# **3Q 2022 Results**

October 25, 2022 Hatsumi Hirukawa Director, Vice President



#### Canon Marketing Japan Inc.

\* The figures are rounded off to the nearest 100 million yen in this material.

\* Forward-looking statements and results forecasts presented in this material are based on the management's assumptions using currently available information and therefore contain inherent risks and uncertainties. As a consequence, due to a range of possible factors, actual results may materially differ from the forecasts. 3Q 2022 Actual (from July 1 to September 30)



### Net sales¥138.2 B(Y/Y +15.2 B, +12%)

 $\checkmark$  Net sales increased significantly due to an increase in all segments.

### Operating Income ¥10.0 B (Y/Y +3.9 B, +65%)

 $\checkmark$  Operating income increased significantly due to an increase in all segments.

Net income attributable to owners of parent



3Q 2022 Actual (from July 1 to September 30)

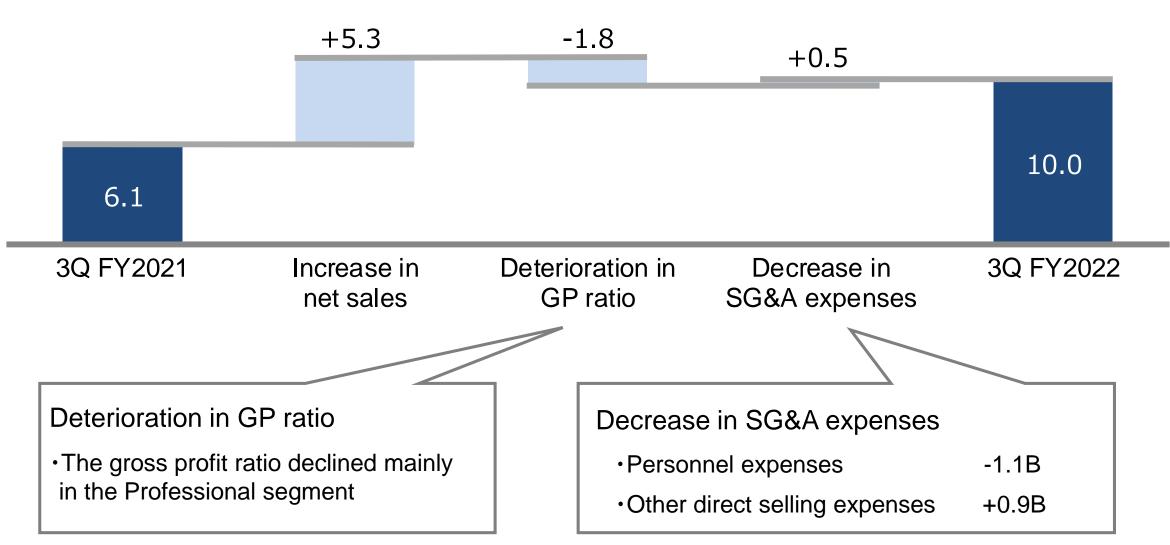


	3Q	3Q	Change	S
	2021	2022	Amount	%
Net sales	123.0	138.2	+15.2	+12%
	(35.1%)	(33.8%)	(-1.3%)	
Gross profit	43.2	46.7	+3.5	+8%
	(4.9%)	(7.3%)	(+2.3%)	
Operating income	6.1	10.0	+3.9	+65%
	(5.1%)	(7.4%)	(+2.3%)	
Ordinary income	6.3	10.2	+3.9	+62%
Net income attributable	(4.2%)	(5.3%)	(+1.0%)	
to owners of parent	5.2	7.3	+2.1	+40%

## **Op. Income Variance Analysis**

3Q 2022 Actual (from July 1 to September 30)

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3Q 2022 Actual (from July 1 to September 30)



(Billions of yen)

	3Q FY2021		3Q FY	3Q FY2022		ges	
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	
Consumers	26.7	1.7	31.2	2.9	+4.5	+1.1	
Enterprise	45.0	2.9	48.5 3.4		+3.4	+0.5	
Area	49.2	1.5	54.4	3.2	+5.2	+1.7	
Professional	6.7	0.4	9.4	1.1	+2.7	+0.7	
Other	-4.6	-0.6	-5.2	-0.6	-0.6	-0.0	
Total	123.0	6.1	138.2	10.0	+15.2	+3.9	

\* "Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

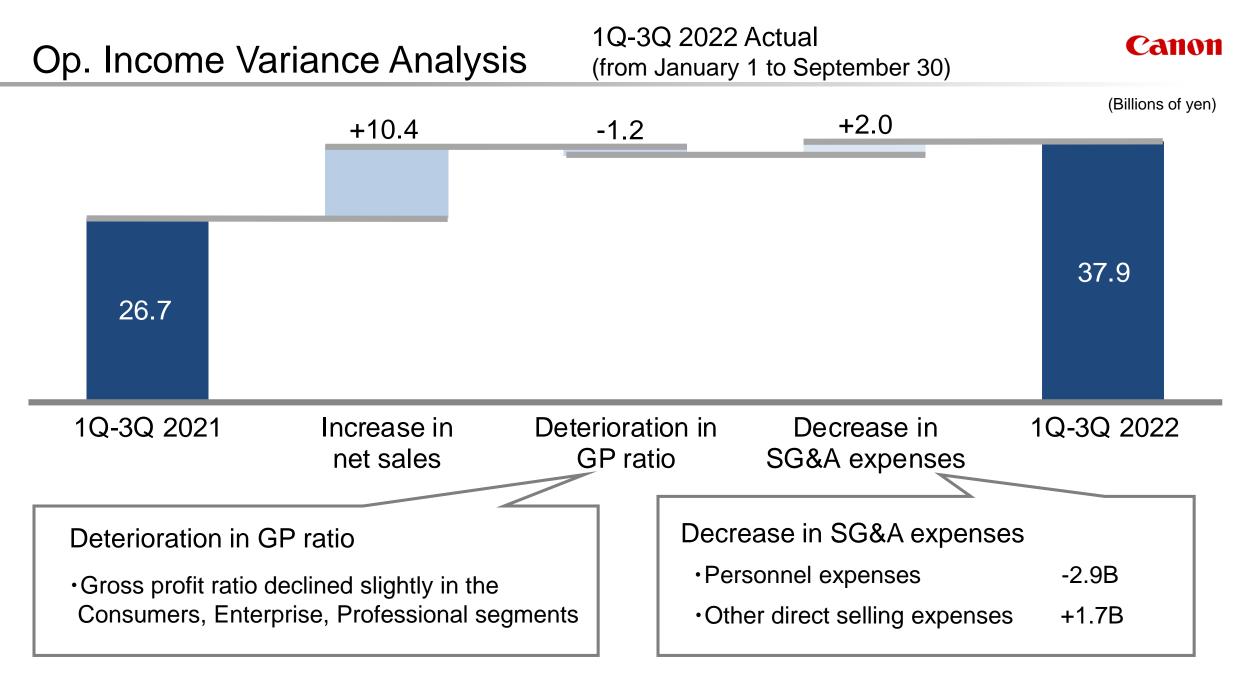
# Summary of Results

1Q-3Q 2022 Actual (from January 1 to September 30)

#### ✓ Operating income, ordinary income, and net income surpassed previous 1Q-3Q record highs. (Billions of yen)

	1Q-3Q	1Q-3Q	Change	S	
	2021	2022	Amount	%	
Net sales	398.2	428.1	+29.9	+8%	
	(34.7%)	(34.4%)	(-0.3%)		
Gross profit	138.2	147.4	+9.2	+7%	
	(6.7%)	(8.8%)	(+2.1%)		
Operating income	26.7	37.9	+11.2	+42%	
	(7.0%)	(9.0%)	(+2.0%)		
Ordinary income	27.8	38.6	+10.8	+39%	
Net income attributable	(5.1%)	(6.2%)	(+1.1%)		
to owners of parent	20.3	26.7	+6.4	+32%	

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### Segment Outline

1Q-3Q 2022 Actual (from January 1 to September 30)

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(Billions of yen)

	1Q-3Q 2021		1Q- 202		Changes		
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	
Consumers	87.9	8.4	93.9	9.5	+6.0	+1.1	
Enterprise	136.9	9.2	149.0	12.9	+12.1	+3.8	
Area	165.4	8.9	167.2	11.7	+1.8	+2.9	
Professional	22.8	2.0	33.3	5.2	+10.4	+3.2	
Other	-14.9	-1.7	-15.3	-1.5	-0.4	+0.2	
Total	398.2	26.7	428.1	37.9	+29.9	+11.2	

\* "Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

# Segment Information Consumers Segment

- Net sales increased significantly, mainly reflecting higher sales of digital interchangeable lens cameras and IT products.
- Operating income increased significantly, reflecting a rise in gross profit due to higher sales.

3Q FY2021 FY2022 Changes Net sales 26.7 31.2 +17% 2.9 1.7 +65% Op. income 6.5% 9.3% +2.7% ratio

Consumer Products, Y/Y Non-consolidated			1Q	2Q	3Q	4Q	Full Year
	Digital Interchangeable Lens Camera	Unit	+3%	+3%	+35%	-	-
	Inkjet Printer (IJP)	Unit	+6%	-0%	+5%	-	-
	IJP Cartridge	Amount	+4%	-6%	-3%	-	-

(Billions of yen)

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# Segment Information Enterprise Segment

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(Billions of yen)

- ✓ Net sales increased, mainly reflecting higher sales of IT Solutions business.
- ✓ Operating income increased significantly, reflecting a rise in gross profit due to higher sales.

3Q FY2021 FY2022 Changes 14.8 14.5 -2% Main Business Equipment, Other IT Solutions 30.3 34.0 +12% 45.0 48.5 +8% Net sales Op. income 2.9 3.4 +18% ratio 6.5% 7.1% +0.6%

[Reference] Results of main consolidated companies Canon IT Solutions Inc.

	30	2	Changes		
	2021	2021 2022		%	
Net sales	23.8	25.9	+2.1	+9%	
Op. income	2.3	2.3	-0.0	-2%	

Orders received and outstanding orders, Y/Y

#### Canon IT Solutions, Non-consolidated

		1Q	2Q	3Q	4Q	Full Year
Orders received	Amount	+14%	+19%	+30%	-	-
Outstanding orders	Amount	+33%	+34%	+46%	-	-

# Segment Information Area Segment

- Net sales increased significantly, due to a recovery of main business products supply and sales increase of IT Solutions business.
- Operating income increased significantly, reflecting a rise in gross profit due to higher sales.

	3Q						
	FY2021	FY2022	Changes				
Main Business Equipment, Other	34.4	39.2	+14%				
IT Solutions	14.8	15.2	+3%				
Net sales	49.2	54.4	+11%				
Op. income	1.5	3.2	+107%				
ratio	3.1%	5.9%	+2.7%				

(Billions of yen)

[Reference] Results of main consolidated companies Canon System & Support Inc.

	30	2	Changes		
	2021	2022	Amount	%	
Net sales	22.8	24.4	+1.6	+7%	
Op. income	1.0	1.3	+0.4	+38%	



# Segment Information Professional Segment

- Net sales increased significantly, due to an increase in all subsegments.
- Operating income increased significantly, reflecting a rise in gross profit due to higher sales.

			3Q							
		FY2021	FY2022	Changes						
	Production Printing	2.2	2.6	+20%						
	Industrial Equipment	2.8	5.0	+79%						
	Healthcare Business	1.7	1.7	+2%						
Net sales		6.7	9.4	+40%						
(	Op. income	0.4	1.1	+159%						
	ratio	6.3%	11.7%	+5.3%						

(Billions of yen)

[Reference] Results of main consolidated companies Canon Production Printing Systems Inc.

	30	2	Chan	ges
	2021	2022	Amount	%
Net sales	2.1	2.5	+0.4	+21%
Op. income	0.0	0.2	+0.1	+294%

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#### (Billions of yen)

#### By Segment

	3Q 2021		1Q-3Q	1Q-3Q	Chan	ges	Char	iges
	30 2021	3Q 2022	2021	2022	Amount	%	Amount	%
Enterprise segment	30.3	34.0	90.7	104.3	+3.7	+12%	+13.6	+15%
Area segment	14.8	15.2	47.4	48.9	+0.4	+3%	+1.5	+3%
Other	6.4	6.5	22.2	23.2	+0.0	+0%	+1.0	+5%
Total	51.5	55.6	160.2	176.4	+4.1	+8%	+16.1	+10%

#### By Product and Solution

	3Q 2021	3Q 2022	1Q-3Q	1Q-3Q	Q-3Q Changes		Changes	
	302 202 1	30 2022	2021	2022	Amount	%	Amount	%
SI service	17.9	19.2	54.1	60.3	+1.3	+7%	+6.3	+12%
Maintenance and operation service /outsourcing	11.1	12.3	31.4	36.7	+1.2	+11%	+5.2	+17%
System sales/IT product	22.5	24.2	74.7	79.4	+1.7	+7%	+4.7	+6%
Total	51.5	55.6	160.2	176.4	+4.1	+8%	+16.1	+10%

The FY2021 financial results have been reclassified due to the transfer of the business of certain products in FY2022.
 "Other" includes Consumers segment, Professional segment, corporate expenses and the elimination of intersegment transactions.

# Summary of Projections

	FY2022	FY2022	Chan	ges	FY2021	Chan	ges
	Previoius Projection	Current Projection	Amount	%	Actual	Amount	%
Net Sales	590.0	592.0	+2.0	+0%	552.1	+39.9	+7%
	(7.8%)	(8.1%)	(+0.3%)		(7.2%)	(+0.9%)	
Operating Income	46.0	48.0	+2.0	+4%	39.7	+8.3	+21%
	(8.0%)	(8.3%)	(+0.3%)		(7.4%)	(+0.8%)	
Ordinary Income	47.0	49.0	+2.0	+4%	41.1	+7.9	+19%
Net income attributable to	(5.4%)	(5.7%)	(+0.3%)		(5.3%)	(+0.4%)	
owners of parent	32.0	34.0	+2.0	+6%	29.4	+4.6	+16%

# Summary of Projections by Segment

#### FY2022 Previous Projection vs. Current Projection

	FY2 Prev Proje	ious	Cur	022 rent ection	Changes		3	
	Net	Op.	Net	Op.	Net Sa	ales	Op.	
	Sales	Income	Sales	Income	Amount	%	Income	
Consumers	135.8	12.8	136.8	13.6	+1.0	+1%	+0.8	
Enterprise	199.5	16.4	199.5	16.6		-	+0.2	
Area	232.5	14.5	232.5	14.8			+0.3	
Professional	40.8	4.6	41.8	5.1	+1.0	+2%	+0.5	
Other	-18.6	-2.3	-18.6	-2.1		-	+0.2	
Total	590.0	46.0	592.0	48.0	+2.0	+0%	+2.0	

\*"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

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## Summary of Projections by Segment

#### FY2021 Actual vs FY2022 Projection

	FY2021 Actual		FY2 Proje		Changes		
	Net Sales	Op. Income	Net Sales	Op. Income	Net S Amount	ales %	Op. Income
Consumers	129.5	13.6	136.8	13.6	+7.3	+6%	+0.0
Enterprise	190.6	13.9	199.5	16.6	+8.9	+5%	+2.7
Area	220.8	12.0	232.5	14.8	+11.7	+5%	+2.8
Professional	31.5	2.5	41.8	5.1	+10.3	+33%	+2.6
Other	-20.3	-2.3	-18.6	-2.1	+1.7	-	+0.2
Total	552.1	39.7	592.0	48.0	+39.9	+7%	+8.3

\* "Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

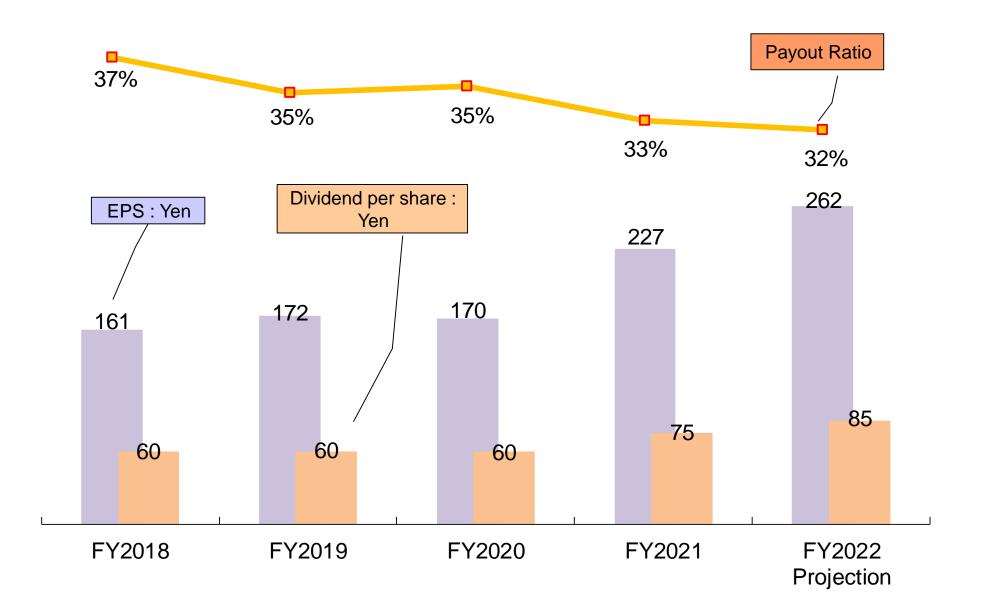
(Billions of yen)

#### Canon

(Billions of yen)

	Act 1Q-30	ual 2021	Act 4Q 2		Act 1Q-3C	ual 2022	Proje 4Q 2	ection 2022	Char 1Q-	nges -3Q	Char 4	-
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income
Consumers	87.9	8.4	41.5	5.1	93.9	9.5	42.9	4.1	6.0	1.1	1.3	-1.1
Enterprise	136.9	9.2	53.7	4.7	149.0	12.9	50.5	3.7	12.1	3.8	-3.2	-1.0
Area	165.4	8.9	55.4	3.2	167.2	11.7	65.3	3.1	1.8	2.9	9.9	-0.1
Professional	22.8	2.0	8.7	0.5	33.3	5.2	8.5	-0.1	10.4	3.2	-0.2	-0.6
Other	-14.9	-1.7	-5.4	-0.5	-15.3	-1.5	-3.3	-0.6	-0.4	0.2	2.1	-0.0
Total	398.2	26.7	153.9	13.0	428.1	37.9	163.9	10.1	29.9	11.2	10.0	-2.9

"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

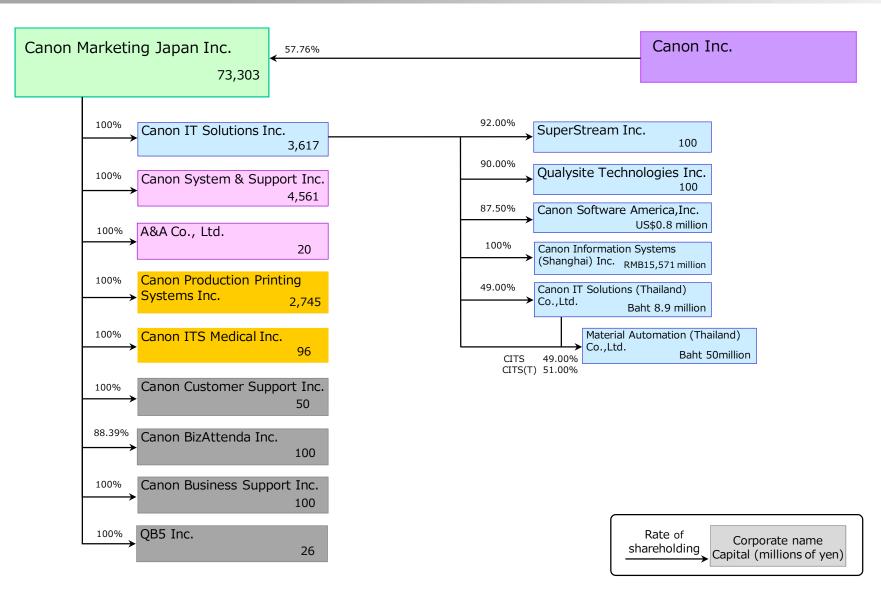




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Supplementary Information

### **Capital Relationship Diagram**





		3Q FY2	021	3Q FY2022		Changes		3	
		3Q F 12	021	JULLI	022	Amou	Amount		
Enterprise									
Canon IT Solutions Inc.	Net sales	23.8		25.9		+2.1		+9%	
	Op. income	2.3	(9.9%)	2.3	(8.9%)	-0.0	(-1.0%)		
Area									
Canon System & Support Inc.	Net sales	22.8		24.4		+1.6		+7%	
	Op. income	1.0	(4.2%)	1.3	(5.4%)	+0.4	(+1.2%)		
Professional									
Canon Production Printing	Net sales	2.1		2.5		+0.4		+21%	
Systems Inc.	Op. income	0.0	(2.3%)	0.2	(7.6%)	+0.1	(+5.3%)		

1Q-3Q 2022 Actual (from January 1 to September 30)



		1Q-3Q	1Q-3	Q	(	Changes	
		2021	2022	2	Amou	nt	%
Enterprise							
Canon IT Solutions Inc.	Net sales	71.7	80.9		+9.2		+13%
	Op. income	6.9 (9.6	%) 8.7	(10.8%)	+1.9	(+1.2%)	
Area							
Canon System & Support Inc.	Net sales	73.7	73.4		-0.3		-0%
	Op. income	2.8 (3.7	%) 3.9	(5.3%)	+1.1	(+1.5%)	
Professional							
Canon Production Printing	Net sales	6.3	6.9		+0.6		+10%
Systems Inc.	Op. income	0.2 (3.1	%) 0.5	(7.1%)	+0.3	(+3.9%)	

	3Q FY2021	3Q FY2022	Changes
Advertising expenses	1.6	0.9	-0.7
Promotion expenses	0.7	0.6	-0.0
Warranty expenses	0.7	0.7	+0.0
Other direct selling expenses	3.8	4.3	+0.4
Personnel expenses	23.5	22.5	-1.1
Depreciation and amortization	0.3	0.3	-0.0
Other selling expenses	6.5	7.4	+0.9
Total	37.1	36.6	-0.5

1Q-3Q 2022 Actual (from January 1 to September 30)

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	1Q-3Q 2021	1Q-3Q 2022	Changes
Advertising expenses	3.4	2.8	-0.7
Promotion expenses	2.0	1.9	-0.1
Warranty expenses	2.2	2.1	-0.1
Other direct selling expenses	12.5	12.6	+0.0
Personnel expenses	71.3	68.4	-2.9
Depreciation and amortization	0.8	0.7	-0.0
Other selling expenses	19.4	21.1	+1.7
Total	111.6	109.5	-2.0

## Non-operating income and expenses

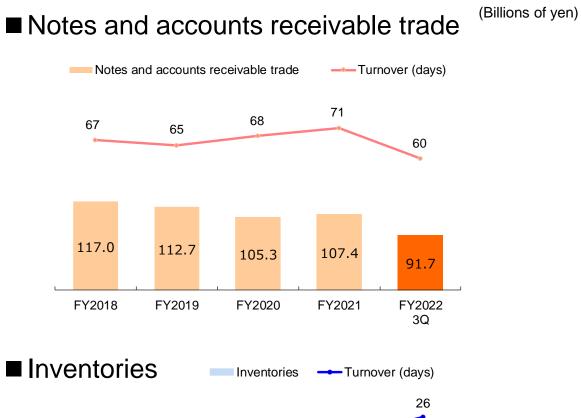
	FY2021		FY2	022	Changes	
	3Q	1Q-3Q	3Q	1Q-3Q	3Q	1Q-3Q
Interest income	0.1	0.2	0.1	0.2	+0.0	+0.0
Dividend income	0.0	0.1	0.0	0.1	+0.0	+0.0
Insurance income	0.0	0.5	0.0	0.4	-0.0	-0.1
Gain on investments in partnership	0.1	0.3	-	-	-0.1	-0.3
Other	0.0	0.2	0.0	0.2	-0.0	+0.0
Total non-operating income	0.2	1.3	0.1	1.0	-0.1	-0.3
Interest expense	0.0	0.0	0.0	0.0	+0.0	-0.0
Foreign exchange losses	-0.0	0.0	-0.0	0.0	-0.0	+0.0
Loss on investments in partnership	-	-	-0.1	0.1	-0.1	+0.1
Other	0.0	0.1	0.0	0.1	+0.0	+0.0
Total non-operating expenses	-0.0	0.1	-0.1	0.2	-0.1	+0.1

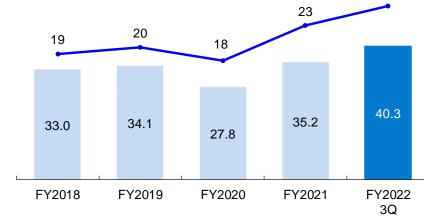
## Extraordinary income and losses

	FY2	020	FY2022		Char	iges
	3Q	1Q-3Q	3Q	1Q-3Q	3Q	1Q-3Q
Gain on sales of fixed assets	0.0	0.0	0.0	0.0	+0.0	-0.0
Gain on sales of investments in securities	1.3	1.3	0.4	0.4	-0.9	-0.9
Gain on sales of shares of subsidiaries and associates	-	0.9	-	-	-	-0.9
Gain on casualty insurance	0.2	0.2	-	-	-0.2	-0.2
Other	-	0.0	-	0.0	-	-0.0
Total extraordinary income	1.5	2.4	0.4	0.4	-1.1	-2.0
Loss on sales and disposal of fixed assets	0.0	0.1	0.0	0.1	-0.0	-0.0
Loss on disaster	-	0.2	-	-	-	-0.2
Loss on sales of investments in securities	-	-	0.0	0.0	+0.0	+0.0
Loss on valuation of investments in securities	-	-	-0.0	0.0	-0.0	+0.0
Other	0.0	0.0	-	-	-0.0	-0.0
Total extraordinary losses	0.1	0.3	0.0	0.1	-0.0	-0.2

### **Balance Sheets**

	(Billions of yen)				
	Dec. 31 2021	Sep. 30 2022	Changes		
Assets	526.4	532.3	+5.9		
Current assets	396.1	406.1	+10.0		
Cash and deposits	68.0	86.8	+18.8		
Notes and accounts receivable-trade	107.4	91.7	-15.7		
Inventories	35.2	40.3	+5.1		
Other (current assets)	185.4	187.3	+1.9		
Non-current assets	130.3	126.2	-4.1		
Property, plant and equipment	85.2	84.6	-0.5		
Intangible assets	6.5	6.2	-0.3		
Investments and other assets	38.7	35.4	-3.2		
Liabilities	151.7	145.6	-6.2		
Current liabilities	107.1	103.2	-3.9		
Notes and accounts payable-trade	46.3	44.5	-1.8		
Other (current liabilities)	60.8	58.7	-2.1		
Long-term liabilities	44.6	42.3	-2.3		
Net assets	374.7	386.7	+12.0		
Stakeholders' equity	362.9	378.5	+15.7		
(Treasury stock)	-2.1	-2.1	+0.0		
Total accumulated other comprehensive income (loss)	11.1	7.4	-3.7		
Stock Acquisition Rights	-	0.0	+0.0		
Non-controlling interests	0.7	0.8	+0.1		
Equity ratio	71%	72%	+1%		

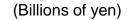


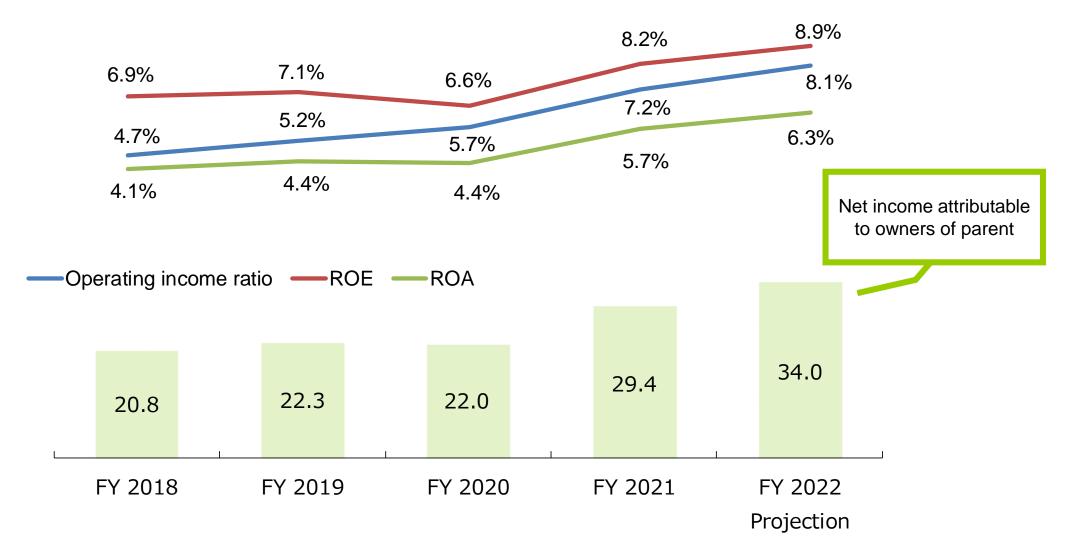


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## **Financial Indicator**

#### Canon

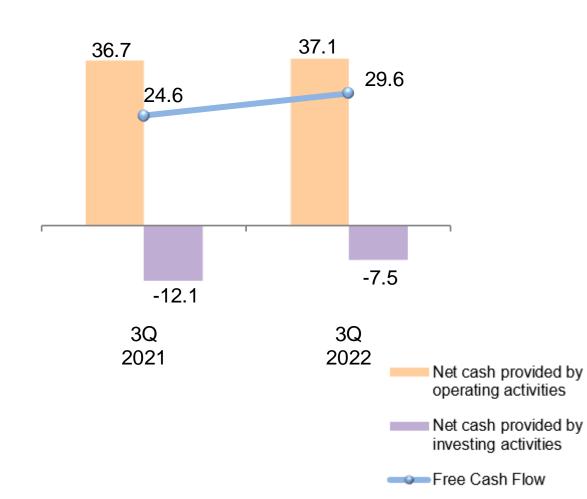




## **Financial Indicator**

(Billions of yen)

#### ■ Cash Flow



#### ■ Capital Investment

	1Q-3Q Actual	4Q Projection	FY Projection	
FY 2021 Actual	10.2	2.5	12.6	
FY 2022 Projection	6.1	5.1	11.2	

 $\times$  FY2022 1Q-3Q is actual value.

#### Depreciation and amortization

	1Q-3Q	4Q	FY
	Actual	Projection	Projection
FY 2021 Actual	7.8	2.5	10.2
FY 2022 Projection	7.2	2.4	9.6
※ FY2022 10-30 is actual value.			

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