CANON INC Form 6-K
April 28, 2006

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FORM 6-K
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Report of Foreign Issuer
Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934
For the month of April, 2006

## 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.

Form 20-F p Form 40-F o
[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.

Yes o No p
[If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):82- $\qquad$

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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.

## CANON INC.

(Registrant)
Date April 27, 2006
By /s/ Hiroshi Kawashimo
(Signature)*
Hiroshi Kawashimo
General Manager, Finance Division
Canon Inc.
*Print the name and title of the signing officer under his signature.
The following material is included.

1. Consolidated Results For The First Quarter Ended March 31, 2006

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## CONSOLIDATED RESULTS FOR THE FIRST OUARTER ENDED MARCH 31, 2006

April 27, 2006

## CONSOLIDATED RESULTS

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

|  | Actual |  |  |  |  |  |  | Projected |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months | Three months |  |  |  | Three months |  |  |  |  |  |
|  | ended <br> March 31, 2006 <br> (Unaudited) |  | ded ch 31, 05 udited) | Change(\%) |  |  | ended <br> March 31, 2006 <br> Unaudited) |  | Year ending December 31, 2006 |  | ge(\%) |
| Net sales | ¥ 923,272 | ¥ | 843,367 | + | 9.5 | \$ | 7,891,214 |  | 4,140,000 | + | 10.3 |
| Operating profit | 170,135 |  | 143,282 | + | 18.7 |  | 1,454,145 |  | 686,000 | + | 17.7 |
| Income before income taxes and |  |  |  |  |  |  |  |  |  |  |  |
| minority interests | 169,591 |  | 149,451 | + |  |  | 1,449,496 |  | 690,000 | + | 12.7 |
| Net income | $\geq 108,269$ | ¥ | 93,057 | + | 16.3 | \$ | 925,376 |  | 432,000 | + | 12.5 |

Net income per share:

- Basic
- Diluted

| $¥$ | $\mathbf{1 2 1 . 9 8}$ | $¥$ | 104.93 | + | 16.2 | $\$$ | $\mathbf{1 . 0 4}$ | $¥$ | 486.70 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\mathbf{1 2 1 . 9 2}$ |  | 104.79 | +16.3 |  | $\mathbf{1 . 0 4}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |

Actual

|  | As of <br> March 31, <br> $\mathbf{2 0 0 6}$ | As of <br> December 31, <br> 2005 |  |  | As of <br> Change(\%) | March 31, <br> 2006 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (Unaudited) |  |  |  |  |  |  |

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 JPY117 = U.S. $\$ 1$, the approximate exchange rate on the Tokyo Foreign Exchange Market as of March 31, 2006, solely for the convenience of the reader.

Canon Inc.
Headquarter office

30-2, Shimomaruko 3-chome, Ohta-ku,
Tokyo 146-8501, Japan Phone: +81-3-3758-2111

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## Operating Results and Financial Conditions

## 2006 First Quarter in Review

Looking back at the global economy in the first quarter of 2006, economic expansion was fairly steady despite worldwide concern over the economic impact of high crude oil prices and the escalating costs of raw materials. The U.S. economy continued to display growth despite anxiety over the effects of rising interest rates and climbing gasoline prices, with private sector spending and corporate capital expenditure continuing to grow. In Europe, growth in the production sector amid strong exports indicates a trend toward recovery. As for Asia, China and India continued to realize high growth and other Asian economies also enjoyed generally favorable performances. In Japan, the economy has finally emerged from its malaise and has fully entered a recovery phase, which has led to a rise in consumer spending.
As for the markets in which the Canon Group operates, within the camera segment demand for digital single-lens-reflex (SLR) cameras and compact digital cameras continued to realize healthy growth in overseas markets during the term. Within the office imaging product market, demand for network digital multifunction devices (MFDs) remained solid amid the shift toward color models and advanced functionality. For sales of computer peripherals, including printers, while demand for laser beam printers grew for color models, and a shift in demand was present from single-function printers to multifunctional models for inkjet printers, the segment suffered amid severe price competition. In the optical equipment segment, while demand for steppers, used in the production of semiconductors, has entered a recovery phase, the market for projection aligners, which are used to produce liquid crystal display (LCD) panels, declined due to restrained investment by LCD manufacturers. The average value of the yen for the quarter was $¥ 116.96$ to the U.S. dollar and $¥ 140.71$ to the euro, representing a year-on-year decrease of about $12 \%$ against the U.S. dollar, and a decrease of about 3\% against the euro.
Amid these conditions, Canon s consolidated net sales for the first quarter increased by $9.5 \%$ from the year-ago period to $¥ 923.3$ billion (U.S. $\$ 7,891$ million), boosted by a favorable rise in sales of digital cameras, color network MFDs and printers, along with the positive effect of currency exchange rates. The gross profit ratio for the quarter recorded a quarterly high level of $50.7 \%$, a year-on-year increase of 2.1 points. The increase in the gross profit ratio was mainly the result of such factors as suppressing price decline through the launch of new products, and cost reduction efforts realized through ongoing production-reform and procurement-reform activities. These absorbed the effects of escalating crude oil and raw material costs, as well as severe price competition in the consumer product market. Owing to an increase in sales and an improvement in the gross profit ratio, first-quarter gross profit increased by $14.4 \%$ to $¥ 468.5$ billion (U.S. $\$ 4,004$ million). While first-quarter R\&D expenditures grew by $¥ 8.0$ billion (U.S. $\$ 68$ million) from $¥ 59.2$ billion for the year-ago period to $¥ 67.2$ billion (U.S. $\$ 574$ million), along with the negative effect of the translation of foreign currencies, other selling, general and administrative expenses increased slightly compared with the first quarter of the previous year. Consequently, operating profit in the first quarter totaled $¥ 170.1$ billion (U.S. $\$ 1,454$ million), a substantial year-on-year increase of $18.7 \%$. Other income (deductions) declined by $¥ 6.7$ billion (U.S. $\$ 57$ million) mainly due to an increase in currency exchange losses on
foreign-currency-denominated trade receivables, despite an increase in interest income accompanying the rise in the interest rate. As a result, income before income taxes and minority interests in the first quarter totaled $¥ 169.6$ billion (U.S. $\$ 1,449$ million), a year-on-year increase of $13.5 \%$. The effective tax rate during the quarter was 1.0 point lower compared with the previous year. Consequently, first-quarter net income recorded an all-time high of $¥ 108.3$ billion (U.S. $\$ 925$ million).

Basic net income per share for the quarter was $¥ 121.98$ (U.S.\$1.04), a year-on-year increase of $¥ 17.05$ (U.S.\$0.15).

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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 toward color models in the U.S. and European markets, as well as in the domestic Japanese market. Additionally, among color network digital MFDs, the iR C3170 series, equipped with a new high-speed image-processing chip, and the iR C3220 series continued to sell well, as did the new high-speed iR C6870 series models. Among monochrome network digital MFDs, mid-level models such as the iR4570 series contributed to expanded sales, along with the iR6570, featuring energy-saving performance, while low-end models, such as the iR2020 series with enhanced networking features, also contributed to sales growth. Overall, sales of office imaging products for the quarter realized a year-on-year increase of $4.1 \%$. In the field of computer peripherals, laser beam printers enjoyed a year-on-year increase in unit sales, with color models growing more than $60 \%$ and sales of supplies also recording healthy growth. Sales in value terms also rose, increasing $11.3 \%$ despite the effect of the shift in market demand toward lower priced models. For inkjet printers, while high-speed multifunctional models, such as the PIXMA MP500, recorded a significant increase in unit sales, sales in terms of value increased only slightly due to such factors as a decline in unit sales of single-function printers and severe price competition. As a result, sales of computer peripherals for the quarter increased $8.4 \%$ year on year. Sales of business information products increased by $6.5 \%$, mainly due to growing sales of an expanded lineup of document scanners. Collectively, sales of business machines for the quarter totaled $¥ 631.2$ billion (U.S. $\$ 5,394$ million), a year-on-year increase of $6.3 \%$. Operating profit for the quarter totaled $¥ 152.2$ billion (U.S. $\$ 1,301$ million), a year-on-year increase of $8.1 \%$, supported by such factors as restrained expense spending and an increase in the gross profit accompanying the sales growth.
Within the camera segment, digital SLR cameras continued to enjoy robust growth, bolstered by particularly strong sales of the EOS DIGITAL REBEL XT and the newly introduced EOS 30D, which has also led to expanded sales of interchangeable lenses. Sales of compact-model digital cameras also continued to expand steadily, with healthy demand for the PowerShot SD600, PowerShot SD550 and PowerShot SD450 models. Accordingly, unit sales of digital cameras for the quarter recorded growth of approximately $20 \%$ from the year-ago period. In the field of digital video camcorders, newly introduced Mini DV and DVD models, including the ZR700/600/500 and the DC40, delivered strong performances. As a result, overall camera sales for the first quarter increased by $20.1 \%$ from the year-ago period to $¥ 192.1$ billion (U.S. $\$ 1,642$ million). The gross profit ratio for the camera segment also rose substantially, boosted by such factors as favorable sales in high value-added products, including newly introduced products, and cost-reduction efforts realized through production-reform and procurement-reform activities. As a result, operating profit for the camera segment increased by $84.9 \%$ year on year to $¥ 44.0$ billion (U.S. $\$ 376$ million). In the optical and other products segment, while steppers, used in the production of semiconductors, have entered a recovery phase, sales of aligners, used to produce LCD, decreased substantially due to restrained investment by LCD manufacturers. The subsidiary that the company acquired last year contributed with significant sales growth and, as a result, first-quarter sales for the segment totaled $¥ 100.0$ billion (U.S. $\$ 855$ million), a year-on-year increase of $11.3 \%$. Operating profit for the segment grew year-on-year by $14.6 \%$ to $¥ 14.5$ billion (U.S. $\$ 124$ million), boosted by an increase in the gross profit accompanying the increase in sales.

## Cash Flow

In the first quarter of 2006 , Canon maintained cash flow from operating activities of $¥ 114.9$ billion (U.S. $\$ 982$ million), a year-on-year increase of $¥ 38.2$ billion (U.S. $\$ 327$ million), reflecting the substantial growth in sales and increased cash proceeds from sales, combined with an increase in net income and depreciation expenses. Capital expenditure totaled $¥ 109.8$ billion (U.S. $\$ 939$ 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 $¥ 124.1$ billion (U.S. $\$ 1,060$ million). As a result, free cash flow, or cash flow from operating activities minus cash flow from investing activities, totaled negative $¥ 9.2$ billion (U.S. $\$ 78$ million) mainly due to corporate tax payments. Although negative, first-quarter free cash flow improved by $¥ 11.7$ billion (U.S. $\$ 100$ million) from $¥ 20.9$ billion for the year-ago period.
Cash flow from financing activities recorded an outlay of $¥ 56.4$ billion (U.S. $\$ 482$ million), mainly resulting from the dividend payout of $¥ 59.9$ billion (U.S. $\$ 512$ million), an increase of $¥ 24.4$ billion (U.S. $\$ 209$ million) over the previous year. Consequently, cash and cash equivalents, which totaled $¥ 937.4$ billion (U.S. $\$ 8,012$ million), although
representing a $¥ 67.6$ billion (U.S. $\$ 578$ million) decrease from the end of the previous year, remained at a high level.
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## Outlook

As for the outlook for the global economy in the second quarter and thereafter, although there are concerns due to such factors as the increasing prices of crude oil and raw materials, as well as rising interest rates in the U.S. and Japan, 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 primarily in overseas markets. As for network digital MFDs and laser beam printers, while additional demand is projected for full-color models, severe price competition and shifting demand toward lower-priced models are expected to continue. Within the semiconductor-production equipment market, demand for steppers indicates a trend toward moderate recovery, supported by increased investment by chip manufacturers. In the market for projection aligners used in the production of LCD panels, demand is expected to decline due to restrained investment by LCD manufacturers.
The company has revised upward its forecasts for the 2006 fiscal year and now anticipates consolidated net sales of $¥ 4,140.0$ billion (U.S. $\$ 35,385$ million), consolidated income before income taxes and minority interests of $¥ 690.0$ billion (U.S. $\$ 5,897$ million), and consolidated net income of $¥ 432.0$ billion (U.S. $\$ 3,692$ million). The company also projects non-consolidated net sales of $¥ 2,700.0$ billion (U.S. $\$ 23,077$ million), non-consolidated ordinary profit of $¥ 489.0$ billion (U.S. $\$ 4,179$ million), and non-consolidated net income of $¥ 313.0$ billion (U.S. $\$ 2,675$ million). Although uncertainty surrounds several factors that could affect currency exchange rates, significant changes in rates are not anticipated. These forecasts assume currency exchange rates of $¥ 117$ to the U.S. dollar and $¥ 138$ to the euro, representing an approximately $4 \%$ depreciation of the yen against the U.S. dollar, and the same level against the euro compared with previous year.

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## Consolidated Outlook

1st Half
Net sales
Income before income taxes
and minority interests
Net income

## Fiscal year

Millions of yen

Six months ending
June 30, 2006
Change
Previous
Outlook Revised Outlook

| (A) |  | $(B)$ |
| :---: | :---: | :--- |
| $¥ 1,910,000$ | $¥$ | $1,960,000$ |

$(\mathrm{B}-\mathrm{A})$
$¥ \quad 50,000$
303,000 323,000

$$
20,000
$$

$$
187,000 \quad 201,000
$$

Millions of yen Year ending

December 31, 2006
Change
Previous
Outlook Revised Outlook

| (A) |  | $(\mathrm{B})$ |
| :---: | :---: | :--- |
| $¥ 4,060,000$ | $¥$ | $4,140,000$ |
|  |  |  |
| 665,000 |  | 690,000 |
| 415,000 |  | 432,000 |

(B-A)
$¥ \quad 80,000$

25,000
17,000

Six months ended June 30, 2005

Change
(\%)

| Results (C) | $(\mathrm{B} / \mathrm{C})$ |
| ---: | :--- | :--- |
| $¥ 1,755,840$ | $+\quad 11.6 \%$ |
|  |  |
| 283,733 | $+\quad 13.8 \%$ |
| 175,268 | $+\quad 14.7 \%$ |

Net sales
Income before income taxes and minority interests
Net income
-

Non-consolidated Outlook
1st Half

Net sales
Ordinary profit
Net income

Millions of yen
Six months ending

June 30, 2006
Previous
Outlook Revised Outlook

| (A) |  | (B) | $(\mathrm{B}-\mathrm{A})$ |  |
| :---: | ---: | ---: | ---: | ---: |
| $¥ 1,210,000$ | $¥$ | $1,245,000$ | $¥$ | 35,000 |
| 220,000 |  | 232,000 |  | 12,000 |
| 143,000 |  | 146,000 |  | 3,000 |


| Six months |  |
| :---: | :---: |
| ended |  |
| June 30, | Change |
| 2005 | $(\%)$ |


| Results (C) | (B / C) |  |
| ---: | :--- | ---: |
| $¥ 1,158,478$ | + | $7.5 \%$ |
| 210,125 | + | $10.4 \%$ |
| 137,938 | + | $5.8 \%$ |

Fiscal year
Millions of yen
Year ending
December 31, 2006
Previous Revised Outlook Outlook (B)

|  | Year ended |  |
| :---: | :---: | :---: |
|  | December | Change |
| Change | 31,2005 | $(\%)$ |
| (B - A) | Results (C) | $($ B / C) |

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| Net sales | $¥ 2,660,000$ | $¥$ | $2,700,000$ | $¥$ | 40,000 | $¥ 2,481,481$ | + | $8.8 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ordinary profit | 475,000 |  | 489,000 |  | 14,000 | 440,711 | + | $11.0 \%$ |
| Net income | 307,000 |  | 313,000 |  | 6,000 | 289,294 | + | $8.2 \%$ |

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 |  |  |  |  | Thousands of U.S. dollars <br> Three months ended March 31, 2006 <br> (Unaudited) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended March 31, 2006 (Unaudited) | Three months ended March 31, 2005 <br> (Unaudited) |  | Change (\%) |  |  |  |
| Net sales | ¥ 923,272 | ¥ | 843,367 | + | 9.5 | \$ | 7,891,214 |
| Cost of sales | 454,754 |  | 433,703 |  |  |  | 3,886,787 |
| Gross profit | 468,518 |  | 409,664 | + | 14.4 |  | 4,004,427 |
| Selling, general and administrative expenses | 298,383 |  | 266,382 |  |  |  | 2,550,282 |
| Operating profit | 170,135 |  | 143,282 | + | 18.7 |  | 1,454,145 |
| Other income (deductions): |  |  |  |  |  |  |  |
| Interest and dividend income | 4,988 |  | 2,681 |  |  |  | 42,632 |
| Interest expense | (381) |  | (468) |  |  |  | $(3,256)$ |
| Other, net | $(5,151)$ |  | 3,956 |  |  |  | $(44,025)$ |
|  | (544) |  | 6,169 |  |  |  | $(4,649)$ |
| Income before income taxes and minority interests | 169,591 |  | 149,451 | + | 13.5 |  | 1,449,496 |
| Income taxes | 57,829 |  | 52,394 |  |  |  | 494,265 |
| Income before minority interests | 111,762 |  | 97,057 |  |  |  | 955,231 |
| Minority interests | 3,493 |  | 4,000 |  |  |  | 29,855 |
| Net income | ¥ 108,269 | $¥$ | 93,057 | + | 16.3 | \$ | 925,376 |

Notes: 1. Research and development expenses included in selling, general and administrative expenses for the three months ended March 31, 2006 and 2005 were JPY67, 150 million (U.S. $\$ 573,932$ thousand) and JPY59,169 million, respectively.
2. 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, 2006 and 2005 were JPY114,057 million (U.S.\$974,846 thousand) and JPY102,525 million, respectively.

## 2. DETAILS OF SALES

| Millions of yen | Thousands of |
| :--- | :---: |
| Three |  |
| months | Three months |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales by product | $\begin{gathered} \text { ended } \\ \text { March } \\ \text { 31, 2006 } \\ \text { (Unaudited) } \end{gathered}$ | ended <br> March 31, 2005 <br> (Unaudited) |  | Change (\%) |  | ended <br> March 31, 2006 <br> (Unaudited) |  |
| Business machines: |  |  |  |  |  |  |  |
| Office imaging products | ¥ 286,488 | $¥$ | 275,083 | + | 4.1 | \$ | 2,448,615 |
| Computer peripherals | 316,796 |  | 292,292 | + | 8.4 |  | 2,707,658 |
| Business information products | 27,869 |  | 26,179 | + | 6.5 |  | 238,197 |
|  | 631,153 |  | 593,554 | + | 6.3 |  | 5,394,470 |
| Cameras | 192,061 |  | 159,911 | + | 20.1 |  | 1,641,547 |
| Optical and other products | 100,058 |  | 89,902 | + | 11.3 |  | 855,197 |
| Total | ¥ 923,272 | $¥$ | 843,367 | + | 9.5 | \$ | 7,891,214 |
|  | Millions of yen |  |  |  |  | Thousands of U.S. dollars |  |
|  | Three <br> months <br> ended |  | months <br> nded |  |  |  | ee months ended |
| Sales by region | $\begin{gathered} \text { March } \\ \text { 31, 2006 } \\ \text { (Unaudited) } \end{gathered}$ |  | ch 31, 005 udited) | Ch | (\%) |  | arch 31, <br> 2006 <br> naudited) |
| Japan | ¥ 213,694 | ¥ | 208,094 | + | 2.7 | \$ | 1,826,444 |
| Overseas: |  |  |  |  |  |  |  |
| Americas | 285,067 |  | 248,723 | + | 14.6 |  | 2,436,470 |
| Europe | 281,621 |  | 257,336 | $+$ | 9.4 |  | 2,407,017 |
| Other areas | 142,890 |  | 129,214 | + | 10.6 |  | 1,221,283 |
|  | 709,578 |  | 635,273 | + | 11.7 |  | 6,064,770 |
| Total | ¥ 923,272 | $¥$ | 843,367 | + | 9.5 | \$ | 7,891,214 |

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 / Document scanners / Personal information products / etc.
Cameras: 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 Areas: Asian regions, China, Oceania

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CANON INC. AND SUBSIDIARIES
CONSOLIDATED
3. SEGMENT INFORMATION BY PRODUCT

|  | Millions of yen |  |  |  |  | Thousands of U.S. dollars <br> Three months ended March 31, 2006 <br> (Unaudited) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended March 31, 2006 (Unaudited) | Three months ended March 31, 2005 <br> (Unaudited) |  | Change (\%) |  |  |  |
| Business Machines |  |  |  |  |  |  | Net sales: |
| Unaffiliated customers Intersegment | ¥ 631,153 | $¥$ | 593,554 | + | 6.3 | \$ | 5,394,470 |
| Total | 631,153 |  | 593,554 | + | 6.3 |  | 5,394,470 |
| Operating cost and expenses | 478,985 |  | 452,726 | + | 5.8 |  | 4,093,889 |
| Operating profit | 152,168 |  | 140,828 | + | 8.1 |  | 1,300,581 |
| Cameras |  |  |  |  |  |  |  |
| Net sales: |  |  |  |  |  |  |  |
| Unaffiliated customers | ¥ 192,061 | $¥$ | 159,911 | + | 20.1 | \$ | 1,641,547 |
| Intersegment |  |  |  |  |  |  |  |
| Total | 192,061 |  | 159,911 | + | 20.1 |  | 1,641,547 |
| Operating cost and expenses | 148,022 |  | 136,096 | + | 8.8 |  | 1,265,145 |
| Operating profit | 44,039 |  | 23,815 | + | 84.9 |  | 376,402 |

Optical and other products
Net sales:

| Unaffiliated customers | $\mathbf{¥ 1 0 0 , 0 5 8}$ | $¥$ | 89,902 | + | 11.3 | $\mathbf{\$}$ | $\mathbf{8 5 5 , 1 9 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Intersegment | $\mathbf{4 1 , 3 9 7}$ |  | 35,181 | + | 17.7 | $\mathbf{3 5 3 , 8 2 0}$ |  |
| Total | $\mathbf{1 4 1 , 4 5 5}$ |  | 125,083 | + | 13.1 | $\mathbf{1 , 2 0 9 , 0 1 7}$ |  |
| Operating cost and expenses | $\mathbf{1 2 6 , 9 2 9}$ |  | 112,404 | + | 12.9 | $\mathbf{1 , 0 8 4 , 8 6 3}$ |  |
| Operating profit | $\mathbf{1 4 , 5 2 6}$ |  | 12,679 | + | 14.6 | $\mathbf{1 2 4 , 1 5 4}$ |  |

Corporate and Eliminations
Net sales:
Unaffiliated customers
¥
¥
\$
Intersegment
$(41,397)$
$(35,181)$
(353,820)

| Total | $(41,397)$ |  | $(35,181)$ |  |  |  | $(353,820)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating cost and expenses | (799) |  | $(1,141)$ |  |  |  | (6,828) |
| Operating profit | $(40,598)$ |  | $(34,040)$ |  |  |  | (346,992) |
| Consolidated Net sales: |  |  |  |  |  |  |  |
| Unaffiliated customers Intersegment | ¥ 923,272 | $¥$ | 843,367 | + | 9.5 | \$ | 7,891,214 |
| Total | 923,272 |  | 843,367 | + | 9.5 |  | 7,891,214 |
| Operating cost and expenses | 753,137 |  | 700,085 | + | 7.6 |  | 6,437,069 |
| Operating profit | 170,135 |  | 143,282 | + | 18.7 |  | 1,454,145 |

Note: General corporate expenses of JPY40,510 million (U.S.\$346,239 thousand) and JPY34,039 million in the three months ended March 31, 2006 and 2005, respectively, are included in Corporate and Eliminations.

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CANON INC. AND SUBSIDIARIES

## 4. CONSOLIDATED BALANCE SHEETS

## ASSETS

Current assets:
Cash and cash equivalents
Marketable securities
Trade receivables, net
Inventories
Prepaid expenses and other current assets
Total current assets
Noncurrent receivables
Investments
Property, plant and equipment, net
Other assets

Total assets

|  | Millions of yen |
| :---: | :---: |
| As of | As of |
|  | December |
| March 31, | 31, |
| 2006 | 2005 |
| (Unaudited) |  |

Thousands of U.S. dollars As of

March 31, Change 2006
(Unaudited)


| LIABILITIES AND STOCKHOLDERS EQUITY Current liabilities: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term loans and current portion of long-term debt | ¥ | 4,483 | $¥$ | 5,059 | ¥ | (576) | \$ | 38,316 |
| Trade payables |  | 469,593 |  | 505,126 |  | $(35,533)$ |  | 4,013,615 |
| Income taxes |  | 62,697 |  | 110,844 |  | $(48,147)$ |  | 535,872 |
| Accrued expenses |  | 245,927 |  | 248,205 |  | $(2,278)$ |  | 2,101,940 |
| Other current liabilities |  | 173,989 |  | 209,394 |  | $(35,405)$ |  | 1,487,086 |
| Total current liabilities |  | 956,689 |  | 1,078,628 |  | $(121,939)$ |  | 8,176,829 |
| Long-term debt, excluding current installments |  | 26,525 |  | 27,082 |  | (557) |  | 226,709 |
| Accrued pension and severance cost |  | 73,197 |  | 80,430 |  | $(7,233)$ |  | 625,615 |
| Other noncurrent liabilities |  | 52,014 |  | 52,395 |  | (381) |  | 444,565 |
| Total liabilities |  | 1,108,425 |  | 1,238,535 |  | $(130,110)$ |  | 9,473,718 |
| Minority interests |  | 209,278 |  | 200,336 |  | 8,942 |  | 1,788,701 |
| Stockholders equity: |  |  |  |  |  |  |  |  |
| Common stock |  | 174,446 |  | 174,438 |  | 8 |  | 1,490,991 |
| Additional paid-in capital |  | 403,258 |  | 403,246 |  | 12 |  | 3,446,650 |
| Retained earnings |  | 2,108,977 |  | 2,060,620 |  | 48,357 |  | 18,025,444 |



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CANON INC. AND SUBSIDIARIES
CONSOLIDATED

## 5. CONSOLIDATED STATEMENTS OF CASH FLOWS

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation and amortization
Loss on disposal of property, plant and equipment
Deferred income taxes
Decrease in trade receivables
Increase in inventories
Decrease in trade payables

53,331

Millions of yen
Three months ended March 31, 2006 (Unaudited) $¥ \mathbf{1 0 8 , 2 6 9} \quad ¥ \quad 93,057 \quad \$ \quad 925,376$ U.S. dollars

Three months ended
March 31, 2006
(Unaudited)

Thousands of

455,821
45,393
8,949
730,872
$(268,342)$
$(192,333)$
$(406,573)$
$(24,214)$
$(64,299)$
$(228,607)$
982,043
$(938,709)$
$(\mathbf{1 0 9 , 8 2 9}) \quad(96,360)$
38,949
$(44,915)$
8,581
$(56,034)$
$(68,205)$
$(1,060,333)$

Cash flows from financing activities:
Proceeds from issuance of long-term deb
Repayments of long-term debt
Increase (decrease) in short-term loans
Dividends paid
Other, net
Net cash used in financing activities
$(56,434)$
$(37,466)$
4,744
$(18,120)$
(581)
$(512,068)$
43,683
$(482,342)$
$(1,992)$
7,728
$(17,026)$

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Effect of exchange rate changes on cash and cash equivalents

| Net decrease in cash and cash equivalents | $(\mathbf{6 7 , 5 8 6})$ |  | $(50,627)$ | $(\mathbf{5 7 7 , 6 5 8})$ |
| :--- | ---: | :--- | ---: | :--- |
| Cash and cash equivalents at beginning of period | $\mathbf{1 , 0 0 4 , 9 5 3}$ |  | 887,774 | $\mathbf{8 , 5 8 9 , 3 4 2}$ |
| Cash and cash equivalents at end of period | $\mathbf{y ~ 9 3 7 , 3 6 7}$ | $¥$ | 837,147 | $\mathbf{\$}$ |
| $\mathbf{8 , 0 1 1 , 6 8 4}$ |  |  |  |  |

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## CANON INC. AND SUBSIDIARIES

## 6. BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES

(1) NUMBER OF GROUP COMPANIES

|  | March 31, | December 31, |  |
| :--- | ---: | ---: | ---: |
|  | 2006 | 2005 | Change |
| Subsidiaries | 217 | 200 | 17 |
| Affiliates | 13 | 13 |  |
| Total | 230 |  | 213 |

## CHANGES IN GROUP OF ENTITIES

Subsidiaries
Addition: 19 companies
Removal:
2 companies
(2) SIGNIFICANT ACCOUNTING POLICIES

The accompanying consolidated financial statements reflect the adjustments which management believes are necessary to conform them with U.S. generally accepted accounting principles, 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 statements of income, the consolidated balance sheets and the consolidated statements of cash flows as of and for the three months ended March 31, 2006 based upon 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, 2006 SUPPLEMENTARY REPORT TABLE OF CONTENTS

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This document contains forward-looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management $s$ views and assumptions formed by available information. All statements other than statements of historical fact are statements that could be considered forward-looking statements. When used in this document, words such as anticipate, believe, estimate, expect, intend, may, 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.

1. SALES BY REGION AND PRODUCT
(Millions of yen)

|  | 2006 |  |  | 2005 |  |  | Change year over year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter <br> (P) | Year <br> (P) | $\begin{gathered} 1 \text { st } \\ \text { quarter } \end{gathered}$ | 2nd quarter | Year | $\begin{gathered} 1 \mathrm{st} \\ \text { quarter } \end{gathered}$ | 2nd quarter | Year |
| Japan |  |  |  |  |  |  |  |  |  |
| Business machines | 147,297 | 161,703 | 636,200 | 153,968 | 150,541 | 612,832 | -4.3\% | +7.4\% | +3.8\% |
| Office imaging products | 90,216 | 94,684 | 377,600 | 95,563 | 89,981 | 357,689 | -5.6\% | +5.2\% | +5.6\% |
| Computer peripherals | 37,954 | 45,546 | 188,300 | 39,377 | 43,532 | 183,727 | -3.6\% | +4.6\% | +2.5\% |
| Business information |  |  |  |  |  |  |  |  |  |
| products | 19,127 | 21,473 | 70,300 | 19,028 | 17,028 | 71,416 | +0.5\% | +26.1\% | -1.6\% |
| Cameras | 27,798 | 35,102 | 136,800 | 26,583 | 31,416 | 127,886 | +4.6\% | +11.7\% | +7.0\% |
| Optical and other |  |  |  |  |  |  |  |  |  |
| products | 38,599 | 49,001 | 181,500 | 27,543 | 26,067 | 115,487 | +40.1\% | +88.0\% | +57.2\% |
| Total | 213,694 | 245,806 | 954,500 | 208,094 | 208,024 | 856,205 | +2.7\% | +18.2\% | +11.5\% |

## Overseas

Business
machines $\quad 483,856 \quad 511,944 \quad 2,098,100 \quad 439,586 \quad 452,936 \quad 1,889,569 \quad+10.1 \% \quad+13.0 \% \quad+11.0 \%$
Office imaging $\begin{array}{llllllllll}\text { products } & 196,272 & 219,028 & 861,700 & 179,520 & 202,735 & 795,551 & +9.3 \% & +8.0 \% & +8.3 \%\end{array}$ Computer peripherals Business information

| products | 8,742 | 8,658 | 36,200 | 7,151 | 8,288 | 32,839 | $+22.2 \%$ | $+4.5 \%$ | $+10.2 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Cameras | 164,263 | 216,637 | 843,400 | 133,328 | 187,825 | 751,300 | $+23.2 \%$ | $+15.3 \%$ | $+12.3 \%$ | Optical and other


| products | 61,459 | 62,341 | 244,000 | 62,359 | 63,688 | 257,117 | $-1.4 \%$ | $-2.1 \%$ | $-5.1 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | 709,578 | 790,922 | $3,185,500$ | 635,273 | 704,449 | $2,897,986$ | $+11.7 \%$ | $+12.3 \%$ | $+9.9 \%$ |

Americas
Business machines $207,570 \quad 214,130 \quad 888,200 \quad 187,548 \quad 187,418 \quad 795,268 \quad+10.7 \% \quad+14.3 \% \quad+11.7 \%$ Office imaging products $\quad 87,979 \quad 98,121 \quad 386,600 \quad 76,866 \quad 88,903 \quad 353,384+14.5 \% \quad+10.4 \% \quad+9.4 \%$

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Computer peripherals $115,138 \quad 112,162 \quad 484,000 \quad 107,126 \quad 94,660 \quad 425,877 \quad+7.5 \% \quad+18.5 \% \quad+13.6 \%$ Business information $\begin{array}{lrrrrrrrrr}\text { products } & 4,453 & 3,847 & 17,600 & 3,556 & 3,855 & 16,007 & +25.2 \% & -0.2 \% & +10.0 \% \\ \text { Cameras } & 64,672 & 86,828 & 352,300 & 52,037 & 72,528 & 308,667 & +24.3 \% & +19.7 \% & +14.1 \% \\ \begin{array}{l}\text { Optical and } \\ \text { other }\end{array} & & & & & & & & & \\ \text { products }\end{array}$

## Europe

Business machines $208,852 \quad 225,948 \quad 920,900 \quad 193,422 \quad 204,604 \quad 838,081 \quad+8.0 \% \quad+10.4 \% \quad+9.9 \%$ Office imaging

| products | 86,223 | 95,877 | 377,700 | 82,557 | 93,515 | 357,188 | $+4.4 \%$ | $+2.5 \%$ | $+5.7 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Computer |  |  |  |  |  |  |  |  |  |
| peripherals | 119,009 | 126,191 | 528,000 | 107,902 | 107,498 | 466,965 | $+10.3 \%$ | $+17.4 \%$ | $+13.1 \%$ |
| Business <br> information |  |  |  |  |  |  |  |  |  |
| products | 3,620 | 3,880 | 15,200 | 2,963 | 3,591 | 13,928 | $+22.2 \%$ | $+8.0 \%$ | $+9.1 \%$ |
| Cameras | 64,647 | 89,753 | 327,900 | 57,331 | 84,502 | 316,769 | $+12.8 \%$ | $+6.2 \%$ | $+3.5 \%$ | Optical and other


| products | 8,122 | 7,478 | 34,000 | 6,583 | 5,224 | 26,408 | $+23.4 \%$ | $+43.1 \%$ | $+28.7 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | 281,621 | 323,179 | $1,282,800$ | 257,336 | 294,330 | $1,181,258$ | $+9.4 \%$ | $+9.8 \%$ | $+8.6 \%$ |

## Other areas

Business

| machines | 67,434 | 71,866 | 289,000 | 58,616 | 60,914 | 256,220 | $+15.0 \%$ | $+18.0 \%$ | $+12.8 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Office <br> imaging |  |  |  |  |  |  |  |  |  |
| products | 22,070 | 25,030 | 97,400 | 20,097 | 20,317 | 84,979 | $+9.8 \%$ | $+23.2 \%$ | $+14.6 \%$ |
| Computer | 44,695 | 45,905 | 188,200 | 37,887 | 39,755 | 168,337 | $+18.0 \%$ | $+15.5 \%$ | $+11.8 \%$ |
| peripherals <br> Business <br> information |  |  |  |  |  |  |  |  |  |
| products | 669 | 931 | 3,400 | 632 | 842 | 2,904 | $+5.9 \%$ | $+10.6 \%$ | $+17.1 \%$ |
| Cameras | 34,944 | 40,056 | 163,200 | 23,960 | 30,795 | 125,864 | $+45.8 \%$ | $+30.1 \%$ | $+29.7 \%$ |
| Optical and <br> other <br> products | 40,512 | 39,588 | 147,100 | 46,638 | 49,007 | 188,694 | $-13.1 \%$ | $-19.2 \%$ | $-22.0 \%$ |
| Total | 142,890 | 151,510 | 599,300 | 129,214 | 140,716 | 570,778 | $+10.6 \%$ | $+7.7 \%$ | $+5.0 \%$ |

## Total

Business machines $\quad 631,153 \quad 673,647 \quad 2,734,300 \quad 593,554 \quad 603,477 \quad 2,502,401 \quad+6.3 \% \quad+11.6 \% \quad+9.3 \%$

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Office imaging

| products | 286,488 | 313,712 | $1,239,300$ | 275,083 | 292,716 | $1,153,240$ | $+4.1 \%$ | $+7.2 \%$ | $+7.5 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Computer <br> peripherals | 316,796 | 329,804 | $1,388,500$ | 292,292 | 285,445 | $1,244,906$ | $+8.4 \%$ | $+15.5 \%$ | $+11.5 \%$ | Business

information

| products | 27,869 | 30,131 | 106,500 | 26,179 | 25,316 | 104,255 | $+6.5 \%$ | $+19.0 \%$ | $+2.2 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Cameras | 192,061 | 251,739 | 980,200 | 159,911 | 219,241 | 879,186 | $+20.1 \%$ | $+14.8 \%$ | $+11.5 \%$ |

Cameras
$192,061 \quad 251,739 \quad 980,200 \quad 159,911$
Optical and other

| products | 100,058 | 111,342 | 425,500 | 89,902 | 89,755 | 372,604 | $+11.3 \%$ | $+24.1 \%$ | $+14.2 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | 923,272 | $1,036,728$ | $4,140,000$ | 843,367 | 912,473 | $3,754,191$ | $+9.5 \%$ | $+13.6 \%$ | $+10.3 \%$ |

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Canon Inc.
2. SEGMENT INFORMATION BY PRODUCT
(Millions of yen)

|  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1st quarter | 2nd quarter | Year | 1st quarter 2nd quarter |  |
|  | (P) | (P) |  | Year |


| Change year over year |  |  |
| :---: | :---: | :---: |
| 1 st | 2 nd | Year |
| quarter | quarter |  |

## Business

machines
Unaffiliated $\begin{array}{llllllllll}\text { customers } & 631,153 & 673,647 & 2,734,300 & 593,554 & 603,477 & 2,502,401 & +6.3 \% & +11.6 \% & +9.3 \%\end{array}$ Intersegment

Total sales $631,153 \quad 673,647 \quad 2,734,300 \quad 593,554 \quad 603,477 \quad 2,502,401 \quad+6.3 \% \quad+11.6 \% \quad+9.3 \%$
Operating $\begin{array}{lrrrrrrrrr}\text { profit } & 152,168 & 141,732 & 619,800 & 140,828 & 118,625 & 542,028 & +8.1 \% & +19.5 \% & +14.3 \% \\ \% \text { of sales } & 24.1 \% & 21.0 \% & 22.7 \% & 23.7 \% & 19.7 \% & 21.7 \% & & & \end{array}$

## Cameras

Unaffiliated $\begin{array}{llllllllll}\text { customers } & 192,061 & 251,739 & 980,200 & 159,911 & 219,241 & 879,186 & +20.1 \% & +14.8 \% & +11.5 \%\end{array}$ Intersegment
Total sales $192,061 \quad 251,739 \quad 980,200 \quad 159,911 \quad 219,241 \quad 879,186 \quad+20.1 \% \quad+14.8 \% \quad+11.5 \%$

| Operating |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| profit | 44,039 | 46,461 | 211,100 | 23,815 | 38,039 | 173,706 | $+84.9 \%$ | $+22.1 \%$ | $+21.5 \%$ |
| $\%$ of sales | $22.9 \%$ | $18.5 \%$ | $21.5 \%$ | $14.9 \%$ | $17.4 \%$ | $19.8 \%$ |  |  |  |

Optical and
other
products

| Unaffiliated |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| customers | 100,058 | 111,342 | 425,500 | 89,902 | 89,755 | 372,604 | $+11.3 \%$ | $+24.1 \%$ | $+14.2 \%$ |
| Intersegment | 41,397 | 42,603 | 170,000 | 35,181 | 36,637 | 158,114 | $+17.7 \%$ | $+16.3 \%$ | $+7.5 \%$ |
|  |  |  |  |  |  |  |  |  |  |
| Total sales | 141,455 | 153,945 | 595,500 | 125,083 | 126,392 | 530,718 | $+13.1 \%$ | $+21.8 \%$ | $+12.2 \%$ |


| Operating |  |  |  |  |  |  |  |  |  |
| :--- | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| profit | 14,526 | 8,674 | 45,700 | 12,679 | 8,360 | 38,820 | $+14.6 \%$ | $+3.8 \%$ | $+17.7 \%$ |
| $\%$ of sales | $10.3 \%$ | $5.6 \%$ | $7.7 \%$ | $10.1 \%$ | $6.6 \%$ | $7.3 \%$ |  |  |  |

Corporate
and
Eliminations
Unaffiliated customers $\begin{array}{lllllll}\text { Intersegment } & -41,397 & -42,603 & -170,000 & -35,181 & -36,637 & -158,114\end{array}$
$\begin{array}{lllllll}\text { Total sales } & -41,397 & -42,603 & -170,000 & -35,181 & -36,637 & -158,114\end{array}$

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Operating $\begin{array}{lllllll}\text { profit } & -40,598 & -47,002 & -190,600 & -34,040 & -38,117 & -171,511\end{array}$

## Consolidated

Unaffiliated $\begin{array}{lllllllll}\text { customers } & 923,272 & 1,036,728 & 4,140,000 & 843,367 & 912,473 & 3,754,191 & +9.5 \% & +13.6 \%\end{array}+10.3 \%$ Intersegment

Total sales |  | 923,272 | $1,036,728$ | $4,140,000$ | 843,367 | 912,473 | $3,754,191$ | $+9.5 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |$+13.6 \% \quad+10.3 \%$

Operating $\begin{array}{lcccccccc}\text { profit } & 170,135 & 149,865 & 686,000 & 143,282 & 126,907 & 583,043 & +18.7 \% & +18.1 \% \\ \% \text { of sales } & 18.4 \% & 14.5 \% & 16.6 \% & 17.0 \% & 13.9 \% & 15.5 \% & & \end{array}$
(P)=Projection

## 3. OTHER INCOME / DEDUCTIONS

(Millions of yen)

|  |  | 2006 |  |  | 2005 |  | Ch | e year ov | year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter <br> (P) | Year <br> (P) | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{aligned} & \text { 2nd } \\ & \text { quarter } \end{aligned}$ | Year | $\begin{gathered} 1 \mathrm{st} \\ \text { quarter } \end{gathered}$ | $\begin{aligned} & \text { 2nd } \\ & \text { quarter } \end{aligned}$ | Year |
| Interest and dividend, net | 4,607 | 5,193 | 19,600 | 2,213 | 2,986 | 12,511 | +2,394 | +2,207 | +7,089 |
| Forex gain / loss | -8,084 | -4,616 | -24,400 | 741 | -1,639 | -3,710 | -8,825 | -2,977 | -20,690 |
| Equity earnings / loss of affiliated |  |  |  |  |  |  |  |  |  |
| companies | 1,541 | 359 | 2,800 | 1,153 | 908 | 1,646 | +388 | -549 | +1,154 |
| Other, net | 1,392 | 2,608 | 6,000 | 2,062 | 5,120 | 18,514 | -670 | -2,512 | -12,514 |
| Total | -544 | 3,544 | 4,000 | 6,169 | 7,375 | 28,961 | -6,713 | $-3,831$ | -24,961 |
| - S2- (P)=Projection |  |  |  |  |  |  |  |  |  |

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## 4. SALES COMPOSITION BY PRODUCT

|  | 2006 |  |  | 2005 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter (P) | Year (P) | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter | Year |
| Office imaging products |  |  |  |  |  |  |
| Monochrome copying machines | 53\% | 54\% | 52\% | 57\% | 56\% | 56\% |
| Color copying machines | 30\% | 30\% | 31\% | 26\% | 29\% | 28\% |
| Others | 17\% | 16\% | 17\% | 17\% | 15\% | 16\% |
| Computer peripherals |  |  |  |  |  |  |
| Laser beam printers | 75\% | 72\% | 70\% | 73\% | 71\% | 71\% |
| Inkjet printers |  |  |  |  |  |  |
| (includes inkjet MFPs) | 24\% | 27\% | 29\% | 25\% | 27\% | 27\% |
| Others | 1\% | 1\% | 1\% | 2\% | 2\% | 2\% |
| Business information products |  |  |  |  |  |  |
| Personal computers | 68\% | 72\% | 67\% | 72\% | 68\% | 69\% |
| Others | 32\% | 28\% | 33\% | 28\% | 32\% | $31 \%$ |
| Cameras |  |  |  |  |  |  |
| Film cameras / Lenses | 16\% | 15\% | 15\% | 15\% | 16\% | 17\% |
| Digital cameras | 73\% | 73\% | 73\% | 72\% | 72\% | 72\% |
| Video cameras | 11\% | 12\% | 12\% | 13\% | 12\% | 11\% |
| Optical and other products |  |  |  |  |  |  |
| Semiconductor production equipment | 52\% | 54\% | 52\% | 69\% | 66\% | 64\% |
| Others | 48\% | 46\% | 48\% | 31\% | 34\% | 36\% |

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

|  | 2006 |  |  |
| :--- | :---: | :---: | :---: |
|  | 1st <br> 2quarter | 2nd quarter <br> $(\mathrm{P})$ | Year <br> $(\mathrm{P})$ |
| Business machines |  |  |  |
| Japan | $-4.3 \%$ | $+7.4 \%$ | $+3.8 \%$ |
| Overseas | $+1.5 \%$ | $+6.5 \%$ | $+6.6 \%$ |
| Total | $0.0 \%$ | $+6.7 \%$ | $+5.9 \%$ |
| Cameras |  |  |  |
| Japan | $+4.6 \%$ | $+11.7 \%$ | $+7.0 \%$ |
| Overseas | $+14.5 \%$ | $+9.4 \%$ | $+8.6 \%$ |
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Total
Optical and other products
Japan
Overseas
Total
$+12.8 \% \quad+9.7 \% \quad+8.3 \%$

Total

| Japan | $+2.7 \%$ | $+18.2 \%$ | $+11.5 \%$ |
| :--- | :--- | :--- | ---: |
| Overseas | $+3.5 \%$ | $+6.2 \%$ | $+5.8 \%$ |
| Americas | $+2.5 \%$ | $+8.2 \%$ | $+7.7 \%$ |
| Europe | $+4.9 \%$ | $+6.6 \%$ | $+6.5 \%$ |
| Other areas | $+2.5 \%$ | $+1.5 \%$ | $+0.5 \%$ |
| Total |  |  |  |
|  | $+3.3 \%$ | $+8.9 \%$ | $+7.1 \%$ |

(P)=Projection

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## ROE

ROA

| 2006 |  | 2005 |  |
| :---: | ---: | ---: | ---: |
| 1st |  | 1st |  |
| quarter | Year (P) | quarter | Year |
| $16.5 \%$ | $15.6 \%$ | $16.6 \%$ | $16.0 \%$ |
| $10.8 \%$ | $10.1 \%$ | $10.4 \%$ | $10.1 \%$ |
|  |  | (P)=Projection |  |

## 8. IMPACT OF FOREIGN EXCHANGE RATES

(1) Exchange rates (Yen)

|  | 2006 |  |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st | 2nd-4th quarter |  | 1st |  |
|  | quarter | (P) | Year (P) | quarter | Year |
| Yen/US\$ | 116.96 | 117.00 | 116.99 | 104.58 | 110.58 |
| Yen/Euro | 140.71 | 138.00 | 138.59 | 137.04 | 137.04 |
|  |  |  |  |  | rojection |

(2) Impact of foreign exchange rates on sales (Year over year)
(Billions of yen)
2006

|  | 1 st |  |
| :--- | :---: | ---: |
|  | quarter | Year (P) |
| US\$ | +34.8 | +85.5 |
| Euro | +5.6 | +11.2 |
| Other currencies | +2.4 | +6.9 |
| Total |  | +42.8 |

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


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|  |  |  |  | Canon Inc. |
| :---: | :---: | :---: | :---: | :---: |
| 10. R\&D EXPENDITURE |  |  | (Millions of yen) |  |
|  | 2006 |  | 2005 |  |
|  | 1st quarter | Year (P) | 1st quarter | Year |
| Business machines | 25,321 |  | 25,012 | 117,219 |
| Cameras | 9,962 |  | 9,452 | 39,746 |
| Optical and other products | 31,867 |  | 24,705 | 129,511 |
| Total | 67,150 | 325,000 | 59,169 | 286,476 |
| \% of sales | 7.3\% | 7.9\% | 7.0\% | 7.6\% |
|  |  |  |  | =Projection |

## 11. CAPITAL EXPENDITURE \& DEPRECIATION AND

 AMORTIZATION|  | 2006 |  | 2005 |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 1st |  | 1st | Year |  |
|  | quarter | Year (P) | quarter | Year |  |
| Capital expenditure | 72,552 | 470,000 | 91,776 | 383,784 |  |
| Depreciation and amortization | 53,331 | 240,000 | 46,631 | 225,941 |  |
|  |  |  |  | (P) =Projection |  |
| 12. INVENTORIES |  |  |  |  |  |

(1) Inventories

|  | 2006 | 2005 |  |
| :--- | :---: | ---: | ---: |
|  | Mar.31 | Dec.31 | Difference |
| Business machines | 283,810 | 267,121 | $+16,689$ |
| Cameras | 105,676 | 88,831 | $+16,845$ |
| Optical and other products | 155,588 | 154,243 | $+1,345$ |
|  |  |  |  |
| Total | 545,074 | 510,195 | $+34,879$ |

(2) Inventories/Sales*
(Days)

|  | 2006 | 2005 |  |
| :--- | ---: | ---: | ---: |
|  | Mar.31 | Dec.31 | Difference |
| Business machines | 39 | 37 | +2 |
| Cameras | 39 | 32 | +7 |
| Optical and other products | 131 | 146 | -15 |
| Total | 49 | 47 | +2 |

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## 13. DEBT RATIO

|  | 2006 | 2005 |  |
| :--- | :---: | :---: | :---: |
| Total debt / Total assets | Mar.31 | Dec.31 | Difference |
| 14. OVERSEAS PRODUCTION RATIO | $0.8 \%$ | $0.8 \%$ | $0.0 \%$ |


|  | 2006 | 2005 |
| :---: | :---: | :---: |
| Overseas production ratio | 1st quarter | Year |
|  | $41 \%$ | $40 \%$ |

## 15. NUMBER OF EMPLOYEES

|  | 2006 | 2005 |  |
| :--- | :---: | :---: | :---: |
|  | Mar.31 | Dec.31 | Difference |
| Japan | 48,709 | 48,637 | +72 |
| Overseas | 69,219 | 66,946 | $+2,273$ |
| Total |  |  |  |
|  | 117,928 | 115,583 | $+2,345$ |


[^0]:    *Index based on the previous six months sales.

