CANON INC
Form 6-K
April 28, 2005

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FORM 6-K<br>SECURITIES AND EXCHANGE COMMISSION<br>Washington, D.C. 20549<br>Report of Foreign Issuer<br>Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934<br>For the month of April , 2005<br>CANON INC.

(Translation of registrant s name into English)
30-2, Shimomaruko 3-Chome, Ohta-ku, Tokyo 146-8501, Japan
(Address of principal executive offices)
[Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

$$
\text { Form 20-F } \xlongequal{\mathrm{X}} \quad \text { Form 40-F }
$$

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

$$
\text { Yes_ No } \quad \mathrm{X}
$$

[If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):82-

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

| Date April 28, 2005 | By | CANON INC. |
| :---: | :---: | :---: |
|  |  | (Registrant) <br> /s/ Hiroshi Kawashimo |
|  |  | (Signature)* |
|  |  | shimo |
|  |  | ger, Finance Division |
|  |  |  |

*Print the name and title of the signing officer under his signature.
The following materials are included.

1. Consolidated Results For The First Quarter Ended March 31, 2005

## CONSOLIDATED RESULTS FOR

THE FIRST QUARTER ENDED MARCH 31, 2005

## CONSOLIDATED RESULTS

Net sales
Operating profit
Income before income taxes and minority interests Net income

| Actual |  |  |  | Projected |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Three months | Three months |  | Three months |  |  |
| ended <br> March <br> 31, 2005 | ended March 31, 2004 | Change(\%) | ended <br> March 31, 2005 | Year ending December 31, 2005 | Change(\%) |
| (Unaudited) | (Unaudited) |  | (Unaudited) |  |  |
| ¥843,367 | ¥ 798,052 | +5.7 | \$ 7,881,935 | $¥ 3,650,000$ | +5.3 |
| 143,282 | 133,523 | +7.3 | 1,339,084 | 584,000 | +7.4 |
| 149,451 | 135,862 | +10.0 | 1,396,738 | 593,000 | +7.4 |
| $\geq \mathbf{9 3 , 0 5 7}$ | $¥ 84,280$ | +10.4 | \$ 869,692 | $¥ 367,000$ | +6.9 |

Net income per share:

| - Basic | $¥ \mathbf{1 0 4 . 9 3}$ | $¥$ | 95.50 | +9.9 | $\$$ | $\mathbf{0 . 9 8}$ | $¥$ | 413.79 |  | +6.7 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| - Diluted | $\mathbf{1 0 4 . 7 9}$ |  | 95.02 | $\underline{+10.3}$ |  | $\mathbf{0 . 9 8}$ |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |


|  | Actual |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As of March 31, 2005 | $\begin{gathered} \text { As of } \\ \text { December 31, } \\ 2004 \end{gathered}$ | Change(\%) | As of March 31, 2005 |
| Total assets | (Unaudited) <br> $¥ \mathbf{3 , 5 6 6 , 1 3 0}$ | $\ddagger 3,587,021$ | -0.6 | $\begin{aligned} & \text { (Unaudited) } \\ & \$ \mathbf{3 3 , 3 2 8 , 3 1 8} \end{aligned}$ |
| Stockholders equity | ¥2,276,986 | $¥ 2,209,896$ | +3.0 | \$ 21,280,243 |

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Notes: 1. Canon s consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America.
2. U.S. dollar amounts are translated from yen at the rate of JPY107 = U.S.\$1, the approximate exchange rate on the Tokyo Foreign Exchange Market as of March 31, 2005, solely for the convenience of the reader.

Canon Inc.
Headquarter office

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Tokyo 146-8501, Japan
Phone: +81-3-3758-2111

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## Operating Results and Financial Conditions

## 2005 First Quarter in Review

Looking back at the global economy in the first quarter of 2005, despite worldwide concern over the economic impact of high crude oil prices and escalating costs of raw materials, economic growth was fairly steady during the term. In the United States, employment conditions continued to show improvement while consumer spending and corporate capital expenditure remain healthy, which helped fuel the ongoing trend of gradual expansion. In Europe, the effects of such factors as the growing value of the euro and high crude oil prices has resulted in an economic slowdown in the region that has continued since the second half of last year, although there are signs of improvement in business-related capital expenditure. As for Asia, China continued to realize high growth, mainly through exports, in spite of the economic tightening policy implemented in the latter half of last year, and other Asian economies also enjoyed generally favorable performances. In Japan, while such indicators as consumer spending, employment conditions, and corporate capital expenditure were somewhat lacking in intensity, the economy realized modest growth, pointing to a general trend toward recovery.

As for the markets in which the Canon Group operates, within the camera segment demand for single-lens-reflex (SLR) digital cameras continued to grow significantly during the term. Although sales of compact digital cameras leveled off in Japan, they remained strong in overseas markets to realize healthy growth overall. As for network digital multifunction devices (MFDs), demand in the business market shifted toward increasing multifunctionality, speed and color capability, supporting strong sales, while price competition intensified among lower-speed models. Although sales of computer peripherals, including printers, grew for both monochrome and color models, the segment suffered amid severe price competition and a shift in demand toward high-performance low-priced machines. In the optical equipment segment, although demand for steppers, used in the production of semiconductors, has been tapering off since the second half of last year, back-orders remained during the quarter and sales grew steadily. Moreover, increased demand for liquid crystal display (LCD) televisions fueled growth in the market for projection aligners, which are used in the production of LCDs. The average value of the yen for the quarter was $¥ 104.58$ to the U.S. dollar and $¥ 137.04$ to the euro, representing a year-on-year increase of almost $3 \%$ against the U.S. dollar, and a decrease of a little over $2 \%$ against the euro.

Amid these conditions, Canon s consolidated net sales for the first quarter increased by $5.7 \%$ from the year-ago period to $¥ 843.4$ billion (U.S. $\$ 7,882$ million), boosted by a favorable rise in sales of digital SLR cameras and color network MFDs, along with a substantial increase in sales of semiconductor-production equipment. Net income for the quarter was $¥ 93.1$ billion (U.S. $\$ 870$ million), a year-on-year increase of $10.4 \%$. The results mark the eleventh consecutive quarter of year-on-year sales and profit growth, beginning with the third quarter of 2002. Canon s gross profit ratio for the quarter was $48.6 \%$, a decline of 1.0 point from the $49.6 \%$ ratio recorded in the first quarter of 2004. Although production-reform efforts continued during the term, the decline in the gross profit ratio was mainly caused by a combination of such factors as increases in the prices of crude oil and raw materials and severe price competition among consumer products. Owing to a substantial increase in sales, however, gross profit increased by $3.6 \%$ to $¥ 409.7$ billion (U.S. $\$ 3,829$ million). While R\&D expenditures and other spending grew during the first quarter, the increase in selling, general and administrative expenses for the period was limited to $¥ 4.4$ billion (U.S. $\$ 42$ million), representing a year-on-year increase of $1.7 \%$. Consequently, operating profit in the first quarter totaled $¥ 143.3$ billion (U.S. $\$ 1,339$ million), a substantial year-on-year increase of $7.3 \%$. Other income (deductions) improved by $¥ 3.8$ billion (U.S. $\$ 36$ million) mainly due to an increase in currency exchange gains on foreign-currency-denominated trade receivables. As a result, income before income taxes and minority interests in the first quarter totaled $¥ 149.5$ billion (U.S. $\$ 1,397$ million), a year-on-year increase of $10.0 \%$. The effective tax rate during the quarter was 0.7 points lower compared with the previous year due to such factors as the introduction of the corporation size-based enterprise tax in Japan, which reduced the statutory tax rate from $42 \%$ to $40 \%$. Consequently, net income for the first quarter of 2005 totaled $¥ 93.1$ billion (U.S. $\$ 870$ million).

Basic net income per share for the quarter was $¥ 104.93$ (U.S.\$0.98), a year-on-year increase of $¥ 9.43$ (U.S.\$0.09).

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## Results by Product Segment

In the business machine segment, demand for network digital MFDs, which are grouped in the office imaging products sub-segment, indicates a shift from monochrome machines to color models, as well as a trend toward higher-end features. Additionally, amid color network digital MFDs, the iRC3220/iRC3100 continued to sell well and recorded considerable sales increases in both Japan and Europe. The company strengthened its lineup of monochrome network digital MFDs with the Japanese-market launch in March of the high-end office-use iR5570/6570 models, while the low-end and mid-range office-use iR2270/2870/3570/4570 models enjoyed healthy sales. These efforts resulted in only a minor year-on-year decrease in unit sales of monochrome network digital MFDs amid the shift in market demand toward office color. Overall, sales of office imaging products for the quarter realized a year-on-year increase of $2.1 \%$. In the field of computer peripherals, laser beam printers enjoyed a year-on-year increase in unit sales of nearly $30 \%$, with both monochrome systems, particularly personal-use models, and color models achieving growth. Sales in value terms also increased despite the effect of the shift in market demand toward lower priced models. Inkjet printers recorded a unit sales increase of approximately $14 \%$, with the PIXMA iP3000 and iP4000 models selling briskly, especially in Japan and Europe, and high-speed multifunctional systems increasing unit sales, while sales in terms of value increased slightly. As a result, sales of computer peripherals for the quarter realized a year-on-year increase of $12.1 \%$. Sales of business information products decreased by $10.4 \%$ due to the intentional curtailing of personal computer sales in the domestic Japanese market. Collectively, sales of business machines in the quarter totaled $¥ 593.6$ billion (U.S. $\$ 5,547$ million), a year-on-year increase of $6.1 \%$. Operating profit for the quarter totaled $¥ 140.8$ billion (U.S. $\$ 1,316$ million), a year-on-year increase of $13.0 \%$, supported by such factors as an increase in sales and the achievement of cost reductions realized through the integration manufacturing and development operations.

Within the camera segment, digital SLR cameras continued to enjoy robust growth, bolstered by particularly strong sales of the EOS DIGITAL REBEL XT launched in March, which has also led to expanded sales of interchangeable lenses. The introduction of several new compact-model digital cameras the PowerShot SD500, PowerShot SD400, PowerShot A520 and PowerShot A510 also fueled sales growth. In the field of digital video camcorders, newly introduced models such as the Optura 60, Elura 90, and ZR100 recorded strong performances. Additionally, the REALiS SX50 LCD projector, which was launched last November, contributed to an increase in sales. As a result, overall camera sales for the first quarter increased by $1.7 \%$ from the year-ago period to $¥ 159.9$ billion (U.S. $\$ 1,494$ million). Despite cost-cutting efforts aimed at containing the negative impact of severe price competition, operating profit for the camera segment decreased year-on-year by $18.4 \%$ to $¥ 23.8$ billion (U.S. $\$ 223$ million).

In the optical and other products segment, aligners, for the production of LCDs, and steppers, for the production of semiconductors, continued to sell well. As a result, first-quarter sales for the segment totaled $¥ 89.9$ billion (U.S. $\$ 840$ million), a year-on-year increase of $10.3 \%$. Operating profit for the segment grew year-on-year by $7.9 \%$ to $¥ 12.7$ billion (U.S. $\$ 118$ million), boosted by an increase in sales volume.

## Cash Flow

In the first quarter of 2005, although Canon maintained cash flow from operating activities of $¥ 76.7$ billion (U.S. $\$ 717$ million), reflecting the substantial growth in sales and increased cash proceeds from sales, combined with an increase in net income, the figure represents a year-on-year decrease of $¥ 28.4$ billion (U.S. $\$ 265$ million) due to the increased corporate tax payment accompanying the increase in profit. Capital expenditure totaled $¥ 92.6$ billion (U.S. $\$ 865$ million), which was used mainly to expand production capabilities in both domestic and overseas regions, as well as to bolster the company s R\&D-related infrastructure. Cash flow from investing activities totaled $¥ 97.6$ billion (U.S. $\$ 912$ million). As a result, free cash flow, or cash flow from operating activities minus cash flow from investing activities, totaled negative $¥ 20.9$ billion (U.S. $\$ 195$ million).

Cash flow from financing activities recorded an outlay of $¥ 37.5$ billion (U.S. $\$ 350$ million), mainly resulting from an increase in the dividend payout of $¥ 4.7$ billion (U.S. $\$ 44$ million) over the previous year. Consequently, cash and cash equivalents, which totaled $¥ 837.1$ billion (U.S. $\$ 7,824$ million), although representing a $¥ 50.6$ billion (U.S. $\$ 473$ million) decrease from the end of the previous year, remained at a high level.

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## Outlook

Regarding the outlook for the global economy in the second quarter and thereafter, although global economic prospects remain uncertain due to the increasing prices of crude oil and raw materials, and concern over the revaluation of the Chinese yuan, the global economy is likely to continue its course toward modest recovery.

In the businesses in which Canon is involved, demand for digital SLR cameras is expected to continue enjoying robust growth while the compact digital-camera market, primarily overseas, is also expected to continue expanding. Competition in the MFD market will likely intensify with the introduction of increasingly advanced features in network digital MFDs to support solution businesses, and the launch of new color digital network MFD models in response to growing market demand for color multifunction office systems. As for laser beam printers, while stable demand is projected to fuel increased unit sales of full-color models, severe price competition and shifting demand toward lower-priced models is expected to continue. Within the semiconductor-production equipment market, despite the slowdown in capital expenditure by semiconductor manufacturers and a leveling off of market growth, demand for projection aligners is expected to remain strong.

The company has revised upward its forecasts for the 2005 fiscal year and now anticipates consolidated net sales of $¥ 3,650.0$ billion (U.S. $\$ 34,112$ million), consolidated income before income taxes and minority interests of $¥ 593.0$ billion (U.S. $\$ 5,542$ million), and consolidated net income of $¥ 367.0$ billion (U.S. $\$ 3,430$ million). The company also projects non-consolidated net sales of $¥ 2,460.0$ billion (U.S. $\$ 22,991$ million), non-consolidated ordinary profit of $¥ 427.0$ billion (U.S. $\$ 3,991$ million), and non-consolidated net income of $¥ 270.0$ billion (U.S.\$2,523 million). Although uncertainty surrounds several factors that could affect currency exchange rates, significant changes in rates are not anticipated. The yen is expected to be slightly stronger against the U.S. dollar and maintain the same level against the euro compared with previous year. Accordingly, the company s forecasts for the remainder of 2005 are based on currency exchange assumptions of $¥ 105.00$ to the U.S dollar and $¥ 135.00$ to the euro.

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Consolidated Outlook
1st Half

| Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2005 |  |  |  |

Millions of yen
Fiscal year

Net sales
Income before income taxes and minority interests
Net income

| Year ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2005 |  |  |  |

Non-consolidated Outlook

Millions of yen
1st Half

| Six months ending |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| June 30, 2005 |  | Change$(\mathbf{B}-\mathbf{A})$ | Six months ended | Change |
|  |  |  | June 30, 2004 | (\%) |
| Previous Outlook | Revised Outlook <br> (B) |  | Results (C) | (B/C) |


|  | (A) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | $¥ 1,160,000$ | ¥ | 1,180,000 | $¥ 20,000$ | ¥ 1,078,553 | +9.4\% |
| Ordinary profit | 200,000 |  | 210,000 | 10,000 | 197,671 | +6.2\% |
| Net income | 128,000 |  | 135,000 | 7,000 | 127,036 | +6.3\% |
| Fiscal year | Millions of yen |  |  |  |  |  |
|  | Year ending |  |  |  | $\begin{gathered} \text { Year ended } \\ \text { December 31, } \\ 2004 \end{gathered}$ | Change(\%) |
|  | December 31, 2005 |  |  | Change |  |  |
|  | Previous Outlook (A) |  | ised Outlook <br> (B) | (B-A) | Results (C) | (B/C) |
| Net sales | $¥ 2,440,000$ | $¥$ | 2,460,000 | ¥20,000 | ¥ 2,278,374 | +8.0\% |
| Ordinary profit | 417,000 |  | 427,000 | 10,000 | 396,250 | +7.8\% |
| Net income | 263,000 |  | 270,000 | 7,000 | 249,251 | +8.3\% |

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, or should and similar expressions, as they relate to Canon, are intended to identify forward-looking statements. Many factors could cause the actual results, performance or achievements of Canon to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptance of new products or services by Canon s targeted customers, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, both referenced and not referenced in this document. A detailed description of these and other risk factors is included in Canon s annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. Canon does not intend or assume any obligation to update these forward-looking statements.

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CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## 1. CONSOLIDATED STATEMENTS OF INCOME

|  | Millions of yen |  | Change(\%) | Thousands of U.S. dollars |
| :---: | :---: | :---: | :---: | :---: |
|  | Three <br> months <br> ended <br> March 31, <br> 2005 | Three months ended March 31, 2004 |  | Three months ended March 31, 2005 |
| Net sales Cost of sales | $\begin{gathered} \text { (Unaudited) } \\ ¥ 843,367 \\ \mathbf{4 3 3 , 7 0 3} \end{gathered}$ | $\begin{gathered} \text { (Unaudited) } \\ ¥ 798,052 \\ 402,595 \end{gathered}$ | +5.7 | $\begin{array}{r} \text { (Unaudited) } \\ \$ \mathbf{7 , 8 8 1 , 9 3 5} \\ \mathbf{4 , 0 5 3 , 2 9 9} \end{array}$ |
| Gross profit <br> Selling, general and administrative expenses | $\begin{aligned} & \mathbf{4 0 9 , 6 6 4} \\ & 266,382 \end{aligned}$ | $\begin{aligned} & 395,457 \\ & 261,934 \end{aligned}$ | +3.6 | $\begin{aligned} & \text { 3,828,636 } \\ & \mathbf{2 , 4 8 9 , 5 5 2} \end{aligned}$ |
| Operating profit | 143,282 | 133,523 | +7.3 | 1,339,084 |
| Other income (deductions): |  |  |  |  |
| Interest and dividend income | 2,681 | 1,308 |  | 25,056 |
| Interest expense | (468) | (771) |  | $(4,374)$ |
| Other, net | 3,956 | 1,802 |  | 36,972 |
|  | 6,169 | 2,339 |  | 57,654 |
| Income before income taxes and minority interests | 149,451 | 135,862 | +10.0 | 1,396,738 |
| Income taxes | 52,394 | 48,591 |  | 489,663 |
| Income before minority interests | 97,057 | 87,271 |  | 907,075 |
| Minority interests | 4,000 | 2,991 |  | 37,383 |
| Net income | ¥ 93,057 | ¥ 84,280 | +10.4 | \$ 869,692 |

Note: Canon s comprehensive income consists of net income, change in foreign currency translation adjustments, change in net unrealized gains (losses) on securities, change in net gains (losses) on derivative financial
instruments and change in minimum pension liability adjustments. Comprehensive income for the three months ended March 31, 2005 and 2004 were JPY102,525 million (U.S. $\$ 958,178$ thousand) and JPY73,839 million, respectively.

## 2. DETAILS OF SALES

| Sales by product | Millions of yen |  | Change(\%) | Thousands of U.S. dollars |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended March 31, 2005 | Three months ended March 31, 2004 |  | Three months ended March 31, 2005 |
| Business machines: (Unaudited) (Unaudited) (Unaudited) |  |  |  |  |
|  |  |  |  |  |  |
| Office imaging products | ¥275,083 | ¥ 269,310 | +2.1 | \$ 2,570,869 |
| Computer peripherals | 292,292 | 260,782 | +12.1 | 2,731,701 |
| Business information products | 26,179 | 29,222 | -10.4 | 244,664 |
|  | 593,554 | 559,314 | +6.1 | 5,547,234 |
| Cameras | 159,911 | 157,225 | +1.7 | 1,494,495 |
| Optical and other products | 89,902 | 81,513 | +10.3 | 840,206 |
| Total | ¥843,367 | ¥ 798,052 | +5.7 | \$ 7,881,935 |
| Sales by region | Millions of yen |  | Change(\%) | Thousands of U.S. dollars |
|  |  |  |  |  |
|  | Three months ended March 31, 2005 | Three months ended March 31, 2004 |  | Three months ended March 31, 2005 |
|  | (Unaudited) | (Unaudited) |  | (Unaudited) |
| Japan | ¥208,094 | ¥ 201,112 | +3.5 | \$ 1,944,804 |
| Overseas: |  |  |  |  |
| Americas | 248,723 | 237,578 | +4.7 | 2,324,514 |
| Europe | 257,336 | 247,375 | +4.0 | 2,405,009 |
| Other areas | 129,214 | 111,987 | +15.4 | 1,207,608 |
|  | 635,273 | 596,940 | +6.4 | 5,937,131 |

Notes: 1. The primary products included in each of the product segments are as follows: Business machines:
Office imaging products : Office network digital multifunction devices (MFDs) / Color network digital MFDs / Office copying machines / Personal-use copying machines / Full-color copying machines / etc.
Computer peripherals : Laser beam printers / Single function inkjet printers / Inkjet multifunction peripherals / Image scanners / etc.
Business information products : Computer information systems / Micrographic equipment / Personal information products / etc.
Cameras: $\quad$ SLR cameras / Compact cameras / Digital cameras / Digital video camcorders / etc.
Optical and other products : Semiconductor production equipment/ Mirror projection mask aligners for LCD panels /
Broadcasting equipment / Medical equipment / Components / etc.
2. The principal countries and regions included in each regional category are as follows:

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

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CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## 3. SEGMENT INFORMATION BY PRODUCT

|  | Millions of yen |  | Change(\%) | Thousands of U.S. dollars |
| :---: | :---: | :---: | :---: | :---: |
|  | Three <br> months <br> ended <br> March 31, 2005 | Three months ended March 31, 2004 |  | Three months ended March 31, 2005 |
|  | (Unaudited) | (Unaudited) |  | (Unaudited) |
| Business Machines |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | $¥ 593,554$ | ¥ 559,314 | +6.1 | \$ 5,547,234 |
| Intersegment |  |  |  |  |
| Total | 593,554 | 559,314 | +6.1 | 5,547,234 |
| Operating cost and expenses | 452,726 | 434,720 | +4.1 | 4,231,084 |
| Operating profit | 140,828 | 124,594 | +13.0 | 1,316,150 |
| Cameras |  |  |  |  |
| Net sales: |  |  |  |  |
| Unaffiliated customers | ¥ 159,911 | ¥ 157,225 | +1.7 | \$ 1,494,495 |
| Intersegment |  |  |  |  |
| Total | 159,911 | 157,225 | +1.7 | 1,494,495 |
| Operating cost and expenses | 136,096 | 128,030 | +6.3 | 1,271,925 |
| Operating profit | 23,815 | 29,195 | -18.4 | 222,570 |

Optical and other products
Net sales:

| Unaffiliated customers | $\geq \mathbf{8 9 , 9 0 2}$ | $¥$ | 81,513 | +10.3 | \$ | 840,206 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment | 35,181 |  | 30,698 | +14.6 |  | 328,794 |
| Total | 125,083 |  | 112,211 | +11.5 |  | 1,169,000 |
| Operating cost and expenses | 112,404 |  | 100,464 | +11.9 |  | 1,050,505 |
| Operating profit | 12,679 |  | 11,747 | +7.9 |  | 118,495 |
| Corporate and Eliminations |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |
| Unaffiliated customers | ¥ | ¥ |  |  | \$ |  |
| Intersegment | $(35,181)$ |  | $(30,698)$ |  |  | $(328,794)$ |
| Total | $(35,181)$ |  | $(30,698)$ |  |  | $(328,794)$ |
| Operating cost and expenses | $(1,141)$ |  | 1,315 |  |  | $(10,663)$ |
| Operating profit | $(34,040)$ |  | $(32,013)$ |  |  | $(318,131)$ |
| Consolidated |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |
| Unaffiliated customers | ¥843,367 | ¥ | 798,052 | +5.7 |  | 7,881,935 |
| Intersegment |  |  |  |  |  |  |
| Total | 843,367 |  | 798,052 | +5.7 |  | 7,881,935 |
| Operating cost and expenses | 700,085 |  | 664,529 | +5.4 |  | 6,542,851 |
| Operating profit | 143,282 |  | 133,523 | +7.3 |  | 1,339,084 |

Note: General corporate expenses of JPY34,039 million (U.S.\$318,121 thousand) and JPY32,083 million in the three months ended March 31, 2005 and 2004, respectively, are included in Corporate and Eliminations.

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CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## 4. CONSOLIDATED BALANCE SHEETS

|  | Millions of yen |  |  |  | Thousands of U.S. dollars <br> As of March 31, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of March 31, 2005 |  | As of cember 31, 2004 | Change |  |  |
|  | (Unaudited) |  |  |  |  | Unaudited) |
| ASSETS |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |
| Cash and cash equivalents | ¥ 837,147 | $¥$ | 887,774 | $¥(50,627)$ | \$ | 7,823,804 |
| Marketable securities | 3,280 |  | 1,554 | 1,726 |  | 30,654 |
| Trade receivables, net | 542,034 |  | 602,790 | $(60,756)$ |  | 5,065,738 |
| Inventories | 516,193 |  | 489,128 | 27,065 |  | 4,824,234 |
| Prepaid expenses and other current assets | 262,194 |  | 250,906 | 11,288 |  | 2,450,411 |
| Total current assets | 2,160,848 |  | 2,232,152 | $(71,304)$ |  | 20,194,841 |
| Noncurrent receivables | 14,803 |  | 14,567 | 236 |  | 138,346 |
| Investments | 100,703 |  | 97,461 | 3,242 |  | 941,150 |
| Property, plant and equipment, net | 1,007,586 |  | 961,714 | 45,872 |  | 9,416,692 |
| Other assets | 282,190 |  | 281,127 | 1,063 |  | 2,637,289 |
| Total assets | $¥ \mathbf{3 , 5 6 6 , 1 3 0}$ | $¥$ | 3,587,021 | $¥(20,891)$ |  | 33,328,318 |
| LIABILITIES AND STOCKHOLDERS EQUITY |  |  |  |  |  |  |
| Current liabilities: |  |  |  |  |  |  |
| Short-term loans and current portion of long- term debt | ¥ 11,615 | $¥$ | 9,879 | $¥ 1,736$ | \$ | 108,551 |
| Trade payables | 446,803 |  | 465,396 | $(18,593)$ |  | 4,175,729 |
| Income taxes | 51,878 |  | 105,565 | $(53,687)$ |  | 484,841 |
| Accrued expenses | 211,501 |  | 205,296 | 6,205 |  | 1,976,645 |
| Other current liabilities | 176,871 |  | 197,029 | $(20,158)$ |  | 1,653,000 |
| Total current liabilities | 898,668 |  | 983,165 | $(84,497)$ |  | 8,398,766 |
| Long-term debt, excluding current installments | 26,299 |  | 28,651 | $(2,352)$ |  | 245,785 |
| Accrued pension and severance cost | 127,577 |  | 132,522 | $(4,945)$ |  | 1,192,308 |
| Other noncurrent liabilities | 47,217 |  | 45,993 | 1,224 |  | 441,281 |

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| Total liabilities | 1,099,761 | 1,190,331 | $(90,570)$ | 10,278,140 |
| :---: | :---: | :---: | :---: | :---: |
| Minority interests | 189,383 | 186,794 | 2,589 | 1,769,935 |
| Stockholders equity: |  |  |  |  |
| Common stock | 173,913 | 173,864 | 49 | 1,625,355 |
| Additional paid-in capital | 401,798 | 401,773 | 25 | 3,755,121 |
| Retained earnings | 1,798,416 | 1,740,834 | 57,582 | 16,807,626 |
| Accumulated other comprehensive income (loss) | $(91,844)$ | $(101,312)$ | 9,468 | $(858,355)$ |
| Treasury stock | $(5,297)$ | $(5,263)$ | (34) | $(49,504)$ |
| Total stockholders equity | 2,276,986 | 2,209,896 | 67,090 | 21,280,243 |
| Total liabilities and stockholders equity | $¥ \mathbf{3 , 5 6 6 , 1 3 0}$ | $¥ 3,587,021$ | $¥(20,891)$ | \$ 33,328,318 |
|  | Millions of yen |  |  | Thousands of U.S. dollars |
|  | As of March 31, 2005 | $\begin{gathered} \text { As of } \\ \text { December 31, } \\ 2004 \end{gathered}$ |  | As of March 31, 2005 |
|  | (Unaudited) |  |  | (Unaudited) |
| Allowance for doubtful receivables | ¥ 11,431 | $¥ \quad 11,657$ |  | \$ 106,832 |
| Accumulated depreciation | 1,165,757 | 1,173,305 |  | 10,894,925 |
| Accumulated other comprehensive income (loss): |  |  |  |  |
| Foreign currency translation adjustments | $(70,372)$ | $(79,751)$ |  | (657,682) |
| Net unrealized gains (losses) on securities | 7,916 | 7,470 |  | 73,981 |
| Net gains (losses) on derivative financial instruments | $(1,374)$ | (693) |  | $(12,841)$ |
| Minimum pension liability adjustments | $(28,014)$ | $(28,338)$ |  | $(261,813)$ |

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CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## 5. CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | Millions of yen |  | Thousands of U.S. dollars <br> Three months ended March 31, 2005 |
| :---: | :---: | :---: | :---: |
|  | Three <br> months <br> ended <br> March 31, 2005 | Three months ended March 31, 2004 |  |
|  | (Unaudited) | (Unaudited) | (Unaudited) |
| Cash flows from operating activities: |  |  |  |
| Net income | ¥ 93,057 | $¥ \quad 84,280$ | \$ 869,692 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization | 46,631 | 44,486 | 435,804 |
| Loss on disposal of property, plant and equipment | 1,580 | 2,751 | 14,766 |
| Deferred income taxes | 2,163 | 1,586 | 20,215 |
| Decrease in trade receivables | 61,465 | 15,863 | 574,439 |
| Increase in inventories | $(22,620)$ | $(29,854)$ | $(211,402)$ |
| Increase (decrease) in trade payables | $(4,460)$ | 34,651 | $(41,682)$ |
| Decrease in income taxes | $(53,712)$ | $(28,214)$ | $(501,981)$ |
| Increase in accrued expenses | 931 | 114 | 8,701 |
| Decrease in accrued pension and severance cost | $(4,245)$ | $(2,907)$ | $(39,673)$ |
| Other, net | $(44,101)$ | $(17,693)$ | $(412,159)$ |
| Net cash provided by operating activities | 76,689 | 105,063 | 716,720 |
| Cash flows from investing activities: |  |  |  |
| Purchases of property, plant and equipment | $(92,594)$ | $(56,908)$ | $(865,364)$ |
| Proceeds from sale of property, plant and equipment | 5,040 | 1,390 | 47,103 |
| Purchases of available-for-sale securities | $(2,464)$ | (411) | $(23,028)$ |
| Proceeds from sale of available-for-sale securities | 417 | 6,083 | 3,897 |
| Purchases of other investments | $(4,194)$ | (513) | $(39,196)$ |
| Other, net | $(3,783)$ | 471 | $(35,356)$ |
| Net cash used in investing activities | $(97,578)$ | $(49,888)$ | $(911,944)$ |
| Cash flows from financing activities: |  |  |  |
| Proceeds from issuance of long-term debt | 147 | 106 | 1,374 |
| Repayment of long-term debt | $(2,075)$ | $(22,381)$ | $(19,393)$ |
| Increase (decrease) in short-term loans | 1,445 | $(1,304)$ | 13,505 |
| Dividends paid | $(35,475)$ | $(30,791)$ | $(331,542)$ |
| Other, net | $(1,508)$ | $(1,805)$ | $(14,094)$ |

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Net cash used in financing activities
Effect of exchange rate changes on cash and cash equivalents

Net decrease in cash and cash equivalents
Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

| $\begin{gathered} (37,466) \\ 7,728 \end{gathered}$ | $\begin{array}{r} (56,175) \\ (5,832) \end{array}$ | $\begin{gathered} (350,150) \\ 72,224 \end{gathered}$ |
| :---: | :---: | :---: |
| $(50,627)$ | $(6,832)$ | $(473,150)$ |
| 887,774 | 690,298 | 8,296,954 |
| ¥ 837,147 | $¥ 683,466$ | \$ 7,823,804 |

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CANON INC. AND SUBSIDIARIES

CONSOLIDATED

## 6. BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES

(1) NUMBER OF GROUP COMPANIES

|  | $\begin{gathered} \text { March 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2004 \end{gathered}$ | Change |
| :---: | :---: | :---: | :---: |
| Subsidiaries | 184 | 184 |  |
| Affiliates | 16 | 17 | (1) |
| Total | 200 | 201 | (1) |

## CHANGES IN GROUP OF ENTITIES

Subsidiaries
Addition: 2 companies
Removal: 2 companies
Affiliates (Carried at Equity Basis)
Removal: 1 company
(2) SIGNIFICANT ACCOUNTING POLICIES

The accompanying consolidated financial statements reflect the adjustments which management believes are necessary to conform them with accounting principles generally accepted in the United States of America, except for the segment information, as required by Statement of Financial Accounting Standards No.131, Disclosures about Segments of an Enterprise and Related Information.
7. OTHER

We have engaged Ernst \& Young ShinNihon to complete a review of the consolidated financial statements as of and for three months ended March 31, 2005, in accordance with Statement of Auditing Standards No.100, Interim Financial Information , established by the American Institute of Certified Public Accountants.

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## CONSOLIDATED FINANCIAL RESULTS FOR <br> THE FIRST QUARTER ENDED MARCH 31, 2005

## 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, inte may, plan, project or should and similar expressions, as they relate to Canon, are intended to identify forward-look statements. Many factors could cause the actual results, performance or achievements of Canon to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptance of new products or services by Canon s targeted customers, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, both referenced and not referenced in this document. A detailed description of these and other risk factors is included in Canon s annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. Canon does not intend or assume any obligation to update these forward-looking statements.

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Canon Inc.

## 1. SALES BY REGION AND PRODUCT

| 2005 |  |  | 2004 |  |  | (Millions of yen) Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{aligned} & \text { 2nd } \\ & \text { quarter } \end{aligned}$ | Year | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | Year | 1st quarter | 2nd quarter | Year |
|  | (P) | (P) |  |  |  |  |  |  |

Japan
Business machines

Office imaging products $95,563 \quad 93,437 \quad 376,400 \quad 82,909 \quad 83,922 \quad 336,214 \quad+15.3 \% \quad+11.3 \% \quad+12.0 \%$ Computer peripherals

$\underline{\underline{153,968}}$| 156,632 | $\underline{636,900}$ | $\underline{144,502} \quad 147,208$ |  |
| :--- | :--- | :--- | :--- | :--- |

$+6.6 \% \quad+6.4 \% \quad+5.7 \%$ Business information products

| Cameras | 26,583 | 36,117 | 137,400 | 26,914 | 31,932 | 124,403 | -1.2\% | +13.1\% | +10.4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 36,17 | 137,400 | 26,914 | 31,92 | 124, | -1.2\% | +13.1\% | +10.4\% |

Optical and other

| products | 27,543 | 26,457 | 99,500 | 29,696 | 33,510 | 122,559 | -7.3\% | -21.0\% | -18.8\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 208,094 | 219,206 | 873,800 | 201,112 | 212,650 | 849,734 | +3.5\% | +3.1\% | +2.8\% |

Overseas
Business


Office imaging $\begin{array}{llllllllll}\text { products } & 179,520 & 205,680 & 796,000 & 186,401 & 201,016 & 784,758 & -3.7 \% & +2.3 \% & +1.4 \%\end{array}$ Computer peripherals

$$
\begin{array}{rrrrrrrrr}
252,915 & 244,085 & 1,052,100 & 221,771 & 227,563 & 971,131 & +14.0 \% & +7.3 \% & +8.3 \% \\
7,151 & 8,249 & 32,400 & 6,640 & 7,160 & 29,292 & +7.7 \% & +15.2 \% & +10.6 \%
\end{array}
$$

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Business information products

| Cameras | 133,328 | 164,172 | 660,800 | 130,311 | 158,176 | 638,676 | +2.3\% | +3.8\% | +3.5\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Optical and other

| products | 62,359 | 60,241 | 234,900 | 51,817 |  | 43,803 |  | 194,262 |  | $+20.3 \%$ | $+37.5 \%$ | $+20.9 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |

Americas
Business


Office imaging

| products <br> Computer <br> peripherals | 107,126 | 96,866 | 88,234 | 342,100 | 85,281 | 90,688 | 355,375 | $-9.9 \%$ | $-2.7 \%$ | $-3.7 \%$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Business <br> information |  | 93,374 | 414,000 | 90,190 | 92,848 | 392,800 | $+18.8 \%$ | $+0.6 \%$ | $+5.4 \%$ |  |
| products | 3,556 | 3,444 | 14,900 | 3,184 | 3,505 | 14,417 | $+11.7 \%$ | $-1.7 \%$ | $+3.4 \%$ |  |
| Cameras | 52,037 | 61,963 | 259,800 | 51,541 | 62,636 | 262,873 | $+1.0 \%$ | $-1.1 \%$ | $-1.2 \%$ |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |

Optical and other

| products | 9,138 | 9,262 | 37,100 | 7,382 | 7,626 | 33,960 | +23.8\% | +21.5\% | +9.2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 248,723 | 256,277 | 1,067,900 | 237,578 | 257,303 | 1,059,425 | +4.7\% | -0.4\% | +0.8\% |

## Europe

Business machines

$\underline{\underline{193,422}}$| 210,178 |
| :--- |
|  |
|  |
| 855,700 |$\underline{184,783} \quad 190,783 \quad 794,601 \quad+4.7 \% ~+10.2 \% \quad+7.7 \%$

Office imaging products $82,557 \quad 96,543 \quad 370,100 \quad 82,196 \quad 89,941 \quad 350,644 \quad+0.4 \% \quad+7.3 \% \quad+5.5 \%$

Computer $\begin{array}{llllllllll}\text { peripherals } & 107,902 & 109,598 & 471,000 & 99,795 & 97,897 & 431,742 & +8.1 \% & +12.0 \% & +9.1 \%\end{array}$ Business information

| products | 2,963 | 4,037 | 14,600 | 2,792 | 2,945 | 12,215 | +6.1\% | +37.1\% | +19.5\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cameras | 57,331 | 75,469 | 289,300 | 56,832 | 72,330 | 277,307 | +0.9\% | +4.3\% | +4.3\% |

Optical and other

| products | 6,583 | 4,617 | 22,500 | 5,760 | 5,079 | 21,387 | +14.3\% | -9.1\% | +5.2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 257,336 | 290,264 | 1,167,500 | 247,375 | 268,192 | 1,093,295 | +4.0\% | +8.2\% | +6.8\% |

Other areas
Business machines $\quad 58,616 \quad 62,784 \quad 253,800 \quad 51,374 \quad 57,915 \quad 227,988 \quad+14.1 \% \quad+8.4 \% \quad+11.3 \%$

Office imaging products Computer peripherals Business information products

Cameras

| 632 | 768 | 2,900 | 664 | 710 | 2,660 | -4.8\% | +8.2\% | +9.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 23,960 | 26,740 | 111,700 | 21,938 | 23,210 | 98,496 | +9.2\% | +15.2\% | +13.4\% |

Optical and other

| products | 46,638 | 46,362 | 175,300 | 38,675 | 31,098 | 138,915 | +20.6\% | +49.1\% | +26.2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 129,214 | 135,886 | 540,800 | 111,987 | 112,223 | 465,399 | +15.4\% | +21.1\% | +16.2\% |

Total
Business

| machines | 593,554 | 614,646 | 2,517,400 | 559,314 | 582,947 | 2,387,953 | +6.1\% | +5.4\% | +5.4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 275,083 | 299,117 | 1,172,400 | 269,310 | 284,938 | 1,120,972 | +2.1\% | +5.0\% | +4.6\% |

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Office
imaging products Computer peripherals $\begin{array}{lllllllll} & 292,292 & 291,108 & 1,246,200 & 260,782 & 269,890 & 1,149,914 & +12.1 \% & +7.9 \%\end{array}+8.4 \%$ Business information

| products | 26,179 | 24,421 | 98,800 | 29,222 | 28,119 | 117,067 | $-10.4 \%$ | $-13.2 \%$ | $-15.6 \%$ |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Cameras | 159,911 | 200,289 | 798,200 | 157,225 | 190,108 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |

Optical and other

| products | 89,902 | 86,698 | 334,400 | 81,513 | 77,313 | 316,821 | +10.3\% | +12.1\% | +5.5\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 843,367 | 901,633 | 3,650,000 | 798,052 | 850,368 | 3,467,853 | +5.7\% | +6.0\% | +5.3\% |

(P)=Projection

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Canon Inc.

## 2. SEGMENT INFORMATION BY PRODUCT

|  | 2005 |  |  | 2004 |  |  | (Millions of yen) Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter (P) | Year (P) | 1st quarter | 2nd quarter | Year | 1st quarter | 2nd quarter | Year |
| Business machines |  |  |  |  |  |  |  |  |  |
| Unaffiliated customers Intersegment | 593,554 | 614,646 | 2,517,400 | 559,314 | 582,947 | 2,387,953 | +6.1\% | +5.4\% | +5.4\% |


| Total sales | 593,554 | 614,646 | $2,517,400$ | 559,314 | 582,947 | $2,387,953$ | $+6.1 \%$ | $+5.4 \%$ | $+5.4 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Operating |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| profit | 140,828 | 139,672 | 600,300 | 124,594 | 124,167 | 521,084 | $+13.0 \%$ | $+12.5 \%$ |
| $\%$ of sales | $23.7 \%$ | $22.7 \%$ | $23.8 \%$ | $22.3 \%$ | $21.3 \%$ | $21.8 \%$ |  |  |

Cameras
$\begin{array}{llllllllll}\begin{array}{l}\text { Unaffiliated } \\ \text { customers }\end{array} & 159,911 & 200,289 & 798,200 & 157,225 & 190,108 & 763,079 & +1.7 \% & +5.4 \% & +4.6 \%\end{array}$
Intersegment
$\begin{array}{lllllllll}\text { Total sales } & 159,911 & 200,289 & 798,200 & 157,225 & 190,108 & 763,079 \quad+1.7 \% & +5.4 \% & +4.6 \%\end{array}$

| Operating |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| profit | 23,815 | 29,885 | 124,700 | 29,195 | 32,236 | 130,798 | $-18.4 \%$ | $-7.3 \%$ |
| $\%$ of sales | $14.9 \%$ | $14.9 \%$ | $15.6 \%$ | $18.6 \%$ | $17.0 \%$ | $-4.7 \%$ |  |  |

Optical and
other
products
Unaffiliated

| customers | 89,902 | 86,698 | 334,400 | 81,513 | 77,313 | 316,821 | $+10.3 \%$ | $+12.1 \%$ | $+5.5 \%$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Intersegment | 35,181 | 37,219 | 149,500 | 30,698 | 34,858 | 138,419 | $+14.6 \%$ | $+6.8 \%$ | $+8.0 \%$ |

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$\begin{array}{lllllllllll}\text { Total sales } & 125,083 & 123,917 & 483,900 & 112,211 & 112,171 & 455,240 & +11.5 \% & +10.5 \% & +6.3 \%\end{array}$

| Operating |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| profit | 12,679 | 10,621 | 30,700 | 11,747 | 3,412 | 28,832 | $+7.9 \%$ | $+211.3 \%$ | $+6.5 \%$ |
| $\%$ of sales | $10.1 \%$ | $8.6 \%$ | $6.3 \%$ | $10.5 \%$ | $3.0 \%$ | $6.3 \%$ |  |  |  |

Corporate
and
Eliminations
Unaffiliated customers $\begin{array}{lllllll}\text { Intersegment } & -35,181 & -37,219 & -149,500 & -30,698 & -34,858 & -138,419\end{array}$
$\begin{array}{lllllll}\text { Total sales } & -35,181 & -37,219 & -149,500 & -30,698 & -34,858 & -138,419\end{array}$

Operating $\begin{array}{lllllll}\text { profit } & -34,040 & -47,460 & -171,700 & -32,013 & -39,962 & -136,921\end{array}$

## Consolidated

Unaffiliated $\begin{array}{lllllllll}\text { customers } & 843,367 & 901,633 & 3,650,000 & 798,052 & 850,368 & 3,467,853 & +5.7 \% & +6.0 \%\end{array}+5.3 \%$ Intersegment

Total sales |  | 843,367 | 901,633 | $3,650,000$ | 798,052 | 850,368 | $3,467,853$ | $+5.7 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |$+6.0 \% \quad+5.3 \%$

Operating $\begin{array}{lrrrrrrrrr}\text { profit } & 143,282 & 132,718 & 584,000 & 133,523 & 119,853 & 543,793 & +7.3 \% & +10.7 \% & +7.4 \% \\ \% \text { of sales } & 17.0 \% & 14.7 \% & 16.0 \% & 16.7 \% & 14.1 \% & 15.7 \% & & & \end{array}$
(P)=Projection

## 3. OTHER INCOME / DEDUCTIONS

|  | 2005 |  |  | 2004 |  |  | (Millions of yen) Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter (P) | Year (P) | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | Year | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | Year |
| Interest \& dividend, net | 2,213 | 2,587 | 9,000 | 537 | 1,052 | 4,362 | +1,676 | +1,535 | +4,638 |

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| Forex gain / loss | 741 | -4,041 | -11,200 | -4,415 | -745 | -17,800 | +5,156 | -3,296 | +6,600 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity earnings / loss of affiliated |  |  |  |  |  |  |  |  |  |
| companies | 1,153 | 647 | 2,400 | 106 | 685 | 1,921 | +1,047 | -38 | +479 |
| Others, net | 2,062 | 1,638 | 8,800 | 6,111 | 3,267 | 19,840 | -4,049 | -1,629 | -11,040 |
| Total | 6,169 | 831 | 9,000 | 2,339 | 4,259 | 8,323 | +3,830 | -3,428 | +677 |

(P)=Projection

- S2 -


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Canon Inc.

## 4. SALES COMPOSITION BY PRODUCT

|  | 2005 |  |  | 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter }(\mathbf{P}) \end{gathered}$ | Year( $\mathbf{P}$ ) | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | Year |
| Office imaging products |  |  |  |  |  |  |
| Monochrome copying machines | 57\% | 57\% | 57\% | 63\% | 63\% | 62\% |
| Digital* | 96\% |  |  | 92\% | 94\% | 95\% |
| Analog* | 4\% |  |  | 8\% | 6\% | 5\% |
| Color copying machines | 26\% | 27\% | 27\% | 23\% | 24\% | 24\% |
| Others | 17\% | 16\% | 16\% | 14\% | 13\% | 14\% |
| Computer peripherals |  |  |  |  |  |  |
| Laser beam printers | 73\% | 69\% | 69\% | 69\% | 71\% | 71\% |
| Inkjet printers (includes inkjet MFPs) | 25\% | 30\% | 30\% | 28\% | 27\% | 27\% |
| Others | $2 \%$ | 1\% | 1\% | 3\% | 2\% | $2 \%$ |
| Business information products |  |  |  |  |  |  |
| Personal computers | 72\% | 67\% | 67\% | 76\% | 74\% | 74\% |
| Others | 28\% | 33\% | 33\% | 24\% | 26\% | 26\% |
| Cameras |  |  |  |  |  |  |
| Film cameras / Lenses | 15\% | 15\% | 14\% | 17\% | 17\% | 16\% |
| Digital cameras | 72\% | 70\% | 71\% | 68\% | 67\% | 69\% |
| Video cameras | 13\% | 15\% | 15\% | 15\% | 16\% | 15\% |
| Optical and other products |  |  |  |  |  |  |
| Semiconductor production equipment | 69\% | 66\% | 64\% | 65\% | 64\% | 63\% |
| Others | 31\% | 34\% | 36\% | 35\% | 36\% | 37\% |
| $(\mathrm{P})=\text { Projection }$ |  |  |  |  |  |  |

* Among office-use monochrome copying machines (hardware only)


## 5. SALES GROWTH IN LOCAL CURRENCY

|  | 2005 |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter }(\mathbf{P}) \end{gathered}$ | Year(P) |
| Business machines |  |  |  |
| Japan | +6.6\% | +6.4\% | +5.7\% |
| Overseas | +7.0\% | +7.1\% | +7.0\% |
| Total | +6.9\% | +6.9\% | +6.7\% |


| Cameras |  |  |  |
| :---: | :---: | :---: | :---: |
| Japan | -1.2\% | +13.1\% | +10.4\% |
| Overseas | +2.8\% | +5.0\% | +4.7\% |
| Total | +2.1\% | +6.4\% | +5.7\% |
| Optical and other products |  |  |  |
| Japan | -7.3\% | -21.0\% | -18.8\% |
| Overseas | +20.1\% | +36.4\% | +20.1\% |
| Total | +10.1\% | +11.5\% | +5.0\% |
| Total |  |  |  |
| Japan | +3.5\% | +3.1\% | +2.8\% |
| Overseas | +7.2\% | +8.6\% | +7.4\% |
| Americas | +7.5\% | +4.0\% | +3.9\% |
| Europe | +2.6\% | +7.2\% | +6.8\% |
| Other areas | +16.7\% | +22.3\% | +17.0\% |
| Total | +6.3\% | +7.2\% | +6.3\% |
|  |  |  | rojection |
|  | - S3 - |  |  |

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Canon Inc.
6. P\&L SUMMARY (2nd Quarter 2005/Projection)

|  | 2005 | 2004 | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 2nd } \\ \text { quarter }(\mathbf{P}) \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | Change year over year |
| Net sales | 901,633 | 850,368 | +6.0\% |
| Operating profit | 132,718 | 119,853 | +10.7\% |
| Income before income taxes and minority interests | 133,549 | 124,112 | +7.6\% |
| Net income | 81,943 | 76,496 | +7.1\% |
|  |  |  | $(\mathrm{P})=$ Projection |

## 7. PROFITABILITY

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | Year(P) | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | Year |
| ROE | 16.6\% | 15.5\% | 17.8\% | 16.8\% |
| ROA | 10.4\% | 9.8\% | 10.6\% | 10.1\% |
|  |  |  |  | ojection |

## 8. IMPACT OF FOREIGN EXCHANGE RATES

(1) Exchange rates

|  |  | 2005 |  |  | (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd-4th } \\ \text { quarter }(\mathbf{P}) \end{gathered}$ | $\mathbf{Y e a r}(\mathbf{P})$ | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | Year |
| Yen/US\$ | 104.58 | 105.00 | 104.90 | 107.43 | 108.12 |
| Yen/Euro | 137.04 | 135.00 | 135.44 | 134.02 | 134.57 |
|  |  |  |  |  | rojection |

(2) Impact of foreign exchange rates on sales (Year over year)
(Billions of yen)
2005
1st $\quad \operatorname{Year}(\mathbf{P})$

|  | quarter |  |
| :---: | :---: | :---: |
| US\$ | -6.4 | -39.4 |
| Euro | +3.9 | +5.3 |
| Other currencies | +0.2 | +4.2 |
| Total | -2.3 | -29.9 |
|  |  | jection |

## (3) Impact of foreign exchange rates per yen

|  | (Billions of yen) <br> 2005 |
| :--- | :---: |
|  | 2nd-4th <br> quarter(P) |
|  |  |
| On sales | 10.0 |
| US\$ | 5.3 |
| Euro |  |
| On operating profit | 5.5 |
| US\$ | 3.9 |
| Euro | (P)=Projection |

## 9. STATEMENTS OF CASH FLOWS

|  | 2005 |  | $\begin{aligned} & \text { (Millions of yen) } \\ & 2004 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\mathbf{Y e a r}(\mathbf{P})$ | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | Year |
| Net cash provided by operating activities |  |  |  |  |
| Net income | 93,057 | 367,000 | 84,280 | 343,344 |
| Depreciation and amortization | 46,631 | 210,000 | 44,486 | 192,692 |
| Other, net | -62,999 | 58,000 | -23,703 | 25,493 |
| Total | 76,689 | 635,000 | 105,063 | 561,529 |
| Net cash used in investing activities | -97,578 | -420,000 | -49,888 | -252,967 |
| Free cash flow | -20,889 | 215,000 | 55,175 | 308,562 |
| Net cash provided by (used in) financing activities | -37,466 | -70,300 | -56,175 | -102,268 |
| Effect of exchange rate changes on cash \& cash equivalents | 7,728 | 1,100 | -5,832 | -8,818 |
| Net change in cash and cash equivalents | -50,627 | 145,800 | -6,832 | 197,476 |

Cash and cash equivalents at end of each period
(P)=Projection

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Canon Inc.

## 10. R\&D EXPENDITURE

|  | 2005 |  | (Millions of yen) 2004 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | Year(P) | 1st quarter | Year |
| Business machines | 25,012 |  | 26,044 | 120,916 |
| Cameras | 9,452 |  | 8,158 | 35,549 |
| Optical and other products | 24,705 |  | 23,326 | 118,835 |
| Total | 59,169 | 300,000 | 57,528 | 275,300 |
| \% of sales | 7.0\% | 8.2\% | 7.2\% | 7.9\% |
|  |  |  |  | Projection |

## 11. CAPITAL EXPENDITURE \& DEPRECIATION AND AMORTIZATION

|  | 2005 |  | (Millions of yen) 2004 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | Year(P) | 1st quarter | Year |
| Capital expenditure | 91,776 | 375,000 | 54,749 | 318,730 |
| Depreciation and amortization | 46,631 | 210,000 | 44,486 | 192,692 |
|  |  |  |  | Projection |

## 12. INVENTORIES

(1) Inventories

|  | 2005 | (Millions of yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 2004 |  |
|  | Mar. 31 | Dec. 31 | Difference |
| Business machines | 272,955 | 244,050 | +28,905 |
| Cameras | 99,904 | 90,620 | +9,284 |
| Optical and other products | 143,334 | 154,458 | -11,124 |
| Total | 516,193 | 489,128 | +27,065 |

(2) Inventories/Sales*

|  | $\frac{2005}{\text { Mar. } 31}$ | 2004 | (Days)Difference |
| :---: | :---: | :---: | :---: |
|  |  | Dec. 31 |  |
| Business machines | 40 | 36 | +4 |
| Cameras | 44 | 40 | +4 |
| Optical and other products | 169 | 178 | -9 |
| Total | 52 | 49 | +3 |

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

|  | 2005 | 2004 |  |
| :---: | :---: | :---: | :---: |
|  | Mar. 31 | Dec. 31 | Difference |
| Total debt / Total assets | 1.1\% | 1.1\% | 0.0\% |

## 14. OVERSEAS PRODUCTION RATIO

Overseas production ratio $\quad$| $\frac{2005}{\text { 1st quarter }}$ | $\frac{\text { 2004 }}{\text { Year }}$ |
| :--- | :--- | :--- |
| $\frac{44 \%}{4}$ | $\frac{42 \%}{4}$ |

## 15. NUMBER OF EMPLOYEES

|  | 2005 | 2004 |  |
| :---: | :---: | :---: | :---: |
|  | Mar. 31 | Dec. 31 | Difference |
| Japan | 45,601 | 46,103 | -502 |
| Overseas | 61,986 | 62,154 | -168 |
| Total | 107,587 | 108,257 | -670 |

