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RICOH CO LTD  
Form 6-K  
October 30, 2012

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 October 2012

Commission File Number 2 - 68279

RICOH COMPANY, LTD.

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(Translation of Registrant's name into English)

13-1, Ginza 8-Chome, Chuo-ku, Tokyo 104-8222, Japan  
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(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-☐ )

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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.  
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(Registrant)



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By: /S/ Zenji Miura

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Zenji Miura  
Deputy President and  
Chief Financial Officer

October 30, 2012

RICOH

October 30, 2012

## QUARTERLY REPORT

Half year ended September 30, 2012  
(Results for the Period from April 1, 2012 to September 30, 2012)  
Three months ended September 30, 2012  
(Results for the Period from July 1, 2012 to September 30, 2012)

### Performance Outline (Consolidated)

(1) Half year ended September 30, 2012, 2011 and Year ending March 31, 2013  
(Forecast)

|   | Half year ended<br>September 30, 2011<br>Results | Half year ended<br>September 30, 2012<br>Results | Ch |
|---|--|--|----|
| Domestic sales  | 434.5  | 430.7  |    |
| Overseas sales  | 504.5  | 486.7  |    |
| Net sales   | 939.0  | 917.4  |    |
| Gross profit  | 386.8  | 374.4  |    |
| Operating income (loss)   | -2.0   | 27.3   |    |
| Income (loss) before income taxes   | -9.7   | 24.4   |    |
| Net income (loss) attributable to Ricoh Company, Ltd.   | -8.7   | 11.7   |    |
| Exchange rate (Yen/US\$)  | 79.82  | 79.43  |    |
| Exchange rate (Yen/EURO)  | 113.94   | 100.66   |    |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-basic (yen)   | -12.12   | 16.15  |    |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-diluted (yen) | -12.12   | --   |    |
| Cash flows from operating activities  | 15.5   | 28.4   |    |
| Cash flows from investing activities  | -52.9  | -52.6  |    |
| Cash flows from financing activities  | 5.8  | -3.3   |    |
| Cash and cash equivalents at end of period  | 133.6  | 122.9  |    |
| Capital expenditures  | 36.8   | 41.3   |    |
| Depreciation for tangible fixed assets  | 30.8   | 30.6   |    |
| R&D expenditures  | 59.7   | 54.7   |    |



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|  | March 31, 2012 | September 30, 2012 | Ch |
|--|----------------|--------------------|----|
| Total assets   | 2,289.3        | 2,218.5            |    |
| Ricoh Company, Ltd. shareholders' equity                 | 822.7          | 801.3              |    |
| Interest-bearing debt                                    | 741.8          | 742.4              |    |
| Ricoh Company, Ltd. shareholders' equity ratio (%)       | 35.9           | 36.1               |    |
| Ricoh Company, Ltd. shareholders' equity per share (yen) | 1,134.64       | 1,105.21           | -  |

(2) Three months ended September 30, 2011 and 2012

|   | Three months ended<br>September 30, 2011<br>Results | Three months ended<br>September 30, 2012<br>Results | Ch |
|---|---|---|----|
| Domestic sales  | 219.2   | 215.3   |    |
| Overseas sales  | 252.4   | 242.7   |    |
| Net sales   | 471.6   | 458.0   |    |
| Gross profit  | 189.2   | 184.5   |    |
| Operating income (loss)   | -13.3   | 13.1  |    |
| Income (loss) before income taxes   | -19.0   | 12.2  |    |
| Net income (loss) attributable to Ricoh Company, Ltd.   | -13.7   | 5.1   |    |
| Exchange rate (Yen/US\$)  | 77.94   | 78.64   |    |
| Exchange rate (Yen/EURO)  | 110.31  | 98.29   | -  |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-basic (yen)   | -18.92  | 7.13  |    |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-diluted (yen) | -18.92  | --  |    |
| Capital expenditures  | 20.0  | 22.1  |    |
| Depreciation for tangible fixed assets  | 15.2  | 15.9  |    |
| R&D expenditures  | 31.7  | 27.7  |    |

## RICOH COMPANY, LTD.

- \* The Company bases the forecast estimates for the fiscal year ending March 31, 2013 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.
- \* During the previous fiscal year, Ricoh has accounted for subsidiaries that changed their fiscal year-ends from December 31 to March 31 as if their fiscal year-ends in prior years were March 31 and has restated consolidated financial statements for the second quarter of fiscal year 2011.



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## RICOH COMPANY, LTD. AND CONSOLIDATED SUBSIDIARIES FINANCIAL HIGHLIGHTS FOR THE SECOND QUARTER ENDED SEPTEMBER 30, 2012 (U.S. GAAP FINANCIAL INFORMATION)

### 1. RESULTS FOR THE PERIOD FROM APRIL 1, 2012 TO SEPTEMBER 30, 2012

#### (1) Operating Results

|   | (Millions of yen)                     |                                       |
|---|---------------------------------------|---------------------------------------|
|   | Half year ended<br>September 30, 2011 | Half year ended<br>September 30, 2012 |
| Net sales   | 939,082                               | 917,467                               |
| (% change from the previous corresponding period)   | -3.3                                  | -2.3                                  |
| Operating income (loss)   | -2,033                                | 27,388                                |
| (% change from the previous corresponding period)   | --                                    | --                                    |
| Income (loss) before income taxes   | -9,724                                | 24,490                                |
| (% change from the previous corresponding period)   | --                                    | --                                    |
| Net income (loss) attributable to Ricoh Company, Ltd.   | -8,792                                | 11,713                                |
| (% change from the previous corresponding period)   | --                                    | --                                    |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-basic (yen)   | -12.12                                | 16.15                                 |
| Net income (loss) attributable to Ricoh Company, Ltd.<br>shareholders per share-diluted (yen) | -12.12                                | --                                    |

#### Notes:

- i. Comprehensive income: Yen -13,035 million (Yen -54,614 million in income in previous fiscal year)

#### (2) Financial Position

|   | (Millions of yen) |                    |
|---|-------------------|--------------------|
|   | March 31, 2012    | September 30, 2012 |
| Total assets  | 2,289,358         | 2,218,515          |
| Total equity  | 879,018           | 859,426            |
| Ricoh Company, Ltd. shareholders' equity              | 822,704           | 801,349            |
| Ricoh Company, Ltd. shareholders' equity<br>ratio (%) | 35.9              | 36.1               |

### 2. DIVIDEND INFORMATION

|  | Year ended<br>March 31, 2012<br>(Results) | Year ending<br>March 31, 2013<br>(Forecast) |
|--|---|---|
| Cash dividends, applicable to the year (yen) | 25.00                                     | 29.00                                       |
| Interim (yen)                                | 16.50                                     | 12.50                                       |
| Year-end (yen)                               | 8.50                                      | 16.50                                       |



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Notes: Revision of expected dividends during this period: Yes

### 3. FORECAST OF OPERATING RESULTS FROM APRIL 1, 2012 TO MARCH 31, 2013

|  | (Millions of yen)             |
|--|-------------------------------|
|  | Year ending<br>March 31, 2013 |
| Net sales  | 1,900,000                     |
| Operating income   | 70,000                        |
| Income before income taxes   | 62,500                        |
| Net income attributable to Ricoh Company, Ltd.                                 | 33,000                        |
| Net income attributable to Ricoh Company, Ltd. shareholders<br>per share (yen) | 45.51                         |

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

### 4. OTHERS

(1) Changes in significant subsidiaries: No

(2) Adoption of concise quarterly accounting method or procedure: No

(3) Changes in accounting method: Yes

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

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

As of September 30, 2012 744,912,078 shares As of March 31, 2012 744,912,078 shares

(5) Number of treasury stock:

As of September 30, 2012 19,845,523 shares As of March 31, 2012 19,831,060 shares

(6) Average number of common stock:

Half year ended September 30, 2012 725,073,617 shares Half year ended September 30, 2011 7

## CONSOLIDATED PERFORMANCE

### 1. OPERATING RESULTS

\*Overview



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Consolidated net sales of Ricoh Group for the first half of fiscal year 2012 (the six months period from April 1, 2012 to September 30, 2012) decreased by 2.3% as compared to the previous corresponding period, to Yen 917.4 billion. During this period, the average yen exchange rates were Yen 79.43 against the U.S. dollar (up Yen 0.39 from the previous corresponding period) and Yen 100.66 against the Euro (up Yen 13.28 from the previous corresponding period). Net sales would have increased by 0.6% excluding impact of such foreign currency exchange fluctuation.

The Japanese economy has shown signs of gradual recovery as demand for reconstruction increased and supply chains recovered as production facilities were restored in the areas affected by the Great East Japan Earthquake. The business environment surrounding Ricoh however remains unpredictable due to the continued strength of the Yen against the U.S. dollar and the Euro along with new signs of a global slowdown underway. Under such conditions, domestic sales in the Imaging & Solutions segment and the Industrial Products segment decreased from the previous corresponding period. The Other segment increased compared to the previous corresponding period due to the additional sales contribution from Pentax Ricoh Imaging Co., Ltd. Overall, domestic sales decreased by 0.9% compared to the previous corresponding period.

Outside of the domestic market, the U.S. economy is showing signs of a modest recovery but the European economy continues to remain stagnant along with signs of economic slowdown in China and the rest of the emerging markets. These economic conditions together with the strong Yen have affected the overseas sales of Ricoh.

As for overseas sales by region, sales in the Americas remained flat compared to the previous corresponding period (an increase of 0.5% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa decreased by 10.0% due to the economic uncertainties in the region along with the Yen's appreciation against the Euro (an increase of 1.8% excluding foreign currency exchange fluctuation). Sales in Other region, which includes China, South East Asia and Oceania, increased by 4.8% (7.6%, excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market decreased by 3.5% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, net sales in overseas would have increased by 1.9% as compared to the previous corresponding period.

Gross profit decreased by 3.2% as compared to the previous corresponding period to Yen 374.4 billion, despite ongoing cost reduction efforts and the addition of Pentax Ricoh Imaging Co., Ltd. This decrease is primarily due to the appreciation of the Yen.

The group-wide activities to streamline costs has contributed significantly in reducing selling, general and administrative expenses. The costs related to these activities has decreased in the first half of 2012, compared to the previous corresponding period. As a result, the selling, general and administrative expenses decreased by 10.8% as compared to the previous corresponding period to Yen 347.0 billion.

As a result, operating income increased to Yen 27.3 billion (operating loss was Yen 0.2 billion for the previous corresponding period).

As for other (income) expenses, foreign exchange loss decreased as compared to the previous corresponding period and interest and dividend income increased as compared to the previous corresponding period. As a result, income before income taxes increased as compared to the previous corresponding period; to Yen 24.4 billion (loss before income taxes was Yen 9.7 billion for the previous



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corresponding period).

As a result, net income attributable to Ricoh Company, Ltd. increased by Yen 20.5 billion as compared to the previous corresponding period; to Yen 11.7 billion (net loss was Yen 8.7 billion for the previous corresponding period).

The comprehensive loss for the half year ended September 30, 2012, decreased due primarily by the increase in net income and the decrease of cumulative translation adjustments.

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### \*Conditions by Product Line

Conditions by Product Line for half year ended September 30, 2012 are as follows;

#### Imaging & Solutions (Sales down 3.8% to Yen 797.6 billion)

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##### Office Imaging (Sales down 4.9% to Yen 626.2 billion)

-----

Sales in this category decreased by 4.9% as compared to the previous corresponding period, to Yen 626.2 billion. The sales would have decreased by 1.5% excluding the effects of foreign currency fluctuations. While sales of monochrome printers increased, the sales of color printers decreased as well as the sales of color and monochrome PPCs and MFPs as compared to the previous corresponding period.

##### Production Printing (Sales down 4.6% to Yen 69.4 billion)

-----

Sales in this category decreased by 4.6% as compared to the previous corresponding period, to Yen 69.4 billion due primarily to the appreciation of the Yen, despite increases in the sales of cut sheet products in the domestic market.

##### Network System Solutions (Sales up 3.9% to Yen 101.9 billion)

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Sales in this category increased by 3.9% as compared to the previous corresponding period, to Yen 101.9 billion due primarily to the increase in overseas sales of software and IT services.

As a result, sales in the Imaging & Solutions segment decreased by 3.8% as compared to the previous corresponding period, to Yen 797.6 billion. Operating income increased by 60.8% as compared to the previous corresponding period, to Yen 59.5 billion due primarily to decrease in restructuring costs that contributed to the decrease in selling, general and administrative expenses.

#### Industrial Products (Sales down 6.2% to Yen 47.4 billion)

-----

Sales in the Industrial Products segment decreased by 6.2%, as compared to the previous corresponding period, to Yen 47.4 billion. Sales of thermal media products increased from the previous corresponding period but the sales of semiconductor devices and electronic components decreased as compared to the previous corresponding period. The group-wide activities to streamline costs has



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contributed to the decrease in selling, general and administrative expenses, which also helped to reduce operating loss for this segment to a total of Yen 0.6 billion (operating loss was Yen 2.1 billion for the previous corresponding period).

Other (Sales up 22.3% to Yen 72.3 billion)

-----  
Net sales in the Other segment increased by 22.3% as compared to the previous corresponding period, to Yen 72.3 billion due to increase in sales from Pentax Ricoh Imaging Co., Ltd. As a result operating loss in the Other segment amounted to Yen 0.7 billion (operating loss was Yen 2.4 billion for the previous corresponding period).

### 2. FINANCIAL POSITION

#### \*Assets, Liabilities and Equity

For Assets, cash and time deposits and trade receivables decreased from the end of the previous fiscal year. The yen equivalent of foreign-currency-denominated assets decreased due to the appreciation of the Yen developed from the previous fiscal year. As a result, total assets decreased by Yen 70.8 billion, to Yen 2,218.5 billion.

For Liabilities, the domestic trade payable amount decreased, which caused the total liabilities to decrease by Yen 51.2 billion, to Yen 1,359.0 billion.

For Total Equity, the accumulated other comprehensive loss increased due primarily to the fluctuation of cumulative translation adjustments reflecting exchange fluctuation from the end of the previous period. As a result, Total Equity decreased by Yen 19.5 billion from the end of the previous fiscal year, to Yen 859.4 billion.

#### \*Cash Flows (Half year ended September 30, 2012)

Net cash provided by operating activities in this period increased by Yen 12.8 billion, as compared to the previous corresponding period, to Yen 28.4 billion.

Net cash used in investing activities in this period decreased by Yen 0.3 billion as compared to the previous corresponding period, to Yen 52.6 billion.

As a result, free cash outflows generated by operating and investing activities decreased by Yen 13.2 billion, compared to the previous corresponding period, to Yen 24.1 billion.

Net cash provided by financing activities in this period was a negative Yen 3.3 billion as compared to the previous corresponding period, which was a positive Yen 5.8 billion.

As a result, cash and cash equivalents at the end of this first half decreased by Yen 33.2 billion as compared to the end of the previous fiscal year, to Yen 122.9 billion.

### 3. FORECAST FOR THE ENTIRE FISCAL YEAR

Based on the changes in the business environment and the second quarter business results, Ricoh will revise its forecast of sales and gross profit downwards from



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those previously announced in July. Ricoh assumes the exchange rates of Yen 75.00 against the U.S. dollar and of Yen 100.00 against the Euro in and after the third quarter, and has incorporated the actual exchange rates during the first half of fiscal year 2012 in the annual exchange rates assumption.

Furthermore, taking into consideration the forecasted dividend at year end announced in July along with our forecast for the entire fiscal year, the year end dividend forecast has been revised upward to Yen 16.50 from Yen 12.50 for a total cash dividend of Yen 29.00 applicable to the year.

Our performance forecast for fiscal year 2013 is as follows:

Exchange Rate Assumptions for the full year ending March 31, 2013

US\$ 1 = Yen 77.22 (Yen 79.08 in previous fiscal year)

EURO 1 = Yen 100.33 (Yen 109.05 in previous fiscal year)

|  | (Billions of yen)                          |  |        |
|--|--|--|--------|
|  | Year ending<br>March 31, 2012<br>(Results) | Year ended<br>March 31, 2013<br>(Forecast) | Change |
| Domestic sales   | 886.4                                      | 887.0                                      | 0.1%   |
| Overseas sales   | 1,017.0                                    | 1,013.0                                    | -0.4%  |
| Net sales  | 1,903.4                                    | 1,900.0                                    | -0.2%  |
| Gross profit   | 752.6                                      | 755.0                                      | 0.3%   |
| Operating income (loss)                                  | -18.0                                      | 70.0                                       | --     |
| Income (loss) before income taxes                        | -31.9                                      | 62.5                                       | --     |
| Net income (loss) attributable<br>to Ricoh Company, Ltd. | -44.5                                      | 33.0                                       | --     |

\* Ricoh bases the forecast estimates for the year ending March 31, 2013 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:

Not applicable

(2) Adoption of concise quarterly accounting method or procedure:

Not applicable

(3) Changes in accounting method:

Ricoh adopted Accounting Standards Codification (TM) 220 as from April 1 2012, which was revised based on Accounting Standards Update (ASU) 2011-05 and 2011-12. ASU 2011-05 requires an entity to present net income and other comprehensive income either in a single continuous statement or in two separate, but consecutive, statements. This ASU also requires separate presentation in both net income and other comprehensive income of reclassification adjustments for items that are reclassified from other comprehensive income to net income. ASU 2011-12 defers the effective date for only the presentation requirements related to reclassifications in ASU 2011-05.

Ricoh has presented this requirement in two separate, but consecutive statements. Management believes this adoption has not made a material effect on Ricoh's consolidated financial statements.



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The Company and its most of subsidiaries in Japan changed depreciation method of property, plant and equipment from declining-balance method to straight-line method for the period beginning after April 1, 2012. Management believes that straight-line method is appropriate in line with future use of property, plant and equipment.

The effect generated from this change will be accounted for the periods onward because the change in depreciation method is applicable to the change in accounting estimate.

Management believes this change has not made a material effect on Ricoh's consolidated financial statements.

During the previous fiscal year, Ricoh has accounted for subsidiaries that changed their fiscal year-ends from December 31 to March 31 as if their fiscal year-ends in prior years were March 31 and has restated prior-year consolidated financial statements for the first quarter of fiscal year 2011.

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### 5. CONSOLIDATED FINANCIAL STATEMENTS

#### (1) CONSOLIDATED BALANCE SHEETS

##### Assets

|                                     | March 31, 2012 | September 30, 2011 |
|-------------------------------------|----------------|--------------------|
| Current Assets                      |                |                    |
| Cash and time deposits              | 158,671        | 1,000,000          |
| Trade receivables                   | 686,930        | 6,000,000          |
| Inventories                         | 195,009        | 1,000,000          |
| Other current assets                | 65,896         | 1,000,000          |
| Total Current Assets                | 1,106,506      | 1,000,000          |
| Fixed Assets                        |                |                    |
| Tangible fixed assets               | 268,527        | 2,000,000          |
| Finance receivables                 | 468,004        | 4,000,000          |
| Other investments                   | 446,321        | 4,000,000          |
| Total Fixed Assets                  | 1,182,852      | 1,000,000          |
| Total Assets                        | 2,289,358      | 2,000,000          |
| Note:                               |                |                    |
| Contents of cash and time deposits; |                |                    |
| Cash and cash equivalents           | 156,210        | 1,000,000          |
| Time deposits                       | 2,461          | 1,000,000          |

##### Liabilities and Equity

|                     | March 31, 2012 | September 30, 2011 |
|---------------------|----------------|--------------------|
| Current Liabilities |                |                    |



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|  |                |              |
|--|----------------|--------------|
| Trade payables   | 252,209        | 2            |
| Short-term borrowings  | 216,432        | 2            |
| Other current liabilities  | 204,383        | 1            |
| Total Current Liabilities  | 673,024        | 6            |
| Fixed Liabilities  |                |              |
| Long-term indebtedness   | 525,435        | 5            |
| Accrued pension and severance costs                                    | 164,757        | 1            |
| Other fixed liabilities  | 47,124         |              |
| Total Fixed Liabilities  | 737,316        | 7            |
| Total Liabilities  | 1,410,340      | 1,3          |
| Equity   |                |              |
| Common stock   | 135,364        | 1            |
| Additional paid-in capital   | 186,083        | 1            |
| Retained earnings  | 742,549        | 7            |
| Accumulated other comprehensive loss                                   | -204,175       | -2           |
| Treasury stock   | -37,117        | -            |
| Total Ricoh Company, Ltd. shareholders' equity                         | 822,704        | 8            |
| Noncontrolling interests   | 56,314         |              |
| Total Equity   | 879,018        | 8            |
| Total Liabilities and Equity   | 2,289,358      | 2,2          |
| Note:  |                |              |
| Accumulated other comprehensive loss;                                  | March 31, 2012 | September 30 |
| Net unrealized holding gains (losses) on available-for-sale securities | 3,681          |              |
| Pension liability adjustments  | -67,578        | -            |
| Net unrealized gains (losses) on derivative instruments                | -1,153         |              |
| Cumulative translation adjustments                                     | -139,125       | -1           |
| Reference: Exchange rate   | March 31, 2012 | September 30 |
| US\$ 1   | Yen 82.19      | Yen          |
| EURO 1   | Yen 109.80     | Yen          |

(2) CONSOLIDATED STATEMENTS OF INCOME AND CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

CONSOLIDATED STATEMENTS OF INCOME

Half year ended September 30, 2012 and 2011

|                             | Half year ended<br>September 30, 2011 | Half ye<br>September |
|-----------------------------|---------------------------------------|----------------------|
| Net sales                   | 939,082                               | 91                   |
| Cost of sales               | 552,230                               | 54                   |
| Percentage of net sales (%) | 58.8                                  |                      |



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|   |         |    |
|---|---------|----|
| Gross Profit  | 386,852 | 37 |
| Percentage of net sales (%)                           | 41.2    |    |
| Selling, general and administrative expenses          | 388,885 | 34 |
| Percentage of net sales (%)                           | 41.4    |    |
| Operating income (loss)                               | -2,033  | 2  |
| Percentage of net sales (%)                           | -0.2    |    |
| Other (income) expenses                               |         |    |
| Interest and dividend income                          | 1,503   |    |
| Percentage of net sales (%)                           | 0.2     |    |
| Interest expense                                      | 3,430   |    |
| Percentage of net sales (%)                           | 0.4     |    |
| Other, net  | 5,764   |    |
| Percentage of net sales (%)                           | 0.6     |    |
| Income (loss) before income taxes,                    |         |    |
| equity income and noncontrolling interests            | -9,724  | 2  |
| Percentage of net sales (%)                           | -1.0    |    |
| Provision for income taxes                            | -3,083  | 1  |
| Percentage of net sales (%)                           | -0.3    |    |
| Equity in earnings of affiliates                      | -1      |    |
| Percentage of net sales (%)                           | -0.0    |    |
| Consolidated net income (loss)                        | -6,642  | 1  |
| Percentage of net sales (%)                           | -0.7    |    |
| Net income attributable to noncontrolling interests   | 2,150   |    |
| Percentage of net sales (%)                           | 0.2     |    |
| Net income (loss) attributable to Ricoh Company, Ltd. | -8,792  | 1  |
| Percentage of net sales (%)                           | -0.9    |    |

|                           |                    |               |
|---------------------------|--------------------|---------------|
| Reference : Exchange rate | September 30, 2011 | September 30, |
| US\$ 1                    | Yen 79.82          | Yen           |
| EURO 1                    | Yen 113.94         | Yen 1         |

Three months ended September 30, 2012 and 2011

|  | Three months ended<br>September 30, 2011 | Three mo<br>September |
|--|--|-----------------------|
| Net sales                                    | 471,689                                  | 45                    |
| Cost of sales                                | 282,428                                  | 27                    |
| Percentage of net sales (%)                  | 59.9                                     |                       |
| Gross Profit                                 | 189,261                                  | 18                    |
| Percentage of net sales (%)                  | 40.1                                     |                       |
| Selling, general and administrative expenses | 202,620                                  | 17                    |
| Percentage of net sales (%)                  | 42.9                                     |                       |
| Operating income (loss)                      | -13,359                                  | 1                     |
| Percentage of net sales (%)                  | -2.8                                     |                       |
| Other (income) expenses                      |  |                       |
| Interest and dividend income                 | 896                                      |                       |
| Percentage of net sales (%)                  | 0.2                                      |                       |
| Interest expense                             | 1,967                                    |                       |
| Percentage of net sales (%)                  | 0.4                                      |                       |
| Other, net                                   | 4,581                                    |                       |
| Percentage of net sales (%)                  | 1.0                                      |                       |
| Income (loss) before income taxes,           |  |                       |
| equity income and noncontrolling interests   | -19,011                                  | 1                     |
| Percentage of net sales (%)                  | -4.0                                     |                       |



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|   |         |
|---|---------|
| Provision for income taxes                            | -6,254  |
| Percentage of net sales (%)                           | -1.3    |
| Equity in earnings of affiliates                      | 7       |
| Percentage of net sales (%)                           | 0.0     |
| Consolidated net income (loss)                        | -12,750 |
| Percentage of net sales (%)                           | -2.7    |
| Net income attributable to noncontrolling interests   | 975     |
| Percentage of net sales (%)                           | 0.2     |
| Net income (loss) attributable to Ricoh Company, Ltd. | -13,725 |
| Percentage of net sales (%)                           | -2.9    |

Reference : Exchange rate  
US\$ 1  
EURO 1

September 30, 2011  
Yen 77.94  
Yen 110.31

September 30,  
Yen  
Yen

7

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Half year ended September 30, 2012 and 2011

|  | Half year ended<br>September 30, 2011 | Half ye<br>Septembe |
|--|---------------------------------------|---------------------|
| Consolidated net income (loss)                                 | -6,642                                |                     |
| Other comprehensive income (loss), net of tax                  |                                       |                     |
| Net unrealized holding losses on available-for-sale securities | -2,435                                |                     |
| Pension liability adjustments                                  | -556                                  |                     |
| Net unrealized gains (losses) on derivative instruments        | -27                                   |                     |
| Foreign currency translation adjustments                       | -44,954                               |                     |
|  | -47,972                               |                     |
| Comprehensive gain (loss)                                      | -54,614                               |                     |
| Comprehensive income attributable to noncontrolling interests  | 2,006                                 |                     |
| Comprehensive gain (loss) attributable to Ricoh Company, Ltd.  | -56,620                               |                     |

Reference : Exchange rate  
US\$ 1  
EURO 1

September 30, 2011  
Yen 79.82  
Yen 113.94

September

Three months ended September 30, 2012 and 2011

|  | Three months ended<br>September 30, 2011 | Three mo<br>Septembe |
|--|--|----------------------|
| Consolidated net income (loss)                                 | -12,750                                  |                      |
| Other comprehensive income (loss), net of tax                  |  |                      |
| Net unrealized holding losses on available-for-sale securities | -1,738                                   |                      |
| Pension liability adjustments                                  | -1,304                                   |                      |
| Net unrealized gains (losses) on derivative instruments        | 502                                      |                      |
| Foreign currency translation adjustments                       | -38,663                                  |                      |



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|   |         |
|---|---------|
| Comprehensive gain (loss)                                     | -41,203 |
| Comprehensive income attributable to noncontrolling interests | -53,953 |
| Comprehensive gain (loss) attributable to Ricoh Company, Ltd. | 891     |
|   | -54,844 |

|                           |                    |           |
|---------------------------|--------------------|-----------|
| Reference : Exchange rate | September 30, 2011 | September |
| US\$ 1                    | Yen 77.94          |           |
| EURO 1                    | Yen 110.31         |           |

8

## CONSOLIDATED SALES BY PRODUCT CATEGORY

Half year ended September 30, 2012 and 2011

|                             | Half year ended<br>September 30, 2011 | Half ye<br>September |
|-----------------------------|---------------------------------------|----------------------|
| [Imaging & Solutions]       |                                       |                      |
| Office Imaging              | 658,485                               | 62                   |
| Percentage of net sales (%) | 70.1                                  |                      |
| Production Printing         | 72,769                                | 6                    |
| Percentage of net sales (%) | 7.7                                   |                      |
| Network System Solutions    | 98,055                                | 10                   |
| Percentage of net sales (%) | 10.4                                  |                      |
| Imaging & Solutions Total   | 829,309                               | 79                   |
| Percentage of net sales (%) | 88.2                                  |                      |
| [Industrial Products]       |                                       |                      |
| Industrial Products         | 50,589                                | 4                    |
| Percentage of net sales (%) | 5.4                                   |                      |
| [Other]                     |                                       |                      |
| Other                       | 59,184                                | 72                   |
| Percentage of net sales (%) | 6.4                                   |                      |
| Grand Total                 | 939,082                               | 917                  |
| Percentage of net sales (%) | 100.0                                 | 1                    |
| Reference : Exchange rate   |                                       |                      |
| US\$ 1                      | Yen 79.82                             | Yen                  |
| EURO 1                      | Yen 113.94                            | Yen 1                |

Three months ended September 30, 2012 and 2011

|                       | Three months ended<br>September 30, 2011 | Three mo<br>September |
|-----------------------|--|-----------------------|
| [Imaging & Solutions] |  |                       |



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|                             |            |     |
|-----------------------------|------------|-----|
| Office Imaging              | 324,705    | 30  |
| Percentage of net sales (%) | 68.8       |     |
| Production Printing         | 37,492     | 3   |
| Percentage of net sales (%) | 7.9        |     |
| Network System Solutions    | 53,762     | 5   |
| Percentage of net sales (%) | 11.5       |     |
| Imaging & Solutions Total   | 415,959    | 39  |
| Percentage of net sales (%) | 88.2       |     |
| -----                       |            |     |
| [Industrial Products]       |            |     |
| Industrial Products         | 25,390     | 2   |
| Percentage of net sales (%) | 5.4        |     |
| -----                       |            |     |
| [Other]                     |            |     |
| Other                       | 30,340     | 3   |
| Percentage of net sales (%) | 6.4        |     |
| -----                       |            |     |
| Grand Total                 | 471,689    | 45  |
| Percentage of net sales (%) | 100.0      |     |
| -----                       |            |     |
| Reference : Exchange rate   |            |     |
| US\$ 1                      | Yen 77.94  | Yen |
| EURO 1                      | Yen 110.31 | Yen |

\*Each category includes the following product line:

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

\*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category). Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year. The above reclassification was made to the prior year's figures.

## CONSOLIDATED SALES BY GEOGRAPHIC AREA

Half year ended September 30, 2012 and 2011



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|                                | Half year ended<br>September 30, 2011 | Half year ended<br>September 30, 2010 |
|--------------------------------|---------------------------------------|---------------------------------------|
| [Domestic]                     | 434,515                               | 434,515                               |
| Percentage of net sales (%)    | 46.3                                  | 46.3                                  |
| [Overseas]                     | 504,567                               | 489,567                               |
| Percentage of net sales (%)    | 53.7                                  | 53.7                                  |
| The Americas                   | 234,394                               | 234,394                               |
| Percentage of net sales (%)    | 25.0                                  | 25.0                                  |
| Europe, Middle East and Africa | 207,949                               | 189,567                               |
| Percentage of net sales (%)    | 22.1                                  | 19.5                                  |
| Other                          | 62,224                                | 65,606                                |
| Percentage of net sales (%)    | 6.6                                   | 6.8                                   |
| Grand Total                    | 939,082                               | 924,082                               |
| Percentage of net sales (%)    | 100.0                                 | 100.0                                 |
| Reference: Exchange rate       |                                       |                                       |
| US\$ 1                         | Yen 79.82                             | Yen 79.82                             |
| EURO 1                         | Yen 113.94                            | Yen 113.94                            |

Three months ended September 30, 2012 and 2011

|                                | Three months ended<br>September 30, 2011 | Three months ended<br>September 30, 2010 |
|--------------------------------|--|--|
| [Domestic]                     | 219,203                                  | 219,203                                  |
| Percentage of net sales (%)    | 46.5                                     | 46.5                                     |
| [Overseas]                     | 252,486                                  | 242,486                                  |
| Percentage of net sales (%)    | 53.5                                     | 53.5                                     |
| The Americas                   | 120,151                                  | 110,151                                  |
| Percentage of net sales (%)    | 25.5                                     | 25.5                                     |
| Europe, Middle East and Africa | 100,231                                  | 99,231                                   |
| Percentage of net sales (%)    | 21.2                                     | 21.2                                     |
| Other                          | 32,104                                   | 33,104                                   |
| Percentage of net sales (%)    | 6.8                                      | 6.8                                      |
| Grand Total                    | 471,689                                  | 461,689                                  |
| Percentage of net sales (%)    | 100.0                                    | 100.0                                    |
| Reference: Exchange rate       |  |  |
| US\$ 1                         | Yen 77.94                                | Yen 77.94                                |
| EURO 1                         | Yen 110.31                               | Yen 110.31                               |

\*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.



Half year ended  
September 30, 2011

|   |         |
|---|---------|
| <b>I. Cash Flows from Operating Activities:</b>   |         |
| Consolidated net income (loss)  | -6,642  |
| Adjustments to reconcile consolidated net income to net cash provided by operating activities-- |         |
| Depreciation and amortization   | 43,981  |
| Equity in earnings of affiliates, net of dividends received                                     | 1       |
| Deferred income taxes   | -14,581 |
| Pension and severance costs, less payments  | -8,321  |
| Changes in assets and liabilities--   |         |
| Decrease in trade receivables   | 17,220  |
| Increase in inventories   | -27,963 |
| Increase in finance receivables   | -10,617 |
| Decrease in trade payables  | -1,311  |
| Increase (Decrease) in accrued income taxes and accrued expenses and other                      | 8,626   |
| Other, net  | 15,177  |
| Net cash provided by operating activities   | 15,570  |
| <b>II. Cash Flows from Investing Activities:</b>  |         |
| Proceeds from sales of property, plant and equipment  | 565     |
| Expenditures for property, plant and equipment, including interest capitalized                  | -36,885 |
| Expenditures for intangible asset   | -8,375  |
| Payments for purchases of available-for-sale securities   | -122    |
| Proceeds from sales of available-for-sale securities  | 10      |
| Increase in time deposits   | -400    |
| Other, net  | -7,754  |
| Net cash used in investing activities   | -52,961 |
| <b>III. Cash Flows from Financing Activities:</b>   |         |
| Proceeds from long-term indebtedness  | 23,386  |
| Repayment of long-term indebtedness   | -29,671 |
| Increase (Decrease) in short-term borrowings, net   | 24,680  |
| Repayment of long-term debt securities  | -231    |
| Dividends paid  | -11,971 |
| Payment for purchase of treasury stock  | -14     |
| Other, net  | -294    |
| Net cash provided by (used in) financing activities   | 5,885   |
| IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents                                | -7,105  |
| V. Net Decrease in Cash and Cash Equivalents  | -38,611 |
| VI. Cash and Cash Equivalents at Beginning of Year  | 172,221 |
| VII. Cash and Cash Equivalents at End of Period   | 133,610 |



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## (4) NOTES ON PREMISE GOING CONCERN

Not applicable

## (5) SEGMENT INFORMATION

### (a) Operating Segments Information

Half year ended September 30, 2012 and 2011

|  | Half year ended<br>September 30, 2011 | Half year end<br>September 30, |
|--|---------------------------------------|--------------------------------|
| <hr/>  |                                       |                                |
| IMAGING & SOLUTIONS:                                 |                                       |                                |
| Net sales:   |                                       |                                |
| Unaffiliated customers                               | 829,309                               | 797,637                        |
| Intersegment   | --                                    | --                             |
| Total  | 829,309                               | 797,637                        |
| <hr/>  |                                       |                                |
| Operating expenses                                   | 792,255                               | 738,044                        |
| <hr/>  |                                       |                                |
| Operating income                                     | 37,054                                | 59,593                         |
| Operating income on sales in Imaging & Solutions (%) | 4.5                                   | 7.5                            |
| <hr/>  |                                       |                                |
| INDUSTRIAL PRODUCTS:                                 |                                       |                                |
| Net sales:   |                                       |                                |
| Unaffiliated customers                               | 50,589                                | 47,437                         |
| Intersegment   | 2,264                                 | 2,052                          |
| Total  | 52,853                                | 49,489                         |
| <hr/>  |                                       |                                |
| Operating expenses                                   | 55,009                                | 50,147                         |
| <hr/>  |                                       |                                |
| Operating loss                                       | -2,156                                | -658                           |
| Operating income on sales in Industrial Products (%) | -4.1                                  | -1.3                           |
| <hr/>  |                                       |                                |
| OTHER:   |                                       |                                |
| Net sales:   |                                       |                                |
| Unaffiliated customers                               | 59,184                                | 72,393                         |
| Intersegment   | --                                    | --                             |
| Total  | 59,184                                | 72,393                         |
| <hr/>  |                                       |                                |
| Operating expenses                                   | 61,669                                | 73,136                         |
| <hr/>  |                                       |                                |
| Operating loss                                       | -2,485                                | -743                           |
| Operating income on sales in Other (%)               | -4.2                                  | -1.0                           |
| <hr/>  |                                       |                                |
| CORPORATE AND ELIMINATIONS:                          |                                       |                                |
| Net sales:   |                                       |                                |
| Intersegment   | -2,264                                | -2,052                         |
| Total  | -2,264                                | -2,052                         |
| <hr/>  |                                       |                                |
| Operating expenses:                                  |                                       |                                |
| Intersegment   | -2,264                                | -2,052                         |
| Corporate  | 34,446                                | 30,804                         |
| Total  | 32,182                                | 28,752                         |



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|  |         |         |
|--|---------|---------|
| Operating loss                                 | -34,446 | -30,804 |
| CONSOLIDATED:                                  |         |         |
| Net sales:                                     |         |         |
| Unaffiliated customers                         | 939,082 | 917,467 |
| Intersegment                                   | --      | --      |
| Total  | 939,082 | 917,467 |
| Operating expenses                             | 941,115 | 890,079 |
| Operating income (loss)                        | -2,033  | 27,388  |
| Operating income on consolidated net sales (%) | -0.2    | 3.0     |

\*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

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Three months ended September 30, 2012 and 2011

|  |  |  |
|--|--|--|
|  | Three months ended<br>September 30, 2011 | Three months ended<br>September 30, 2012 |
| IMAGING & SOLUTIONS:                                 |  |  |
| Net sales:   |  |  |
| Unaffiliated customers                               | 415,959                                  | 397,087                                  |
| Intersegment   | --                                       | --                                       |
| Total  | 415,959                                  | 397,087                                  |
| Operating expenses                                   | 406,955                                  | 368,236                                  |
| Operating income                                     | 9,004                                    | 28,851                                   |
| Operating income on sales in Imaging & Solutions (%) | 2.2                                      | 7.3                                      |
| INDUSTRIAL PRODUCTS:                                 |  |  |
| Net sales:   |  |  |
| Unaffiliated customers                               | 25,390                                   | 23,917                                   |
| Intersegment   | 1,198                                    | 1,064                                    |
| Total  | 26,588                                   | 24,981                                   |
| Operating expenses                                   | 28,263                                   | 25,221                                   |
| Operating loss                                       | -1,675                                   | -240                                     |
| Operating income on sales in Industrial Products (%) | -6.3                                     | -1.0                                     |
| OTHER:   |  |  |
| Net sales:   |  |  |
| Unaffiliated customers                               | 30,340                                   | 37,076                                   |
| Intersegment   | --                                       | --                                       |
| Total  | 30,340                                   | 37,076                                   |



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|  |         |         |
|--|---------|---------|
| Operating expenses                             | 32,438  | 37,515  |
| Operating loss                                 | -2,098  | -439    |
| Operating income on sales in Other (%)         | -6.9    | -1.2    |
| CORPORATE AND ELIMINATIONS:                    |         |         |
| Net sales:                                     |         |         |
| Intersegment                                   | -1,198  | -1,064  |
| Total  | -1,198  | -1,064  |
| Operating expenses:                            |         |         |
| Intersegment                                   | -1,198  | -1,064  |
| Corporate                                      | 18,590  | 15,065  |
| Total  | 17,392  | 14,001  |
| Operating loss                                 | -18,590 | -15,065 |
| CONSOLIDATED:                                  |         |         |
| Net sales:                                     |         |         |
| Unaffiliated customers                         | 471,689 | 458,080 |
| Intersegment                                   | --      | --      |
| Total  | 471,689 | 458,080 |
| Operating expenses                             | 485,048 | 444,973 |
| Operating income (loss)                        | -13,359 | 13,107  |
| Operating income on consolidated net sales (%) | -2.8    | 2.9     |

\*Certain products were reclassified into segment "Imaging & Solutions" and "Industrial Products" from "Other" in this fiscal year. The above reclassification was made to the prior year's figures.

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(b) Geographic Segments Information

Half year ended September 30, 2012 and 2011

|  | Half year ended<br>September 30, 2011 | Half year ended<br>September 30, |
|--|---------------------------------------|----------------------------------|
| JAPAN:                                 |                                       |                                  |
| Net sales:                             |                                       |                                  |
| External customers                     | 442,013                               | 438,615                          |
| Intersegment                           | 189,487                               | 185,972                          |
| Total                                  | 631,500                               | 624,587                          |
| Operating expenses                     | 646,486                               | 611,796                          |
| Operating income (loss)                | -14,986                               | 12,791                           |
| Operating income on sales in Japan (%) | -2.4                                  | 2.0                              |
| THE AMERICAS:                          |                                       |                                  |
| Net sales:                             |                                       |                                  |



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|  |          |          |
|--|----------|----------|
| External customers                             | 234,160  | 234,292  |
| Intersegment                                   | 1,869    | 3,500    |
| Total  | 236,029  | 237,792  |
| Operating expenses                             | 241,104  | 236,277  |
| Operating income (loss)                        | -5,075   | 1,515    |
| Operating income on sales in the Americas (%)  | -2.2     | 0.6      |
| EUROPE, MIDDLE EAST AND AFRICA:                |          |          |
| Net sales:                                     |          |          |
| External customers                             | 205,640  | 185,468  |
| Intersegment                                   | 1,110    | 325      |
| Total  | 206,750  | 185,793  |
| Operating expenses                             | 194,764  | 175,106  |
| Operating income                               | 11,986   | 10,687   |
| Operating income on sales in Europe (%)        | 5.8      | 5.8      |
| OTHER:   |          |          |
| Net sales:                                     |          |          |
| External customers                             | 57,269   | 59,092   |
| Intersegment                                   | 76,566   | 91,763   |
| Total  | 133,835  | 150,855  |
| Operating expenses                             | 129,199  | 145,292  |
| Operating income                               | 4,636    | 5,563    |
| Operating income on sales in Other (%)         | 3.5      | 3.7      |
| CORPORATE AND ELIMINATIONS:                    |          |          |
| Net sales:                                     |          |          |
| Intersegment                                   | -269,032 | -281,560 |
| Total  | -269,032 | -281,560 |
| Operating expenses                             | -270,438 | -278,392 |
| Operating income (loss)                        | 1,406    | -3,168   |
| CONSOLIDATED:                                  |          |          |
| Net sales:                                     |          |          |
| External customers                             | 939,082  | 917,467  |
| Intersegment                                   | --       | --       |
| Total  | 939,082  | 917,467  |
| Operating expenses                             | 941,115  | 890,079  |
| Operating income (loss)                        | -2,033   | 27,388   |
| Operating income on consolidated net sales (%) | -0.2     | 3.0      |

\*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.



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Three months ended September 30, 2012 and 2011

|   | Three months ended<br>September 30, 2011 | Three months ended<br>September 30, 2012 |
|---|--|--|
| <b>JAPAN:</b>                                 |  |  |
| Net sales:                                    |  |  |
| External customers                            | 222,789                                  | 219,608                                  |
| Intersegment                                  | 102,409                                  | 88,776                                   |
| Total   | 325,198                                  | 308,384                                  |
| Operating expenses                            | 346,425                                  | 304,141                                  |
| Operating income (loss)                       | -21,227                                  | 4,243                                    |
| Operating income on sales in Japan (%)        | -6.5                                     | 1.4                                      |
| <b>THE AMERICAS:</b>                          |  |  |
| Net sales:                                    |  |  |
| External customers                            | 119,962                                  | 116,845                                  |
| Intersegment                                  | 979                                      | 1,945                                    |
| Total   | 120,941                                  | 118,790                                  |
| Operating expenses                            | 121,698                                  | 118,175                                  |
| Operating income (loss)                       | -757                                     | 615                                      |
| Operating income on sales in the Americas (%) | -0.6                                     | 0.5                                      |
| <b>EUROPE, MIDDLE EAST AND AFRICA:</b>        |  |  |
| Net sales:                                    |  |  |
| External customers                            | 99,211                                   | 91,099                                   |
| Intersegment                                  | 508                                      | 153                                      |
| Total   | 99,719                                   | 91,252                                   |
| Operating expenses                            | 94,283                                   | 86,770                                   |
| Operating income                              | 5,436                                    | 4,482                                    |
| Operating income on sales in Europe (%)       | 5.5                                      | 4.9                                      |
| <b>OTHER:</b>                                 |  |  |
| Net sales:                                    |  |  |
| External customers                            | 29,727                                   | 30,528                                   |
| Intersegment                                  | 42,371                                   | 44,929                                   |
| Total   | 72,098                                   | 75,457                                   |
| Operating expenses                            | 68,910                                   | 72,733                                   |
| Operating income                              | 3,188                                    | 2,724                                    |
| Operating income on sales in Other (%)        | 4.4                                      | 3.6                                      |
| <b>CORPORATE AND ELIMINATIONS:</b>            |  |  |
| Net sales:                                    |  |  |
| Intersegment                                  | -146,267                                 | -135,803                                 |
| Total   | -146,267                                 | -135,803                                 |
| Operating expenses                            | -146,268                                 | -136,846                                 |



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|  |         |         |
|--|---------|---------|
| Operating income                               | 1       | 1,043   |
| CONSOLIDATED:                                  |         |         |
| Net sales:                                     |         |         |
| External customers                             | 471,689 | 458,080 |
| Intersegment                                   | --      | --      |
| Total  | 471,689 | 458,080 |
| Operating expenses                             | 485,048 | 444,973 |
| Operating income (loss)                        | -13,359 | 13,107  |
| Operating income on consolidated net sales (%) | -2.8    | 2.9     |

\*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

(6) NOTES ON SIGNIFICANT CHANGES IN EQUITY

Not applicable

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-APPENDIX-

1. CONSOLIDATED SALES BY PRODUCT CATEGORY

Half year ended September 30, 2012 and 2011

|                                | Half year ended<br>September 30, 2011 | Half year ended<br>September 30, 2012 | Change  | %     |
|--------------------------------|---------------------------------------|---------------------------------------|---------|-------|
| [Imaging & Solutions]          |                                       |                                       |         |       |
| Office Imaging                 | 658,485                               | 626,280                               | -32,205 | -4.9  |
| Percentage of net sales (%)    | 70.1                                  | 68.3                                  |         |       |
| Domestic                       | 243,233                               | 235,997                               | -7,236  | -3.0  |
| Overseas                       | 415,252                               | 390,283                               | -24,969 | -6.0  |
| Production Printing            | 72,769                                | 69,435                                | -3,334  | -4.6  |
| Percentage of net sales (%)    | 7.7                                   | 7.6                                   |         |       |
| Domestic                       | 15,469                                | 16,435                                | 966     | 6.2   |
| Overseas                       | 57,300                                | 53,000                                | -4,300  | -7.5  |
| Network System Solutions       | 98,055                                | 101,922                               | 3,867   | 3.9   |
| Percentage of net sales (%)    | 10.4                                  | 11.1                                  |         |       |
| Domestic                       | 89,918                                | 89,789                                | -129    | -0.1  |
| Overseas                       | 8,137                                 | 12,133                                | 3,996   | 49.1  |
| Imaging & Solutions Total      | 829,309                               | 797,637                               | -31,672 | -3.8  |
| Percentage of net sales (%)    | 88.2                                  | 87.0                                  |         |       |
| Domestic                       | 348,620                               | 342,221                               | -6,399  | -1.8  |
| Overseas                       | 480,689                               | 455,416                               | -25,273 | -5.3  |
| The Americas                   | 228,091                               | 225,451                               | -2,640  | -1.2  |
| Europe, Middle East and Africa | 200,570                               | 177,431                               | -23,139 | -11.5 |



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|                                |            |            |            |       |
|--------------------------------|------------|------------|------------|-------|
| Other                          | 52,028     | 52,534     | 506        | 1.0   |
| -----                          |            |            |            |       |
| [Industrial Products]          |            |            |            |       |
| Industrial Products            | 50,589     | 47,437     | -3,152     | -6.2  |
| Percentage of net sales (%)    | 5.4        | 5.2        |            |       |
| Domestic                       | 28,173     | 24,003     | -4,170     | -14.8 |
| Overseas                       | 22,416     | 23,434     | 1,018      | 4.5   |
| The Americas                   | 6,219      | 6,884      | 665        | 10.7  |
| Europe, Middle East and Africa | 6,717      | 6,359      | -358       | -5.3  |
| Other                          | 9,480      | 10,191     | 711        | 7.5   |
| -----                          |            |            |            |       |
| [Other]                        |            |            |            |       |
| Other                          | 59,184     | 72,393     | 13,209     | 22.3  |
| Percentage of net sales (%)    | 6.4        | 7.8        |            |       |
| Domestic                       | 57,722     | 64,538     | 6,816      | 11.8  |
| Overseas                       | 1,462      | 7,855      | 6,393      | 437.3 |
| The Americas                   | 84         | 1,984      | 1,900      | --    |
| Europe, Middle East and Africa | 662        | 3,373      | 2,711      | 409.5 |
| Other                          | 716        | 2,498      | 1,782      | 248.9 |
| -----                          |            |            |            |       |
| Grand Total                    | 939,082    | 917,467    | -21,615    | -2.3  |
| Percentage of net sales (%)    | 100.0      | 100.0      |            |       |
| Domestic                       | 434,515    | 430,762    | -3,753     | -0.9  |
| Percentage of net sales (%)    | 46.3       | 47.0       |            |       |
| Overseas                       | 504,567    | 486,705    | -17,862    | -3.5  |
| Percentage of net sales (%)    | 53.7       | 53.0       |            |       |
| The Americas                   | 234,394    | 234,319    | -75        | -0.0  |
| Percentage of net sales (%)    | 25.0       | 25.5       |            |       |
| Europe, Middle East and Africa | 207,949    | 187,163    | -20,786    | -10.0 |
| Percentage of net sales (%)    | 22.1       | 20.4       |            |       |
| Other                          | 62,224     | 65,223     | 2,999      | 4.8   |
| Percentage of net sales (%)    | 6.6        | 7.1        |            |       |
| -----                          |            |            |            |       |
| Reference: Exchange rate       |            |            |            |       |
| US\$ 1                         | Yen 79.82  | Yen 79.43  | Yen -0.39  |       |
| EURO 1                         | Yen 113.94 | Yen 100.66 | Yen -13.28 |       |

\*Each category includes the following product line:

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

\*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category). Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year.



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The above reclassification was made to the prior year's figures.

\*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

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Three months ended September 30, 2012 and 2011

|                                | Three months ended<br>September 30, 2011 | Three months ended<br>September 30, 2012 | Change  |    |
|--------------------------------|--|--|---------|----|
| -----                          |  |  |         |    |
| [Imaging & Solutions]          |  |  |         |    |
| Office Imaging                 | 324,705                                  | 304,522                                  | -20,183 | -  |
| Percentage of net sales (%)    | 68.8                                     | 66.5                                     |         |    |
| Domestic                       | 118,158                                  | 111,976                                  | -6,182  | -  |
| Overseas                       | 206,547                                  | 192,546                                  | -14,001 | -  |
| Production Printing            | 37,492                                   | 34,787                                   | -2,705  | -  |
| Percentage of net sales (%)    | 7.9                                      | 7.6                                      |         |    |
| Domestic                       | 7,595                                    | 8,179                                    | 584     |    |
| Overseas                       | 29,897                                   | 26,608                                   | -3,289  | -1 |
| Network System Solutions       | 53,762                                   | 57,778                                   | 4,016   |    |
| Percentage of net sales (%)    | 11.5                                     | 12.6                                     |         |    |
| Domestic                       | 49,624                                   | 50,338                                   | 714     |    |
| Overseas                       | 4,138                                    | 7,440                                    | 3,302   | 7  |
| Imaging & Solutions Total      | 415,959                                  | 397,087                                  | -18,872 | -  |
| Percentage of net sales (%)    | 88.2                                     | 86.7                                     |         |    |
| Domestic                       | 175,377                                  | 170,493                                  | -4,884  | -  |
| Overseas                       | 240,582                                  | 226,594                                  | -13,988 | -  |
| The Americas                   | 116,938                                  | 112,463                                  | -4,475  | -  |
| Europe, Middle East and Africa | 96,753                                   | 87,152                                   | -9,601  | -  |
| Other                          | 26,891                                   | 26,979                                   | 88      |    |
| -----                          |  |  |         |    |
| [Industrial Products]          |  |  |         |    |
| Industrial Products            | 25,390                                   | 23,917                                   | -1,473  | -  |
| Percentage of net sales (%)    | 5.4                                      | 5.2                                      |         |    |
| Domestic                       | 14,179                                   | 11,964                                   | -2,215  | -1 |
| Overseas                       | 11,211                                   | 11,953                                   | 742     |    |
| The Americas                   | 3,170                                    | 3,428                                    | 258     |    |
| Europe, Middle East and Africa | 3,126                                    | 3,020                                    | -106    | -  |
| Other                          | 4,915                                    | 5,505                                    | 590     | 1  |
| -----                          |  |  |         |    |
| [Other]                        |  |  |         |    |
| Other                          | 30,340                                   | 37,076                                   | 6,736   | 2  |
| Percentage of net sales (%)    | 6.4                                      | 8.1                                      |         |    |
| Domestic                       | 29,647                                   | 32,856                                   | 3,209   | 1  |
| Overseas                       | 693                                      | 4,220                                    | 3,527   | 50 |
| The Americas                   | 43                                       | 961                                      | 918     |    |
| Europe, Middle East and Africa | 352                                      | 1,738                                    | 1,386   | 39 |
| Other                          | 298                                      | 1,521                                    | 1,223   | 41 |
| -----                          |  |  |         |    |
| Grand Total                    | 471,689                                  | 458,080                                  | -13,609 | -  |
| Percentage of net sales (%)    | 100.0                                    | 100.0                                    |         |    |



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|                                |            |           |        |         |
|--------------------------------|------------|-----------|--------|---------|
| Domestic                       | 219,203    | 215,313   | -3,890 | -       |
| Percentage of net sales (%)    | 46.5       | 47.0      |        |         |
| Overseas                       | 252,486    | 242,767   | -9,719 | -       |
| Percentage of net sales (%)    | 53.5       | 53.0      |        |         |
| The Americas                   | 120,151    | 116,852   | -3,299 | -       |
| Percentage of net sales (%)    | 25.5       | 25.5      |        |         |
| Europe, Middle East and Africa | 100,231    | 91,910    | -8,321 | -       |
| Percentage of net sales (%)    | 21.2       | 20.1      |        |         |
| Other                          | 32,104     | 34,005    | 1,901  |         |
| Percentage of net sales (%)    | 6.8        | 7.4       |        |         |
| -----                          |            |           |        |         |
| Reference: Exchange rate       |            |           |        |         |
| US\$ 1                         | Yen 77.94  | Yen 78.64 |        | Yen 0   |
| EURO 1                         | Yen 110.31 | Yen 98.29 |        | Yen -12 |

\*Each category includes the following product line:

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

\*Product Category and product lines included in Product Category was changed in this fiscal year.

Product Category in Imaging & Solutions was reclassified as Office Imaging, Production Printing and Network System Solutions in this fiscal year (Imaging Solutions and Network System Solutions as previous category).

Certain products were reclassified into Network System Solutions and Industrial Products from Other in this fiscal year.

The above reclassification was made to the prior year's figures.

\*Geographic area was changed in this fiscal year.

Middle East and Africa were reclassified from Other into Europe in this fiscal year.

The reclassification was made to the prior year's figures.

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## 2. FORECAST OF CONSOLIDATED PERFORMANCE

|                 |        |                  |        |                |
|-----------------|--------|------------------|--------|----------------|
|                 |        |                  |        | (Billions)     |
| -----           |        |                  |        |                |
| Half year ended |        | Half year ending |        | Year ending    |
| Sept. 30, 2012  | Change | March 31, 2013   | Change | March 31, 2013 |



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|   | Results | %    | Forecast | %   | Forecast |
|---|---------|------|----------|-----|----------|
| Net sales   | 917.4   | -2.3 | 982.6    | 1.9 | 1,900.0  |
| Gross profit  | 374.4   | -3.2 | 380.6    | 4.1 | 755.0    |
| Operating income  | 27.3    | --   | 42.7     | --  | 70.0     |
| Income before income taxes  | 24.4    | --   | 38.1     | --  | 62.5     |
| Net income attributable to Ricoh Company, Ltd.                                      | 11.7    | --   | 21.3     | --  | 33.0     |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-basic (yen)   | 16.15   | --   | 29.36    | --  | 45.51    |
| Net income attributable to Ricoh Company, Ltd. shareholders per share-diluted (yen) | --      | --   | --       | --  | --       |
| Capital expenditures  | 41.3    | --   | 37.7     | --  | 79.0     |
| Depreciation for tangible fixed assets  | 30.6    | --   | 33.4     | --  | 64.0     |
| R&D expenditures  | 54.7    | --   | 62.3     | --  | 117.0    |
| Exchange rate (Yen/US\$)  | 79.43   | --   | 75.00    | --  | 77.22    |
| Exchange rate (Yen/EURO)  | 100.66  | --   | 100.00   | --  | 100.33   |

## 3. FORECAST OF CONSOLIDATED SALES BY PRODUCT CATEGORY

|                                | Half year ending March. 31, 2013 |          |              |          | Year ending March. 31, 2013 |          |
|--------------------------------|----------------------------------|----------|--------------|----------|-----------------------------|----------|
|                                | Forecast                         | Change % | Forecast (*) | Change % | Forecast                    | Change % |
| [Imaging & Solutions]          |                                  |          |              |          |                             |          |
| Office Imaging                 | 668.0                            | 0.5      | 685.3        | 3.1      | 1,294.3                     | -2.1     |
| Domestic                       | 253.0                            | -0.1     | 253.0        | -0.1     | 489.0                       | -1.1     |
| Overseas                       | 415.0                            | 0.9      | 432.3        | 5.1      | 805.3                       | -2.1     |
| Production Printing            | 77.4                             | 2.1      | 80.0         | 5.5      | 146.8                       | -1.1     |
| Domestic                       | 17.8                             | 4.4      | 17.8         | 4.4      | 34.2                        | 5.1      |
| Overseas                       | 59.6                             | 1.4      | 62.2         | 5.9      | 112.6                       | -3.1     |
| Network System Solutions       | 108.9                            | 7.6      | 109.6        | 8.2      | 210.8                       | 5.1      |
| Domestic                       | 94.2                             | 2.1      | 94.2         | 2.1      | 184.0                       | 1.1      |
| Overseas                       | 14.7                             | 63.8     | 15.4         | 71.0     | 26.8                        | 56.1     |
| Imaging & Solutions Total      | 854.3                            | 1.5      | 874.9        | 3.9      | 1,652.0                     | -1.1     |
| Domestic                       | 365.0                            | 0.7      | 365.0        | 0.7      | 707.3                       | -0.1     |
| Overseas                       | 489.3                            | 2.1      | 509.9        | 6.4      | 944.7                       | -1.1     |
| The Americas                   | 228.1                            | 1.2      | 237.7        | 5.4      | 453.6                       | 0.1      |
| Europe, Middle East and Africa | 205.3                            | 1.5      | 213.7        | 5.7      | 382.7                       | -5.1     |
| Other                          | 55.9                             | 8.6      | 58.5         | 13.6     | 108.4                       | 4.1      |
| [Industrial Products]          |                                  |          |              |          |                             |          |
| Industrial Products            | 47.4                             | -0.1     | 48.4         | 2.0      | 94.8                        | -3.1     |
| Domestic                       | 23.6                             | -6.3     | 23.6         | -6.3     | 47.6                        | -10.1    |
| Overseas                       | 23.8                             | 6.8      | 24.8         | 11.3     | 47.2                        | 5.1      |



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|                                |       |      |         |      |         |     |
|--------------------------------|-------|------|---------|------|---------|-----|
| The Americas                   | 6.9   | 5.8  | 7.2     | 10.4 | 13.8    | 8   |
| Europe, Middle East and Africa | 6.8   | 8.0  | 7.0     | 11.1 | 13.2    | 1   |
| Other                          | 10.1  | 6.8  | 10.6    | 12.1 | 20.3    | 7   |
| -----                          |       |      |         |      |         |     |
| [Other]                        |       |      |         |      |         |     |
| Other                          | 80.8  | 7.5  | 81.3    | 8.1  | 153.2   | 14  |
| Domestic                       | 67.6  | 5.5  | 67.6    | 5.5  | 132.1   | 8   |
| Overseas                       | 13.2  | 19.6 | 13.7    | 23.6 | 21.1    | 68  |
| The Americas                   | 3.0   | 28.7 | 3.1     | 33.0 | 5.0     | 106 |
| Europe, Middle East and Africa | 5.8   | 17.6 | 6.0     | 21.6 | 9.2     | 63  |
| Other                          | 4.4   | 16.5 | 4.6     | 20.5 | 6.9     | 53  |
| -----                          |       |      |         |      |         |     |
| Grand Total                    | 982.6 | 1.9  | 1,004.6 | 4.2  | 1,900.0 | -0  |
| Domestic                       | 456.3 | 1.0  | 456.3   | 1.0  | 887.0   | 0   |
| Overseas                       | 526.3 | 2.7  | 548.3   | 7.0  | 1,013.0 | -0  |
| The Americas                   | 238.0 | 1.6  | 248.0   | 5.8  | 472.3   | 0   |
| Europe, Middle East and Africa | 217.9 | 2.1  | 226.7   | 6.2  | 405.1   | -3  |
| Other                          | 70.4  | 8.8  | 73.6    | 13.8 | 135.6   | 6   |
| -----                          |       |      |         |      |         |     |

\* Excluding foreign exchange impact

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