

[Supplementary Material for 2019 2Q] Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018		FY2019 vs FY2018	Previous Forecasts
			1Q	2Q	3Q	4Q	Full Year	1Q	2Q	FY2019 vs FY2018	Full Year
			Results	Results	Results	Results	Results	Results	Results	Forecasts	Forecasts
Digital SLR	Unit	-42%	-34%	-26%	-30%	-33%	-29%	-34%	-34%	-26%	
Mirrorless Camera	Unit	+24%	+47%	+94%	+20%	+40%	+12%	-27%	+1%	+5%	
DILC*	Unit	-28%	-15%	-7%	-16%	-16%	-14%	-31%	-21%	-15%	
Compact Digital Camera	Unit	-44%	+1%	+19%	+10%	-7%	+8%	+5%	-12%	-22%	
Inkjet Printer (IJP)	Unit	-12%	-23%	+3%	-9%	-10%	-26%	+8%	-7%	-5%	
IJP Cartridge	Amount	-9%	-2%	-14%	-1%	-5%	-4%	-4%	-5%	-5%	

* Digital Interchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018		FY2019 vs FY2018	Previous Forecasts
			1Q	2Q	3Q	4Q	Full Year	1Q	2Q	FY2019 vs FY2018	Full Year
			Results	Results	Results	Results	Results	Results	Results	Forecasts	Forecasts
MFP including Rental Machine	Unit	+2%	-7%	-10%	-8%	-5%	-10%	-4%	-0%	+3%	
Service & Support	Amount	-3%	+0%	-1%	-0%	-1%	-0%	-2%	-1%	-2%	
Laser Beam Printer (LBP)	Unit	-6%	-12%	+12%	+4%	-1%	-4%	+13%	+0%	-2%	
LBP Cartridge	Amount	-2%	+3%	+4%	-2%	+1%	+0%	-10%	+0%	+0%	
Commercial Printing**	Amount	-6%	-4%	-0%	-7%	-4%	+1%	-11%	+7%	+8%	
Network Camera	Amount	+8%	-7%	+5%	+14%	+6%	+4%	+35%	+13%	+12%	

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

IT Solutions

[Sales Amount by Business] Y/Y

Canon IT Solutions, Non-consolidated

			FY2018 compared with FY2017					FY2019 vs FY2018		FY2019 vs FY2018	Previous Forecasts
			1Q	2Q	3Q	4Q	Full Year	1Q	2Q	FY2019 vs FY2018	Full Year
			Results	Results	Results	Results	Results	Results	Results	Forecasts	Forecasts
SI Service	Amount	+10%	+7%	+7%	+10%	+9%	+9%	+6%	+3%	+3%	
IT Infrastructure Service	Amount	+8%	+1%	+16%	-1%	+6%	+24%	+15%	+9%	+7%	
Engineering Business	Amount	+2%	+7%	+2%	-4%	+1%	+8%	-6%	+2%	+2%	

[Orders received and outstanding orders] Y/Y

Canon IT Solutions, Non-consolidated

			FY2018 compared with FY2017					FY2019 vs FY2018		FY2019 vs FY2018	Previous Forecasts
			1Q	2Q	3Q	4Q	Full Year	1Q	2Q	FY2019 vs FY2018	Full Year
			Results	Results	Results	Results	Results	Results	Results	Forecasts	Forecasts
Orders received	Amount	+8%	+8%	-16%	+18%	+4%	+53%	-8%			
Outstanding orders	Amount	+21%	+22%	-1%	+11%	+11%	+41%	+25%			
Net sales	Amount	+7%	+5%	+8%	+3%	+6%	+12%	+8%			

Professional Segment

Consolidated

[Amount] Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018		FY2019 vs FY2018	Previous Forecasts
			1Q	2Q	3Q	4Q	Full Year	1Q	2Q	FY2019 vs FY2018	Full Year
			Results	Results	Results	Results	Results	Results	Results	Forecasts	Forecasts
Production Printing	Amount	-7%	-4%	+1%	-15%	-7%	+1%	-22%	+6%	+6%	
Industrial Equipment	Amount	+125%	+20%	-33%	-38%	+8%	-34%	-2%	+1%	+1%	
Healthcare	Amount	-5%	-8%	-32%	+10%	-10%	-13%	+19%	+8%	+8%	