

[Supplementary Material for 2020 2Q] Canon Marketing Japan Inc.

**Consumer Products**

Non-consolidated

Y/Y

			FY2019 compared with FY2018					FY2020 vs FY2019		
			1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts
Digital SLR	Unit		-29%	-34%	-40%	-54%	-40%	-39%	-76%	-61%
Mirrorless Camera	Unit		+12%	-27%	+9%	-28%	-13%	-54%	-78%	-55%
DILC*	Unit		-14%	-31%	-24%	-43%	-30%	-46%	-77%	-58%
Compact Digital Camera	Unit		+8%	+5%	-6%	-29%	-8%	-26%	-62%	-38%
Inkjet Printer (IJP)	Unit		-26%	+8%	+9%	-13%	-7%	+42%	+20%	+2%
IJP Cartridge	Amount		-4%	-4%	+6%	-16%	-7%	-0%	+5%	-3%

\* Digital Interchangeable Lens Camera

**Business Products**

Non-consolidated

Y/Y

			FY2019 compared with FY2018					FY2020 vs FY2019		
			1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts
MFP including Rental Machine	Unit		-10%	-4%	+7%	-12%	-5%	-15%	-39%	-20%
Service & Support	Amount		-0%	-2%	+0%	-3%	-1%	-4%	-22%	-15%
Laser Beam Printer (LBP)	Unit		-4%	+13%	+13%	+1%	+5%	+1%	-8%	-12%
LBP Cartridge	Amount		+0%	-10%	+8%	-7%	-2%	-0%	-11%	-11%

**Consolidated**

Commercial Printing**	Amount		+1%	-11%	+0%	-9%	-5%	-3%	-14%	-5%
Network Camera	Amount		+4%	+35%	+22%	-3%	+12%	+18%	-18%	+6%

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

**IT Solutions**

Consolidated

[Amount] Y/Y

			FY2019 compared with FY2018					FY2020 vs FY2019		
			1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts
SI Service	Amount							-8%	-15%	
Maintenance and operation service/outsourcing	Amount							+5%	+3%	
System sales/IT product	Amount							+5%	-16%	

**Professional Segment**

Consolidated

[Amount] Y/Y

			FY2019 compared with FY2018					FY2020 vs FY2019		
			1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts
Production Printing	Amount		+1%	-22%	-4%	-18%	-11%	-8%	-11%	-5%
Industrial Equipment	Amount		-34%	-2%	-6%	+20%	-12%	-15%	-11%	-5%
Healthcare	Amount		-13%	+19%	+37%	-15%	+3%	-53%	-42%	-57%