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RICOH CO LTD
Form 6-K/A
February 05, 2009

FORM 6-K

Amendment No.1

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 February 2009

Commission File Number 2 - 68279

RICOH COMPANY, LTD.

(Translation of Registrant's name into English)

13-1, Ginza 8-Chome, Chuo-ku, Tokyo 104-8222, 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 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

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-)

Note

This amendment No.1 to the quarterly report on Form 6 - K for the 9months ended December 31, 2008 of Ricoh Company, Ltd is filed to amend the original quarterly report on Form 6 - K filed on January 29, 2009 for the purpose of correcting "Proceeds from sales of discontinued operations" to "Purchase of business, net of cash acquired" in (3)Consolidated Statements of Cash Flows of Item 5. (Consolidated Financial Statements).

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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

Zenji Miura
Director, Chief Financial Officer
Corporate Executive Vice President

February 4, 2009

RICOH

January 29, 2009

QUARTERLY REPORT

Nine months ended December 31, 2008
Results for the Period from April 1, 2008 to December 31, 2008

Three months ended December 31, 2008
Results for the Period from October 1, 2008 to December 31, 2008

PERFORMANCE OUTLINE (CONSOLIDATED)

(1) Third Quarter ended December 31, 2007, 2008 and Year ending March 31, 2009
(Forecast)

| | Third Quarter ended December 31, 2008 Results | Third Quarter ended December 31, 2007 Results | Change |
|----------------------------|---|---|--------|
| Domestic sales | 704.8 | 749.0 | -5.9% |
| Overseas sales | 863.1 | 891.3 | -3.2% |
| Net sales | 1,568.0 | 1,640.4 | -4.4% |
| Gross profit | 657.4 | 688.6 | -4.5% |
| Operating income | 86.3 | 134.0 | -35.5% |
| Income before income taxes | 60.0 | 134.0 | -55.2% |
| Net income | 29.5 | 85.2 | -65.4% |
| Exchange rate (Yen/US\$) | 102.83 | 117.32 | -14.49 |

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| | | | |
|--|-------------------|----------------|---------|
| Exchange rate (Yen/EURO) | 150.74 | 162.89 | -12.15 |
| Net income per share-basic (yen) | 40.84 | 116.84 | -76.00 |
| Net income per share-diluted (yen) | 39.73 | 113.74 | -74.01 |
| Cash flows from operating activities | 8.7 | 104.8 | -96.0 |
| Cash flows from investing activities | -250.7 | -160.9 | -89.7 |
| Cash flows from financing activities | 244.1 | -10.5 | 254.6 |
| Cash and cash equivalents at end of period | 155.1 | 189.4 | -34.3 |
| Capital expenditures | 72.3 | 57.8 | 14.5 |
| Depreciation for tangible fixed assets | 55.0 | 54.1 | 0.9 |
| R&D expenditures | 93.5 | 93.6 | -0.1 |
| | December 31, 2008 | March 31, 2008 | Change |
| Total assets | 2,405.1 | 2,214.3 | 190.7 |
| Shareholders' investment | 984.8 | 1,080.1 | -95.2 |
| Interest-bearing debt | 717.2 | 384.3 | 332.8 |
| Equity ratio (%) | 41.0 | 48.8 | -7.8 |
| Shareholders' investment per share (yen) | 1,357.20 | 1,498.29 | -141.09 |

(2) Three months ended December 31, 2007 and 2008

| | Three months ended December 31, 2008 Results | Three months ended December 31, 2007 Results | Change |
|--|--|--|--------|
| Domestic sales | 221.0 | 244.6 | -9.6% |
| Overseas sales | 281.0 | 307.3 | -8.6% |
| Net sales | 502.0 | 552.0 | -9.0% |
| Gross profit | 214.1 | 237.4 | -9.8% |
| Operating income | 21.3 | 49.4 | -56.9% |
| Income before income taxes | 1.1 | 49.0 | -97.6% |
| Net income | -4.8 | 32.1 | -- |
| Exchange rate (Yen/US\$) | 96.21 | 113.24 | -17.03 |
| Exchange rate (Yen/EURO) | 126.97 | 163.96 | -36.99 |
| Net income per share-basic (yen) | -6.62 | 44.01 | -50.63 |
| Net income per share-diluted (yen) | -6.45 | 42.84 | -49.29 |
| Capital expenditures | 25.3 | 18.1 | 7.2 |
| Depreciation for tangible fixed assets | 19.7 | 18.4 | 1.3 |
| R&D expenditures | 30.2 | 32.0 | -1.7 |

RICOH COMPANY, LTD.

* The Company bases the forecast estimates for the fiscal year ending March 31, 2009 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

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RICOH COMPANY, LTD. AND CONSOLIDATED SUBSIDIARIES

FINANCIAL HIGHLIGHTS FOR THE THIRD QUARTER ENDED DECEMBER 31, 2008 (U.S. GAAP
FINANCIAL INFORMATION)

1. RESULTS FOR THE PERIOD FROM APRIL 1, 2008 TO DECEMBER 31, 2008

| | (Millions of yen) | |
|---|--|--|
| | Third Quarter ended December 31, 2008 | Third Quarter ended December 31, 2007 |
| ----- | | |
| Net sales | 1,568,018 | 1,640,412 |
| (% change from the previous corresponding period) | -4.4 | 9.9 |
| Operating income | 86,378 | 134,020 |
| (% change from the previous corresponding period) | -35.5 | 10.0 |
| Income before income taxes | 60,063 | 134,085 |
| (% change from the previous corresponding period) | -55.2 | 9.0 |
| Net income | 29,540 | 85,276 |
| (% change from the previous corresponding period) | -65.4 | 2.4 |
| Net income per share-basic (yen) | 40.84 | 116.84 |
| Net income per share-diluted (yen) | 39.73 | 113.74 |

| | (Millions of yen) | |
|--|-------------------|----------------|
| | December 31, 2008 | March 31, 2008 |
| ----- | | |
| Total assets | 2,405,119 | 2,214,368 |
| Shareholders' Investment | 984,899 | 1,080,196 |
| Equity ratio (%) | 41.0 | 48.8 |
| Shareholders' investment per share (yen) | 1,357.20 | 1,498.29 |

2. DIVIDEND INFORMATION

| | Year ended March 31, 2008 (Results) | Year ending March 31, 2009 (Forecast) |
|--|---|---|
| ----- | | |
| Cash dividends, applicable to the year (yen) | 33.00 | 36.00 |
| Interim (yen) | 16.00 | 18.00 |
| Year-end (yen) | 17.00 | 18.00 |

Notes: Revision of expected dividends during this period: Yes

| | (Millions of yen) | |
|----------------------------|-------------------------------|--|
| | Year ending March 31, 2009 | |
| ----- | | |
| Net sales | 2,150,000 | |
| Operating income | 100,000 | |
| Income before income taxes | 70,000 | |

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| | |
|----------------------------|--------|
| Net income | 35,000 |
| Net income per share (yen) | 48.39 |

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

4. OTHERS

(1) Changes in significant subsidiaries: Yes (IKON Office Solutions, Inc.)

(2) Changes in accounting method: Yes

* For details see "4. Others" on page 5.

(3) Number of common stock outstanding (including treasury stock):

| | |
|-------------------------|--------------------|
| As of December 31, 2008 | 744,912,078 shares |
| As of March 31, 2008 | 744,912,078 shares |

(4) Number of treasury stock:

| | |
|-------------------------|-------------------|
| As of December 31, 2008 | 19,226,378 shares |
| As of March 31, 2008 | 23,960,828 shares |

(5) Average number of common stock:

| | |
|-------------------------|--------------------|
| As of December 31, 2008 | 723,338,893 shares |
| As of December 31, 2007 | 729,865,359 shares |

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CONSOLIDATED PERFORMANCE

1. OPERATING RESULTS

*Overview

Consolidated net sales of Ricoh Group for the 9months of fiscal year 2009 (9 months ended December 31, 2008) decreased by 4.4% as compared to the previous corresponding period, to Yen 1,568.0 billion. During this quarter, the average yen exchange rates were Yen 102.83 against the U.S. dollar (up Yen 14.49) and Yen 150.74 against the Euro (up Yen 12.15). Net sales would have increased by 1.4% excluding impact of such foreign currency exchange fluctuation.

As for Japan, sales in the Imaging & Solutions segment as well as sales in Industrial Products and Other segments all decreased. Consequently, overall domestic sales decreased by 5.9% as compared to the previous corresponding period.

As for overseas, while the sales of color MFPs and laser printers increased in each geographic area due to the effort to enhance its sales structures and expand printer business operations, the appreciation of the Yen negatively affect. Sales in the Americas increased by 8.2% (+23.5%, excluding foreign currency exchange fluctuation) despite economic downturns and the appreciation of the Yen against the U.S. dollar. However sales in Europe decreased by 8.0% (-0.3%, excluding foreign currency exchange fluctuation) and sales in Other, comprised of China, South East Asia and Oceania, decreased by 15.6% (-5.7%, excluding foreign currency exchange fluctuation). As a result, sales in the

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overseas market decreased by 3.2% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by 7.6% as compared to the previous corresponding period.

Gross profit decreased by 4.5% as compared to the previous corresponding period, to Yen 657.4 billion due mainly to the appreciation of the Yen. Gross profit as a percentage of net sales also decreased by 0.1 percentage point as compared to the previous corresponding period, to 41.9% because the advantage derived from cost reduction was not enough to offset the negative effect of the appreciation of the Yen.

While group-wide cost reduction efforts contributed to a decline in selling, general and administrative expenses, Ricoh incurred the expenses relating to enhancement of its sales structures and expansion of printer business operations. Consequently, selling, general and administrative expenses increased by 3.0% as compared to the previous corresponding period, to Yen 571.1 billion.

As a result, operating income decreased by 35.5% as compared to the previous corresponding period, to Yen 86.3 billion.

Other (income) expenses, foreign exchange loss increased as compared to the previous corresponding period. As a result, income before income taxes decreased by 55.2% as compared to the previous corresponding period, to Yen 60.0 billion.

As a result, net income decreased by 65.4% as compared to the previous corresponding period, to Yen 29.5 billion.

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*Conditions by Product Line

Conditions by Product Line for the third quarter ended December 31, 2008 are as follows;

Imaging & Solutions (Sales down 2.8% to Yen 1,363.7 billion)

Imaging Solutions (Sales down 5.0% to Yen 1,198.1 billion)

As for PPCs and MFPs, while sales of color products remained steady due mainly to strengthening its sales structures, sales of monochrome products decreased significantly as compared to the previous corresponding period.

As for printers, sales increased in overseas, reflecting Ricoh's continuing effort to strengthen its sales structures and expand printer business operations.

Excluding effects of foreign currency fluctuations, net sales in this category would have increased by 1.9% as compared to the previous corresponding period.

Network System Solutions (Sales up 17.0% to Yen 165.6 billion)

Sales in this category increased by 17.0% as compared to the previous corresponding period, to Yen 165.6 billion. Excluding effects of foreign currency fluctuations, net sales in this category would have increased by 20.3% as compared to the previous corresponding period.

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Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was Yen 13.9 billion.

As a result, sales in the Imaging & Solutions segment decreased by 2.8% as compared to the previous corresponding period, to Yen 1,363.7 billion. Operating income decreased by 20.0% as compared to the previous corresponding period, to Yen 139.4 billion due to the increase of expenses relating to enhancement of its sales structures and the expansion of its printer business operations as well as the appreciation of the Yen against U.S. dollar.

Industrial Products (Sales down 16.1% to Yen 93.7 billion)

Sales in the Industrial Products segment decreased by 16.1% as compared to the previous corresponding period, to Yen 93.7 billion. Sales of thermal media, semiconductor devices and electronic components decreased.

As a result, operating loss in the Industrial Products segment was Yen 0.9 billion (operating income Yen 4.0 billion for the previous corresponding period).

Other (Sales down 11.9% to Yen 110.4 billion)

Net sales in the Other segment decreased by 11.9% as compared to the previous corresponding period, to Yen 110.4 billion. Sales of digital cameras decreased both in Japan and overseas.

As a result operating income in the Other segment was Yen 0.5 billion (Yen 1.4 billion for the previous corresponding period).

2. FINANCIAL POSITION

*Assets, Liabilities and Shareholders' Investment

Total Assets, due to the completion of the acquisition of IKON Office Solutions, Inc. (hereinafter referred to as IKON, Inc.) in the third quarter ended December 31, 2008, increased by Yen 190.7 billion as compared to the end of the last fiscal year, to Yen 2,405.1 billion as of December 31, 2008.

For Assets, due to the completion of the acquisition of IKON, Inc., other investments including such as goodwill increased from the end of the previous period. As a result, total assets increased by Yen 190.7 billion, to Yen 2,405.1 billion.

For Liabilities, short-term borrowings, etc. increased due to the completion of the acquisition of IKON, Inc. and financing for the acquisition. As a result, total liabilities increased by Yen 295.2 billion as compared to the end of last fiscal year, to Yen 1,371.1 billion.

Minority Interest decreased by Yen 9.2 billion, to Yen 49.0 billion, due primarily to the fact that Ricoh Elemex Corporation became a wholly owned subsidiary of Ricoh.

Shareholders' investment decreased by Yen 95.2 billion, to Yen 984.8 billion due primarily to the increase of accumulated other comprehensive loss derived from the appreciation of the Yen.

*Cash Flows (9months from April 1, 2008 to December 31, 2008)

Cash Flows results for the third quarter ended December 31, 2008 are as follows;

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Net cash provided by operating activities in this period decreased by Yen 96.0 billion as compared to the previous corresponding period, to Yen 8.7 billion. Net income and trade payables decreased and inventories and finance receivables increased as compared to the previous corresponding period.

Net cash used in investing activities in this period increased by Yen 89.7 billion as compared to the previous corresponding period, to Yen 250.7 billion due to the acquisition of IKON, Inc.

As a result, free cash flows generated by operating and investing activities increased by Yen 185.8 billion as compared to the previous corresponding period, to cash outflows of Yen 241.9 billion.

Net cash flow from financing activities amounted to Yen 244.1 billion due primarily to an increase in short-term borrowings.

As a result, cash and cash equivalents as of December 31, 2008 decreased by Yen 15.4 billion as compared to the end of the preceding fiscal year, to Yen 155.1 billion.

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3. FORECAST FOR THE ENTIRE FISCAL YEAR

As for the forecast of business results for the full fiscal year ending March 31, 2009, we have revised downward our forecast of gross profit, operating income, income before income taxes and net income from announced in October 2008. This revision reflects the third quarter result and exchange rate fluctuations and so on. Although we have revised downward our forecast of sales in Japan and revised up that in overseas, we have not revised our forecast of sales in total.

Ricoh assumes that exchange rates of Yen 90.00 against the U.S. dollar and of Yen 120.00 against the Euro in the fourth quarter, which were changed from announced in October 2008.

Our performance forecast for fiscal year 2009 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2009

US\$ 1 = Yen 99.63 (Yen 114.40 in previous fiscal year)

EURO 1 = Yen 143.09 (Yen 161.69 in previous fiscal year)

| | (Billions of yen) | | |
|----------------------------|---|---|--------|
| | Year ending March 31, 2009 (Forecast) | Year ended March 31, 2008 (Results) | Change |
| Domestic sales | 959.0 | 1,016.0 | -5.6% |
| Overseas sales | 1,191.0 | 1,203.9 | -1.1% |
| Net sales | 2,150.0 | 2,219.9 | -3.2% |
| Gross profit | 879.0 | 927.7 | -5.3% |
| Operating income | 100.0 | 181.5 | -44.9% |
| Income before income taxes | 70.0 | 174.6 | -59.9% |
| Net income | 35.0 | 106.4 | -67.1% |

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* Ricoh bases the forecast estimates for the year ending March 31, 2009 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

4. OTHERS

(1) Changes in significant subsidiaries:

The acquisition of IKON Office Solutions, Inc. (hereinafter referred to as IKON, Inc.) was completed effective as of October 31, 2008, through Ricoh Americas Corporation (hereinafter referred to as RAC) that was Ricoh's wholly owned U.S. distribution subsidiary controlling sales comprehensively in the Americas. Therefore, IKON, Inc. became the wholly owned subsidiary of RAC.

(2) Changes in accounting method:

Adoption of new accounting standards:

i. In September 2006, the FASB issued SFAS No.157, "Fair Value Measurements". The effect that adoption of SFAS 157 has on its consolidated results of operations and financial condition was not material.

ii. In September 2006, the FASB issued SFAS 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans". The effect that adoption of SFAS 158 has on its consolidated results of operations and financial condition was not material.

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5. CONSOLIDATED FINANCIAL STATEMENTS

(1) CONSOLIDATED BALANCE SHEETS

| Assets | (Millions of yen) | | |
|-------------------------------------|-------------------|----------------|---------|
| | December 31, 2008 | March 31, 2008 | Change |
| Current Assets | | | |
| Cash and time deposits | 157,127 | 172,138 | -15,011 |
| Trade receivables | 695,105 | 699,043 | -3,938 |
| Inventories | 224,127 | 192,023 | 32,104 |
| Other current assets | 69,112 | 60,936 | 8,176 |
| Total Current Assets | 1,145,471 | 1,124,140 | 21,331 |
| Fixed Assets | | | |
| Tangible fixed assets | 260,780 | 254,633 | 6,147 |
| Finance receivables | 464,205 | 445,436 | 18,769 |
| Other investments | 534,663 | 390,159 | 144,504 |
| Total Fixed Assets | 1,259,648 | 1,090,228 | 169,420 |
| Total Assets | 2,405,119 | 2,214,368 | 190,751 |
| Note: | | | |
| Contents of cash and time deposits; | | | |
| Cash and cash equivalents | 155,141 | 170,607 | |
| Time deposits | 1,986 | 1,531 | |

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| Liabilities and Shareholders' Investment | (Millions of yen) | | |
|---|-------------------|----------------|----------|
| | December 31, 2008 | March 31, 2008 | Change |
| <hr/> | | | |
| Current Liabilities | | | |
| Trade payables | 324,825 | 360,569 | -35,744 |
| Short-term borrowings | 466,147 | 158,442 | 307,705 |
| Other current liabilities | 155,643 | 194,745 | -39,102 |
| Total Current Liabilities | 946,615 | 713,756 | 232,859 |
| Fixed Liabilities | | | |
| Long-term indebtedness | 251,068 | 225,930 | 25,138 |
| Accrued pension and severance costs | 131,891 | 99,830 | 32,061 |
| Other fixed liabilities | 41,573 | 36,373 | 5,200 |
| Total Fixed Liabilities | 424,532 | 362,133 | 62,399 |
| <hr/> | | | |
| Total Liabilities | 1,371,147 | 1,075,889 | 295,258 |
| <hr/> | | | |
| Minority Interest | 49,073 | 58,283 | -9,210 |
| <hr/> | | | |
| Shareholders' Investment | | | |
| Common stock | 135,364 | 135,364 | -- |
| Additional paid-in capital | 186,083 | 186,448 | -365 |
| Retained earnings | 839,390 | 835,238 | 4,152 |
| Accumulated other comprehensive loss | -139,262 | -31,005 | -108,257 |
| Treasury stock | -36,676 | -45,849 | 9,173 |
| Total Shareholders' Investment | 984,899 | 1,080,196 | -95,297 |
| <hr/> | | | |
| Total Liabilities and Shareholders' Investment | 2,405,119 | 2,214,368 | 190,751 |
| <hr/> | | | |
| Note: Other comprehensive loss; | | | |
| Net unrealized holding gains (losses) on available-for-sale securities | -7,138 | 1,316 | -8,454 |
| Pension liability adjustments | -38,709 | -20,788 | -17,921 |
| Net unrealized gains (losses) on derivative instruments | -354 | -408 | 54 |
| Cumulative translation adjustments | -93,061 | -11,125 | -81,936 |
| <hr/> | | | |
| Reference: Exchange rate | December 31, 2008 | March 31, 2008 | |
| US\$ 1 | Yen 91.03 | Yen 100.19 | |
| EURO 1 | Yen 127.96 | Yen 158.19 | |

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(2) CONSOLIDATED STATEMENTS OF INCOME

| Third Quarter ended December 31, 2007 and 2008 | (Million) | | |
|--|--|--|---------|
| | Third Quarter ended December 31, 2008 | Third Quarter ended December 31, 2007 | Change |
| <hr/> | | | |
| Net sales | 1,568,018 | 1,640,412 | -72,394 |
| Cost of sales | 910,529 | 951,743 | -41,214 |
| Percentage of net sales (%) | 58.1 | 58.0 | |
| Gross Profit | 657,489 | 688,669 | -31,180 |
| Percentage of net sales (%) | 41.9 | 42.0 | |
| Selling, general and administrative expenses | 571,111 | 554,649 | 16,462 |

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| | | | |
|---|------------|------------|---------|
| Percentage of net sales (%) | 36.4 | 33.8 | |
| Operating income | 86,378 | 134,020 | -47,642 |
| Percentage of net sales (%) | 5.5 | 8.2 | |
| Other (income) expenses | | | |
| Interest and dividend income | 3,828 | 4,554 | -726 |
| Percentage of net sales (%) | 0.2 | 0.3 | |
| Interest expense | 4,322 | 3,466 | 856 |
| Percentage of net sales (%) | 0.3 | 0.2 | |
| Other, net | 25,821 | 1,023 | 24,798 |
| Percentage of net sales (%) | 1.6 | 0.1 | |
| Income before income taxes, equity income and minority interests | 60,063 | 134,085 | -74,022 |
| Percentage of net sales (%) | 3.8 | 8.2 | |
| Provision for income taxes | 28,280 | 45,615 | -17,335 |
| Percentage of net sales (%) | 1.8 | 2.8 | |
| Minority interests in earnings of subsidiaries | 2,258 | 4,475 | -2,217 |
| Percentage of net sales (%) | 0.1 | 0.3 | |
| Equity in earnings of affiliates | 15 | 1,281 | -1,266 |
| Percentage of net sales (%) | 0.0 | 0.1 | |
| Net Income | 29,540 | 85,276 | -55,736 |
| Percentage of net sales (%) | 1.9 | 5.2 | |
| ----- | | | |
| Reference : Exchange rate | | | |
| US\$ 1 | Yen 102.83 | Yen 117.32 | |
| EURO 1 | Yen 150.74 | Yen 162.89 | |

Three months ended December 31, 2007 and 2008

(Million)

| | Three months ended December 31, 2008 | Three months ended December 31, 2007 | Change |
|---|---|---|---------|
| Net sales | 502,091 | 552,039 | -49,948 |
| Cost of sales | 287,946 | 314,623 | -26,677 |
| Percentage of net sales (%) | 57.3 | 57.0 | |
| Gross Profit | 214,145 | 237,416 | -23,271 |
| Percentage of net sales (%) | 42.7 | 43.0 | |
| Selling, general and administrative expenses | 192,843 | 187,964 | 4,879 |
| Percentage of net sales (%) | 38.5 | 34.0 | |
| Operating income | 21,302 | 49,452 | -28,150 |
| Percentage of net sales (%) | 4.2 | 9.0 | |
| Other (income) expenses | | | |
| Interest and dividend income | 750 | 1,394 | -644 |
| Percentage of net sales (%) | 0.1 | 0.3 | |
| Interest expense | 1,874 | 745 | 1,129 |
| Percentage of net sales (%) | 0.4 | 0.1 | |
| Other, net | 18,990 | 1,058 | 17,932 |
| Percentage of net sales (%) | 3.7 | 0.3 | |
| Income before income taxes, equity income and minority interests | 1,188 | 49,043 | -47,855 |
| Percentage of net sales (%) | 0.2 | 8.9 | |
| Provision for income taxes | 5,698 | 15,737 | -10,039 |
| Percentage of net sales (%) | 1.1 | 2.9 | |
| Minority interests in earnings of subsidiaries | 288 | 1,516 | -1,228 |
| Percentage of net sales (%) | 0.1 | 0.3 | |
| Equity in earnings of affiliates | -7 | 326 | -333 |
| Percentage of net sales (%) | 0.0 | 0.1 | |
| Net Income | -4,805 | 32,116 | -36,921 |
| Percentage of net sales (%) | -1.0 | 5.8 | |

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| | | |
|---------------------------|------------|------------|
| Reference : Exchange rate | | |
| US\$ 1 | Yen 96.21 | Yen 113.24 |
| EURO 1 | Yen 126.97 | Yen 163.96 |

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CONSOLIDATED SALES BY PRODUCT CATEGORY

Third Quarter ended December 31, 2007 and 2008

(Million)

| | Third Quarter ended December 31, 2008 | Third Quarter ended December 31, 2007 | Change |
|-----------------------------|--|--|---------|
| [Imaging & Solutions] | | | |
| Imaging Solutions | 1,198,102 | 1,261,705 | -63,603 |
| Percentage of net sales (%) | 76.4 | 76.9 | |
| Network System Solutions | 165,666 | 141,570 | 24,096 |
| Percentage of net sales (%) | 10.6 | 8.6 | |
| Imaging & Solutions Total | 1,363,768 | 1,403,275 | -39,507 |
| Percentage of net sales (%) | 87.0 | 85.5 | |
| [Industrial Products] | | | |
| Industrial Products | 93,754 | 111,749 | -17,995 |
| Percentage of net sales (%) | 6.0 | 6.8 | |
| [Other] | | | |
| Other | 110,496 | 125,388 | -14,892 |
| Percentage of net sales (%) | 7.0 | 7.7 | |
| Grand Total | 1,568,018 | 1,640,412 | -72,394 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| Reference : Exchange rate | | | |
| US\$ 1 | Yen 102.83 | Yen 117.32 | |
| EURO 1 | Yen 150.74 | Yen 162.89 | |

* Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was Yen 13,988 million.

Three months ended December 31, 2007 and 2008

| | Three months ended December 31, 2008 | Three months ended December 31, 2007 | Change |
|-----------------------------|---|---|---------|
| [Imaging & Solutions] | | | |
| Imaging Solutions | 383,997 | 434,313 | -50,316 |
| Percentage of net sales (%) | 76.5 | 78.7 | |
| Network System Solutions | 59,999 | 44,335 | 15,664 |
| Percentage of net sales (%) | 11.9 | 8.0 | |
| Imaging & Solutions Total | 443,996 | 478,648 | -34,652 |

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| | | | |
|-----------------------------|------------|------------|---------|
| Percentage of net sales (%) | 88.4 | 86.7 | |
| ----- | | | |
| [Industrial Products] | | | |
| Industrial Products | 25,913 | 34,273 | -8,360 |
| Percentage of net sales (%) | 5.2 | 6.2 | |
| ----- | | | |
| [Other] | | | |
| Other | 32,182 | 39,118 | -6,936 |
| Percentage of net sales (%) | 6.4 | 7.1 | |
| ----- | | | |
| Grand Total | 502,091 | 552,039 | -49,948 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| ----- | | | |
| Reference : Exchange rate | | | |
| US\$ 1 | Yen 96.21 | Yen 113.24 | |
| EURO 1 | Yen 126.97 | Yen 163.96 | |

* Overseas IT service sales business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was Yen 4,445 million.

8

CONSOLIDATED SALES BY GEOGRAPHIC AREA

Third Quarter ended December 31, 2007 and 2008 (Million)

| | Third Quarter ended December 31, 2008 | Third Quarter ended December 31, 2007 | Change |
|-----------------------------|--|--|---------|
| ----- | | | |
| [Domestic] | 704,886 | 749,091 | -44,205 |
| Percentage of net sales (%) | 45.0 | 45.7 | |
| [Overseas] | 863,132 | 891,321 | -28,189 |
| Percentage of net sales (%) | 55.0 | 54.3 | |
| The Americas | 350,467 | 323,953 | 26,514 |
| Percentage of net sales (%) | 22.4 | 19.7 | |
| Europe | 408,263 | 443,645 | -35,382 |
| Percentage of net sales (%) | 26.0 | 27.0 | |
| Other | 104,402 | 123,723 | -19,321 |
| Percentage of net sales (%) | 6.6 | 7.6 | |
| Grand Total | 1,568,018 | 1,640,412 | -72,394 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| ----- | | | |
| Reference : Exchange rate | | | |
| US\$ 1 | Yen 102.83 | Yen 117.32 | |
| EURO 1 | Yen 150.74 | Yen 162.89 | |

Three months ended December 31, 2007 and 2008 (Million)

| | Three months ended December 31, 2008 | Three months ended December 31, 2007 | Change |
|-------|---|---|--------|
| ----- | | | |

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| | | | |
|-----------------------------|---------|---------|---------|
| [Domestic] | 221,069 | 244,652 | -23,583 |
| Percentage of net sales (%) | 44.0 | 44.3 | |
| [Overseas] | 281,022 | 307,387 | -26,365 |
| Percentage of net sales (%) | 56.0 | 55.7 | |
| The Americas | 132,882 | 108,252 | 24,630 |
| Percentage of net sales (%) | 26.5 | 19.6 | |
| Europe | 119,553 | 154,529 | -34,976 |
| Percentage of net sales (%) | 23.8 | 28.0 | |
| Other | 28,587 | 44,606 | -16,019 |
| Percentage of net sales (%) | 5.7 | 8.1 | |
| Grand Total | 502,091 | 552,039 | -49,948 |
| Percentage of net sales (%) | 100.0 | 100.0 | |

Reference : Exchange rate

| | | |
|--------|------------|------------|
| US\$ 1 | Yen 96.21 | Yen 113.24 |
| EURO 1 | Yen 126.97 | Yen 163.96 |

9

(3) CONSOLIDATED STATEMENTS OF CASH FLOWS

| | Third Quarter ended December 31, 2008 | Third Decem |
|---|--|----------------|
| (Mil) | | |
| ----- | | |
| I. Cash Flows from Operating Activities: | | |
| Net income | 29,540 | |
| Adjustments to reconcile net income to net cash provided by operating activities-- | | |
| Depreciation and amortization | 74,449 | |
| Equity in earnings of affiliates, net of dividends received | -15 | |
| Deferred income taxes | 4,562 | |
| Loss on disposals and sales of tangible fixed assets | 1,170 | |
| Pension and severance costs, less payments | 3,273 | |
| Changes in assets and liabilities-- | | |
| Decrease in trade receivables | 15,315 | |
| Increase in inventories | -30,936 | |
| Increase in finance receivables | -11,509 | |
| Decrease in trade payables | -50,108 | |
| Decrease in accrued income taxes and accrued expenses and other | -56,210 | |
| Other, net | 29,234 | |
| ----- | | |
| Net cash provided by operating activities | 8,765 | |
| ----- | | |
| II. Cash Flows from Investing Activities: | | |
| Proceeds from sales of property, plant and equipment | 73 | |
| Expenditures for property, plant and equipment | -72,344 | |
| Payments for purchases of available-for-sale securities | -1,275 | |
| Proceeds from sales of available-for-sale securities | 243 | |
| Increase in time deposits | -689 | |
| Purchase of business, net of cash acquired | -158,673 | |
| Other, net | -18,063 | |
| ----- | | |
| Net cash used in investing activities | -250,728 | |

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| | |
|--|---------|
| ----- | |
| III. Cash Flows from Financing Activities: | |
| Proceeds from long-term indebtedness | 54,355 |
| Repayment of long-term indebtedness | -53,511 |
| Increase in short-term borrowings, net | 295,813 |
| Repayment of long-term debt securities | -26,143 |
| Dividends paid | -25,320 |
| Payment for purchase of treasury stock | -605 |
| Other, net | -427 |
| ----- | |
| Net cash used in financing activities | 244,162 |
| ----- | |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents | -17,665 |
| ----- | |
| V. Net Increase (Decrease) in Cash and Cash Equivalents | -15,466 |
| ----- | |
| VI. Cash and Cash Equivalents at Beginning of Year | 170,607 |
| ----- | |
| VII. Cash and Cash Equivalents at End of Period | 155,141 |
| ----- | |

10

(4) NOTES ON PREMISE GOING CONCERN

Not applicable

(5) SEGMENT INFORMATION

(a) Operating Segments Information

Third Quarter ended December 31, 2007 and 2008

| | Third Quarter ended December 31, 2008 | Third Decem |
|--|--|----------------|
| ----- | | |
| IMAGING & SOLUTIONS: | | |
| Net sales: | | |
| Unaffiliated customers | 1,363,768 | 1 |
| Intersegment | -- | |
| Total | 1,363,768 | 1 |
| ----- | | |
| Operating expenses | 1,224,350 | 1 |
| ----- | | |
| Operating income | 139,418 | |
| Operating income on sales in Imaging & Solutions (%) | 10.2 | |
| ----- | | |
| INDUSTRIAL PRODUCTS: | | |
| Net sales: | | |
| Unaffiliated customers | 93,754 | |
| Intersegment | 3,472 | |
| Total | 97,226 | |
| ----- | | |
| Operating expenses | 98,194 | |
| ----- | | |
| Operating income | -968 | |

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| | | |
|--|-----------|---|
| Operating income on sales in Industrial Products (%) | -1.0 | |
| ----- | | |
| OTHER: | | |
| Net sales: | | |
| Unaffiliated customers | 110,496 | |
| Intersegment | -- | |
| Total | 110,496 | |
| ----- | | |
| Operating expenses | 109,917 | |
| ----- | | |
| Operating income | 579 | |
| Operating income on sales in Other (%) | 0.5 | |
| ----- | | |
| CORPORATE AND ELIMINATIONS: | | |
| Net sales: | | |
| Intersegment | -3,472 | |
| Total | -3,472 | |
| ----- | | |
| Operating expenses: | | |
| Intersegment | -3,473 | |
| Corporate | 52,652 | |
| Total | 49,179 | |
| ----- | | |
| Operating income | -52,651 | |
| ----- | | |
| CONSOLIDATED: | | |
| Net sales: | | |
| Unaffiliated customers | 1,568,018 | 1 |
| Intersegment | -- | |
| Total | 1,568,018 | 1 |
| ----- | | |
| Operating expenses | 1,481,640 | 1 |
| ----- | | |
| Operating income | 86,378 | |
| Operating income on consolidated net sales (%) | 5.5 | |
| ----- | | |

11

Three months ended December 31, 2007 and 2008

| | Three months ended December 31, 2008 | Three Decem |
|--|---|----------------|
| ----- | | |
| IMAGING & SOLUTIONS: | | |
| Net sales: | | |
| Unaffiliated customers | 443,996 | |
| Intersegment | -- | |
| Total | 443,996 | |
| ----- | | |
| Operating expenses | 402,781 | |
| ----- | | |
| Operating income | 41,215 | |
| Operating income on sales in Imaging & Solutions (%) | 9.3 | |
| ----- | | |
| INDUSTRIAL PRODUCTS: | | |

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| | | |
|--|--|---------|
| Net sales: | | |
| Unaffiliated customers | | 25,913 |
| Intersegment | | 1,179 |
| Total | | 27,092 |
| ----- | | |
| Operating expenses | | 28,836 |
| ----- | | |
| Operating income | | -1,744 |
| Operating income on sales in Industrial Products (%) | | -6.4 |
| ----- | | |
| OTHER: | | |
| Net sales: | | |
| Unaffiliated customers | | 32,182 |
| Intersegment | | -- |
| Total | | 32,182 |
| ----- | | |
| Operating expenses | | 33,184 |
| ----- | | |
| Operating income | | -1,002 |
| Operating income on sales in Other (%) | | -3.1 |
| ----- | | |
| CORPORATE AND ELIMINATIONS: | | |
| Net sales: | | |
| Intersegment | | -1,179 |
| Total | | -1,179 |
| ----- | | |
| Operating expenses: | | |
| Intersegment | | -1,181 |
| Corporate | | 17,169 |
| Total | | 15,988 |
| ----- | | |
| Operating income | | -17,167 |
| ----- | | |
| CONSOLIDATED: | | |
| Net sales: | | |
| Unaffiliated customers | | 502,091 |
| Intersegment | | -- |
| Total | | 502,091 |
| ----- | | |
| Operating expenses | | 480,789 |
| ----- | | |
| Operating income | | 21,302 |
| Operating income on consolidated net sales (%) | | 4.2 |
| ----- | | |

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(b) Geographic Segments Information

Third Quarter ended December 31, 2007 and 2008

Third Quarter ended Third Quarter ended
December 31, 2008 December 31, 2007

JAPAN:
Net sales:

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| | | |
|--|-----------|-----------|
| External customers | 723,708 | 775,154 |
| Intersegment | 346,985 | 376,115 |
| Total | 1,070,693 | 1,151,269 |
| <hr/> | | |
| Operating expenses | 1,010,551 | 1,067,012 |
| <hr/> | | |
| Operating income | 60,142 | 84,257 |
| Operating income on sales in Japan (%) | 5.6 | 7.3 |
| <hr/> | | |
| THE AMERICAS: | | |
| Net sales: | | |
| External customers | 351,451 | 321,282 |
| Intersegment | 3,172 | 2,727 |
| Total | 354,623 | 324,009 |
| <hr/> | | |
| Operating expenses | 367,286 | 318,754 |
| <hr/> | | |
| Operating income | -12,663 | 5,255 |
| Operating income on sales in the Americas (%) | -3.6 | 1.6 |
| <hr/> | | |
| EUROPE: | | |
| Net sales: | | |
| External customers | 405,532 | 444,548 |
| Intersegment | 2,046 | 2,366 |
| Total | 407,578 | 446,914 |
| <hr/> | | |
| Operating expenses | 380,817 | 419,664 |
| <hr/> | | |
| Operating income | 26,761 | 27,250 |
| Operating income on sales in Europe (%) | 6.6 | 6.1 |
| <hr/> | | |
| OTHER: | | |
| Net sales: | | |
| External customers | 87,327 | 99,428 |
| Intersegment | 126,922 | 134,188 |
| Total | 214,249 | 233,616 |
| <hr/> | | |
| Operating expenses | 204,186 | 214,312 |
| <hr/> | | |
| Operating income | 10,063 | 19,304 |
| Operating income on sales in Other (%) | 4.7 | 8.3 |
| <hr/> | | |
| CORPORATE AND ELIMINATIONS: | | |
| Net sales: | | |
| Intersegment | -479,125 | -515,396 |
| Total | -479,125 | -515,396 |
| <hr/> | | |
| Operating expenses | -481,200 | -513,350 |
| <hr/> | | |
| Operating income | 2,075 | -2,046 |
| <hr/> | | |
| CONSOLIDATED: | | |
| Net sales: | | |
| External customers | 1,568,018 | 1,640,412 |
| Intersegment | -- | -- |
| Total | 1,568,018 | 1,640,412 |
| <hr/> | | |
| Operating expenses | 1,481,640 | 1,506,392 |
| <hr/> | | |
| Operating income | 86,378 | 134,020 |
| Operating income on consolidated net sales (%) | 5.5 | 8.2 |
| <hr/> | | |

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Three months ended December 31, 2007 and 2008

| | Three months ended December 31, 2008 | Three months ended December 31, 2007 |
|---|---|---|
| JAPAN: | | |
| Net sales: | | |
| External customers | 224,054 | 253,802 |
| Intersegment | 110,052 | 127,542 |
| Total | 334,106 | 381,344 |
| Operating expenses | 321,681 | 347,595 |
| Operating income | 12,425 | 33,749 |
| Operating income on sales in Japan (%) | 3.7 | 8.9 |
| THE AMERICAS: | | |
| Net sales: | | |
| External customers | 134,803 | 107,457 |
| Intersegment | 916 | 627 |
| Total | 135,719 | 108,084 |
| Operating expenses | 143,103 | 108,280 |
| Operating income | -7,384 | -196 |
| Operating income on sales in the Americas (%) | -5.4 | -0.2 |
| EUROPE: | | |
| Net sales: | | |
| External customers | 118,625 | 155,240 |
| Intersegment | 560 | 635 |
| Total | 119,185 | 155,875 |
| Operating expenses | 112,577 | 144,455 |
| Operating income | 6,608 | 11,420 |
| Operating income on sales in Europe (%) | 5.5 | 7.3 |
| OTHER: | | |
| Net sales: | | |
| External customers | 24,609 | 35,540 |
| Intersegment | 41,757 | 43,283 |
| Total | 66,366 | 78,823 |
| Operating expenses | 64,601 | 71,763 |
| Operating income | 1,765 | 7,060 |
| Operating income on sales in Other (%) | 2.7 | 9.0 |
| CORPORATE AND ELIMINATIONS: | | |
| Net sales: | | |
| Intersegment | -153,285 | -172,087 |
| Total | -153,285 | -172,087 |

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| | | |
|--|----------|----------|
| Operating expenses | -161,173 | -169,506 |
| Operating income | 7,888 | -2,581 |
| CONSOLIDATED: | | |
| Net sales: | | |
| External customers | 502,091 | 552,039 |
| Intersegment | -- | -- |
| Total | 502,091 | 552,039 |
| Operating expenses | 480,789 | 502,587 |
| Operating income | 21,302 | 49,452 |
| Operating income on consolidated net sales (%) | 4.2 | 9.0 |

(6) NOTES ON SIGNIFICANT CHANGES IN SHAREHOLDERS' INVESTMENT

Not applicable

14

-APPENDIX-

1. CONSOLIDATED SALES BY PRODUCT CATEGORY

Third Quarter ended December 31, 2007 and 2008

| | Third Quarter ended December 31, 2008 | Third Quarter ended December 31, 2007 | Change |
|-----------------------------|--|--|---------|
| [Imaging Solutions] | | | |
| Imaging Solutions | 1,198,102 | 1,261,705 | -63,603 |
| Percentage of net sales (%) | 76.4 | 76.9 | |
| Domestic | 423,032 | 449,601 | -26,569 |
| Overseas | 775,070 | 812,104 | -37,034 |
| Network System Solutions | 165,666 | 141,570 | 24,096 |
| Percentage of net sales (%) | 10.6 | 8.6 | |
| Domestic | 127,327 | 132,973 | -5,646 |
| Overseas | 38,339 | 8,597 | 29,742 |
| Imaging & Solutions Total | 1,363,768 | 1,403,275 | -39,507 |
| Percentage of net sales (%) | 87.0 | 85.5 | |
| Domestic | 550,359 | 582,574 | -32,215 |
| Overseas | 813,409 | 820,701 | -7,292 |
| The Americas | 337,955 | 310,696 | 27,259 |
| Europe | 391,209 | 418,708 | -27,499 |
| Other | 84,245 | 91,297 | -7,052 |
| [Industrial Products] | | | |
| Industrial Products | 93,754 | 111,749 | -17,995 |
| Percentage of net sales (%) | 6.0 | 6.8 | |
| Domestic | 52,904 | 61,390 | -8,486 |
| Overseas | 40,850 | 50,359 | -9,509 |
| The Americas | 11,101 | 11,496 | -395 |
| Europe | 14,162 | 16,983 | -2,821 |

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| | | | |
|-----------------------------|------------|------------|------------|
| Other | 15,587 | 21,880 | -6,293 |
| ----- | | | |
| [Other] | | | |
| Other | 110,496 | 125,388 | -14,892 |
| Percentage of net sales (%) | 7.0 | 7.7 | |
| Domestic | 101,623 | 105,127 | -3,504 |
| Overseas | 8,873 | 20,261 | -11,388 |
| The Americas | 1,411 | 1,761 | -350 |
| Europe | 2,892 | 7,954 | -5,062 |
| Other | 4,570 | 10,546 | -5,976 |
| ----- | | | |
| Grand Total | 1,568,018 | 1,640,412 | -72,394 |
| Percentage of net sales (%) | 100.0 | 100.0 | |
| Domestic | 704,886 | 749,091 | -44,205 |
| Percentage of net sales (%) | 45.0 | 45.7 | |
| Overseas | 863,132 | 891,321 | -28,189 |
| Percentage of net sales (%) | 55.0 | 54.3 | |
| The Americas | 350,467 | 323,953 | 26,514 |
| Percentage of net sales (%) | 22.4 | 19.7 | |
| Europe | 408,263 | 443,645 | -35,382 |
| Percentage of net sales (%) | 26.0 | 27.0 | |
| Other | 104,402 | 123,723 | -19,321 |
| Percentage of net sales (%) | 6.6 | 7.6 | |
| ----- | | | |
| Reference: Exchange rate | | | |
| US\$ 1 | Yen 102.83 | Yen 117.32 | Yen -14.49 |
| EURO 1 | Yen 150.74 | Yen 162.89 | Yen -12.15 |

* Each category includes the following product line:

| | |
|--------------------------|--|
| Imaging Solutions | Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software |
| Network System Solutions | Personal computers, servers, network systems and network related software |
| Industrial Products | Thermal media, optical equipment, semiconductor devices, electronic components and measuring equipment |
| Other | Digital cameras |

* Overseas IT service business was changed from Imaging Solutions to Network System Solutions in this period. The effect of the change was Yen 13,988 million.

A1

Three months ended December 31, 2007 and 2008

| | Three months ended December 31, 2008 | Three months ended December 31, 2007 | Change | % |
|-----------------------|---|---|---------|-----|
| [Imaging & Solutions] | | | | |
| Imaging Solutions | 383,997 | 434,313 | -50,316 | -11 |

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| | | | | |
|-----------------------------|------------|------------|------------|-----|
| Percentage of net sales (%) | 76.5 | 78.7 | | |
| Domestic | 136,870 | 152,953 | -16,083 | -10 |
| Overseas | 247,127 | 281,360 | -34,233 | -12 |
| Network System Solutions | 59,999 | 44,335 | 15,664 | 35 |
| Percentage of net sales (%) | 11.9 | 8.0 | | |
| Domestic | 38,611 | 41,343 | -2,732 | -6 |
| Overseas | 21,388 | 2,992 | 18,396 | 614 |
| Imaging & Solutions Total | 443,996 | 478,648 | -34,652 | -7 |
| Percentage of net sales (%) | 88.4 | 86.7 | | |
| Domestic | 175,481 | 194,296 | -18,815 | -9 |
| Overseas | 268,515 | 284,352 | -15,837 | -5 |
| The Americas | 129,546 | 104,403 | 25,143 | 24 |
| Europe | 115,587 | 147,098 | -31,511 | -21 |
| Other | 23,382 | 32,851 | -9,469 | -28 |
| ----- | | | | |
| [Industrial Products] | | | | |
| Industrial Products | 25,913 | 34,273 | -8,360 | -24 |
| Percentage of net sales (%) | 5.2 | 6.2 | | |
| Domestic | 15,590 | 17,139 | -1,549 | -9 |
| Overseas | 10,323 | 17,134 | -6,811 | -39 |
| The Americas | 2,983 | 3,483 | -500 | -14 |
| Europe | 3,283 | 5,457 | -2,174 | -39 |
| Other | 4,057 | 8,194 | -4,137 | -50 |
| ----- | | | | |
| [Other] | | | | |
| Other | 32,182 | 39,118 | -6,936 | -17 |
| Percentage of net sales (%) | 6.4 | 7.1 | | |
| Domestic | 29,998 | 33,217 | -3,219 | -9 |
| Overseas | 2,184 | 5,901 | -3,717 | -63 |
| The Americas | 353 | 366 | -13 | -3 |
| Europe | 683 | 1,974 | -1,291 | -65 |
| Other | 1,148 | 3,561 | -2,413 | -67 |
| ----- | | | | |
| Grand Total | 502,091 | 552,039 | -49,948 | -9 |
| Percentage of net sales (%) | 100.0 | 100.0 | | |
| Domestic | 221,069 | 244,652 | -23,583 | -9 |
| Percentage of net sales (%) | 44.0 | 44.3 | | |
| Overseas | 281,022 | 307,387 | -26,365 | -8 |
| Percentage of net sales (%) | 56.0 | 55.7 | | |
| The Americas | 132,882 | 108,252 | 24,630 | 22 |
| Percentage of net sales (%) | 26.5 | 19.6 | | |
| Europe | 119,553 | 154,529 | -34,976 | -22 |
| Percentage of net sales (%) | 23.8 | 28.0 | | |
| Other | 28,587 | 44,606 | -16,019 | -35 |
| Percentage of net sales (%) | 5.7 | 8.1 | | |
| ----- | | | | |
| Reference: Exchange rate | | | | |
| US\$ 1 | Yen 96.21 | Yen 113.24 | Yen -17.03 | |
| EURO 1 | Yen 126.97 | Yen 163.96 | Yen -36.99 | |

* Each category includes the following product line:

| | |
|--------------------------|--|
| Imaging Solutions | Digital PPCs, color PPCs, digital duplicators, facsimile machines, analog PPCs, diazo copiers, scanners, MFPs(multifunctional printers), laser printers and software |
| Network System Solutions | Personal computers, servers, network systems and network related software |
| Industrial Products | Thermal media, optical equipment, semiconductor |

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| | | | | | | | |
|-----------------------|-------|-------|-------|-------|---------|-------|---------|
| Domestic | 207.0 | -3.5 | 207.0 | -3.5 | 757.3 | -5.0 | 757.3 |
| Overseas | 315.9 | 8.3 | 369.0 | 26.5 | 1,129.3 | 1.5 | 1,274.7 |
| The Americas | 163.0 | 54.1 | 180.7 | 70.9 | 500.9 | 20.3 | 566.5 |
| Europe | 124.6 | -18.4 | 157.0 | 2.8 | 515.8 | -9.7 | 581.2 |
| Other | 28.3 | -15.0 | 31.3 | -5.9 | 112.5 | -9.7 | 126.9 |
| ----- | | | | | | | |
| [Industrial Products] | | | | | | | |
| Industrial Products | 22.3 | -31.6 | 23.4 | -28.2 | 116.0 | -19.6 | 119.7 |
| Domestic | 13.1 | -22.1 | 13.1 | -22.1 | 66.0 | -15.6 | 66.0 |
| Overseas | 9.2 | -41.7 | 10.3 | -34.6 | 50.0 | -24.3 | 53.7 |
| The Americas | 2.5 | -46.4 | 2.7 | -40.6 | 13.6 | -15.8 | 15.3 |
| Europe | 2.4 | -55.9 | 3.0 | -44.5 | 16.5 | -26.1 | 18.0 |
| Other | 4.3 | -24.1 | 4.5 | -20.2 | 19.8 | -27.8 | 20.3 |
| ----- | | | | | | | |
| [Other] | | | | | | | |
| Other | 36.7 | -9.6 | 37.2 | -8.6 | 147.2 | -11.3 | 148.7 |
| Domestic | 34.0 | -4.6 | 34.0 | -4.6 | 135.6 | -3.7 | 135.6 |
| Overseas | 2.7 | -45.2 | 3.2 | -36.4 | 11.6 | -54.0 | 13.1 |
| The Americas | 0.4 | -7.6 | 0.4 | 1.6 | 1.8 | -17.5 | 2.0 |
| Europe | 0.9 | -33.8 | 1.1 | -16.1 | 3.7 | -59.3 | 4.2 |
| Other | 1.4 | -54.9 | 1.6 | -50.0 | 6.0 | -56.2 | 6.8 |
| ----- | | | | | | | |
| Grand Total | 581.9 | 0.4 | 636.7 | 9.9 | 2,150.0 | -3.2 | 2,300.6 |
| Domestic | 254.1 | -4.8 | 254.1 | -4.8 | 959.0 | -5.6 | 959.0 |
| Overseas | 327.8 | 4.9 | 382.6 | 22.4 | 1,191.0 | -1.1 | 1,341.6 |
| The Americas | 165.9 | 49.7 | 183.9 | 65.9 | 516.3 | 18.8 | 583.9 |
| Europe | 127.9 | -19.8 | 161.2 | 1.0 | 536.1 | -11.1 | 603.6 |
| Other | 34.0 | -19.3 | 37.4 | -11.2 | 138.4 | -16.6 | 154.0 |
| ----- | | | | | | | |

* Excluding foreign exchange impact

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