

[Supplementary Material for 2021 3Q] Canon Marketing Japan Inc.

**Consumer Products**

Non-consolidated

Y/Y

		FY2020 vs. FY2019					FY2021 vs. FY2020					Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Projections	Full Year Projections	
DILC*	Unit	-46%	-77%	-61%	-35%	-56%	-20%	+84%	+2%	+10%	+10%	+30%
Compact Digital Camera	Unit	-26%	-62%	-32%	-19%	-37%	-2%	+39%	-30%	-48%	-16%	-13%
Inkjet Printer (IJP)	Unit	+42%	+20%	+5%	-17%	+4%	+34%	-23%	-41%	+22%	-3%	-3%
IJP Cartridge	Amount	-0%	+5%	-17%	-3%	-4%	-0%	-10%	-4%	-4%	-4%	-4%

\* Digital Interchangeable Lens Camera

**Business Products**

Non-consolidated

Y/Y

		FY2020 vs. FY2019					FY2021 vs. FY2020					Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Projections	Full Year Projections	
MFP including Rental Machine	Unit	-15%	-39%	-20%	-1%	-20%	-4%	+38%	-45%	-3%	-5%	+12%
Service & Support	Amount	-4%	-22%	-12%	-8%	-11%	-10%	+15%	-4%	-7%	-2%	-3%
Laser Beam Printer (LBP)	Unit	+1%	-8%	-28%	-7%	-11%	-3%	-7%	-41%	-26%	-18%	-2%
LBP Cartridge	Amount	-0%	-11%	-17%	+5%	-6%	-2%	+15%	-0%	-8%	+0%	-2%
Commercial Printing**	Amount	-3%	-14%	-16%	-9%	-10%	-9%	+9%	+4%	+15%	+4%	+7%
Network Camera	Amount	+18%	-18%	-0%	+8%	+3%	+2%	+10%	+13%	+26%	+12%	+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 vs. FY2019					FY2021 vs. FY2020					Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Projections	Full Year Projections	
SI Service	Amount	-5%	-12%	-13%	-4%	-9%	-1%	-2%	+8%	+37%	+10%	+17%
Maintenance and operation service/outsourcing	Amount	+5%	+3%	-0%	+5%	+3%	+2%	+14%	+23%	+5%	+11%	+10%
System sales/IT product	Amount	+2%	-18%	-26%	+1%	-11%	+2%	+3%	-3%	-3%	-0%	+2%

**Professional Segment**

Consolidated

[Amount] Y/Y

		FY2020 vs. FY2019					FY2021 vs. FY2020					Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Projections	Full Year Projections	
Production Printing	Amount	-8%	-11%	-21%	-9%	-12%	-17%	-4%	-4%	+42%	+4%	+4%
Industrial Equipment	Amount	-15%	-11%	+1%	-8%	-9%	+1%	+27%	-3%	+98%	+28%	+28%
Healthcare	Amount	-53%	-42%	-72%	-56%	-56%	-3%	-47%	+24%	+59%	+1%	+1%

\* Forward-looking statements and results Projections 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 Projections.