

[Supplementary Material for 2018 4Q] Canon Marketing Japan Inc.

Consumer Products
Non-consolidated
Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts Full Year Forecasts	FY2019 vs FY2018 Full Year Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		
Digital SLR Mirrorless Camera	Unit						-42%	-34%	-26%	-30%	-33%	-34%	-26%
DILC*	Unit						+24%	+47%	+94%	+20%	+40%	+55%	+5%
Compact Digital Camera	Unit	-17%	-3%	-21%	-7%	-12%	-28%	-15%	-7%	-16%	-16%	-14%	-15%
Inkjet Printer (IJP)	Unit	+20%	-14%	+39%	+3%	+8%	-44%	+1%	+19%	+10%	-7%	-7%	-22%
IJP Cartridge	Amount	+1%	+20%	-10%	-9%	-3%	-12%	-23%	+3%	-9%	-10%	-8%	-5%
	Amount	-6%	-8%	+7%	-9%	-5%	-9%	-2%	-14%	-1%	-5%	-5%	-5%

* Digital Interchangeable Lens Camera

Business Products
Non-consolidated
Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts Full Year Forecasts	FY2019 vs FY2018 Full Year Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		
MFP including Rental Machine	Unit	-3%	+7%	+2%	+2%	+2%	+2%	-7%	-10%	-8%	-5%	-2%	+3%
Service & Support	Amount	+0%	-0%	-1%	-0%	-0%	-3%	+0%	-1%	-0%	-1%	-1%	-2%
Laser Beam Printer (LBP)	Unit	-0%	-3%	-5%	+2%	-2%	-6%	-12%	+12%	+4%	-1%	-2%	-2%
LBP Cartridge	Amount	+1%	+2%	-2%	+1%	+1%	-2%	+3%	+4%	-2%	+1%	+0%	+0%

Consolidated

Commercial Printing**	Amount	+3%	+4%	+1%	-15%	-3%	-6%	-4%	-0%	-7%	-4%	-2%	+8%
Network Camera	Amount	+31%	+13%	+8%	+33%	+22%	+8%	-7%	+5%	+14%	+6%	+5%	+12%

** 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 Full Year Forecasts	FY2019 vs FY2018 Full Year Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		
SI Service	Amount						+10%	+7%	+7%	+10%	+9%	+6%	+3%
IT Infrastructure Service	Amount						+8%	+1%	+16%	-1%	+6%	+3%	+7%
Engineering Business	Amount						+2%	+7%	+2%	-4%	+1%	+3%	+2%

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

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts Full Year Forecasts	FY2019 vs FY2018 Full Year Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		
Orders received	Amount	-3%	-9%	+21%	+24%	+6%	+8%	+8%	-16%	+18%	+4%		
Outstanding orders	Amount	-11%	-15%	+7%	+17%	+17%	+21%	+22%	-1%	+11%	+11%		
Net sales	Amount	-0%	+0%	-1%	+10%	+2%	+7%	+5%	+8%	+3%	+6%		

Professional Segment
Consolidated
[Amount] Y/Y

		FY2017 compared with FY2016					FY2018 vs FY2017					Previous Forecasts Full Year Forecasts	FY2019 vs FY2018 Full Year Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		
Production Printing	Amount						-7%	-4%	+1%	-15%	-7%	-3%	+6%
Industrial Equipment	Amount						+125%	+20%	-33%	-38%	+8%	+9%	+1%
Healthcare	Amount						-5%	-8%	-32%	+10%	-10%	-5%	+8%
Visual Solutions	Amount						-9%	+12%	-0%	+0%	-0%	+3%	