

[Supplementary Material for 2021 1Q] Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

| | | FY2020 compared with FY2019 | | | | | FY2021 vs FY2020 | FY2021 vsFY2020 | Previous Forecasts |
|------------------------|--------|-----------------------------|------------|------------|------------|-------------------|------------------|---------------------|---------------------|
| | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | Full Year Forecasts | Full Year Forecasts |
| DILC* | Unit | -46% | -77% | -61% | -35% | -56% | -20% | +29% | +14% |
| Compact Digital Camera | Unit | -26% | -62% | -32% | -19% | -37% | -2% | -7% | -10% |
| Inkjet Printer (IJP) | Unit | +42% | +20% | +5% | -17% | +4% | +34% | -3% | -10% |
| IJP Cartridge | Amount | -0% | +5% | -17% | -3% | -4% | -0% | -3% | -4% |

* Digital Interchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

| | | FY2020 compared with FY2019 | | | | | FY2021 vs FY2020 | FY2021 vsFY2020 | Previous Forecasts |
|------------------------------|--------|-----------------------------|------------|------------|------------|-------------------|------------------|---------------------|---------------------|
| | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | Full Year Forecasts | Full Year Forecasts |
| MFP including Rental Machine | Unit | -15% | -39% | -20% | -1% | -20% | -4% | +12% | +12% |
| Service & Support | Amount | -4% | -22% | -12% | -8% | -11% | -10% | -3% | -3% |
| Laser Beam Printer (LBP) | Unit | +1% | -8% | -28% | -7% | -11% | -3% | -2% | -2% |
| LBP Cartridge | Amount | -0% | -11% | -17% | +5% | -6% | -2% | -2% | -2% |
| Commercial Printing** | Amount | -3% | -14% | -16% | -9% | -10% | -9% | +7% | +7% |
| Network Camera | Amount | +18% | -18% | -0% | +8% | +3% | +2% | +10% | +10% |

** 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

| | | FY2020 compared with FY2019 | | | | | FY2021 vs FY2020 | FY2021 vsFY2020 | Previous Forecasts |
|---|--------|-----------------------------|------------|------------|------------|-------------------|------------------|---------------------|---------------------|
| | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | Full Year Forecasts | Full Year Forecasts |
| SI Service | Amount | -5% | -12% | -13% | -4% | -9% | -1% | +17% | |
| Maintenance and operation service/outsourcing | Amount | +5% | +3% | -0% | +5% | +3% | +2% | +10% | |
| System sales/IT product | Amount | +2% | -18% | -26% | +1% | -11% | +2% | +2% | |

Professional Segment

Consolidated

[Amount] Y/Y

| | | FY2020 compared with FY2019 | | | | | FY2021 vs FY2020 | FY2021 vsFY2020 | Previous Forecasts |
|----------------------|--------|-----------------------------|------------|------------|------------|-------------------|------------------|---------------------|---------------------|
| | | 1Q Results | 2Q Results | 3Q Results | 4Q Results | Full Year Results | 1Q Results | Full Year Forecasts | Full Year Forecasts |
| Production Printing | Amount | -8% | -11% | -21% | -9% | -12% | -17% | +4% | +4% |
| Industrial Equipment | Amount | -15% | -11% | +1% | -8% | -9% | +1% | +28% | +28% |
| Healthcare | Amount | -53% | -42% | -72% | -56% | -56% | -3% | +1% | +1% |