

QUARTERLY REPORT

Third Quarter ended December 31, 2017

(Results for the Period from April 1, 2017 to December 31, 2017)

Performance Outline (Consolidated)

(1) Nine months ended December 31, 2016 and 2017 (Actual result) and Year ending March 31, 2018 (Forecast)

	Nine months ended December 31, 2016 Results	Nine months ended December 31, 2017 Results	Change	(Billions of yen)	
				Year ending March 31, 2018 Forecast	Change
Domestic sales	546.9	579.2	5.9%	800.0	4.2%
Overseas sales	922.4	936.9	1.6%	1,240.0	-1.7%
Sales	1,469.4	1,516.2	3.2%	2,040.0	0.5%
Gross profit	585.5	593.9	1.4%	790.0	0.2%
Operating profit	28.5	48.0	68.1%	20.0	-41.0%
Profit before income tax expenses	26.1	43.1	65.0%	14.0	-53.3%
Profit attributable to owners of the parent	4.1	17.3	321.4%	0.0	-100.0%
Exchange rate (Yen/US\$)	106.61	111.72	5.11	110.04	1.65
Exchange rate (Yen/EURO)	118.03	128.50	10.47	127.62	8.80
Earnings per share attributable to owners of the parent-basic (yen)	5.68	23.91	18.23	0.00	-4.81
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-	-	-
Cash flows from operating activities	24.1	40.3	16.1	-	-
Cash flows from investing activities	-63.2	-40.6	22.5	-	-
Cash flows from financing activities	61.5	32.0	-29.4	-	-
Cash and cash equivalents at end of period	193.1	161.5	-31.6	-	-
Capital expenditures	53.0	46.1	-6.9	70.0	-5.4
Depreciation	50.1	51.5	1.3	66.0	-2.0
R&D expenditures	83.7	80.4	-3.3	110.0	-4.3
	March 31, 2017	December 31, 2017	Change		
Total assets	2,759.2	2,845.3	86.0		
Equity attributable to owners of the parent	1,042.1	1,090.6	48.5		
Interest-bearing debt	859.7	912.2	52.5		
Equity attributable to owners of the parent ratio (%)	37.8	38.3	0.5		
Equity per share attributable to owners of the parent (yen)	1,437.62	1,504.55	66.93		

(2) Three months ended December 31, 2016 and 2017

(Billions of yen)

	Three months ended December 31, 2016 Results	Three months ended December 31, 2017 Results	Change
Domestic sales	182.2	194.0	6.5%
Overseas sales	315.7	323.2	2.4%
Sales	497.9	517.3	3.9%
Gross profit	198.2	203.5	2.6%
Operating profit	12.0	26.0	116.4%
Profit before income tax expenses	10.8	25.3	113.6%
Profit attributable to owners of the parent	-0.8	12.8	-
Exchange rate (Yen/US\$)	109.33	112.97	3.64
Exchange rate (Yen/EURO)	117.81	133.02	15.21
Earnings per share attributable to owners of the parent-basic (yen).	-1.23	17.67	18.90
Earnings per share attributable to owners of the parent-diluted (yen).	-	-	-
Capital expenditures	17.1	17.7	0.6
Depreciation	17.0	16.7	-0.3
R&D expenditures	26.6	26.0	-0.5

Ricoh Company, Ltd.

* The forecasts and forward-looking statements included in this document are based on information available to the Company as at today and certain assumptions that the Company considers reasonable. The Company makes no guarantees with respect to the achievement of the forecasts or forward-looking statements. Actual results might be significantly different from the forecasts in the document, depending on various factors. For the assumptions for the forecasts and other related information, please refer to "3. Qualitative Information on Forecasted Consolidated Financial Results" on page 6.

Ricoh Company, Ltd. and Consolidated Subsidiaries

Financial Highlights for the nine months ended December 31, 2017

[Prepared on the basis of International Financial Reporting Standards]

1. Results for the Period from April 1, 2017 to December 31, 2017

(1) Operating Results

	(Millions of yen)	
	Nine months ended December 31, 2016	Nine months ended December 31, 2017
Sales	1,469,426	1,516,200
(% change from the previous corresponding period)	-10.6	3.2
Operating profit	28,575	48,034
(% change from the previous corresponding period)	-66.6	68.1
Profit before income tax expenses	26,162	43,165
(% change from the previous corresponding period)	-67.8	65.0
Profit for the period	8,623	21,798
(% change from the previous corresponding period)	-84.5	152.8
Profit attributable to owners of the parent	4,114	17,335
(% change from the previous corresponding period)	-92.0	321.4
Comprehensive income	12,038	67,610
(% change from the previous corresponding period)	-77.6	461.6
Earnings per share attributable to owners of the parent-basic (yen)	5.68	23.91
Earnings per share attributable to owners of the parent-diluted (yen)	-	-

Notes: Earnings per share attributable to owners of the parent (basic and diluted) are based on Profit attributable to owners of the parent.

(2) Financial Position

	(Millions of yen)	
	March 31, 2017	December 31, 2017
Total assets	2,759,287	2,845,381
Total equity	1,116,877	1,168,852
Equity attributable to owners of the parent	1,042,106	1,090,610
Equity attributable to owners of the parent ratio (%)	37.8	38.3

2. Dividend Information

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

Notes: Revision of expected dividends during this period: No

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

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

	(Millions of yen)
	Year ending March 31, 2018
Sales	2,040,000
(% change from the previous corresponding period)	0.5
Operating profit	20,000
(% change from the previous corresponding period)	-41.0
Profit before income tax expenses	14,000
(% change from the previous corresponding period)	-53.3
Profit attributable to owners of the parent	0
(% change from the previous corresponding period)	-100.0
Earnings per share attributable to owners of the parent-basic (yen)	0.00

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

4. Others

- (1) Changes in significant subsidiaries: No
- (2) Changes in accounting policies and accounting estimate
 - (i) Changes in accounting policies required by IFRS: Yes
 - (ii) Other changes: No
 - (iii) Changes in accounting estimate: No

* For details, please refer to "4. Condensed Consolidated Financial Statements (7) Changes in accounting policies" on page 15
- (3) Number of common stock outstanding (including treasury stock):
As of December 31, 2017 : 744,912,078 shares ; As of March 31, 2017 : 744,912,078 shares
- (4) Number of treasury stock:
As of December 31, 2017 : 20,037,898 shares ; As of March 31, 2017 : 20,030,468 shares
- (5) Average number of common stock:
Nine months ended December 31, 2017 : 724,878,605 shares ; Nine months ended December 31, 2016 : 724,886,905 shares

Qualitative Information on Consolidated Financial Results for the Quarter under Review

1. Qualitative Information on Consolidated Business Results

* Overview of the nine months of Fiscal 2017 (April 1 – December 31, 2017)

Ricoh's sales for the third quarter increased by 3.2% as compared to the previous corresponding period, to ¥1,516.2 billion. Sales in all segments excluding the Office Printing segment increased.

During this period, the average exchange rates of Japanese yen against U.S. dollar and Euro were ¥111.72 (up ¥5.11 from previous year) and ¥128.50 (up ¥10.47 from previous year) respectively. Sales would have decreased by 0.6% as compared to the previous corresponding period when excluding the impact of such foreign currency exchange fluctuation.

The Japanese economy continued to show some signs of a gradual recovery. Under such market conditions, sales in all segments excluding the Office Printing segment increased. As a result, the sales in the domestic market increased by 5.9% as compared to the previous corresponding period.

As for the overseas market, the U.S. economy continued to show a gradual recovery, the European economy showed a gradual recovery excluding the slowdown of the British economy. China economy showed signs of an economic slowdown, and other developing countries in Asia are showing gradual recoveries. Under such market conditions, sales generally increased mainly in the Office Service segment and Industrial Printing segment but sales in the Office Printing segment decreased. As for overseas sales by region, sales in the Americas decreased by 2.7% (a decrease of 7.1% excluding foreign currency exchange fluctuation), sales in Europe, Middle East and Africa increased by 4.0% (a decrease of 4.4% excluding foreign currency exchange fluctuation) and sales in Other region, which includes China, South East Asia and Oceania, increased by 9.0% (an increase of 3.8% excluding foreign currency exchange fluctuation).

As a result, sales in the overseas market increased by 1.6% as compared to the previous corresponding period. Excluding effects of foreign currency fluctuations, sales in overseas would have decreased by 4.4% as compared to the previous corresponding period.

Gross profit increased by 1.4% as compared to the previous corresponding period, to ¥593.9 billion, mainly due to the increase in sales.

Selling, general and administrative expenses decreased by 0.2% as compared to the previous corresponding period, to ¥558.1 billion. Though there was an increase of costs relating to structural reforms for future business growth, the effects of continuous group-wide activities to reduce costs have contributed in controlling these expenses.

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

As a result, operating profit increased by 68.1% as compared to the previous corresponding period, to ¥48.0 billion.

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

Profit before income tax expenses increased by 65.0% as compared to the previous corresponding period, to ¥43.1 billion. Income tax expenses increased accordingly.

As a result, profit attributable to owners of the parent increased by 321.4% as compared to the previous corresponding period, to ¥17.3 billion.

Comprehensive income increased by 461.6% as compared to the previous corresponding period, to ¥67.6 billion due to the increase in cumulative translation adjustments.

The company concluded a share transfer agreement to transfer 80% of the outstanding shares of Ricoh Electronic Devices Co., Ltd. (referred to as Ricoh Electronic Devices from here), its consolidated subsidiary, to Nisshinbo Holdings Inc. (referred to as Nisshinbo Holdings from here), on October 30, 2017.

Based on this conclusion, assets and liabilities which relates to Ricoh Electronic Devices Co., Ltd. and included as Other segment in Operating segments will be recognized as "Assets classified as held for sale" and "Liabilities directly associated with assets classified as held for sales" until the shares would be transferred. These mainly consist of quick assets, inventories, property, plant and equipment, trade receivables and trade payables.

The transfer of the shares, which is subject to the approval of the relevant authorities, is expected to eventually take place in March, 2018. As a result of the share transfer, Ricoh Electronic Devices will be an affiliated company accounted for by using the equity method.

* Review by Business Segment

Office Printing

Sales in the Office Printing segment decreased by 1.0% to ¥849.2 billion as compared to the previous corresponding period. The downward of sales prices were suppressed mainly due to adjustment of prices which focused on profitability, but gross profit decreased with the sales amount's decrease. Selling, general and administrative expenses decreased mainly due to the effects of continuous group-wide activities to reduce costs. As a result, operating profit in the Office Printing segment increased by 9.9% as compared to the previous corresponding period, to ¥88.5 billion.

Office Service

Sales in the Office Service segment increased by 8.0% to ¥317.5 billion as compared to the previous corresponding period. IT products and communication services increased mainly in the domestic market. As a result, operating loss in the Office Service segment decreased by ¥3.1 billion as compared to the previous corresponding period to ¥3.0 billion of loss. (Operating profit (loss) of the previous corresponding period is ¥6.1 billion (loss).)

Commercial Printing

Sales in the Commercial Printing segment increased by 3.3% to ¥137.7 billion as compared to the previous corresponding period, due to the increase in sales of color cut sheet printers related parts & supplies from contribution of the increase of the amount of color cut sheet printers in field. As a result, operating profit in the Commercial Printing segment increased by 111.4% as compared to the previous corresponding period, to ¥19.9 billion.

Industrial Printing

Sales in the Industrial Printing segment increased by 64.4% to ¥13.4 billion as compared to the previous corresponding period. Sales of Inkjet heads were good in shape mainly in the overseas market. As a result, operating loss in the Industrial Printing segment decreased by ¥0.8 billion as compared to the previous corresponding period, to ¥1.7 billion of loss. (Operating profit (loss) of the previous corresponding period is ¥2.6 billion (loss).)

Thermal Media

Sales in the Thermal Media segment increased by 8.2% to ¥46.2 billion as compared to the previous corresponding period. Sales increased mainly in the Americas and Europe. As a result, operating profit in the Thermal Media segment decreased by 5.9% as compared to the previous corresponding period, to ¥4.6 billion due to the development of new products and increase of sales expenses.

Other

Sales in the Other segment increased by 14.3% to ¥151.8 billion as compared to the previous corresponding period. Though income and profit in optical equipment business mainly increased, it was offset by the decrease in income and profit in the camera business due to the decrease in amounts of sales of digital cameras. As a result, operating profit in the Other segment decreased by 13.0% as compared to the previous corresponding period, to ¥5.7 billion.

*Ricoh redefined the business region from April 1, 2017 when 19th Mid-term Management Plan started. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(8) Segment Information" on page 20 for the details of the change.

2. Analysis of Consolidated Financial Position

*Assets, Liabilities and Equity

Total assets increased by ¥86.0 billion as compared to the previous corresponding period, to ¥2,845.3 billion, mainly due to the increase in "cash and cash equivalents" and "other current assets".

Total liabilities increased by ¥34.1 billion as compared to the previous corresponding period, to ¥1,676.5 billion, mainly due to the increase in "bonds and borrowings".

Total Equity increased by ¥51.9 billion as compared to the previous corresponding period, to ¥1,168.8 billion, mainly due to the increase in "other components of equity".

*Cash Flows

Net cash provided by operating activities increased by ¥16.1 billion as compared to the previous corresponding period, to ¥40.3 billion, mainly due to the increase in Profit for the period and improvement of Inventories.

Net cash used in investing activities decreased by ¥22.5 billion as compared to the previous corresponding period, to ¥40.6 billion, mainly due to the increase in proceeds from sales of property, plant and equipment and decrease in time deposits. (Net cash used in investing activities of the previous corresponding period is ¥63.2 billion.)

Net cash provided by financing activities decreased by ¥29.4 billion as compared to the previous corresponding period, to ¥32.0 billion, mainly due to the decrease in proceeds from long-term debt.

As a result, the balance of cash and cash equivalent at the end of period increased by ¥35.1 billion as compared to the end of previous year, to ¥161.5 billion. Cash and cash equivalent above-mentioned consist of ¥159.5 billion presented as Cash and cash equivalents and ¥2.0 billion of cash and cash equivalent included in assets classified as held for sale in Condensed Consolidated Statement of Financial Position.

3. Qualitative Information on Forecasted Consolidated Financial Results

Based upon the progress of our structural reforms, the exchange rates, and the improvement in business conditions, Ricoh revised upwards the forecast of our sales, gross profit, operating income, profit before income taxes and profit attributable to owners of the parent from those previously announced in October.

Ricoh will maintain the assumed exchange rates set forth in July of ¥105.00 against U.S. dollar and of ¥125.00 against Euro in the fourth quarter, and has incorporated the actual exchange rates during the nine months ended December 31, 2017 in the annual exchange rate assumptions

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

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

US\$ 1 = ¥110.04 (¥108.39 in previous fiscal year)

EURO 1 = ¥127.62 (¥118.82 in previous fiscal year)

(Billions of yen)						
	Year ending March 31, 2018 (Previous forecast) (A)	Year ending March 31, 2018 (Revised forecast) (B)	Change (B-A)	Year ended March 31, 2017 (Actual) (C)	Change (B-C)/C	
Domestic sales	800.0	800.0	-	767.5	4.2%	
Overseas sales	1,240.0	1,240.0	-	1,261.3	-1.7%	
Sales	2,040.0	2,040.0	-	2,028.8	0.5%	
Gross profit	790.0	790.0	-	788.6	0.2%	
Operating profit	10.0	20.0	10.0	33.8	-41.0%	
Profit before income tax expenses	4.0	14.0	10.0	29.9	-53.3%	
Profit attributable to owners of the parent	-7.0	0.0	7.0	3.4	-100.0%	

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4. Condensed Consolidated Financial Statements

(1) Condensed Consolidated Statement of Financial Position

Assets

	(Millions of yen)		
	March 31, 2017	December 31, 2017	Change
Current Assets			
Cash and cash equivalents	126,429	159,533	33,104
Time deposits	8,662	90	-8,572
Trade and other receivables	566,315	569,699	3,384
Other financial assets	276,575	291,664	15,089
Inventories	202,551	209,380	6,829
Other current assets	58,682	62,943	4,261
Subtotal	1,239,214	1,293,309	54,095
Assets classified as held for sale	-	15,360	15,360
Total Current Assets	1,239,214	1,308,669	69,445
Non-current assets			
Property, plant and equipment	271,257	260,409	-10,848
Goodwill and intangible assets	388,177	389,736	1,559
Other financial assets	655,600	674,527	18,927
Investments accounted for using the equity method	563	926	363
Other investments	81,579	98,177	16,598
Other non-current assets	39,210	37,750	-1,460
Deferred tax assets	83,687	75,187	-8,500
Total Non-current Assets	1,520,073	1,536,712	16,639
Total Assets	2,759,287	2,845,381	86,094

Liabilities and Equity

	(Millions of yen)		
	March 31, 2017	December 31, 2017	Change
Current Liabilities			
Bonds and borrowings	229,944	209,760	-20,184
Trade and other payables	295,788	270,679	-25,109
Other financial liabilities	2,227	400	-1,827
Income tax payables	15,149	21,371	6,222
Provisions	9,127	6,723	-2,404
Other current liabilities	254,689	229,823	-24,866
Subtotal	806,924	738,756	-68,168
Liabilities directly associated with assets classified as held for sale	-	7,754	7,754
Total Current Liabilities	806,924	746,510	-60,414
Non-current Liabilities			
Bonds and borrowings	629,799	702,524	72,725
Other financial liabilities	2,178	2,343	165
Accrued pension and retirement benefits	120,725	118,205	-2,520
Provisions	10,969	9,873	-1,096
Other non-current liabilities	61,701	82,258	20,557
Deferred tax liabilities	10,114	14,816	4,702
Total Non-current Liabilities	835,486	930,019	94,553
Total Liabilities	1,642,410	1,676,529	34,119
Equity			
Common stock	135,364	135,364	-
Additional paid-in capital	186,423	186,463	40
Treasury stock	-37,318	-37,325	-7
Other components of equity	100,194	149,172	48,978
Retained earnings	657,443	656,936	-507
Equity attributable to owners of the parent	1,042,106	1,090,610	48,504
Non-controlling interests	74,771	78,242	3,471
Total Equity	1,116,877	1,168,852	51,975
Total Liabilities and Equity	2,759,287	2,845,381	86,094

* Assets and liabilities which relates to Ricoh Electronic Devices Co., Ltd having concluded the share transfer agreement are included in "Liabilities directly associated with assets classified as held for sale".

Three months ended December 31, 2016 and 2017

(Millions of yen)

	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%
Sales	497,983	517,363	19,380	3.9
Cost of sales	299,700	313,847	14,147	4.7
Percentage of sales (%)	60.2	60.7		
Gross profit	198,283	203,516	5,233	2.6
Percentage of sales (%)	39.8	39.3		
Selling, general and administrative expenses	186,844	181,425	-5,419	-2.9
Percentage of sales (%)	37.5	35.1		
Other income	586	3,928	3,342	570.3
Percentage of sales (%)	0.1	0.8		
Operating profit	12,025	26,019	13,994	116.4
Percentage of sales (%)	2.4	5.0		
Finance income	149	963	814	546.3
Percentage of sales (%)	0.0	0.2		
Finance costs	1,288	1,606	318	24.7
Percentage of sales (%)	0.3	0.3		
Share of profit (loss) of investments accounted for using the equity method	-18	17	35	-
Percentage of sales (%)	-0.0	0.0		
Profit before income tax expenses	10,868	25,393	14,525	133.6
Percentage of sales (%)	2.2	4.9		
Income tax expenses	10,238	10,971	733	7.2
Percentage of sales (%)	2.1	2.1		
Profit for the period	630	14,422	13,792	-
Percentage of sales (%)	0.1	2.8		
Profit attributable to:				
Owners of the parent	-888	12,808	13,696	-
Percentage of sales (%)	-0.2	2.5		
Non-controlling interests	1,518	1,614	96	6.3
Percentage of sales (%)	0.3	0.3		

	Three months ended December 31, 2016	Three months ended December 31, 2017	Change
Earnings per share attributable to owners of the parent-basic (yen)	-1.23	17.67	18.90
Earnings per share attributable to owners of the parent-diluted (yen)	-	-	-

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

Condensed Consolidated Statement of Comprehensive Income

Nine months ended December 31, 2016 and 2017

	(Millions of yen)		
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change
Profit for the period	8,623	21,798	13,175
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-154	-3,344	-3,190
Total components that will not be reclassified subsequently to profit or loss	-154	-3,344	-3,190
Components that will be reclassified subsequently to profit or loss:			
Net gain on fair value of available-for-sale financial assets	8,519	10,396	1,877
Net gain (loss) on fair value of cash flow hedges	398	225	-173
Exchange differences on translation of foreign operations	-5,348	38,535	43,883
Total components that will be reclassified subsequently to profit or loss	3,569	49,156	45,587
Total other comprehensive income (loss)	3,415	45,812	42,397
Comprehensive income	12,038	67,610	55,572
Comprehensive income attributable to:			
Owners of the parent	7,656	62,969	55,313
Non-controlling interests	4,382	4,641	259

Three months ended December 31, 2016 and 2017

	(Millions of yen)		
	Three months ended December 31, 2016	Three months ended December 31, 2017	Change
Profit for the period	630	14,422	13,792
Other comprehensive income (loss):			
Components that will not be reclassified subsequently to profit or loss:			
Remeasurement of defined benefit plan	-2	-3,344	-3,342
Total components that will not be reclassified subsequently to profit or loss	-2	-3,344	-3,342
Components that will be reclassified subsequently to profit or loss:			
Net gain on fair value of available-for-sale financial assets	8,996	7,940	-1,056
Net gain on fair value of cash flow hedges	1,231	89	-1,142
Exchange differences on translation of foreign operations	75,573	5,433	-70,140
Total components that will be reclassified subsequently to profit or loss	85,800	13,462	-72,338
Total other comprehensive income (loss)	85,798	10,118	-75,680
Comprehensive income	86,428	24,540	-61,888
Comprehensive income attributable to:			
Owners of the parent	84,438	22,754	-61,684
Non-controlling interests	1,990	1,786	-204

Consolidated Sales by Product Category

Nine months ended December 31, 2016 and 2017

	(Millions of yen)			
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change	%
<Office Printing>	858,118	849,247	-8,871	-1.0
Percentage of sales (%)	58.4	56.0		
<Office Service>	294,100	317,583	23,483	8.0
Percentage of sales (%)	20.0	20.9		
<Commercial Printing>	133,355	137,797	4,442	3.3
Percentage of sales (%)	9.1	9.1		
<Industrial Printing>	8,169	13,429	5,260	64.4
Percentage of sales (%)	0.6	0.9		
<Thermal Media>	42,779	46,292	3,513	8.2
Percentage of sales (%)	2.9	3.1		
<Other>	132,905	151,852	18,947	14.3
Percentage of sales (%)	9.0	10.0		
Grand Total	1,469,426	1,516,200	46,774	3.2
Percentage of sales (%)	100.0	100.0		

Three months ended December 31, 2016 and 2017

	(Millions of yen)			
	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%
<Office Printing>	287,574	289,877	2,303	0.8
Percentage of sales (%)	57.7	56.0		
<Office Service>	100,057	105,506	5,449	5.4
Percentage of sales (%)	20.1	20.4		
<Commercial Printing>	47,487	47,213	-274	-0.6
Percentage of sales (%)	9.5	9.1		
<Industrial Printing>	2,748	4,534	1,786	65.0
Percentage of sales (%)	0.6	0.9		
<Thermal Media>	15,282	16,874	1,592	10.4
Percentage of sales (%)	3.1	3.3		
<Other>	44,835	53,359	8,524	19.0
Percentage of sales (%)	9.0	10.3		
Grand Total	497,983	517,363	19,380	3.9
Percentage of sales (%)	100.0	100.0		

* Each category includes the following product line:

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

* Ricoh redefined the business region from April 1, 2017 when 19th Mid-term Management Plan started. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(8) Segment Information" on page 19 for the details of the change.

Consolidated Sales by Geographic Area

Nine months ended December 31, 2016 and 2017

(Millions of yen)				
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change	%
<Domestic>	546,996	579,205	32,209	5.9
Percentage of sales (%)	37.2	38.2		
<Overseas>	922,430	936,995	14,565	1.6
Percentage of sales (%)	62.8	61.8		
The Americas	443,704	431,905	-11,799	-2.7
Percentage of sales (%)	30.2	28.5		
Europe, Middle East and Africa	334,654	348,024	13,370	4.0
Percentage of sales (%)	22.8	23.0		
Other	144,072	157,066	12,994	9.0
Percentage of sales (%)	9.8	10.3		
Grand Total	1,469,426	1,516,200	46,774	3.2
Percentage of sales (%)	100.0	100.0		

Three months ended December 31, 2016 and 2017

(Millions of yen)				
	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%
<Domestic>	182,205	194,089	11,884	6.5
Percentage of sales (%)	36.6	37.5		
<Overseas>	315,778	323,274	7,496	2.4
Percentage of sales (%)	63.4	62.5		
The Americas	150,859	143,843	-7,016	-4.7
Percentage of sales (%)	30.3	27.8		
Europe, Middle East and Africa	113,726	123,866	10,140	8.9
Percentage of sales (%)	22.8	23.9		
Other	51,193	55,565	4,372	8.5
Percentage of sales (%)	10.3	10.8		
Grand Total	497,983	517,363	19,380	3.9
Percentage of sales (%)	100.0	100.0		

(3) Condensed Consolidated Statement of Changes in Equity

(Millions of Yen)

	Common Stock	Additional paid-in capital	Treasury stock	Other components of equity		
				Remeasurement of defined benefit plan	Net gain (loss) on fair value of available-for-sale financial assets	Net gain (loss) on fair value of cash flow hedges
Balance as of April 1, 2016	135,364	186,423	-37,312	-	23,617	-267
Profit for the period						
Other comprehensive income (loss)				-154	8,524	399
Comprehensive income	-	-	-	-154	8,524	399
Net change in treasury stock			-3			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				154		
Acquisition of non-controlling interests						
Total transactions with owners	-	-	-3	154	-	-
Balance as of December 31, 2016	135,364	186,423	-37,315	-	32,141	132

	Other components of equity		Retained earnings	Equity attributable to owners of the parent	Non-controlling interests	Total equity
	Exchange differences on translation of foreign operations	Total other components of equity				
Balance as of April 1, 2016	91,564	114,914	678,424	1,077,813	69,951	1,147,764
Profit for the period			4,114	4,114	4,509	8,623
Other comprehensive income (loss)	-5,227	3,542		3,542	-127	3,415
Comprehensive income	-5,227	3,542	4,114	7,656	4,382	12,038
Net change in treasury stock				-3		-3
Dividends declared and approved to owners			-28,996	-28,996	-867	-29,863
Transfer from other components of equity to retained earnings		154	-154	-		-
Acquisition of non-controlling interests				-		-
Total transactions with owners	-	154	-29,150	-28,999	-867	-29,866
Balance as of December 31, 2016	86,337	118,610	653,388	1,056,470	73,466	1,129,936

(Millions of Yen)

	Common Stock	Additional paid-in capital	Treasury stock	Other components of equity		
				Remeasurement of defined benefit plan	Net gain (loss) on fair value of available-for-sale financial assets	Net gain (loss) on fair value of cash flow hedges
Balance as of April 1, 2017	135,364	186,423	-37,318	-	34,330	73
Profit for the period						
Other comprehensive income (loss)				-3,344	10,190	156
Comprehensive income	-	-	-	-3,344	10,190	156
Net change in treasury stock			-7			
Dividends declared and approved to owners						
Transfer from other components of equity to retained earnings				3,344		
Acquisition of non-controlling interests		40				
Total transactions with owners	-	40	-7	3,344	-	-
Balance as of December 31, 2017	135,364	186,463	-37,325	-	44,520	229

	Other components of equity		Retained earnings	Equity attributable to owners of the parent	Non-controlling interests	Total equity
	Exchange differences on translation of foreign operations	Total other components of equity				
Balance as of April 1, 2017	65,791	100,194	657,443	1,042,106	74,771	1,116,877
Profit for the period			17,335	17,335	4,463	21,798
Other comprehensive income (loss)	38,632	45,634		45,634	178	45,812
Comprehensive income	38,632	45,634	17,335	62,969	4,641	67,610
Net change in treasury stock				-7		-7
Dividends declared and approved to owners			-14,498	-14,498	-954	-15,452
Transfer from other components of equity to retained earnings		3,344	-3,344	-		-
Acquisition of non-controlling interests				40	-216	-176
Total transactions with owners	-	3,344	-17,842	-14,465	-1,170	-15,635
Balance as of December 31, 2017	104,423	149,172	656,936	1,090,610	78,242	1,168,852

(4) Condensed Consolidated Statement of Cash Flows

	(Millions of yen)	
	Nine months ended December 31, 2016	Nine months ended December 31, 2017
I. Cash Flows from Operating Activities:		
Profit for the period	8,623	21,798
Adjustments to reconcile profit for the period to net cash provided by operating activities—		
Depreciation and amortization	78,997	81,520
Other income	-2,205	-12,274
Share of profit (loss) of investments accounted for using the equity method	-33	-51
Finance income and costs	2,446	4,920
Income tax expenses	17,539	21,367
Decrease in trade and other receivables	16,444	9,038
Increase in inventories	-26,126	-5,079
Increase in lease receivables	-18,485	-11,645
Decrease in trade and other payables	-11,339	-27,212
Decrease in accrued pension and retirement benefits	-6,128	-5,349
Other, net	-9,878	10,596
Interest and dividends received	1,962	2,705
Interest paid	-5,521	-4,957
Income taxes paid	-22,100	-45,067
Net cash provided by operating activities	24,196	40,310
II. Cash Flows from Investing Activities:		
Proceeds from sales of property, plant and equipment	12,906	18,136
Expenditures for property, plant and equipment	-53,049	-46,137
Proceeds from sales of intangible assets	-	5,652
Expenditures for intangible assets	-18,121	-21,564
Payments for purchases of available-for-sale securities	-386	-1,005
Proceeds from sales of available-for-sale securities	755	186
Decrease in time deposits	222	8,564
Purchase of business, net of cash acquired	-287	-458
Other, net	-5,250	-3,989
Net cash used in investing activities	-63,210	-40,615
III. Cash Flows from Financing Activities:		
Net proceeds of short-term debt	38,916	42,428
Proceeds from long-term debt	233,019	97,681
Repayments of long-term debt	-202,093	-85,722
Proceeds from issuance of bonds	31,567	43,285
Repayments of bonds	-10,000	-50,000
Dividends paid	-28,996	-14,498
Payments for purchase of treasury stock	-5	-7
Other, net	-887	-1,130
Net cash provided by financing activities	61,521	32,037
IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents	3,100	3,386
V. Net Increase in Cash and Cash Equivalents	25,607	35,118
VI. Cash and Cash Equivalents at Beginning of Year	167,547	126,429
VII. Cash and Cash Equivalents at End of Period	193,154	161,547

(5) Notes on premise going concern

Not applicable

(6) Changes in significant subsidiaries

Not applicable

(7) Changes in accounting policies

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

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

(8) Segment Information

(a) Operating Segment Information

Nine months ended December 31, 2016 and 2017

	(Millions of yen)			
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change	%
Office Printing:				
Sales:				
Unaffiliated customers	858,118	849,247	-8,871	-1.0
Intersegment	-	-	-	-
Total	858,118	849,247	-8,871	-1.0
Operating expenses	777,525	760,666	-16,859	-2.2
Operating profit	80,593	88,581	7,988	9.9
Operating profit on sales in Office Printing (%)	9.4	10.4		
Office Service:				
Sales:				
Unaffiliated customers	294,100	317,583	23,483	8.0
Intersegment	-	-	-	-
Total	294,100	317,583	23,483	8.0
Operating expenses	300,209	320,590	20,381	6.8
Operating loss	-6,109	-3,007	3,102	-
Operating loss on sales in Office Service (%)	-2.1	-0.9		
Commercial Printing:				
Sales:				
Unaffiliated customers	133,355	137,797	4,442	3.3
Intersegment	-	-	-	-
Total	133,355	137,797	4,442	3.3
Operating expenses	123,894	117,799	-6,095	-4.9
Operating profit	9,461	19,998	10,537	111.4
Operating profit on sales in Commercial Printing (%)	7.1	14.5		
Industrial Printing:				
Sales:				
Unaffiliated customers	8,169	13,429	5,260	64.4
Intersegment	-	-	-	-
Total	8,169	13,429	5,260	64.4
Operating expenses	10,816	15,207	4,391	40.6
Operating loss	-2,647	-1,778	869	-
Operating loss on sales in Industrial Printing (%)	-32.4	-13.2		
Thermal Media:				
Sales:				
Unaffiliated customers	42,779	46,292	3,513	8.2
Intersegment	-	-	-	-
Total	42,779	46,292	3,513	8.2
Operating expenses	37,849	41,652	3,803	10.0
Operating profit	4,930	4,640	-290	-5.9
Operating profit on sales in Thermal Media (%)	11.5	10.0		
Other:				
Sales:				
Unaffiliated customers	132,905	151,852	18,947	14.3
Intersegment	56,485	51,717	-4,768	-8.4
Total	189,390	203,569	14,179	7.5
Operating expenses	182,829	197,864	15,035	8.2
Operating profit	6,561	5,705	-856	-13.0
Operating profit on sales in Other (%)	3.5	2.8		
Corporate and Eliminations:				
Sales:				
Intersegment	-56,485	-51,717	4,768	
Total	-56,485	-51,717	4,768	-
Operating expenses:				
Intersegment	-56,485	-51,717	4,768	
Corporate	64,214	66,105	1,891	
Total	7,729	14,388	6,659	-
Operating loss	-64,214	-66,105	-1,891	-
Consolidated:				
Sales:				
Unaffiliated customers	1,469,426	1,516,200	46,774	3.2
Intersegment	-	-	-	-
Total	1,469,426	1,516,200	46,774	3.2
Operating expenses	1,440,851	1,468,166	27,315	1.9
Operating profit	28,575	48,034	19,459	68.1
Operating profit on consolidated sales (%)	1.9	3.2		

(Supplemental information)

Finance business included in the above is as follows:

	(Millions of yen)			
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change	%
Sales	103,259	109,234	5,975	5.8
Operating expenses	80,082	85,845	5,763	7.2
Operating profit	23,177	23,389	212	0.9
Operating profit on sales in Finance Business (%)	22.4	21.4		

Three months ended December 31, 2016 and 2017

	(Millions of yen)			
	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%
Office Printing:				
Sales:				
Unaffiliated customers	287,574	289,877	2,303	0.8
Intersegment	-	-	-	-
Total	287,574	289,877	2,303	0.8
Operating expenses	261,830	252,016	-9,814	-3.7
Operating profit	25,744	37,861	12,117	47.1
Operating profit on sales in Office Printing (%)	9.0	13.1		
Office Service:				
Sales:				
Unaffiliated customers	100,057	105,506	5,449	5.4
Intersegment	-	-	-	-
Total	100,057	105,506	5,449	5.4
Operating expenses	101,942	105,973	4,031	4.0
Operating loss	-1,885	-467	1,418	-
Operating loss on sales in Office Service (%)	-1.9	-0.4		
Commercial Printing:				
Sales:				
Unaffiliated customers	47,487	47,213	-274	-0.6
Intersegment	-	-	-	-
Total	47,487	47,213	-274	-0.6
Operating expenses	42,854	38,664	-4,190	-9.8
Operating profit	4,633	8,549	3,916	84.5
Operating profit on sales in Commercial Printing (%)	9.8	18.1		
Industrial Printing:				
Sales:				
Unaffiliated customers	2,748	4,534	1,786	65.0
Intersegment	-	-	-	-
Total	2,748	4,534	1,786	65.0
Operating expenses	3,562	5,329	1,767	49.6
Operating loss	-814	-795	19	-
Operating loss on sales in Industrial Printing (%)	-29.6	-17.5		
Thermal Media:				
Sales:				
Unaffiliated customers	15,282	16,874	1,592	10.4
Intersegment	-	-	-	-
Total	15,282	16,874	1,592	10.4
Operating expenses	13,289	15,115	1,826	13.7
Operating profit	1,993	1,759	-234	-11.7
Operating profit on sales in Thermal Media (%)	13.0	10.4		
Other:				
Sales:				
Unaffiliated customers	44,835	53,359	8,524	19.0
Intersegment	19,406	17,319	-2,087	-10.8
Total	64,241	70,678	6,437	10.0
Operating expenses	62,835	67,078	4,243	6.8
Operating profit (loss)	1,406	3,600	2,194	156.0
Operating profit (loss) on sales in Other (%)	2.2	5.1		
Corporate and Eliminations:				
Sales:				
Intersegment	-19,406	-17,319	2,087	
Total	-19,406	-17,319	2,087	-
Operating expenses:				
Intersegment	-19,406	-17,319	2,087	
Corporate	19,052	24,488	5,436	
Total	-354	7,169	7,523	-
Operating loss	-19,052	-24,488	-5,436	-
Consolidated:				
Sales:				
Unaffiliated customers	497,983	517,363	19,380	3.9
Intersegment	-	-	-	-
Total	497,983	517,363	19,380	3.9
Operating expenses	485,958	491,344	5,386	1.1
Operating profit	12,025	26,019	13,994	116.4
Operating profit on consolidated sales (%)	2.4	5.0		

(Supplemental information)

Finance business included in the above is as follows:

(Millions of yen)

	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%
Sales	33,373	35,763	2,390	7.2
Operating expenses	25,657	27,658	2,001	7.8
Operating profit	7,716	8,105	389	5.0
Operating profit on sales in Finance Business (%)	23.1	22.7		

* Ricoh redefined the business region from April 1, 2017 when 19th Mid-term Management Plan started. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(8) Segment Information" on page 19 for the details of the change.

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

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

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

Abolition of Geographic Segment Information

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

-APPENDIX-

1. Consolidated Sales by Product Category

Nine months ended December 31, 2016 and 2017

	(Millions of yen)					
	Nine months ended December 31, 2016	Nine months ended December 31, 2017	Change	%	Change excluding exchange impact	%
<Office Printing>						
Office Printing	858,118	849,247	-8,871	-1.0	-44,985	-5.2
Percentage of sales (%)	58.4	56.0				
Domestic	263,336	262,055	-1,281	-0.5	-1,281	-0.5
Overseas	594,782	587,192	-7,590	-1.3	-43,704	-7.3
The Americas	280,673	260,671	-20,002	-7.1	-31,902	-11.4
Europe, Middle East and Africa	228,413	233,682	5,269	2.3	-13,747	-6.0
Other	85,696	92,839	7,143	8.3	1,945	2.3
<Office Service>						
Office Service	294,100	317,583	23,483	8.0	14,178	4.8
Percentage of sales (%)	20.0	20.9				
Domestic	152,401	166,520	14,119	9.3	14,119	9.3
Overseas	141,699	151,063	9,364	6.6	59	0.0
The Americas	71,998	78,164	6,166	8.6	2,596	3.6
Europe, Middle East and Africa	51,762	56,130	4,368	8.4	-208	-0.4
Other	17,939	16,769	-1,170	-6.5	-2,329	-13.0
<Commercial Printing>						
Commercial Printing	133,355	137,797	4,442	3.3	-2,500	-1.9
Percentage of sales (%)	9.1	9.1				
Domestic	17,736	18,076	340	1.9	340	1.9
Overseas	115,619	119,721	4,102	3.5	-2,840	-2.5
The Americas	71,844	72,592	748	1.0	-2,575	-3.6
Europe, Middle East and Africa	35,576	37,703	2,127	6.0	-946	-2.7
Other	8,199	9,426	1,227	15.0	681	8.3
<Industrial Printing>						
Industrial Printing	8,169	13,429	5,260	64.4	4,937	60.4
Percentage of sales (%)	0.6	0.9				
Domestic	1,971	2,104	133	6.7	133	6.7
Overseas	6,198	11,325	5,127	82.7	4,804	77.5
The Americas	2,162	3,799	1,637	75.7	1,412	65.3
Europe, Middle East and Africa	1,940	2,630	690	35.6	592	30.5
Other	2,096	4,896	2,800	133.6	2,800	133.6
<Thermal Media>						
Thermal Media	42,779	46,292	3,513	8.2	1,436	3.4
Percentage of sales (%)	2.9	3.1				
Domestic	9,431	10,028	597	6.3	597	6.3
Overseas	33,348	36,264	2,916	8.7	839	2.5
The Americas	12,349	13,934	1,585	12.8	948	7.7
Europe, Middle East and Africa	10,396	12,116	1,720	16.5	733	7.1
Other	10,603	10,214	-389	-3.7	-842	-7.9
<Other>						
Other	132,905	151,852	18,947	14.3	18,360	13.8
Percentage of sales (%)	9.0	10.0				
Domestic	102,121	120,422	18,301	17.9	18,301	17.9
Overseas	30,784	31,430	646	2.1	59	0.2
The Americas	4,678	2,745	-1,933	-41.3	-2,043	-43.7
Europe, Middle East and Africa	6,567	5,763	-804	-12.2	-1,106	-16.8
Other	19,539	22,922	3,383	17.3	3,208	16.4
Grand Total	1,469,426	1,516,200	46,774	3.2	-8,574	-0.6
Percentage of sales (%)	100.0	100.0				
Domestic	546,996	579,205	32,209	5.9	32,209	5.9
Percentage of sales (%)	37.2	38.2				
Overseas	922,430	936,995	14,565	1.6	-40,783	-4.4
Percentage of sales (%)	62.8	61.8				
The Americas	443,704	431,905	-11,799	-2.7	-31,564	-7.1
Percentage of sales (%)	30.2	28.5				
Europe, Middle East and Africa	334,654	348,024	13,370	4.0	-14,682	-4.4
Percentage of sales (%)	22.8	23.0				
Other	144,072	157,066	12,994	9.0	5,463	3.8
Percentage of sales (%)	9.8	10.4				

Three months ended December 31, 2016 and 2017

	(Millions of yen)					
	Three months ended December 31, 2016	Three months ended December 31, 2017	Change	%	Change excluding exchange impact	%
<Office Printing>						
Office Printing	287,574	289,877	2,303	0.8	-11,553	-4.0
Percentage of sales (%)	57.7	56.0				
Domestic	88,035	89,706	1,671	1.9	1,671	1.9
Overseas	199,539	200,171	632	0.3	-13,224	-6.6
The Americas	94,003	85,474	-8,529	-9.1	-11,224	-11.9
Europe, Middle East and Africa	76,356	83,219	6,863	9.0	-2,509	-3.3
Other	29,180	31,478	2,298	7.9	509	1.7
<Office Service>						
Office Service	100,057	105,506	5,449	5.4	1,804	1.8
Percentage of sales (%)	20.1	20.4				
Domestic	49,101	51,307	2,206	4.5	2,206	4.5
Overseas	50,956	54,199	3,243	6.4	-402	-0.8
The Americas	24,650	26,961	2,311	9.4	1,431	5.8
Europe, Middle East and Africa	18,325	20,380	2,055	11.2	-229	-1.2
Other	7,981	6,858	-1,123	-14.1	-1,604	-20.1
<Commercial Printing>						
Commercial Printing	47,487	47,213	-274	-0.6	-2,788	-5.9
Percentage of sales (%)	9.5	9.1				
Domestic	6,120	6,003	-117	-1.9	-117	-1.9
Overseas	41,367	41,210	-157	-0.4	-2,671	-6.5
The Americas	25,730	24,553	-1,177	-4.6	-1,975	-7.7
Europe, Middle East and Africa	12,859	13,208	349	2.7	-1,154	-9.0
Other	2,778	3,449	671	24.2	458	16.5
<Industrial Printing>						
Industrial Printing	2,748	4,534	1,786	65.0	1,686	61.4
Percentage of sales (%)	0.6	0.9				
Domestic	633	638	5	0.8	5	0.8
Overseas	2,115	3,896	1,781	84.2	1,681	79.5
The Americas	707	1,240	533	75.4	478	67.6
Europe, Middle East and Africa	672	878	206	30.7	161	24.0
Other	736	1,778	1,042	141.6	1,042	141.6
<Thermal Media>						
Thermal Media	15,282	16,874	1,592	10.4	708	4.6
Percentage of sales (%)	3.1	3.3				
Domestic	3,401	3,677	276	8.1	276	8.1
Overseas	11,881	13,197	1,316	11.1	432	3.6
The Americas	4,444	4,598	154	3.5	7	0.2
Europe, Middle East and Africa	3,478	4,239	761	21.9	279	8.0
Other	3,959	4,360	401	10.1	146	3.7
<Other>						
Other	44,835	53,359	8,524	19.0	8,273	18.5
Percentage of sales (%)	9.0	10.3				
Domestic	34,915	42,758	7,843	22.5	7,843	22.5
Overseas	9,920	10,601	681	6.9	430	4.3
The Americas	1,325	1,017	-308	-23.2	-341	-25.7
Europe, Middle East and Africa	2,036	1,942	-94	-4.6	-242	-11.9
Other	6,559	7,642	1,083	16.5	1,013	15.4
Grand Total	497,983	517,363	19,380	3.9	-1,870	-0.4
Percentage of sales (%)	100.0	100.0				
Domestic	182,205	194,089	11,884	6.5	11,884	6.5
Percentage of sales (%)	36.6	37.5				
Overseas	315,778	323,274	7,496	2.4	-13,754	-4.4
Percentage of sales (%)	63.4	62.5				
The Americas	150,859	143,843	-7,016	-4.7	-11,624	-7.7
Percentage of sales (%)	30.3	27.8				
Europe, Middle East and Africa	113,726	123,866	10,140	8.9	-3,694	-3.2
Percentage of sales (%)	22.8	23.9				
Other	51,193	55,565	4,372	8.5	1,564	3.1
Percentage of sales (%)	10.3	10.8				

* Each category includes the following product line:

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

* Ricoh redefined the business region from April 1, 2017 when 19th Mid-term Management Plan started. Based on this redefinition, Ricoh has changed Operating Segment Information from this fiscal year. Prior year comparative figures have also been reclassified to conform to the current year's presentation. Please refer to "(8) Segment Information" on page 19 for the details of the change.

2. Forecast of Consolidated Performance

(Billions of yen)

	Nine months ended December 31, 2017 Results	Change %	Three months ending March 31, 2018 Forecast	Change %	Year ending March 31, 2018 Forecast	Change %
Sales	1,516.2	3.2	523.9	-6.4	2,040.0	0.5
Gross profit	593.9	1.4	196.1	-3.4	790.0	0.2
Operating profit	48.0	68.1	-28.0	-	20.0	-41.0
Profit before income tax expenses	43.1	65.0	-29.1	-	14.0	-53.3
Profit attributable to owners of the parent	17.3	321.4	-17.3	-	0.0	-100.0
Earnings per share attributable to owners of the parent-basic (yen)	23.91	-	-23.91	-	0.00	-
Earnings per share attributable to owners of the parent- diluted (yen)	-	-	-	-	-	-
Capital expenditures	46.1		23.9		70.0	
Depreciation	51.5		14.5		66.0	
R&D expenditures	80.4		29.6		110.0	
Exchange rate (Yen/US\$)	111.72		105.00		110.04	
Exchange rate (Yen/EURO)	128.50		125.00		127.62	

3. Forecast of Consolidated Sales by Product Category

(Billions of yen)

	Year ended	Three months ending		Year ending March 31, 2018			
	March 31, 2017 Result	Forecast	Forecast (Note)	Forecast	Change %	Forecast (Note)	Change %
<Office Printing>	1,165.9	275.1	281.9	1,124.3	-3.6%	1,095.0	-6.1%
Domestic	353.3	86.3	86.3	348.3	-1.4%	348.3	-1.4%
Overseas	812.6	188.8	195.6	775.9	-4.5%	746.6	-8.1%
The Americas	384.7	82.7	89.7	343.3	-10.8%	338.4	-12.0%
Europe, Middle East and Africa	312.3	79.4	77.0	313.0	0.2%	291.6	-6.6%
Other	115.5	26.7	28.9	119.5	3.5%	116.5	0.9%
<Office Service>	425.6	123.6	125.4	441.1	3.7%	433.6	1.9%
Domestic	230.8	75.4	75.4	241.9	4.8%	241.9	4.8%
Overseas	194.7	48.2	50.0	199.2	2.3%	191.7	-1.5%
The Americas	97.6	23.7	25.7	101.8	4.3%	100.2	2.7%
Europe, Middle East and Africa	70.3	19.4	18.8	75.5	7.4%	70.3	0.1%
Other	26.7	5.1	5.5	21.8	-18.3%	21.1	-21.2%
<Commercial Printing>	186.1	47.4	49.3	185.1	-0.5%	180.1	-3.2%
Domestic	25.2	7.3	7.3	25.3	0.6%	25.3	0.6%
Overseas	160.8	40.1	42.0	159.8	-0.7%	154.7	-3.8%
The Americas	100.5	23.7	25.7	96.2	-4.2%	94.9	-5.6%
Europe, Middle East and Africa	48.9	13.4	13.0	51.1	4.4%	47.6	-2.7%
Other	11.3	3.0	3.3	12.4	9.2%	12.1	7.0%
<Industrial Printing>	11.8	5.6	5.7	19.0	60.1%	18.8	58.3%
Domestic	2.7	0.9	0.9	3.0	7.8%	3.0	7.8%
Overseas	9.0	4.7	4.8	16.0	76.2%	15.8	73.7%
The Americas	3.0	1.4	1.5	5.1	69.1%	5.0	65.1%
Europe, Middle East and Africa	2.8	1.2	1.2	3.8	36.3%	3.7	32.9%
Other	3.2	2.1	2.1	6.9	117.7%	6.9	117.7%
<Thermal Media>	57.2	14.9	15.4	61.1	6.8%	59.6	4.1%
Domestic	12.4	3.3	3.3	13.3	7.3%	13.3	7.3%
Overseas	44.8	11.6	12.1	47.8	6.7%	46.2	3.2%
The Americas	17.0	4.5	4.9	18.4	7.8%	18.1	6.5%
Europe, Middle East and Africa	14.0	4.1	4.0	16.2	15.1%	15.1	7.4%
Other	13.6	3.0	3.2	13.2	-3.4%	12.9	-5.3%
<Other>	182.0	57.3	57.9	209.1	14.9%	209.1	14.9%
Domestic	142.8	47.6	47.6	168.0	17.6%	168.0	17.6%
Overseas	39.1	9.7	10.3	41.1	5.1%	41.1	5.1%
The Americas	5.9	0.8	0.8	3.5	-40.3%	3.4	-42.1%
Europe, Middle East and Africa	7.9	1.8	1.8	7.5	-5.1%	7.2	-8.9%
Other	25.2	7.1	7.7	30.0	18.9%	30.4	20.6%
Grand Total	2,028.8	523.9	535.6	2,040.0	0.6%	1,996.4	-1.6%
Domestic	767.5	220.8	220.8	800.0	4.2%	800.0	4.2%
Overseas	1,261.3	303.1	314.8	1,240.0	-1.7%	1,196.4	-5.1%
The Americas	609.0	136.8	148.3	568.7	-6.6%	560.4	-8.0%
Europe, Middle East and Africa	456.4	119.3	115.8	467.3	2.4%	435.7	-4.5%
Other	195.8	47.0	50.7	204.0	4.2%	200.2	2.3%

(Note) Excluding foreign exchange impact

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