[Supplementary Material for 2018 3Q] Canon Marketing Japan Inc.

Consumer Products
Non-consolidated
Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
Digital SLR	Unit						-42%	-34%	-26%	-36%	-34%	-32%
Mirrorless Camera	Unit						+24%	+47%	+94%	+61%	+55%	+65%
DILC*	Unit	-17%	-3%	-21%	-7%	-12%	-28%	-15%	-7%	-9%	-14%	-10%
Compact Digital Camera	Unit	+20%	-14%	+39%	+3%	+8%	-44%	+1%	+19%	+10%	-7%	-4%
Inkjet Printer (IJP)	Unit	+1%	+20%	-10%	-9%	-3%	-12%	-23%	+3%	-5%	-8%	-8%
IJP Cartridge	Amount	-6%	-8%	+7%	-9%	-5%	-9%	-2%	-14%	+1%	-5%	-3%

* Digital Interchangeable Lens Camera

Business Products
Non-consolidated
Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
MFP including Rental Machine	Unit	-3%	+7%	+2%	+2%	+2%	+2%	-7%	-10%	+7%	-2%	+1%
Service & Support	Amount	+0%	-0%	-1%	-0%	-0%	-3%	+0%	-1%	-2%	-1%	-1%
Laser Beam Printer (LBP)	Unit	-0%	-3%	-5%	+2%	-2%	-6%	-12%	+12%	-3%	-2%	-1%
LBP Cartridge	Amount	+1%	+2%	-2%	+1%	+1%	-2%	+3%	+4%	-4%	+0%	+0%

Consolidated

Commercial Printing**	Amount	+3%	+4%	+1%	-15%	-3%	-6%	-4%	-0%	+4%	-2%	+0%
Network Camera	Amount	+31%	+13%	+8%	+33%	+22%	+8%	-7%	+5%	+12%	+5%	+5%

** formerly "Production Printing" which includes MFPs for production printing of Canon & Oce, Continuous Feed Printers of Oce, and SX series, etc.

IT Solutions
【Sales Amount by Business】Y/Y
Canon IT Solutions, Non-consolidated

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
SI Service	Amount						+10%	+7%	+7%	+2%	+6%	+6%
IT Infrastructure Service	Amount						+8%	+1%	+16%	-10%	+3%	+3%
Engineering Business	Amount						+2%	+7%	+2%	-0%	+3%	+3%

[Orders received and outstanding orders] Y/Y
Canon IT Solutions, Non-consolidated

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
Orders received	Amount	-3%	-9%	+21%	+24%	+6%	+8%	+8%	-16%			
Outstanding orders	Amount	-11%	-15%	+7%	+17%	+17%	+21%	+22%	-1%			
Net sales	Amount	-0%	+0%	-1%	+10%	+2%	+7%	+5%	+8%			

Professional Segment
Consolidated
[Amount] Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
Production Printing	Amount						-7%	-4%	+1%	-1%	-3%	-3%
Industrial Equipment	Amount						+125%	+20%	-33%	-33%	+9%	+8%
Healthcare	Amount						-5%	-8%	-32%	+33%	-5%	+2%
Visual Solutions	Amount						-9%	+12%	-0%	+10%	+3%	+3%