## Cannon

## CONSOLIDATED RESULTS FOR THE SECOND QUARTER AND

 THE FIRST HALF ENDED JUNE 30, 2013July 24, 2013

## CONSOLIDATED RESULTS FOR THE SECOND QUARTER

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

|  |  |  |  | Actual |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | onths d $\text { , } 2013$ |  | months ded $0,2012$ |  | nge(\%) |  | $\begin{aligned} & \hline \text { months } \\ & \text { ded } \\ & \mathbf{3 0 , 2 0 1 3} \\ & \hline \end{aligned}$ |
| Net sales | $\geq$ | 966,880 | $\geq$ | 899,205 | + | 7.5 | \$ | 9,766,465 |
| Operating profit |  | 98,354 |  | 92,596 | + | 6.2 |  | 993,475 |
| Income before income taxes |  | 98,868 |  | 85,545 |  | 15.6 |  | 998,667 |
| Net income attributable to Canon Inc. | $\stackrel{\text { }}{ }$ | 66,496 | ¥ | 51,714 | + | 28.6 | \$ | 671,677 |
| Net income attributable to Canon Inc. stockholders per share: |  |  |  |  |  |  |  |  |
| - Basic | $\geq$ | 57.68 | $\geq$ | 43.71 | + | 32.0 | \$ | 0.58 |
| - Diluted |  | 57.68 |  | 43.71 |  | 32.0 |  | 0.58 |

## CONSOLIDATED RESULTS FOR THE FIRST HALF

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

|  |  |  |  | Actual |  |  |  |  |  | Proje |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | months ded <br> 0, 2013 |  | months nded <br> 30, 2012 |  | ge(\%) |  | months nded <br> 30, 2013 |  | ear ending cember 31, 2013 |  | (\%) |
| Net sales | ¥ | 1,783,533 | $\geq$ | 1,728,445 | + | 3.2 | \$ | 18,015,485 | ¥ | 3,850,000 | + | 10.6 |
| Operating profit |  | 153,127 |  | 175,275 | - | 12.6 |  | 1,546,737 |  | 380,000 | + | 17.3 |
| Income before income taxes |  | 159,123 |  | 178,269 | - | 10.7 |  | 1,607,303 |  | 390,000 | + | 13.8 |
| Net income attributable to Canon Inc. | $\underline{\underline{1}}$ | 107,409 | $\geq$ | 113,252 | - | 5.2 | \$ | 1,084,939 | ¥ | 260,000 | + | 15.8 |
| Net income attributable to Canon Inc. stockholders per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| - Basic | $\geq$ | 93.17 | $¥$ | 95.26 | - | 2.2 | \$ | 0.94 | $¥$ | 225.54 | + | 17.9 |
| - Diluted |  | 93.17 |  | 95.25 | - | 2.2 |  | 0.94 |  | - |  | - |

Total assets
Canon Inc. stockholders' equity

| Actual |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { As of } \\ \text { June 30, } 2013 \\ \hline \end{gathered}$ |  | As of <br> December 31, 2012 |  | Change(\%) |  | $\begin{gathered} \text { As of } \\ \text { June 30, } 2013 \\ \hline \end{gathered}$ |  |
| ¥ | 4,109,526 | $\underline{~ ¥ ~}$ | 3,955,503 | + | 3.9 | \$ | 41,510,364 |
| $\underline{\square}$ | 2,690,371 | ¥ | 2,598,026 | + | 3.6 | \$ | 27,175,465 |

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 JPY99=U.S.\$1, the approximate exchange rate on the Tokyo Foreign Exchange Market as of June 28, 2013, solely for the convenience of the reader.

## I. Operating Results and Financial Conditions

## 2013 Second Quarter in Review

Looking back at the global economy in the second quarter of 2013, in the United States, the economic recovery continued moderately ahead of other developed countries amid expanding personal spending backed by improvements in the housing market and employment conditions, while in Europe, the economy as a whole remained sluggish. In China, although the economy continued to grow, the pace of growth weakened and most of the other emerging countries also experienced low growth. The Japanese economy showed signs of recovery with an improvement in the export environment along with the effects of other stimulation measures. Although a recovery was evident in some economies, such as in the U.S., 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 markets. Overall demand for inkjet printers also declined due to the continued weak economy. In the industry and others sector, demand for semiconductor lithography equipment saw an easing of the curb on capital expenditure for memory devices, while lithography equipment used in the production of flat panel displays (FPD) continued to face 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 values of the yen during the second quarter and first half of the year were $¥ 98.80$ and $¥ 95.96$ to the U.S. dollar, respectively, year-on-year depreciations of approximately $¥ 19$ and $¥ 16$, and $¥ 129.02$ and $¥ 125.90$ to the euro, respectively, year-on-year depreciations of approximately $¥ 27$ and $¥ 22$.

Due to the steady sales growth of competitive MFDs and laser printers, along with increased sales of inkjet printers and the positive effect of favorable currency exchange rates, net sales for the second quarter increased $7.5 \%$ to $¥ 966.9$ billion (U.S.\$9,766 million) from the year-ago period, while net sales for the six months ended June 30 , 2013 totaled $¥ 1,783.5$ billion (U.S. $\$ 18,015$ million), a year-on-year increase of $3.2 \%$. The gross profit ratio for the second quarter rose 0.5 points year on year to $49.4 \%$, thanks to the effects of ongoing cost-cutting efforts along with the depreciation of the yen. The gross profit ratio for the first half of the year also increased by 0.3 points to $48.4 \%$. Despite Group-wide efforts to thoroughly reduce spending, foreign-currency-denominated operating expenses increased after conversion into yen due to the depreciation of the yen, resulting in an increase in second-quarter operating expenses of $9.1 \%$ year on year to $¥ 379.0$ billion (U.S.\$3,828 million). Consequently, second-quarter operating profit increased by $6.2 \%$ to $¥ 98.4$ billion (U.S. $\$ 993$ million) compared with the corresponding period of the previous year. Other income increased by $¥ 7.6$ billion (U.S. $\$ 76$ million) for the second quarter from the year-ago period due to foreign currency exchange gains while income before income taxes increased by $15.6 \%$ year on year to $¥ 98.9$ billion (U.S. $\$ 999$ million). Net income attributable to Canon Inc. increased by $28.6 \%$ to $¥ 66.5$ billion (U.S. $\$ 672$ million) for the second quarter. Operating profit for the first half of the year decreased by $12.6 \%$ to $¥ 153.1$ billion (U.S. $\$ 1,547$ million) due to the large decline in the first quarter while income before income taxes decreased $10.7 \%$ year on year to $¥ 159.1$ billion (U.S. $\$ 1,607$ million) for the first six months of the year. Net income attributable to Canon Inc. decreased by $5.2 \%$ to $¥ 107.4$ billion (U.S. $\$ 1,085$ million) for the first half.

Basic net income attributable to Canon Inc. stockholders per share for the second quarter was $¥ 57.68$ (U.S.\$0.58), an increase of $¥ 13.97$ (U.S.\$0.14) compared with the corresponding quarter of the previous year, and $¥ 93.17$ (U.S. $\$ 0.94$ ) for the first half of 2013, a year-on-year decrease of $¥ 2.09$ (U.S.\$0.02).

## Results by Segment

Looking at Canon's quarterly performance by business unit, within the Office Business Unit, as for office MFDs, led by the enhanced imageRUNNER ADVANCE C5200/C2200 series lineups, sales of color models increased from the year-ago period. Sales of production printing systems continued to grow steadily, with the new imagePRESS C1+II contributing to healthy sales in Japan. As for high speed continuous feed printers and wide-format printers, sales of the Océ ColorStream 3000 series showed solid growth. Despite the continued shrinking of the market as a whole, laser printers recorded an increase in sales volume year on year owing to sales expansion efforts centered on laser multifunction printers. As a result, second-quarter sales for the business unit totaled $¥ 520.0$ billion (U.S. $\$ 5,253$ million), an increase of $14.6 \%$ year on year, while operating profit totaled $¥ 76.2$ billion (U.S. $\$ 770$ million) an increase of $30.7 \%$. Sales for the combined first six months of the year totaled $¥ 984.2$ billion (U.S.\$9,942 million), increasing $10.4 \%$ year on year, while operating profit increased by $22.6 \%$ to $¥ 136.3$ billion (U.S. $\$ 1,376$ million).

Within the Imaging System Business Unit, sales of EOS 5D Mark III and 6D advanced-amateur-model interchangeable-lens digital cameras continued to grow. Furthermore, in Japan, the new entry-level EOS Digital Rebel SL1/T5i cameras have proved popular, further contributing to sales and helping the company to maintain its top share of the global market. As for digital compact cameras, sales volume declined from the previous year due to the market slowdown and the increasing popularity of smartphones, despite efforts to increase sales through the introduction of such new products as the Powershot SX280 HS, equipped with a high-magnification zoom lens that exceeds the capabilities of lenses offered by smartphones, and the ELPH 115 IS. The Cinema EOS System, which has earned high marks from professionals working in the motion-picture and television production industries, received a boost in product appeal through upgrades in related software aimed at increasing convenience for users. With regard to inkjet printers, although sales volume of hardware dipped from the year-ago period, sales for the segment enjoyed solid growth with an increase in sales of consumable supplies, even when excluding the effects of the favorable foreign exchange rate. As a result of the above, second-quarter sales for the business unit increased by $4.4 \%$ to $¥ 386.0$ billion (U.S. $\$ 3,899$ million), while operating profit totaled $¥ 56.3$ billion (U.S. $\$ 568$ million), an increase of $0.5 \%$. Sales for the first six months totaled $¥ 684.1$ billion (U.S. $\$ 6,910$ million), rising $1.6 \%$ year on year, while operating profit totaled $¥ 84.8$ billion (U.S. $\$ 856$ million), a decrease of $17.5 \%$ year on year.

In the Industry and Others Business Unit, although investment in semiconductor lithography equipment used to produce image sensors grew steadily, sales volume of semiconductor lithography equipment declined from the previous year owing to restrained capital expenditure for memory devices due to the inventory correction in the NAND flash memory market. As for FPD lithography equipment, shrinking demand for equipment used in the production of large-size panels led to a sales decline for the period. Consequently, second-quarter sales for the segment totaled $¥ 85.9$ billion (U.S. $\$ 868$ million), a year-on-year decrease of $12.6 \%$, while operating profit decreased $¥ 12.2$ billion (U.S. $\$ 123$ million), posting a loss of $¥ 5.8$ billion (U.S. $\$ 59$ million). Sales for the first half of the year totaled $¥ 161.0$ billion (U.S. $\$ 1,626$ million), a decrease of $22.6 \%$ year on year, while operating profit recorded a loss of $¥ 13.4$ billion (U.S. $\$ 135$ million), a decrease of $¥ 23.7$ billion (U.S. $\$ 239$ million), from the year-ago period.

## Cash Flow

During the first half of 2013, cash flow from operating activities totaled $¥ 217.9$ billion (U.S. $\$ 2,201$ million), an increase of $¥ 15.9$ billion (U.S. $\$ 161$ million) compared with the corresponding period of the previous year owing to improvements in working capital through such means as increasing the collection of accounts receivable. Although capital investment focused on new products, cash flow from investing activities increased $¥ 27.5$ billion (U.S. $\$ 278$ million) year on year, totaling $¥ 139.3$ billion (U.S. $\$ 1,407$ million), due to the increasing amount of time deposits included in short-term investments. Accordingly, free cash flow totaled $¥ 78.6$ billion (U.S. $\$ 794$ million), a decrease of $¥ 11.6$ billion (U.S. $\$ 117$ million) compared with the corresponding year-ago period.

Cash flow from financing activities recorded an outlay of $¥ 85.4$ billion (U.S. $\$ 862$ 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 increased by $¥ 41.1$ billion (U.S. $\$ 415$ million) year on year to $¥ 707.8$ billion (U.S. $\$ 7,149$ million).

## Outlook

As for the outlook in the third quarter onward, despite such negative factors as a protracted recession in Europe and the uncertainty of economic growth in China, the global economy is expected to achieve moderate growth buoyed by the aggressive monetary and fiscal policies driving the U.S. and Japanese economies.

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 surpass the previous year's level. Demand for interchangeable-lens digital cameras is expected to continue growing 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, while the decline in demand will taper off in the latter half of the year, for the full year it is expected to drop below that for the previous year. In the industrial equipment market, a recovery in supply-demand balance in the memory device market is expected to lead to renewed investment by device manufacturers in the second half of the year, boosting demand for semiconductor lithography equipment. Demand for FPD lithography equipment will likely pick up in line with the recovery in demand for large-size panels and increasing needs for miniaturization.

With regard to currency exchange rates for the third quarter onward, on which Canon's performance outlook is based, taking into account such uncertainties as the direction of monetary policies in the United States and anxiety over a possible recurrence of Europe’s fiscal problems, Canon assumes exchange rates of $¥ 95$ to the U.S. dollar and $¥ 125$ to the euro, representing depreciations of approximately $¥ 16$ against the U.S. dollar, and approximately $¥ 23$ 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 $¥ 3,850.0$ billion (U.S. $\$ 38,889$ million), a year-on-year increase of $10.6 \%$; operating profit of $¥ 380.0$ billion (U.S. $\$ 3,838$ million), a year-on-year increase of $17.3 \%$; income before income taxes of $¥ 390.0$ billion (U.S. $\$ 3,939$ million), a year-on-year increase of $13.8 \%$; and net income attributable to Canon Inc. of $¥ 260.0$ billion (U.S. $\$ 2,626$ million), a year-on-year increase of $15.8 \%$.

| Fiscal year | Millions of yen |  |  |  |  |  |  |  | $\begin{gathered} \text { Change (\%) } \\ \text { (B-C) / C } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year endingDecember 31, 2013 |  |  |  | $\begin{aligned} & \text { Change } \\ & \text { (B - A) } \end{aligned}$ |  | Year endedDecember 31, 2012Results (C) |  |  |
|  |  | Outlook (A) |  | Outlook (B) |  |  |  |  |  |
| Net sales | $¥$ | 3,980,000 | $¥$ | 3,850,000 | $\geq$ | $(130,000)$ | $\geq$ | 3,479,788 | +10.6\% |
| Operating profit |  | 450,000 |  | 380,000 |  | $(70,000)$ |  | 323,856 | +17.3\% |
| Income before income taxes |  | 450,000 |  | 390,000 |  | $(60,000)$ |  | 342,557 | +13.8\% |
| Net income attributable to |  |  |  |  |  |  |  |  |  |
| Canon Inc. | $\underline{\underline{~}}$ | 290,000 | $\geq$ | 260,000 | $\geq$ | $(30,000)$ | $\geq$ | 224,564 | +15.8\% |

## Basic Policy Regarding Profit Distribution

Canon is being more proactive in returning profits to shareholders, mainly in the form of a dividend, taking into consideration medium-term profit forecasts along with planned future investments, cash flow and other factors.

Canon Inc. plans to distribute an interim dividend of $¥ 65.00$ (U.S.\$0.66) per share for the fiscal year 2013, half the amount of the annual dividend paid out in fiscal 2012 which included the commemorative dividend to mark the $75^{\text {th }}$ anniversary of the company's establishment, to provide a stable return to shareholders. The year-end dividend, however, has yet to be decided.


#### Abstract

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.


## CANON INC. AND SUBSIDIARIES

## II. Financial Statements

## 1. CONSOLIDATED BALANCE SHEETS

|  | Millions of yen |  |  |  |  |  | Thousands of <br> U.S. dollars <br> As of <br> June 30, <br> 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As ofJune 30,2013 |  | As of <br> December 31, <br> 2012 |  | Change |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | ¥ | 707,774 | $\geq$ | 666,678 | $¥$ | 41,096 | \$ | 7,149,232 |
| Short-term investments |  | 47,349 |  | 28,322 |  | 19,027 |  | 478,273 |
| Trade receivables, net |  | 544,888 |  | 573,375 |  | $(28,487)$ |  | 5,503,919 |
| Inventories |  | 582,461 |  | 551,623 |  | 30,838 |  | 5,883,444 |
| Prepaid expenses and other current assets |  | 291,791 |  | 262,258 |  | 29,533 |  | 2,947,385 |
| Total current assets |  | 2,174,263 |  | 2,082,256 |  | 92,007 |  | 21,962,253 |
| Noncurrent receivables |  | 20,599 |  | 19,702 |  | 897 |  | 208,071 |
| Investments |  | 60,741 |  | 56,617 |  | 4,124 |  | 613,545 |
| Property, plant and equipment, net |  | 1,284,058 |  | 1,260,364 |  | 23,694 |  | 12,970,283 |
| Intangible assets, net |  | 138,251 |  | 135,736 |  | 2,515 |  | 1,396,475 |
| Other assets |  | 431,614 |  | 400,828 |  | 30,786 |  | 4,359,737 |
| Total assets | ¥ | 4,109,526 | ¥ | 3,955,503 | ¥ | 154,023 | \$ | 41,510,364 |
| LIABILITIES AND EQUITY |  |  |  |  |  |  |  |  |
| Current liabilities: |  |  |  |  |  |  |  |  |
| Short-term loans and current portion of long-term debt | $\geq$ | 1,623 | $\geq$ | 1,866 | $\geq$ | (243) | \$ | 16,394 |
| Trade payables |  | 322,859 |  | 325,235 |  | $(2,376)$ |  | 3,261,202 |
| Accrued income taxes |  | 53,634 |  | 60,057 |  | $(6,423)$ |  | 541,758 |
| Accrued expenses |  | 274,067 |  | 291,348 |  | $(17,281)$ |  | 2,768,354 |
| Other current liabilities |  | 235,549 |  | 165,929 |  | 69,620 |  | 2,379,282 |
| Total current liabilities |  | 887,732 |  | 844,435 |  | 43,297 |  | 8,966,990 |
| Long-term debt, excluding current installments |  | 1,641 |  | 2,117 |  | (476) |  | 16,576 |
| Accrued pension and severance cost |  | 283,845 |  | 272,131 |  | 11,714 |  | 2,867,121 |
| Other noncurrent liabilities |  | 88,025 |  | 82,518 |  | 5,507 |  | 889,141 |
| Total liabilities |  | 1,261,243 |  | 1,201,201 |  | 60,042 |  | 12,739,828 |
| Equity: |  |  |  |  |  |  |  |  |
| Canon Inc. stockholders' equity: |  |  |  |  |  |  |  |  |
| Common stock |  | 174,762 |  | 174,762 |  | - |  | 1,765,273 |
| Additional paid-in capital |  | 401,003 |  | 401,547 |  | (544) |  | 4,050,535 |
| Legal reserve |  | 62,124 |  | 61,663 |  | 461 |  | 627,515 |
| Retained earnings |  | 3,090,303 |  | 3,138,976 |  | $(48,673)$ |  | 31,215,182 |
| Accumulated other comprehensive income (loss) |  | $(226,173)$ |  | $(367,249)$ |  | 141,076 |  | $(2,284,576)$ |
| Treasury stock, at cost |  | $(811,648)$ |  | $(811,673)$ |  | 25 |  | $(8,198,464)$ |
| Total Canon Inc. stockholders' equity |  | 2,690,371 |  | 2,598,026 |  | 92,345 |  | 27,175,465 |
| Noncontrolling interests |  | 157,912 |  | 156,276 |  | 1,636 |  | 1,595,071 |
| Total equity |  | 2,848,283 |  | 2,754,302 |  | 93,981 |  | 28,770,536 |
| Total liabilities and equity | ¥ | 4,109,526 | $\geq$ | 3,955,503 | ¥ | 154,023 | \$ | 41,510,364 |
|  |  | Million | of |  |  |  |  | ousands of <br> .S. dollars |
|  |  | As of <br> June 30, <br> 2013 |  | As of cember 31, 2012 |  |  |  | As of June 30, <br> 2013 |
| Notes: |  |  |  |  |  |  |  |  |
| 1. Allowance for doubtful receivables | \# | 13,965 | $\geq$ | 12,970 |  |  | \$ | 141,061 |
| 2. Accumulated depreciation |  | 2,278,548 |  | 2,159,453 |  |  |  | 23,015,636 |
| 3. Accumulated other comprehensive income (loss): |  |  |  |  |  |  |  |  |
| Foreign currency translation adjustments |  | $(111,753)$ |  | $(247,734)$ |  |  |  | $(1,128,818)$ |
| Net unrealized gains and losses on securities |  | 5,959 |  | 4,146 |  |  |  | 60,192 |
| Net gains and losses on derivative instruments |  | (857) |  | $(4,462)$ |  |  |  | $(8,657)$ |
| Pension liability adjustments |  | $(119,522)$ |  | $(119,199)$ |  |  |  | $(1,207,293)$ |

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

## Consolidated statements of income

## Results for the second 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.

## $\underline{\text { Results for the first half }}$

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> June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Three months ended <br> June 30, 2012 |  |  |  |  |  |
| ¥ | 966,880 | $\geq$ | 899,205 | + | 7.5 | \$ | 9,766,465 |
|  | 489,522 |  | 459,284 |  |  |  | 4,944,667 |
|  | 477,358 |  | 439,921 | + | 8.5 |  | 4,821,798 |
|  | 301,359 |  | 270,003 |  |  |  | 3,044,030 |
|  | 77,645 |  | 77,322 |  |  |  | 784,293 |
|  | 379,004 |  | 347,325 |  |  |  | 3,828,323 |
|  | 98,354 |  | 92,596 | + | 6.2 |  | 993,475 |
|  | 1,705 |  | 2,012 |  |  |  | 17,222 |
|  | (146) |  | (266) |  |  |  | $(1,475)$ |
|  | $(1,045)$ |  | $(8,797)$ |  |  |  | $(10,555)$ |
|  | 514 |  | $(7,051)$ |  |  |  | 5,192 |
|  | 98,868 |  | 85,545 | + | 15.6 |  | 998,667 |
|  | 30,242 |  | 32,389 |  |  |  | 305,475 |
|  | 68,626 |  | 53,156 |  |  |  | 693,192 |
|  | 2,130 |  | 1,442 |  |  |  | 21,515 |
| $\underline{\text { ¥ }}$ | 66,496 | $\geq$ | 51,714 | + | 28.6 | \$ | 671,677 |


| Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Six months <br> ended <br> June $\mathbf{3 0 , 2 0 1 3}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | nonths ded <br> 30, 2013 | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  |  |
| $\geq$ | 1,783,533 | $\geq$ | 1,728,445 | + | 3.2 | \$ | 18,015,485 |
|  | 920,262 |  | 897,626 |  |  |  | 9,295,576 |
|  | 863,271 |  | 830,819 | + | 3.9 |  | 8,719,909 |
|  | 558,983 |  | 506,191 |  |  |  | 5,646,293 |
|  | 151,161 |  | 149,353 |  |  |  | 1,526,879 |
|  | 710,144 |  | 655,544 |  |  |  | 7,173,172 |
|  | 153,127 |  | 175,275 | - | 12.6 |  | 1,546,737 |
|  | 2,741 |  | 3,574 |  |  |  | 27,687 |
|  | (251) |  | (375) |  |  |  | $(2,535)$ |
|  | 3,506 |  | (205) |  |  |  | 35,414 |
|  | 5,996 |  | 2,994 |  |  |  | 60,566 |
|  | 159,123 |  | 178,269 | - | 10.7 |  | 1,607,303 |
|  | 48,770 |  | 61,503 |  |  |  | 492,626 |
|  | 110,353 |  | 116,766 |  |  |  | 1,114,677 |
|  | 2,944 |  | 3,514 |  |  |  | 29,738 |
| $\underline{~ ¥ ~}$ | 107,409 | $\stackrel{\text { ¥ }}{\underline{\text { l }}}$ | 113,252 | - | 5.2 | \$ | 1,084,939 |

## Consolidated statements of comprehensive income

| Results for the second quarter | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Three months ended <br> June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended <br> June 30, 2013 |  | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  |  |
| Consolidated net income | $\geq$ | 68,626 | $¥$ | 53,156 | + | 29.1 | \$ | 693,192 |
| Other comprehensive income (loss), net of tax |  |  |  |  |  |  |  |  |
| Foreign currency translation adjustments |  | 51,534 |  | $(61,992)$ |  |  |  | 520,545 |
| Net unrealized gains and losses on securities |  | 1,029 |  | $(3,008)$ |  |  |  | 10,394 |
| Net gains and losses on derivative instruments |  | 2,672 |  | 5,272 |  |  |  | 26,990 |
| Pension liability adjustments |  | 935 |  | 251 |  |  |  | 9,445 |
|  |  | 56,170 |  | $(59,477)$ |  |  |  | 567,374 |
| Comprehensive income (loss) |  | 124,796 |  | $(6,321)$ |  | - |  | 1,260,566 |
| Less: Comprehensive income attributable to noncontrolling interests |  | 2,769 |  | 620 |  |  |  | 27,970 |
| Comprehensive income (loss) attributable to Canon Inc. | $\underline{\text { \# }}$ | 122,027 | $\underline{\text { \# }}$ | $(6,941)$ |  | - | \$ | 1,232,596 |
| Results for the first half | Millions of yen |  |  |  |  |  |  | sands of dollars |
|  |  | nths 2013 |  | nths <br> 2012 |  | ge(\%) |  | months ded 30, 2013 |
| Consolidated net income | $\geq$ | 110,353 | $¥$ | 116,766 | - | 5.5 | \$ | 1,114,677 |
| Other comprehensive income (loss), net of tax |  |  |  |  |  |  |  |  |
| Foreign currency translation adjustments |  | 137,134 |  | 8,366 |  |  |  | 1,385,192 |
| Net unrealized gains and losses on securities |  | 2,155 |  | 989 |  |  |  | 21,768 |
| Net gains and losses on derivative instruments |  | 3,607 |  | 897 |  |  |  | 36,434 |
| Pension liability adjustments |  | (81) |  | 588 |  |  |  | (818) |
|  |  | 142,815 |  | 10,840 |  |  |  | 1,442,576 |
| Comprehensive income |  | 253,168 |  | 127,606 | + | 98.4 |  | 2,557,253 |
| Less: Comprehensive income attributable to noncontrolling interests <br> 4,397 |  |  |  |  |  |  |  |  |
| Comprehensive income attributable to Canon Inc. | $\underline{\text { \# }}$ | 248,771 | $\underline{\text { ¥ }}$ | 124,070 | + | 100.5 | \$ | 2,512,838 |

## 3. DETAILS OF SALES

| $\underline{\text { Results for the second quarter }}$ | Millions of yen |  |  |  | Change(\%) |  |  | usands of . dollars |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by business unit | Three months ended <br> June 30, 2013 |  | $\begin{gathered}\text { Three months } \\ \text { ended }\end{gathered}$June 30, 2012 |  |  |  |  | ee months <br> ended $\text { e 30, } 2013$ |
| Office | ¥ | 520,032 | ¥ | 453,862 | + | 14.6 | \$ | 5,252,848 |
| Imaging System |  | 386,013 |  | 369,734 | + | 4.4 |  | 3,899,121 |
| Industry and Others |  | 85,948 |  | 98,348 | - | 12.6 |  | 868,162 |
| Eliminations |  | $(25,113)$ |  | $(22,739)$ |  | - |  | $(253,666)$ |
| Total | $\geq$ | 966,880 | ¥ | 899,205 | + | 7.5 | \$ | 9,766,465 |
|  | Millions of yen |  |  |  | Change(\%) |  |  | usands of <br> . dollars |
| Sales by region | Three months ended <br> June 30, 2013 |  | Three months ended <br> June 30, 2012 |  |  |  |  | $\begin{aligned} & \text { ee months } \\ & \text { ended } \\ & \text { e } 30,2013 \\ & \hline \end{aligned}$ |
| Japan | ¥ | 175,654 | ¥ | 178,849 | - | 1.8 | \$ | 1,774,283 |
| Overseas: |  |  |  |  |  |  |  |  |
| Americas |  | 282,082 |  | 243,180 | + | 16.0 |  | 2,849,313 |
| Europe |  | 295,944 |  | 258,936 | + | 14.3 |  | 2,989,333 |
| Asia and Oceania |  | 213,200 |  | 218,240 | - | 2.3 |  | 2,153,536 |
|  |  | 791,226 |  | 720,356 | + | 9.8 |  | 7,992,182 |
| Total | $\geq$ | 966,880 | $\underline{ }$ | 899,205 | + | 7.5 | \$ | 9,766,465 |
| $\underline{\text { Results for the first half }}$ | Millions of yen |  |  |  | Change(\%) |  |  | usands of <br> . dollars |
| Sales by business unit | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { June } 30,2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  | $\begin{aligned} & \hline \text { months } \\ & \text { ended } \\ & \text { e } 30,2013 \\ & \hline \end{aligned}$ |
| Office | ¥ | 984,238 | ¥ | 891,901 | + | 10.4 | \$ | 9,941,798 |
| Imaging System |  | 684,120 |  | 673,210 | + | 1.6 |  | 6,910,303 |
| Industry and Others |  | 161,015 |  | 208,130 | - | 22.6 |  | 1,626,414 |
| Eliminations |  | $(45,840)$ |  | $(44,796)$ |  | - |  | $(463,030)$ |
| Total | $\underline{\text { ¥ }}$ | 1,783,533 | ¥ | 1,728,445 | + | 3.2 | \$ | 18,015,485 |
|  | Millions of yen |  |  |  | Change(\%) |  |  | usands of . dollars |
| Sales by region | Six monthsendedJune 30,2013 |  | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  | months <br> ended $\text { e 30, } 2013$ |
| Japan | ¥ | 335,372 | ¥ | 355,724 | - | 5.7 | \$ | 3,387,596 |
| Overseas: |  |  |  |  |  |  |  |  |
| Americas |  | 514,084 |  | 453,528 | + | 13.4 |  | 5,192,768 |
| Europe |  | 542,309 |  | 503,389 | + | 7.7 |  | 5,477,869 |
| Asia and Oceania |  | 391,768 |  | 415,804 | - | 5.8 |  | 3,957,252 |
|  |  | 1,448,161 |  | 1,372,721 | + | 5.5 |  | 14,627,889 |
| Total | $\underline{\underline{~}}$ | 1,783,533 | $\stackrel{\text { ¥ }}{\underline{1}}$ | 1,728,445 | + | 3.2 | \$ | 18,015,485 |

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

|  | Millions of yen |  |  |  | Thousands of <br> U.S. dollars <br> Six months <br> ended <br> June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six monthsendedJune 30, 2013 |  | Six monthsendedJune 30,2012 |  |  |  |
| Cash flows from operating activities: |  |  |  |  |  |  |
| Consolidated net income | $\geq$ | 110,353 | $¥$ | 116,766 | \$ | 1,114,677 |
| Adjustments to reconcile consolidated net income to net cash provided by operating activities: |  |  |  |  |  |  |
| Depreciation and amortization |  | 131,653 |  | 120,906 |  | 1,329,828 |
| Loss on disposal of fixed assets |  | 4,386 |  | 7,380 |  | 44,303 |
| Deferred income taxes |  | (339) |  | $(1,428)$ |  | $(3,424)$ |
| Decrease in trade receivables |  | 71,357 |  | 32,233 |  | 720,778 |
| (Increase) decrease in inventories |  | 18,269 |  | $(63,586)$ |  | 184,535 |
| Decrease in trade payables |  | $(55,633)$ |  | $(1,273)$ |  | $(561,949)$ |
| Increase (decrease) in accrued income taxes |  | $(7,416)$ |  | 17,231 |  | $(74,909)$ |
| Decrease in accrued expenses |  | $(38,616)$ |  | $(36,987)$ |  | $(390,061)$ |
| Increase (decrease) in accrued (prepaid) pension and severance cost |  | (874) |  | 1,763 |  | $(8,828)$ |
| Other, net |  | $(15,251)$ |  | 8,962 |  | $(154,051)$ |
| Net cash provided by operating activities |  | 217,889 |  | 201,967 |  | 2,200,899 |
| Cash flows from investing activities: |  |  |  |  |  |  |
| Purchases of fixed assets |  | $(119,809)$ |  | $(162,481)$ |  | $(1,210,192)$ |
| Proceeds from sale of fixed assets |  | 1,062 |  | 1,287 |  | 10,727 |
| Purchases of available-for-sale securities |  | $(2,654)$ |  | (152) |  | $(26,808)$ |
| Proceeds from sale and maturity of available-for-sale securities |  | 3,141 |  | 189 |  | 31,727 |
| (Increase) decrease in time deposits, net |  | $(15,745)$ |  | 49,998 |  | $(159,040)$ |
| Acquisitions of subsidiaries, net of cash acquired |  | $(4,914)$ |  | (704) |  | $(49,636)$ |
| Purchases of other investments |  | (209) |  | (259) |  | $(2,111)$ |
| Other, net |  | (138) |  | 345 |  | $(1,394)$ |
| Net cash used in investing activities |  | $(139,266)$ |  | $(111,777)$ |  | $(1,406,727)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |
| Proceeds from issuance of long-term debt |  | 1,101 |  | 389 |  | 11,121 |
| Repayments of long-term debt |  | $(1,345)$ |  | $(1,181)$ |  | $(13,586)$ |
| Decrease in short-term loans, net |  | (563) |  | $(3,616)$ |  | $(5,687)$ |
| Dividends paid |  | $(80,695)$ |  | $(72,092)$ |  | $(815,101)$ |
| Repurchases of treasury stock, net |  | 13 |  | $(99,970)$ |  | 131 |
| Other, net |  | $(3,865)$ |  | $(11,071)$ |  | $(39,040)$ |
| Net cash used in financing activities |  | $(85,354)$ |  | $(187,541)$ |  | $(862,162)$ |
| Effect of exchange rate changes on cash and cash equivalents |  | 47,827 |  | $(1,829)$ |  | 483,101 |
| Net change in cash and cash equivalents |  | 41,096 |  | $(99,180)$ |  | 415,111 |
| Cash and cash equivalents at beginning of period |  | 666,678 |  | 773,227 |  | 6,734,121 |
| Cash and cash equivalents at end of period | $\underline{\text { }}$ | 707,774 | $\geq$ | 674,047 | \$ | 7,149,232 |

## CANON INC. AND SUBSIDIARIES

## 5. NOTE FOR GOING CONCERN ASSUMPTION

Not applicable.

## 6. SEGMENT INFORMATION

(1) SEGMENT INFORMATION BY BUSINESS UNIT

| Results for the second quarter | Millions of yen |  |  |  | Change(\%) |  | Thousands ofU.S. dollarsThree monthsendedJune 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { June } 30,2013 \\ & \hline \end{aligned}$ |  | Three months ended <br> June 30, 2012 |  |  |  |  |  |
| Office |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 517,455 | ¥ | 452,682 | + | 14.3 | \$ | 5,226,818 |
| Intersegment |  | 2,577 |  | 1,180 | + | 118.4 |  | 26,030 |
| Total |  | 520,032 |  | 453,862 | + | 14.6 |  | 5,252,848 |
| Operating cost and expenses |  | 443,840 |  | 395,550 | + | 12.2 |  | 4,483,232 |
| Operating profit | $\underline{\square}$ | 76,192 | $\underline{\square}$ | 58,312 | + | 30.7 | \$ | 769,616 |
| Imaging System |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\pm$ | 385,833 | ¥ | 369,297 | + | 4.5 | \$ | 3,897,303 |
| Intersegment |  | 180 |  | 437 | - | 58.8 |  | 1,818 |
| Total |  | 386,013 |  | 369,734 | + | 4.4 |  | 3,899,121 |
| Operating cost and expenses |  | 329,735 |  | 313,721 | + | 5.1 |  | 3,330,656 |
| Operating profit | $\underline{\square}$ | 56,278 | $\underline{\square}$ | 56,013 | + | 0.5 | \$ | 568,465 |
| Industry and Others |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 63,592 | $\geq$ | 77,226 | - | 17.7 | \$ | 642,344 |
| Intersegment |  | 22,356 |  | 21,122 | + | 5.8 |  | 225,818 |
| Total |  | 85,948 |  | 98,348 | - | 12.6 |  | 868,162 |
| Operating cost and expenses |  | 91,778 |  | 92,016 | - | 0.3 |  | 927,051 |
| Operating profit (loss) | $\underline{\square}$ | $(5,830)$ | $¥$ | 6,332 |  | - | \$ | $(58,889)$ |
| Corporate and Eliminations |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | - | $¥$ | - |  | - | \$ | - |
| Intersegment |  | $(25,113)$ |  | $(22,739)$ |  | - |  | $(253,666)$ |
| Total |  | $(25,113)$ |  | $(22,739)$ |  | - |  | $(253,666)$ |
| Operating cost and expenses |  | 3,173 |  | 5,322 |  | - |  | 32,051 |
| Operating profit | $\underline{\square}$ | $(28,286)$ | $\underline{\square}$ | $(28,061)$ |  | - | \$ | $(285,717)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | 966,880 | ¥ | 899,205 | + | 7.5 | \$ | 9,766,465 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 966,880 |  | 899,205 | + | 7.5 |  | 9,766,465 |
| Operating cost and expenses |  | 868,526 |  | 806,609 | + | 7.7 |  | 8,772,990 |
| Operating profit | $\underline{\text { \# }}$ | 98,354 | $\underline{\underline{1}}$ | 92,596 | + | 6.2 | \$ | 993,475 |


| Results for the first half | Millions of yen |  |  |  | Change(\%) |  | Thousands of U.S. dollars Six months ended <br> June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six months ended June 30, 2013 |  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  |  |
| Office |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 979,585 | $¥$ | 889,608 | + | 10.1 | \$ | 9,894,798 |
| Intersegment |  | 4,653 |  | 2,293 | + | 102.9 |  | 47,000 |
| Total |  | 984,238 |  | 891,901 | + | 10.4 |  | 9,941,798 |
| Operating cost and expenses |  | 847,975 |  | 780,743 | + | 8.6 |  | 8,565,404 |
| Operating profit | $\pm$ | 136,263 | $\underline{\square}$ | 111,158 | + | 22.6 | \$ | 1,376,394 |
| Imaging System |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 683,760 | $¥$ | 672,314 | + | 1.7 | \$ | 6,906,667 |
| Intersegment |  | 360 |  | 896 | - | 59.8 |  | 3,636 |
| Total |  | 684,120 |  | 673,210 | + | 1.6 |  | 6,910,303 |
| Operating cost and expenses |  | 599,361 |  | 570,463 | + | 5.1 |  | 6,054,151 |
| Operating profit | $\geq$ | 84,759 | $¥$ | 102,747 | - | 17.5 | \$ | 856,152 |
| Industry and Others |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 120,188 | $\geq$ | 166,523 | - | 27.8 | \$ | 1,214,020 |
| Intersegment |  | 40,827 |  | 41,607 | - | 1.9 |  | 412,394 |
| Total |  | 161,015 |  | 208,130 | - | 22.6 |  | 1,626,414 |
| Operating cost and expenses |  | 174,381 |  | 197,805 | - | 11.8 |  | 1,761,424 |
| Operating profit (loss) | ¥ | $(13,366)$ | $¥$ | 10,325 |  | - | \$ | $(135,010)$ |
| Corporate and Eliminations |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | - | $\geq$ | - |  | - | \$ | - |
| Intersegment |  | $(45,840)$ |  | $(44,796)$ |  | - |  | $(463,030)$ |
| Total |  | $(45,840)$ |  | $(44,796)$ |  | - |  | $(463,030)$ |
| Operating cost and expenses |  | 8,689 |  | 4,159 |  | - |  | 87,769 |
| Operating profit | $\geq$ | (54,529) | $\geq$ | $(48,955)$ |  | - | \$ | $(550,799)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | 1,783,533 | $¥$ | 1,728,445 | + | 3.2 | \$ | 18,015,485 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 1,783,533 |  | 1,728,445 | + | 3.2 |  | 18,015,485 |
| Operating cost and expenses |  | 1,630,406 |  | 1,553,170 | + | 5.0 |  | 16,468,748 |
| Operating profit | $\pm$ | 153,127 | ¥ | 175,275 | - | 12.6 | \$ | 1,546,737 |

(2) SEGMENT INFORMATION BY GEOGRAPHIC AREA

| Results for the second quarter | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Three months <br> ended <br> June 30, $\mathbf{2 0 1 3}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2013 |  | Three months ended June 30, 2012 |  |  |  |  |  |
| Japan |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 187,085 | $¥$ | 204,579 | - | 8.6 | \$ | 1,889,747 |
| Intersegment |  | 473,150 |  | 474,836 | - | 0.4 |  | 4,779,293 |
| Total |  | 660,235 |  | 679,415 | - | 2.8 |  | 6,669,040 |
| Operating cost and expenses |  | 563,567 |  | 578,793 | - | 2.6 |  | 5,692,596 |
| Operating profit | $\underline{\square}$ | 96,668 | $\underline{\square}$ | 100,622 | - | 3.9 | \$ | 976,444 |

## Americas

Net sales:

| $\frac{\text { External customers }}{}$Intersegment <br> Total <br> Operating cost and expenses <br> Operating profit |
| :--- |


| $\geq$ | 281,609 | $¥$ | 241,097 |
| :---: | :---: | :---: | :---: |
|  | 4,067 |  | 6,871 |
|  | 285,676 |  | 247,968 |
|  | 277,724 |  | 243,642 |
| ¥ | 7,952 | ¥ | 4,326 |


| $+\quad 16.8$ |
| ---: |
| $-\quad 40.8$ |
| $+\quad 15.2$ |
| $+\quad 14.0$ |
| $+\quad 83.8$ |


| $\$$ | $2,844,535$ |
| :--- | ---: |
|  | 41,081 |
|  | $\mathbf{2 , 8 8 5 , 6 1 6}$ |
|  | $\mathbf{2 , 8 0 5 , 2 9 3}$ |
| $\$$ | $\mathbf{8 0 , 3 2 3}$ |

## Europe

Net sales:

| External customers |
| :--- |
| $\frac{\text { Intersegment }}{\text { Total }}$ |
| Operating cost and expenses |
| Operating profit (loss) |


| $\geq$ | 296,132 | $¥$ | 258,445 |
| :---: | :---: | :---: | :---: |
|  | 14,370 |  | 1,527 |
|  | 310,502 |  | 259,972 |
|  | 311,449 |  | 254,182 |
| $\underline{\square}$ | (947) | $\geq$ | 5,790 |


| + | 14.6 |
| :--- | ---: |
| + | 841.1 |
| + | 19.4 |
| + | 22.5 |


| $\$$ | $2,991,232$ |
| :--- | ---: |
| 145,152 |  |
| $\mathbf{3 , 1 3 6 , 3 8 4}$ |  |
|  | $\mathbf{3 , 1 4 5 , 9 5 0}$ |
| $\$$ | $\mathbf{9 , 5 6 6})$ |

Asia and Oceania
Net sales:

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


| $¥$ | 202,054 |
| :--- | ---: |
|  | 227,645 |
|  | 429,699 |
|  | 414,334 |
| $\mathbf{~}$ | 15,365 |


| $¥$ | 195,084 |
| :--- | ---: |
|  | 209,021 |
|  | 404,105 |
|  | 392,890 |
| $¥$ | 11,215 |


| + | 3.6 | \$ | 2,040,951 |
| :---: | :---: | :---: | :---: |
| + | 8.9 |  | 2,299,443 |
| + | 6.3 |  | 4,340,394 |
| + | 5.5 |  | 4,185,192 |
| + | 37.0 | \$ | 155,202 |

## Corporate and Eliminations

Net sales:

| External customers | ¥ | - | $¥$ | - |  | - | \$ | $(7,264,969)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  | $(719,232)$ |  | $(692,255)$ |  | - |  |  |
| Total |  | $(719,232)$ |  | $(692,255)$ |  | - |  | $(7,264,969)$ |
| Operating cost and expenses |  | $(698,548)$ |  | $(662,898)$ |  | - |  | $(7,056,041)$ |
| Operating profit | $\pm$ | $(20,684)$ | ¥ | $(29,357)$ |  | - | \$ | $(208,928)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 966,880 | $¥$ | 899,205 | + | 7.5 | \$ | 9,766,465 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 966,880 |  | 899,205 | + | 7.5 |  | 9,766,465 |
| Operating cost and expenses |  | 868,526 |  | 806,609 | + | 7.7 |  | 8,772,990 |
| Operating profit | $\underline{\underline{1}}$ | 98,354 | $\underline{\underline{1}}$ | 92,596 | $+$ | 6.2 | \$ | 993,475 |


| Results for the first half | Millions of yen |  |  |  | Change(\%) |  | Thousands of <br> U.S. dollars <br> Six months <br> ended <br> June 30, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { June 30, } 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { June } 30,2012 \\ \hline \end{gathered}$ |  |  |  |  |  |
| Japan |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | 358,959 | $\geq$ | 413,794 | - | 13.3 | \$ | 3,625,848 |
| Intersegment |  | 898,876 |  | 935,009 | - | 3.9 |  | 9,079,556 |
| Total |  | 1,257,835 |  | 1,348,803 | - | 6.7 |  | 12,705,404 |
| Operating cost and expenses |  | 1,097,394 |  | 1,175,625 | - | 6.7 |  | 11,084,788 |
| Operating profit | $\geq$ | 160,441 | $\underline{\square}$ | 173,178 | - | 7.4 | \$ | 1,620,616 |
| Americas |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | ¥ | 510,984 | $\geq$ | 448,099 | + | 14.0 | \$ | 5,161,455 |
| Intersegment |  | 6,645 |  | 12,089 | - | 45.0 |  | 67,121 |
| Total |  | 517,629 |  | 460,188 | + | 12.5 |  | 5,228,576 |
| Operating cost and expenses |  | 506,351 |  | 451,630 | + | 12.1 |  | 5,114,657 |
| Operating profit | $\geq$ | 11,278 | $\pm$ | 8,558 | + | 31.8 | \$ | 113,919 |
| Europe |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | 542,861 | $\geq$ | 502,481 | + | 8.0 | \$ | 5,483,444 |
| Intersegment |  | 26,101 |  | 3,053 | + | 754.9 |  | 263,647 |
| Total |  | 568,962 |  | 505,534 | + | 12.5 |  | 5,747,091 |
| Operating cost and expenses |  | 575,923 |  | 488,851 | + | 17.8 |  | 5,817,404 |
| Operating profit (loss) | $\geq$ | $(6,961)$ | $\underline{\square}$ | 16,683 |  | - | \$ | $(70,313)$ |
| Asia and Oceania |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | * | 370,729 | $¥$ | 364,071 | + | 1.8 | \$ | 3,744,738 |
| Intersegment |  | 418,173 |  | 406,227 | + | 2.9 |  | 4,223,969 |
| Total |  | 788,902 |  | 770,298 | + | 2.4 |  | 7,968,707 |
| Operating cost and expenses |  | 759,348 |  | 738,234 | + | 2.9 |  | 7,670,182 |
| Operating profit | $\pm$ | 29,554 | ¥ | 32,064 | - | 7.8 | \$ | 298,525 |
| Corporate and Eliminations |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | - | $\geq$ | - |  | - | \$ | - |
| Intersegment |  | $(1,349,795)$ |  | $(1,356,378)$ |  | - |  | $(13,634,293)$ |
| Total |  | $(1,349,795)$ |  | $(1,356,378)$ |  | - |  | $(13,634,293)$ |
| Operating cost and expenses |  | $(1,308,610)$ |  | $(1,301,170)$ |  | - |  | $(13,218,283)$ |
| Operating profit | $\geq$ | $(41,185)$ | $\pm$ | $(55,208)$ |  | - | \$ | $(416,010)$ |
| Consolidated |  |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |  |
| External customers | $\geq$ | 1,783,533 | $¥$ | 1,728,445 | + | 3.2 | \$ | 18,015,485 |
| Intersegment |  | - |  | - |  | - |  | - |
| Total |  | 1,783,533 |  | 1,728,445 | + | 3.2 |  | 18,015,485 |
| Operating cost and expenses |  | 1,630,406 |  | 1,553,170 | + | 5.0 |  | 16,468,748 |
| Operating profit | $\pm$ | 153,127 | $\underline{\underline{1}}$ | 175,275 | - | 12.6 | \$ | 1,546,737 |

## 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

|  | June 30, 2013 | December 31, 2012 | Change |  |
| :--- | ---: | ---: | ---: | ---: |
| Subsidiaries | 271 | 275 | (4) |  |
| Affiliates | 9 | 9 | - |  |
| Total | 280 | 284 |  | (4) |

2. Change in Group Entities

Subsidiaries
Addition: 16 companies
Removal: 20 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 SECOND QUARTER AND THE FIRST HALF ENDED JUNE 30, 2013 

SUPPLEMENTARY REPORT

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14. NUMBER OF EMPLOYEES ..... S 5 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 forwardlooking 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.
15. SALES BY GEOGRAPHIC AREA AND BUSINESS UNIT
(Millions of yen)

|  | 2013 |  |  | 2012 |  |  | Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2nd quarter | 1st half | Year <br> (P) | 2nd quarter | 1st half | Year | 2nd quarter | 1st half | Year |
| Japan |  |  |  |  |  |  |  |  |  |
| Office | 95,105 | 185,639 | - | 95,062 | 187,593 | 368,939 | +0.0\% | -1.0\% | - |
| Imaging System | 47,590 | 87,684 | - | 50,036 | 92,384 | 213,465 | -4.9\% | -5.1\% | - |
| Industry and Others | 32,959 | 62,049 | - | 33,751 | 75,747 | 137,882 | -2.3\% | -18.1\% | - |
| Total | 175,654 | 335,372 | 727,900 | 178,849 | 355,724 | 720,286 | -1.8\% | -5.7\% | +1.1\% |
| Overseas |  |  |  |  |  |  |  |  |  |
| Office | 422,350 | 793,946 | - | 357,620 | 702,015 | 1,383,021 | +18.1\% | +13.1\% | - |
| Imaging System | 338,243 | 596,076 | - | 319,261 | 579,930 | 1,190,929 | +5.9\% | +2.8\% | - |
| Industry and Others | 30,633 | 58,139 | - | 43,475 | 90,776 | 185,552 | -29.5\% | -36.0\% | - |
| Total | 791,226 | 1,448,161 | 3,122,100 | 720,356 | 1,372,721 | 2,759,502 | +9.8\% | +5.5\% | +13.1\% |
| Americas |  |  |  |  |  |  |  |  |  |
| Imaging System | 109,143 | 188,617 | - | 93,729 | 167,266 | 366,888 | +16.4\% | +12.8\% | - |
| Industry and Others | 9,659 | 19,204 | - | 10,459 | 21,549 | 42,603 | -7.6\% | -10.9\% | - |
| Total | 282,082 | 514,084 | 1,090,900 | 243,180 | 453,528 | 939,873 | +16.0\% | +13.4\% | +16.1\% |
| Europe |  |  |  |  |  |  |  |  |  |
| Office | 178,318 | 342,127 | - | 149,489 | 301,070 | 597,341 | +19.3\% | +13.6\% | - |
| Imaging System | 111,750 | 189,320 | - | 104,143 | 191,601 | 394,612 | +7.3\% | -1.2\% | - |
| Industry and Others | 5,876 | 10,862 | - | 5,304 | 10,718 | 22,085 | +10.8\% | +1.3\% | - |
| Total | 295,944 | 542,309 | 1,149,000 | 258,936 | 503,389 | 1,014,038 | +14.3\% | +7.7\% | +13.3\% |
| Asia and Oceania |  |  |  |  |  |  |  |  |  |
| Imaging System | 117,350 | 218,139 | - | 121,389 | 221,063 | 429,429 | -3.3\% | -1.3\% | - |
| Industry and Others | 15,098 | 28,073 | - | 27,712 | 58,509 | 120,864 | -45.5\% | -52.0\% | - |
| Total | 213,200 | 391,768 | 882,200 | 218,240 | 415,804 | 805,591 | -2.3\% | -5.8\% | +9.5\% |
| Intersegment |  |  |  |  |  |  |  |  |  |
| Office | 2,577 | 4,653 | - | 1,180 | 2,293 | 5,615 | +118.4\% | +102.9\% | - |
| Imaging System | 180 | 360 | - | 437 | 896 | 1,577 | -58.8\% | -59.8\% | - |
| Industry and Others | 22,356 | 40,827 | - | 21,122 | 41,607 | 84,406 | +5.8\% | -1.9\% | - |
| Eliminations | $(25,113)$ | $(45,840)$ | - | $(22,739)$ | $(44,796)$ | $(91,598)$ | - | - | - |
| Total | 0 | 0 | 0 | 0 | 0 | 0 | - | - | - |
| Total |  |  |  |  |  |  |  |  |  |
| Office | 520,032 | 984,238 | 2,019,600 | 453,862 | 891,901 | 1,757,575 | +14.6\% | +10.4\% | +14.9\% |
| Imaging System | 386,013 | 684,120 | 1,537,300 | 369,734 | 673,210 | 1,405,971 | +4.4\% | +1.6\% | +9.3\% |
| Industry and Others | 85,948 | 161,015 | 397,800 | 98,348 | 208,130 | 407,840 | -12.6\% | -22.6\% | -2.5\% |
| Eliminations | $(25,113)$ | $(45,840)$ | $(104,700)$ | $(22,739)$ | $(44,796)$ | $(91,598)$ | - | - | - |
| Total | 966,880 | 1,783,533 | 3,850,000 | 899,205 | 1,728,445 | 3,479,788 | +7.5\% | +3.2\% | +10.6\% |


| 2. SEGMENT INFORMATION BY BUSINESS UNIT |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  |  | 2012 |  |  | Change year over year |  |  |
|  | 2nd quarter | 1st half | Year <br> (P) | 2nd quarter | 1st half | Year | 2nd quarter | 1st half | Year |
| Office |  |  |  |  |  |  |  |  |  |
| External customers | 517,455 | 979,585 | 2,009,200 | 452,682 | 889,608 | 1,751,960 | +14.3\% | +10.1\% | +14.7\% |
| Intersegment | 2,577 | 4,653 | 10,400 | 1,180 | 2,293 | 5,615 | +118.4\% | +102.9\% | +85.2\% |
| Total sales | 520,032 | 984,238 | 2,019,600 | 453,862 | 891,901 | 1,757,575 | +14.6\% | +10.4\% | +14.9\% |
| Operating profit | 76,192 | 136,263 | 263,500 | 58,312 | 111,158 | 203,578 | +30.7\% | +22.6\% | +29.4\% |
| \% of sales | 14.7\% | 13.8\% | 13.0\% | 12.8\% | 12.5\% | 11.6\% | - | - | - |
| Imaging System |  |  |  |  |  |  |  |  |  |
| External customers | 385,833 | 683,760 | 1,535,700 | 369,297 | 672,314 | 1,404,394 | +4.5\% | +1.7\% | +9.3\% |
| Intersegment | 180 | 360 | 1,600 | 437 | 896 | 1,577 | -58.8\% | -59.8\% | +1.5\% |
| Total sales | 386,013 | 684,120 | 1,537,300 | 369,734 | 673,210 | 1,405,971 | +4.4\% | +1.6\% | +9.3\% |
| Operating profit | 56,278 | 84,759 | 254,400 | 56,013 | 102,747 | 210,318 | +0.5\% | -17.5\% | +21.0\% |
| \% of sales | 14.6\% | 12.4\% | 16.5\% | 15.1\% | 15.3\% | 15.0\% | - | - | - |
| Industry and Others |  |  |  |  |  |  |  |  |  |
| External customers | 63,592 | 120,188 | 305,100 | 77,226 | 166,523 | 323,434 | -17.7\% | -27.8\% | -5.7\% |
| Intersegment | 22,356 | 40,827 | 92,700 | 21,122 | 41,607 | 84,406 | +5.8\% | -1.9\% | +9.8\% |
| Total sales | 85,948 | 161,015 | 397,800 | 98,348 | 208,130 | 407,840 | -12.6\% | -22.6\% | -2.5\% |
| Operating profit | $(5,830)$ | $(13,366)$ | $(22,300)$ | 6,332 | 10,325 | 5,910 | - | - | - |
| \% of sales | -6.8\% | -8.3\% | -5.6\% | 6.4\% | 5.0\% | 1.4\% | - | - | - |
| Corporate and Eliminations |  |  |  |  |  |  |  |  |  |
| External customers | - | - | - | - | - | - | - | - | - |
| Intersegment | $(25,113)$ | $(45,840)$ | $(104,700)$ | $(22,739)$ | $(44,796)$ | $(91,598)$ | - | - | - |
| Total sales | $(25,113)$ | $(45,840)$ | $(104,700)$ | $(22,739)$ | $(44,796)$ | $(91,598)$ | - | - | - |
| Operating profit | $(28,286)$ | $(54,529)$ | $(115,600)$ | $(28,061)$ | $(48,955)$ | $(95,950)$ | - | - | - |
| Consolidated |  |  |  |  |  |  |  |  |  |
| External customers | 966,880 | 1,783,533 | 3,850,000 | 899,205 | 1,728,445 | 3,479,788 | +7.5\% | +3.2\% | +10.6\% |
| Intersegment | - | - | - | - | - | - | - | - | - |
| Total sales | 966,880 | 1,783,533 | 3,850,000 | 899,205 | 1,728,445 | 3,479,788 | +7.5\% | +3.2\% | +10.6\% |
| Operating profit | 98,354 | 153,127 | 380,000 | 92,596 | 175,275 | 323,856 | +6.2\% | -12.6\% | +17.3\% |
| \% of sales | 10.2\% | 8.6\% | 9.9\% | 10.3\% | 10.1\% | 9.3\% | - | - | - |

## 3. OTHER INCOME / DEDUCTIONS

|  | 2013 |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2nd quarter | 1st half | Year <br> (P) | 2nd quarter | 1st half | Year |
| Interest and dividend, net | 1,559 | 2,490 | 4,600 | 1,746 | 3,199 | 5,770 |
| Forex gain (loss) | $(5,326)$ | $(2,144)$ | $(8,600)$ | $(12,640)$ | $(3,333)$ | 9,130 |
| Equity earnings (loss) of affiliated companies | 211 | 125 | 300 | (38) | 427 | 610 |
| Other, net | 4,070 | 5,525 | 13,700 | 3,881 | 2,701 | 3,191 |
| Total | 514 | 5,996 | 10,000 | $(7,051)$ | 2,994 | 18,701 |


| (Millions of yen) |  |  |
| ---: | ---: | ---: |
| Change year over year |  |  |
| 2nd quarter | 1st half | Year |
| $(187)$ | $(709)$ | $(1,170)$ |
| $+7,314$ | $+1,189$ | $(17,730)$ |
| +249 | $(302)$ | $(310)$ |
| +189 | $+2,824$ | $+10,509$ |
| $+7,565$ | $+3,002$ | $(8,701)$ |

## 4. BREAKDOWN OF PRODUCT SALES WITHIN BUSINESS UNIT



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

|  | 2013 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2nd quarter | 1st half | Year <br> (P) |
| Office |  |  |  |
| Japan | +0.0\% | -1.0\% | - |
| Overseas | -4.8\% | -6.2\% | - |
| Total | -3.5\% | -4.8\% | -0.7\% |
| Imaging System |  |  |  |
| Japan | -4.9\% | -5.1\% | - |
| Overseas | -14.6\% | -14.9\% | - |
| Total | -13.4\% | -13.6\% | -6.5\% |
| Industry and Others |  |  |  |
| Japan | -2.3\% | -18.1\% | - |
| Overseas | -38.0\% | -42.6\% | - |
| Total | -16.4\% | -25.5\% | -5.9\% |
| Total |  |  |  |
| Japan | -1.8\% | -5.7\% | +1.1\% |
| Overseas | -11.2\% | -12.3\% | -5.4\% |
| Americas | -6.2\% | -5.8\% | -2.8\% |
| Europe | -8.7\% | -11.2\% | -7.0\% |
| Asia and Oceania | -19.6\% | -20.6\% | -6.2\% |
| Total | -9.3\% | -10.9\% | -4.0\% |

## 6. PROFITABILITY

|  | 2013 |  | 2012 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 1st half | Year (P) | 1st half | Year |
| ROE $*_{1}$ | $8.1 \%$ | $9.7 \%$ | $9.0 \%$ | $8.7 \%$ |
| ROA $* 2$ | $5.3 \%$ | $6.4 \%$ | $5.8 \%$ | $5.7 \%$ |

*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 |  |  |  | (Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  |  | 2012 |  |
|  | 1st half | 2nd half (P) | Year (P) | 1st half | Year |
| Yen/US\$ | 95.96 | 95.00 | 95.46 | 79.92 | 79.96 |
| Yen/Euro | 125.90 | 125.00 | 125.42 | 103.41 | 102.80 |

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

|  | 2013 |  |
| :--- | ---: | ---: |
|  | (Billions of yen) |  |
| US\$ | 1st half | Year (P) |
|  | +119.1 | +223.4 |
| Other currencies | +78.3 | +164.1 |
| Total | +28.3 | +79.3 |

(P)=Projection
(3) Impact of foreign exchange rates per yen

|  | 2013 |
| :--- | ---: |
|  | 2nd half $(\mathrm{P})$ |
| On sales |  |
| US\$ | 9.6 |
| Euro | 4.2 |
| On operating profit |  |
| US\$ | 3.5 |
| Euro | 2.3 |


| 8. STATEMENTS OF CASH FLOWS |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  |
|  | 1st half | Year (P) | 1st half | Year |
| Net cash provided by operating activities | 217,889 | 485,000 | 201,967 | 384,077 |
| Net cash used in investing activities | $(139,266)$ | $(335,000)$ | $(111,777)$ | $(212,740)$ |
| Free cash flow | 78,623 | 150,000 | 90,190 | 171,337 |
| Net cash used in financing activities | $(85,354)$ | $(160,000)$ | $(187,541)$ | $(319,739)$ |
| Effect of exchange rate changes on cash and cash equivalents | 47,827 | 33,300 | $(1,829)$ | 41,853 |
| Net change in cash and cash equivalents | 41,096 | 23,300 | $(99,180)$ | $(106,549)$ |
| Cash and cash equivalents at end of period | 707,774 | 690,000 | 674,047 | 666,678 |
|  |  |  |  | (P)=Projection |

9. R\&D EXPENDITURE (Millions of yen)

|  | 2013 |  | 2012 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 1st half | Year (P) | 1st half | Year |
| Office | 51,510 | - | 49,010 | 99,484 |
| Imaging System | 41,586 | - | 43,241 | 83,948 |
| Industry and Others | 12,149 | - | 12,751 | 25,635 |
| Corporate and Eliminations | 45,916 | - | 44,351 | 87,397 |
| Total | 151,161 | 310,000 | 149,353 | 296,464 |
| \% of sales | $8.5 \%$ | $8.1 \%$ | $8.6 \%$ | $8.5 \%$ |

10. INCREASE IN PP\&E \& DEPRECIATION AND AMORTIZATION (Millions of yen)

|  | 2013 |  | 2012 |  |
| :--- | ---: | ---: | ---: | :---: |
|  | 1st half | Year (P) | 1st half | Year |
|  | 95,808 | 240,000 | 144,609 | 270,457 |
|  | 131,653 | 260,000 | 120,906 | 258,133 |

## 11. INVENTORIES

(1) Inventories

|  | (Millions of yen) |  |  |
| :--- | :---: | ---: | ---: |
|  | 2013 | 2012 | Difference |
|  | Jun. 30 | Dec.31 |  |
| Office | 220,148 | 201,661 | $+18,487$ |
| Imaging System | 236,116 | 245,973 | $(9,857)$ |
| Industry and Others | 126,197 | 103,989 | $+22,208$ |
| Total | 582,461 | 551,623 | $+30,838$ |


| (2) Inventories/Sales* |  |  |  |
| :--- | ---: | ---: | ---: |
|  | 2013 | 2012 | Difference |
|  | Jun.30 | Dec.31 |  |
| Office | 41 | 43 | $(2)$ |
| Imaging System | 63 | 61 | +2 |
| Industry and Others | 200 | 124 | +76 |
| Total | 60 | 57 | +3 |

*Index based on the previous six months sales.
12. DEBT RATIO

|  | 2013 |  | 2012 |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
|  | Jun.30 | Dec.31 |  |
| Total debt / Total assets | $0.1 \%$ | $0.1 \%$ | $0.0 \%$ |

13. OVERSEAS PRODUCTION RATIO

|  | 2013 | 2012 |
| :--- | :---: | :---: |
|  | 1 st half | Year |
| Overseas production ratio | $59 \%$ | $52 \%$ |

14. NUMBER OF EMPLOYEES

|  | 2013 | 2012 | Difference |
| :--- | ---: | ---: | ---: |
|  | Jun.30 | Dec.31 |  |
|  | 70,548 | 70,234 | +314 |
| Overseas | 127,963 | 126,734 | $+1,229$ |
| Total | 198,511 | 196,968 | $+1,543$ |

