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RICOH CO LTD  
Form 6-K  
April 27, 2005

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 February, 2005

Commission File Number 2 - 68279

RICOH COMPANY, LTD.

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(Translation of Registrant's name into English)

15-5, Minami-Aoyama 1-Chome, Minato-ku, Tokyo 107-8544, 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      X      Form 40-F      \_\_\_

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

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

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

Yes      \_\_\_      No      X

(If "Yes" is marked, indicate below the file number assigned to the registrant  
in connection with Rule 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)

By: /S/ Zenji Miura

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

February 3, 2005

RICOH

February 3, 2005

## QUARTERLY REPORT

Third Quarter Ended December 31, 2004  
(Results for the Period from October 1, 2004 to December 31, 2004)

### PERFORMANCE OUTLINE (CONSOLIDATED)

(1) Three Months Ended December 31, 2004 and 2003

(Billions of yen)

	Three months ended December 31, 2004	Three months ended December 31, 2003	Change
Domestic sales	231.3	212.9	8.6%
Overseas sales	212.4	207.9	2.2%
Net sales	443.7	420.9	5.4%
Gross profit	192.1	185.7	3.4%
Operating income	38.7	36.2	6.9%
Income before income taxes	34.6	33.2	4.2%
Net income	22.2	19.6	13.0%
Exchange rate (Yen/US\$)	106.01	108.92	-2.91
Exchange rate (Yen/EURO)	137.16	129.58	7.58
Net income per share (yen)	30.08	26.53	3.55
Capital expenditures	20.5	15.5	4.9
Depreciation for tangible fixed assets	16.9	15.7	1.2
R&D expenditures	26.1	24.2	1.9

(2) Nine Months Ended December 31, 2004, 2003 and Year Ending March 31, 2005

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	Nine months ended December 31, 2004 (Results)	Nine months ended December 31, 2003 (Results)	Change	Y Ma
Domestic sales	700.4	661.5	5.9%	
Overseas sales	619.3	647.4	-4.3%	
Net sales	1,319.8	1,308.9	0.8%	
Gross profit	555.9	573.8	-3.1%	
Operating income	96.4	113.4	-15.0%	
Income before income taxes	94.7	104.6	-9.5%	
Net income	58.0	61.9	-6.3%	
Exchange rate (Yen/US\$)	108.55	115.00	-6.45	
Exchange rate (Yen/EURO)	134.60	132.17	2.43	
Net income per share (yen)	78.56	83.32	-4.76	
Total assets	1,899.8	1,922.1	-22.2	
Shareholders' equity	841.9	708.8	133.1	
Interest-bearing debt	446.4	513.1	-66.6	
Equity ratio (%)	44.3	36.9	7.4	
Shareholder's equity per share (yen)	1,139.87	958.20	181.67	
Cash flows from operating activities	74.3	81.6	-7.3	
Cash flows from investing activities	-90.5	-40.4	-50.1	
Cash flows from financing activities	-22.9	9.2	-32.1	
Cash and cash equivalents at end of period	168.1	238.3	-70.2	
Capital expenditures	58.7	51.8	6.8	
Depreciation for tangible fixed assets	48.0	49.4	-1.3	
R&D expenditures	79.6	68.4	11.1	

## RICOH COMPANY, LTD.

\* The Company bases the forecast estimates for the year ending March 31, 2005 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

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## PERFORMANCE

### \*Overview

Consolidated net sales for the third quarter of fiscal 2005 (the three months period from October 1 to December 31, 2004) increased by 5.4% as compared to the previous corresponding period, to Yen 443.7 billion. During this quarter, the average yen exchange rates were at Yen 106.01 against the U.S. dollar (up Yen 2.91) and Yen 137.16 against the euro (down Yen 7.58). Net sales would rise 4.8% excluding impacts of such foreign currency exchange fluctuations.

In Japan, Printing Systems such as MFPs (multifunctional printers) and laser printers increased its sales, and also solution business such as support and service continued its sales raised. Moreover, Ricoh Printing Systems, Ltd. which is a newly acquired printing company contributed substantially to our sales. In

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the result of taking effective countermeasures against the changes in terms of multifunction, networking and colorizing, net sales was 8.6% up from the previous corresponding period.

As for overseas, product categories such as color PPCs (plain paper copiers), MFPs and laser printers, especially color models, increased its sales in each region. Although sales in the Americas increased by 3.0% (5.9% increase excluding currency exchange impact) and in Europe also increased by 8.2% as compared to the previous corresponding period, sales in other region such as China, Asian and Oceania countries decreased by 18.4% due primarily to sales decline of optical disc business and the sale of certain consolidated subsidiaries in optical related business. As a result, net sales was 2.2% up from the previous corresponding period. Excluding the impact of the currency exchange fluctuations, it figures net sales would be increased by 0.9%.

Operating income increased by 6.9% as compared to the previous corresponding period, to Yen 38.7 billion. It was provided positive effect by increasing of sales on high value-added products such as color PPCs, MFPs and printers that yield a high profit, launching new products and ongoing cost-cutting activities, in spite of expansion of strategic costs such as research and development and establishment of core operating system.

As a result, income before income taxes increased by 4.2% as compared to the previous corresponding period, to Yen 34.6 billion, although foreign exchange losses incurred in other expense.

The effective tax rate consequently dropped down due to the amount of tax exemption on research and development expenses which was expanded by the change of the Corporate Tax Law in Japan, and overall profitability improvement has been executed.

As a result, net income increased by 13.0% as compared to the previous corresponding period, to Yen 22.2 billion.

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### \*Conditions by Product Line

Office Equipment (Sales up 6.7% to Yen 393.1 billion)

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Customer demands have been shifting more to digital, networked and color models from standalone analog products both in Japan and overseas market place. Ricoh enforced a solution proposal to customers for the optimization of their total printing costs in order to assist their efficient management of TDV (Total Document Volume). As a result, sales of color PPCs and Printing Systems such as MFPs and laser printers continued to grow and sales of Network System Solutions such as support and service increased while sales of Imaging Solutions decreased. Sales of optical disc business decreased as per continuous reduction in key module business such as independent developed disc drive and its related component, except media.

Imaging Solutions (Sales down 5.7% to Yen 178.3 billion)

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Digital Imaging Systems

- Sales of color PPCs increased by new product in response to growth in customer demand.
- Shift from standalone products to MFPs all over the world
- As a result, sales in this category decreased by 2.1%.

Other Imaging Systems

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- Sales were down by 17.1% due to the shift from analog products to MFPs and color products.

Network Input/Output Systems (Sales up 24.2% to Yen 171.3 billion)

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### Printing Systems

- Continuous sales growth by introducing new offering products to cope with the shift to networked and color models both in Japan and overseas.
  - MFPs: Imagio Neo 352 and Imagio Neo 602 in Japan  
Aficio 2035/2045 series and Aficio 2105/2090 series overseas
  - Color MFPs: Imagio Neo C245 and Imagio Neo C385 in Japan  
Aficio 2232C/2238C series overseas
- Sales volume of printers increased especially color laser printer and color printers for office use utilizing Ricoh's original 'GELJET' technology with strategic low price.
- Ricoh Printing Systems, Ltd. became a subsidiary and contributed to our performances.
- As a result, sales in this category increased by 35.9%.

### Other Input/Output Systems

- Optical disc business that advanced to focus on media decreased its sales.

Network System Solutions (Sales up 4.6% to Yen 43.5 billion)

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- Solution business such as support and service continued to increase due primarily to customer acceptance of our solution proposal to optimize their total printing cost.

Consequently, net sales of Office Equipment segment increased by 6.7% as compared to the previous corresponding period, to Yen 393.1 billion. Operating income increased by 9.1% to Yen 54.5 billion. It was particularly resulted from sales increase and new products of Printing Systems and continuous cost reduction.

Other Businesses (Sales down 3.2% to Yen 50.6 billion)

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Net sales of Other Business segment decreased by 3.2% as compared to the previous corresponding period, to Yen 50.6 billion, due primarily to the sales of certain consolidated subsidiaries in optical related business and sluggish demand cycle of semiconductor business.

As a result, operating income in this segment decreased to Yen 0.1 billion.

\*Cash Flows (Nine months from April 1, 2004 to December 31, 2004)

Net cash provided by operating activities decreased Yen 7.3 billion as compared to the previous corresponding period, to Yen 74.3 billion. Although the collection of trade receivables progressed, inventories increased in response to sales expansion in overseas markets. Income tax and bonus were paid, and retirement benefit obligation decreased due to the maintenance of the pension plan last fiscal year.

Net cash used in investing activities was Yen 90.5 billion due to capital investment in new product lines, product development and the acquisition of new printer company, Ricoh Printing Systems, Ltd.

As a result, free cash flow generated by operating and investing activities, which provided Yen 41.2 billion in the previous corresponding period, used Yen 16.2 billion. Net cash used in financing activities amounted to Yen 22.9 billion due primarily to cutback interest-bearing debt by means of reinforcement of cash management in each region and payment of dividends.

As a result, cash and cash equivalents at the end of the third quarter decreased Yen 34.8 billion as compared to the end of the preceding year, to

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Yen 168.1 billion.

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\*Forecast for the entire fiscal year

As for the forecast of business results for the fiscal year ending March 31, 2005, we have revised our sales forecast as announced in October 2004, up to Yen 1,815.0 billion with 2.0% growth as compared to the previous fiscal year. We forecast the sales volume of Office Equipment will increase both in Japan and overseas in consideration of positive effect showed up in regard to the promotion for color models and the reform of non-core businesses, which were conducted during this first half of fiscal year. For the fourth quarter, we predict an exchange rate of Yen 105.00 against the US dollar, and of Yen 130.00 against the euro, without change.

As for income, we revised downward our forecast to operating income of Yen 147.0 billion and income before income taxes of Yen 141.0 billion, from Yen 151.0 billion and Yen 145.5 billion of which we announced in October 2004, respectively. It is due primarily to strategic investment for 15th medium-term plan that will start from next fiscal year.

Forecast net income of Yen 85.0 billion has not been revised and same as announced in October 2004.

Our performance forecasts for fiscal 2005 are as follows:

Exchange Rate Assumptions for the full year ending March 31, 2005

US\$ 1 = Yen 107.67 (Yen 113.09 in previous fiscal year)

EURO 1 = Yen 133.45 (Yen 132.65 in previous fiscal year)

(Billions of yen)

	Year ending March 31, 2005 (Forecast)	Year ended March 31, 2004 (Results)	Change	
Domestic sales	972.9	914.0	6.4%	
Overseas sales	842.1	866.1	-2.8%	
Net sales	1,815.0	1,780.2	2.0%	
Gross profit	764.0	765.6	-0.2%	
Operating income	147.0	150.0	-2.0%	
Income before income taxes	141.0	143.0	-1.4%	
Net income	85.0	91.7	-7.4%	*Note

\*Note: As for net income for the year ended March 31, 2004, Yen 7.3 billion of net realized gains of the certain marketable securities, which were contributed to the employee retirement benefit trust, were incorporated as cumulative effect of accounting change.

\* Ricoh bases the forecast estimates for the year ending March 31, 2005 above upon information currently available to management, which involves risks and uncertainties that could cause actual results to differ materially from those projected.

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RICOH COMPANY, LTD. AND CONSOLIDATED SUBSIDIARIES  
FINANCIAL HIGHLIGHTS FOR THE THIRD QUARTER ENDED DECEMBER 31, 2004 (U.S. GAAP  
FINANCIAL INFORMATION)

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## 1. ITEMS RELATING TO THIRD QUARTER FINANCIAL STATEMENTS

- (1) No change in accounting method has been made.
- (2) Change relating to the scale of consolidation and the application of the equity method:  
Consolidated subsidiaries: 12 additions; No change  
Companies accounted for by the equity method: 2 additions; 1 removal

## 2. RESULTS FOR THE PERIOD FROM OCTOBER 1, 2004 TO DECEMBER 31, 2004

### (1) Operating Results

	Three months ended December 31, 2004	Three months ended December 31, 2003
Net sales	443,799	420,903
(% change from the previous corresponding period)	5.4	0.0
Operating income	38,709	36,214
(% change from the previous corresponding period)	6.9	8.4
Income before income taxes	34,661	33,266
(% change from the previous corresponding period)	4.2	10.9
Net income	22,223	19,664
(% change from the previous corresponding period)	13.0	10.5
Net income per share-basic (yen)	30.08	26.53
Net income per share-diluted (yen)	-	-

Note: Equity in earnings of affiliates: Yen 1,532 million (Yen 932 million in previous corresponding period)

### (2) Financial Position

	December 31, 2004	December 31, 2003
Total assets	1,899,898	1,922,150
Shareholders' equity	841,998	708,888
Equity ratio (%)	44.3	36.9
Equity per share (yen)	1,139.87	958.20

### Cash Flow

	Nine months ended December 31, 2004	Nine months ended December 31, 2003
Cash flows from operating activities	74,318	81,698
Cash flows from investing activities	-90,576	-40,400
Cash flows from financing activities	-22,949	9,223
Cash and cash equivalents at end of period	168,173	238,389

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## 3. FORECAST OF OPERATING RESULTS FROM APRIL 1, 2004 TO MARCH 31, 2005

Net sales	1,815,000
Operating income	147,000
Income before income taxes	141,000
Net income	85,000

Note: Net income per share (Consolidated) Yen 115.07

In accordance with Japanese regulations, Ricoh has issued forecast for its financial results for the fiscal year ending March 31, 2005. These forecast are forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties.

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## CONSOLIDATED PERFORMANCE

### 1. CONSOLIDATED STATEMENTS OF INCOME

(Three months ended December 31, 2004 and 2003)

	Three months ended December 31, 2004	Three months ended December 31, 2003
Net sales	443,799	420,903
Cost of sales	251,696	235,124
Percentage of net sales (%)	56.7	55.9
Gross Profit	192,103	185,779
Percentage of net sales (%)	43.3	44.1
Selling, general and administrative expenses	153,394	149,565
Percentage of net sales (%)	34.6	35.5
Operating income	38,709	36,214
Percentage of net sales (%)	8.7	8.6
Other (income) expense		
Interest and dividend income	358	434
Percentage of net sales (%)	0.1	0.1
Interest expense	1,276	1,337
Percentage of net sales (%)	0.3	0.3
Other, net	3,130	2,045
Percentage of net sales (%)	0.7	0.5
Income before income taxes,		
equity income and minority interests	34,661	33,266
Percentage of net sales (%)	7.8	7.9
Provision for income taxes	12,500	13,473
Percentage of net sales (%)	2.8	3.2
Minority interests in earnings of subsidiaries	1,470	1,061
Percentage of net sales (%)	0.3	0.2
Equity in earnings of affiliates	1,532	932
Percentage of net sales (%)	0.3	0.2
Net income	22,223	19,664



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Percentage of net sales (%)	5.0	4.7
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Reference : Exchange rate		
US\$ 1	Yen 106.01	Yen 108.92
EURO 1	Yen 137.16	Yen 129.58

(Nine months ended December 31, 2004 and 2003 and Year ended March 31, 2004)

	Nine months ended December 31, 2004	Nine months ended December 31, 2003	Cha
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Net sales	1,319,802	1,308,993	10,
Cost of sales	763,819	735,107	28,
Percentage of net sales (%)	57.9	56.2	
Gross Profit	555,983	573,886	-17,
Percentage of net sales (%)	42.1	43.8	
Selling, general and administrative expenses	459,516	460,417	-
Percentage of net sales (%)	34.8	35.1	
Operating income	96,467	113,469	-17,
Percentage of net sales (%)	7.3	8.7	
Other (income) expense			
Interest and dividend income	1,431	1,747	-
Percentage of net sales (%)	0.1	0.1	
Interest expense	3,592	4,200	-
Percentage of net sales (%)	0.3	0.3	
Other, net	-419	6,334	-6,
Percentage of net sales (%)	-0.1	0.5	
Income before income taxes,			
equity income and minority interests	94,725	104,682	-9,
Percentage of net sales (%)	7.2	8.0	
Provision for income taxes	36,279	41,897	-5,
Percentage of net sales (%)	2.7	3.2	
Minority interests in earnings of subsidiaries	3,368	2,760	
Percentage of net sales (%)	0.3	0.2	
Equity in earnings of affiliates	2,966	1,904	1,
Percentage of net sales (%)	0.2	0.1	
Income before cumulative effect	58,044	61,929	-3,
of accounting changes			
Percentage of net sales (%)	4.4	4.7	
Cumulative effect of accounting change, net of tax	-	-	
Percentage of net sales (%)	-	-	
Net income	58,044	61,929	-3,
Percentage of net sales (%)	4.4	4.7	
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Reference : Exchange rate			
US\$ 1	Yen 108.55	Yen 115.00	
EURO 1	Yen 134.60	Yen 132.17	

## 2-1. CONSOLIDATED SALES BY PRODUCT CATEGORY

(Three months ended December 31, 2004 and 2003)

(Millions of yen)

	Three months ended	Three months ended	Change	%
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December 31, 2004      December 31, 2003

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