

[Supplementary Material for 2019 4Q] Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018					Previous Forecasts Full Year Forecasts	FY2020 vs FY2019 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	Unit		-42%	-34%	-26%	-30%	-33%	-29%	-34%	-40%	-54%	-40%	-39%	-37%
Mirrorless Camera	Unit		+24%	+47%	+94%	+20%	+40%	+12%	-27%	+9%	-28%	-13%	-5%	+0%
DILC*	Unit		-28%	-15%	-7%	-16%	-16%	-14%	-31%	-24%	-43%	-30%	-26%	-19%
Compact Digital Camera	Unit		-44%	+1%	+19%	+10%	-7%	+8%	+5%	-6%	-29%	-8%	-8%	-14%
Inkjet Printer (IJP)	Unit		-12%	-23%	+3%	-9%	-10%	-26%	+8%	+9%	-13%	-7%	-8%	-9%
IJP Cartridge	Amount		-9%	-2%	-14%	-1%	-5%	-4%	-4%	+6%	-16%	-7%	-5%	-4%

* Digital Interchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018					Previous Forecasts Full Year Forecasts	FY2020 vs FY2019 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		+2%	-7%	-10%	-8%	-5%	-10%	-4%	+7%	-12%	-5%	-0%	+0%
Service & Support	Amount		-3%	+0%	-1%	-0%	-1%	-0%	-2%	+0%	-3%	-1%	-1%	-0%
Laser Beam Printer (LBP)	Unit		-6%	-12%	+12%	+4%	-1%	-4%	+13%	+13%	+1%	+5%	+2%	-9%
LBP Cartridge	Amount		-2%	+3%	+4%	-2%	+1%	+0%	-10%	+8%	-7%	-2%	+0%	-1%
Commercial Printing**	Amount		-6%	-4%	-0%	-7%	-4%	+1%	-11%	+0%	-9%	-5%	-2%	+9%
Network Camera	Amount		+8%	-7%	+5%	+14%	+6%	+4%	+35%	+22%	-3%	+12%	+13%	+9%

** formerly "Production Printing" which includes MFPs for production printing of Canon, Continuous Feed Printer of Canon, 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	FY2020 vs FY2019 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%	+9%	+6%	-4%	-9%	+0%	+3%	+5%
IT Infrastructure Service	Amount		+8%	+1%	+16%	-1%	+6%	+24%	+15%	+35%	+1%	+19%	+9%	+0%
Engineering Business	Amount		+2%	+7%	+2%	-4%	+1%	+8%	-6%	+6%	-7%	+0%	+2%	+6%

[Orders received and outstanding orders] Y/Y

Canon IT Solutions, Non-consolidated

			FY2018 compared with FY2017					FY2019 vs FY2018					Previous Forecasts Full Year Forecasts	FY2020 vs FY2019 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		+8%	+8%	-16%	+18%	+4%	+53%	-8%	-0%	-10%	+7%		
Outstanding orders	Amount		+21%	+22%	-1%	+11%	+11%	+41%	+25%	+21%	+16%	+16%		
Net sales	Amount		+7%	+5%	+8%	+3%	+6%	+12%	+8%	+7%	-5%	+5%		

Professional Segment

Consolidated

[Amount] Y/Y

			FY2018 compared with FY2017					FY2019 vs FY2018					Previous Forecasts Full Year Forecasts	FY2020 vs FY2019 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%	+1%	-22%	-4%	-18%	-11%	+6%	+7%
Industrial Equipment	Amount		+125%	+20%	-33%	-38%	+8%	-34%	-2%	-6%	+20%	-12%	+1%	+8%
Healthcare	Amount		-5%	-8%	-32%	+10%	-10%	-13%	+19%	+37%	-15%	+3%	+8%	