RICOH CO LTD Form 6-K January 30, 2006

FORM 6-K

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

REPORT OF FOREIGN PRIVATE ISSUER

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the month of January 2006

Commission File Number 2 - 68279

RICOH COMPANY, LTD.

(Translation of Registrant's name into English)

15-5, Minami-Aoyama 1-Chome, Minato-ku, Tokyo 107-8544, Japan

(Address of Principal Executive Offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.)

Form 20-F X Form 40-F ___

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): ___)

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): $_$

(Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes No X

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12q3-2 (b): $82-_{\underline{}}$)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Ricoh Company, Ltd.

(Registrant)

By: /S/ Zenji Miura

Zonii Miyyo

Zenji Miura
Managing Director
Executive Vice President
General Manager of the
Finance & Accounting Division

(Billions of yen)

January 30, 2006

RICOH

January 30, 2006

QUARTERLY REPORT

Third Quarter Ended December 31, 2005

(Results for the Period from October 1, 2005 to December 31, 2005)

PERFORMANCE OUTLINE (CONSOLIDATED)

(1) Three Months Ended December 31, 2005 and 2004

Three months Three months ended ended December 31, December 31, 2005 230.8 231.3 -0.2% 244.8 212.4 15.3% 443.7 7.2% 4.7% 2005 2004 Change Domestic sales Overseas sales Net sales 192.1 Gross profit 38.7 Operating income 37.0 -4.2% 38.7 34.6 11.7% 23.0 22.2 3.5% 34.6 Income before income taxes Net income ______ 117.24 106.01 11.23 139.41 137.16 2.25 Exchange rate (Yen/US\$) Exchange rate (Yen/EURO) 139.41 137.16 2.25 ______ 31.34 30.08 1.26 Net income per share (yen) 21.2 20.5 0.7 Capital expenditures Depreciation for tangible fixed assets 17.6 17.6 16.9 0.6 27.2 26.1 1.0 R&D expenditures

(2) Nine Months Ended December 31, 2005, 2004 and Year Ending March 31, 2006

(Billions of yen)

| | Nine months | Nine months | | | |
|--|---------------|--------------|--------|-------------|-------|
| | ended | ended | | Year ending | Ī |
| | December 31, | December 31, | | March 31, | |
| | 2005 | 2004 | | 2006 | |
| | | (Results) | | | |
| | | | | | |
| Domestic sales | 711.8 | 700.4 | 1.6% | 990.0 | 1.7% |
| Overseas sales | 686.9 | 619.3 | 10.9% | 920.0 | 9.4% |
| Net sales | 1,398.7 | 1,319.8 | 6.0% | 1,910.0 | 5.3% |
| Gross profit | 589.4 | 555.9 | 6.0% | 802.0 | 6.3% |
| Operating income | 103.9 | 96.4 | 7.8% | 153.0 | 12.9% |
| Income before income taxes | 108.1 | 94.7 | 14.1% | 157.5 | 16.3% |
| Net income | 65.8 | 58.0 | 13.5% | 97.0 | 16.7% |
| Exchange rate (Yen/US\$) | 112.04 | 108.55 | 3.49 | 111.52 | |
| Exchange rate (Yen/EURO) | 136.92 | 134.60 | 2.32 | 136.44 | 1.19 |
| Net income per share (yen) | 89.74 | 78.56 | 11.18 | 132.10 | 19.46 |
| Total assets | | 1,899.8 | 90.9 | | |
| Shareholders' equity | 929.5 | 841.9 | 87.5 | | |
| Interest-bearing debt | 397.4 | 446.4 | -49.0 | | |
| Equity ratio (%) | 46.7 | 44.3 | 2.4 | | |
| Shareholders' equity per share (yen) | 1,265.83 | 1,139.87 | 125.96 | | |
| Cash flows from operating activities | 93 . 5 | 74.3 | 19.2 | | |
| Cash flows from investing activities | -91.2 | -90.5 | -0.6 | | |
| Cash flows from financing activities | -32.0 | -22.9 | -9.1 | | |
| Cash and cash equivalents at end of period | 154.8 | 168.1 | -13.3 | | |
| Capital expenditures | 79.4 | 58.7 | 20.6 | 110.0 | 25.2 |
| Depreciation for tangible fixed assets | 48.7 | 48.0 | 0.7 | 67.0 | 0.2 |
| R&D expenditures | | 79.6 | | | |

RICOH COMPANY, LTD.

1

PERFORMANCE

*Overview

The Ricoh groups' consolidated net sales for the third quarter of fiscal 2006 (the three months period from October 1 to December 31, 2005) increased by 7.2% as compared to the previous corresponding period, to Yen 475.7 billion. During this quarter, the average yen exchange rates were Yen 117.24 against the U.S. dollar (down Yen 11.23) and Yen 139.41 against the Euro (down Yen 2.25). Net sales would increase by 4.2% excluding impact of such foreign currency exchange fluctuations.

As for Japan, net sales of product categories such as PPCs (plain paper

 $^{^{\}star}$ Ricoh bases the forecast estimates for the year ending March 31, 2006 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

copiers), MFPs (multifunctional printers) and laser printers and net sales of solution business such as support service increased. Moreover, Industry Business and Other Business achieved steady sales growth. On the other hand, net sales of stand-alone products, and personal computers and PC servers decreased. As a result, domestic sales decreased by 0.2% as compared to the previous corresponding period.

As for overseas, net sales of digital PPCs increased in the Americas and China. Net sales of MFPs and laser printers increased in each region. Net sales increased by 25.5% (13.4% excluding exchange fluctuation impact) in the Americas, 7.0% (5.0%) in Europe and 18.7% (11.9%) in Other area such as China and Asia. As a result for overseas, net sales increased by 15.3% as compared to the previous corresponding period and would increase by 9.0%, excluding impact of currency exchange fluctuations.

Gross profit increased by 4.7% due primarily to increased sales in the Imaging Solution as our core business such as digital PPCs, MFPs and laser printers.

As for operating income, it decreased by 4.2% as compared to the previous corresponding period, to Yen 37.0 billion due primarily to an increase of selling, general and administrative expenses that consists of R&D expenses (increased Yen 1.0 billion, 5.7% of net sales), the reorganization of domestic bases and integration of group companies in Japan and overseas.

A gain from foreign currency exchange was included in the other (income) expenses. As a result, income before income taxes increased by 11.7% as compared to the previous corresponding period, to Yen 38.7 billion.

As for provision for income taxes, effective tax rate during this quarter raised temporarily due to the recognition of deferred income tax accompanied with integration of group companies. A decrease in minority interests in earnings of subsidiaries and equity in earnings of affiliates were due to decreased income of subsidiaries and affiliates.

As a result, net income increased by 3.5% as compared to the previous corresponding period, to Yen 23.0 billion.

2

*Conditions by Product Line

Office Solution Business (Sales up 7.4% to Yen 407.9 billion)

Net sales in the Imaging Solution as our core business increased as compared to the previous corresponding period due primarily to a continuously sales increase of color PPCs, MFPs and laser printers in Japan and overseas. On the other hand, net sales in the Network System Solution decreased due primarily to a decrease in sales of personal computers and PC servers. As a result, net sales in the Office Solution Business increased by 7.4% to Yen 407.9 billion.

Imaging Solution (Sales up 8.6% to Yen 367.2 billion)

- ${\hspace{0.25cm}\text{-}}$ Although domestic sales of digital PPCs decreased due primarily to a shift in customer demands to MFPs from stand-alone products, overseas sales of digital PPCs continued performing well.
- Color PPCs increased by introducing a new series of products to the market in responding to an increase of customer demands.

- In response to customer demands for high speed, networking and coloration, sales of MFPs continued to increase by offering new product lineups in Japan and overseas.

MFPs: Imagio Neo 250, Imagio Neo 453 in Japan

Aficio 2020/2020D series overseas

Color MFPs: Imagio Neo C246 in Japan Aficio 3260C overseas

- Sales of laser printers continued to increase.

- As a result, sales in this category increased by 8.6%.

Network System Solution (Sales down 2.6% to Yen 40.7 billion)

- Net sales in this category decreased due primarily to a decline in sales of personal computers and PC servers as compared to the previous corresponding period, although net sales of solution business such as support service increased.

Operating income in this segment decreased by 6.2% as compared to the previous corresponding period, to Yen 51.3 billion. Despite the profit effect of increased sales and new product offering, it was offset by R&D expenses and costs incurred by the reorganization of domestic bases and integration of group companies.

Industry Business (Sales up 13.9% to Yen 29.7 billion)

Net sales in the Industry Business increased by 13.9% as compared to the previous corresponding period, to Yen 29.7 billion. Despite a decrease in demand of optical equipments business, sales in thermal business and electronic component business increased, and semiconductor business also increased its sales as compared to the previous corresponding period. However, the Industry Business resulted losses of Yen 0.7 billion in operating income due primarily to countermeasures to the market of measuring equipments business.

Other Business (Sales up 0.8% to Yen 38.0 billion)

Net sales in the Other Business increased by 0.8% as compared to the previous corresponding period, to Yen 38.0 billion. Despite decreased sales of optical discs business in overseas and sales of non-core business subsidiary, financing and logistics businesses performed well and contributed in profits.

As a result, operating income in this segment increased to Yen 2.4 billion.

Note: Effective from the year ending March 31, 2006, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other".

*Cash Flows (Nine months ended December 31, 2005)

Net cash provided by operating activities increased Yen 19.2 billion as compared to the previous corresponding period, to Yen 93.5 billion. It was due mainly to the fact that net income and depreciation increased and trade receivables were collected, despite a decrease in trade payables and increase in finance receivables.

Net cash used in investing activities increased Yen 0.6 billion to Yen 91.2 billion, due to capital expenditure on research and development facilities and

new plants.

As a result, free cash flows generated by operating and investing activities increased Yen 18.5 billion as compared to the previous corresponding period, to Yen 2.2 billion.

Net cash used in financing activities amounted to Yen 32.0 billion due primarily to the repayment of interest-bearing debt and dividend payments.

As a result, cash and cash equivalents at the end of this third quarter decreased by Yen 32.0 billion as compared to the end of the preceding fiscal year, to Yen 154.8 billion.

3

* Forecast for the entire fiscal year

As for consolidated operating results forecast for the fiscal year ending March 31, 2006, we have revised our sales forecast as announced in October 2005, up to Yen 1,910.0 billion in view of increased sales for nine months ended December 31, 2005. Assumed foreign exchange rates for the fourth quarter of Yen 110.00 to the U.S. dollar and Yen 135.00 to the Euro have been unchanged.

As for income, we revised downward our forecast to operating income of Yen 153.0 billion and income before income taxes of Yen 157.5 billion, from Yen 160.0 billion and Yen 160.0 billion of which we announced in October 2005, respectively. It is due primarily to the activities of which include production and sales promotion for new core products in the Imaging Solutions in the second half of this fiscal year, additional spending for the integration of domestic bases and group companies, and building of core operating system.

(Dillians of work

Net income forecast of Yen 97.0 billion has been unchanged.

Our performance forecasts for fiscal 2006 are as follows:

Exchange rate assumptions for the fiscal year ending March 31, 2006

US\$ 1 = Yen 111.52 (Yen 107.58 in previous fiscal year)

EURO 1 = Yen 136.44 (Yen 135.25 in previous fiscal year)

| | | (Billions | of yen) |
|---|--|--|---|
| | Year ending March 31, 2006 (Forecast) | March 31, 2005 | Change |
| Domestic sales Overseas sales Net sales Gross profit Operating income Income before income taxes Net income | 990.0 920.0 1,910.0 802.0 153.0 157.5 97.0 | 972.9 841.1 1,814.1 754.5 135.5 135.3 83.1 | 1.7% 9.4% 5.3% 6.3% 12.9% 16.3% 16.7% |
| | | | |

^{*} Ricoh bases the forecast estimates for the year ending March 31, 2006 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those

projected.

4

RICOH COMPANY, LTD. AND CONSOLIDATED SUBSIDIARIES

FINANCIAL HIGHLIGHTS FOR THE THIRD QUARTER ENDED DECEMBER 31, 2005 (U.S. GAAP FINANCIAL INFORMATION)

- 1. ITEMS RELATING TO THIRD QUARTER FINANCIAL STATEMENTS
- (1) No change in accounting method has been made.
- (2) Change relating to the scale of consolidation and the application of the equity method:

Consolidated subsidiaries: 2 additions; 13 removals

Companies accounted for by the equity method: No change

- 2. RESULTS FOR THE PERIOD FROM OCTOBER 1, 2005 TO DECEMBER 31, 2005
- (1) Operating Results

(Millions c -----Three months ended Three months ended Year e December 31, 2005 December 31, 2004 March 31 _____ 475,770 443**,**799 1,814, Net sales (% change from the previous corresponding period) 7.2 5.4 37,086 38,709 135, Operating income (% change from the previous corresponding period) -4.2 6.9 34,661 135, Income before income taxes 38,707 (% change from the previous corresponding period) 11.7 4.2 22,223 23,000 83, Net income (% change from the previous corresponding period) 3.5 13.0 31.34 30.08 112 Net income per share-basic (yen) Net income per share-diluted (yen)

Note: Equity in earnings of affiliates: Yen 762 million (Yen 1,532 million in previous corresponding period)

(2) Financial Position

| (Millions of yen | | | | |
|---------------------------------------|--------------------------|--------------------------|--------------------------|--|
| | December 31, 2005 | December 31, 2004 | March 31, 2005 | |
| Total assets | 1,990,802 | 1,899,898 | 1,953,669 | |
| Shareholders' equity Equity ratio (%) | 929 , 508 46.7 | 841 , 998 44.3 | 862 , 998 44.2 | |
| Equity per share (yen) | 1,265.83 | 1,139.87 | 1,175.67 | |

Cash Flows (Millions of yen)

| | Nine months ended December 31, 2005 | | |
|--|--|------------------|------------------|
| Cash flows from operating activities | 93,524 | 74,318 | 132,780 |
| Cash flows from investing activities | -91 , 252 | -90 , 576 | -96 , 198 |
| Cash flows from financing activities | -32,063 | -22 , 949 | -56 , 439 |
| Cash and cash equivalents at end of period | 154,840 | 168,173 | 186,857 |

3. FORECAST OF OPERATING RESULTS FROM APRIL 1, 2005 TO MARCH 31, 2006

| | (Millions of yen) |
|----------------------------|-------------------|
| Net sales | 1,910,000 |
| Operating income | 153,000 |
| Income before income taxes | 157,500 |
| Net income | 97,000 |
| | |

Note: Net income per share (Consolidated) Yen 132.10

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2006. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.

5

CONSOLIDATED PERFORMANCE

1. CONSOLIDATED STATEMENTS OF INCOME

| ee months ended December 31, 2005 and 2004) |
|---|
|---|

Three months Three months ended ended December 31, December 31, 2005 2004 Change 475,770 443,799 31,971 274,616 251,696 22,920 57.7 56.7 Net sales Cost of sales Percentage of net sales (%) 201,154 192,103 9,051 42.3 43.3 Gross Profit Percentage of net sales (%) 164,068 153,394 10,674 Selling, general and administrative expenses 34.5 Percentage of net sales (%) 34.6 37,086 Operating income 38,709 -1,623 7.8 Percentage of net sales (%) 8.7 Other (income) expense 358 Interest and dividend income 886 528 Percentage of net sales (%) 0.2 0.1

(Millions o

| Interest expense | 1,450 | 1,276 | 174 |
|--|-----------------|------------|-----------------|
| Percentage of net sales (%) | 0.3 | 0.3 | |
| Other, net | -2,185 | 3,130 | -5 , 315 |
| Percentage of net sales (%) | -0.4 | 0.7 | |
| Income before income taxes, equity income and minority interests | 38 , 707 | 34,661 | 4,046 |
| Percentage of net sales (%) | 8.1 | 7.8 | |
| Provision for income taxes | 15,470 | 12,500 | 2,970 |
| Percentage of net sales (%) | 3.3 | 2.8 | |
| Minority interests in earnings of subsidiaries | 999 | 1,470 | -471 |
| Percentage of net sales (%) | 0.2 | 0.3 | |
| Equity in earnings of affiliates | 762 | 1,532 | -770 |
| Percentage of net sales (%) | 0.2 | 0.3 | |
| Net income | 23,000 | 22,223 | 777 |
| Percentage of net sales (%) | 4.8 | 5.0 | |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 117.24 | Yen 106.01 | |
| EURO 1 | Yen 139.41 | Yen 137.16 | |
| | | | |

(Nine months ended December 31, 2005 and 2004 and Year ended March 31, 2005)

| | Nine months ended | ended | |
|--|----------------------|------------------|----|
| | December 31, | | |
| | 2005 | 2004 | Ch |
| | | | |
| Net sales | 1,398,790 | 1,319,802 | 78 |
| Cost of sales | 809,383 | 763,819 | 45 |
| Percentage of net sales (%) | 57.9 | 57.9 | |
| Gross Profit | 589,407 | 555 , 983 | 33 |
| Percentage of net sales (%) | 42.1 | | |
| Selling, general and administrative expenses | 485,414 | 459,516 | 25 |
| Percentage of net sales (%) | 34.7 | | |
| Operating income | 103,993 | 96,467 | 7 |
| Percentage of net sales (%) | 7.4 | 7.3 | |
| Other (income) expense | | | |
| Interest and dividend income | 2,270 | 1,431 | |
| Percentage of net sales (%) | 0.2 | 0.1 | |
| Interest expense | 3,645 | 3,592 | |
| Percentage of net sales (%) | 0.3 | 0.3 | |
| Other, net | -5,496 | -419 | -5 |
| Percentage of net sales (%) | -0.4 | | |
| Income before income taxes, equity income and minority interests | 108,114 | 94,725 | 13 |
| Percentage of net sales (%) | 7.7 | | |
| Provision for income taxes | 40,255 | 36,279 | 3 |
| Percentage of net sales (%) | 2.8 | | |
| Minority interests in earnings of subsidiaries | 3,689 | 3,368 | |
| Percentage of net sales (%) | 0.3 | | |
| Equity in earnings of affiliates | 1,697 | 2,966 | -1 |
| Percentage of net sales (%) | 0.1 | 0.2 | |
| Net income | 65 , 867 | 58,044 | 7 |
| Percentage of net sales (%) | 4.7 | 4.4 | ļ |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 112.04 | Yen 108.55 | ļ |
| EURO 1 | | Yen 134.60 | |
| | | | l |

6

2-1. CONSOLIDATED SALES BY PRODUCT CATEGORY

| (Three months ended December 31, 2005 and 2004) | 4) (Millions of yer | | | yen) |
|--|-----------------------|--------------------------|--------|----------------|
| | ended December 31, | | Change | o _o |
| [Office Solution Business] Imaging Solution Business Percentage of net sales (%) | 367,207 77.2 | 338,074 76.2 | 29,133 | 8.6 |
| Network System Solution Business Percentage of net sales (%) | | 41,852 | -1,073 | -2.6 |
| Total Office Solution Business Percentage of net sales (%) | | 379 , 926 85.6 | 28,060 | 7.4 |
| [Industry Business] Industry Business Percentage of net sales (%) | | 26 , 091 5.9 | 3,624 | 13.9 |
| [Other Business] Other Business Percentage of net sales (%) | 8.0 | 37 , 782 8.5 | | 0.8 |
| Grand Total Percentage of net sales (%) | 475 , 770 | 443,799 | | 7.2 |
| Reference : Exchange rate US\$ 1 EURO 1 | | Yen 106.01 Yen 137.16 | | |

| (Nine months ended December 31, 2005 and 2004 and Year ended March 31, 2005) | | | | (Mil | lion |
|--|--|-----------------------|-----------------|------|---------|
| | Nine months ended December 31, 2005 | ended December 31, | Change | % | Ye M |
| | | | | | |
| [Office Solution Business] | | | | | |
| Imaging Solution Business | • | 977 , 130 | 83,207 | 8.5 | |
| Percentage of net sales (%) | 75.8 | 74.0 | | | |
| Network System Solution Business | 133,930 | 137,458 | -3 , 528 | -2.6 | |
| Percentage of net sales (%) | 9.6 | 10.5 | | | |
| Total Office Solution Business | 1,194,267 | 1,114,588 | 79,679 | 7.1 | |
| Percentage of net sales (%) | 85.4 | 84.5 | | | |
| [Industry Business] | | | | | |
| Industry Business | 88,174 | 84,851 | 3,323 | 3.9 | |
| Percentage of net sales (%) | 6.3 | 6.4 | • | | |

| <pre>[Other Business] Other Business Percentage of net sales (%)</pre> | 116,349 8.3 | 120 , 363 9.1 | -4,014 -3.3 |
|--|--------------------------|--------------------------|---------------------|
| Grand Total Percentage of net sales (%) | 1,398,790 100.0 | 1,319,802 100.0 | 78 , 988 6.0 |
| Reference : Exchange rate US\$ 1 EURO 1 | Yen 112.04 Yen 136.92 | Yen 108.55 Yen 134.60 | |

Note: Effective from the year ending March 31, 2006, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other". Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

Each category includes the following product line: Imaging Solution Business

Network System Solution Business

Industry Business

Other Business

Digital PPCs, color PPCs, digital duplicators, machines, analog PPCs, diazo copiers, scanners MFPs (multifunctional printers), laser printers Personal computers, PC servers, network system related software

Thermal media, optical equipments, semiconduct

component and measuring equipments
Optical discs and digital camera

7

2-2. CONSOLIDATED SALES BY GEOGRAPHIC AREA

| (Three months ended December 31, 2005 | and 2004) | (Mill: | ions of y | yen) |
|---------------------------------------|-----------------------|-----------------|-----------|------|
| | ended December 31, | | Change | ୧ |
| [Domestic] | 230 , 885 | 231,321 | -436 - | -0.2 |
| Percentage of net sales (%) | 48.5 | | | |
| [Overseas] | • | 212,478 | 32,407 | 15.3 |
| Percentage of net sales (%) | 51.5 | | | |
| The Americas | 98 , 176 | 78 , 246 | 19,930 2 | 25.5 |
| Percentage of net sales (%) | 20.6 | 17.6 | | |
| Europe | 115,109 | 107,610 | 7,499 | 7.0 |
| Percentage of net sales (%) | 24.2 | 24.2 | | |
| Other | 31,600 | 26,622 | 4,978 | 18.7 |
| Percentage of net sales (%) | 6.7 | 6.1 | | |
| Grand Total | 475,770 | 443,799 | 31,971 | 7.2 |
| Percentage of net sales (%) | 100.0 | 100.0 | | |
| Reference : Exchange rate | | | | |
| US\$ 1 | Yen 117.24 | Yen 106.01 | | |
| EURO 1 | Yen 139.41 | Yen 137.16 | | |

(Nine months ended December 31, 2005 and 2004 and Year ended March 31, 2005) (Millions of yen)

| | Nine months ended December 31, 2005 | ended | | Year ended March 31, 2005 |
|-----------------------------|--|------------------|-------------|---------------------------------|
| | | | | |
| [Domestic] | 711,802 | 700,497 | 11,305 1.6 | 972 , 975 |
| Percentage of net sales (%) | 50.9 | 53.1 | | 53.6 |
| [Overseas] | 686,988 | 619,305 | 67,683 10.9 | 841,133 |
| Percentage of net sales (%) | 49.1 | 46.9 | | 46.4 |
| The Americas | 282,091 | 239,576 | 42,515 17.7 | 325 , 597 |
| Percentage of net sales (%) | 20.2 | 18.2 | | 17.9 |
| Europe | 316,508 | 300 , 597 | 15,911 5.3 | 408,906 |
| Percentage of net sales (%) | 22.6 | 22.8 | | 22.5 |
| Other | 88,389 | 79 , 132 | 9,257 11.7 | 106,630 |
| Percentage of net sales (%) | 6.3 | 5.9 | | 6.0 |
| Grand Total | 1,398,790 | 1,319,802 | 78,988 6.0 | 1,814,108 |
| Percentage of net sales (%) | | 100.0 | | 100.0 |
| Reference : Exchange rate | | | | |
| US\$ 1 | Yen 112.04 | Yen 108.55 | | Yen 107.58 |
| EURO 1 | Yen 136.92 | Yen 134.60 | | Yen 135.25 |

8

3. CONSOLIDATED BALANCE SHEETS

(December 31, 2005 and March 31, 2005)

| Δc | 00 | + 0 | |
|----|----|-----|--|
| AS | 26 | さしら | |

| | December 31, 2005 | March |
|-------------------------------------|-------------------|-------|
| | | |
| Current Assets | | |
| Cash and time deposits | 156,552 | |
| Trade receivables | 622,651 | |
| Marketable securities | 159 | |
| Inventories | 171,703 | |
| Other current assets | 56,536 | |
| Total Current Assets | 1,007,601 | 1, |
| Fixed Assets | | |
| Tangible fixed assets | 264,192 | |
| Finance receivables | 415,063 | |
| Other Investments | 303,946 | |
| Total Fixed Assets | 983,201 | |
| Total Assets | 1,990,802 | 1, |
| Note: | | |
| Contents of cash and time deposits: | | |
| Cash and cash equivalents | 154,840 | |
| Time deposits | 1,712 | |
| | , | |

Liabilities and Shareholders' Investment

| | December 31, 2005 | March |
|---|-------------------|---------|
| Current Liabilities | | |
| Trade payables | 311,927 | |
| Short-term borrowings | 158,703 | |
| Other current liabilities | 154,892 | |
| Total Current Liabilities | 625,522 | |
| Fixed Liabilities | | |
| Long-term indebtedness | 238,745 | |
| Accrued pension and severance costs | 95,503 | |
| Other fixed liabilities | 48,776 | |
| Total Fixed Liabilities | 383,024 | |
| Total Liabilities | 1,008,546 | |
| Minority Interest | 52,748 | |
| Shareholders' Investment | | |
| Common stock | 135,364 | |
| Additional paid-in capital | 186,450 | |
| Retained earnings | 634,204 | |
| Accumulated other comprehensive income (loss) | -5,616 | |
| Treasury stock | -20,894 | |
| Total Shareholders' Investment | 929,508 | |
| Total Liabilities and Shareholders' Investment | 1,990,802 | 1, |
| Note: Other comprehensive income; | | |
| Net unrealized holding gains on available-for-sale securities | 7,855 | |
| Pension liability adjustments | -13,953 | |
| Net unrealized gains (losses) on derivative instruments | 67 | |
| Cumulative translation adjustments | 415 | |
| Reference: Exchange rate | December 31, 2005 | March 3 |
| US\$ 1 | Yen 118.07 | Yen |
| EURO 1 | Yen 139.83 | Yen |

9

4. CONSOLIDATED STATEMENTS OF CASH FLOWS

| (Nine months ended December 31, 2005 and 20) | 04 and Year | r ended | March | 31, | 2005) | (Mi |
|--|-------------|---------|-------|-----|--|-----------------|
| | | | | | Nine months ended December 31, 2005 | ended |
| I. Cash Flows from Operating Activities: 1. Net income 2. Adjustments to reconcile net income to | net cash | | | | 65 , 867 | 58 , 044 |
| <pre>provided by operating activities Depreciation and amortization</pre> | | | | | 62,275 | 57 , 498 |

| Equity in earnings of affiliates, net of dividends received | -872 | -2,163 |
|--|----------------------|----------------------|
| Deferred income taxes | -3,149 | 5,731 |
| Losses on disposal and sales of tangible fixed assets | 1,794 | 1,600 |
| Changes in assets and liabilities, net of effects from acquisition | | |
| (Increase) decrease in trade receivables | 20,194 | 23,847 |
| (Increase) decrease in inventories | 913 | -14,111 |
| Increase in finance receivables | -25,204 | -19 , 659 |
| (Decrease) increase in trade payables | -31,404 | -23,282 |
| Decrease in accrued income taxes and | | |
| accrued expenses and other | -2 , 758 | -24 , 387 |
| Increase in accrued pension and severance costs | 2,222 | 2,454 |
| Other, net | 3,646 | 8,746 |
| Net cash provided by operating activities | 93 , 524 | 74,318 |
| II. Cash Flows from Investing Activities: | | |
| 1. Proceeds from sales of property, plant and equipment | 331 | 1,631 |
| 2. Expenditures for tangible fixed assets | -79,267 | -58,253 |
| 3. Payments for purchases of available-for-sale securities | -114,519 | -27,161 |
| 4. Proceeds from sales of available-for-sale securities | 117,417 | 39,024 |
| 5. (Increase) decrease in time deposits, net | -155 | 108 |
| 6. Acquisition of new subsidiaries, net of cash acquired | | -41,673 |
| 7. Other, net | -15,059 | -4 , 252 |
| Net cash used in investing activities | -91 , 252 | -90 , 576 |
| III. Cash Flows from Financing Activities: | | |
| 1. Proceeds from long-term indebtedness | 61,160 | 45,053 |
| 2. Repayment of long-term indebtedness | -67 , 833 | -37 , 522 |
| 3. (Decrease) increase in short-term borrowings, net | 43,887 | -1 , 628 |
| 4. Proceeds from issuance of long-term debt securities | | 9,000 |
| 5. Repayment of long-term debt securities | -52,000 | -22,000 |
| 6. Dividends paid | -16,178 | -14,793 |
| 7. Payment for purchase of treasury stock | -487 | -480 |
| 8. Other, net | -612 | -579 |
| Net cash used in financing activities | -32 , 063 | -22 , 949 |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -2 , 226 | 1,866 |
| V. Net Decrease in Cash and Cash Equivalents | -32 , 017 | -37 , 341 |
| · | | |
| VI. Cash and Cash Equivalents at Beginning of Year VII. Adjustment for Change of Fiscal Period on Consolidated Subsidiaries | 186 , 857 | 203,039 2,475 |
| VIII. Cash and Cash Equivalents at End of Period | 154 , 840 | 168,173 |

10

5. SEGMENT INFORMATION

(1) Industry Segment Information

(Three months ended December 31, 2005 and 2004)

(Millions of y

Three months Three months

| | ended December 31, 2005 | ended , December 31, 2004 | , Change |
|--|-------------------------------|---------------------------------|---------------------|
| OFFICE SOLUTION BUSINESS: | | | |
| Net sales: | | | |
| Unaffiliated customers | 407,986 | 379 , 926 | 28,060 |
| Intersegment | | | |
| Total | 407 , 986 | 379 , 926 | 28,060 |
| Operating expenses | 356 , 613 | 325 , 162 | 31 , 451 |
| Operating income Operating income on sales in Office Solution Business (%) | 51,373 12.6 | 54,764 14.4 | -3 , 391 - |
| INDUSTRY BUSINESS: | | | |
| Net sales: Unaffiliated customers | 29 , 715 | 26,091 | 3,624 1 |
| Intersegment | 29 , 715 658 | 26 , 091 596 | 62 1 |
| Total | 30,373 | 26 , 687 | 3,686 1 |
| Operating expenses | 31,074 | 27 , 179 | 3,895 1 |
| | 701 | 402 | |
| Operating income Operating income on sales in Industry Business (%) | -701 -2.3 | -492 -1.8 | -209 |
| OTHER BUSINESS: | | | |
| Net sales: | 22.262 | 2= 500 | 200 |
| Unaffiliated customers | 38,069 | 37 , 782 | 287 |
| Intersegment Total | 38 , 069 | 37 , 782 | 287 |
| Operating expenses | 35 , 587 | 37,434 | -1,847 - |
| Operating income | 2,482 | 348 | 2,134 61 |
| Operating income on sales in Other Business (%) | 6.5 | 0.9 | |
| CORPORATE AND ELIMINATIONS: | | | |
| Net sales: | -658 | -596 | -62 |
| Intersegment Total | -658 -658 | -596 -596 | -62 -62 |
| Operating expenses: | | | |
| Intersegment | -662 | -592 | -70 |
| Corporate | 16,072 | 15,907 | 165 |
| Total | 15,410 | 15,315 | 95 |
| Operating income | -16,068 | -15 , 911 | -157 |
| CONSOLIDATED: | | | |
| Net sales: | | | |
| Unaffiliated customers | 475,770 | 443,799 | 31,971 |
| Intersegment Total | 475 , 770 | 443,799 | 31 , 971 |
| Operating expenses | 438 , 684 | 405 , 090 | 33 , 594 |
| Operating income | 37 , 086 | 38 , 709 | 1 623 . |
| Operating income Operating income on consolidated net sales (%) | 7.8 | 8.7 | -1,623 - |
| | | | |

Note: Effective from the year ending March 31, 2006, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other". Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

11

| (Nine months ended December 31, 2005 and 2004 and Year ended | March 31, 20 | Millio) | | |
|--|-------------------|--|----------------|------|
| | ended December | Nine months ended December 31, 2004 | | olo |
| OFFICE SOLUTION BUSINESS: | | | | |
| Net sales: | | | | |
| Unaffiliated customers | 1,194,267 | 1,114,588 | | |
| Intersegment Total | 1.194.267 | 1,114,588 | 79,679 | |
| | | | | |
| Operating expenses | | 975 , 903 | | |
| Operating income | | 138,685 | | 2.2 |
| Operating income on sales in Office Solution Business (%) | | 12.4 | | |
| INDUSTRY BUSINESS: | | | | |
| Net sales: Unaffiliated customers | 99 17 <i>1</i> | Q/I Q51 | 3 333 | 3 (|
| Intersegment | 1,902 | 84,851 1,862 | 3,323 40 | 2.1 |
| Total | 90,076 | 86,713 | 3,363 | 3.9 |
| Operating expenses | 90,948 | 86 , 424 | 4,524 | 5.2 |
| Operating income | | 289 | -1,161 | |
| Operating income on sales in Industry Business (%) | -1.0 | 0.3 | | |
| OTHER BUSINESS: | | | | |
| Net sales: | | | | |
| Unaffiliated customers | 116,349 | • | • | |
| Intersegment Total | 116,349 | | | |
| 10ta1 | | | 4,014 | |
| Operating expenses | 111,739 | 121,254 | -9,515 | -7.8 |
| Operating income | 4,610 | -891 | 5 , 501 | |
| Operating income on sales in Other Business (%) | 4.0 | -0.7 | | |
| CORPORATE AND ELIMINATIONS: | | | | |
| Net sales: | | | | |
| Intersegment | -1,902 | -1,862 | -40 | |
| Total | -1 , 902 | -1,862 | -40 | |
| Operating expenses: | | | | |
| Intersegment | -1,941 | -1,860 | -81 | |
| Corporate | 41,589 | 41,614 | -25 | |
| Total | 39,648 | 39 , 754 | -106 | |

| Operating income | -41,550 | -41 , 616 | 66 | |
|---|----------------|------------------------|-----------------|---------|
| CONSOLIDATED: Net sales: Unaffiliated customers | 1,398,790 | 1,319,802 | 78 , 988 | 6.0 |
| Intersegment Total | 1,398,790 | 1,319,802 | 78 , 988 | 6.0 |
| Operating expenses | 1,294,797 | 1,223,335 | 71,462 | 5.8 |
| Operating income Operating income on consolidated net sales (%) | 103,993 7.4 | 96 , 467 7.3 | 7 , 526 | 7.8 |
| | | | | |

Note: Effective from the year ending March 31, 2006, our business segment is changed into three categories such as "Office Solution", "Industry" and "Other". Accordingly, information for the previous corresponding period has been reclassified to conform with the current classification.

12

(2) Geographic Segment Information

| (Three months ended December 31, 2005 and 2004) | | | (Millions of y |
|---|--------------------------------------|--------------------|-------------------|
| | Three months ended December 31, 2005 | | |
| | | | |
| JAPAN: Net sales: | | | |
| Net sales: External customers | 227 1/2 | 236 003 | 1 140 |
| | 237 , 143 104 , 330 | 236,003 104,719 | • |
| Intersegment Total | 341,473 | 340,722 | -389 = 751 |
| Operating expenses | 313,960 | 311,668 | 2 , 292 |
| Operating income | 27 , 513 | 29,054 | -1 , 541 - |
| Operating income on sales in Japan(%) | 8.1 | 8.5 | |
| THE AMERICAS: | | | |
| Net sales: | | | |
| External customers | 98,122 | 78,146 | 19 , 976 2 |
| Intersegment | 5,405 | 1,327 | 4,078 30 |
| Total | 103,527 | 79,473 | 24,054 3 |
| Operating expenses | 101,728 | 77 , 846 | 23,882 3 |
| Operating income | 1,799 | 1,627 | 172 1 |
| Operating income on sales in the Americas(%) | 1.7 | 2.0 | |
| EUROPE: | | | |
| Net sales: | | | |
| External customers | 116,178 | 108,085 | 8 , 093 |
| Intersegment | 869 | 747 | 122 1 |
| Total | 117,047 | 108,832 | 8,215 |

| Operating expenses | 112,612 | 103,620 | 8 , 992 |
|---|-------------------|-------------------|------------------|
| Operating income | 4,435 | 5,212 | -777 -1 |
| Operating income on sales in Europe(%) | 3.8 | 4.8 | |
| OTHER: | | | |
| Net sales: | | | |
| External customers | 24,327 | 21,565 | 2,762 1 |
| Intersegment | 25 , 335 | 21,501 | 3,834 1 |
| Total | 49,662 | 43,066 | 6 , 596 1 |
| Operating expenses | 46,029 | 39 , 925 | 6 , 104 1 |
| Operating income | 3 , 633 | 3,141 | 492 1 |
| Operating income on sales in Other(%) | 7.3 | 7.3 | |
| CORPORATE AND ELIMINATIONS: | | | |
| Net sales: | | | |
| Intersegment | -135 , 939 | -128,294 | -7 , 645 |
| Total | -135 , 939 | -128,294 | -7 , 645 |
| Operating expenses | -135 , 645 | -127 , 969 | -7 , 676 |
| Operating income | -294 | -325 | 31 |
| CONSOLIDATED: | | | |
| Net sales: | | | |
| External customers | 475,770 | 443,799 | 31,971 |
| Intersegment | | | |
| Total | 475 , 770 | 443,799 | 31,971 |
| Operating expenses | 438,684 | 405,090 | 33,594 |
| Operating income | 37 , 086 | 38 , 709 | -1,623 - |
| Operating income on consolidated net sales(%) | 7.8 | 8.7 | · |
| | | | |

| (Nine months ended December 31, 2005 and 2004 and Year ended March 31, 2005) | | | | ill |
|--|--|----------------------|------------------|---------|
| | Nine months ended December 31, 2005 | | | 90 |
| JAPAN: Net sales: | | | | |
| External customers | 732,761 | 717,476 | 15,285 | 2 |
| Intersegment Total | 308,643 1,041,404 | 294,539 1,012,015 | 14,104 29,389 | 4 |
| | 1,041,404 | | | |
| Operating expenses | 966,641 | 943,269 | 23,372 | 2 |
| Operating income Operating income on sales in Japan(%) | 74,763 7.2 | 68,746 6.8 | 6,017 | 8 |

| THE AMERICAS: | | | | |
|---|------------------------------------|-------------------|---------------------|-----|
| Net sales: | 202 441 | 227 220 | *^ 111 | 1 |
| External customers | 280,441 7,158 | 237,330 6,141 | 43,111 | |
| Intersegment Total | 7 , 158 287 , 599 | 6,141 243,471 | 1,017 44,128 | |
| | | | | |
| Operating expenses | 279 , 335 | 235,711 | 43,624 | 18 |
| Operating income | 8,264 | 7,760 | 504 | 6 |
| Operating income on sales in the Americas(%) | 2.9 | 3.2 | | |
| EUROPE: | | | | |
| Net sales: | | | 7.04 | |
| External customers | 315,747 | 302,026 | 13,721 | |
| Intersegment Total | 3,315 | 2,536 | 779 14 500 | |
| Total | 319 , 062 | 304,562 | 14,500 | |
| Operating expenses | 304,660 | 288,388 | 16 , 272 | |
| Operating income | 14,402 | 16,174 | -1 , 772 | -11 |
| Operating income on sales in Europe(%) | 4.5 | 5.3 | | |
| OTHER: | | | | |
| Net sales: | | | | |
| External customers | 69,841 | 62,970 | 6,871 | |
| Intersegment | 73 , 354 | 65,319 | 8,035 | |
| Total | 143 , 195 | 128,289 | 14 , 906 | 11 |
| Operating expenses | 132 , 963 | 119,713 | 13,250 | 11 |
| Operating income | 10,232 | 8,576 | 1,656 | 1' |
| Operating income on sales in Other(%) | 7.1 | 6.7 | | |
| CORPORATE AND ELIMINATIONS: | | | | |
| Net sales: | | | | |
| Intersegment | -392 , 470 | -368 , 535 | -23,935 | |
| Total | -392 , 470 | -368 , 535 | -23 , 935 | |
| Operating expenses | -388,802 | -363,746 | -25,056 | |
| Operating income | -3 , 668 | -4 , 789 | 1,121 | |
| CONSOLIDATED: | | | | |
| Net sales: | | | | |
| External customers | 1,398,790 | 1,319,802 | 78 , 988 | |
| Intersegment | 1 200 700 | 1 210 002 | 70 000 | |
| Total | 1,398,790 | 1,319,802 | 78 , 988 | |
| Operating expenses | 1,294,797 | 1,223,335 | 71,462 | |
| Operating income | 103,993 | 96,467 | 7 , 526 | |
| Operating income on consolidated net sales(%) | 7.4 | 7.3 | | |

¹⁴

⁻APPENDIX- (Third Quarter Ended December 31, 2005)

1. CONSOLIDATED QUARTERLY PERFORMANCE OUTLINE

| Fiscal 2006 (Millions of ye | | | | | | |
|--------------------------------------|-----------------|-----------|------------------|-------------------|------------------|---------|
| | 1Q | Change(%) | 2Q C | hange (%) | 3Q Cha | nge (%) |
| Net sales | 452 , 98 | 2 3.8 | 470,038 | 7 0 | 475 , 770 | 7.2 |
| Gross profit | • | 2 2.9 | 193,531 | | 201,154 | |
| Operating income | 37,28 | 2 -5.3 | 29,625 | 61.3 | 37,086 | -4.2 |
| Income before income taxes | 38,09 | 5 -7.8 | 31,312 | 67.0 | 38 , 707 | 11.7 |
| Net income | 23,72 | 3 -4.7 | 19,144 | 75.2 | 23,000 | 3.5 |
| Net income per share (yen) | 32.3 | 2 | 26.08 | | 31.34 | |
| Total assets | 1,899,98 | 6 | 1,948,587 | | 1,990,802 | |
| Shareholders' equity | 879 , 66 | 5 | 905 , 674 | | 929 , 508 | |
| Shareholders' equity per share (yen) | 1,198.4 | 8 | 1,233.08 | | 1,265.83 | |

| Fiscal 2005 | | | | | | (|
|------------------------------------|--------------|------------|-----------|------------|-----------|------------|
| | 1Q | Change (%) | 2Q | Change (%) | 3Q | Change (%) |
| | | | | | | |
| Net sales | 436,550 | -0.2 | 439,453 | -2.5 | 443,799 | 9 5.4 |
| Gross profit | 189,171 | -1.9 | 174,709 | -10.6 | 192,103 | 3.4 |
| Operating income | 39,387 | 2.3 | 18,371 | -52.6 | 38,709 | 6.9 |
| Income before income taxes | 41,319 | 10.7 | 18,745 | -45.0 | 34,661 | 4.2 |
| Net income | 24,894 | 11.4 | 10,927 | -45.1 | 22,223 | 3 13.0 |
| Net income per share (yen) | 33.69 | | 14.79 | | 30.08 | } |
| Total assets | 1,855,745 | | 1,877,455 | | 1,899,898 | 3 1 |
| Shareholders' equity | 812,915 | | 830,280 | | 841,998 | |
| Shareholders' equity per share (ye | en) 1,100.24 | | 1,123.84 | | 1,139.87 | · |

Note: Fiscal year refers to Ricoh's fiscal year ended March 31.

A1

2. CONSOLIDATED SALES BY PRODUCT CATEGORY

| (Three months ended December 31, 2005 and 2004) | |
|---|---|
| | Three months ended Three months ended |
| | December 31, 2005 December 31, 2004 Chang |

20

| [Office Solution Business] | | | |
|----------------------------------|------------|-----------------|---------------|
| Imaging Solution Business | 367,207 | 338,074 | 29,1 |
| Percentage of net sales (%) | 77.2 | 76.2 | |
| Domestic | 143,304 | 143,259 | |
| Overseas | 223,903 | 194,815 | 29 , 0 |
| Network System Solution Business | 40,779 | 41,852 | -1,0 |
| Percentage of net sales (%) | 8.6 | 9.4 | |
| Domestic | 38,396 | 40,145 | -1,7 |
| Overseas | 2,383 | 1,707 | 6 |
| Office Solution Business Total | 407,986 | 379,926 | 28,0 |
| Percentage of net sales (%) | 85.8 | 85.6 | |
| Domestic | 181,700 | 183,404 | -1,7 |
| Overseas | 226,286 | 196,522 | 29 , 7 |
| The Americas | 93,969 | 75 , 560 | 18,4 |
| Europe | 109,300 | 102,215 | 7,0 |
| Other | 23,017 | 18 , 747 | 4,2 |
| [Industry Business] | | | |
| Industry Business | 29,715 | 26,091 | 3 , 6 |
| Percentage of net sales (%) | 6.2 | 5.9 | |
| Domestic | 17,662 | 16,725 | 9 |
| Overseas | 12,053 | 9,366 | 2,6 |
| The Americas | 3,921 | 2,409 | 1,5 |
| Europe | 4,073 | 3,873 | 2 |
| Other | 4,059 | 3,084 | 9 |
| [Other Business] | | | |
| Other Business | 38,069 | 37,782 | 2 |
| Percentage of net sales (%) | 8.0 | 8.5 | |
| Domestic | 31,523 | 31,192 | 3 |
| Overseas | 6,546 | 6 , 590 | - |
| The Americas | 286 | 277 | |
| Europe | 1,736 | 1,522 | 2 |
| Other | 4,524 | 4,791 | -2 |
| Grand Total | 475,770 | 443,799 | 31,9 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| Domestic | 230,885 | 231,321 | -4 |
| Percentage of net sales (%) | 48.5 | 52.1 | |
| Overseas | 244,885 | 212,478 | 32,4 |
| Percentage of net sales (%) | 51.5 | 47.9 | |
| The Americas | 98,176 | 78,246 | 19,9 |
| Percentage of net sales (%) | 20.6 | 17.6 | |
| Europe | 115,109 | 107,610 | 7,4 |
| Percentage of net sales (%) | 24.2 | 24.2 | |
| Other | 31,600 | 26,622 | 4,9 |
| Percentage of net sales (%) | 6.7 | 6.1 | |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 117.24 | Yen 106.01 | Yen 11. |
| EURO 1 | Yen 139.41 | Yen 137.16 | Yen 2. |
| | | | |

Each category includes the following product line:

Imaging Solution Business Industry Business

Digital PPCs, color PPCs, digital duplicators, facsimile machine scanners, MFPs (multifunctional printers), laser printers and s Network System Solution Business Personal computers, PC servers, network systems and network rela Thermal media, optical equipments, semiconductors, electronic co equipments

Other Business

Optical discs and digital camera

A2

| (Nine months en | nded December | 31, | 2005 | and | 2004 | and | Year | ended | March | 31, | 2005) |
|-----------------|---------------|-----|------|-----|------|-----|------|-------|-------|-----|-------|

| | ended December | Nine months ended December 31, 2004 | Change | ୦୧ |
|----------------------------------|-------------------|--|-----------------|-------|
| | | | | |
| [Office Solution Business] | | | | |
| Imaging Solution Business | 1,060,337 | 977 , 130 | 83,207 | 8.5 |
| Percentage of net sales (%) | 75.8 | 74.0 | | |
| Domestic | 432,545 | 411,029 | 21,516 | 5.2 |
| Overseas | 627,792 | 566,101 | 61,691 | 10.9 |
| Network System Solution Business | 133,930 | 137,458 | -3 , 528 | -2.6 |
| Percentage of net sales (%) | 9.6 | 10.5 | | |
| Domestic | 127,380 | 132,828 | -5,448 | -4.3 |
| Overseas | 6,550 | | | 41.5 |
| Office Solution Business Total | 1,194,267 | 1,114,588 | 79,679 | 7.3 |
| Percentage of net sales (%) | 85.4 | | | |
| Domestic | 559,925 | 543 , 857 | 16,068 | 3.0 |
| Overseas | 634,342 | | 63,611 | 11.1 |
| The Americas | | 229,287 | | |
| Europe | 300,364 | | | |
| Other | 65,636 | | | |
| [Industry Business] | | | | |
| Industry Business | 88,174 | | 3,323 | 3.9 |
| Percentage of net sales (%) | 6.3 | 6.4 | | |
| Domestic | 53,740 | 56,429 | -2 , 689 | -4.8 |
| Overseas | 34,434 | | 6 , 012 | 21.2 |
| The Americas | 12,142 | 7 , 525 | 4,617 | 61.4 |
| Europe | 11,546 | 11,087 | 459 | 4.1 |
| Other | 10,746 | 9,810 | 936 | 9.5 |
| [Other Business] | | | | |
| Other Business | 116,349 | | -4,014 | -3.3 |
| Percentage of net sales (%) | 8.3 | | | |
| Domestic | 98,137 | | -2,074 | -2.2 |
| Overseas | 18,212 | | | -9.0 |
| The Americas | 1,607 | 2,764 | -1,157 | -41.9 |
| Europe | 4,598 | | -1,221 | |
| Other | 12,007 | 11 , 569 | 438 | 3.8 |
| Grand Total | 1,398,790 | 1,319,802 | 78,988 | 6.0 |
| Percentage of net sales (%) | 100.0 | 100.0 | ., | |
| Domestic (7) | 711,802 | 700,497 | 11,305 | 1.0 |
| Percentage of net sales (%) | 50.9 | 53.1 | , - 5 0 | _ • |
| Overseas | 686,988 | 619,305 | 67,683 | 10.9 |
| Percentage of net sales (%) | 49.1 | 46.9 | 3,,000 | ± • • |
| The Americas | 282,091 | 239,576 | 42,515 | 17. |
| Percentage of net sales (%) | 20.2 | 18.2 | 12,515 | ± / • |
| Europe | 316,508 | 300,597 | 15,911 | 5.3 |
| - | 22.6 | 22.8 | 10,911 | J • . |
| Percentage of net sales (%) | 22.6 | 22.8 | | |

| Other | 88 , 389 | 79 , 132 | 9,257 11.7 |
|-----------------------------|-----------------|-----------------|------------|
| Percentage of net sales (%) | 6.3 | 5.9 | |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 112.04 | Yen 108.55 | Yen 3.49 |
| EURO 1 | Yen 136.92 | Yen 134.60 | Yen 2.32 |

Each category includes the following product line:

Imaging Solution Business Industry Business Other Business

Overseas

Digital PPCs, color PPCs, digital duplicators, facsimile machine scanners, MFPs (multifunctional printers), laser printers and sof Network System Solution Business Personal computers, PC servers, network systems and network rela Thermal media, optical equipments, semiconductors, electronic co equipments Optical discs and digital camera

АЗ

3. CONSOLIDATED SALES BY PREVIOUS PRODUCT CATEGORY (FOR REFERENCE)

(Three months ended December 31, 2005 and 2004)

| | | Three months ended Three months ended | | | | |
|------------------------------------|---------------------|---------------------------------------|-----------------|--|--|--|
| | December 31, 2005 D | ecember 31, 2004 | Change | | | |
| | | | | | | |
| [Office Equipment] | | | | | | |
| Imaging Solutions: | | | | | | |
| Digital Imaging Systems | 140,060 | 140,909 | -849 | | | |
| Percentage of net sales (%) | 29.4 | 31.8 | | | | |
| Domestic | 54 , 789 | 56 , 640 | -1 , 851 | | | |
| Overseas | 85 , 271 | 84,269 | 1,002 | | | |
| Other Imaging Systems | 38,019 | 37,408 | 611 | | | |
| Percentage of net sales (%) | 8.0 | 8.4 | | | | |
| Domestic | 15 , 277 | 15,470 | -193 | | | |
| Overseas | 22,742 | 21,938 | 804 | | | |
| Total Imaging Solutions | 178,079 | 178,317 | -238 | | | |
| Percentage of net sales (%) | 37.4 | 40.2 | | | | |
| Domestic | 70,066 | 72,110 | -2,044 | | | |
| Overseas | 108,013 | 106,207 | 1,806 | | | |
| Network Input/Output Systems: | | | | | | |
| Printing Systems | 200,082 | 169,281 | 30,801 | | | |
| Percentage of net sales (%) | 42.1 | 38.1 | | | | |
| Domestic | 76,198 | 73 , 923 | 2,275 | | | |
| Overseas | 123,884 | 95 , 358 | 28,52 | | | |
| Other Input/Output Systems | 2,020 | 2,043 | -2 | | | |
| Percentage of net sales (%) | 0.4 | 0.5 | | | | |
| Domestic | 768 | 431 | 33 | | | |
| Overseas | 1,252 | 1,612 | -36 | | | |
| Total Network Input/Output Systems | 202,102 | 171,324 | 30,778 | | | |
| Percentage of net sales (%) | 42.5 | 38.6 | | | | |
| Domestic | 76,966 | 74,354 | 2,612 | | | |

125,136

28,166

96,970

| Percentage of net sales (%) | 8.9 | 9.8 | |
|-----------------------------|------------------|------------------|-----------------|
| Domestic | 39 , 922 | 41,824 | -1,902 |
| Overseas | 2,383 | 1,707 | 676 |
| Office Equipment Total | 422,486 | 393 , 172 | 29 , 314 |
| Percentage of net sales (%) | 88.8 | 88.6 | |
| Domestic | 186 , 954 | 188,288 | -1,334 |
| Overseas | 235,532 | 204,884 | 30,648 |
| The Americas | 97 , 074 | 78,056 | 19,018 |
| Europe | 113,323 | 105,862 | 7,461 |
| Other | 25,135 | 20,966 | 4,169 |
| [Other Businesses] | | | |
| Other Businesses | 53 , 284 | 50 , 627 | 2,657 |
| Percentage of net sales (%) | 11.2 | 11.4 | |
| Domestic | 43,931 | 43,033 | 898 |
| Overseas | 9,353 | 7,594 | 1,759 |
| The Americas | 1,102 | 190 | 912 |
| Europe | 1,786 | 1,748 | 38 |
| Other | 6,465 | 5,656 | 809 |
| Grand Total | 475,770 | 443,799 | 31,971 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| Domestic | 230,885 | 231,321 | -436 |
| Percentage of net sales (%) | 48.5 | 52.1 | |
| Overseas | 244,885 | 212,478 | 32,407 |
| Percentage of net sales (%) | 51.5 | 47.9 | |
| The Americas | 98,176 | 78,246 | 19,930 |
| Percentage of net sales (%) | 20.6 | 17.6 | |
| Europe | 115,109 | 107,610 | 7,499 |
| Percentage of net sales (%) | 24.2 | 24.2 | |
| Other | 31,600 | 26,622 | 4,978 |
| Percentage of net sales (%) | 6.7 | 6.1 | |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 117.24 | Yen 106.01 | Yen 11.23 |
| EURO 1 | Yen 139.41 | Yen 137.16 | Yen 2.25 |
| | | | |

Each category includes the following product line:

Other Businesses

Network System Solutions

Percentage of net sales (%)

Digital Imaging Systems
Other Imaging Systems
Printing Systems
Digital PPCs, color PPCs, digital duplicators and facsimile machines
Analog PPCs, diazo copiers, and thermal paper
MFPs (multifunctional printers), laser printers and software

42,305 8.9

Other Input/Output Systems Optical discs and system scanners

Network System Solutions Personal computers, PC servers, network systems and network related so Optical equipments, metering equipments and semiconductors

Α4

(Nine months ended December 31, 2005 and 2004 and Year ended March 31, 2005) ______

Nine months Nine months

43,531 -1,226 9.8

9.8

| | ended December 31, 2005 | ended December 31, 2004 | Change | olo | Chang excha |
|---------------------------------------|-------------------------------|-------------------------------|-----------------|-------|----------------|
| | | | | | |
| [Office Equipment] Imaging Solutions: | | | | | |
| Digital Imaging Systems | 416,289 | 416,440 | _151 | -0.0 | |
| Percentage of net sales (%) | 29.8 | 31.6 | 131 | 0.0 | |
| Domestic | 166,198 | | -4,366 | -2.6 | |
| Overseas | 250,091 | | 4,215 | | |
| Other Imaging Systems | 113,573 | • | -4,909 | | |
| Percentage of net sales (%) | 8.1 | 8.9 | , | | |
| Domestic | 45,434 | 46,382 | -948 | -2.0 | |
| Overseas | 68,139 | 72,100 | -3 , 961 | -5.5 | |
| Total Imaging Solutions | 529,862 | 534,922 | -5 , 060 | -0.9 | _ |
| Percentage of net sales (%) | 37.9 | 40.5 | | | |
| Domestic | 211,632 | 216,946 | -5 , 314 | -2.4 | |
| Overseas | 318,230 | 317,976 | 254 | 0.1 | |
| Network Input/Output Systems: | | | | | |
| Printing Systems | 561,811 | 470,624 | 91,187 | 19.4 | |
| Percentage of net sales (%) | 40.2 | 35.7 | | | |
| Domestic | 229,175 | 201,898 | | | |
| Overseas | 332,636 | 268,726 | | | |
| Other Input/Output Systems | 7,862 | 11,022 | -3 , 160 | -28.7 | |
| Percentage of net sales (%) | 0.5 | 0.8 | | | |
| Domestic | 2,110 | 1,921 | | 9.8 | |
| Overseas | 5,752 | 9,101 | | | |
| Total Network Input/Output Systems | 569,673 | 481,646 | 88 , 027 | 18.3 | |
| Percentage of net sales (%) | 40.7 | 36.5 | | | |
| Domestic | 231,285 | 203,819 | | | |
| Overseas | 338 , 388 | 277 , 827 | 60 , 561 | 21.8 | |
| Network System Solutions | 138,656 | 142,569 | -3 , 913 | -2.7 | |
| Percentage of net sales (%) | 9.9 | 10.8 | | | |
| Domestic | 132,106 | 137,939 | -5 , 833 | -4.2 | |
| Overseas | 6 , 550 | 4,630 | 1,920 | 41.5 | |
| Office Equipment Total | 1,238,191 | 1,159,137 | 79,054 | 6.8 | |
| Percentage of net sales (%) | 88.5 | 87.8 | , | | |
| Domestic | 575,023 | 558,704 | 16,319 | 2.9 | |
| Overseas | 663,168 | 600,433 | 62 , 735 | | |
| The Americas | 278,300 | | | | |
| Europe | 312,333 | 297,051 | 15,282 | 5.1 | |
| Other | 72,535 | 64,382 | | | |
| [Other Businesses] | | | | | |
| Other Businesses | 160,599 | 160,665 | -66 | -0.0 | |
| Percentage of net sales (%) | 11.5 | 12.2 | | | |
| Domestic | 136,779 | 141,793 | -5,014 | -3.5 | |
| Overseas | 23,820 | 18,872 | 4,948 | 26.2 | |
| The Americas | 3,791 | 576 | • | | |
| Europe | 4,175 | 3,546 | 629 | 17.7 | |
| Other | 15,854 | 14,750 | 1,104 | 7.5 | |
| Grand Total | 1,398,790 | 1,319,802 | 78,988 | 6.0 | |
| Percentage of net sales (%) | 100.0 | 100.0 | | | |
| Domestic | 711,802 | 700,497 | 11,305 | 1.6 | |
| Percentage of net sales (%) | 50.9 | 53.1 | | | |
| Overseas | 686,988 | 619,305 | 67 , 683 | 10.9 | |
| Percentage of net sales (%) | 49.1 | 46.9 | | | |

| The Americas | 282 , 091 | 239 , 576 | 42,515 17.7 | |
|-----------------------------|------------------|------------------|-------------|--|
| Percentage of net sales (%) | 20.2 | 18.2 | | |
| Europe | 316,508 | 300,597 | 15,911 5.3 | |
| Percentage of net sales (%) | 22.6 | 22.8 | | |
| Other | 88,389 | 79 , 132 | 9,257 11.7 | |
| Percentage of net sales (%) | 6.3 | 5.9 | | |
| Reference: Exchange rate | | | | |
| US\$ 1 | Yen 112.04 | Yen 108.55 | Yen 3.49 | |
| EURO 1 | Yen 136.92 | Yen 134.60 | Yen 2.32 | |

Each category includes the following product line:

Other Businesses

Digital Imaging Systems
Other Imaging Systems
Printing Systems
Digital PPCs, color PPCs, digital duplicators and facsimile machines
Analog PPCs, diazo copiers, and thermal paper
MFPs (multifunctional printers), laser printers and software Other Input/Output Systems Optical discs and system scanners

Network System Solutions Personal computers, PC servers, network systems and network related so Optical equipments, metering equipments and semiconductors

Α5

4. FORECAST OF CONSOLIDATED PERFORMANCE

| | Half year ended | | | - | | |
|---|-----------------|------|---------------|------|----------|--|
| | - ' | _ | Dec. 31, 2005 | _ | • | |
| | Results | 용 | Results | 용 | Forecast | |
| | | | | | | |
| Net sales | 923.0 | 5.4 | 475.7 | 7.2 | 511.2 | |
| Gross profit | 388.2 | 6.7 | 201.1 | 4.7 | 212.5 | |
| Operating income | 66.9 | 15.8 | 37.0 | -4.2 | 49.0 | |
| Income before income taxes | 69.4 | 15.6 | 38.7 | 11.7 | 49.3 | |
| | | | 23.0 | | | |
| Net income per share (yen) | 58.40 | | 31.34 | | 42.36 | |
| Capital expenditure Depreciation for tangible | | | | | | |
| fixed assets | 31.1 | | 17.6 | | 18.2 | |
| R&D expenditure | 54.9 | | 27.2 | | 33.8 | |
| Exchange rate (Yen/US\$) | | | 117.24 | | 110.00 | |
| Exchange rate (Yen/EURO) | 135.67 | | 139.41 | | 135.00 | |
| | | | | | | |

^{5.} FORECAST OF CONSOLIDATED SALES BY PRODUCT CATEGORY

| | | Three months ending March 31, 2006 | | | | | |
|----------------------------------|-----------|------------------------------------|----------------|------------|---------|--------|--|
| | | Change | | Change | | Cha | |
| | Forecast | _ | Forecast(*) | _ | | | |
| | | | | | | | |
| [Office Solution Business] | | | | | | | |
| Imaging Solution Business | 373.6 | | | 4.5 | 1,433.9 | 7 | |
| Domestic | 162.2 | 5.9 | 162.2 | 5.9 | 594.7 | 5 | |
| Overseas | 211.3 | 4.6 | 208.8 | 3.4 | 839.1 | 9 | |
| Network System Solution Business | 64.6 | 4.7 | 64.6 | 4.7 | 198.5 | -0 | |
| Domestic | 62.2 | 4.6 | 62.2 | 4.6 | 189.5 | -1 | |
| Overseas | 2.4 | 9.3 | 2.4 | 9.3 | 8.9 | 31 | |
| Office Solution Business Total | 438.2 | 5.1 | 435.7 | 4.5 | 1,632.4 | 6 | |
| Domestic | 224.4 | 5.6 | 435.7 224.4 | 5.6 | 784.3 | 3 | |
| Overseas | | | 211.2 | | 848.1 | 3 9 | |
| The Americas | 90.1 | 8.7 | 85.8 | 3.5 | 358.4 | 14 | |
| Europe | | 1.4 | | 3.1 | 403.7 | 4 | |
| Other | 20.2 | | 20.2 | 5.0 | 85.9 | 11 | |
| [Industry Business] | | | | | | | |
| Industry Business | 31.6 | -8.6 | 31.5 | -8.8 | 119.7 | 0 | |
| Domestic | | -22.1 | | | | -10 | |
| Overseas | | | 12.5 | | | 21 | |
| The Americas | | 54.6 | | 46.9 | 16.1 | 59 | |
| Europe | 4.5 | | 4.6 | 8.2 | 16.0 | 4 | |
| Other | | 23.7 | | 23.7 | 14.8 | | |
| [Other Business] | | | | | | | |
| Other Business | 41.4 | -3.5 | 41.3 | -3.6 | 157.7 | -3 | |
| Domestic | | -1.9 | | | 132.9 | -2 | |
| Overseas | 6.6 | | 6.6 | -11.3 | | -10 | |
| The Americas | | -81.2 | | | | -48 | |
| Europe | | 50.5 | | 50 5 | 7.6 | -2 | |
| Other | | | 3.4 | -29.9 | 15.4 | | |
| Grand Total | 511.2 | 3.4 | 508.5 | 2 - 9 | 1,910.0 | 5 | |
| Domestic | 278 1 | 2.1 | 278.1 | 2.1 | | 1 | |
| Overseas | | 5.0 | | | | 9 | |
| The Americas | | 9.5 | | | 376.2 | 15 | |
| Europe | 111.0 | | | | 427.5 | 4 | |
| Other | 27.8 | 1.2 | 27.7 | 1.1 | | 9 | |
| OCHET | ۷1.0 | ⊥ • ∠ | ۷ . ۱ | т•т | 110.2 | 9 | |

^{*} Excluding foreign exchange impact