## Cannon

## CONSOLIDATED RESULTS FOR THE THIRD QUARTER AND THE NINE MONTHS ENDED SEPTEMBER 30, 2010

October 27, 2010

## CONSOLIDATED RESULTS FOR THE THIRD QUARTER

(Millions of yen, thousands of U.S. dollars, except per share amounts)

|  |  |  |  | Actual |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | onths <br> 30, 2010 |  | onths <br> 30, 2009 |  | nge(\%) |  | months <br> nded <br> er 30, 2010 |
| Net sales | $\geq$ | 913,151 | $\geq$ | 774,324 | + | 17.9 | \$ | 10,870,845 |
| Operating profit |  | 104,424 |  | 59,989 | + | 74.1 |  | 1,243,143 |
| Income before income taxes |  | 108,826 |  | 63,548 | + | 71.3 |  | 1,295,548 |
| Net income attributable to Canon Inc. | $\stackrel{¥}{\underline{\geq}}$ | 68,195 | $\stackrel{¥}{ }$ | 36,734 | + |  | \$ | 811,845 |
| Net income attributable to Canon Inc. stockholders per share: |  |  |  |  |  |  |  |  |
| - Basic | ¥ | 55.07 | ¥ | 29.76 | + |  | \$ | 0.66 |
| - Diluted |  | 55.07 |  | 29.76 | + |  |  | 0.66 |

## CONSOLIDATED RESULTS FOR THE NINE MONTHS

(Millions of yen, thousands of U.S. dollars, except per share amounts)

|  |  |  |  | Actual |  |  |  |  |  | Proje |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | months <br> ded <br> er 30, 2010 |  | months ded 30,2009 |  | ange(\%) |  | months <br> nded <br> ber 30, 2010 |  | $\begin{aligned} & \hline \text { ear ending } \\ & \text { cember 31, } \\ & 2010 \\ & \hline \end{aligned}$ |  | ge(\%) |
| Net sales | $\pm$ | 2,639,035 | $\geq$ | 2,255,143 |  | 17.0 | \$ | 31,417,083 | ¥ | 3,710,000 | + | 15.6 |
| Operating profit |  | 304,705 |  | 124,927 |  | 143.9 |  | 3,627,440 |  | 390,000 | + | 79.7 |
| Income before income taxes |  | 310,329 |  | 121,434 |  | 155.6 |  | 3,694,393 |  | 390,000 | + | 77.8 |
| Net income attributable to Canon Inc. | ¥ | 192,644 | $\geq$ | 70,083 |  | 174.9 | \$ | 2,293,381 | ¥ | 245,000 | + | 86.1 |
| Net income attributable to Canon Inc. stockholders per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| - Basic | ¥ | 155.79 | $\geq$ | 56.77 |  | 174.4 | \$ | 1.85 | $\geq$ | 198.43 | + | 86.1 |
| - Diluted |  | 155.79 |  | 56.77 |  | 174.4 |  | 1.85 |  | - |  | - |


|  | Actual |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of September 30, 2010 |  | As ofDecember 31, 2009 |  | Change(\%) |  | As ofSeptember 30, 2010 |  |
| Total assets | ¥ | 4,030,551 | ¥ | 3,847,557 | + | 4.8 | \$ | 47,982,750 |
| Canon Inc. stockholders' equity | $\underline{\square}$ | 2,654,979 | ¥ | 2,688,109 | - | 1.2 | \$ | 31,606,893 |

Notes: 1. Canon's consolidated financial statements are prepared in accordance with U.S. generally accepted accounting principles.
2. U.S. dollar amounts are translated from yen at the rate of JPY84=U.S.\$1, the approximate exchange rate on the Tokyo Foreign Exchange Market as of September 30, 2010, solely for the convenience of the reader.

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## I. Operating Results and Financial Conditions

## 2010 Third Quarter in Review

Looking back at the global economy in the third quarter of 2010, economic conditions continued to improve broadly throughout the world. In Japan, consumer spending showed signs of recovery thanks to the effects of such efforts as domestic economic stimulus measures, while in the United States, consumer spending grew steadily despite the unemployment rate remaining at a relatively high level and other concerns. While Europe recorded growth in exports, the pace of economic recovery remained modest as financial concerns within the region were not fully eased. The Asian economies, such as China and India, along with other emerging countries, recorded stable expansion.
As for the markets in which Canon operates amid these conditions, within the office equipment market, demand for network digital multifunction devices (MFDs) recovered, mainly for color models. Additionally, laser printers have rebounded steadily compared with the previous year. As for the consumer products market, demand for digital single-lens reflex (SLR) cameras maintained solid growth across global markets. Although sales of compact digital cameras grew sluggishly in developed countries, demand in emerging markets, such as those in Asia, displayed healthy growth, leading to solid expansion overall. With regard to inkjet printers, demand continued to recover at a steady pace. In the industry and others market, market conditions for semiconductor lithography equipment were marked by an upturn in order placements, owing to improved sentiment within the semiconductor device market, whereas demand for liquid crystal display (LCD) lithography equipment remained relatively unchanged compared with the previous-year level. The average values of the yen during the third quarter and first nine months of the year were $¥ 85.79$ and $¥ 89.40$ to the U.S. dollar, respectively, year-on-year appreciations of approximately $¥ 8$ and $¥ 5$, and $¥ 110.61$ and $¥ 116.30$ to the euro, year-on-year appreciations of approximately $¥ 23$ and $¥ 13$.

Amid the impact of the sharp appreciation of the yen, net sales for the quarter totaled $¥ 913.2$ billion (U.S. $\$ 10,871$ million), an increase of $17.9 \%$ from the year-ago period, and $¥ 2,639.0$ billion (U.S. $\$ 31,417$ million) for the first nine months, an increase of $17.0 \%$, owing to a substantial recovery in sales of laser printers among office products, continued robust sales of such consumer products as digital SLR cameras, the turnaround within the industry and others market, and the effects of consolidation arising from corporate acquisitions, such as that of Océ N.V. Although the strong yen had a significant impact, the quarterly gross profit ratio rose 3.8 points year on year to $48.9 \%$, and improved 4.8 points to $48.9 \%$ for the nine-month period, mainly reflecting the launch of new products and ongoing cost-cutting efforts, along with heightened production turnover accompanying ramped up production. As a result, gross profit rose by $27.9 \%$ to $¥ 446.9$ billion (U.S. $\$ 5,320$ million) for the third quarter and increased by $29.9 \%$ to $¥ 1,290.8$ billion (U.S. $\$ 15,367$ million) for the nine months ended September 30, 2010. Despite the impact of aggressive sales-promotion spending and consolidation, continued Group-wide efforts to thoroughly reduce spending contributed to an operating expenses to sales ratio of $37.5 \%$ for the quarter, approximately the same level as for the corresponding period for the previous year, and an improvement of 1.2 points to $37.4 \%$ for the nine-month period. Consequently, operating profit recorded growth of $74.1 \%$ to $¥ 104.4$ billion (U.S. $\$ 1,243$ million) for the quarter, and increased approximately 2.4 fold to $¥ 304.7$ billion (U.S. $\$ 3,627$ million) for the nine-month period. Other income (deductions) recorded an increase largely due to an improvement in foreign currency exchange gains and losses, leading to income before income taxes for the third quarter of $¥ 108.8$ billion (U.S. $\$ 1,296$ million), an increase of $71.3 \%$ year on year, and $¥ 310.3$ billion (U.S. $\$ 3,694$ million) for the nine months ended September 30, 2010, an approximately 2.6 -fold leap from the corresponding period of the previous year. Net income attributable to Canon Inc. grew by $85.6 \%$ to $¥ 68.2$ billion (U.S. $\$ 812$ million) for the quarter, and jumped 2.7 fold to $¥ 192.6$ billion (U.S.\$2,293 million) for the nine-month period.

Basic net income attributable to Canon Inc. stockholders per share for the quarter was $¥ 55.07$ (U.S.\$0.66), an increase of $¥ 25.31$ (U.S.\$0.30) compared with the corresponding quarter of the previous year, and $¥ 155.79$ (U.S.\$1.85) for the first nine months of 2010, a year-on-year increase of $¥ 99.02$ (U.S.\$1.18).

## Results by Segment

Looking at Canon's quarterly performance by business sector, within the Office Business Unit, while sales volume of color network digital MFDs increased by $38 \%$ boosted by the recovery in demand for office equipment along with the introduction of new imageRUNNER ADVANCE-series products, sales volume for monochrome models increased by $24 \%$, reflecting the recovering market conditions. Laser printers, which suffered sluggish sales in the corresponding quarter of the previous year largely due to an adjustment of inventory levels, recorded an increase in sales volume of $61 \%$. Consequently, despite the significant effects of the strong yen, third-quarter sales for the segment totaled $¥ 506.9$ billion (U.S. $\$ 6,035$ million), growing $25.6 \%$ year on year, and $¥ 1,438.0$ billion (U.S. $\$ 17,119$ million) for the nine months ended September 30 , 2010, an increase of $21.9 \%$. Operating profit increased $30.3 \%$ to $¥ 76.3$ billion (U.S. $\$ 908$ million) for the third quarter, and $56.0 \%$ to $¥ 232.2$ billion (U.S. $\$ 2,764$ million) for the combined nine-month period, mainly as a result of expanded sales and the rise in the gross profit ratio.
Within the Consumer Business Unit, sales volumes of such new digital SLR cameras as the new EOS Digital Rebel T2i (EOS 550D) and the competitively priced EOS Digital Rebel T1i (EOS 500D), along with the EOS 5D Mark II and EOS 7D advanced-amateur models, sustained healthy growth. As for compact digital cameras, the Company launched a new ELPH (IXUS)-series model and four new PowerShot-series models, boosting sales volumes particularly in emerging markets. Consequently, sales volume for digital cameras realized a year-on-year increase of $10 \%$. With respect to inkjet printers, although sales displayed solid growth, particularly in Asia, sales volume decreased slightly from the year-ago level. Amid the strong yen environment, sales for the segment rose $3.3 \%$ year on year to $¥ 324.8$ billion (U.S. $\$ 3,866$ million), and $10.2 \%$ to $¥ 979.1$ billion (U.S. $\$ 11,656$ million) for the first nine months. Operating profit increased by $14.0 \%$ to $¥ 58.8$ billion (U.S. $\$ 700$ million) for the quarter, and by $59.7 \%$ to $¥ 173.0$ billion (U.S. $\$ 2,060$ million) for the nine-month period, largely reflecting increased sales and the rise in the gross profit ratio owing to the effects of cost reductions.
In the Industry and Others Business Unit, semiconductor-related independent business sales by Group subsidiaries grew while sales volume of LCD lithography equipment increased appreciably. Sales volume of semiconductor lithography equipment, while remaining at a low level, also gained modestly. As a result, sales for the segment increased $31.7 \%$ to $¥ 109.8$ billion (U.S. $\$ 1,307$ million) for the quarter, and $18.2 \%$ to $¥ 301.0$ billion (U.S. $\$ 3,584$ million) for the combined nine months. Operating profit totaled $¥ 4.4$ billion (U.S. $\$ 52$ million) for the quarter, a turnaround of $¥ 21.6$ billion (U.S. $\$ 257$ million) year on year while for the nine-month period, operating loss totaled to $¥ 4.0$ billion (U.S. $\$ 47$ million), a turnaround of $¥ 37.0$ billion (U.S. $\$ 441$ million) from the year-ago period owing to expanded sales combined with an improved gross profit ratio.

## Cash Flow

During the combined nine months of 2010, cash flows from operating activities totaled $¥ 519.4$ billion (U.S. $\$ 6,184$ million), an increase of $¥ 144.9$ billion (U.S. $\$ 1,725$ million) from the year-ago period, mainly due to the continued significant increase in profit. Although investments, such as for the acquisition of shares of Océ N.V. to strengthen the printing business, increased substantially, capital investment was focused on items relevant to introducing new products, which led to a year-on-year decrease in cash flows from investing activities of $¥ 43.0$ billion (U.S. $\$ 512$ million) to $¥ 243.2$ billion (U.S. $\$ 2,895$ million). Accordingly, free cash flows totaled $¥ 276.2$ billion (U.S. $\$ 3,288$ million), an increase of $¥ 187.9$ billion (U.S.\$2,237 million) from the corresponding year-ago period.

Cash flows from financing activities recorded an outlay of $¥ 268.0$ billion (U.S. $\$ 3,190$ million), mainly arising from the dividend payout, the repurchases of treasury stock, and the partial repayment of borrowings of Océ N.V. Cash and cash equivalents decreased by $¥ 35.6$ billion (U.S. $\$ 424$ million) to $¥ 759.4$ billion (U.S. $\$ 9,040$ million) from the end of the previous year due to the foreign currency translation adjustments stemming from the strong yen.

## Outlook

As for the outlook in the fourth quarter, although developed countries face uncertainty regarding future prospects due to such factors as employment problems and fiscal challenges, these economies appear to be steadily headed toward recovery while China and other emerging nations, which are expected to fuel global growth, are likely to continue enjoying healthy expansion.
In the businesses in which Canon is involved, within the office equipment market, demand for such products as color network digital MFDs and laser printers is projected to head toward a recovery. With respect to the consumer products market, demand for digital SLR cameras is expected to achieve solid growth while sales of compact digital cameras are anticipated to expand modestly. Demand for inkjet printers is likely to expand gradually in response to the economic turnaround. As for the industry and others market, demand for semiconductor lithography equipment is expected to regain momentum as device makers begin investing again, while demand for LCD lithography equipment is also expected to increase significantly as LCD panel manufacturers boost production.

With regard to currency exchange rates for the fourth quarter, on which Canon's performance outlook is based, despite the uncertainty over future interest rate policies for major countries and other factors along with the effects of the fiscal concerns in Europe, Canon anticipates exchange rates for the period of $¥ 80$ to the U.S. dollar and $¥ 115$ to the euro, representing appreciations of approximately $¥ 10$ against the U.S. dollar, and approximately $¥ 18$ against the euro compared with the previous year. Upon taking into consideration current business sentiment based on these foreign exchange rate assumptions, Canon has revised its previous projections as follows: net sales of $¥ 3,710.0$ billion (U.S. $\$ 44,167$ million), a year-on-year increase of $15.6 \%$; operating profit of $¥ 390.0$ billion (U.S. $\$ 4,643$ million), a year-on-year increase of $79.7 \%$; income before income taxes of $¥ 390.0$ billion (U.S. $\$ 4,643$ million), a year-on-year increase of $77.8 \%$; and net income attributable to Canon Inc. of $¥ 245.0$ billion (U.S. $\$ 2,917$ million), a year-on-year increase of $86.1 \%$.

## Consolidated Outlook

| Fiscal year | Millions of yen |  |  |  |  |  |  |  | $\begin{aligned} & \text { Change (\%) } \\ & \text { (B-C) / C } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Year ending } \\ \text { December 31, } 2010 \end{gathered}$ |  |  |  | Change$(\mathrm{B}-\mathrm{A})$ |  | Year endedDecember 31, 2009Results (C) |  |  |
| Net sales | $\geq$ | 3,750,000 | $\geq$ | 3,710,000 | $\geq$ | $(40,000)$ | $\geq$ | 3,209,201 | + 15.6\% |
| Operating profit |  | 360,000 |  | 390,000 |  | 30,000 |  | 217,055 | + 79.7\% |
| Income before income taxes |  | 360,000 |  | 390,000 |  | 30,000 |  | 219,355 | + 77.8\% |
| Net income attributable to |  |  |  |  |  |  |  |  |  |
| C an on Inc. | $\geq$ | 240,000 | $\geq$ | 245,000 | $\geq$ | 5,000 | $\geq$ | 131,647 | + 86.1\% |

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## CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## II. Financial Statements

## 1. CONSOLIDATED BALANCE SHEETS



## Results for the third quarter

Net sales
Cost of sales
Gross profit

Operating expenses:
Selling, general and administrative expenses
Research and development expenses

## Operating profit

Other income (deductions):
Interest and dividend income
Interest expense
Other, net

Income before income taxes

Income taxes
Consolidated net income
Less: Net income attributable to noncontrolling interests
Net income attributable to Canon Inc.

| Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Three months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | months <br> ed $\text { 30, } 2010$ | Three months <br> ended <br> September 30, 2009 |  |  |  |  |  |
| ¥ | 913,151 | $¥$ | 774,324 | + | 17.9 | \$ | 10,870,845 |
|  | 466,240 |  | 425,001 |  |  |  | 5,550,476 |
|  | 446,911 |  | 349,323 | + | 27.9 |  | 5,320,369 |
|  | 265,413 |  | 215,607 |  |  |  | 3,159,678 |
|  | 77,074 |  | 73,727 |  |  |  | 917,548 |
|  | 342,487 |  | 289,334 |  |  |  | 4,077,226 |
|  | 104,424 |  | 59,989 | + | 74.1 |  | 1,243,143 |
|  | 1,544 |  | 970 |  |  |  | 18,381 |
|  | (207) |  | (20) |  |  |  | $(2,464)$ |
|  | 3,065 |  | 2,609 |  |  |  | 36,488 |
|  | 4,402 |  | 3,559 |  |  |  | 52,405 |
|  | 108,826 |  | 63,548 | + | 71.3 |  | 1,295,548 |
|  | 39,904 |  | 24,604 |  |  |  | 475,048 |
|  | 68,922 |  | 38,944 |  |  |  | 820,500 |
|  | 727 |  | 2,210 |  |  |  | 8,655 |
| $\underline{\text { }}$ | 68,195 | $\stackrel{\text { }}{\underline{\text { l }}}$ | 36,734 | + | 85.6 | \$ | 811,845 |

Note: Consolidated comprehensive income for the three months ended September 30, 2010 and 2009 was JPY 52,105 million (U.S.\$ 620,298 thousand) and JPY 2,845 million, respectively.

| Results for the nine months | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Nine months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months <br> ended <br> September 30, 2010 |  | Nine monthsendedSeptember 30, 2009 |  |  |  |  |  |
| Net sales | $\pm$ | 2,639,035 | $¥$ | 2,255,143 | + | 17.0 | \$ | 31,417,083 |
| Cost of sales |  | 1,348,193 |  | 1,261,541 |  |  |  | 16,049,916 |
| Gross profit |  | 1,290,842 |  | 993,602 | + | 29.9 |  | 15,367,167 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling, general and administrative expenses |  | 756,238 |  | 641,342 |  |  |  | 9,002,834 |
| Research and development expenses |  | 229,899 |  | 227,333 |  |  |  | 2,736,893 |
|  |  | 986,137 |  | 868,675 |  |  |  | 11,739,727 |
| Operating profit |  | 304,705 |  | 124,927 | + | 143.9 |  | 3,627,440 |
| Other income (deductions): |  |  |  |  |  |  |  |  |
| Interest and dividend income |  | 4,287 |  | 3,761 |  |  |  | 51,036 |
| Interest expense |  | $(1,160)$ |  | (241) |  |  |  | $(13,810)$ |
| Other, net |  | 2,497 |  | $(7,013)$ |  |  |  | 29,727 |
|  |  | 5,624 |  | $(3,493)$ |  |  |  | 66,953 |
| Income before income taxes |  | 310,329 |  | 121,434 | + | 155.6 |  | 3,694,393 |
| Income taxes |  | 113,879 |  | 48,709 |  |  |  | 1,355,703 |
| Consolidated net income |  | 196,450 |  | 72,725 |  |  |  | 2,338,690 |
| Less: Net income attributable to noncontrolling interests |  | 3,806 |  | 2,642 |  |  |  | 45,309 |
| Net income attributable to Canon Inc. | $\underline{\underline{\geq}}$ | 192,644 | ¥ | 70,083 | + | 174.9 | \$ | 2,293,381 |

Note: Consolidated comprehensive income for the nine months ended September 30, 2010 and 2009 was JPY 104,852 million
(U.S.\$ 1,248,238 thousand) and JPY 94,118 million, respectively.

| Results for the third quarter | Millions of yen |  |  |  | Change(\%) |  |  | ousands of .S. dollars |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by business unit | Three months ended <br> September 30, 2010 |  | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { September 30, } \\ 2009 \\ \hline \end{gathered}$ |  |  |  | Three months ended <br> September 30, 2010 |  |
| Office | ¥ | 506,915 | $¥$ | 403,645 | + | 25.6 | \$ | 6,034,702 |
| Consumer |  | 324,773 |  | 314,497 | + | 3.3 |  | 3,866,345 |
| Industry and Others |  | 109,774 |  | 83,362 | + | 31.7 |  | 1,306,833 |
| Eliminations |  | $(28,311)$ |  | $(27,180)$ |  | - |  | $(337,035)$ |
| Total | $\underline{\square}$ | 913,151 | $\geq$ | 774,324 | + | 17.9 |  | 10,870,845 |
|  | Millions of yen |  |  |  | Change(\%) |  |  | ousands of .S. dollars |
| Sales by region | Three months <br> ended <br> September 30, <br> 2010 |  | Three months <br> ended <br> September 30, <br> 2009 |  |  |  |  | ree months ended tember 30, $2010$ |
| Japan | \# | 159,919 | $¥$ | 161,863 | - | 1.2 | \$ | 1,903,798 |
| Overseas: |  |  |  |  |  |  |  |  |
| Americas |  | 246,695 |  | 217,512 | + | 13.4 |  | 2,936,845 |
| Europe |  | 288,012 |  | 237,452 | + | 21.3 |  | 3,428,714 |
| Other areas |  | 218,525 |  | 157,497 | + | 38.7 |  | 2,601,488 |
|  |  | 753,232 |  | 612,461 | + | 23.0 |  | 8,967,047 |
| Total | $\underline{\underline{1}}$ | 913,151 | $\underline{\square}$ | 774,324 | $+$ | 17.9 | \$ | 10,870,845 |

## Results for the nine months

## Sales by business unit

Office
Consumer
Industry and Others
Eliminations
Total

Sales by region

Japan
Overseas:
Americas
Europe
Other areas

Total

Millions of yen


Millions of yen

| Nine months <br> ended <br> September 30, <br> 2010 | $\begin{gathered} \hline \text { Nine months } \\ \text { ended } \\ \text { September 30, } \\ 2009 \\ \hline \end{gathered}$ | Change(\%) |  |
| :---: | :---: | :---: | :---: |
| $\geq$ 497,580 | $¥ \quad 504,745$ | - | 1.4 |
| 721,189 | 619,372 | + | 16.4 |
| 829,659 | 686,627 | + | 20.8 |
| 590,607 | 444,399 | + | 32.9 |
| 2,141,455 | 1,750,398 | + | 22.3 |
| ¥ 2,639,035 | $\pm \quad 2,255,143$ | + | 17.0 |

Thousands of U.S. dollars

Nine months ended September 30, 2010
$\$ 17,118,952$ 11,655,798 $3,583,714$
$(941,381)$ (91,417,083

Thousands of
U.S. dollars

Nine months ended
September 30, 2010
$\$ \quad 5,923,571$

| $\mathbf{8 , 5 8 5 , 5 8 3}$ |
| ---: |
| $\mathbf{9 , 8 7 6 , 8 9 3}$ |
| $\mathbf{7 , 0 3 1 , 0 3 6}$ |
| $25,493,512$ |
| $\$ \quad 31,417,083$ |

Notes:1. The primary products included in each of the segments are as follows:
Office : Office network digital multifunction devices (MFDs) / Color network digital MFDs / Personal-use network digital MFDs /
Office copying machines /Full-color copying machines / Personal-use copying machines /Laser printers / Large format inkjet printers
Consumer: Digital SLR cameras / Compact digital cameras / Interchangeable lenses / Digital video camcorders /
Inkjet multifunction peripherals / Single function inkjet printers / Image scanners / Broadcasting equipment
Industry and Others : Semiconductor lithography equipment / LCD lithography equipment / Medical image recording equipment /
Magnetic heads / Micromotors / Computers / Handy terminals / Document scanners / Calculators
2. The principal countries and regions included in each regional category are as follows:

Americas: United States of America, Canada, Latin America / Europe: England, Germany, France, Netherlands /
Other Areas: Asian regions, China, Oceania

## 4. CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | Millions of yen |  | Thousands of <br> U.S. dollars <br> Nine months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```Nine months ended September 30, }201``` | ```Nine months ended September 30, 2009``` |  |  |
| Cash flows from operating activities: |  |  |  |  |
| Consolidated net income | $\geq 196,450$ | $\geq$ 72,725 | \$ | 2,338,690 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization | 198,033 | 234,528 |  | 2,357,536 |
| Loss on disposal of property, plant and equipment | 8,240 | 2,854 |  | 98,095 |
| Deferred income taxes | 3,588 | 10,244 |  | 42,714 |
| Decrease in trade receivables | 26,584 | 105,239 |  | 316,476 |
| (Increase) decrease in inventories | $(93,981)$ | 87,088 |  | $(1,118,821)$ |
| Increase (decrease) in trade payables | 110,507 | $(89,518)$ |  | 1,315,560 |
| Increase (decrease) in accrued income taxes | 37,405 | $(38,160)$ |  | 445,298 |
| Increase (decrease) in accrued expenses | 9,062 | $(20,647)$ |  | 107,881 |
| Increase in accrued (prepaid) pension and severance cost | 4,451 | 2,120 |  | 52,988 |
| Other, net | 19,088 | 8,054 |  | 227,238 |
| Net cash provided by operating activities | 519,427 | 374,527 |  | 6,183,655 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of fixed assets | $(136,735)$ | $(261,890)$ |  | $(1,627,798)$ |
| Proceeds from sale of fixed assets | 1,666 | 8,529 |  | 19,833 |
| Purchases of available-for-sale securities | $(10,882)$ | (324) |  | $(129,548)$ |
| Proceeds from sale and maturity of available-for-sale securities | 241 | 437 |  | 2,869 |
| Increase in time deposits, net | $(40,132)$ | $(17,813)$ |  | $(477,762)$ |
| Acquisitions of subsidiaries, net of cash acquired | $(55,604)$ | $(2,979)$ |  | $(661,952)$ |
| Purchases of other investments | (851) | $(13,959)$ |  | $(10,131)$ |
| Other, net | (905) | 1,765 |  | $(10,773)$ |
| Net cash used in investing activities | $(243,202)$ | $(286,234)$ |  | $(2,895,262)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from issuance of long-term debt | 3,856 | 2,736 |  | 45,905 |
| Repayments of long-term debt | $(4,134)$ | $(4,686)$ |  | $(49,214)$ |
| Decrease in short-term loans, net | $(74,002)$ | (174) |  | $(880,976)$ |
| Dividends paid | $(136,103)$ | $(135,793)$ |  | $(1,620,274)$ |
| Repurchases of treasury stock, net | $(32,903)$ | (31) |  | $(391,702)$ |
| Other, net | $(24,672)$ | $(3,433)$ |  | $(293,715)$ |
| Net cash used in financing activities | $(267,958)$ | $(141,381)$ |  | $(3,189,976)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(43,902)$ | 7,548 |  | $(522,643)$ |
| Net change in cash and cash equivalents | $(35,635)$ | $(45,540)$ |  | $(424,226)$ |
| Cash and cash equivalents at beginning of period | 795,034 | 679,196 |  | 9,464,690 |
| Cash and cash equivalents at end of period | ¥ 759,399 | $¥ \quad 633,656$ | \$ | 9,040,464 |

## 5. NOTE FOR GOING CONCERN ASSUMPTION

Not applicable.

## 6. SEGMENT INFORMATION

(1) SEGMENT INFORMATION BY BUSINESS UNIT

| Results for the third quarter | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Three months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months <br> ended <br> September 30, 2010 |  | Three monthsendedSeptember 30,2009 |  |  |  |  |  |
| Office |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | \# | 505,049 | ¥ | 401,260 | + | 25.9 | \$ | 6,012,488 |
| Intersegment |  | 1,866 |  | 2,385 | - | 21.8 |  | 22,214 |
| Total |  | 506,915 |  | 403,645 | + | 25.6 |  | 6,034,702 |
| Operating cost and expenses |  | 430,615 |  | 345,074 | + | 24.8 |  | 5,126,369 |
| Operating profit | ¥ | 76,300 | ¥ | 58,571 | + | 30.3 | \$ | 908,333 |

Consumer

| Net sales: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External customers | $\geq$ | 324,450 | $¥$ | 314,066 | + | 3.3 | \$ | 3,862,500 |
| Intersegment |  | 323 |  | 431 | - | 25.1 |  | 3,845 |
| Total |  | 324,773 |  | 314,497 | + | 3.3 |  | 3,866,345 |
| Operating cost and expenses |  | 265,996 |  | 262,918 | + | 1.2 |  | 3,166,619 |
| Operating profit | ¥ | 58,777 | ¥ | 51,579 | + | 14.0 | \$ | 699,726 |

## Industry and Others

Net sales:

| External customers | $\geq$ | 83,652 | ¥ | 58,998 | + | 41.8 | \$ | 995,857 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | 26,122 |  | 24,364 | + | 7.2 |  | 310,976 |
| Total |  | 109,774 |  | 83,362 | + | 31.7 |  | 1,306,833 |
| Operating cost and expenses |  | 105,382 |  | 100,559 | + | 4.8 |  | 1,254,547 |
| Operating profit (loss) | ¥ | 4,392 | ¥ | $(17,197)$ |  | - | \$ | 52,286 |

## Corporate and Eliminations

Net sales:

| External customers | $\geq$ | - | $¥$ | - | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | $(28,311)$ |  | $(27,180)$ | - |  | $(337,035)$ |
| Total |  | $(28,311)$ |  | $(27,180)$ | - |  | $(337,035)$ |
| Operating cost and expenses |  | 6,734 |  | 5,784 | - |  | 80,167 |
| Operating profit | $\underline{\square}$ | $(35,045)$ | $\geq$ | $(32,964)$ | - | \$ | $(417,202)$ |

Consolidated

| Net sales: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External customers | $¥$ | 913,151 | ¥ | 774,324 | + | 17.9 | \$ | 10,870,845 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 913,151 |  | 774,324 | + | 17.9 |  | 10,870,845 |
| Operating cost and expenses |  | 808,727 |  | 714,335 | + | 13.2 |  | 9,627,702 |
| Operating profit | $\underline{\underline{\text { }}}$ | 104,424 | $\underline{\square}$ | 59,989 | + | 74.1 | \$ | 1,243,143 |


| Results for the nine months | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Nine months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months <br> ended <br> September 30, 2010 |  | Nine monthsendedSeptember 30, 2009 |  |  |  |  |  |
| Office |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | \# | 1,431,626 | $\geq$ | 1,172,907 | + | 22.1 | \$ | 17,043,167 |
| Intersegment |  | 6,366 |  | 7,038 | - | 9.5 |  | 75,785 |
| Total |  | 1,437,992 |  | 1,179,945 | + | 21.9 |  | 17,118,952 |
| Operating cost and expenses |  | 1,205,821 |  | 1,031,163 | + | 16.9 |  | 14,355,012 |
| Operating profit | $\pm$ | 232,171 | $\geq$ | 148,782 | + | 56.0 | S | 2,763,940 |

## Consumer

Net sales:

| External customers | ¥ | 977,741 | ¥ | 887,107 | + | 10.2 | \$ | 11,639,774 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | 1,346 |  | 1,324 | + | 1.7 |  | 16,024 |
| Total |  | 979,087 |  | 888,431 | + | 10.2 |  | 11,655,798 |
| Operating cost and expenses |  | 806,044 |  | 780,082 | + | 3.3 |  | 9,595,762 |
| Operating profit | $\geq$ | 173,043 | $\geq$ | 108,349 | + | 59.7 | \$ | 2,060,036 |

Industry and Others
Net sales:

| External customers | ¥ | 229,668 | $\geq$ | 195,129 | + | 17.7 | \$ | 2,734,142 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | 71,364 |  | 59,551 | + | 19.8 |  | 849,572 |
| Total |  | 301,032 |  | 254,680 | + | 18.2 |  | 3,583,714 |
| Operating cost and expenses |  | 305,019 |  | 295,676 | + | 3.2 |  | 3,631,178 |
| Operating profit (loss) | $\underline{\square}$ | $(3,987)$ | $\underline{\square}$ | $(40,996)$ |  | - | \$ | $(47,464)$ |

## Corporate and Eliminations


(2) SEGMENT INFORMATION BY GEOGRAPHIC AREA

| Results for the third quarter | Millions of yen |  | Change(\%) | Thousands of <br> U.S. dollars <br> Three months <br> ended <br> September 30, $\mathbf{2 0 1 0}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { September 30, } 2010 \\ \hline \end{gathered}$ | Three months ended September 30, 2009 |  |  |
| Japan |  |  |  |  |
| Net sales: |  |  |  |  |
| External customers | $\geq 199,912$ | 183,622 | 8.9 | \$ 2,379,905 |
| Intersegment | 504,522 | 455,645 | $\begin{array}{r}+\quad 10.7 \\ \hline\end{array}$ | 6,006,214 |
| Total | 704,434 | 639,267 | $\begin{array}{r}+\quad 10.2 \\ \hline\end{array}$ | 8,386,119 |
| Operating cost and expenses | 596,566 | 560,347 | 6.5 | 7,101,976 |
| Operating profit | ¥ 107,868 | 78,920 | $+\quad 36.7$ | \$ 1,284,143 |

## Americas

| Net sales: |
| :--- |
| External customers |
| $\frac{\text { Intersegment }}{\text { Total }}$ |
| Operating cost and expenses |
| Operating profit |


\section*{| $¥$ | 244,674 |
| :--- | ---: |
|  | 4,022 |
|  | 248,696 |
|  | 242,572 |
| $\mathbf{~}$ | $\mathbf{6 , 1 2 4}$ |}


| $¥$ | 211,600 |
| ---: | ---: |
|  | $(94)$ |
|  | 211,506 |
|  | 206,860 |
| $¥$ | 4,646 |


| $+\quad 15.6$ |
| ---: |
| $+\quad 17.6$ |
| $+\quad 17.3$ |
| $+\quad 31.8$ |


| $\$$ | $2,912,785$ |
| :--- | ---: |
| 47,881 |  |
|  | $2,960,666$ |
|  | $2,887,761$ |
| $\$$ | 72,905 |

## Europe

| Net sales: |
| :--- |
| External customers |
| $\quad$ Intersegment |
| Total |
| Operating cost and expenses |
| Operating profit |


| ¥ | 285,550 | $¥$ | 236,775 | + | 20.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 462 |  | 1,295 | - | 64.3 |
|  | 286,012 |  | 238,070 | + | 20.1 |
|  | 273,649 |  | 230,792 | + | 18.6 |
| $\pm$ | 12,363 | $\underline{\square}$ | 7,278 | + | 69.9 |


| $\$$ | $3,399,405$ |
| :--- | ---: |
| 5,500 |  |
|  | $3,404,905$ |
|  | $3,257,726$ |
| $\$$ | 147,179 |

## Others

Net sales:

| External customers | ¥ | 183,015 | $\geq$ | 142,327 | + | 28.6 | \$ | $2,178,750$$\mathbf{2 , 2 9 5 , 8 8 1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | 192,854 |  | 160,266 | + | 20.3 |  |  |
| Total |  | 375,869 |  | 302,593 | + | 24.2 |  | 4,474,631 |
| Operating cost and expenses |  | 361,404 |  | 288,765 | + | 25.2 |  | 4,302,429 |
| Operating profit | $\geq$ | 14,465 | $\geq$ | 13,828 | + | 4.6 | \$ | 172,202 |

## Corporate and Eliminations

Net sales:

| External customers | ¥ | - | $¥$ | - |  | - | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | $(701,860)$ |  | $(617,112)$ |  | - |  | $(8,355,476)$ |
| Total |  | $(701,860)$ |  | $(617,112)$ |  | - |  | $(8,355,476)$ |
| Operating cost and expenses |  | $(665,464)$ |  | $(572,429)$ |  | - |  | (7,922,190) |
| Operating profit | $\pm$ | $(36,396)$ | $\geq$ | $(44,683)$ |  | - | \$ | $(433,286)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\pm$ | 913,151 | $¥$ | 774,324 | + | 17.9 | \$ | 10,870,845 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 913,151 |  | 774,324 | + | 17.9 |  | 10,870,845 |
| Operating cost and expenses |  | 808,727 |  | 714,335 | + | 13.2 |  | 9,627,702 |
| Operating profit | $\underline{\underline{\underline{1}}}$ | 104,424 | $\underline{\underline{\#}}$ | 59,989 | + | 74.1 | \$ | 1,243,143 |


| Results for the nine months | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Nine months <br> ended <br> September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Nine months } \\ \text { ended } \\ \text { September 30, } 2010 \\ \hline \end{gathered}$ |  | Nine months <br> ended <br> September 30, 2009 |  |  |  |  |  |
| Japan |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 604,374 | $\geq$ | 599,823 | + | 0.8 | \$ | 7,194,929 |
| Intersegment |  | 1,457,204 |  | 1,175,120 | + | 24.0 |  | 17,347,666 |
| Total |  | 2,061,578 |  | 1,774,943 | + | 16.1 |  | 24,542,595 |
| Operating cost and expenses |  | 1,743,505 |  | 1,590,086 | + | 9.6 |  | 20,756,012 |
| Operating profit | $\geq$ | 318,073 | ¥ | 184,857 |  | 72.1 | \$ | 3,786,583 |

## Americas

| Net sales: |
| :--- |
| External customers |
| $\frac{\text { Intersegment }}{\text { Total }}$ |
| Operating cost and expenses |
| Operating profit |


| $¥$ | 711,328 |
| :--- | ---: |
| 5,134 |  |
|  | $\mathbf{7 1 6 , 4 6 2}$ |
|  | $\mathbf{6 9 8 , 8 3 4}$ |
| $\mathbf{1 7 , 6 2 8}$ |  |


|  | 602,836 | + | 18.0 |
| :---: | :---: | :---: | :---: |
|  | 871 | + | 489.4 |
| $\pm$ | 603,707 | + | 18.7 |
|  | 597,292 | + | 17.0 |
| ¥ | 6,415 | + | 174.8 |


| $\$$ | $\mathbf{8 , 4 6 8 , 1 9 0}$ <br> $\mathbf{6 1 , 1 2 0}$ |
| :--- | ---: |
|  | $\mathbf{8 , 5 2 9 , 3 1 0}$ |
|  | $\mathbf{8 , 3 1 9 , 4 5 3}$ |
| $\$$ | $\mathbf{2 0 9 , 8 5 7}$ |

## Europe

| Net sales: |
| :--- |
| External customers |
| $\quad \frac{\text { Intersegment }}{\text { Total }}$ |
| Operating cost and expenses |
| Operating profit |


| $\geq$ | 823,886 | $¥$ | 684,387 | + | 20.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,650 |  | 2,232 | + | 18.7 |
|  | 826,536 |  | 686,619 | + | 20.4 |
|  | 794,215 |  | 665,856 | + | 19.3 |
| $\pm$ | 32,321 | ¥ | 20,763 | + | 55.7 |


| $\$$ | $\mathbf{9 , 8 0 8 , 1 6 7}$ |
| :--- | ---: |
|  | 31,547 |
|  | $\mathbf{9 , 8 3 9 , 7 1 4}$ |
|  | $\mathbf{9 , 4 5 4 , 9 4 0}$ |
| $\$$ | 384,774 |

## Others

Net sales:

| External customers | ¥ | 499,447 | $¥$ | 368,097 | + | 35.7 | \$ | 5,945,797 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | 528,637 |  | 368,561 | + | 43.4 |  | 6,293,298 |
| Total |  | 1,028,084 |  | 736,658 | + | 39.6 |  | 12,239,095 |
| Operating cost and expenses |  | 988,666 |  | 709,348 | + | 39.4 |  | 11,769,833 |
| Operating profit | ¥ | 39,418 | ¥ | 27,310 | + | 44.3 | \$ | 469,262 |

## Corporate and Eliminations

Net sales:

| External customers | ¥ | - | $¥$ | - |  | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | $(1,993,625)$ |  | $(1,546,784)$ |  | - |  | (23,733,631) |
| Total |  | $(1,993,625)$ |  | $(1,546,784)$ |  | - |  | (23,733,631) |
| Operating cost and expenses |  | $(1,890,890)$ |  | $(1,432,366)$ |  | - |  | $(22,510,595)$ |
| Operating profit | $\geq$ | $(102,735)$ | $\underline{\square}$ | $(114,418)$ |  | - |  | $(1,223,036)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\pm$ | 2,639,035 | $¥$ | 2,255,143 | + | 17.0 | \$ | 31,417,083 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 2,639,035 |  | 2,255,143 | + | 17.0 |  | 31,417,083 |
| Operating cost and expenses |  | 2,334,330 |  | 2,130,216 | + | 9.6 |  | 27,789,643 |
| Operating profit | $\underline{\underline{1}}$ | 304,705 | $\underline{\underline{\text { ¥ }}}$ | 124,927 | + | 143.9 |  | 3,627,440 |

## 7. SIGNIFICANT CHANGES IN CANON INC. STOCKHOLDERS' EQUITY

None.

## 8. BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES

(1) GROUP POSITION

1. Number of Group Companies

|  | September 30, 2010 | December 31, 2009 | Change |
| :--- | ---: | ---: | ---: |
| Subsidiaries | 299 | 241 | 58 |
| Affiliates | 14 | 15 | $(1)$ |
| Total | 313 | 256 | 57 |

2. Change in Group Entities

Subsidiaries
Addition: 84 companies
Removal: 26 companies
Affiliates (Carried at Equity Basis)
Addition: 3 companies
Removal: 4 companies
3. Subsidiaries Listed on Domestic Stock Exchange

Tokyo Stock Exchange (1st section): Canon Marketing Japan Inc., Canon Electronics Inc.
(2) SIGNIFICANT ACCOUNTING POLICIES

Canon's consolidated financial statements are prepared in accordance with U.S. generally accepted accounting principles.

# CONSOLIDATED FINANCIAL RESULTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2010 

## SUPPLEMENTARY REPORT

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14. NUMBER OF EMPLOYEES ..... S 5
[^1]
## 1. SALES BY GEOGRAPHIC AREA AND BUSINESS UNIT

(Millions of yen)

|  | 2010 |  |  | 2009 |  |  | Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3rd quarter | YTD | Year <br> (P) | 3rd quarter | YTD | Year | 3rd quarter | YTD | Year |
| Japan |  |  |  |  |  |  |  |  |  |
| Office | 88,935 | 280,695 | - | 89,674 | 281,972 | 374,275 | -0.8\% | -0.5\% | - |
| Consumer | 49,080 | 145,711 | - | 52,148 | 149,305 | 219,036 | -5.9\% | -2.4\% | - |
| Industry and Others | 21,904 | 71,174 | - | 20,041 | 73,468 | 109,033 | +9.3\% | -3.1\% | - |
| Total | 159,919 | 497,580 | 706,500 | 161,863 | 504,745 | 702,344 | -1.2\% | -1.4\% | +0.6\% |
| Overseas |  |  |  |  |  |  |  |  |  |
| Office | 416,114 | 1,150,931 | - | 311,586 | 890,935 | 1,260,781 | +33.5\% | +29.2\% | - |
| Consumer | 275,370 | 832,030 | - | 261,918 | 737,802 | 1,080,158 | +5.1\% | +12.8\% | - |
| Industry and Others | 61,748 | 158,494 | - | 38,957 | 121,661 | 165,918 | +58.5\% | +30.3\% | - |
| Total | 753,232 | 2,141,455 | 3,003,500 | 612,461 | 1,750,398 | 2,506,857 | +23.0\% | +22.3\% | +19.8\% |
| Americas |  |  |  |  |  |  |  |  |  |
| Office | 156,538 | 431,267 | - | 123,936 | 346,231 | 485,180 | +26.3\% | +24.6\% | - |
| Consumer | 80,142 | 260,710 | - | 82,419 | 241,826 | 367,035 | -2.8\% | +7.8\% | - |
| Industry and Others | 10,015 | 29,212 | - | 11,157 | 31,315 | 41,939 | -10.2\% | -6.7\% | - |
| Total | 246,695 | 721,189 | 1,012,800 | 217,512 | 619,372 | 894,154 | +13.4\% | +16.4\% | +13.3\% |
| Europe |  |  |  |  |  |  |  |  |  |
| Office | 189,412 | 524,562 | - | 137,180 | 396,739 | 565,656 | +38.1\% | +32.2\% | - |
| Consumer | 91,500 | 284,073 | - | 94,950 | 272,775 | 405,173 | -3.6\% | +4.1\% | - |
| Industry and Others | 7,100 | 21,024 | - | 5,322 | 17,113 | 24,321 | +33.4\% | +22.9\% | - |
| Total | 288,012 | 829,659 | 1,184,200 | 237,452 | 686,627 | 995,150 | +21.3\% | +20.8\% | +19.0\% |
| Other areas |  |  |  |  |  |  |  |  |  |
| Office | 70,164 | 195,102 | - | 50,470 | 147,965 | 209,945 | +39.0\% | +31.9\% | - |
| Consumer | 103,728 | 287,247 | - | 84,549 | 223,201 | 307,950 | +22.7\% | +28.7\% | - |
| Industry and Others | 44,633 | 108,258 | - | 22,478 | 73,233 | 99,658 | +98.6\% | +47.8\% | - |
| Total | 218,525 | 590,607 | 806,500 | 157,497 | 444,399 | 617,553 | +38.7\% | +32.9\% | +30.6\% |
| Intersegment |  |  |  |  |  |  |  |  |  |
| Office | 1,866 | 6,366 | - | 2,385 | 7,038 | 10,020 | -21.8\% | -9.5\% | - |
| Consumer | 323 | 1,346 | - | 431 | 1,324 | 1,966 | -25.1\% | +1.7\% | - |
| Industry and Others | 26,122 | 71,364 | - | 24,364 | 59,551 | 83,047 | +7.2\% | +19.8\% | - |
| Eliminations | $(28,311)$ | $(79,076)$ | - | $(27,180)$ | $(67,913)$ | $(95,033)$ | - | - | - |
| Total | 0 | 0 | 0 | 0 | 0 | 0 | - | - | - |
| Total |  |  |  |  |  |  |  |  |  |
| Office | 506,915 | 1,437,992 | 1,983,600 | 403,645 | 1,179,945 | 1,645,076 | +25.6\% | +21.9\% | +20.6\% |
| Consumer | 324,773 | 979,087 | 1,391,000 | 314,497 | 888,431 | 1,301,160 | +3.3\% | +10.2\% | +6.9\% |
| Industry and Others | 109,774 | 301,032 | 428,000 | 83,362 | 254,680 | 357,998 | +31.7\% | +18.2\% | +19.6\% |
| Eliminations | $(28,311)$ | $(79,076)$ | $(92,600)$ | $(27,180)$ | $(67,913)$ | $(95,033)$ | - | - | - |
| Total | 913,151 | 2,639,035 | 3,710,000 | 774,324 | 2,255,143 | 3,209,201 | +17.9\% | +17.0\% | +15.6\% |

2. SEGMENT INFORMATION BY BUSINESS UNIT

|  | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3rd quarter | YTD | Year <br> (P) | 3rd quarter | YTD | Year |
| Office |  |  |  |  |  |  |
| External customers | 505,049 | 1,431,626 | 1,975,900 | 401,260 | 1,172,907 | 1,635,056 |
| Intersegment | 1,866 | 6,366 | 7,700 | 2,385 | 7,038 | 10,020 |
| Total sales | 506,915 | 1,437,992 | 1,983,600 | 403,645 | 1,179,945 | 1,645,076 |
| Operating profit | 76,300 | 232,171 | 293,000 | 58,571 | 148,782 | 229,396 |
| \% of sales | 15.1\% | 16.1\% | 14.8\% | 14.5\% | 12.6\% | 13.9\% |
| Consumer |  |  |  |  |  |  |
| External customers | 324,450 | 977,741 | 1,389,500 | 314,066 | 887,107 | 1,299,194 |
| Intersegment | 323 | 1,346 | 1,500 | 431 | 1,324 | 1,966 |
| Total sales | 324,773 | 979,087 | 1,391,000 | 314,497 | 888,431 | 1,301,160 |
| Operating profit | 58,777 | 173,043 | 245,000 | 51,579 | 108,349 | 183,492 |
| \% of sales | 18.1\% | 17.7\% | 17.6\% | 16.4\% | 12.2\% | 14.1\% |
| Industry and Others |  |  |  |  |  |  |
| External customers | 83,652 | 229,668 | 344,600 | 58,998 | 195,129 | 274,951 |
| Intersegment | 26,122 | 71,364 | 83,400 | 24,364 | 59,551 | 83,047 |
| Total sales | 109,774 | 301,032 | 428,000 | 83,362 | 254,680 | 357,998 |
| Operating profit | 4,392 | $(3,987)$ | $(2,000)$ | $(17,197)$ | $(40,996)$ | $(75,956)$ |
| \% of sales | 4.0\% | -1.3\% | -0.5\% | -20.6\% | -16.1\% | -21.2\% |
| Corporate and Eliminations |  |  |  |  |  |  |
| External customers | - | - | - | - | - |  |
| Intersegment | $(28,311)$ | $(79,076)$ | $(92,600)$ | $(27,180)$ | $(67,913)$ | $(95,033)$ |
| Total sales | $(28,311)$ | $(79,076)$ | $(92,600)$ | $(27,180)$ | $(67,913)$ | $(95,033)$ |
| Operating profit | $(35,045)$ | $(96,522)$ | $(146,000)$ | $(32,964)$ | $(91,208)$ | $(119,877)$ |
| Consolidated |  |  |  |  |  |  |
| External customers | 913,151 | 2,639,035 | 3,710,000 | 774,324 | 2,255,143 | 3,209,201 |
| Intersegment | - | - | - | - | - | - |
| Total sales | 913,151 | 2,639,035 | 3,710,000 | 774,324 | 2,255,143 | 3,209,201 |
| Operating profit | 104,424 | 304,705 | 390,000 | 59,989 | 124,927 | 217,055 |
| \% of sales | 11.4\% | 11.5\% | 10.5\% | 7.7\% | 5.5\% | 6.8\% |


|  |  | lions of yen) |
| :---: | :---: | :---: |
| Change year over year |  |  |
| 3rd quarter | YTD | Year |
| +25.9\% | +22.1\% | +20.8\% |
| -21.8\% | -9.5\% | -23.2\% |
| +25.6\% | +21.9\% | +20.6\% |
| +30.3\% | +56.0\% | +27.7\% |
| - | - | - |
| +3.3\% | +10.2\% | +7.0\% |
| -25.1\% | +1.7\% | -23.7\% |
| +3.3\% | +10.2\% | +6.9\% |
| +14.0\% | +59.7\% | +33.5\% |
| - | - | - |
| +41.8\% | +17.7\% | +25.3\% |
| +7.2\% | +19.8\% | +0.4\% |
| +31.7\% | +18.2\% | +19.6\% |
| - | - |  |
|  | - | - |
| - | - | - |
|  | - | - |
| - | - | - |
| - | - | - |
| +17.9\% | +17.0\% | +15.6\% |
| - | - | - |
| +17.9\% | +17.0\% | +15.6\% |
| +74.1\% | +143.9\% | +79.7\% |
| - | - | - |

## 3. OTHER INCOME / DEDUCTIONS

|  | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 rd quarter | YTD | Year <br> (P) | 3 rd quarter | YTD | Year |
| Interest and dividend, net | 1,337 | 3,127 | 4,400 | 950 | 3,520 | 4,866 |
| Forex gain / loss | 1,340 | 3,535 | 4,500 | 310 | $(1,643)$ | 1,842 |
| Equity earnings / loss of affiliated companies | $(1,853)$ | 11,022 | 11,000 | (109) | $(12,122)$ | $(12,649)$ |
| Other, net | 3,578 | $(12,060)$ | $(19,900)$ | 2,408 | 6,752 | 8,241 |
| Total | 4,402 | 5,624 | 0 | 3,559 | $(3,493)$ | 2,300 |


| (Millions of yen) |  |  |
| ---: | ---: | ---: |
| Change year over year |  |  |
| 3rd quarter | YTD | Year |
| +387 | $(393)$ | $(466)$ |
| $+1,030$ | $+5,178$ | $+2,658$ |
| $(1,744)$ | $+23,144$ | $+23,649$ |
| $+1,170$ | $(18,812)$ | $(28,141)$ |
| +843 | $+9,117$ | $(2,300)$ |
|  |  | $(P)=$ Projection |

## 4. BREAKDOWN OF PRODUCT SALES WITHIN BUSINESS UNIT

|  | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3rd quarter | YTD | Year <br> (P) | 3rd quarter | YTD | Year |
| Office |  |  |  |  |  |  |
| Monochrome copiers | 15\% | 16\% | 16\% | 19\% | 20\% | 20\% |
| Color copiers | 16\% | 17\% | 17\% | 18\% | 20\% | 19\% |
| Other printing devices | 50\% | 51\% | 49\% | 56\% | 52\% | 53\% |
| Others | 19\% | 16\% | 18\% | 7\% | 8\% | 8\% |
| Consumer |  |  |  |  |  |  |
| Cameras | 71\% | 70\% | 69\% | 68\% | 67\% | 68\% |
| Inkjet printers | 24\% | 24\% | 25\% | 25\% | 25\% | 25\% |
| Others | 5\% | 6\% | 6\% | 7\% | 8\% | 7\% |
| Industry and Others |  |  |  |  |  |  |
| Lithography equipment | 26\% | 22\% | 23\% | 16\% | 22\% | 19\% |
| Others | 74\% | 78\% | 77\% | 84\% | 78\% | 81\% |

5. SALES GROWTH IN LOCAL CURRENCY (Year over year)

|  | 2010 |  |  |
| :---: | :---: | :---: | :---: |
|  | 3rd quarter | YTD | Year <br> (P) |
| Office |  |  |  |
| Japan | -0.8\% | -0.5\% | - |
| Overseas | +46.7\% | +37.4\% | - |
| Total | +35.7\% | +28.1\% | +27.7\% |
| Consumer |  |  |  |
| Japan | -5.9\% | -2.4\% | - |
| Overseas | +18.0\% | +20.6\% | - |
| Total | +14.0\% | +16.7\% | +14.4\% |
| Industry and Others |  |  |  |
| Japan | +9.3\% | -3.1\% | - |
| Overseas | +64.6\% | +33.1\% | - |
| Total | +34.5\% | +19.6\% | +21.2\% |
| Total |  |  |  |
| Japan | -1.2\% | -1.4\% | +0.6\% |
| Overseas | +35.5\% | +30.0\% | +28.6\% |
| Americas | +22.6\% | +23.3\% | +21.3\% |
| Europe | +39.9\% | +31.7\% | +30.8\% |
| Other areas | +46.8\% | +36.9\% | +35.5\% |
| Total | +27.9\% | +23.0\% | +22.5\% |
|  |  |  | (P)=Projection |

## 6. PROFITABILITY

|  | 2010 |  | 2009 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | YTD | Year (P) | YTD | Year |
| ROE $*_{1}$ | $9.6 \%$ | $9.1 \%$ | $3.5 \%$ | $4.9 \%$ |
| ROA $*_{2}$ | $6.5 \%$ | $6.2 \%$ | $2.4 \%$ | $3.4 \%$ |

*1 Based on Net Income attributable to Canon Inc. and Total Canon Inc. Stockholders' Equity
(P)=Projection
*2 Based on Net Income attributable to Canon Inc.

## 7. IMPACT OF FOREIGN EXCHANGE RATES


(2) Impact of foreign exchange rates on sales (Year over year)

|  | 2010 |  |
| :--- | ---: | ---: |
|  | (Billions of yen) |  |
| US\$ | 3rd quarter | Year (P) |
| Euro | $(27.7)$ | $(104.3)$ |
| Other currencies | $(36.6)$ | $(95.2)$ |
| Total | $(5.3)$ | $(2.4)$ |


| (3) Impact of foreign exchange rates per yen | (Billions of yen) |
| :--- | ---: |
|  | 2010 |
|  | 4th quarter (P) |
| On sales |  |
| US\$ | 5.4 |
| Euro | 2.5 |
| On operating profit |  |
| US\$ | 2.7 |
| Euro | 1.5 |
|  |  |

8. STATEMENTS OF CASH FLOWS

|  | 2010 |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3rd quarter | Year (P) | 3rd quarter | Year |
| Net cash provided by operating activities | 170,852 | 675,000 | 185,826 | 611,235 |
| Net cash used in investing activities | $(66,220)$ | $(340,000)$ | $(67,902)$ | $(370,244)$ |
| Free cash flow | 104,632 | 335,000 | 117,924 | 240,991 |
| Net cash used in financing activities | $(117,353)$ | $(270,000)$ | $(70,021)$ | $(142,379)$ |
| Effect of exchange rate changes on cash and cash equivalents | 423 | $(50,000)$ | $(17,812)$ | 17,226 |
| Net change in cash and cash equivalents | $(12,298)$ | 15,000 | 30,091 | 115,838 |
| Cash and cash equivalents at end of period | 759,399 | 810,000 | 633,656 | 795,034 |

9. R\&D EXPENDITURE

|  | (Millions of yen) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2010 |  | 2009 |  |
|  | 3rd quarter | Year (P) | 3rd quarter | Year |
| Office | 23,789 | - | 18,580 | 78,872 |
| Consumer | 20,382 | - | 18,098 | 74,131 |
| Industry and Others | 5,360 | - | 6,234 | 23,300 |
| Corporate and Eliminations | 27,543 | - | 30,815 | 128,297 |
| Total | 77,074 | 315,000 | 73,727 | 304,600 |
| \% of sales | $8.4 \%$ | $8.5 \%$ | $9.5 \%$ | $9.5 \%$ |

10. INCREASE IN PP\&E \& DEPRECIATION AND AMORTIZATION
11. INCREASE IN PP\&E \& DEPRECIATION AND AMORTIZATION

| (Millions of yen) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2010 |  | 2009 |  |
|  | 3rd quarter | Year (P) | 3rd quarter | Year |
|  | 32,417 | 190,000 | 35,996 | 216,128 |
|  | 72,065 | 290,000 | 79,525 | 315,393 |

## 11. INVENTORIES

(1) Inventories

|  | (Millions of yen) |  |  |
| :--- | :---: | :---: | ---: |
|  | 2010 | 2009 | Difference |
|  | Sep.30 | Dec.31 |  |
| Office | 207,727 | 144,941 | $+62,786$ |
| Consumer | 142,344 | 113,975 | $+28,369$ |
| Industry and Others | 120,646 | 114,325 | $+6,321$ |
| Total | 470,717 | 373,241 | $+97,476$ |


| (2) Inventories/Sales* |  |  | (Days) |
| :--- | ---: | ---: | ---: |
|  | 2010 | 2009 | Difference |
|  | Sep.30 | Dec.31 |  |
| Office | 37 | 30 | +7 |
| Consumer | 38 | 29 | +9 |
| Industry and Others | 133 | 158 | $(25)$ |
| Total | 46 | 39 | +7 |

*Index based on the previous six months sales.

## 12. DEBT RATIO

|  | 2010 | 2009 | Difference |
| :--- | :---: | :---: | :---: |
|  | Sep.30 | Dec.31 |  |
| Total debt / Total assets | $0.3 \%$ | $0.3 \%$ | $0.0 \%$ |

13. OVERSEAS PRODUCTION RATIO

|  | 2010 | 2009 |
| :--- | :---: | :---: |
|  | YTD | Year |
|  | $49 \%$ | $40 \%$ |

14. NUMBER OF EMPLOYEES

|  | 2010 | 2009 | Difference |
| :--- | ---: | ---: | ---: |
|  | Sep.30 | Dec.31 |  |
| Japan | 72,792 | 73,635 | $(843)$ |
| Overseas | 125,541 | 95,244 | $+30,297$ |
| Total | 198,333 | 168,879 | $+29,454$ |


[^0]:    This document contains forward-looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management's views and assumptions formed by available information. All statements other than statements of historical fact are statements that could be considered forward-looking statements. When used in this document, words such as "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "project" or "should" and similar expressions, as they relate to Canon, are intended to identify forward-looking statements. Many factors could cause the actual results, performance or achievements of Canon to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptance of new products or services by Canon's targeted customers, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, both referenced and not referenced in this document. A detailed description of these and other risk factors is included in Canon's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein Canon does not intend or assume any obligation to update these forward-looking statements.

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