

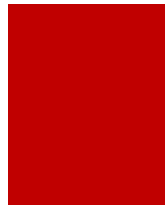


Canon Marketing Japan Inc.

# The 56<sup>th</sup> Ordinary General Meeting of Shareholders

Tokyo Stock Exchange (Prime Market)  
Securities Code : 8060

March 27, 2024



# Matters to Be Reported

# Audit Reports

# **Business Report**

## **Consolidated Financial Statements**

## **Non-Consolidated Financial Statements**

- Current Conditions of Canon Marketing Japan and its consolidated subsidiaries (the “Group”)
- Policy Regarding Decision of Dividends from Surplus, etc.
- Status of Directors and Audit & Supervisory Board Members
- Consolidated Balance Sheets
- Consolidated Statements of Income

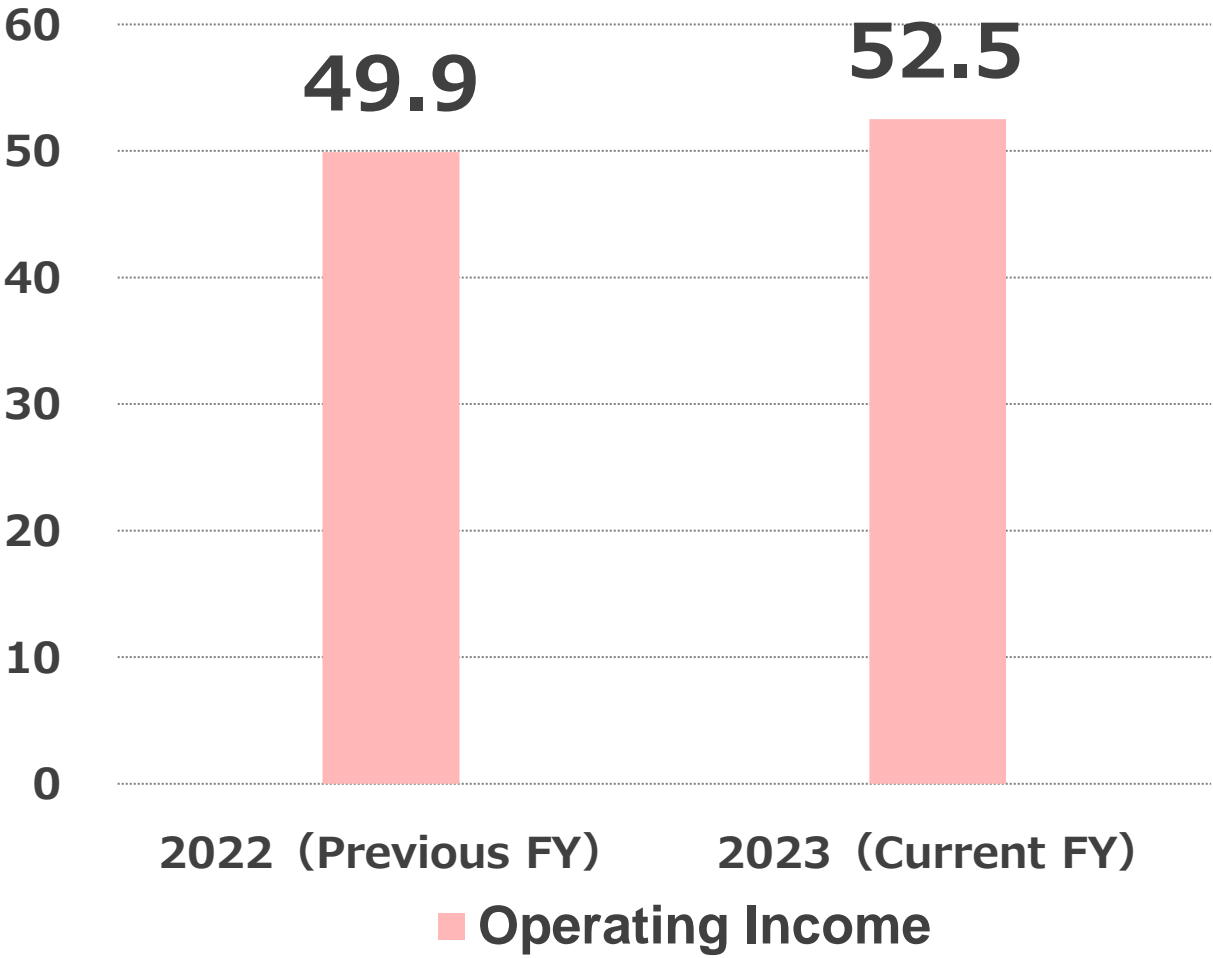
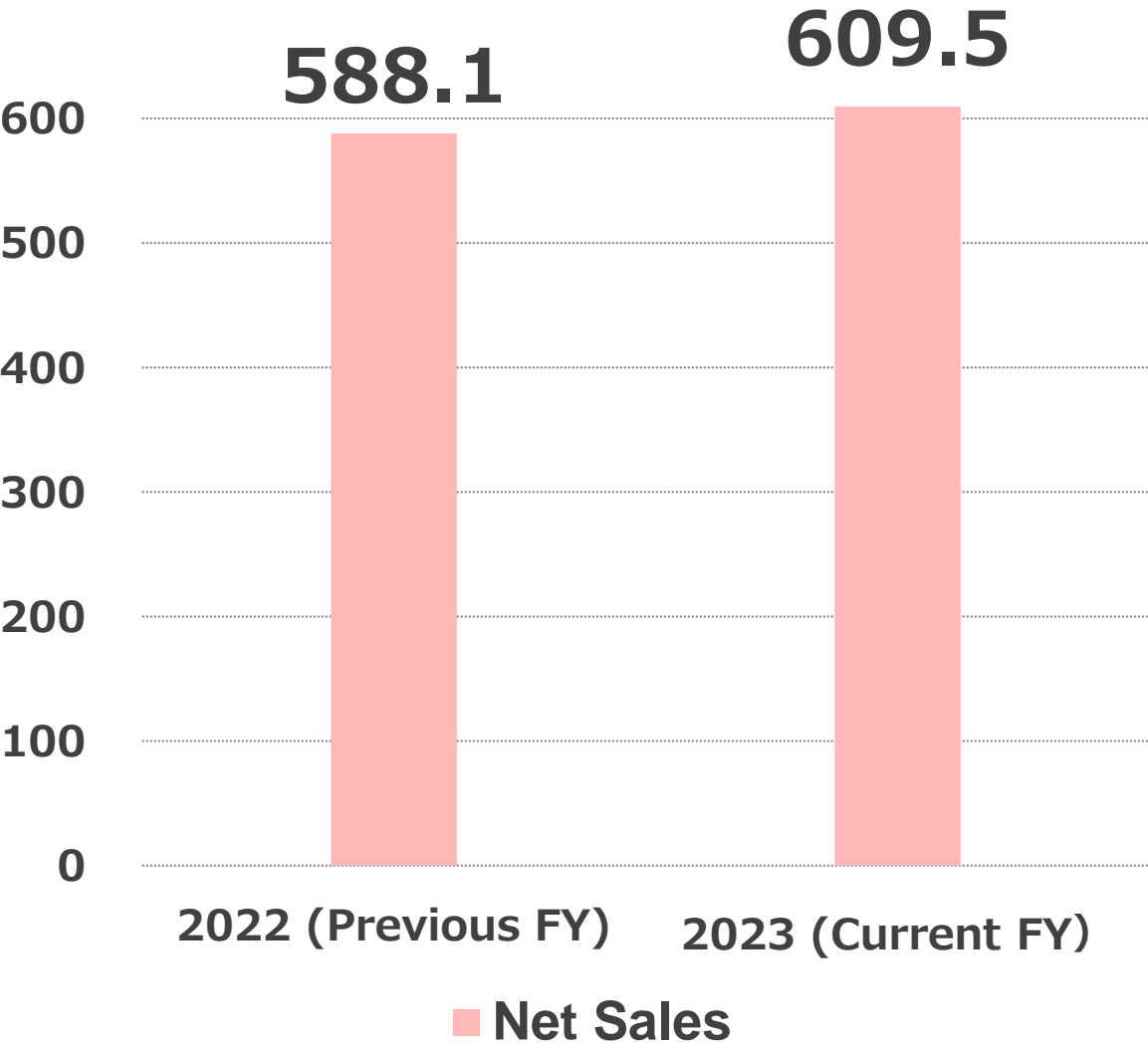
## **Notice of Convocation of The 56th Ordinary General Meeting of Shareholders p.20 - p.36**

- Current Conditions of Canon Marketing Japan and its consolidated subsidiaries (the “Group”)
  - Status of Assets and Earnings
  - Main Business
  - Main Location of Operations
- Status of Shares of the Company
- Status of Accounting Auditor
- Systems for Ensuring Appropriateness of Business Operations and Outline of Implementation Activities
- Stock Acquisition Rights etc. of the Company
- Consolidated Statements of Shareholders’ Equity
- Notes to Consolidated Financial Statements
- Non-Consolidated Financial Statements

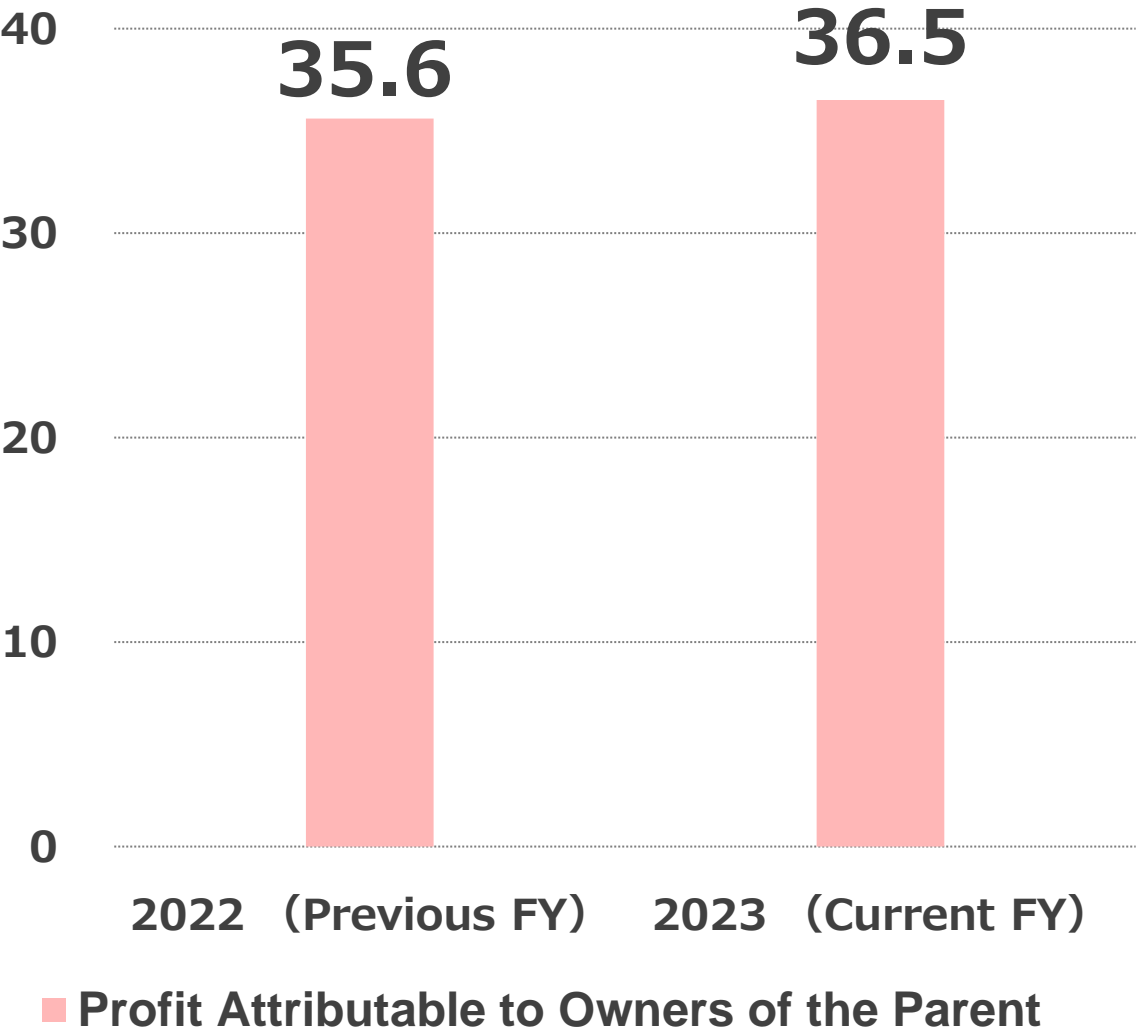
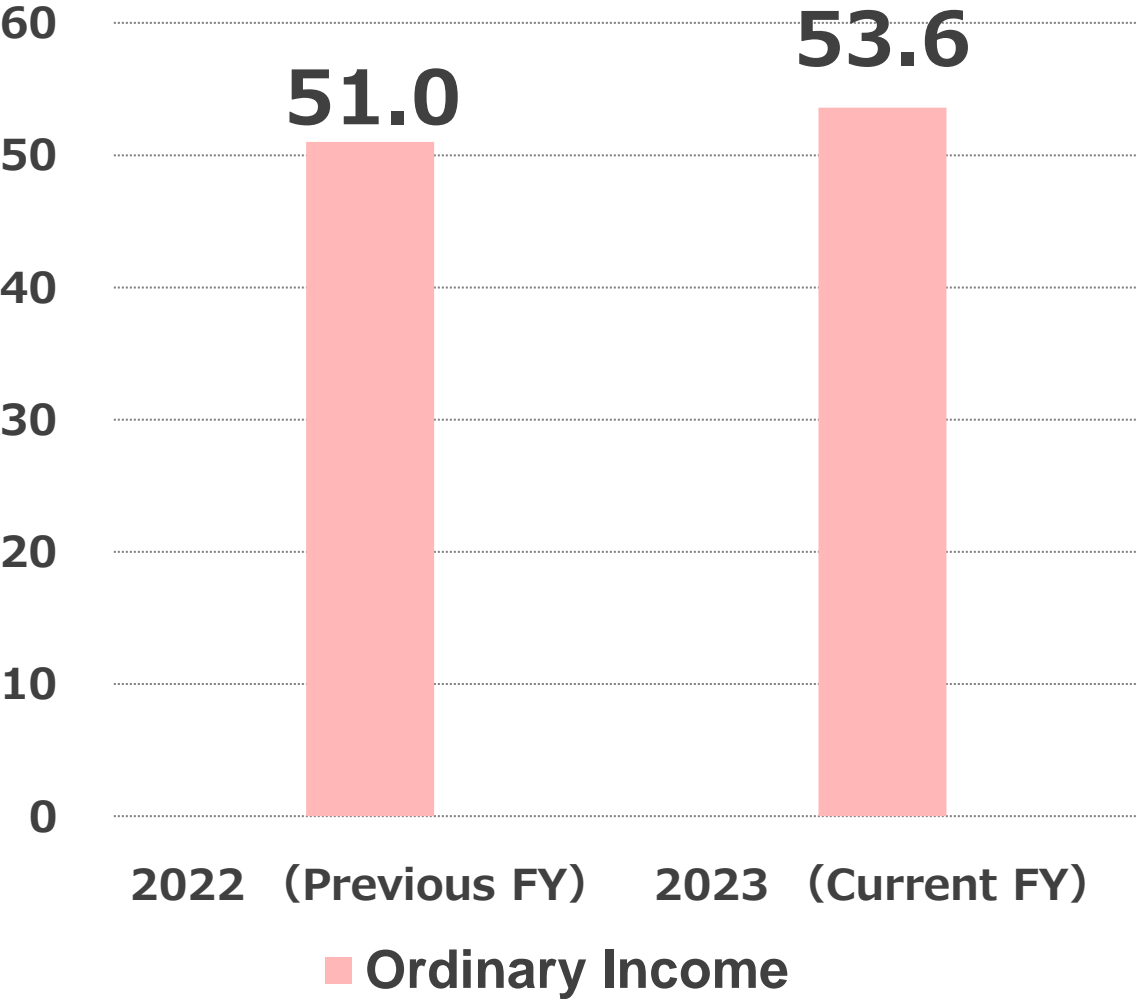
## **Other Matters to Be Provided Electronically for the 56th Ordinary General Meeting of Shareholders**

<https://cweb.canon.jp/eng/ir/stock/pdf/56-notice-d.pdf>

Billions of Yen



Billions of Yen



## Digital Interchangeable Lens Camera

- Increased opportunities of taking photos after Covid-19
- Increased number of EOS R series sales

Steady increase in sales



Digital Interchangeable Lens Camera **EOS R50**

## Inkjet Printer (IJP)

- Contraction of the market

Decrease in sales



## IJP Cartridge

- Decrease in Printing Volume, etc.

Decrease in sales



Inkjet Printer **PIXUS XK120**

## IT Products

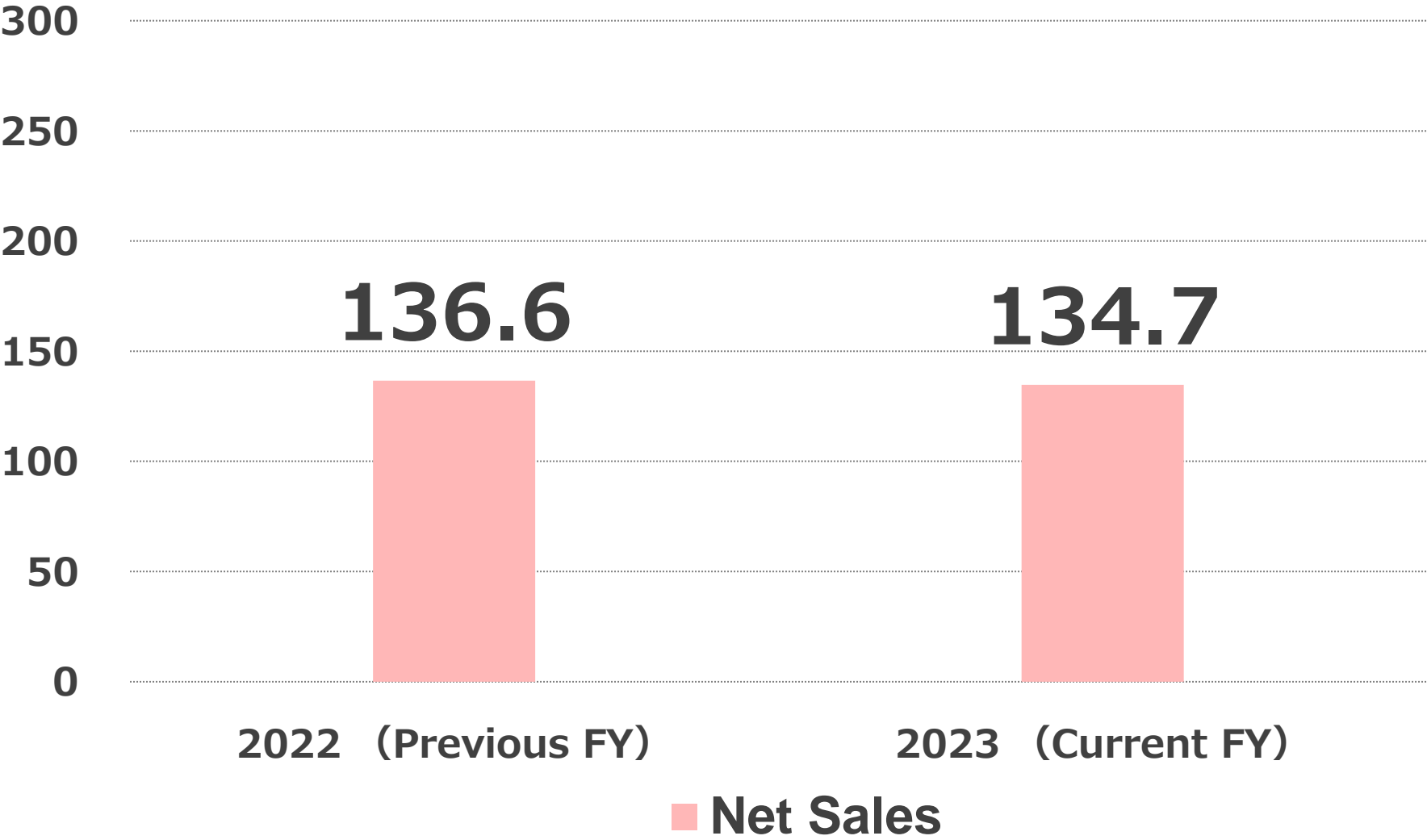
- Slight growth in sales of high-performance PCs and PC peripherals

Slight increase in sales





Billions of Yen



## Office MFP

- Recovery in product supply

Increased number of units sold



## Service & Support for MFP

- Decrease in Printing Volume

Slight decrease in sales



## Laser Beam Printer (LBP)

- Several big projects in 4Q

Increased number of units sold



## LBP Cartridge

- Effect of price revision and business for financial institutions is strong

Increase in sales



## IT Solutions

- Increase in SI sales for financial/distribution industries
- Several IT infrastructure projects sold
- Steady sales in Data Center Building No.2

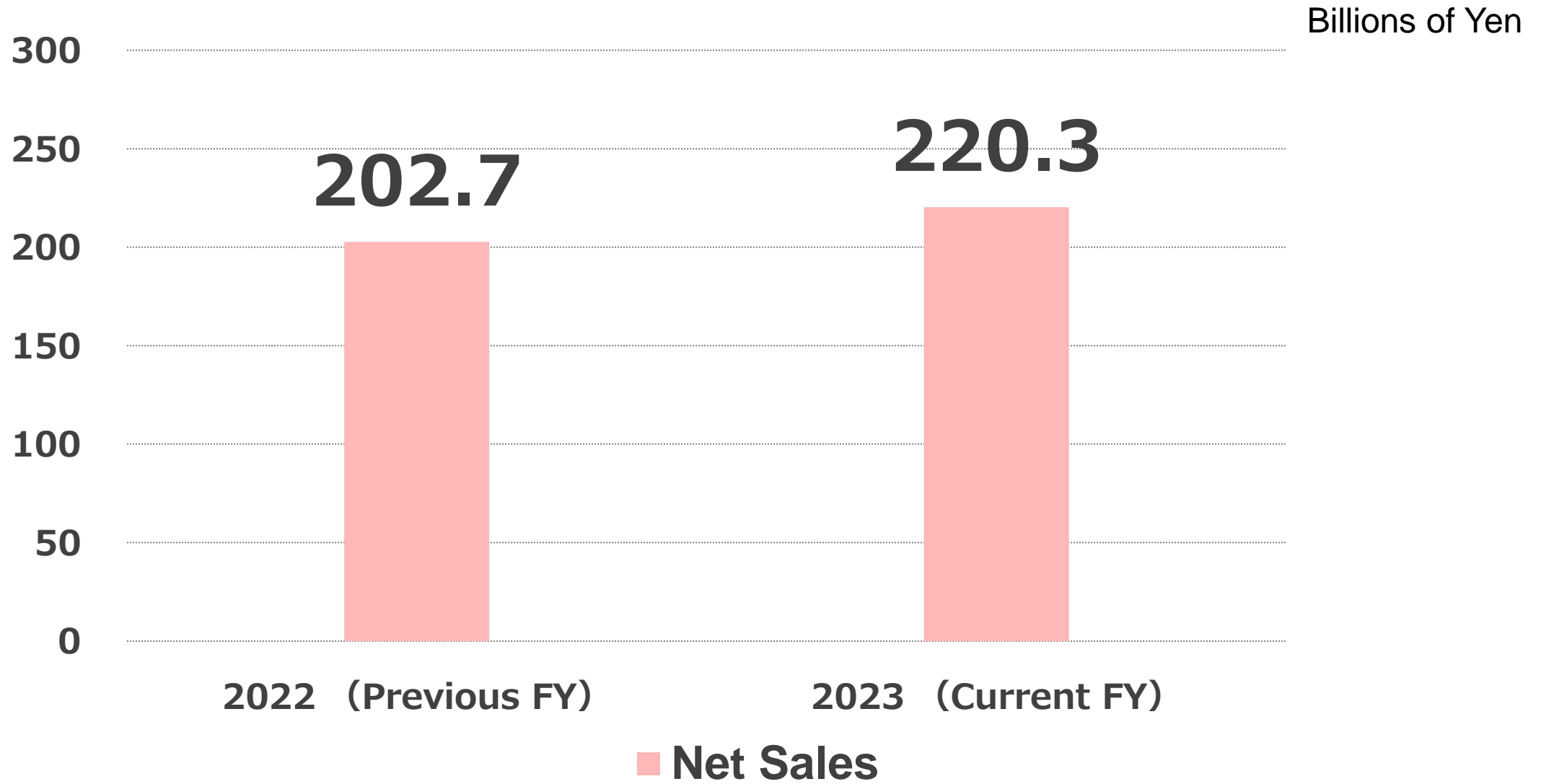
Significant increase in sales



A3 Color LBP  
LBP863Ci



Nishi-Tokyo Data Center



## Office MFP

- Recovery in product supply

Increased number of units sold



## Service & Support for MFP

- Decrease in Printing Volume

Slight decrease in sales



## Laser Beam Printer (LBP)

- The absence of the previous year's increase in shipments

Decreased number of units sold



## LBP Cartridge

- The effect of price revision

Increase in sales



## IT Solutions

- Recovery in business PC supply
- Several IT infrastructure projects sold
- Increased number of orders received by expanding the lineup of the Makasete IT DX series

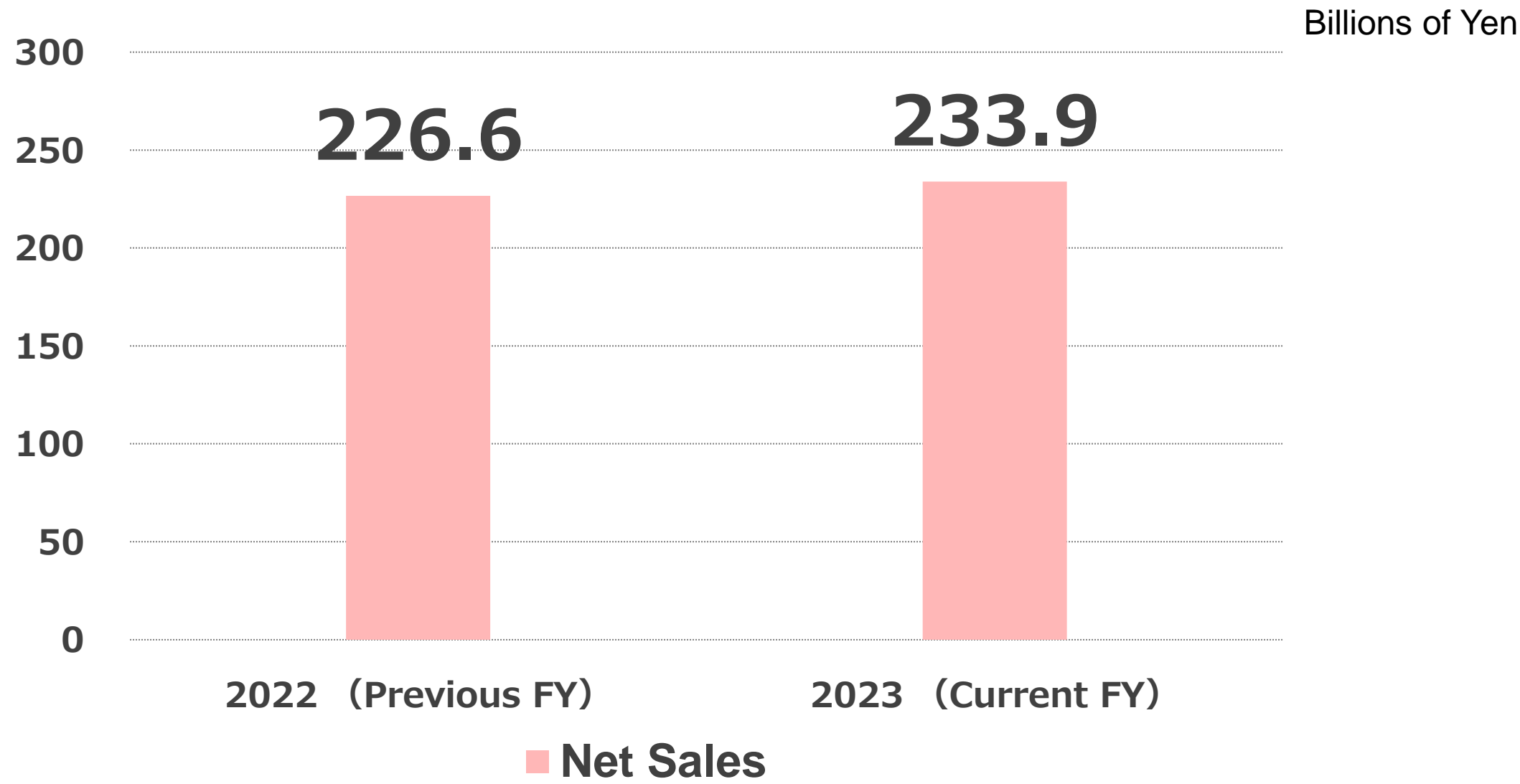
Increase in sales



MFP for office  
imageRUNNER ADVANCE DX

まかせて **IT** DXシリーズ

support services for SMEs' ICT  
**Makasete IT DX series**



## Production Printing

- The absence of several projects of high-speed continuous feed printers that were underway the previous year

**Decrease in sales**

## Industrial Equipment

- The absence of several projects of semiconductor-related equipment that were underway the previous year

**Decrease in sales**

## Healthcare

- Business transfer from Canon Medical Systems Corporation
- Increase in the projects of online insurance eligibility verification system for clinics and of electronic prescription for dispensing pharmacies

**Significant increase in sales**

Ashing machine manufactured by Mattson  
**Suprema**

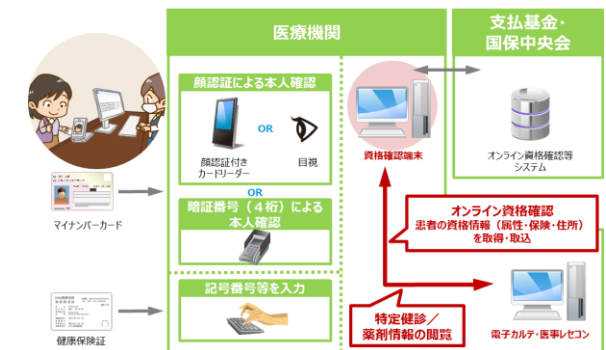
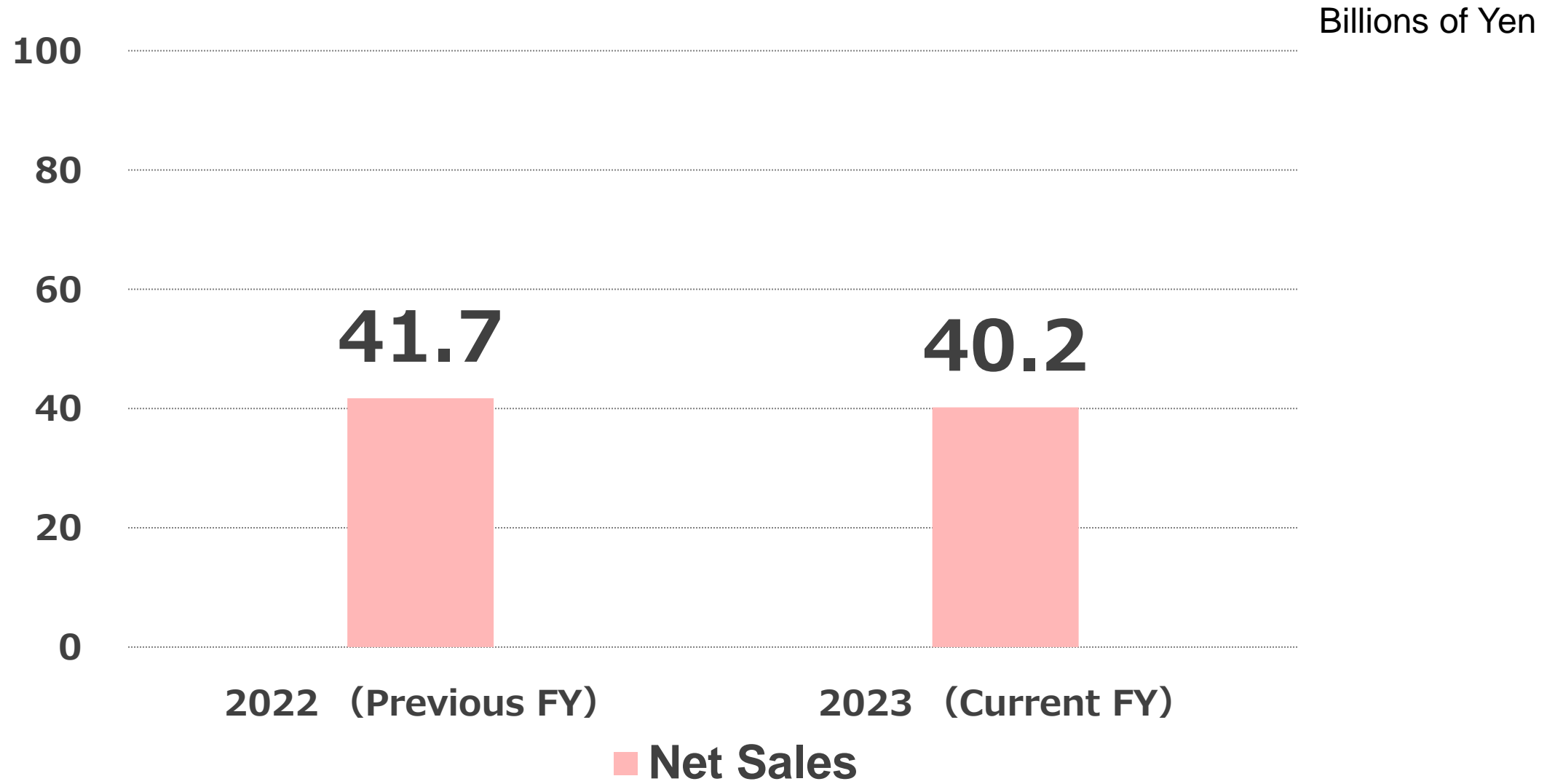


Image diagram of **online insurance eligibility verification system**



# Issues to Be Addressed



## The Japanese Economy A gradual recovery is expected to continue

- The economy is partly at a standstill due to the downturn in overseas economies and rising prices in Japan
- The effects of various policies and the improvements in the environments of employment and income, etc.

## The Group's Issues

- Further increase its earnings capacity in the Canon product business
- Expand sales of the IT Solutions business in a manner that increases earnings

2021-**2025**  
Long-Term  
Management  
Objectives

## Vision

**Professional corporate group that solves social and customer issues using **ICT** and the power of **humans****

2022-**2025**  
Medium-Term  
Management  
Plan

## Financial targets

Operating Income	<b>¥58.0B</b>
Sales	<b>¥650.0B</b>
of which, ITS sales	<b>¥300.0B</b>
ROE	<b>9.0%</b>

## Basic Policies

Expand ITS Business  
with profit

Increase earnings capacity of  
existing businesses

Strengthen specialized areas  
and create new businesses

**Group management aimed at continuous growth**

# 1. Expand ITS business with profit



Carry out and accelerate strategies for different customer groups

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Implement the service type business model to expand the stock business

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## 2. Increase earnings capacity of existing businesses

Further increase the profitability of the business of Canon products

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Conduct sales strategies tailored to customer groups

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### 3. Strengthen specialized areas and create new businesses



Continue growth of the industrial equipment business

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Create new businesses

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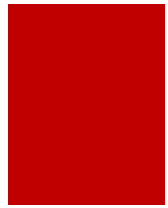
## 4. Group management aimed at continuous growth

Improve human resources to increase value offered to customers. That will lead to a sense of fulfillment in serving customers as well as motivation for growth, and in turn to establishing an engagement improvement cycle

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Speed up our business investments toward continuous growth of the Group

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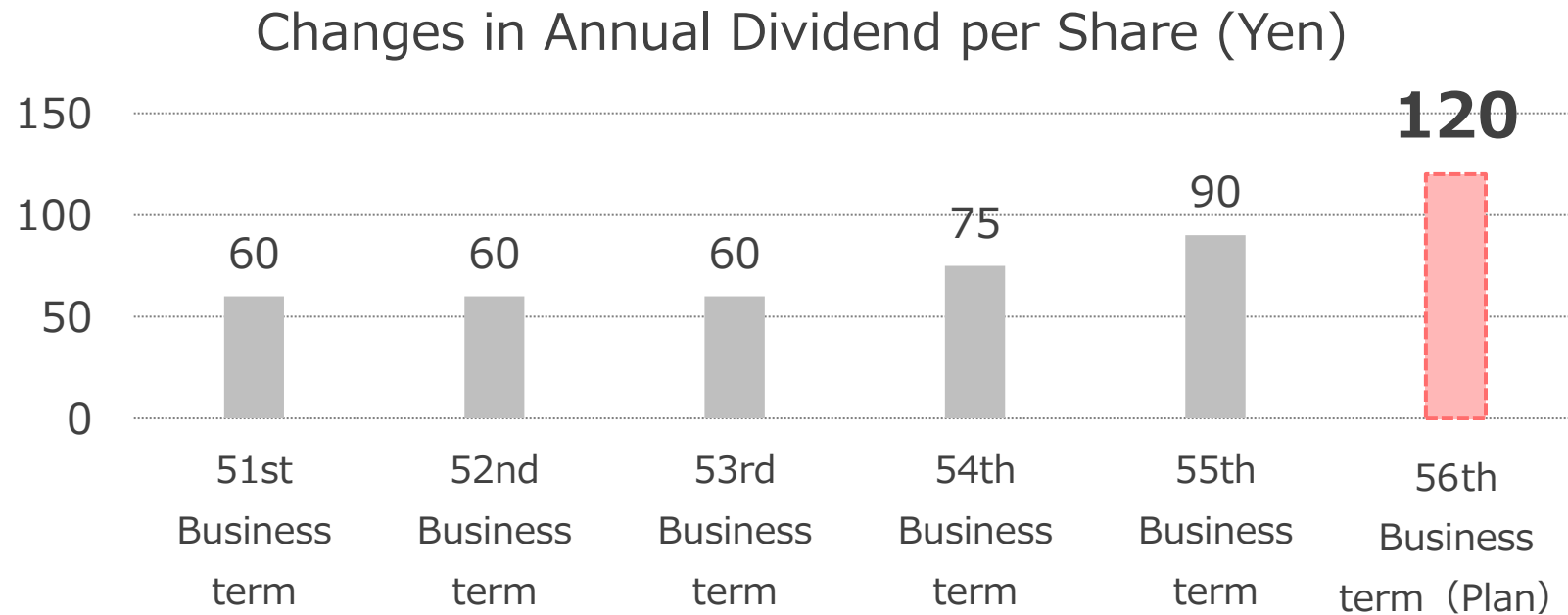
# Matters to Be Resolved

# **Item No.1**

## **Dividends from Surplus**



Year-end Dividend	70.00 yen per common share of the Company
Total Amount of Year-end Eividends	9,077,484,990 yen
Effective Date	March 28, 2024



## **Item No.2**

### **Election of Seven Directors**



### Masachika Adachi

Present Position and Areas of Responsibility  
at the Company

President & Representative Director  
Executive President



### Minoru Mizoguchi

Present Position and Areas of Responsibility  
at the Company

Director & Senior Vice President  
Director in charge of Group General Administration  
& Human Resources Management, Group Legal &  
Intellectual Property and Group Logistics



### Hatsumi Hirukawa

Present Position and Areas of Responsibility  
at the Company

Director & Vice President  
Director in charge of Group Planning,  
Group Service & Support and Group  
Communication



### Tsuyoshi Osato

Present Position and Areas of Responsibility  
at the Company

Director & Vice President  
Director in charge of Group Finance &  
Accounting, Group Auditing and Group  
Procurement



### Yoshio Osawa

Present Position and Areas of Responsibility  
at the Company

Outside Director

\*Independent



### Toshiharu Hasebe

Present Position and Areas of Responsibility  
at the Company

Outside Director

\*Independent



# Hiroko Kawamoto

Present Position and Areas of Responsibility  
at the Company

Outside Director

\*Independent

## **Item No.3**

# **Election of Three Audit & Supervisory Board Members**





Yoshihiro Hashimoto

Present Position and Areas of Responsibility  
at the Company

-



Iwao Hashimoto

Present Position and Areas of Responsibility  
at the Company

Standing Audit & Supervisory Board Member  
(Outside Audit & Supervisory Board Member)

\*Independent





Seijun Suzuki

Present Position and Areas of Responsibility  
at the Company

-

\*a candidate for Outside Audit & Supervisory Board Member

## **Item No.4**

# **Payment of Bonuses to Directors**

**Paid to**

**4 Directors**

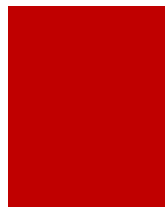
excluding the Outside Director as of the end of this fiscal year

**Total Amount of  
Bonuses to Directors**

**48,100,000 yen**



**Q & A**



# Vote on Proposals

# **Item No.1**

## **Dividends from Surplus**

## **Item No.2**

# **Election of Seven Directors**

## **Item No.3**

# **Election of Three Audit & Supervisory Board Members**





Yoshihiro Hashimoto



Seijun Suzuki

## **Item No.4**

# **Payment of Bonuses to Directors**



Canon Marketing Japan Inc.