## Consolidated Results for the 3 months ended June 30, 2006

July 28, 2006
Ricoh Company, Ltd.

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* The Company bases the estimates in this presentation on information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.


## I. FY07/3 Q1 Results

## FY07/3 Q1 P/L : Comparison with FY06/3 Q1

Increase of Color MFP \& LBP increased sales and profit.

| (billions of yen) | $\begin{gathered} \text { FY06/3 } \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} \text { FY07/3 Q1 } \\ \text { Latest('06/4) } \\ \text { Forecast } \\ \hline \end{gathered}$ | FY07/3 Q1 Results | $\begin{array}{c\|} \hline \text { Comparison } \\ \text { with latest } \\ \text { forcast } \end{array}$ | Comparison with last year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change | Change(\%) | Excluding Forex |
| Net sales (Japan) | 232.4 | 237.0 | 240.4 | +3.4 | +7.9 | +3.4\% | +3.4\% |
| (Overseas) | 218.9 | 236.0 | 244.1 | +8.1 | +25.1 | +11.5\% | +5.0\% |
| Total | 451.4 | 473.0 | 484.5 | +11.5 | +33.1 | +7.3\% | +4.2\% |
| Gross profit | 193.5 | 203.5 | 202.5 | -0.9 | +9.0 | +4.7\% |  |
| Percentage of net sales | 42.9\% | 43.0\% | 41.8\% | - | - | - |  |
| Operating income | 36.3 | 39.5 | 40.6 | +1.1 | +4.2 | +11.7\% |  |
| Percentage of net sales | 8.1\% | 8.4\% | 8.4\% | - | - | - |  |
| Income before income taxes | 37.1 | 39.0 | 38.7 | -0.2 | +1.5 | +4.0\% |  |
| Percentage of net sales | 8.2\% | 8.2\% | 8.0\% | - | - | - |  |
| Income from continuing operations | 23.1 | 23.3 | 23.6 | +0.3 | +0.4 | +1.9\% |  |
| Percentage of net sales | 5.1\% | 4.9\% | 4.9\% | - | - | - |  |
| Net income | 23.7 | 28.3 | 29.1 | +0.8 | +5.4 | +22.8\% |  |
| Percentage of net sales | 5.3\% | 6.0\% | 6.0\% | - | - | - |  |
| EPS (Yen) | 32.32 | 38.79 | 39.92 | +1.13 | +7.60 |  |  |
| Exchange rate US \$1 | 107.60 | 115.00 | 114.53 | -0.47 | +6.93 |  |  |
| (Yen) Euro 1 | 135.55 | 140.00 | 143.78 | +3.78 | +8.23 |  |  |

## <Appendix> Discontinued operation

- Decided the sale of content distribution business in April, 2006 (disclosed on the financial results release for fiscal March 2006)
>Sale completed on May 31, 2006
$>$ Sales price: $¥ 12.0$ billion
$>$ Recognized income from discontinued operation as $¥ 5.5$ billion, net of tax (including income from the sale)

Notes:
$>P / L$
Excluding discontinued operation from sales, cost of sales, SG\&A, other expenses, tax and others. Disclosing income from discontinued operation, net of tax.
>Comparison with corresponding period last fiscal year Excluding discontinued operation of sales, cost of sales, SG\&A, other expenses, tax and others from the results of corresponding period last fiscal year.

## FY07/3 Q1 Sales : Comparison with FY06/3 Q1

Color MFP and printer grew in all areas.

By Category (Billions of Yen)


By Area (Billions of Yen)


## FY07/3 Q1 Strategy Executions

Released new products based on 15th MTP in Japan \& Overseas

## <Office >

Renewal of Color MFP Line-up
> New 40ppm \& 35ppm Color MFP released in Japan
> New 30ppm \& 25ppm Color MFP released in Overseas
Enter High-end Production Printing Business
> New 135ppm MFP released in Overseas


Aficio MP C3000
> Collaboration with EFI for POD market
Low-end Products Strengthening
> New GELJET printer released in Japan \& Overseas
Solution Strengthening
> Collaboration with Adobe for document management


IPSiO GX5000 (Aficio GX5050)

Positive Investment for Growth Areas
> Established semiconductor subs in Korea and China

## <Management>

$>$ Building of core operating system, Integrating back office of Ricoh Corporation and Lanier


## FY07/3 Q1 : Comparison with FY06/3 Q1

Value-added product increase and forex increased profit.
Income before income tax (Billions of Yen)


## FY07/3 Q1 Business Segment

Office Solution : Increase of Color MFP \& printer increased profit.
Industry : Semiconductor recovered and others going steady.
Other : Going steady and increased profit.


## FY07/3 Q1 Geographic Segment

Value-added products increased margin in Japan, Americas and Others.


Balance Sheet <as of June 30, 2006>

|  | $\begin{gathered} \text { As of } \\ \text { Jun 30, } 2006 \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Dif } f \text { from } \\ \text { Mar 31, '06 } \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| Current Assets | 1,064.5 | +21.0 |
| Cash \& time deposits | 190.6 | +2.1 |
| Trade recievables | 631.6 | +1.1 |
| Marketable securities | 0.1 | +0.0 |
| Inventries | 183.7 | +14.4 |
| Other current assets | 58.3 | +3.2 |
| Fixed Assets | 990.5 | -7.0 |
| Tangible fixed assets | 266.4 | -1.7 |
| Finance recievable | 416.9 | +1.5 |
| Other investments | 307.0 | -6.8 |
| Total Assets | 2,055.1 | +13.9 |

Exchange rate as of June 30, 2006 :

$$
\begin{array}{lll}
\text { US\$ } 1 & =¥ 115.24 \quad(-2.23) \\
\text { EURO } 1 & =\neq 146.00 \quad(+3.19)
\end{array}
$$

Liabilities and Shareholders' Investment

|  | $\begin{gathered} \text { As of } \\ \text { Jun 30, } 2006 \end{gathered}$ | Dif f from <br> Mar $31, ~ ' 06$ |
| :---: | :---: | :---: |
| Current Liabilities | 672.0 | -12.0 |
| Trade payables | 328.4 | -10.7 |
| Short-term borrowings | 171.3 | -14.2 |
| Other current liabilities | 172.1 | +12.9 |
| Fixed Liabilities | 348.8 | +4.8 |
| Long-term indebtedness | 201.0 | +5.4 |
| Retirement benefit obligation | 96.9 | -0.0 |
| Other fixed liabilities | 50.8 | -0.5 |
| Total Liabilities | 1,020.8 | -7.1 |
| Minority Interest | 54.0 | +1.1 |
| Total Shareholders' Investment | 980.2 | +19.9 |
| Total liabilities and shareholders' Investment | 2,055.1 | +13.9 |


| Total debt | 372.4 | -8.7 |
| :--- | ---: | ---: |

(billions of yen)
RIÇOH July 28, 2006

## Balance Sheet : Indexes <as of June 30, 2006>



Inventories/Averaged cost of sales





FY07/3 Q1 Statement of Cash Flow < 3 months >

| (billions of yen) | 2005/4-6 | 2006/4-6 |
| :---: | :---: | :---: |
| Income from continuing operations | 23.1 | 23.6 |
| Depreciation and amortization | 19.5 | 20.7 |
| [ Cash profit (Net income + Depreciation and amortization) ] | [ 42.7 ] | [ 44.4 ] |
| Other operating activities | 4.9 | -18.0 |
| Net cash by operating activities | 47.5 | 26.3 |
| Plant and equipment | -34.6 | -15.9 |
| Other investing activities | -1.5 | 10.9 |
| Net cash by investing activities | -36.1 | -5.0 |
| [ Free cash flow ( oparating net cash + investing net cash )] | [ 12.3 ] | [ 21.2 ] |
| Net cash by financing activities | -52.4 | -17.4 |
| Effect of exchange rate | -2.1 | -2.4 |
| Net increase in cash and equivalents | -42.2 | 2.1 |
| Cash and equivalents at end of period | 144.6 | 189.1 |

## II. FY07/3 Forecast

## FY07/3 Performance Forecast

Increase of value-added product increase profit.

| (billions of yen) | FY06/3 | $\begin{gathered} \text { FY07/3 } \\ \text { Latest('06/4) } \\ \text { Forecast } \end{gathered}$ | FY07/3 <br> Forecast | Comparison with latest forcast | Comparison with last year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change | Change(\%) | Excluding Forex |
| Net sales (Japan) | 966.2 | 1,000.0 | 1,003.0 | +3.0 | +36.7 | +3.8\% | +3.8\% |
| (Overseas) | 943.0 | 1,050.0 | 1,057.0 | +7.0 | +113.9 | +12.1\% | +10.3\% |
| Total | 1,909.2 | 2,050.0 | 2,060.0 | +10.0 | +150.7 | +7.9\% | +7.0\% |
| Gross profit | 795.0 | 850.0 | 850.0 | +0.0 | +55.0 | +6.9\% |  |
| Percentage of net sales | 41.6\% | 41.5\% | 41.3\% |  |  |  |  |
| Operating income | 148.5 | 170.0 | 170.0 | +0.0 | +21.4 | +14.4\% |  |
| Percentage of net sales | 7.8\% | 8.3\% | 8.3\% |  |  |  |  |
| Income before income taxes | 152.7 | 168.0 | 168.0 | +0.0 | +15.2 | +10.0\% |  |
| Percentage of net sales | 8.0\% | 8.2\% | 8.2\% |  |  |  |  |
| Income from continuing operations | 95.0 | 101.0 | 101.0 | +0.0 | +5.9 | +6.3\% |  |
| Percentage of net sales | 5.0\% | 4.9\% | 4.9\% |  |  |  |  |
| Net income | 97.0 | 106.0 | 106.5 | +0.5 | +9.4 | +9.7\% |  |
| Percentage of net sales | 5.1\% | 5.2\% | 5.2\% |  |  |  |  |
| EPS (Yen) | 132.33 | 145.29 | 145.99 | +0.70 | +13.66 |  |  |
| Exchange rate US \$1 | 113.26 | 115.00 | 114.88 | -0.12 | +1.62 |  |  |
| (Yen) Euro 1 | 137.86 | 140.00 | 140.94 | +0.94 | +3.08 |  |  |

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## FY07/3 Sales forecast

Color MFP \& printer expansion leads the growth in all areas.


By Area (Billions of Yen)


FY07/3: Comparison with FY06/3
Value-added product increase boost up profit.
Income before income tax (Billions of Yen)


## III. Appendix

## Appendix of FY07/3 Q1 Results

Impact of foreign exchange rates

|  |  | On Sales | On Income before <br> income taxes |
| :---: | :---: | :---: | :---: |
| Impact of <br> foreign exchange <br> rates per yen | US\$ | 3.2 billion yen <br> / year | 1.0 billion yen <br> / year |
|  | EURO | 3.0 billion yen <br> / year | 1.2 billion yen <br> / year |

Overseas production ratio (by units)

|  | FY06/3 <br> Q1 | FY07/3 <br> Q1 |
| :---: | :---: | :---: |
| Copier | $70 \%$ | $\mathbf{7 0 \%}$ |
| LP | $60 \%$ | $\mathbf{7 5} \%$ |

Color ratio (by sales of machine)

|  |  | FY06/3 <br> Q1 | FY07/3 <br> Q1 |
| :---: | :---: | :---: | :---: |
| Copier | Japan | $43 \%$ | $\mathbf{5 1 \%}$ |
|  | Overseas | $25 \%$ | $\mathbf{3 0 \%}$ |
|  | Total | $32 \%$ | $\mathbf{3 6 \%}$ |
| Printer | Japan | $21 \%$ | $\mathbf{2 3 \%}$ |
|  | Overseas | $57 \%$ | $\mathbf{5 3 \%}$ |
|  | Total | $34 \%$ | $\mathbf{3 2 \%}$ |

CAPEX, Depreciation \& Amortization, R\&D

|  | FY06/3 Q1 | FY07/3 Q1 |
| :---: | :---: | :---: |
| CAPEX | 34.7 | 15.9 |
| Depreciation <br> \&Amotization | 15.6 | 15.9 |
| R\&D | 25.5 | 25.3 |


|  | FY06/3 | FY07/3 <br> (forecast) |
| :---: | :---: | :---: |
| CAPEX | 102.0 | 85.0 |
| Depreciation <br> \&Amotization | 67.4 | 69.0 |
| R\&D | 110.3 | 120.0 |

## Appendix > FY07/3 Q2 Performance Forecast

| (billions of yen) | $\begin{gathered} \text { FY06/3 } \\ \text { Q2 } \end{gathered}$ | $\begin{gathered} \hline \text { FY07/3 Q2 } \\ \text { Latest('06/4) } \\ \text { Forecast } \\ \hline \end{gathered}$ | FY07/3 Q2 Forecast | $\begin{aligned} & \text { Comparison } \\ & \text { with latest } \end{aligned}$forcast | Comparison with last year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change | Change(\%) | $\begin{array}{\|c} \hline \text { Excluding Forex } \\ \text { Impact(\%) } \\ \hline \end{array}$ |
| Net sales (Japan) | 245.2 | 250.0 | 249.5 | -0.4 | +4.2 | +1.7\% | +1.7\% |
| (Overseas) | 223.1 | 254.0 | 252.8 | -1.1 | +29.7 | +13.3\% | +10.1\% |
| Total | 468.4 | 504.0 | 502.4 | -1.5 | +34.0 | +7.3\% | +5.7\% |
| Gross profit | 192.2 | 207.5 | 208.4 | +0.9 | +16.2 | +8.4\% |  |
| Percentage of net sales | 41.0\% | 41.2\% | 41.5\% |  |  |  |  |
| Operating income | 28.6 | 33.5 | 32.3 | -1.1 | +3.7 | +13.0\% |  |
| Percentage of net sales | 6.1\% | 6.6\% | 6.4\% | - |  |  |  |
| Income before income taxes | 30.3 | 33.0 | 33.2 | +0.2 | +2.9 | +9.8\% |  |
| Percentage of net sales | 6.5\% | 6.5\% | 6.6\% |  |  |  |  |
| Income from continuing operations | 18.5 | 19.5 | 19.1 | -0.3 | +0.6 | +3.4\% |  |
| Percentage of net sales | 4.0\% | 3.9\% | 3.8\% |  |  |  |  |
| Net income | 19.1 | 19.5 | 19.1 | -0.3 | +0.0 | +0.2\% |  |
| Percentage of net sales | 4.1\% | 3.9\% | 3.8\% |  |  |  |  |
| EPS (Yen) | 26.08 | 26.73 | 26.29 | -0.44 | +0.21 |  |  |
| Exchange rate US \$1 | 111.22 | 115.00 | 115.00 | +0.00 | +3.78 |  |  |
| (Yen) Euro 1 | 135.79 | 140.00 | 140.00 | +0.00 | +4.21 |  |  |

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## < Appendix > FY07/3 1H Performance Forecast

| (billions of yen) | $\begin{gathered} \text { FY06/3 } \\ 1 \mathrm{H} \end{gathered}$ | FY07/3 1H <br> Latest('06/4) Forecast | FY07/3 1H <br> Forecast | Comparison with latest forcast | Comparison with last year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change | Change(\%) | Excluding Forex |
| Net sales (Japan) | 477.7 | 487.0 | 490.0 | +3.0 | +12.2 | +2.6\% | +2.6\% |
| (Overseas) | 442.1 | 490.0 | 497.0 | +7.0 | +54.8 | +12.4\% | +7.6\% |
| Total | 919.8 | 977.0 | 987.0 | +10.0 | +67.1 | +7.3\% | +5.0\% |
| Gross profit | 385.7 | 411.0 | 411.0 | +0.0 | +25.2 | +6.6\% |  |
| Percentage of net sales | 41.9\% | 42.1\% | 41.6\% |  |  |  |  |
| Operating income | 65.0 | 73.0 | 73.0 | +0.0 | +7.9 | +12.3\% |  |
| Percentage of net sales | 7.1\% | 7.5\% | 7.4\% |  |  |  |  |
| Income before income taxes | 67.5 | 72.0 | 72.0 | +0.0 | +4.4 | +6.7\% |  |
| Percentage of net sales | 7.3\% | 7.4\% | 7.3\% |  |  |  |  |
| Income from continuing operations | 41.7 | 42.8 | 42.8 | +0.0 | +1.0 | +2.5\% |  |
| Percentage of net sales | 4.5\% | 4.4\% | 4.3\% |  |  |  |  |
| Net income | 42.8 | 47.8 | 48.3 | +0.5 | +5.4 | +12.7\% |  |
| Percentage of net sales | 4.7\% | 4.9\% | 4.9\% |  |  |  |  |
| EPS (Yen) | 58.40 | 65.52 | 66.21 | +0.69 | +7.81 |  |  |
| Exchange rate US \$1 | 109.42 | 115.00 | 114.77 | -0.23 | +5.35 |  |  |
| (Yen) Euro 1 | 135.67 | 140.00 | 141.89 | +1.89 | +6.22 |  |  |

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