.8
Europe, Middle East and Africa	4,531	3,821	-710	-15.7	-864	-19.1
Other	12,980	15,280	2,300	17.7	2,195	16.9
Grand Total	971,443	998,837	27,394	2.8	-6,704	-0.7
Percentage of sales (%)	100.0	100.0				
Domestic	364,791	385,116	20,325	5.6	20,325	5.6
Percentage of sales (%)	37.6	38.6				
Overseas	606,652	613,721	7,069	1.2	-27,029	-4.5
Percentage of sales (%)	62.4	61.4				
The Americas	292,845	288,062	-4,783	-1.6	-19,940	-6.8
Percentage of sales (%)	30.1	28.8				
Europe, Middle East and Africa	220,928	224,158	3,230	1.5	-10,988	-5.0
Percentage of sales (%)	22.7	22.4				
Other	92,879	101,501	8,622	9.3	3,899	4.2
Percentage of sales (%)	9.6	10.2				

Three months ended September 30, 2016 and 2017

	(Millions of yen)					
	Three months ended September 30, 2016	Three months ended September 30, 2017	Change	%	Change excluding exchange impact	%
<Office Printing>						
Office Printing	277,583	274,738	-2,845	-1.0	-21,892	-7.9
Percentage of sales (%)	57.4	54.3				
Domestic	84,019	82,643	-1,376	-1.6	-1,376	-1.6
Overseas	193,564	192,095	-1,469	-0.8	-20,516	-10.6
The Americas	94,405	84,547	-9,858	-10.4	-16,549	-17.5
Europe, Middle East and Africa	71,354	75,563	4,209	5.9	-5,351	-7.5
Other	27,805	31,985	4,180	15.0	1,384	5.0
<Office Service>						
Office Service	101,105	113,632	12,527	12.4	7,782	7.7
Percentage of sales (%)	20.9	22.4				
Domestic	56,525	63,629	7,104	12.6	7,104	12.6
Overseas	44,580	50,003	5,423	12.2	678	1.5
The Americas	23,357	26,457	3,100	13.3	1,097	4.7
Europe, Middle East and Africa	16,043	18,568	2,525	15.7	251	1.6
Other	5,180	4,978	-202	-3.9	-670	-12.9
<Commercial Printing>						
Commercial Printing	43,103	44,886	1,783	4.1	-1,904	-4.4
Percentage of sales (%)	8.9	8.9				
Domestic	6,090	5,806	-284	-4.7	-284	-4.7
Overseas	37,013	39,080	2,067	5.6	-1,620	-4.4
The Americas	23,230	23,642	412	1.8	-1,443	-6.2
Europe, Middle East and Africa	10,959	12,267	1,308	11.9	-249	-2.3
Other	2,824	3,171	347	12.3	72	2.5
<Industrial Printing>						
Industrial Printing	2,997	4,570	1,573	52.5	1,389	46.3
Percentage of sales (%)	0.6	0.9				
Domestic	716	695	-21	-2.9	-21	-2.9
Overseas	2,281	3,875	1,594	69.9	1,410	61.8
The Americas	704	1,515	811	115.2	680	96.6
Europe, Middle East and Africa	817	934	117	14.3	64	7.8
Other	760	1,426	666	87.6	666	87.6
<Thermal Media>						
Thermal Media	13,679	14,905	1,226	9.0	121	0.9
Percentage of sales (%)	2.8	2.9				
Domestic	3,013	3,204	191	6.3	191	6.3
Overseas	10,666	11,701	1,035	9.7	-70	-0.7
The Americas	4,046	4,821	775	19.2	410	10.1
Europe, Middle East and Africa	3,279	3,958	679	20.7	178	5.4
Other	3,341	2,922	-419	-12.5	-658	-19.7
<Other>						
Other	45,270	53,566	8,296	18.3	7,992	17.7
Percentage of sales (%)	9.4	10.6				
Domestic	35,327	42,425	7,098	20.1	7,098	20.1
Overseas	9,943	11,141	1,198	12.0	894	9.0
The Americas	1,494	918	-576	-38.6	-638	-42.7
Europe, Middle East and Africa	1,938	1,951	13	0.7	-140	-7.2
Other	6,511	8,272	1,761	27.0	1,672	25.7
Grand Total	483,737	506,297	22,560	4.7	-6,512	-1.3
Percentage of sales (%)	100.0	100.0				
Domestic	185,690	198,402	12,712	6.8	12,712	6.8
Percentage of sales (%)	38.4	39.2				
Overseas	298,047	307,895	9,848	3.3	-19,224	-6.4
Percentage of sales (%)	61.6	60.8				
The Americas	147,236	141,900	-5,336	-3.6	-16,443	-11.2
Percentage of sales (%)	30.4	28.0				
Europe, Middle East and Africa	104,390	113,241	8,851	8.5	-5,247	-5.0
Percentage of sales (%)	21.6	22.4				
Other	46,421	52,754	6,333	13.6	2,466	-5.3
Percentage of sales (%)	9.6	10.4				

\* Each category includes the following product line:

Office Printing	MFPs (multifunctional printers), copiers, laser printers, digital duplicators, wide format, facsimile, scanners, related parts & supplies, services, support and software
Office Service	Personal computers, servers, network equipment, related services, support, software and service & solutions related to document
Commercial Printing	Cut sheet printer, continuous feed printer, related parts & supplies, services, support and software
Industrial printing	Inkjet head, imaging systems and industrial printers
Thermal Media	Thermal media
Other	Optical equipment, electronic components, semiconductor devices, digital cameras, industrial cameras, 3D printing, environment and healthcare

\* Ricoh redefined business region from April 1, 2017 which 19<sup>th</sup> Mid-term Management Plan starts. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(9) Segment Information" on page 20 for the details of the change.

## 2. Forecast of Consolidated Performance

(Billions of yen)

	Half year	Change	Half year	Change	Year ending	Change
	ended Sept.		ending March		March 31,	
	30, 2017	%	31, 2018	%	2018	%
	Results		Forecast		Forecast	
Sales	998.8	2.8	1,041.2	-1.5	2,040.0	0.5
Gross profit	390.4	0.8	399.6	-0.5	790.0	0.2
Operating profit	22.0	33.0	-12.0	-	10.0	-70.5
Profit before income tax expenses	17.7	16.2	-13.7	-	4.0	-86.6
Profit attributable to owners of the parent	4.5	-9.5	-11.5	-	-0.7	-
Earnings per share attributable to owners of the parent-basic (yen)	6.25	-	-15.91	-	-9.66	-
Earnings per share attributable to owners of the parent- diluted (yen)	-	-	-	-	-	-
Capital expenditures	28.3		44.7		73.0	
Depreciation	34.8		31.2		66.0	
R&D expenditures	54.4		58.6		113.0	
Exchange rate (Yen/US\$)	111.09		105.00		108.04	
Exchange rate (Yen/EURO)	126.23		125.00		125.62	

## 3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Year ended	Half year ending		Year ending March 31, 2018			
	March 31, 2017	Forecast	Forecast (Note)	Forecast	Change %	Forecast (Note)	Change %
<Office Printing>	1,165.9	557.5	564.6	1,116.8	-4.2	1,101.7	-5.5
Domestic	353.3	175.3	175.3	347.6	-1.6	347.6	-1.6
Overseas	812.6	382.2	389.3	769.2	-5.3	754.0	-7.2
The Americas	384.7	168.4	178.9	343.5	-10.7	344.8	-10.4
Europe, Middle East and Africa	312.3	157.7	150.8	308.1	-1.3	291.6	-6.6
Other	115.5	56.1	59.6	117.4	1.7	117.5	1.8
<Office Service>	425.6	230.1	232.1	442.1	3.9	438.5	3.0
Domestic	230.8	127.7	127.7	242.9	5.2	242.9	5.2
Overseas	194.7	102.4	104.4	199.2	2.3	195.6	0.5
The Americas	97.6	48.4	51.4	99.6	2.0	99.9	2.3
Europe, Middle East and Africa	70.3	40.8	39.0	76.5	8.9	72.4	3.1
Other	26.7	13.2	14.0	23.1	-13.7	23.2	-13.2
<Commercial Printing>	186.1	101.0	103.5	191.5	2.9	189.6	1.9
Domestic	25.2	13.7	13.7	25.7	2.2	25.7	2.2
Overseas	160.8	87.3	89.8	165.8	3.1	163.8	1.9
The Americas	100.5	52.8	56.1	100.8	0.3	101.6	1.1
Europe, Middle East and Africa	48.9	28.3	27.1	52.7	7.9	50.0	2.2
Other	11.3	6.2	6.6	12.1	7.0	12.2	7.6
<Industrial Printing>	11.8	13.0	13.1	21.8	84.3	21.7	83.2
Domestic	2.7	2.0	2.0	3.4	24.4	3.4	24.4
Overseas	9.0	11.0	11.1	18.4	102.6	18.3	101.3
The Americas	3.0	2.7	2.9	5.2	71.1	5.2	72.1
Europe, Middle East and Africa	2.8	2.9	2.8	4.6	65.6	4.4	60.2
Other	3.2	5.4	5.4	8.5	165.1	8.5	165.1
<Thermal Media>	57.2	31.5	32.3	60.9	6.3	60.5	5.7
Domestic	12.4	7.0	7.0	13.3	7.5	13.3	7.5
Overseas	44.8	24.5	25.3	47.5	6.0	47.1	5.2
The Americas	17.0	9.5	10.1	18.8	10.2	18.9	10.8
Europe, Middle East and Africa	14.0	7.8	7.5	15.6	11.3	14.8	5.6
Other	13.6	7.2	7.7	13.0	-4.6	13.3	-2.4
<Other>	182.0	108.1	108.9	206.5	13.5	207.0	13.8
Domestic	142.8	89.2	89.2	166.8	16.8	166.8	16.8
Overseas	39.1	18.9	19.7	39.7	1.5	40.1	2.7
The Americas	5.9	1.6	1.7	3.3	-43.9	3.3	-43.5
Europe, Middle East and Africa	7.9	3.4	3.2	7.2	-9.4	6.8	-13.9
Other	25.2	13.9	14.8	29.1	15.6	29.9	18.7
Grand Total	2,028.8	1,041.2	1,054.5	2,040.0	0.5	2,019.2	-0.5
Domestic	767.5	414.9	414.9	800.0	4.2	800.0	4.2
Overseas	1,261.3	626.3	639.6	1,240.0	-1.7	1,219.2	-3.3
The Americas	609.0	283.4	301.1	571.4	-6.2	574.0	-5.8
Europe, Middle East and Africa	456.4	240.9	230.4	465.0	1.9	440.3	-3.5
Other	195.8	102.0	108.1	203.5	3.9	204.8	4.6

(Note) Excluding foreign exchange impact

\* Ricoh redefined business region from April 1, 2017 which 19<sup>th</sup> Mid-term Management Plan starts. Based on this redefinition, Ricoh has changed Operating Segment Information for this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(9) Segment Information" on page 20 for the details of the change.