

[Supplementary Material for 2019 3Q] Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

| | | | FY2018 compared with FY2017 | | | | | FY2019 vs FY2018 | | | | | Previous Forecasts Full Year Forecasts |
|------------------------|--------|--|-----------------------------|------------|------------|------------|-------------------|------------------|------------|------------|--------------|---------------------|---|
| | | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | 2Q Results | 3Q Results | 4Q Forecasts | Full Year Forecasts | |
| Digital SLR | Unit | | -42% | -34% | -26% | -30% | -33% | -29% | -34% | -40% | -49% | -39% | -34% |
| Mirrorless Camera | Unit | | +24% | +47% | +94% | +20% | +40% | +12% | -27% | +9% | -2% | -5% | +1% |
| DILC* | Unit | | -28% | -15% | -7% | -16% | -16% | -14% | -31% | -24% | -30% | -26% | -21% |
| Compact Digital Camera | Unit | | -44% | +1% | +19% | +10% | -7% | +8% | +5% | -6% | -31% | -8% | -12% |
| Inkjet Printer (IJP) | Unit | | -12% | -23% | +3% | -9% | -10% | -26% | +8% | +9% | -15% | -8% | -7% |
| IJP Cartridge | Amount | | -9% | -2% | -14% | -1% | -5% | -4% | -4% | +6% | -13% | -5% | -5% |

* Digital Interchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

| | | | FY2018 compared with FY2017 | | | | | FY2019 vs FY2018 | | | | | Previous Forecasts Full Year Forecasts |
|------------------------------|--------|--|-----------------------------|------------|------------|------------|-------------------|------------------|------------|------------|--------------|---------------------|---|
| | | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | 2Q Results | 3Q Results | 4Q Forecasts | Full Year Forecasts | |
| MFP including Rental Machine | Unit | | +2% | -7% | -10% | -8% | -5% | -10% | -4% | +7% | +10% | -0% | -0% |
| Service & Support | Amount | | -3% | +0% | -1% | -0% | -1% | -0% | -2% | +0% | -2% | -1% | -1% |
| Laser Beam Printer (LBP) | Unit | | -6% | -12% | +12% | +4% | -1% | -4% | +13% | +13% | -10% | +2% | +0% |
| LBP Cartridge | Amount | | -2% | +3% | +4% | -2% | +1% | +0% | -10% | +8% | +3% | +0% | +0% |
| Commercial Printing** | Amount | | -6% | -4% | -0% | -7% | -4% | +1% | -11% | +0% | +1% | -2% | +7% |
| Network Camera | Amount | | +8% | -7% | +5% | +14% | +6% | +4% | +35% | +22% | +3% | +13% | +13% |

** 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 | | | | | Previous Forecasts Full Year Forecasts |
|---------------------------|--------|--|-----------------------------|------------|------------|------------|-------------------|------------------|------------|------------|--------------|---------------------|---|
| | | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | 2Q Results | 3Q Results | 4Q Forecasts | Full Year Forecasts | |
| SI Service | Amount | | +10% | +7% | +7% | +10% | +9% | +9% | +6% | -4% | -5% | +1% | +3% |
| IT Infrastructure Service | Amount | | +8% | +1% | +16% | -1% | +6% | +24% | +15% | +35% | -11% | +16% | +9% |
| Engineering Business | Amount | | +2% | +7% | +2% | -4% | +1% | +8% | -6% | +6% | +3% | +3% | +2% |

[Orders received and outstanding orders] Y/Y

Canon IT Solutions, Non-consolidated

| | | | FY2018 compared with FY2017 | | | | | FY2019 vs FY2018 | | | | | Previous Forecasts Full Year Forecasts |
|--------------------|--------|--|-----------------------------|------------|------------|------------|-------------------|------------------|------------|------------|--------------|---------------------|---|
| | | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | 2Q Results | 3Q Results | 4Q Forecasts | Full Year Forecasts | |
| Orders received | Amount | | +8% | +8% | -16% | +18% | +4% | +53% | -8% | -0% | | | |
| Outstanding orders | Amount | | +21% | +22% | -1% | +11% | +11% | +41% | +25% | +21% | | | |
| Net sales | Amount | | +7% | +5% | +8% | +3% | +6% | +12% | +8% | +7% | | | |

Professional Segment

Consolidated

[Amount] Y/Y

| | | | FY2018 compared with FY2017 | | | | | FY2019 vs FY2018 | | | | | Previous Forecasts Full Year Forecasts |
|----------------------|--------|--|-----------------------------|------------|------------|------------|-------------------|------------------|------------|------------|--------------|---------------------|---|
| | | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | 2Q Results | 3Q Results | 4Q Forecasts | Full Year Forecasts | |
| Production Printing | Amount | | -7% | -4% | +1% | -15% | -7% | +1% | -22% | -4% | -5% | -8% | +6% |
| Industrial Equipment | Amount | | +125% | +20% | -33% | -38% | +8% | -34% | -2% | -6% | +29% | -11% | +1% |
| Healthcare | Amount | | -5% | -8% | -32% | +10% | -10% | -13% | +19% | +37% | +1% | +8% | +8% |