

Canon Marketing Japan Inc. FY 2013 Results

January 29, 2014

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Canon

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.

Summary of Results

FY 2013 Actual

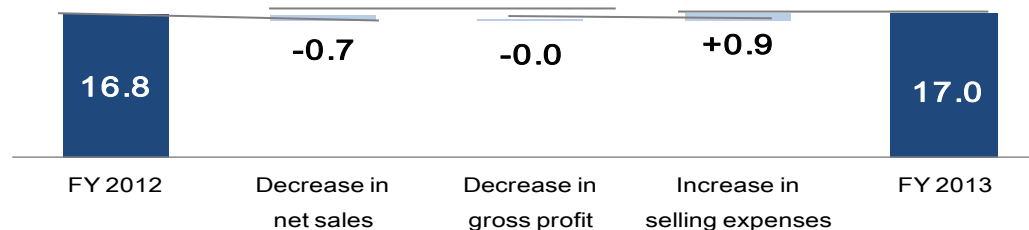


(from January 1 to December 31)

| Summary of Results | FY 2012 | FY 2013 | Changes | | (Billions of yen) |
|--------------------|-------------------------|-------------------------|------------------------|------------|-------------------|
| | | | Amount | % | |
| Net sales | 659.2 | 657.2 | -2.0 | -0% | |
| Gross profit | (33.5%) 220.9 | (33.5%) 220.2 | (-0.0%) -0.7 | -0% | |
| Operating income | (2.5%) 16.8 | (2.6%) 17.0 | (0.0%) +0.2 | 1% | |
| Ordinary income | (2.7%) 18.1 | (2.8%) 18.2 | (0.0%) +0.1 | 1% | |
| Net income (loss) | (1.6%) 10.6 | (1.5%) 10.2 | (-0.1%) -0.4 | -4% | |

Op. Income Variance Analysis

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. The change stated above had no effect on operating income. Please refer to the Supplementary Information on page 16 for details.



Segment Outline

FY 2013 Actual

(from January 1 to December 31)



(Billions of yen)

| | FY 2012 | | FY 2013 | | Changes | |
|----------------------|--------------|-------------|--------------|-------------|--------------|-------------|
| | Net sales | Op. Income | Net sales | Op. Income | Net sales | Op. Income |
| Business Solutions | 330.9 | 6.3 | 327.3 | 5.5 | -3.7 | -0.8 |
| IT Solutions | 131.0 | 0.2 | 142.3 | 0.4 | +11.3 | +0.2 |
| Imaging System | 192.0 | 10.9 | 191.7 | 12.5 | -0.3 | +1.6 |
| Industrial Equipment | 30.7 | -1.2 | 26.1 | -1.8 | -4.6 | -0.6 |
| Other | -25.4 | 0.6 | -30.2 | 0.4 | -4.8 | -0.2 |
| Total | 659.2 | 16.8 | 657.2 | 17.0 | -2.0 | +0.2 |

“Other” includes the intersegment sales and the corporate expenses that are not allocated to the shared service businesses or to each segment.

Summary of Results

4Q 2013 Actual



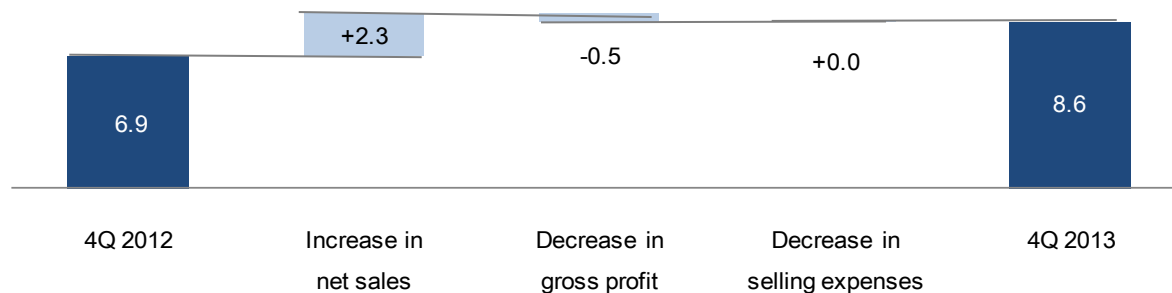
(from October 1 to December 31)

Summary of Results

(Billions of yen)

| | 4Q 2012 | 4Q 2013 | Changes | |
|-------------------|------------------------|------------------------|------------------------|-------------|
| | | | Amount | % |
| Net sales | 181.7 | 188.6 | +6.9 | +4% |
| Gross profit | (33.0%) 60.0 | (32.8%) 61.8 | (-0.3%) +1.8 | +3% |
| Operating income | (3.8%) 6.9 | (4.6%) 8.6 | (0.8%) +1.7 | +25% |
| Ordinary income | (3.9%) 7.1 | (4.7%) 8.9 | (0.8%) +1.7 | +24% |
| Net income (loss) | (2.6%) 4.8 | (2.9%) 5.5 | (0.3%) +0.7 | +15% |

Op. Income Variance Analysis



Segment Outline

4Q 2013 Actual

(from October 1 to December 31)



(Billions of yen)

| | 4Q 2012 | | 4Q 2013 | | Changes | |
|----------------------|--------------|-------------|--------------|-------------|-------------|-------------|
| | Net sales | Op. Income | Net sales | Op. Income | Net sales | Op. Income |
| Business Solutions | 81.8 | -0.0 | 84.1 | 0.8 | +2.3 | +0.8 |
| IT Solutions | 32.7 | 0.3 | 38.1 | 0.4 | +5.4 | +0.2 |
| Imaging System | 66.9 | 6.8 | 67.2 | 7.6 | +0.4 | +0.7 |
| Industrial Equipment | 6.5 | -0.5 | 7.4 | -0.2 | +0.8 | +0.2 |
| Other | -6.2 | 0.3 | -8.2 | 0.1 | -2.0 | -0.2 |
| Total | 181.7 | 6.9 | 188.6 | 8.6 | +6.9 | +1.7 |

“Other” includes the intersegment sales and the corporate expenses that are not allocated to the shared service businesses or to each segment.

Segment Information 4Q 2013 Actual

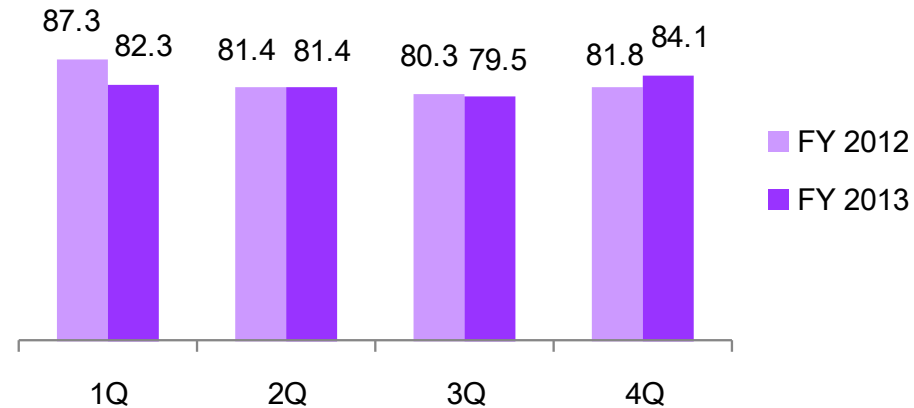


(Billions of yen)

2013 Actual v. 2012 Actual

| | FY 2012 | FY 2013 | Changes |
|------------|---------|---------|---------|
| Net sales | 330.9 | 327.3 | -3.7 |
| Op. income | 6.3 | 5.5 | -0.8 |

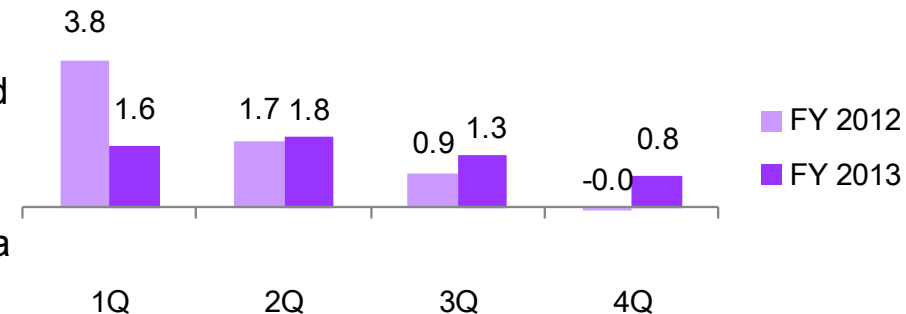
Net sales



Net sales - Growth rate

| | 1Q | 2Q | 3Q | 4Q | FY |
|---------|-----|------|-----|-----|-----|
| FY 2012 | +5% | +12% | +6% | +1% | +6% |
| FY 2013 | -6% | -0% | -1% | +3% | -1% |

Op. income



* Percent change for FY2012 is calculated using comparative figures of FY2011 and FY2012 without deducting net sales, and that for FY2013 is calculated using comparative figures of FY2012 and FY2013 deducting net sales in accordance with the new accounting policy.

Points

- ▶ Net sales rose, reflecting higher unit sales of MFPs and the strong performance of Canon System & Support.
- ▶ Operating income increased with the rise in sales and a reduction in costs.

Segment Information

4Q 2013 Actual

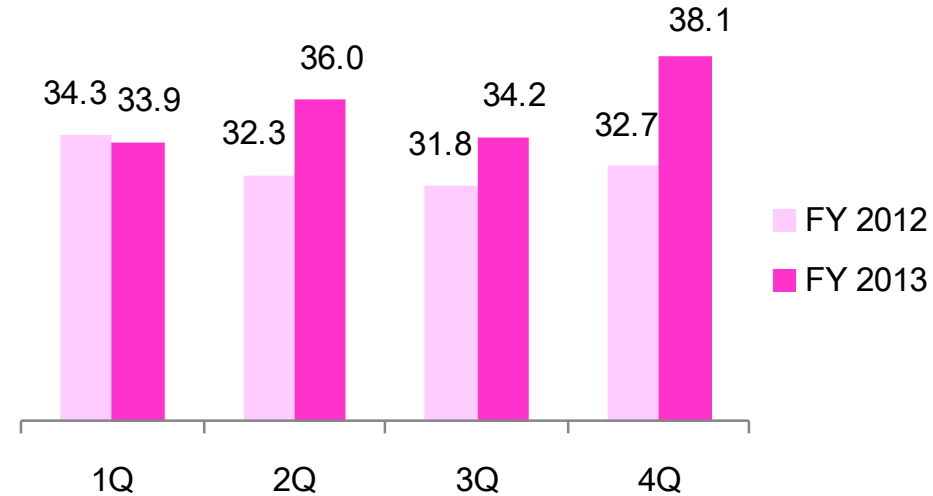


(Billions of yen)

2013 Actual v. 2012 Actual

| | FY 2012 | FY 2013 | Changes |
|------------|---------|---------|---------|
| Net sales | 131.0 | 142.3 | +11.3 |
| Op. income | 0.2 | 0.4 | +0.2 |

Net sales

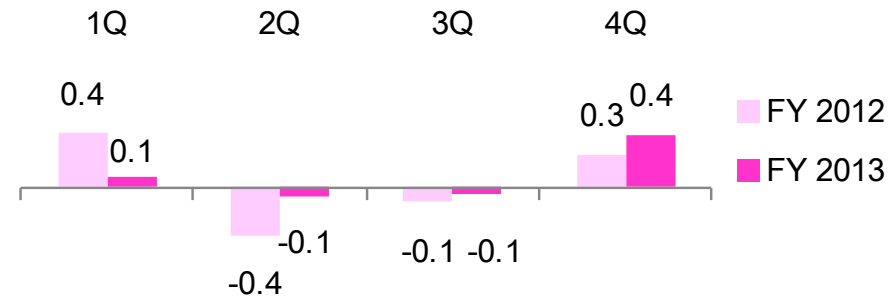


Net sales - Growth rate

| | 1Q | 2Q | 3Q | 4Q | FY |
|---------|-----|------|-----|------|-----|
| FY 2012 | +9% | +3% | +6% | +4% | +5% |
| FY 2013 | -1% | +12% | +8% | +17% | +9% |

* Percent change for FY2012 is calculated using comparative figures of FY2011 and FY2012 without deducting net sales, and that for FY2013 is calculated using comparative figures of FY2012 and FY2013 deducting net sales in accordance with the new accounting policy.

Op. income



Points

- ▶ Net sales increased, driven by individual system development and the product business.
- ▶ Operating income increased with the rise in sales and a reduction in costs.

Segment Information

4Q 2013 Actual

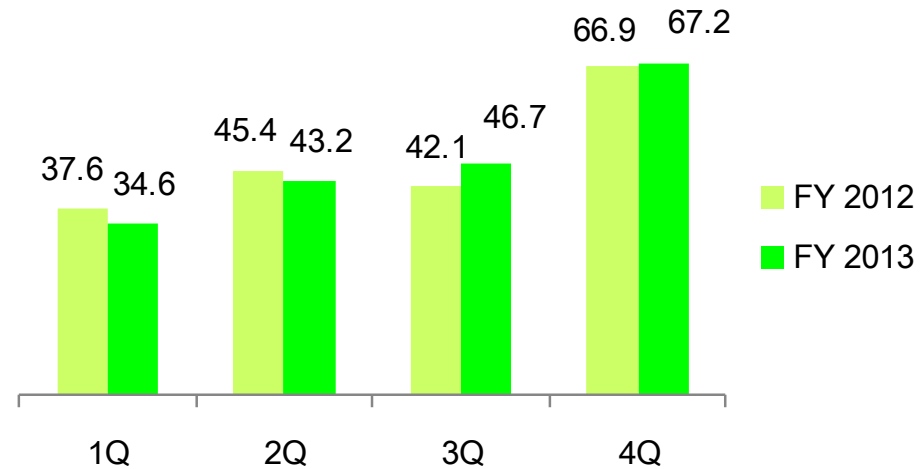


(Billions of yen)

2013 Actual v. 2012 Actual

| | FY 2012 | FY 2013 | Changes |
|------------|---------|---------|---------|
| Net sales | 192.0 | 191.7 | -0.3 |
| Op. income | 10.9 | 12.5 | +1.6 |

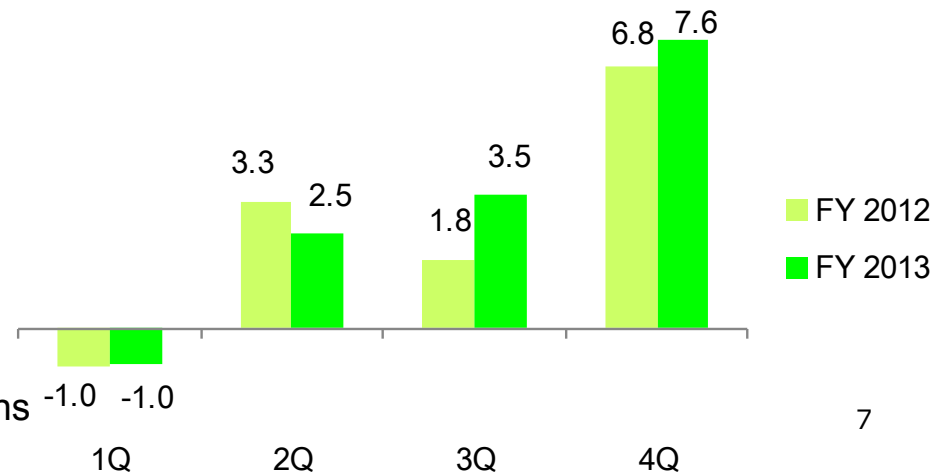
Net sales



Net sales - Growth rate

| | 1Q | 2Q | 3Q | 4Q | FY |
|---------|-----|------|------|------|------|
| FY 2012 | +3% | +22% | -4% | +18% | +10% |
| FY 2013 | -8% | -5% | +11% | +1% | -0% |

Op. income



* Percent change for FY2012 is calculated using comparative figures of FY2011 and FY2012 without deducting net sales, and that for FY2013 is calculated using comparative figures of FY2012 and FY2013 deducting net sales in accordance with the new accounting policy.

Points

- ▶ Net sales rose slightly, with declines in inkjet printers and digital video cameras more than offset by an increase in interchangeable lens digital cameras.
- ▶ Operating income climbed, reflecting the strong performance of intermediate-level interchangeable lens digital cameras and interchangeable lenses.

Segment Information 4Q 2013 Actual

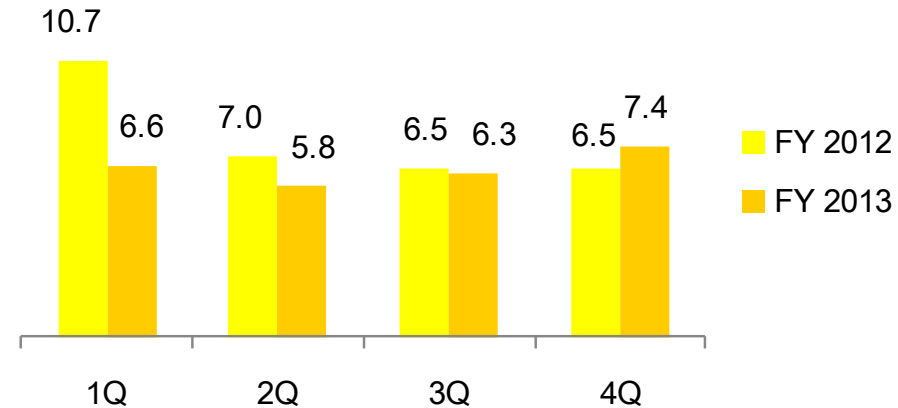


(Billions of yen)

2013 Actual v. 2012 Actual

| | FY 2012 | FY 2013 | Changes |
|------------|---------|---------|---------|
| Net sales | 30.7 | 26.1 | -4.6 |
| Op. income | -1.2 | -1.8 | -0.6 |

Net sales

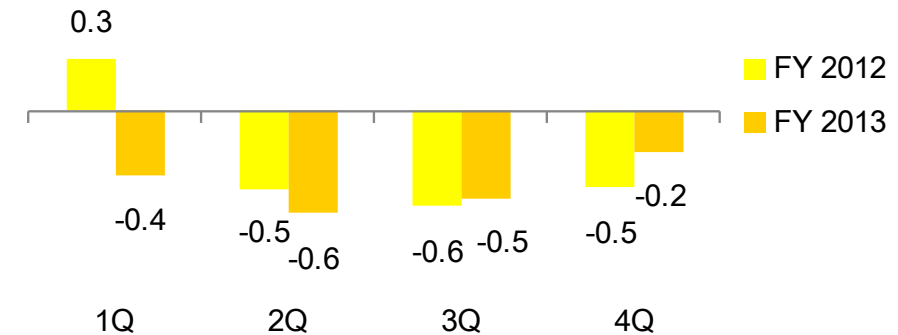


Net sales - Growth rate

| | 1Q | 2Q | 3Q | 4Q | FY |
|---------|-------|------|------|------|------|
| FY 2012 | +254% | +91% | -18% | -47% | +14% |
| FY 2013 | -38% | -16% | -3% | +13% | -15% |

* Percent change for FY2012 is calculated using comparative figures of FY2011 and FY2012 without deducting net sales, and that for FY2013 is calculated using comparative figures of FY2012 and FY2013 deducting net sales in accordance with the new accounting policy.

Op. income



Points

- ▶ Net sales increased on signs of a recovery in industrial equipment and the strong performance of medical equipment, including CXDI.
- ▶ Operating income improved with the increase in net sales.

Summary of Projections



(Billions of yen)

| | FY 2014 projection | [Reference] | Changes | |
|------------------|-----------------------|-------------------|--------------|-------------|
| | | FY 2013 Actual | Amount | % |
| Net sales | 673.2 | 657.2 | +16.0 | +2% |
| | (2.8%) | (2.6%) | (+0.2%) | |
| Operating income | 18.8 | 17.0 | +1.8 | +11% |
| | (3.0%) | (2.8%) | (+0.2%) | |
| Ordinary income | 19.9 | 18.2 | +1.7 | +9% |
| | (1.8%) | (1.5%) | (+0.2%) | |
| Net income | 12.0 | 10.2 | +1.8 | +18% |

Projections Summary Outline



FY2014 Projection v. FY2013 Actual

(Billions of yen)

| | FY 2013 | | FY 2014 | | Changes | | |
|----------------------|--------------|-------------|--------------|-------------|--------------|-------------|-------------|
| | Actual | | Projection | | Net sales | Op. income | Op. income |
| | Net sales | Op. income | Net sales | Op. income | | | |
| Business Solutions | 327.3 | 5.5 | 332.5 | 6.4 | +5.2 | +2% | +0.9 |
| IT Solutions | 142.3 | 0.4 | 146.2 | 1.8 | +3.9 | +3% | +1.4 |
| Imaging System | 191.7 | 12.5 | 192.3 | 11.1 | +0.6 | +0% | -1.4 |
| Industrial / Medical | 26.1 | -1.8 | 30.3 | -0.8 | +4.2 | +16% | +1.0 |
| Other | -30.2 | 0.4 | -28.1 | 0.3 | +2.1 | -7% | △0 |
| Total | 657.2 | 17.0 | 673.2 | 18.8 | +16.0 | +2% | +1.8 |

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

*The "Industrial Equipment" segment has been renamed the "Industrial / Medical".

Projections Segment Information

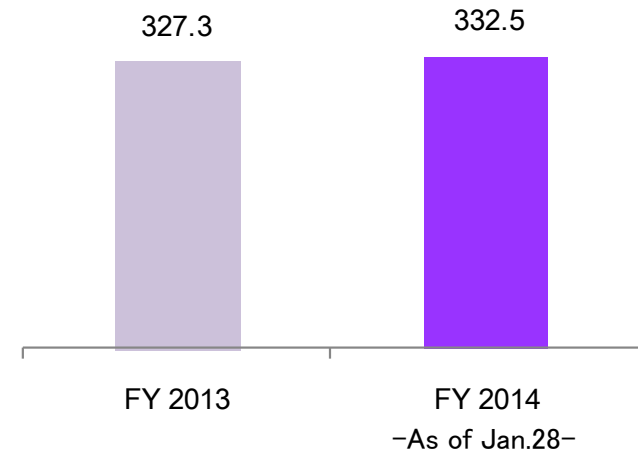


(Billions of yen)

FY 2014 Projection v. FY 2013 Actual

| | FY 2013 Actual | FY 2014 Projection | Changes |
|------------|----------------|--------------------|---------|
| Net sales | 327.3 | 332.5 | +5.2 |
| Op. income | 5.5 | 6.4 | +0.9 |

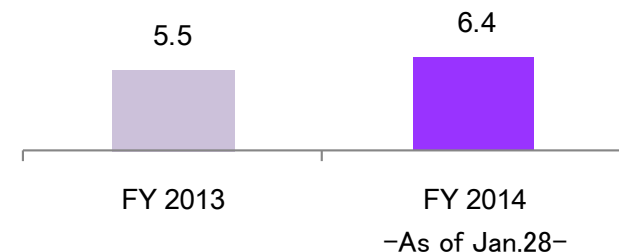
Net sales



Points

- ▶ We expect net sales to rise, given the active sales promotion of the main products, especially MFPs.
- ▶ We expect operating income to increase due to higher unit sales of MFPs and cost cutting.

Op. income



Projections Segment Information

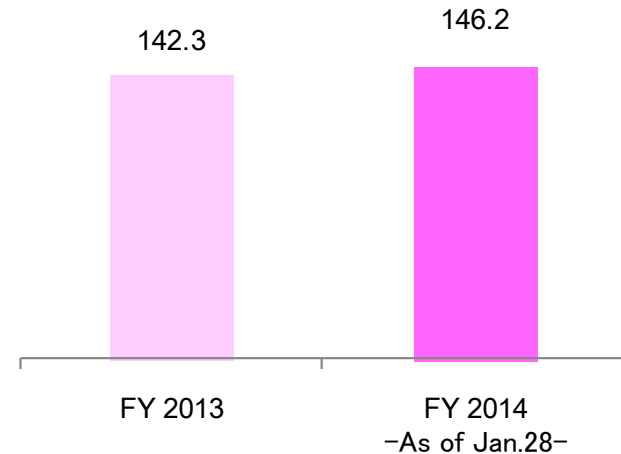


(Billions of yen)

FY 2014 Projection v. FY 2013 Actual

| | FY 2013 Actual | FY 2014 Projection | Changes |
|------------|----------------|--------------------|---------|
| Net sales | 142.3 | 146.2 | +3.9 |
| Op. income | 0.4 | 1.8 | +1.4 |

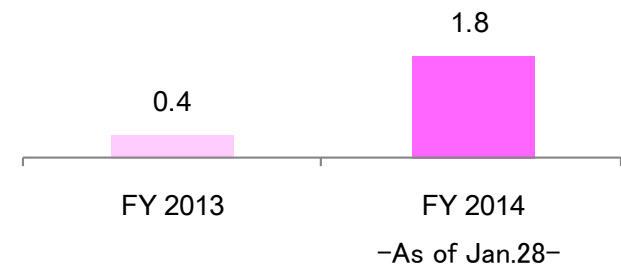
Net sales



Points

- ▶ We anticipate that net sales will rise with aggressive activities to receive orders as the domestic IT market is expected to expand moderately.
- ▶ We expect operating income to increase, chiefly reflecting higher sales in profitable businesses and an improvement in productivity in development.

Op. income



Projections Segment Information

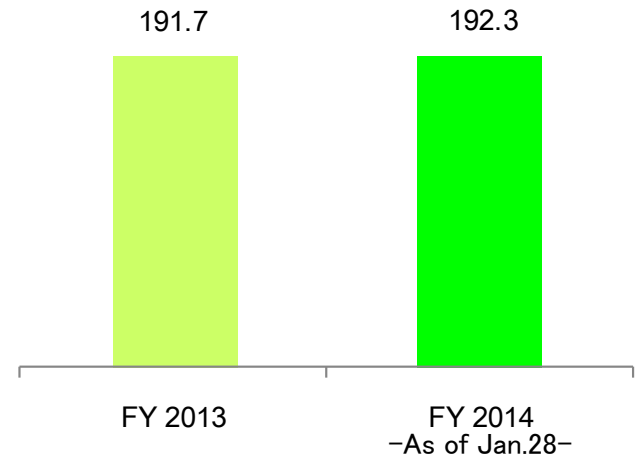


(Billions of yen)

FY 2014 Projection v. FY 2013 Actual

| | FY 2013 Actual | FY 2014 Projection | Changes |
|------------|----------------|--------------------|---------|
| Net sales | 191.7 | 192.3 | +0.6 |
| Op. income | 12.5 | 11.1 | -1.4 |

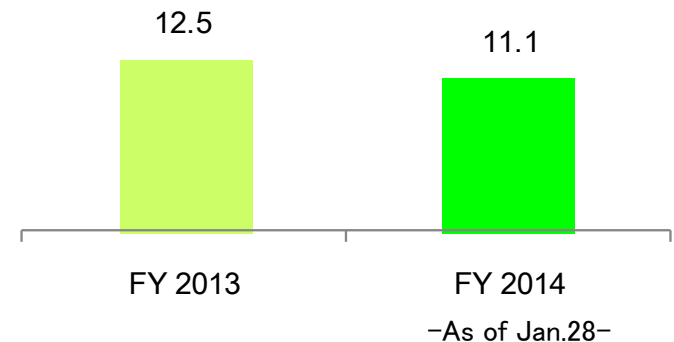
Net sales



Points

- ▶ We anticipate that net sales will rise slightly, reflecting launches of new products and aggressive marketing, which will be partly offset by the effect of the consumption tax hike.
- ▶ Operating profit is expected to fall compared with the previous year when sales of mid-range interchangeable lens digital cameras and interchangeable lenses with a high unit price grew on purchases by dealers ahead of the tax increase.

Op. income



Projections Segment Information

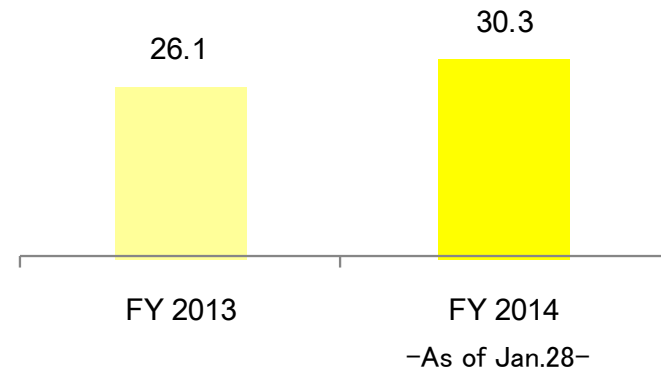


(Billions of yen)

FY 2014 Projection v. FY 2013 Actual

| | FY 2013 Actual | FY 2014 Projection | Changes |
|------------|----------------|--------------------|---------|
| Net sales | 26.1 | 30.3 | +4.2 |
| Op. income | -1.8 | -0.8 | +1.0 |

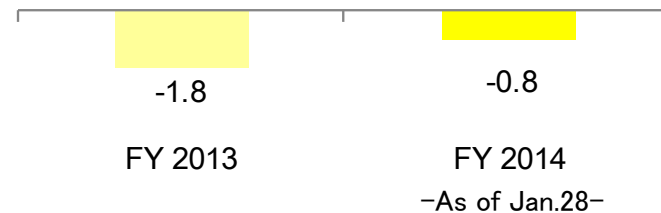
Net sales



Points

- ▶ We expect net sales to rise due to an increase in sales of the existing products, the expansion of the product lineup, and the development of the Taiwanese industrial equipment market.
- ▶ We anticipate that operating income will improve, reflecting the increase in net sales.

Op. income



Supplementary Information

FY2012 Results - After deduction -

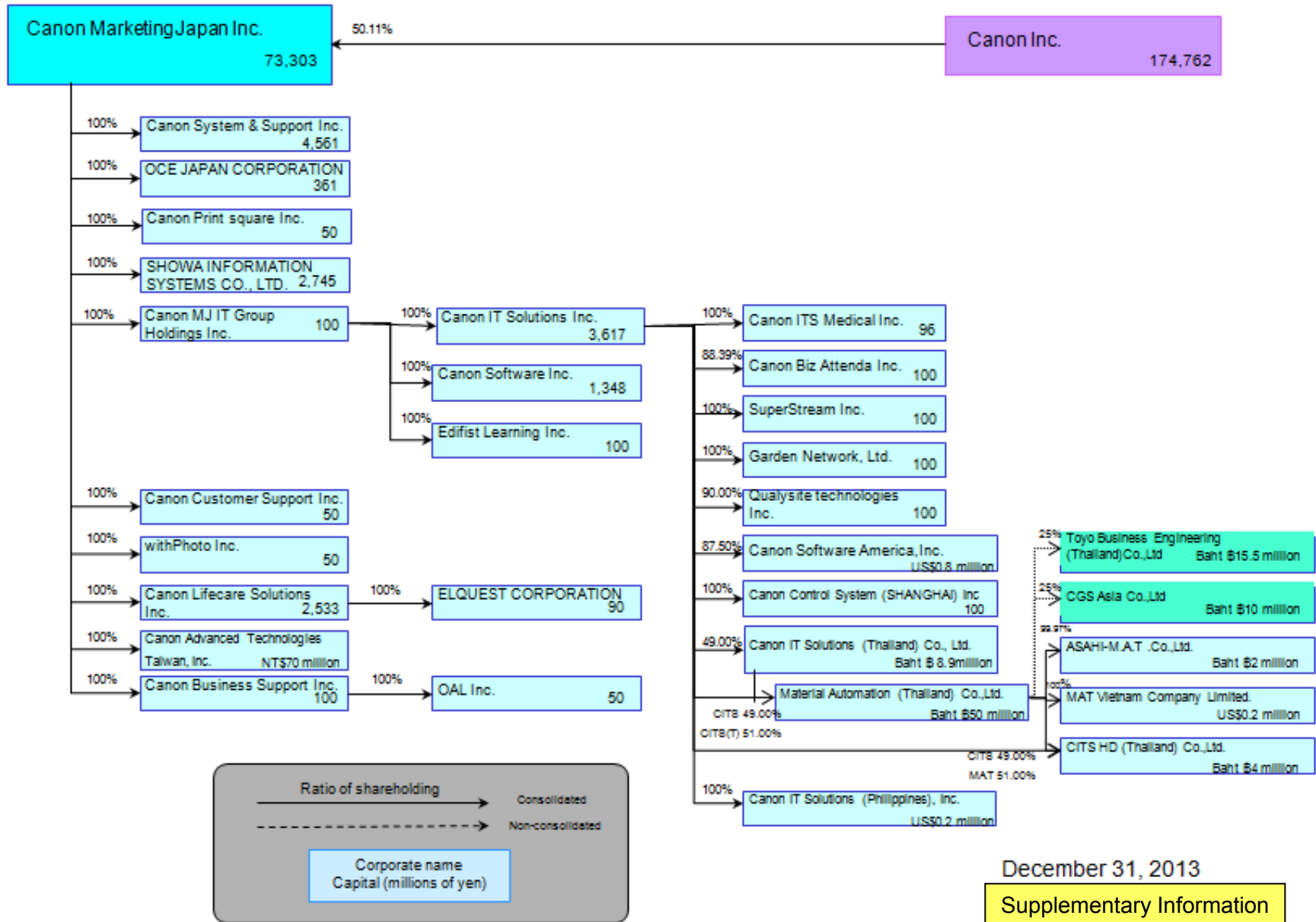
(Billions of yen)

| | FY 2012 Results [After deduction] | | | | | [Reference] | |
|----------------------|-----------------------------------|--------------|--------------|--------------|--------------|------------------|-----------------|
| | | | | | | FY 2012 | |
| | 1Q | 2Q | 3Q | 4Q | FY | Before deduction | Amount deducted |
| Business Solutions | 87.3 | 81.4 | 80.3 | 81.8 | 330.9 | 344.0 | -13.1 |
| IT Solutions | 34.3 | 32.3 | 31.8 | 32.7 | 131.0 | 131.3 | -0.3 |
| Imaging System | 37.6 | 45.4 | 42.1 | 66.9 | 192.0 | 200.6 | -8.6 |
| Industrial Equipment | 10.7 | 7.0 | 6.5 | 6.5 | 30.7 | 30.7 | -0.0 |
| Other | -6.9 | -6.1 | -6.2 | -6.2 | -25.4 | -25.4 | -0.0 |
| Total | 163.0 | 160.0 | 154.5 | 181.7 | 659.2 | 681.2 | -22.0 |

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. The change stated above had no effect on operating income.

Capital Relationship Diagram



Results of main consolidated companies



(Billions of yen)

| | | FY 2012 | | FY 2013 | | Changes | |
|---|------------|--------------|--------|--------------|--------|--------------|-------------|
| | | | | | | Amount | % |
| Business Solutions | | | | | | | |
| Canon System & Support Inc. | Net sales | 103.5 | | 114.9 | | +11.3 | +11% |
| | Op. income | 1.2 | (1.2%) | 2.8 | (2.4%) | +1.6 | (+1.2%) |
| SHOWA INFORMATION SYSTEMS CO., LTD. | Net sales | 11.1 | | 11.7 | | +0.6 | +5% |
| | Op. income | 0.2 | (1.6%) | 0.2 | (1.6%) | +0.0 | (+0.0%) |
| IT Solutions | | | | | | | |
| Canon IT Solutions (Consolidated) | Net sales | 80.3 | | 81.4 | | +1.1 | +1% |
| | Op. income | 1.1 | (1.4%) | 0.9 | (1.1%) | -0.2 | (-0.3%) |
| Canon Software | Net sales | 21.5 | | 21.0 | | -0.6 | -3% |
| | Op. income | 2.0 | (9.2%) | 1.7 | (8.0%) | -0.3 | (-1.2%) |
| Total | Net sales | 101.8 | | 102.3 | | +0.5 | +1% |
| | Op. income | 3.1 | (3.1%) | 2.6 | (2.5%) | -0.5 | (-0.5%) |
| Industrial Equipment | | | | | | | |
| Canon Lifecare Solutions (Consolidated) | Net sales | 20.4 | | 19.3 | | -1.1 | -5% |
| | Op. income | -0.3 | (-) | -0.5 | (-) | -0.2 | (-) |

* The amount is before the elimination on a consolidated basis.

Results of main consolidated companies



(Billions of yen)

| | | 4Q 2012 | | 4Q 2013 | | Changes | |
|---|------------|-------------|---------|-------------|---------|-------------|-------------|
| | | | | | | Amount | % |
| Business Solutions | | | | | | | |
| Canon System & Support Inc. | Net sales | 25.1 | | 28.8 | | +3.7 | +15% |
| | Op. income | -0.3 | (-) | 0.4 | (1.3%) | +0.6 | (-) |
| SHOWA INFORMATION SYSTEMS CO., LTD. | Net sales | 3.0 | | 2.9 | | -0.2 | -6% |
| | Op. income | 0.2 | (7.3%) | 0.1 | (3.9%) | -0.1 | (-3.4%) |
| IT Solutions | | | | | | | |
| Canon IT Solutions (Consolidated) | Net sales | 19.5 | | 21.5 | | +2.0 | +10% |
| | Op. income | 0.2 | (1.0%) | 0.4 | (1.9%) | +0.2 | (+0.9%) |
| Canon Software | Net sales | 5.6 | | 5.7 | | +0.0 | +1% |
| | Op. income | 0.6 | (11.4%) | 0.7 | (12.2%) | +0.0 | (+0.8%) |
| Total | Net sales | 25.2 | | 27.2 | | +2.0 | +8% |
| | Op. income | 0.9 | (3.4%) | 1.1 | (4.1%) | +0.3 | (+0.7%) |
| Industrial Equipment | | | | | | | |
| Canon Lifecare Solutions (Consolidated) | Net sales | 4.2 | | 5.0 | | +0.8 | +19% |
| | Op. income | -0.1 | (-) | 0.0 | (0.1%) | +0.1 | (-) |

* The amount is before the elimination on a consolidated basis.

Selling expenses



(Billions of yen)

| | FY 2012 | | FY 2013 | | Changes | |
|-------------------------------|-------------|--------------|-------------|--------------|-------------|-------------|
| | 4Q | FY | 4Q | FY | 4Q | FY |
| Advertising expenses | 3.6 | 11.5 | 3.2 | 10.5 | -0.4 | -1.0 |
| Promotion expenses | 1.3 | 3.7 | 1.3 | 3.9 | +0.0 | +0.2 |
| Warranty expenses | 2.3 | 9.0 | 2.0 | 7.6 | -0.4 | -1.4 |
| Personnel expenses | 32.4 | 128.0 | 32.5 | 126.6 | +0.2 | -1.3 |
| Depreciation and amortization | 0.7 | 2.5 | 0.6 | 2.5 | -0.0 | -0.1 |
| Rent expenses | 1.8 | 7.3 | 1.7 | 7.0 | -0.1 | -0.3 |
| IT expenses | 2.3 | 8.8 | 2.0 | 8.4 | -0.3 | -0.3 |
| Other selling expenses | 8.7 | 33.3 | 9.8 | 36.7 | +1.1 | +3.4 |
| Total | 53.1 | 204.1 | 53.1 | 203.2 | +0.0 | -0.9 |

Non-operating income and expenses

(Billions of yen)

■ Non-operating income

| | FY 2012 | | FY 2013 | | Changes | |
|-----------------------------|------------|------------|------------|------------|-------------|-------------|
| | 4Q | FY | 4Q | FY | 4Q | FY |
| Interest & dividends income | 0.1 | 0.4 | 0.1 | 0.3 | -0.0 | -0.0 |
| Insurance income | 0.0 | 0.6 | 0.0 | 0.6 | +0.0 | +0.0 |
| Other | 0.3 | 0.7 | 0.2 | 0.7 | -0.0 | -0.1 |
| Total | 0.4 | 1.8 | 0.3 | 1.7 | -0.0 | -0.1 |

■ Non-operating expenses

| | FY 2012 | | FY 2013 | | Changes | |
|-------------------------|------------|------------|------------|------------|-------------|-------------|
| | 4Q | FY | 4Q | FY | 4Q | FY |
| Interest expenses | 0.0 | 0.1 | 0.0 | 0.0 | -0.0 | -0.0 |
| Foreign exchange losses | 0.0 | 0.0 | 0.0 | 0.1 | -0.0 | +0.1 |
| Other | 0.1 | 0.3 | 0.1 | 0.3 | -0.0 | -0.0 |
| Total | 0.1 | 0.5 | 0.1 | 0.5 | -0.0 | -0.0 |

Extraordinary income and expenses



(Billions of yen)

■ Extraordinary income

| | FY 2012 | | FY 2013 | | Changes | |
|--|-------------|------------|------------|------------|-------------|-------------|
| | 4Q | FY | 4Q | FY | 4Q | FY |
| Gain on sales of investment securities | 0.1 | 0.1 | 0.5 | 0.6 | +0.4 | +0.5 |
| Gain on sales of noncurrent assets | 0.1 | 0.1 | 0.0 | 0.0 | -0.1 | -0.1 |
| Gain on negative goodwill | -0.0 | 0.1 | - | - | +0.0 | -0.1 |
| Other | -0.0 | 0.0 | - | 0.0 | +0.0 | +0.0 |
| Total | 0.1 | 0.4 | 0.5 | 0.6 | +0.4 | +0.3 |

■ Extraordinary expenses

| | FY 2012 | | FY 2013 | | Changes | |
|---|------------|------------|------------|------------|-------------|-------------|
| | 4Q | FY | 4Q | FY | 4Q | FY |
| Loss on sales and retirement of noncurrent assets | 0.1 | 0.5 | 0.1 | 0.6 | -0.1 | +0.1 |
| Special extra retirement payments | - | - | - | 0.6 | - | +0.6 |
| Office transfer expenses | 0.0 | 0.1 | - | 0.2 | -0.0 | +0.1 |
| Impairment loss | - | 0.0 | 0.0 | 0.0 | +0.0 | +0.0 |
| Expenses related to changing in business name | 0.1 | 0.1 | 0.0 | 0.0 | -0.1 | -0.1 |
| Loss on valuation of golf club membership | 0.0 | 0.0 | - | 0.0 | -0.0 | -0.0 |
| Loss on valuation of investment securities | 0.0 | 0.0 | - | - | +0.0 | -0.0 |
| Loss on cancellation of leases | 0.0 | 0.0 | - | - | -0.0 | -0.0 |
| Other | 0.1 | 0.1 | 0.2 | 0.3 | +0.1 | +0.3 |
| Total | 0.4 | 0.9 | 0.3 | 1.8 | -0.1 | +0.8 |

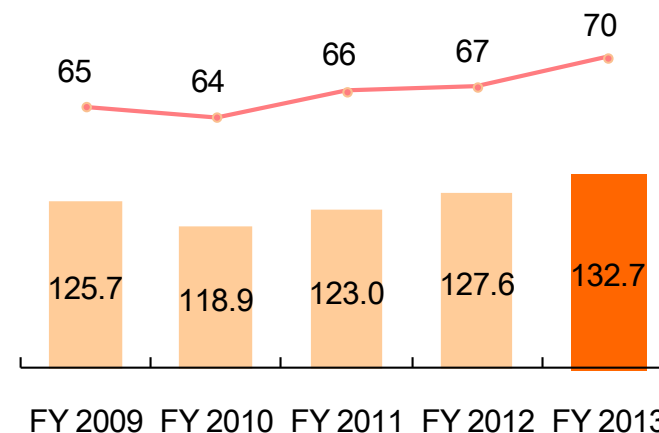
Balance Sheets

| | Dec. 31 2012 | Dec. 31 2013 | Changes |
|--|-----------------|-----------------|--------------|
| Assets | 462.6 | 467.1 | +4.5 |
| Current assets | 316.6 | 324.9 | +8.3 |
| Cash and deposits | 108.4 | 102.3 | -6.2 |
| Notes and accounts receivable trade | 127.6 | 132.7 | +5.0 |
| Inventories | 28.8 | 28.2 | -0.6 |
| Other | 51.7 | 61.7 | +10.0 |
| Noncurrent assets | 146.0 | 142.1 | -3.8 |
| Property, plant and equipment | 99.6 | 99.7 | +0.1 |
| Intangible assets | 16.0 | 12.9 | -3.1 |
| Investments and other assets | 30.4 | 29.6 | -0.9 |
| Liabilities | 208.5 | 210.0 | +1.5 |
| Current liabilities | 163.4 | 164.9 | +1.5 |
| Notes and accounts payable-trade | 104.2 | 108.5 | +4.3 |
| Other | 59.2 | 56.4 | -2.8 |
| Noncurrent liabilities | 45.1 | 45.1 | -0.0 |
| Net assets | 254.1 | 257.1 | +3.0 |
| Shareholders' equity | 253.9 | 255.6 | +1.7 |
| (Treasury stock) | -26.9 | -31.9 | -5.0 |
| Accumulated other comprehensive income | 0.0 | 1.2 | +1.2 |
| Minority interests | 0.2 | 0.3 | +0.1 |
| Equity ratio | 55% | 55% | +0% |

Notes and accounts receivable trade

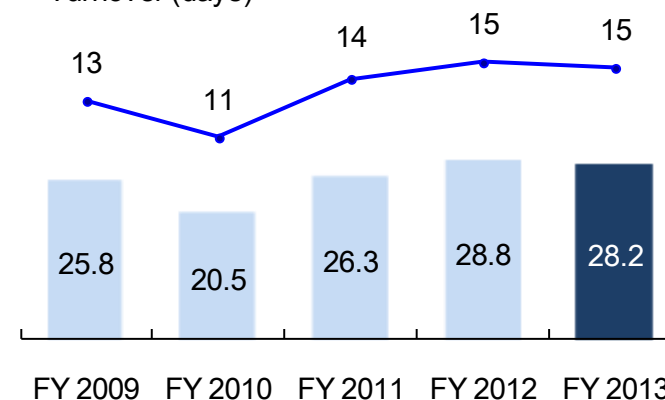
(Billions of yen)

■ Notes and accounts receivable trade
—● Turnover (days)



Inventories

■ Inventories
—● Turnover (days)



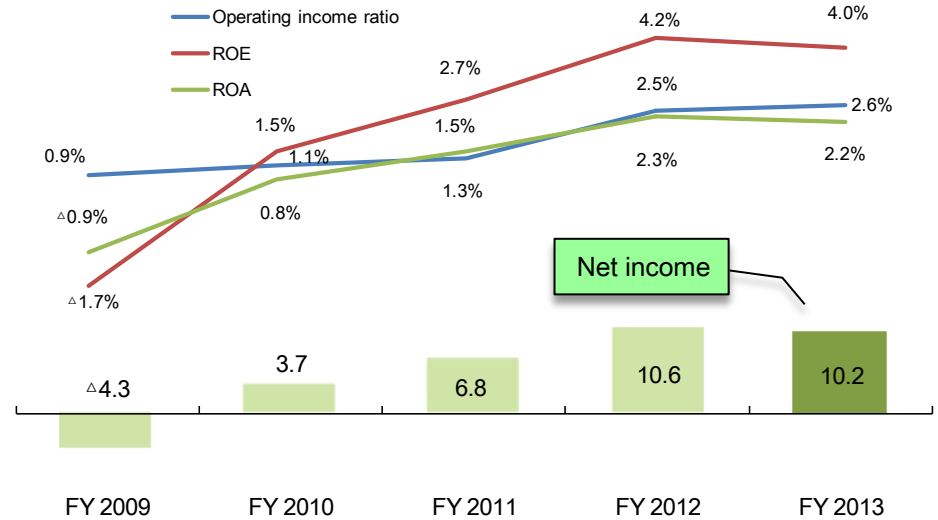
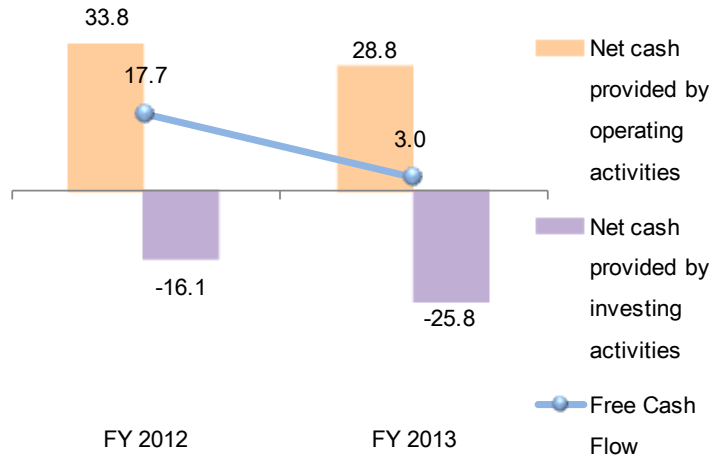
Supplementary Information

Cash Flow / Investment / Depreciation and amortization / Financial indicator



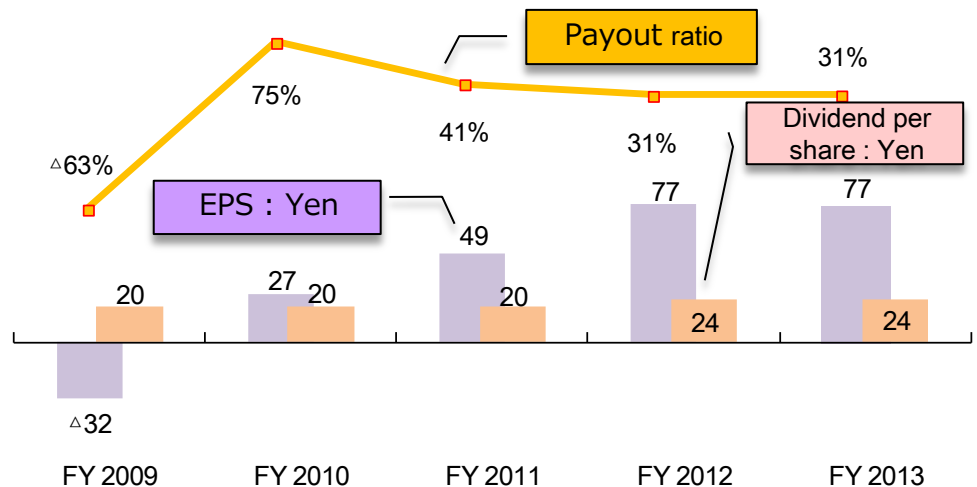
(Billions of yen)

Cash Flow



Investment

| | FY Projection |
|---------|---------------|
| FY 2013 | 14.4 |
| FY 2014 | 17.1 |



Depreciation and amortization

| | FY Projection |
|---------|---------------|
| FY 2013 | 17.4 |
| FY 2014 | 16.8 |

Canon

Canon Marketing Japan Inc.