# Canon

## <u>CONSOLIDATED RESULTS FOR</u> <u>THE FIRST QUARTER ENDED MARCH 31, 2013</u>

April 24, 2013

## CONSOLIDATED RESULTS

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

				Actual						Projec	ted	
		ree months ended rch 31, 2013		ree months ended rch 31, 2012	Cha	inge(%)		hree months ended arch 31, 2013		Year ending December 31, 2013	Cha	unge(%)
Net sales Operating profit Income before income taxes Net income attributable to Canon Inc.	¥ ¥	816,653 54,773 60,255 40,913	¥	829,240 82,679 92,724 61,538	-	1.5 33.8 35.0 33.5	·	8,687,798 582,691 641,011 <u>435,245</u>	¥ ¥	3,980,000 450,000 450,000 290,000	+++++	14.4 39.0 31.4 29.1
Net income attributable to Cano	n Inc. s	stockholders	per sl	hare:								
- Basic - Diluted	¥	35.49 35.49	¥	51.53 51.53		31.1 31.1	\$	0.38 0.38	¥	251.56	+	31.5

				Actual					
	Ma	As of March 31, 2013		As of ember 31, 2012	Chan	ige(%)	As of March 31, 2013		
Total assets	¥	3,934,093	¥	3,955,503	_	0.5	<u>\$</u>	41,852,053	
Canon Inc. stockholders' equity	¥	2,643,526	¥	2,598,026	+	1.8	\$	28,122,617	

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 JPY 94 = U.S.\$1, the approximate exchange rate on the Tokyo Foreign Exchange Market as of March 29, 2013, solely for the convenience of the reader.

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Canon Inc. Headquarter office

## **I.** Operating Results and Financial Conditions

## 2013 First Quarter in Review

Looking back at the global economy in the first quarter of 2013, the pace of economic recovery from last year remained sluggish. The United States saw signs of improvement in such economic indicators as housing prices and the unemployment rate, while in Europe the economy slowed further due to a sense of unease over a possible recurrence of the financial crisis in Southern European nations. The speed of economic expansion in emerging countries such as China, India and Russia declined as a consequence of the worldwide economic slowdown. In Japan, despite improvements in consumer and business sentiment, the real economy failed to match expectations. Although the U.S. economy gave indications of a recovery, the global economy overall remained flat.

As for the markets in which Canon operates amid these conditions, demand for multifunction devices (MFDs) declined due to economic uncertainty and a deceleration in economic growth in emerging countries, while demand for laser printers decreased due to the sluggish economy. Demand for interchangeable lens digital cameras displayed strong growth all over the world, while demand for digital compact cameras continued to shrink both in developed countries and emerging countries. Overall demand for inkjet printers also waned due to the weak economy in Europe and other factors. In the industry and others sector, demand for semiconductor lithography equipment remained flat due to restrained capital expenditure for memory devices, while lithography equipment used in the production of flat panel displays (FPD) continued facing sluggish demand for large-size panels despite the healthy market for mid- and small-size panels used mainly in smartphones and tablet PCs.

The average value of the yen during the quarter was \$92.76 against the U.S. dollar, a year-on-year depreciation of approximately \$13, and \$122.35 against the euro, a year-on-year depreciation of approximately \$18.

Despite the steady sales growth of competitively priced products such as MFDs and laser printers, as well as increased sales volume of inkjet printers, and the positive effect of favorable currency exchange rates, net sales for the quarter declined 1.5% year on year to \$816.7 billion (U.S.\$8,688 million), owing to decreased demand for digital compact cameras and industrial equipment. The gross profit ratio rose 0.2 points year on year to 47.3%, thanks to the depreciation of the yen. Although Canon carried out Group-wide efforts to thoroughly reduce spending, operating expenses increased 7.4% year on year to \$331.1 billion (U.S.\$3,523 million) due to the negative effect of the depreciation of the yen. Consequently, first-quarter operating profit decreased by 33.8% to \$54.8 billion (U.S.\$583 million) compared with the corresponding period of the previous year. Other income decreased by \$4.6 billion (U.S.\$49 million) for the first quarter from the year-ago period due to a decrease in foreign currency exchange gains, and income before income taxes declined by 35.0% year on year to \$60.3 billion (U.S.\$641 million). Net income attributable to Canon Inc. decreased by 33.5% to \$40.9 billion (U.S.\$435 million) for the period.

Basic net income attributable to Canon Inc. stockholders per share for the quarter was \$35.49 (U.S.\$0.38), a decrease of \$16.04 (U.S.\$0.17) compared with the corresponding quarter of the previous year.

## **Results by Segment**

Looking at Canon's quarterly performance by business unit, within the Office Business Unit, although the sales performance of color MFDs, led by the imageRUNNER ADVANCE C5200/C2200 series, increased from the year-ago period, total sales volume for both color and monochrome models decreased slightly due to a deterioration in business confidence in the United States and Asia. Sales of the Océ VarioPrint 135 series, which was jointly developed by Canon and Océ for production printing, showed solid growth. Laser printers recorded a slight increase in sales volume year on year owing to sales expansion efforts centered on new products introduced last year offering exceptional environmental performance through such features as energy-saving functions and quiet operation. As a result, sales for the business unit totaled ¥464.2 billion (U.S.\$4,938 million), an increase of 6.0% year on year, while operating profit totaled ¥60.1 billion (U.S.\$639 million) an increase of 13.7%.

Within the Imaging System Business Unit, sales volume of interchangeable lens digital cameras declined year on year due mainly to the concentration of supply from Canon that had accumulated in the market during the year-ago period, as a consequence of the flooding in Thailand the prior year. Canon, however, maintained its lead in the global market share. As for digital compact cameras, sales volume declined from the previous year due to the market slowdown and the increasing popularity of smartphones. With regard to inkjet printers, new products featuring improved designs and operability in addition to enhanced print quality and other basic functionality were recognized by the market, leading to a significant increase in sales volume from the year-ago period despite the sluggish market as a whole. As a result of the above, sales for the business unit declined by 1.8% to ¥298.1 billion (U.S.\$3,171 million), while operating profit totaled ¥28.5 billion (U.S.\$303 million), a decrease of 39.1%.

In the Industry and Others Business Unit, sales volume of semiconductor lithography equipment declined from the previous year due to the restrained capital expenditure for memory devices although investment in semiconductor lithography equipment to produce image sensors and in-car devices showed steady growth. As for FPD lithography equipment, shrinking demand for equipment used in the production of large-size panels, an area in which Canon excels, continued to pose challenging conditions. Consequently, sales for the segment totaled \$75.1 billion (U.S.\$799 million), a decrease of 31.6%, while operating profit decreased \$11.5 billion (U.S.\$122 million), posting a loss of \$7.5 billion (U.S.\$80 million).

## **Cash Flow**

During the first quarter of 2013, although net income attributable to Canon Inc. decreased \$20.6 billion (U.S.\$219 million), cash flow from operating activities totaled \$55.4 billion (U.S.\$590 million), a decline of only \$0.7 billion (U.S.\$7 million) compared with the corresponding period of the previous year owing to improvements in working capital through such means as an increasing the collection of accounts receivable. Due to capital investment focused on new products, cash flow from investing activities decreased \$4.5 billion (U.S.\$48 million) year on year, totaling \$73.4 billion (U.S.\$781 million). Accordingly, free cash flow totaled negative \$18.0 billion (U.S.\$191 million), an increase of \$3.8 billion (U.S.\$41 million) compared with the corresponding year-ago period.

Cash flow from financing activities recorded an outlay of \$84.1 billion (U.S.\$894 million), mainly arising from the dividend payout. Owing to these factors, as well as the positive impact from foreign currency translation adjustments, cash and cash equivalents decreased by \$73.7 billion (U.S.\$784 million) year on year to \$593.0 billion (U.S.\$6,308 million).

## Outlook

As for the outlook in the second quarter onward, the global economy is expected to realize a moderate recovery in the latter half of the year. The U.S. economy is expected to achieve moderate growth thanks to improvements in unemployment conditions and the housing market. The recession in Europe will likely to be protracted, especially in Southern European countries. China and other emerging economies are expected to show steady growth along with a recovery in consumer spending. Japan, buoyed by aggressive fiscal stimulus, is expected to realize moderate growth in the latter half of the year.

In the businesses in which Canon is involved, demand for MFDs is projected to grow moderately mainly for color models fueled by the recovery of the global economy, while demand in the laser printer market is expected to realize a slight increase from last year. Demand for interchangeable lens digital cameras is expected to continue growing across all regions owing to an expanding user base in developed countries along with market growth in emerging countries. The digital compact camera market is projected to shrink, mainly among low-end models, due to the popularity of smartphones. As for inkjet printers, with the growth in emerging markets offsetting the decline in developed countries, demand overall is expected to remain around the same level as for the previous year. In the industrial equipment market, demand for semiconductor lithography equipment is expected to recover with a turnaround in capital expenditure for memory devices from the second half of the year, made possible by a recovered supply-demand balance in the memory device market. Demand for FPD lithography equipment will likely pick up in line with the recovery in demand for large-size panels.

With regard to currency exchange rates for the second quarter onward, on which Canon's performance outlook is based, although measures are being taken to resolve the steep appreciation of the yen, backed by the Bank of Japan's monetary easing policy, taking into account such uncertainties as the euro debt crisis and financial problem in the United States, Canon anticipates exchange rates of ¥95 to the U.S. dollar and ¥125 to the euro, representing depreciations of approximately ¥15 against the U.S. dollar, and approximately ¥21 against the euro compared with the annual average rates of the previous year.

Upon taking into consideration these foreign exchange rate assumptions and the current economic forecast, Canon projects full-year consolidated net sales in 2013 of \$3,980.0 billion (U.S.\$42,340 million), a year-on-year increase of 14.4%; operating profit of \$450.0 billion (U.S.\$4,787 million), a year-on-year increase of 39.0%; income before income taxes of \$450.0 billion (U.S.\$4,787 million), a year-on-year increase of 31.4%; and net income attributable to Canon Inc. of \$290.0 billion (U.S.\$3,085 million), a year-on-year increase of 29.1%.

## **Consolidated Outlook**

Fiscal year									
		Year e December		U		Change	D	Year ended ecember 31, 2012	Change (%)
	Previ	ous Outlook (A)	Rev	ised Outlook (B)		(B - A)	·	Results (C)	(B - C) / C
Net sales	¥	3,810,000	¥	3,980,000	¥	170,000	¥	3,479,788	+14.4%
Operating profit		410,000		450,000		40,000		323,856	+39.0%
Income before income taxe	es	400,000		450,000		50,000		342,557	+31.4%
Net income attributable to									
Canon Inc.	¥	255,000	¥	290,000	¥	35,000	¥	224,564	+29.1%

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.

## **II. Financial Statements**

## 1. CONSOLIDATED BALANCE SHEETS

		Millions of yen					Thousands of U.S. dollars		
		As of March 31, 2013	D	As of ecember 31, 2012		Change		As of March 31, 2013	
ASSETS									
Current assets:									
Cash and cash equivalents	¥	592,992	¥	666,678	¥	(73,686)	\$	6,308,426	
Short-term investments		37,670		28,322		9,348		400,745	
Trade receivables, net		512,031		573,375		(61,344)		5,447,138	
Inventories		588,633		551,623		37,010		6,262,053	
Prepaid expenses and other current assets		288,673		262,258		26,415		3,070,989	
Total current assets		2,019,999		2,082,256		(62,257)		21,489,351	
Noncurrent receivables		20,786		19,702		1,084		221,128	
Investments		56,729		56,617		112		603,500	
Property, plant and equipment, net		1,280,986		1,260,364		20,622		13,627,511	
Intangible assets, net		137,363		135,736		1,627		1,461,309	
Other assets		418,230		400,828		17,402		4,449,254	
Total assets	¥	3,934,093	¥	3,955,503	¥	(21,410)	\$	41,852,053	
LIABILITIES AND EQUITY Current liabilities:									
Short-term loans and current portion of long-term debt	¥	1,690	¥	1,866	¥	(176)	\$	17,979	
Trade payables		314,144		325,235		(11,091)		3,341,957	
Accrued income taxes		34,435		60,057		(25,622)		366,330	
Accrued expenses		277,810		291,348		(13,538)		2,955,426	
Other current liabilities		139,022		165,929		(26,907)		1,478,957	
Total current liabilities		767,101		844,435		(77,334)		8,160,649	
Long-term debt, excluding current installments		1,784		2,117		(333)		18,979	
Accrued pension and severance cost		277,444		272,131		5,313		2,951,532	
Other noncurrent liabilities		87,166		82,518		4,648		927,297	
Total liabilities		1,133,495		1,201,201		(67,706)		12,058,457	
Equity: Canon Inc. stockholders' equity:									
Common stock		174,762		174,762		-		1,859,170	
Additional paid-in capital		401,182		401,547		(365)		4,267,894	
Legal reserve		62,092		61,663		429		660,553	
Retained earnings		3,098,776		3,138,976		(40,200)		32,965,702	
Accumulated other comprehensive income (loss)		(281,610)		(367,249)		85,639		(2,995,851)	
Treasury stock, at cost		(811,676)		(811,673)		(3)		(8,634,851)	
Total Canon Inc. stockholders' equity		2,643,526		2,598,026		45,500		28,122,617	
Noncontrolling interests		157,072		156,276		796		1,670,979	
Total equity		2,800,598		2,754,302		46,296		29,793,596	
Total liabilities and equity	¥	3,934,093	¥	3,955,503	¥	(21,410)	\$	41,852,053	

	Million	is of	yen		J.S. dollars
Ma	arch 31,	D	,		As of March 31, 2013
¥	13,472	¥	12,970	\$	143,319
2	2,230,979		2,159,453		23,733,819
	(162,626)		(247,734)		(1,730,064)
	4,939		4,146		52,543
	(3,529)		(4,462)		(37,543)
	(120,394)		(119,199)		(1,280,787)
	M ¥	As of March 31, 2013 ¥ 13,472 2,230,979 (162,626) 4,939 (3,529)	As of March 31, D.         2013         ¥       13,472 ¥         2,230,979         (162,626)         4,939         (3,529)	March 31, 2013         December 31, 2012           ¥         13,472         ¥         12,970           2,230,979         2,159,453         (162,626)         (247,734)           4,939         4,146         (3,529)         (4,462)	Millions of yen       U         As of       As of         March 31,       December 31,       December 31,         2013       2012         ¥       13,472       ¥       12,970       \$         2,230,979       2,159,453       (162,626)       (247,734)         4,939       4,146       (3,529)       (4,462)

## 2. CONSOLIDATED STATEMENTS OF INCOME AND CONSOLIDATED STETEMENTS OF COMPREHENSIVE INCOME

#### Consolidated statements of income

$\begin{array}{c c c c c c c c c c c c c c c c c c c $	Consolidated statements of income								
$\begin{array}{c c c c c c c c c c c c c c c c c c c $			Million	is of yen				-	
$\begin{array}{c c c c c c c c c c c c c c c c c c c $		ended		ended		Change(%)			ended
Gross profit $385,913$ $390,898$ -1.3 $4,105,457$ Operating expenses: Selling, general and administrative expenses $257,624$ $236,188$ $2,740,681$ Research and development expenses $73,516$ $72,031$ $782,085$ Operating profit $54,773$ $82,679$ - $33.8$ Other income (deductions): Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense(105)(109)(1,117)Other, net $4,551$ $8,592$ $48,416$ $54,822$ $10,045$ $58,320$ Income before income taxes $60,255$ $92,724$ - $35.0$ Gross profit $58,528$ $29,114$ $197,107$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Net sales	¥	816,653	¥	829,240	-	1.5	\$	8,687,798
Operating expenses:       257,624       236,188       2,740,681         Selling, general and administrative expenses $73,516$ $72,031$ $782,085$ Research and development expenses $331,140$ $308,219$ $3,522,766$ Operating profit $54,773$ $82,679$ $ 33.8$ $582,691$ Other income (deductions):       Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense       (105)       (109)       (1,117)         Other, net $4,551$ $8,592$ $48,416$ Income before income taxes $60,255$ $92,724$ $35.0$ $641,011$ Income taxes $18,528$ $29,114$ $197,107$ Consolidated net income $41,727$ $63,610$ $443,904$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Cost of sales		430,740		438,342				4,582,341
Selling, general and administrative expenses $257,624$ $236,188$ $2,740,681$ Research and development expenses $73,516$ $72,031$ $782,085$ Operating profit $331,140$ $308,219$ $3,522,766$ Operating profit $54,773$ $82,679$ $ 33.8$ $582,691$ Other income (deductions): $1,036$ $1,562$ $11,021$ Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense $(105)$ $(109)$ $(1,117)$ Other, net $4,551$ $8,592$ $48,416$ Income before income taxes $60,255$ $92,724$ $35.0$ $641,011$ Income taxes $18,528$ $29,114$ $197,107$ Consolidated net income $41,727$ $63,610$ $443,904$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Gross profit		385,913		390,898	-	1.3		4,105,457
Research and development expenses $73,516$ $72,031$ $782,085$ Operating profit $331,140$ $308,219$ $3,522,766$ Operating profit $54,773$ $82,679$ $ 33.8$ $582,691$ Other income (deductions): $1,036$ $1,562$ $11,021$ Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense $(105)$ $(109)$ $(1,117)$ Other, net $4,551$ $8,592$ $48,416$ Income before income taxes $60,255$ $92,724$ $ 35.0$ $641,011$ Income taxes $18,528$ $29,114$ $197,107$ $43,904$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Operating expenses:								
331,140 $308,219$ $3,522,766$ Operating profit $54,773$ $82,679$ - $33.8$ $582,691$ Other income (deductions):       Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense       (105)       (109)       (1,117)         Other, net $4,551$ $8,592$ $48,416$ Income before income taxes $60,255$ $92,724$ - $35.0$ Income taxes $18,528$ $29,114$ $197,107$ Consolidated net income $41,727$ $63,610$ $443,904$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Selling, general and administrative expenses		257,624		236,188				2,740,681
Operating profit $54,773$ $82,679$ - $33.8$ $582,691$ Other income (deductions):         Interest and dividend income $1,036$ $1,562$ $11,021$ Interest and dividend income $1,036$ $1,562$ $11,021$ Interest expense $(105)$ $(109)$ $(1,117)$ Other, net $4,551$ $8,592$ $48,416$ Income before income taxes $60,255$ $92,724$ $35.0$ $641,011$ Income taxes $18,528$ $29,114$ $197,107$ $63,610$ $443,904$ Less: Net income attributable to noncontrolling interests $814$ $2,072$ $8,659$	Research and development expenses		73,516		72,031				782,085
Other income (deductions):         1,036         1,562         11,021           Interest and dividend income         1,036         1,562         11,021           Interest and dividend income         (105)         (109)         (1,117)           Other, net         4,551         8,592         48,416           5,482         10,045         58,320           Income before income taxes         60,255         92,724         - 35.0           Income taxes         18,528         29,114         197,107           Consolidated net income         41,727         63,610         443,904           Less: Net income attributable to noncontrolling interests         814         2,072         8,659			331,140		308,219				3,522,766
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Operating profit		54,773		82,679	-	33.8		582,691
Interest expense       (105)       (109)       (1,117)         Other, net       4,551       8,592       48,416         5,482       10,045       58,320         Income before income taxes       60,255       92,724       - 35.0         Income taxes       18,528       29,114       197,107         Consolidated net income       41,727       63,610       443,904         Less: Net income attributable to noncontrolling interests       814       2,072       8,659	Other income (deductions):								
Other, net         4,551         8,592         48,416           Income before income taxes         60,255         92,724         -         35.0         641,011           Income taxes         18,528         29,114         197,107         197,107           Consolidated net income         41,727         63,610         443,904           Less: Net income attributable to noncontrolling interests         814         2,072         8,659	Interest and dividend income		1,036		1,562				11,021
5,482         10,045         58,320           Income before income taxes         60,255         92,724         - 35.0         641,011           Income taxes         18,528         29,114         197,107           Consolidated net income         41,727         63,610         443,904           Less: Net income attributable to noncontrolling interests         814         2,072         8,659	Interest expense		(105)		(109)				(1,117)
Income before income taxes         60,255         92,724         -         35.0         641,011           Income taxes         18,528         29,114         197,107           Consolidated net income         41,727         63,610         443,904           Less: Net income attributable to noncontrolling interests         814         2,072         8,659	Other, net		4,551		8,592				48,416
Income taxes         18,528         29,114         197,107           Consolidated net income         41,727         63,610         443,904           Less: Net income attributable to noncontrolling interests         814         2,072         8,659			5,482		10,045				58,320
Consolidated net income41,72763,610443,904Less: Net income attributable to noncontrolling interests8142,0728,659	Income before income taxes		60,255		92,724	-	35.0		641,011
Less: Net income attributable to noncontrolling interests <b>814</b> 2,072 <b>8,659</b>	Income taxes		18,528		29,114				197,107
· · · · · · · · · · · · · · · · · · ·	Consolidated net income		41,727		63,610				443,904
Y       40,913       Y       61,538       -       33.5       \$       435,245	Less: Net income attributable to noncontrolling interests		814		2,072				8,659
	Net income attributable to Canon Inc.	¥	40,913	¥	61,538	-	33.5	\$	435,245

#### Consolidated statements of comprehensive income

		Million	s of ye	en			housands of J.S. dollars
		ee months ended ch 31, 2013		Three months ended Iarch 31, 2012	Cha	nge(%)	 nree months ended arch 31, 2013
Consolidated net income	¥	41,727	¥	63,610	-	34.4	\$ 443,904
Other comprehensive income (loss), net of tax							
Foreign currency translation adjustments		85,600		70,358			910,639
Net unrealized gains and losses on securities		1,126		3,997			11,979
Net gains and losses on derivative instruments		935		(4,375)			9,947
Pension liability adjustments		(1,016)		337			(10,809)
		86,645		70,317			 921,756
Comprehensive income		128,372		133,927	-	4.1	 1,365,660
Less: Comprehensive income attributable to							
noncontrolling interests		1,628		2,916			17,320
Comprehensive income attributable to Canon Inc.	¥	126,744	¥	131,011	-	3.3	\$ 1,348,340

### 3. DETAILS OF SALES

Sales by business unit	Millions of yen							nousands of J.S. dollars
		ree months ended		ree months ended	Cha	nge(%)		ended
Office	¥	<u>ch 31, 2013</u> 464,206	¥ Mar	<u>ch 31, 2012</u> 438,039	+	6.0	<u>s</u>	rch 31, 2013
	Ŧ		Ŧ	,			Þ	4,938,362
Imaging System		298,107		303,476	-	1.8		3,171,351
Industry and Others		75,067		109,782	-	31.6		798,585
Eliminations		(20,727)		(22,057)		-	<u> </u>	(220,500)
Total	¥	816,653	¥	829,240	-	1.5	\$	8,687,798
Sales by region	Millions of yen						nousands of J.S. dollars	
	Th	ree months	Th	ree months			Th	ree months
		ended		ended	Cha	nge(%)		ended
	Mar	ch 31, 2013	Mar	ch 31, 2012			Ma	rch 31, 2013
Japan	¥	159,718	¥	176,875	-	9.7	\$	1,699,128
Overseas:								
Americas		232,002		210,348	+	10.3		2,468,106
Europe		246,365		244,453	+	0.8		2,620,904
Asia and Oceania		178,568		197,564	-	9.6		1,899,660
		656,935		652,365	+	0.7		6,988,670
Total	¥	816,653	¥	829,240	-	1.5	\$	8,687,798

Notes: 1. The primary products included in each of the segments are as follows:

Office Business Unit :

Office multifunction devices (MFDs) / Laser multifunction printers (MFPs) / Laser printers / Digital production printing systems / High speed continuous feed printers / Wide-format printers / Document solution

Imaging System Business Unit :

Interchangeable lens digital cameras / Digital compact cameras / Digital camcorders / Digital cinema cameras / Interchangeable lenses / Inkjet printers / Large-format inkjet printers / Commercial photo printers / Image scanners / Multimedia projectors / Broadcast equipment / Calculators

Industry and Others Business Unit :

Semiconductor lithography equipment / Flat panel display (FPD) lithography equipment / Digital radiography systems / Ophthalmic equipment / Vacuum thin-film deposition equipment / Organic LED (OLED) panel manufacturing equipment / Die bonders / Micromotors /Network cameras / Handy terminals / Document scanners

2. The principal countries and regions included in each regional category are as follows: Americas: United States of America, Canada, Latin America

Europe: United Kingdom, Germany, France, Netherlands, European countries, Middle East and Africa Asia and Oceania: China, Asian countries, Australia

## CANON INC. AND SUBSIDIARIES

## 4. CONSOLIDATED STATEMENTS OF CASH FLOWS

#### CONSOLIDATED

		Millions	Thousands of U.S. dollars			
		ree months ended ch 31, 2013		ree months ended ch 31, 2012	Tł	ree months ended rch 31, 2013
Cash flows from operating activities:						
Consolidated net income	¥	41,727	¥	63,610	\$	443,904
Adjustments to reconcile consolidated net income to net cash						
provided by operating activities:						
Depreciation and amortization		64,340		59,873		684,468
Loss on disposal of fixed assets		2,126		5,699		22,617
Deferred income taxes		460		610		4,894
Decrease in trade receivables		88,732		50,816		943,957
Increase in inventories		(7,022)		(50,537)		(74,702)
Decrease in trade payables		(43,565)		(26,698)		(463,457)
Decrease in accrued income taxes		(26,212)		(3,353)		(278,851)
Decrease in accrued expenses		(26,782)		(12,808)		(284,915)
Increase (decrease) in accrued (prepaid) pension and severance cost		(1,136)		121		(12,085)
Other, net		(37,254)		(31,207)		(396,319)
Net cash provided by operating activities		55,414		56,126		589,511
Cash flows from investing activities:						
Purchases of fixed assets		(62,826)		(77,271)		(668,362)
Proceeds from sale of fixed assets		785		768		8,351
Purchases of available-for-sale securities		(155)		(75)		(1,649)
Proceeds from sale and maturity of available-for-sale securities		1,662		105		17,681
Increase in time deposits, net		(7,408)		(583)		(78,809)
Acquisitions of subsidiaries, net of cash acquired		(4,914)		(704)		(52,277)
Purchases of other investments		(209)		(103)		(2,223)
Other, net		(338)		(12)		(3,595)
Net cash used in investing activities		(73,403)		(77,875)		(780,883)
Cash flows from financing activities: Proceeds from issuance of long-term debt		490		347		5,213
Repayments of long-term debt		(988)		(465)		(10,511)
Increase (decrease) in short-term loans, net		(532)		1,873		(10,511)
Dividends paid		(80,695)		(72,092)		(858,457)
Repurchases of treasury stock, net		(4)		(49,992)		(43)
Other. net		(2,332)		(10,987)		(24,808)
Net cash used in financing activities		(84,061)		(131,316)		(894,266)
Effect of exchange rate changes on cash and cash equivalents		28,364		25,322		301,744
Net change in cash and cash equivalents		(73,686)		(127,743)		(783,894)
Cash and cash equivalents at beginning of period		666,678		773,227		7,092,320
Cash and cash equivalents at end of period	¥	592,992	¥	645,484	\$	6,308,426

## CANON INC. AND SUBSIDIARIES

## 5. NOTE FOR GOING CONCERN ASSUMPTION

Not applicable.

## 6. SEGMENT INFORMATION

## (1) SEGMENT INFORMATION BY BUSINESS UNIT

		Million	s of yen				housands of J.S. dollars	
		ree months ended		ree months ended	Cha	nge(%)		nree months ended
	Ma	rch 31, 2013	Ma	rch 31, 2012			Ma	rch 31, 2013
Office								
Net sales:								
External customers	¥	462,130	¥	436,926	+	5.8	\$	4,916,277
Intersegment		2,076		1,113	+	86.5		22,085
Total		464,206		438,039	+	6.0		4,938,362
Operating cost and expenses		404,135		385,193	+	4.9		4,299,309
Operating profit	<u>¥</u>	60,071	¥	52,846	+	13.7	\$	639,053
Imaging System								
Net sales:								
External customers	¥	297,927	¥	303,017	-	1.7	\$	3,169,436
Intersegment		180		459	-	60.8		1,915
Total		298,107		303,476	-	1.8		3,171,351
Operating cost and expenses		269,626		256,742	+	5.0		2,868,362
Operating profit	¥	28,481	¥	46,734	-	39.1	\$	302,989
Industry and Others Net sales:								
External customers	¥	56,596	¥	89,297	-	36.6	\$	602,085
Intersegment		18,471		20,485	-	9.8		196,500
Total		75,067		109,782	-	31.6		798,585
Operating cost and expenses		82,603		105,789	-	21.9		878,755
Operating profit (loss)	<u>¥</u>	(7,536)	¥	3,993		-	\$	(80,170)
<b>Corporate and Eliminations</b> Net sales:								
External customers	¥	-	¥	-		-	\$	-
Intersegment		(20,727)		(22,057)		-		(220,500)
Total		(20,727)		(22,057)		-		(220,500)
Operating cost and expenses		5,516		(1,163)		-		58,681
Operating profit	¥	(26,243)	¥	(20,894)		-	\$	(279,181)
Consolidated								
Net sales:								
External customers	¥	816,653	¥	829,240	-	1.5	\$	8,687,798
Intersegment		-		-		-		-
Total		816,653		829,240	-	1.5		8,687,798
Operating cost and expenses		761,880		746,561	+	2.1		8,105,107
Operating profit	<u>¥</u>	54,773	¥	82,679	_	33.8	\$	582,691

## (2) SEGMENT INFORMATION BY GEOGRAPHIC AREA

		Million				housands of J.S. dollars		
		ree months ended rch 31, 2013		ree months ended rch 31, 2012	Cha	ange(%)		nree months ended arch 31, 2013
Japan								
Net sales:								
External customers	¥	171,874	¥	209,215	-	17.8	\$	1,828,447
Intersegment		425,726		460,173	-	7.5		4,529,000
Total		597,600		669,388	-	10.7		6,357,447
Operating cost and expenses		533,827		596,832	-	10.6		5,679,011
Operating profit	¥	63,773	¥	72,556	-	12.1	\$	678,436
		<u> </u>		<u> </u>				
Americas								
Net sales:								
External customers	¥	229,375	¥	207,002	+	10.8	\$	2,440,160
Intersegment		2,578		5,218	-	50.6		27,425
Total		231,953		212,220	+	9.3		2,467,585
Operating cost and expenses		228,627		207,988	+	9.9		2,432,202
Operating profit	¥	3,326	¥	4,232	-	21.4	\$	35,383
Europe Net sales:								
External customers	¥	246,729	¥	244,036	+	1.1	\$	2,624,777
Intersegment		11,731		1,526	+	668.7		124,797
Total		258,460		245,562	+	5.3		2,749,574
Operating cost and expenses		264,474		234,669	+	12.7		2,813,553
Operating profit (loss)	¥	(6,014)	¥	10,893		-	\$	(63,979)
Asia and Oceania Net sales:								
External customers	¥	168,675	¥	168,987	-	0.2	\$	1,794,414
Intersegment		190,528		197,206	-	3.4		2,026,895
Total		359,203		366,193	-	1.9		3,821,309
Operating cost and expenses		345,014		345,344	-	0.1		3,670,362
Operating profit	¥	14,189	¥	20,849	_	31.9	\$	150,947
<b>Corporate and Eliminations</b> Net sales:								
External customers	¥	-	¥	-		-	\$	-
Intersegment		(630,563)		(664,123)		-		(6,708,117)
Total		(630,563)		(664,123)		-		(6,708,117)
Operating cost and expenses		(610,062)		(638,272)		-	<del></del>	(6,490,021)
Operating profit	¥	(20,501)	¥	(25,851)		-	\$	(218,096)
Consolidated Net sales:								
External customers	¥	816,653	¥	829,240	-	1.5	\$	8,687,798
Intersegment		-		-		-		-
Total		816,653		829,240	-	1.5		8,687,798
Operating cost and expenses		761,880		746,561	+	2.1		8,105,107
Operating profit	¥	54,773	¥	82,679	-	33.8	\$	582,691

### CANON INC. AND SUBSIDIARIES

## 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

	March 31, 2013	December 31, 2012	Change
Subsidiaries	281	275	6
Affiliates	9	9	-
Total	290	284	6

2. Change in Group Entities

Subsidiaries Addition:

Addition:16 companiesRemoval:10 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.

PAGE

## CONSOLIDATED FINANCIAL RESULTS FOR THE FIRST QUARTER ENDED MARCH 31, 2013

## SUPPLEMENTARY REPORT

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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.

## 1. SALES BY GEOGRAPHIC AREA AND BUSINESS UNIT

(Millions of yen)

	20	13	2012		Change year over year	
	1st quarter	Year (P)	1st quarter	Year	1st quarter	Year
Japan						
Office	90,534	-	92,531	368,939	-2.2%	-
Imaging System	40,094	-	42,348	213,465	-5.3%	-
Industry and Others	29,090	-	41,996	137,882	-30.7%	-
Total	159,718	730,000	176,875	720,286	-9.7%	+1.3%
Overseas						
Office	371,596	-	344,395	1,383,021	+7.9%	-
Imaging System	257,833	-	260,669	1,190,929	-1.1%	-
Industry and Others	27,506	-	47,301	185,552	-41.8%	-
Total	656,935	3,250,000	652,365	2,759,502	+0.7%	+17.8%
Americas						
Office	142,983	-	125,721	530,382	+13.7%	-
Imaging System	79,474	-	73,537	366,888	+8.1%	-
Industry and Others	9,545	-	11,090	42,603	-13.9%	-
Total	232,002	1,110,900	210,348	939,873	+10.3%	+18.2%
Europe						
Office	163,809	-	151,581	597,341	+8.1%	-
Imaging System	77,570	-	87,458	394,612	-11.3%	-
Industry and Others	4,986	-	5,414	22,085	-7.9%	-
Total	246,365	1,179,400	244,453	1,014,038	+0.8%	+16.3%
Asia and Oceania						
Office	64,804	-	67,093	255,298	-3.4%	-
Imaging System	100,789	-	99,674	429,429	+1.1%	-
Industry and Others	12,975	-	30,797	120,864	-57.9%	-
Total	178,568	959,700	197,564	805,591	-9.6%	+19.1%
Intersegment						
Office	2,076	-	1,113	5,615	+86.5%	-
Imaging System	180	-	459	1,577	-60.8%	-
Industry and Others	18,471	-	20,485	84,406	-9.8%	-
Eliminations	(20,727)	-	(22,057)	(91,598)	-	-
Total	0	0	0	0	-	-
Total						
Office	464,206	2,027,400	438,039	1,757,575	+6.0%	+15.4%
Imaging System	298,107	1,635,300	303,476	1,405,971	-1.8%	+16.3%
Industry and Others	75,067	423,000	109,782	407,840	-31.6%	+3.7%
Eliminations	(20,727)	(105,700)	(22,057)	(91,598)	-	-
Total	816,653	3,980,000	829,240	3,479,788	-1.5%	+14.4%

(P)=Projection

## 2. SEGMENT INFORMATION BY BUSINESS UNIT

		(Millions of yen)
1 Г	-	

	20	13	2012		Change year over year	
	1st quarter	Year (P)	1st quarter	Year	1st quarter	Year
Office						
External customers	462,130	2,019,100	436,926	1,751,960	+5.8%	+15.2%
Intersegment	2,076	8,300	1,113	5,615	+86.5%	+47.8%
Total sales	464,206	2,027,400	438,039	1,757,575	+6.0%	+15.4%
Operating profit	60,071	272,600	52,846	203,578	+13.7%	+33.9%
% of sales	12.9%	13.4%	12.1%	11.6%	-	-
Imaging System						
External customers	297,927	1,634,300	303,017	1,404,394	-1.7%	+16.4%
Intersegment	180	1,000	459	1,577	-60.8%	-36.6%
Total sales	298,107	1,635,300	303,476	1,405,971	-1.8%	+16.3%
Operating profit	28,481	305,900	46,734	210,318	-39.1%	+45.4%
% of sales	9.6%	18.7%	15.4%	15.0%	-	-
Industry and Others						
External customers	56,596	326,600	89,297	323,434	-36.6%	+1.0%
Intersegment	18,471	96,400	20,485	84,406	-9.8%	+14.2%
Total sales	75,067	423,000	109,782	407,840	-31.6%	+3.7%
Operating profit	(7,536)	(17,700)	3,993	5,910	-	-
% of sales	-10.0%	-4.2%	3.6%	1.4%	-	-
Corporate and Eliminations						
External customers	-	-	-	-	-	-
Intersegment	(20,727)	(105,700)	(22,057)	(91,598)	-	-
Total sales	(20,727)	(105,700)	(22,057)	(91,598)	-	-
Operating profit	(26,243)	(110,800)	(20,894)	(95,950)	-	-
Consolidated						
External customers	816,653	3,980,000	829,240	3,479,788	-1.5%	+14.4%
Intersegment	-	-	-	-	-	-
Total sales	816,653	3,980,000	829,240	3,479,788	-1.5%	+14.4%
Operating profit	54,773	450,000	82,679	323,856	-33.8%	+39.0%
% of sales	6.7%	11.3%	10.0%	9.3%	-	-

(P)=Projection

### 3. OTHER INCOME / DEDUCTIONS

3. OTHER INCOME / DEDUCTIONS (Millions of yen)						
	20	13	20	2012		r over year
	1st quarter	Year (P)	1st quarter	Year	1st quarter	Year
Interest and dividend, net	931	4,000	1,453	5,770	(522)	(1,770)
Forex gain (loss)	3,182	(2,200)	9,307	9,130	(6,125)	(11,330)
Equity earnings (loss) of affiliated companies	(86)	600	465	610	(551)	(10)
Other, net	1,455	(2,400)	(1,180)	3,191	+2,635	(5,591)
Total	5,482	0	10,045	18,701	(4,563)	(18,701)

(P)=Projection

## 4. BREAKDOWN OF PRODUCT SALES WITHIN BUSINESS UNIT

	20	2013		12
	1st quarter	Year (P)	1st quarter	Year
Office				
Monochrome copiers	16%	16%	16%	16%
Color copiers	19%	19%	19%	19%
Printers	43%	42%	45%	44%
Others	22%	23%	20%	21%
Imaging System				
Cameras	65%	71%	70%	70%
Inkjet printers	26%	22%	21%	22%
Others	9%	7%	9%	8%
Industry and Others				
Lithography equipment	9%	18%	17%	15%
Others	91%	82%	83%	85%
	•			(D) Densis etia

(P)=Projection

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

	2013	
	1st quarter	Year(P)
Office		
Japan	-2.2%	
Overseas	-7.6%	
Total	-6.2%	+0.6%
Imaging System		
Japan	-5.3%	
Overseas	-15.3%	
Total	-14.0%	+0.2%
Industry and Others		
Japan	-30.7%	
Overseas	-46.7%	
Total	-33.7%	+0.3%
Total		
Japan	-9.7%	+1.3%
Overseas	-13.5%	-0.3%
Americas	-5.4%	0.0%
Europe	-13.9%	-3.0%
Asia and Oceania	-21.8%	+2.7%
Total	-12.7%	0.0%

(P)=Projection

### 6. PROFITABILITY

	2013		2012	
	1st quarter	Year (P)	1st quarter	Year
ROE *1	6.2%	10.7%	9.6%	8.7%
ROA *2	4.1%	7.1%	6.2%	5.7%
*1 Return on Equity ; Based on Net Income attributable to Canon Inc. and Total Canon Inc. Stockholders' Equity (P)=Projection				

\*2 Return on Assets ; Based on Net Income attributable to Canon Inc.

#### 7. IMPACT OF FOREIGN EXCHANGE RATES

#### (1) Exchange rates

		2013			12
	1st quarter	2nd-4th quarter (P)	Year (P)	1st quarter	Year
Yen/US\$	92.76	95.00	94.51	79.72	79.96
Yen/Euro	122.35	125.00	124.45	104.57	102.80
					(P)=Projection

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

	2013	
	1st quarter	Year (P)
US\$	+46.7	+224.8
Euro	+29.1	+166.1
Other currencies	+10.5	+76.6
Total	+86.3	+467.5
		(P)=Projection

(3) Impact of foreign exchange rates per yen	(Billions of yen)
--	-------------------

	2013
	2nd-4th quarter (P)
On sales	
US\$	15.0
Euro	6.4
On operating profit	
US\$	5.8
Euro	3.5
	(P)=Projection

8. STATEMENTS OF CASH FLOWS				(Millions of yer
	2013		2012	
	1st quarter	Year (P)	1st quarter	Year
Net cash provided by operating activities	55,414	480,000	56,126	384,077
Net cash used in investing activities	(73,403)	(350,000)	(77,875)	(212,740)
Free cash flow	(17,989)	130,000	(21,749)	171,337
Net cash used in financing activities	(84,061)	(160,000)	(131,316)	(319,739)
Effect of exchange rate changes on cash and cash equivalents	28,364	33,300	25,322	41,853
Net change in cash and cash equivalents	(73,686)	3,300	(127,743)	(106,549)
Cash and cash equivalents at end of period	592,992	670,000	645,484	666,678

(P)=Projection

(Yen)

#### Canon Inc.

#### 9. R&D EXPENDITURE

9. R&D EXPENDITURE				(Millions of yen)
	2013		2012	
	1st quarter	Year (P)	1st quarter	Year
Office	24,658	-	23,299	99,484
Imaging System	20,037	-	19,872	83,948
Industry and Others	5,814	-	6,220	25,635
Corporate and Eliminations	23,007	-	22,640	87,397
Total	73,516	315,000	72,031	296,464
% of sales	9.0%	7.9%	8.7%	8.5%

#### (P)=Projection

## **10. INCREASE IN PP&E & DEPRECIATION AND AMORTIZATION**

				(Millions of yen)	
	20	2013		2012	
	1st quarter	Year (P)	1st quarter	Year	
Increase in PP&E	50,793	260,000	73,664	270,457	
Depreciation and amortization	64,340	265,000	59,873	258,133	
				(P)=Projection	

## **11. INVENTORIES**

(1) Inventories			(Millions of yen)	
	2013	2012	Difference	
	Mar.31	Dec.31	Difference	
Office	217,117	201,661	+15,456	
Imaging System	255,807	245,973	+9,834	
Industry and Others	115,709	103,989	+11,720	
Total	588,633	551,623	+37,010	

(2) Inventories/Sales* (Days)				
	2013	2012	Difference	
	Mar.31	Dec.31	Difference	
Office	43	43	0	
Imaging System	66	61	+5	
Industry and Others	152	124	+28	
Total	61	57	+4	

 $\ast Index$  based on the previous six months sales.

#### **12. DEBT RATIO**

	2013	2012	Difference	
	Mar.31	Dec.31	Difference	
Total debt / Total assets	0.1%	0.1%	0.0%	

#### 13. OVERSEAS PRODUCTION RATIO

	2013	2012
	1st quarter	Year
Overseas production ratio	58%	52%

### **14. NUMBER OF EMPLOYEES**

	2013	2012	Difference
	Mar.31	Dec.31	Difference
Japan	69,765	70,234	(469)
Overseas	125,214	126,734	(1,520)
Total	194,979	196,968	(1,989)