Canon Marketing Japan Inc. Historical Data

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

(Millions of yen)

	2013	2014	2015	2016	2017
Net Sales	657,216	659,432	646,002	629,314	632,189
Gross profit	223,937	233,536	233,104	226,007	223,771
Gross margin	34.1%	35.4%	36.1%	35.9%	35.4%
Operating income	17,013	25,088	26,647	27,676	30,406
Operating income margin	2.6%	3.8%	4.1%	4.4%	4.8%
Ordinary income	18,210	26,553	28,040	28,718	31,491
Ordinary income margin	2.8%	4.0%	4.3%	4.6%	5.0%
Net income	10,168	16,030	15,670	18,162	20,679

* 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)

	2013	2014	2015	2016	2017
Current assets	324,938	339,596	347,542	362,142	397,506
Noncurrent assets	142,137	140,151	138,959	135,586	113,325
Total assets	467,076	479,747	486,502	497,728	510,832
Current liabilities	164,914	164,770	159,678	156,967	157,398
Noncurrent liabilities	45,086	44,623	49,385	59,842	55,911
Total liabilities	210,000	209,394	209,064	216,808	213,310
Stockholder's equity	255,557	268,082	275,247	287,572	301,113
Accumulated other comprehensive income	1,236	1,978	1,760	(7,099)	(4,081)
Minority interests	281	291	430	447	490
Total net assets	257,075	270,352	277,438	280,919	297,522
Total liabilities and net assets	467,076	479,747	486,502	497,728	510,832

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

(Millions of yen)

	2013	2014	2015	2016	2017
Net cash provided by (used in) operating activities	28,780	38,190	29,730	33,306	28,885
Net cash provided by (used in) investing activities	(25,757)	(15,221)	(44,536)	(19,461)	7,963
Free cash flow	3,023	22,969	(14,806)	13,845	36,848
Net cash provided by (used in) financing activities	(9,105)	(4,544)	(6,224)	(6,086)	(7,145)
Cash and cash equivalents at end of year	102,182	120,607	99,573	107,286	136,979

* 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)

		2013	2014	2015	2016	2017
Business Solutions	Net Sales	327,263	330,233	326,870	334,603	338,145
	Op. income	5,535	8,206	8,991	12,053	12,238
	Margin	1.7%	2.5%	2.8%	3.6%	3.6%
IT Solutions	Net Sales	142,299	148,750	141,200	128,799	134,896
	Op. income	387	3,163	4,135	3,981	4,559
	Margin	0.3%	2.1%	2.9%	3.1%	3.4%
Imaging System	Net Sales	191,729	185,406	178,701	159,207	152,339
	Op. income	12,491	14,257	13,841	10,887	11,688
	Margin	6.5%	7.7%	7.7%	6.8%	7.7%
Industrial / Medical	Net Sales	26,106	28,024	27,153	32,209	34,308
	Op. income	(1,765)	(977)	(742)	186	1,543
	Margin	-	-	-	0.6%	4.5%
Other	Net Sales	(30,183)	(32,982)	(27,923)	(25,503)	(27,501)
	Op. income	364	438	421	569	375
Total	Net Sales	657,215	659,432	646,002	629,313	632,189
	Op. income	17,012	25,087	26,647	27,676	30,406
	Margin	2.6%	3.8%	4.1%	4.4%	4.8%

* 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 FY2014, 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)

		2013	2014	2015	2016	2017
Total number of common stock issued	(1,000shares)	151,079	151,079	151,079	151,079	151,079
EPS	(Yen)	76.67	123.62	120.84	140.06	159.48
Stock price at end of fiscal year	(Yen)	1,467	2,048	1,896	1,966	3,045
PER	(Times)	19.13	16.57	15.69	14.04	19.09
BPS	(Yen)	1,980.22	2,082.60	2,136.22	2,162.96	2,290.70
PBR	(Times)	0.74	0.98	0.89	0.91	1.33
ROE	(%)	4.0	6.1	5.7	6.5	7.2
ROA	(%)	2.2	3.4	3.2	3.7	4.1
Equity ratio	(%)	55.0	56.3	56.9	56.4	58.1

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)

	2013	2014	2015	2016	2017
Number of employees	18,409	18,378	18,101	17,887	17,647

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