# Canon Marketing Japan Inc.　Historical Data

## 1.Consolidated Statements of operations(Five-year Summary)

（Millions of yen）

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 (Target) |
|---|---|---|---|---|---|---|
| Net Sales | 659,218 | 657,216 | 659,432 | 646,002 | 629,313 | 641,000 |
| Gross profit | 220,884 | 223,937 | 233,536 | 233,104 | 226,007 | - |
| Gross margin | 33.5% | 34.1% | 35.4% | 36.1% | 35.9% | - |
| Operating income | 16,802 | 17,013 | 25,088 | 26,647 | 27,676 | 29,800 |
| Operating income margin | 2.5% | 2.6% | 3.8% | 4.1% | 4.4% | 4.6% |
| Ordinary income | 18,108 | 18,210 | 26,553 | 28,040 | 28,717 | 30,600 |
| Ordinary income margin | 2.7% | 2.8% | 4.0% | 4.3% | 4.6% | 4.8% |
| Net income | 10,579 | 10,168 | 16,030 | 15,670 | 18,161 | 20,000 |

＊ Starting from FY2013, some of promotion expenses that have previously been presented in selling, general and administrative expenses are deducted from net sales in order to present them on a net basis. Accordingly, figures after retrospective reclassification in accordance with such changes are presented for FY2012 and thereafter.

＊ Effective from FY2014, the Company has changed its accounting method, and it now records certain expenses that were previously included in cost of sales in selling, general and administrative expenses. To reflect this change in the presentation method, the Company has amended classification of its results for FY2013. As a result, 3.7 billion yen, which was included in cost of sales in the results for FY2013, is now included in selling, general and administrative expenses.

## 2.Consolidated Balance Sheets (Five-Year Summary)

（Millions of yen）

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---|---|---|---|---|
| Current assets | 316,608 | 324,938 | 339,596 | 347,542 | 362,141 |
| Noncurrent assets | 145,965 | 142,137 | 140,151 | 138,959 | 135,585 |
| Total assets | 462,574 | 467,076 | 479,747 | 486,502 | 497,727 |
| | | | | | |
| Current liabilities | 163,397 | 164,914 | 164,770 | 159,678 | 156,966 |
| Noncurrent liabilities | 45,088 | 45,086 | 44,623 | 49,385 | 59,841 |
| Total liabilities | 208,486 | 210,000 | 209,394 | 209,064 | 216,808 |
| Stockholder's equity | 253,855 | 255,557 | 268,082 | 275,247 | 287,571 |
| Accumulated other comprehensive income | 6 | 1,236 | 1,978 | 1,760 | (7,099) |
| Minority interests | 225 | 281 | 291 | 430 | 446 |
| Total net assets | 254,088 | 257,075 | 270,352 | 277,438 | 280,919 |
| Total liabilities and net assets | 462,574 | 467,076 | 479,747 | 486,502 | 497,727 |

## 3.Consolidated Statements of Cash Flows(Five-Year Summary)

（Millions of yen）

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---|---|---|---|---|
| Net cash provided by (used in) operating activities | 33,767 | 28,780 | 38,190 | 29,730 | 33,306 |
| Net cash provided by (used in) investing activities | (16,066) | (25,757) | (15,221) | (44,536) | (19,460) |
| Free cash flow | 17,701 | 3,023 | 22,969 | (14,806) | 13,846 |
| Net cash provided by (used in) financing activities | (11,813) | (9,105) | (4,544) | (6,224) | (6,086) |
| Cash and cash equivalents at end of year | 108,259 | 102,182 | 120,607 | 99,573 | 107,285 |

＊ Free cash flow equal net cash provided by (used in) operating activities + net cash provided by (used in) investing activities

## 4.Consolidated Segment Information(Five-Year Summary)

（Millions of yen）

| | | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 (Target) |
|---|---|---|---|---|---|---|---|
| Business Solutions | Net Sales | 330,919 | 327,263 | 330,233 | 326,870 | 334,603 | 343,000 |
| | Op. income | 6,299 | 5,535 | 8,206 | 8,991 | 12,053 | 12,300 |
| | Margin | 1.9% | 1.7% | 2.5% | 2.8% | 3.6% | 3.6% |
| IT Solutions | Net Sales | 130,999 | 142,299 | 148,750 | 141,200 | 128,799 | 132,000 |
| | Op. income | 195 | 387 | 3,163 | 4,135 | 3,981 | 4,300 |
| | Margin | 0.1% | 0.3% | 2.1% | 2.9% | 3.1% | 3.3% |
| Imaging System | Net Sales | 192,003 | 191,729 | 185,406 | 178,701 | 159,207 | 157,000 |
| | Op. income | 10,917 | 12,491 | 14,257 | 13,841 | 10,887 | 11,500 |
| | Margin | 5.7% | 6.5% | 7.7% | 7.7% | 6.8% | 7.3% |
| Industrial / Medical | Net Sales | 30,673 | 26,106 | 28,024 | 27,153 | 32,209 | 35,500 |
| | Op. income | (1,201) | (1,765) | (977) | (742) | 186 | 1,400 |
| | Margin | - | - | - | - | 0.6% | 3.9% |
| Other | Net Sales | (25,377) | (30,183) | (32,982) | (27,923) | (25,503) | (26,500) |
| | Op. income | 591 | 364 | 438 | 421 | 569 | 300 |
| Total | Net Sales | 659,218 | 657,215 | 659,432 | 646,002 | 629,313 | 641,000 |
| | Op. income | 16,823 | 17,012 | 25,087 | 26,647 | 27,676 | 29,800 |
| | Margin | 2.5% | 2.6% | 3.8% | 4.1% | 4.4% | 4.6% |

＊ Starting from FY2013, the segment name of the Consumer Imaging was changed to Imaging System. The change in the segment name entails no changes in the amounts presented.

＊ Starting from 2014, the segment name of Industrial Equipment is changed to Industrial / Medical. The change in the segment name entails no changes in the amounts presented.

＊ Starting from FY2013, some of promotion expenses that have previously been presented in selling, general and administrative expenses are deducted from net sales in order to present them on a net basis. Accordingly, figures after retrospective reclassification in accordance with such changes are presented for FY2012 and thereafter.

## 5.Financial Indicators(Five-year Summary)

| | | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---|---|---|---|---|---|
| Total number of common stock issued | (1,000shares) | 151,079 | 151,079 | 151,079 | 151,079 | 151,079 |
| EPS | (Yen) | 77.45 | 76.67 | 123.62 | 120.84 | 140.06 |
| Stock price at end of fiscal year | (Yen) | 1,235 | 1,467 | 2,048 | 1,896 | 1,966 |
| PER | (Times) | 15.95 | 19.13 | 16.57 | 15.69 | 14.00 |
| BPS | (Yen) | 1,907.5 | 1,980.22 | 2,082.60 | 2,136.22 | 2,162.96 |
| PBR | (Times) | 0.65 | 0.74 | 0.98 | 0.89 | 0.91 |
| ROE | (%) | 4.2 | 4.0 | 6.1 | 5.7 | 6.5 |
| ROA | (%) | 2.3 | 2.2 | 3.4 | 3.2 | 3.7 |
| Equity ratio | (%) | 54.9 | 55.0 | 56.3 | 56.9 | 56.4 |

Notes:

＊ 1～5.The information above is based on the summary report of consolidated financial results for each fiscal year.

＊ Total number of common stock issued has been rounded down.

＊ Total number of common stock issued includes treasury stock.

＊ EPS,BPS,ROE,ROA and equity ration have been calculated on a consolidated basis.

## 6.Number of Employees(Consolidated)

(unit : person)

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---|---|---|---|---|
| Number of employees | 18,490 | 18,409 | 18,378 | 18,101 | 17,887 |

＊ The number of employees includes senior management and all staff directly employed by the Company.