

# Historical Data Canon Marketing Japan Inc.

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

(Millions of yen)

	2019	2020	2021	2022	2023
Net Sales	621,134	545,060	552,085	588,132	609,473
Gross profit	201,026	183,982	190,276	199,289	204,492
Ratio	32.4%	33.8%	34.5%	33.9%	33.6%
Operating income	32,439	31,317	39,699	49,947	52,495
Ratio	5.2%	5.7%	7.2%	8.5%	8.6%
Ordinary income	33,937	35,236	41,096	50,991	53,585
Ratio	5.5%	6.5%	7.4%	8.7%	8.8%
Net income	22,250	21,997	29,420	35,552	36,493

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

(Millions of yen)

	2019	2020	2021	2022	2023
Current assets	377,403	380,349	396,082	419,708	418,611
Non-current assets	126,295	126,255	130,336	124,032	138,755
Total assets	503,698	506,604	526,418	543,740	557,366
Current liabilities	120,023	108,440	107,109	108,062	110,590
Long-term liabilities	58,582	52,049	44,632	35,305	11,266
Total liabilities	178,606	160,490	151,741	143,368	121,856
Stockholder's equity	326,979	342,495	362,859	387,392	410,817
Accumulated other comprehensive income	(2,504)	2,962	11,089	12,149	23,903
Stock acquisition rights	-	-	-	29	58
Non-controlling interests	616	655	727	801	729
Total net assets	325,092	346,114	374,676	400,372	435,509
Total liabilities and net assets	503,698	506,604	526,418	543,740	557,366

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

(Millions of yen)

	2019	2020	2021	2022	2023
Net cash provided by (used in) operating activities	22,052	38,490	32,756	37,725	28,182
Net cash provided by (used in) investing activities	(94,584)	(26,174)	(15,894)	(10,107)	(10,011)
Free cash flow	(72,532)	12,316	16,862	27,618	18,171
Net cash provided by (used in) financing activities	(8,557)	(6,587)	(9,160)	(11,259)	(13,260)
Cash and cash equivalents at end of year	54,493	60,131	68,028	84,632	89,690

\* 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)

		2019	2020		2021	2022	2023
			Before reclassification	After reclassification			
Consumers	Net Sales	132,790	124,874	124,739	129,471	136,612	134,713
	Op. income	6,865	12,218	12,287	13,572	13,940	13,355
	Ratio	5.2%	9.8%	9.9%	10.5%	10.2%	9.9%
Enterprise	Net Sales	195,828	171,237	184,583	190,594	202,730	220,326
	Op. income	10,070	8,920	9,429	13,856	17,072	19,650
	Ratio	5.1%	5.2%	5.1%	7.3%	8.4%	8.9%
Area	Net Sales	268,309	235,766	223,662	220,826	226,560	233,913
	Op. income	14,398	9,898	8,984	12,045	15,563	18,249
	Ratio	5.4%	4.2%	4.0%	5.5%	6.9%	7.8%
Professional	Net Sales	43,675	30,710	30,708	31,536	41,670	40,202
	Op. income	1,617	1,879	1,902	2,488	5,240	3,612
	Ratio	3.7%	6.1%	6.2%	7.9%	12.6%	9.0%
Other	Net Sales	(19,470)	(17,528)	(18,633)	(20,343)	(19,443)	(19,683)
	Op. income	(511)	(1,599)	(1,286)	(2,263)	(1,869)	(2,372)
Total	Net Sales	621,134	545,060	545,060	552,085	588,132	609,473
	Op. income	32,439	31,317	31,317	39,699	49,947	52,495
	Ratio	5.2%	5.7%	5.7%	7.2%	8.5%	8.6%

\* Part of the organization that conducted direct sales to medium-sized/second-tier companies in the Area segment was transferred to the Enterprise segment in 2021. Accordingly, results for 2020 have been reclassified between the segments.

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

		2019	2020	2021	2022	2023
Total number of common stock issued	(1,000shares)	151,079	131,079	131,079	131,079	131,079
EPS	(Yen)	171.60	169.65	226.88	274.16	281.41
Stock price at end of fiscal year	(Yen)	2,540	2,354	2,291	2,989	4,276
PER	(Times)	14.80	13.88	10.10	10.90	15.19
BPS	(Yen)	2,502.39	2,664.20	2,883.74	3,081.07	3,352.30
PBR	(Times)	1.02	0.88	0.79	0.97	1.28
ROE	(%)	7.1	6.6	8.2	9.2	8.7
ROA	(%)	4.4	4.4	5.7	6.6	6.6
Equity ratio	(%)	64.4	68.2	71.0	73.5	78.0

Notes:

- \* 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 ratio have been calculated on a consolidated basis.

## 6.Number of Employees (Consolidated)

(unit : person)

	2019	2020	2021	2022	2023
Number of employees	17,001	16,544	16,220	15,973	16,089

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