

[Supplementary Material for 2021 2Q] Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

		FY2020 compared with FY2019					FY2021 vs FY2020			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
DILC*	Unit	-46%	-77%	-61%	-35%	-56%	-20%	+84%	+30%	+29%
Compact Digital Camera	Unit	-26%	-62%	-32%	-19%	-37%	-2%	+39%	-13%	-7%
Inkjet Printer (IJP)	Unit	+42%	+20%	+5%	-17%	+4%	+34%	-23%	-3%	-3%
IJP Cartridge	Amount	-0%	+5%	-17%	-3%	-4%	-0%	-10%	-4%	-3%

* Digital Interchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

		FY2020 compared with FY2019					FY2021 vs FY2020			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
MFP including Rental Machine	Unit	-15%	-39%	-20%	-1%	-20%	-4%	+38%	+12%	+12%
Service & Support	Amount	-4%	-22%	-12%	-8%	-11%	-10%	+15%	-3%	-3%
Laser Beam Printer (LBP)	Unit	+1%	-8%	-28%	-7%	-11%	-3%	-7%	-2%	-2%
LBP Cartridge	Amount	-0%	-11%	-17%	+5%	-6%	-2%	+15%	-2%	-2%
Commercial Printing**	Amount	-3%	-14%	-16%	-9%	-10%	-9%	+9%	+7%	+7%
Network Camera	Amount	+18%	-18%	-0%	+8%	+3%	+2%	+10%	+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			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
SI Service	Amount	-5%	-12%	-13%	-4%	-9%	-1%	-2%	+17%	+17%
Maintenance and operation service/outsourcing	Amount	+5%	+3%	-0%	+5%	+3%	+2%	+14%	+10%	+10%
System sales/IT product	Amount	+2%	-18%	-26%	+1%	-11%	+2%	+3%	+2%	+2%

Professional Segment

Consolidated

[Amount] Y/Y

		FY2020 compared with FY2019					FY2021 vs FY2020			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
Production Printing	Amount	-8%	-11%	-21%	-9%	-12%	-17%	-4%	+4%	+4%
Industrial Equipment	Amount	-15%	-11%	+1%	-8%	-9%	+1%	+27%	+28%	+28%
Healthcare	Amount	-53%	-42%	-72%	-56%	-56%	-3%	-47%	+1%	+1%

* Forward-looking statements and results forecasts presented in this material are based on the management's assumptions using currently available information and therefore contain inherent risks and uncertainties. As a consequence, due to a range of possible factors, actual results may materially differ from the forecasts.