

Ricoh Company, Ltd.

Corporate Environment Division

Ricoh Group Environmental Symbol and Slogan

We live by a philosophy we call, "Our earth, Our tomorrow".

It's a statement of the idea that because we all share the planet, we are all obligated to protect and preserve it.



Ricoh Group, Sustainable Environmental Management

The Conference on International Green Purchasing Network (IGPN) in China

**On Thursday, March 23, 2006,
In Suzhou, China**

Kenji (Ken) Tanaka

General Manager,
Environmental Sustainability Development Office
Corporate Environment Division
Ricoh Company, Ltd.

RICOH

1. About Ricoh Group

2. Ricoh Environmental Management

3. Ricoh Green Purchasing

General Information

1. **Solutions Provider** including manufacturing & marketing office equipments, founded in 1936.

2. FY2004 Consolidated Data

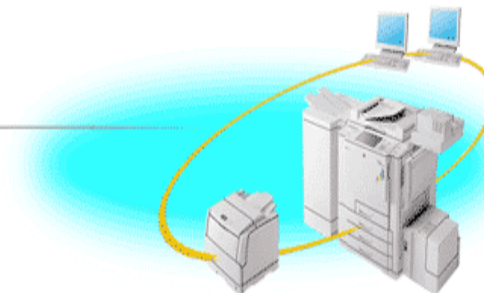
- Net Sales: \ 1,814 Billion
(US\$ 17.3 Billion)
- Net Income: \ 83 Billion
(US\$ 792 Million)
- Number of Employees: 75,100
- Number of group companies : 381

World 356th position in Fortune Global 500, World Largest Corporation in 2004.

Main Products

▪ **Networking Multi- Function Products (MFP)**

Aficio



▪ **Networking Printers**



▪ **Networking Scanners**

▪ **Digital Duplicators**

▪ **Parts & Components**

▪ **Media**



▪ **Cameras**



US\$=Japanese Yen 105

Ricoh Group Brands

Ricoh Group markets office equipments under 6 group brands to our customers worldwide.



Ricoh Global Network

(Marketing and Other Operations)

■ Ricoh Europe B.V. in Holland
(European Regional Headquarters)



■ Ricoh Company, Ltd.
(Ricoh Group & Japanese
Operation Headquarters)



Shanghai

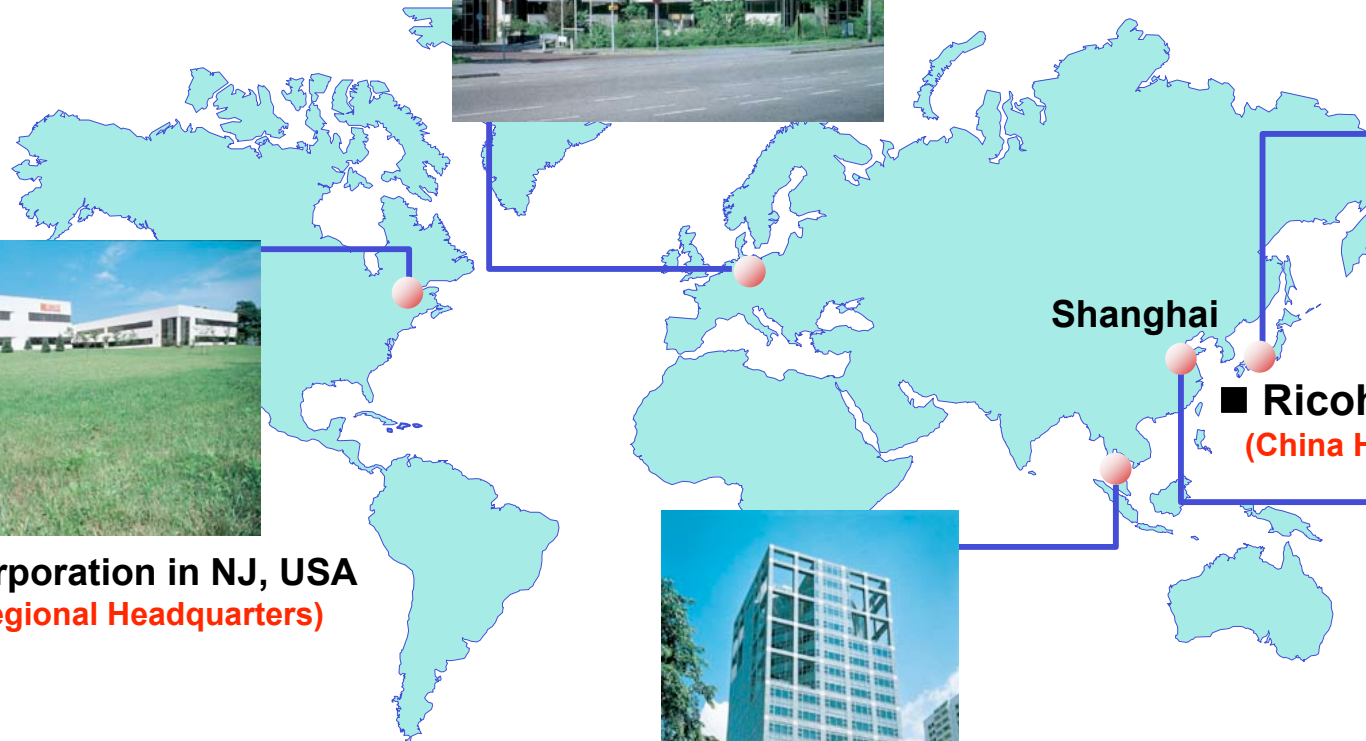
■ Ricoh (China) Co., Ltd.
(China Headquarters)



■ Ricoh Corporation in NJ, USA
(America's Regional Headquarters)



■ Ricoh Asia Pacific Pte. Ltd.
(Asia Pacific Regional Headquarters)



Ricoh Global Network

(Major R&D and Manufacturing Facilities)

■ Ricoh Electronics, Inc.
in CA & GA, and Mexico



■ Ricoh UK Products Ltd



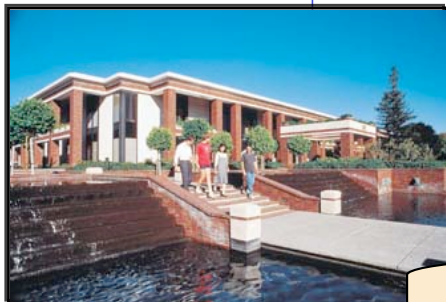
■ Shanghai Ricoh Facsimile Co., Ltd.



■ Ricoh Gotemba Plant



■ Ricoh Innovations, Inc.



■ Ricoh Industry France S.A.



■ Ricoh Asia Industry S.Z. Ltd.



■ Ricoh Research and Development Center



Remove the text here about Zero Waste to Landfill, since it is explained in Page 24.

Ricoh's Corporate & Management Philosophy

Corporate Philosophy

< The Sprits of Three Loves >

Love your **neighbor**
Love your **country**
Love your **work**

Management Philosophy

Our Purpose

To constantly **create new value** for the world at the interface of people and information

Our Goal

To be **a good global citizen** with reliability and appeal

Our Principles

To think as **an entrepreneur**
To put ourselves in **the other person's place**
To find **personal value** in our work

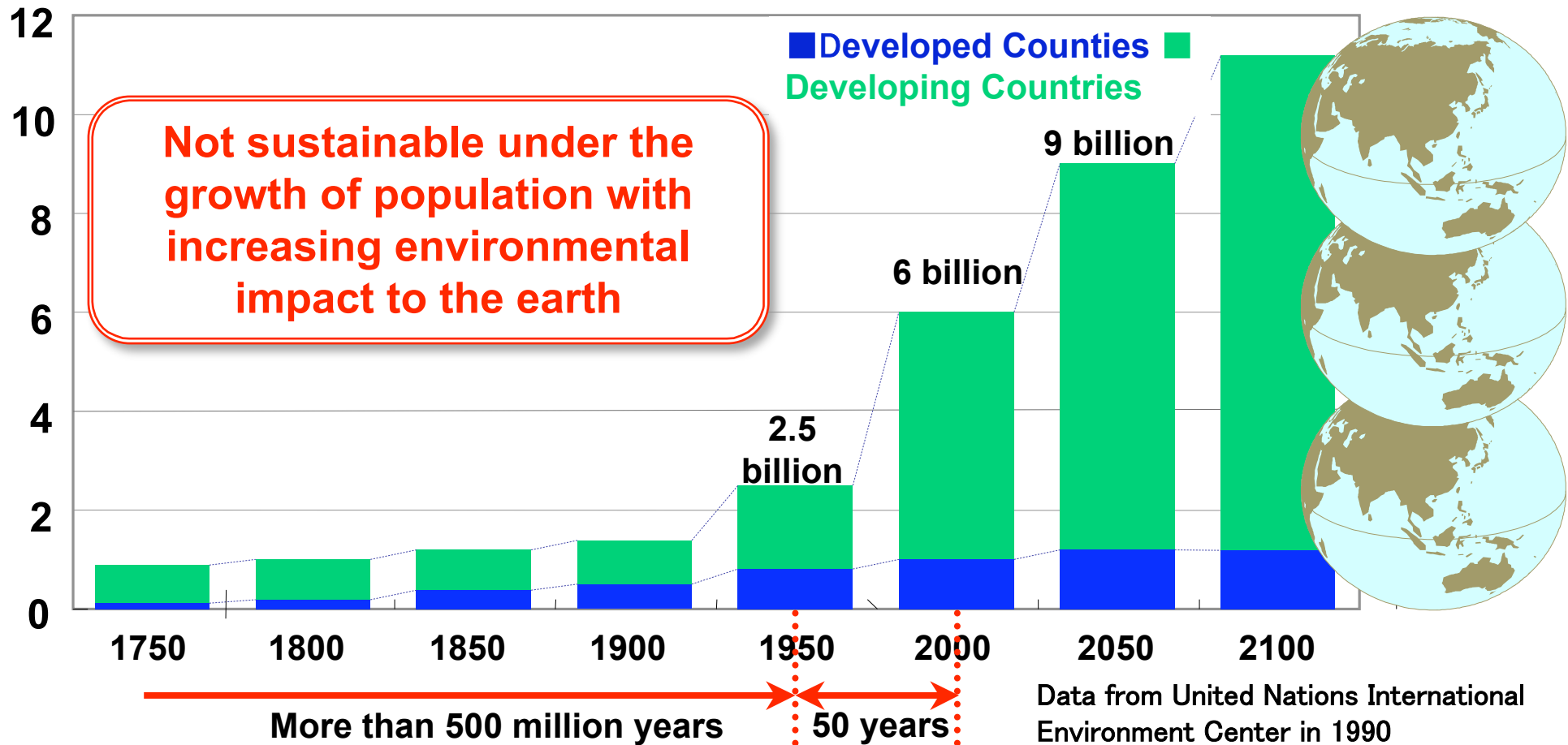
1. About Ricoh Group

2. Ricoh Environmental Management

3. Ricoh Green Purchasing

World Population Trend vs Self-Recovery Capability of the Earth against Environmental Impact (Sustainable Level)

(Billion)

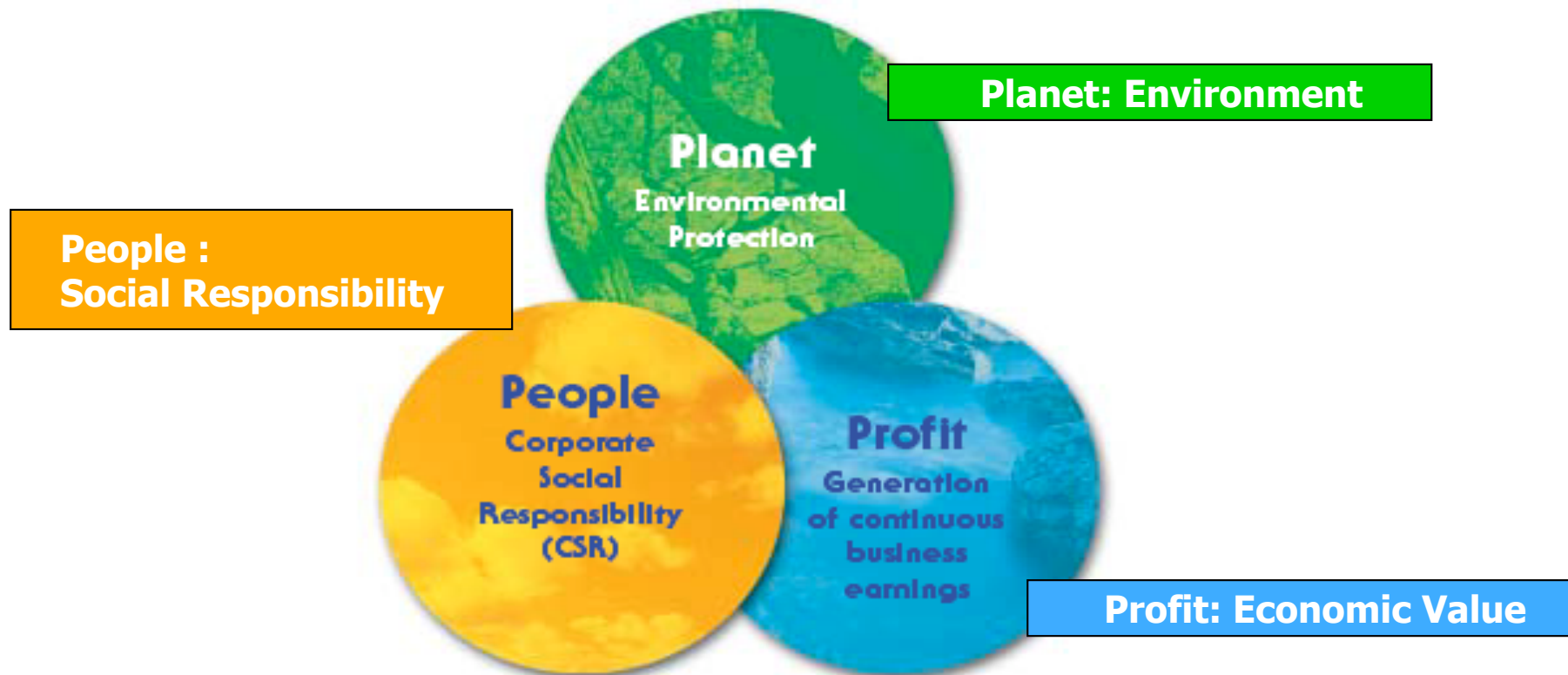


2000: 6 billion with 140% of sustainable level of the earth
2100: 11 billion with 300% of sustainable level of the earth

Population data is available from;
<http://esa.un.org/unpp/>

Sustainable State

< 3 P's Balance (Planet / People / Profit) >



“Balanced state to maintain a level of biodiversity”

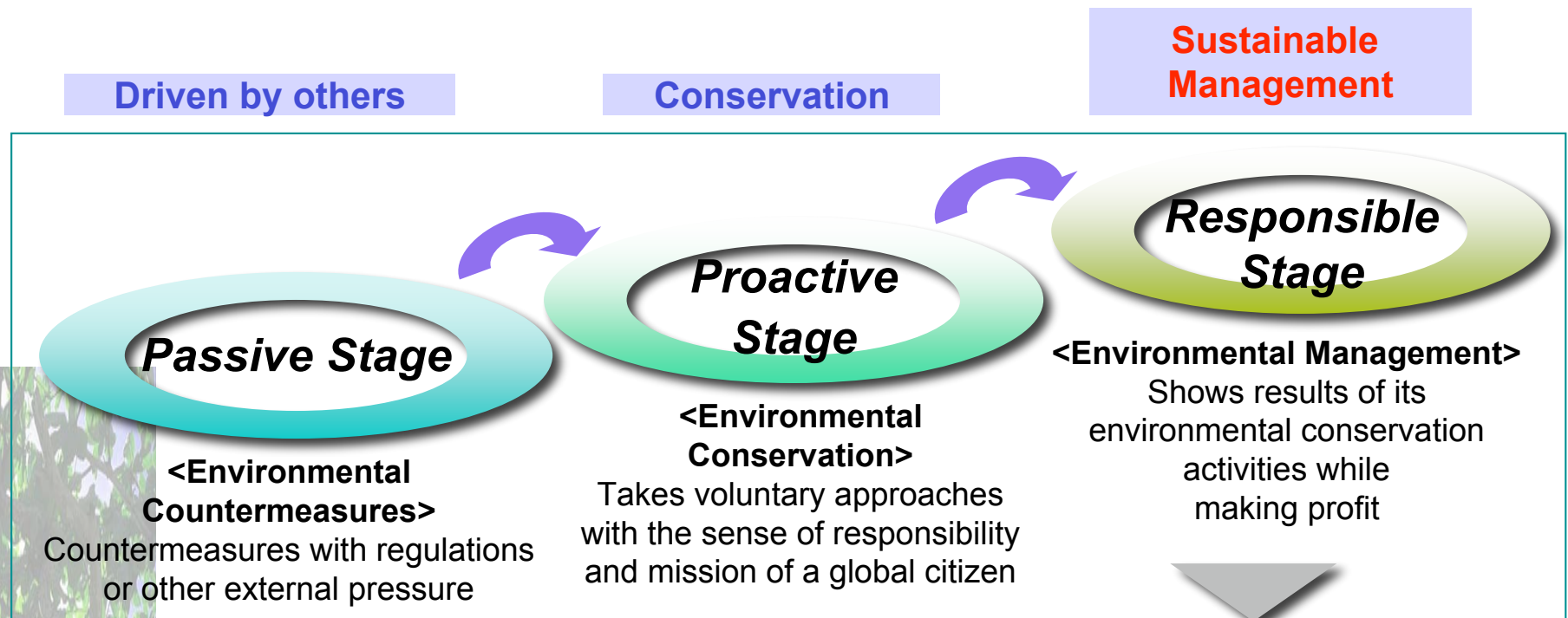
- “To maintain a level” means that the living world is balanced.
- “Balanced state” means to consume resource and energy in the earth within a renewable level.

Message from Mr. Sakurai, CEO of Ricoh

**Working toward the World's Best
Sustainable Environmental Management !**

To fulfill **its mission as a global citizen**, the Ricoh Group has taken it upon itself to contribute to **the development of a sustainable society** by promoting **global environmental conservation, while generating financial profit.**

1. Conserving the global environment **as our mission**
2. **Continuous** environmental conservation activities **by all employees**
3. The development of **environmental technologies**



Consider environmental conservation and economic benefits at the same time

Pursue environmental management that produces higher environmental & economic benefit together

Refer to **P10** of 2005 Ricoh Group Sustainability Report.

1. About Ricoh Group

2. Ricoh Environmental Management

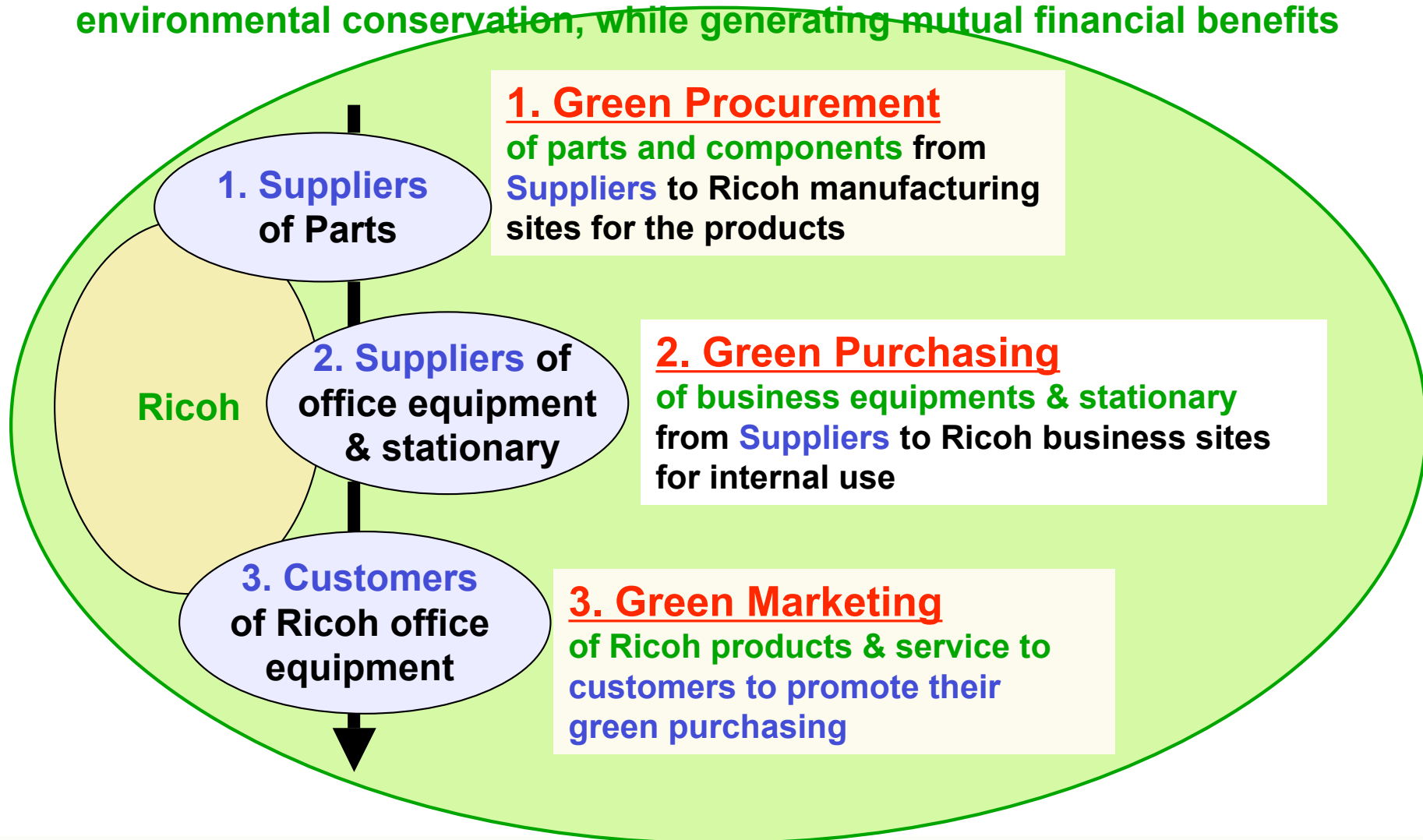
3. Ricoh Green Purchasing

Ricoh Green Purchasing



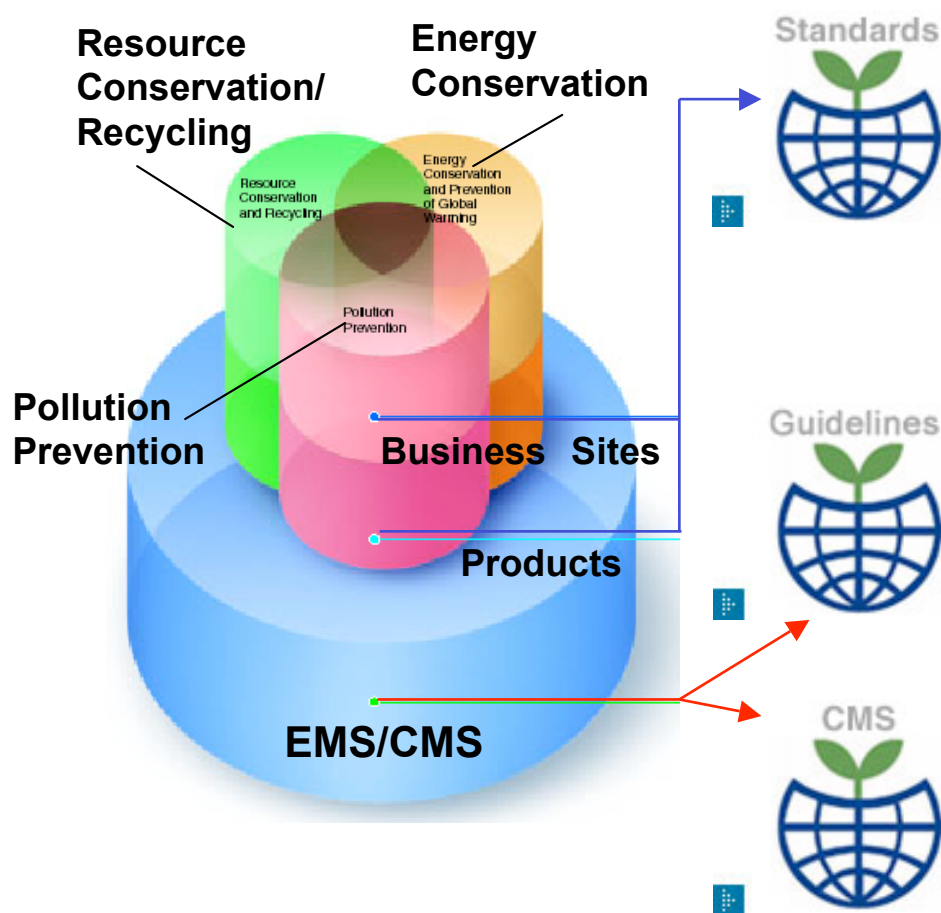
in supply chain of the products.

Both suppliers and customers are Ricoh business partners for environmental conservation, while generating mutual financial benefits



1. Green Procurement

of **parts & components** from **Supplier Partners** to manufacture Ricoh products



1. Ricoh Green Procurement Standards

This is to explain Ricoh standards for the procurement of materials and parts used in products. The materials and parts to be delivered to Ricoh Group companies are procured in compliance with these standards.

2. Environmental Management System (EMS)

It is one of requirements for our suppliers to establish the Environmental Management System (EMS).

3. Chemical Substance Management System (CMS)

Refer to **P31** of 2005 Ricoh Group Sustainability Report

See Page 51-52 of 2004 Report,
which copy is attached in A3 size.



RICOH ASIA INDUSTRY

資材部 部長	松本 穂 (写真左)
資材部 副部長	毛 野松 (中央)
資材部 副經理	李 丹 (右)

Green Procurement in China

We are establishing a production system in response to the European RoHS Directive in partnership with suppliers in China.

Ricoh Asia Industry (Shenzhen) Ltd. (RAI), one of the major manufacturing subsidiaries of the Ricoh Group, was established in Shen-zhen, China in May 1991. Products manufactured there are shipped not only to Japan but also to the United States, Europe, and other countries. Manufacturing of products with less environmental impact at RAI should reduce the global environmental impact. As early as January 1998, RAI acquired ISO 14001 certification. In addition, RAI has been promoting green procurement with the cooperation of suppliers since 2001. It expects to complete a production system in accordance with the European RoHS Directive* by the end of fiscal 2004.

／環境人々／



2. Green Purchasing

of business equipments & stationary from Suppliers to Ricoh business sites for internal use

**グリーン購入法
適合商品**

Ricoh Group Companies in Japan can only purchase products* in compliance with “Law on promoting Green Purchase”.

* Products, such as Paper, Stationary, Office Furniture, Office Equipments, Consumer Electronics, Lighting, Working Cloths, etc., are listed in the DB for all Ricoh group companies in Japan to place an order.

Law on Promoting Green Purchase from Ministry of the Environment (Japan) :

has been effective since 2000, enforcing government & national organizations to purchase only the products in compliance with this law and in the GPN DB . The local government is requested, & **the private sector is recommended** to do so. <http://www.env.go.jp/en/lar/green/index.html>

Specifications and requirements are basically reviewed every year.

GPN (Green Purchasing Network) for Japan : <http://www.gpn.jp/English/index.html>

The Green Purchasing Network (GPN) was established in February 1996 to promote green purchasing among consumers, businesses and governmental organizations in Japan. As of April 2004, it has about 2,800 member organizations, including corporations, local governments, consumer groups, environmental NGOs, and cooperative associations. GPN promotes the ideas and practices of green purchasing by holding seminars and exhibitions throughout the country, draws up purchasing guidelines for each category of products and services, publishes environmental Data Base on products, surveys the status quo, and awards commendations to organizations that have shown remarkable performance in implementing green purchasing.

IGPN (International Green Purchasing Network) : <http://www.gpn.jp/igpn/index.html>

Accepted Items for Green Purchasing as Ricoh Group in Japan



Objective Goods: 8 categories below
All items are in compliance with
Japanese Green Purchasing Law.

1. Paper
2. Stationary
3. Office Furniture & Tools
4. Office Equipments
5. Electronics Equipments
6. Working Uniform
7. Working Gloves
8. Lighting Equipments

Items are reviewed
every year.

An order placement for those
accepted items can be done
from corporate DB.

Other items purchased separately can
not be accepted in corporate account.

別表

- 1 グリーン購買における実績報告の対象品目について下記のとおりとし、判断基準に合致したものをグリーン購買品とする。
- 2 なお、グリーン購買にあたって、配慮事項を確認し、環境保全に一層努めるものとする。
- 3 ニュースタッフ事務用品電子発注システムの品目リストにおける「eco」マークは、判断基準を満たすものとする。
- 4 この品目及び判断基準等は、毎年度見直すものとする。
- 5 対象品目について、「特定品目」を紙類と文具類とし、重点的にグリーン購買を推進する。

この字 は平成14年2月のグリーン法改訂の際に追加された品目

・ Items in RED were added at the review of the law in 2002.

この字 は平成15年2月のグリーン法改訂の際に追加された品目

・ Items in BLUE were added at the review of the law in 2003.

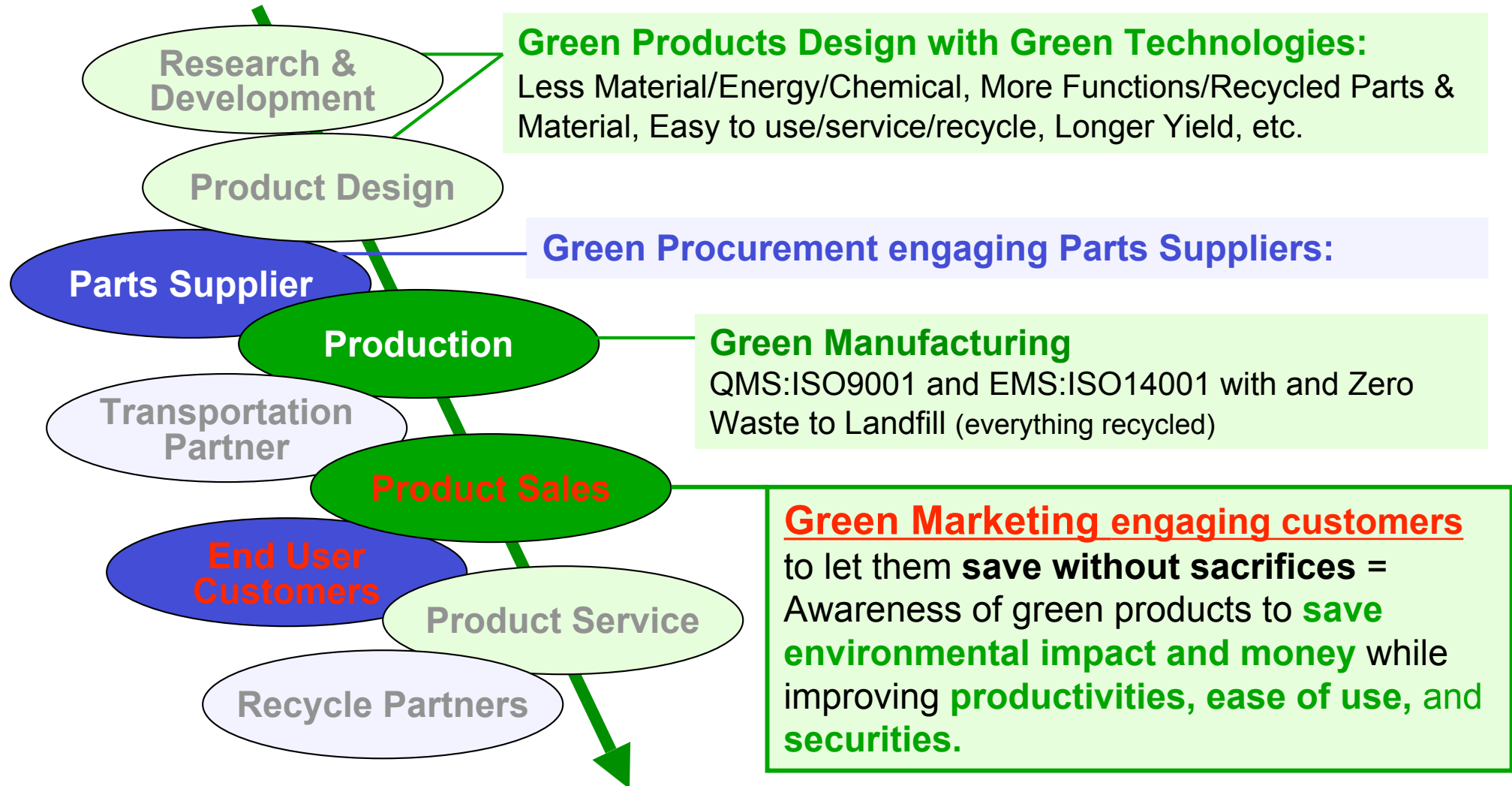
Category	品目数	Items	品目	Category	品目数	Items	品目
1 紙類	4	情報用紙(コピー用紙)				ファイル	
		情報用紙(フォーム用紙)				バインダー	
		インクジェットプリンター用塗工紙				ファイリング用品	
		OCR 用紙				アルバム	
		シヤソ感光紙				つづりひも	
		印刷用紙				カードケース	
		衛生用紙(トイレ用ペーパー、ティッシュペーパー)				事務用封筒(紙製)	
2 文具類	49	シャープペンシル				藍付き封筒(紙製)	
		シャープペンシル替芯				けい紙	
		ボールペン				起案用紙	
		マーキングペン				ノート	
		鉛筆				タックラベル	
		スタンプ台				インデックス	
		朱肉				付箋紙	
		印章セット				黒板拭き	
		回転ゴム印				ホワイトボード用イレーザー	
		定規				帳簿	
		トレイ				ごみ箱	
		消しゴム				リサイクルボックス	
		ステープラー				缶・ボトルつぶし機(手動)	
		ステープラー針リムーバー				名札(机上用)	
		連射式クリップ				名札(衣服取付型・首下げ型)	
		事務用修正具(テープ)		3 事務用機器類	8	いす	
		事務用修正具(液状)				机	
		クラフトテープ				棚	
		粘着テープ				収納用什器(棚以外)	
		両面粘着紙テープ				ローバーディスプレイ	
		結束テープ				コートハンガー	
		ブックスタンド				傘立て	
		ペンスタンド				掲示板	
		クリップケース				黒板	
		はさみ				ホワイトボード	
		マグネット(玉)		4 OA機器	7	コピー機	
		マグネット(バー)				複合機	
		テープカッター				拡張性のあるデジタルコピー機	
		パンチ				電子計算機	
		モルトケース(紙めくり用スポンジケース)				プリンタ	
		紙めくりクリーム				プリンタ・ファクシミリ兼用機	
		OAクリーナー(ウエットタイプ)				ファクシミリ	
		OAクリーナー(液タイプ)				スキャナ	
		レターケース				磁気ディスク装置	
		メディアケース(FD・CD・MO用)				ディスプレイ	
		マウスパッド				シュレッダー	
		OAフィルター(デスクトップ(CRT・液晶)用)		5 家電製品	6	電気冷蔵庫等(冷蔵庫)	
		丸式紙製断線				電気冷蔵庫等(冷凍庫)	
		カッターナイフ				電気冷蔵庫等(冷凍冷蔵庫)	
		カッティングマット				エアコンディショナー	
		デスクマット				テレビジョン受信機	
		OHPフィルム				ビデオテープレコーダー	
		鉛筆				ガスヒートポンプ式冷暖房機	
		絵の具		6 作業服	1	作業服・制服	
		墨汁		7 作業用手袋	1	作業用手袋	
		のり(液状)		8 照明	2	蛍光灯照明器具	
		のり(澱粉のり)				蛍光管(直管型・大さき区分40形蛍光ランプ)	
		のり(固形)					
		のり(テープ)					

注1)この品目及び判断基準等は、2001年2月環境省が策定した「環境物品等の調達の推進に関する基本方針」を参考に作成。

注2)グリーン購入ネットワークのグリーン購入法特定調達物品情報提供システムに具体的な商品例が掲載(<http://gpn2.wm.or.jp/law/>を参照)。

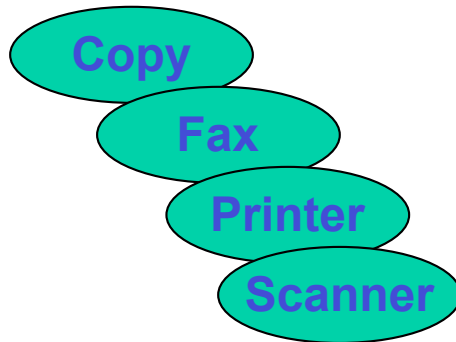
3. Green Marketing

of Ricoh Products and Service to the customers

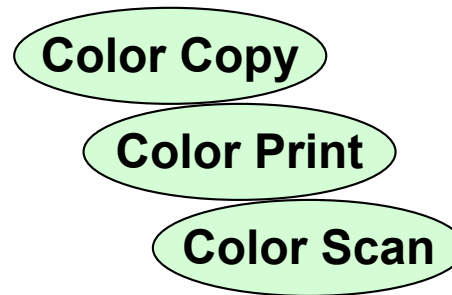


3-1. Sustainable Multi-Functions Products

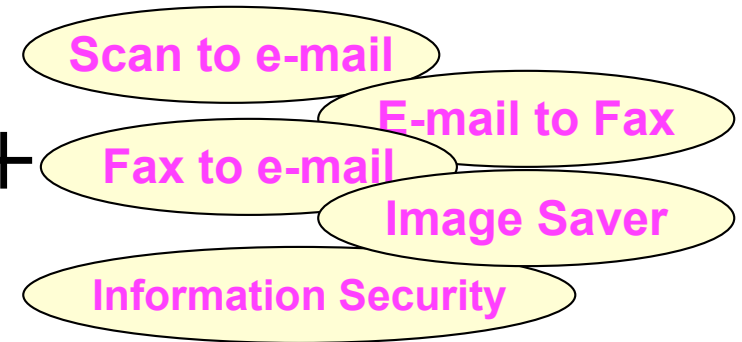
Black & White



Full Color



Digital Features



$$4 + 3 + 4 = 1$$

- **Saving Resources : Environment**
 - **Input material** is much less in 1 rather than 7.
 - Paper usage is reduced because of Duplex and Group printing.
- **Saving Energy** to manufacture & to operate : Env.
- **Saving office space: Cost**
- **Saving product initial cost:** 1<7 separate units :**Cost**
- **Improve productivity & efficiency : People**
 - Copy/Distribute → Distribute and print when needed
- **Convenient : People**
 - Check Fax message like an e-mail

Into ONE !



Sustainable Business Model

3-2. World's First "Copier of the Future" Award Winner



International Energy Agency (IEA)
Demand-Side Management (DSM) Program

IEA DSM Award of Excellence,
Copier of the Future

Awarded by IEA on November 1999 to Ricoh.



Ricoh, as a respected and trusted corporate citizen, is
the first manufacturer to respond to this program by
innovating energy saving technologies.

< Key Program Requirements as "the Copier of the Future" >

For "More Energy and Cost Saving", while improving ease of use, the key word was
"Quick Recovery Time".

- **1 minute**, rather than **15 minutes** of Energy Star to energy saver mode.
- **Less than 10W**, rather than $(3.85 \times \text{ppm} + 5)W = 140W$ for 35 ppm
- **Less than 10 seconds** as recovery time, rather than **30 seconds**
- New products with the above specifications should be available **no later than Sept., 2001**

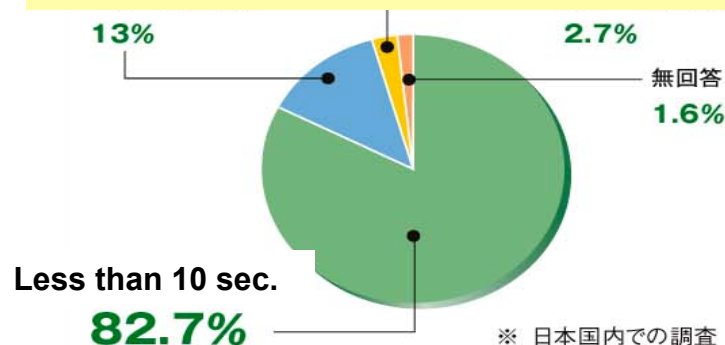


Ricoh AF1035/1045 was launched in Feb., 2001 with new QSU* technologies.

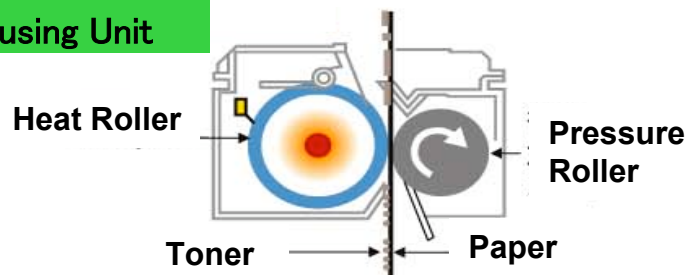
* QSU:Quick Start Up

Ricoh AF1035/1045 with “Copier of the Future” award winning QSU technologies has been available since Feb., 2001.

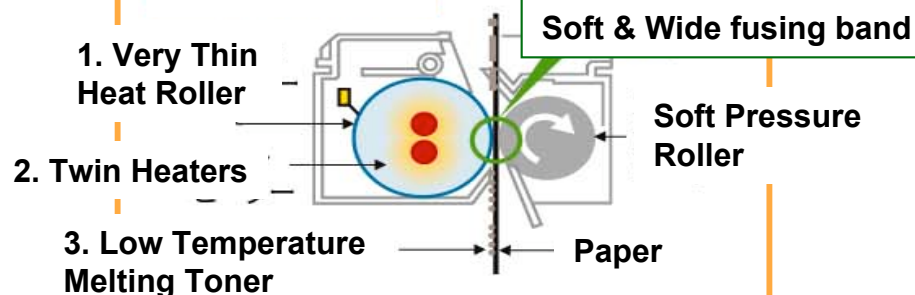
User Survey about acceptable waiting time from energy saver mode to print ready in Japan



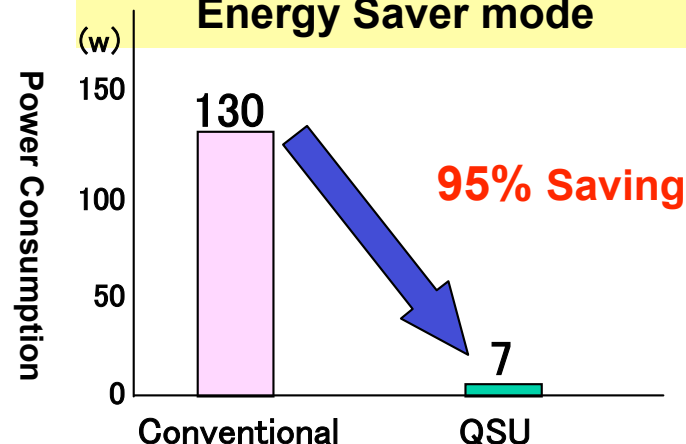
Conventional Fusing Unit



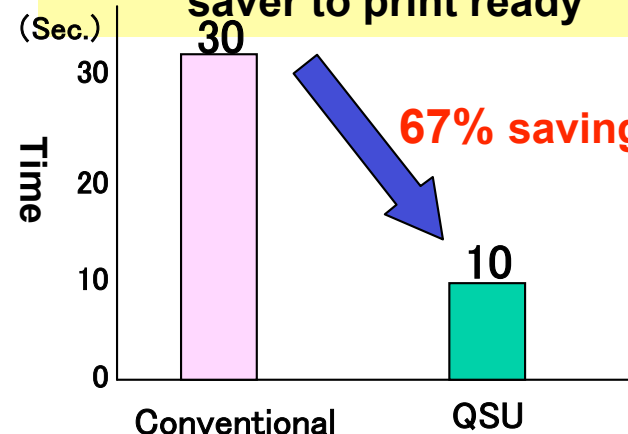
QUS Fusing Unit



More Energy Saving in Energy Saver mode



Less Waiting Time from energy saver to print ready



Ricoh was recognized by the Climate Group* as a Green Technology Innovator, because of QSU and other green technologies to help cut carbon emissions, in December, 2005 at COP11 Meeting in Montreal, Canada. Detail was announced in Business Week** as shown in the below;

* <http://www.theclimategroup.org/>

** http://businessweek.com/magazine/toc/05_50/B39630550carbon.htm



BATTLING CLIMATE CHANGE

#4 Ricoh for a Nifty Copier

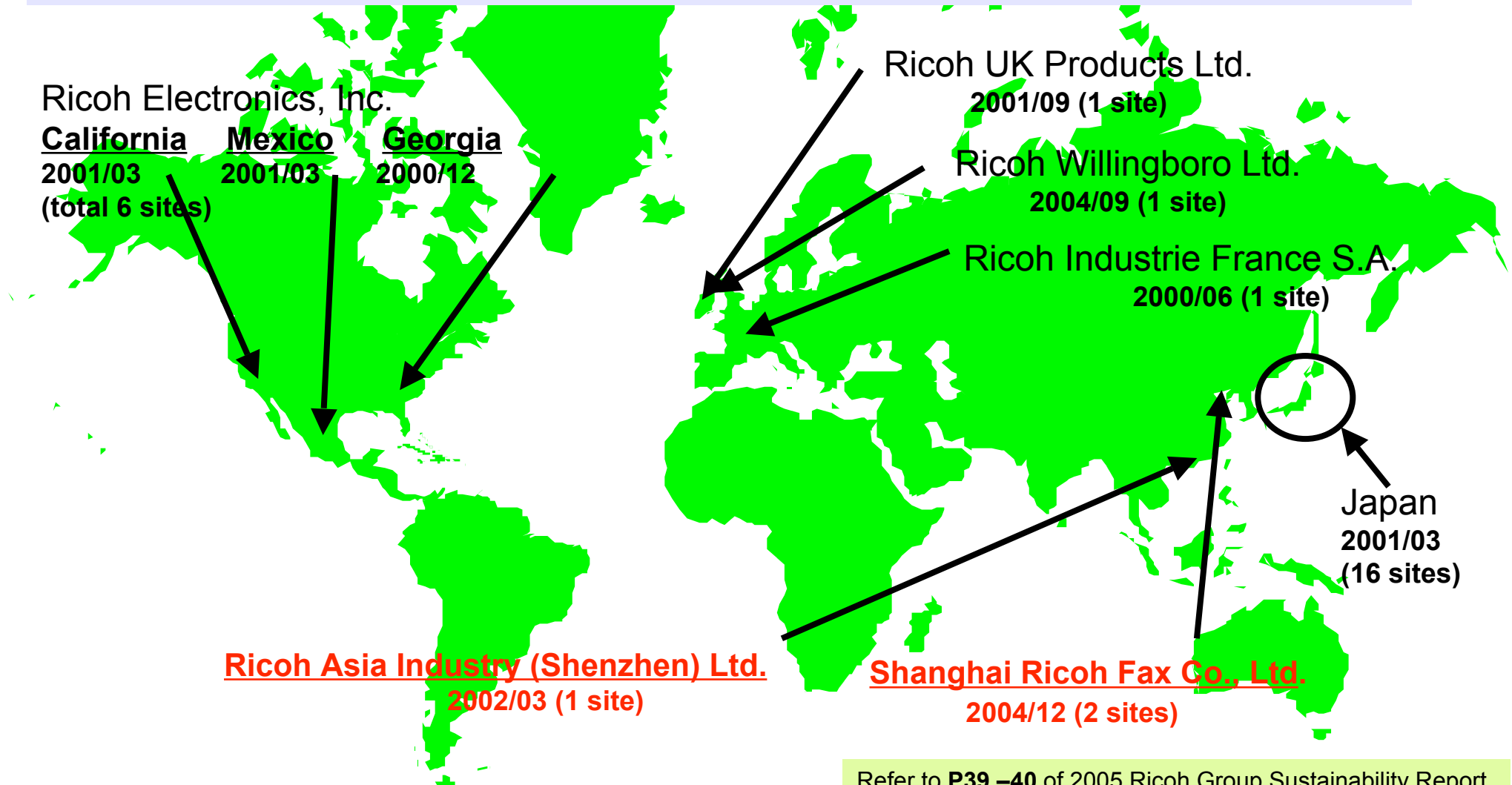
Many photocopiers have an "energy-saver" mode, but it often doesn't kick in because of long warm-up times. With the energy-thrifty Japanese office market in mind, Ricoh developed the Hybrid QSU copier. It uses special toner and heaters to trim the warm-up period to just 10 seconds. Ricoh's next advance is a "rewritable paper printer." It can erase existing photocopied images up to 200 times, enabling customers to cut way back on paper consumption.



#1: Toyota for Automotive Synergy (hybrid cars), #2: GE for Power Generation Systems, #3: Intel Power Management CPU, #4 Ricoh for a Nifty Copier, #5 Siemens for Improved Motors, Turbines, and Energy Systems

4. Zero Waste to Landfill all over the world

Including all of 28 world manufacturing sites in the below, 293 major sites have been in Zero Waste to landfill, as of October, 2005



Refer to P39 –40 of 2005 Ricoh Group Sustainability Report.

Summary

It should be possible to promote global environmental conservation, while generating both environmental and financial profit, or while executing the mission in better manner as its organization.

1. **Strong leadership by top management and participation of all employees for the key for success of sustainable environmental management, including Green Purchasing**
2. **Then, while achieving high environmental conservation, it should be possible to get the better cost and productivity efficiency.**
3. **High target to be set & incentive programs, including presentation to others, awards, bonus, promotion, etc.**
4. **Obtainment of reliance from society/partner/customers by disclosing environmental information**



Think globally, and act locally....
For our earth, & for our tomorrow



Our earth.
Our tomorrow

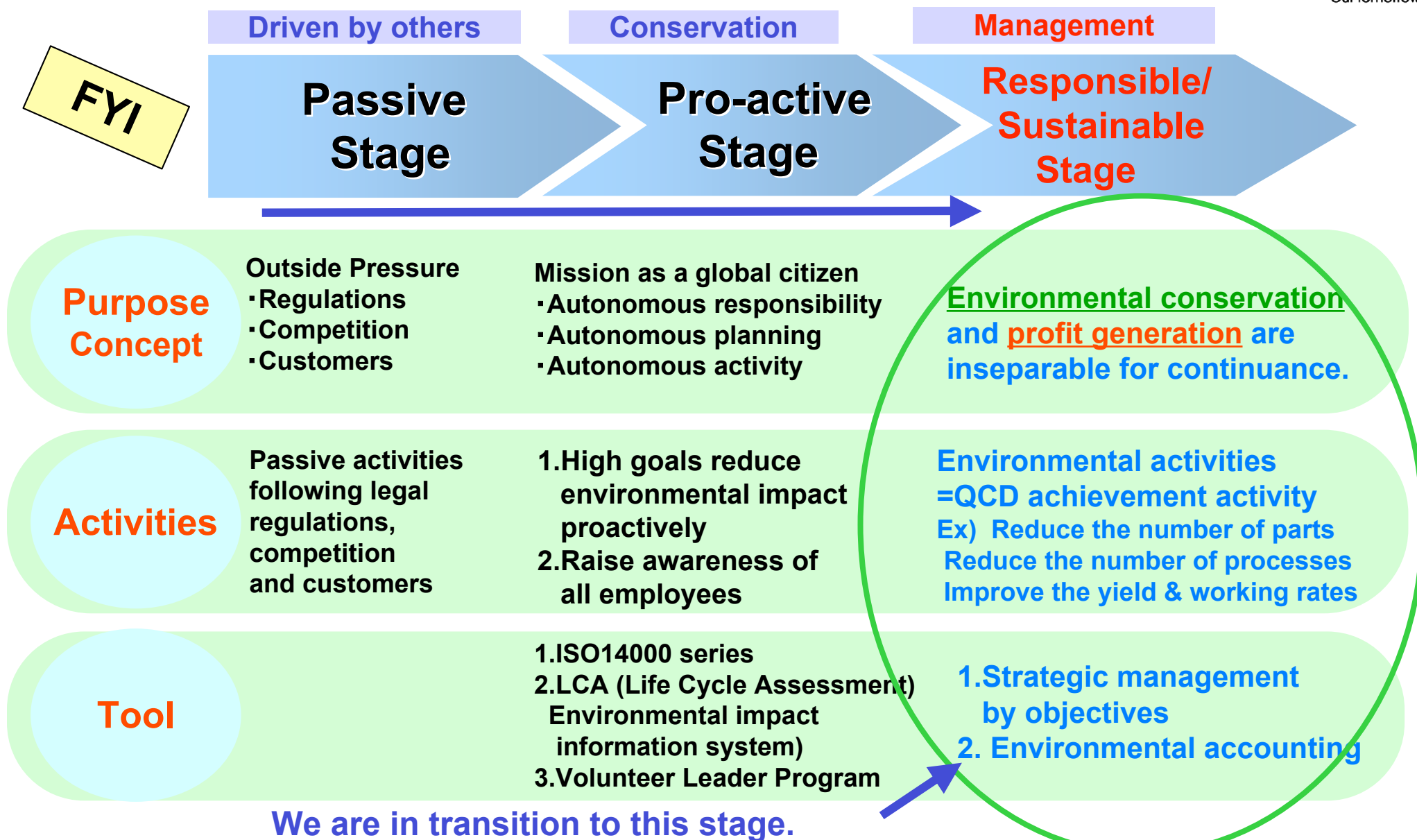
RICOH

For further information, please refer to Ricoh Group Sustainability Report in 2005,
In Japanese, English, and Chinese*
or, visit our home page at;

<http://www.ricoh.com/environment/index.html>

(* Chinese version is available only in pdf file from Ricoh HP.)

Three Steps toward **Environmental** Management



2003 - 2005 External Evaluation to Ricoh Group



◆ “Green Technology Innovators- Battling Climate Changes, by the Climate Group (December, 2005)

Ricoh was **#4 for a Nifty Copier**, because of Quick Start Up (QSU) Technologies.

* <http://www.theclimategroup.org/>

** http://businessweek.com/magazine/toc/05_50/B39630550carbon.htm

◆ “Corporate Responsibility Rating in 2004 – Information Technology Industries, by oekom research AG* (May, 2005)

Ricoh Group was **#1 out of world famous 59 IT corporations** with a rating of “B+”. (May, 2005)

The weight of evaluation is 50% each on Social (B- in 10th) and Environment (A- in 1st out of 59 companies).

<http://www.ricoh.com/environment/global/news/31.html>

http://www.oekom-research.com/index_english.html

◆ “The 1st Global 100, Most Sustainable Corporations in the world”, Ricoh was chosen as one of 100. (Jan., 2005)

It is initiated by Corporate Knight Inc. (Canada) with Innovest Strategic Value Advisors Inc. (US), as the exclusive research analytic data provider. The result was announced at The World Economic Forum in Davos on Jan., 28, 2005, and was distributed as a special supplement in the International Herald Tribune.

<http://www.innovestgroup.com/>

◆ “8th Environmental Management Ranking” by Nikkei Newspaper : **#1 again (December, 2004)**

Ricoh has got **#1 position four times** in the past 8 years.

International Activity Ranking : Position up from 9th to 3rd.

◆ 19th, 2003 World Environment Center Gold Medal for International Corporate Achievement in Sustainable Development : **To Ricoh Group**, as the first winner from Asia/Pacific (May, 2003)

<http://www.ricoh.com/environment/global/wec/>

<http://www.wec.org/>



Dr. Klaus Toepfer, Executive Director of UNEP (left) presented the WEC Gold Medal to Mr. M. Sakurai, CEO of Ricoh..