

2Q 2023 Results

July 26, 2023
Hatsumi Hirukawa
Director, Vice President

The Canon logo is displayed in its signature red color and bold, sans-serif font.

Canon Marketing Japan Inc.

* The figures are rounded off to the nearest 100 million yen in this material.

* 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.

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1

Despite increased sales, 2Q operating income decreased largely due to higher SG&A expenses.

2

IT Solutions continued to perform strongly, achieving double-digit growth.

3

The Group raised its profit forecasts and increased the annual dividend to ¥100.

Summary of Results

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)

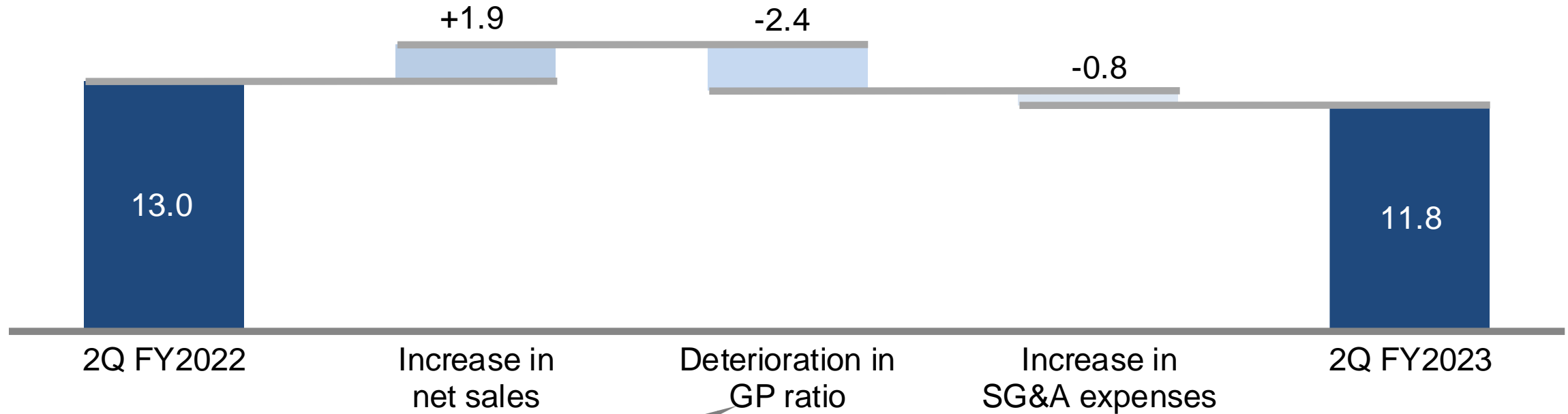
	2Q 2022	2Q 2023	Changes	
			Amount	%
Net sales	142.5	148.0	+5.5	+4%
Gross profit	(35.3%) 50.2	(33.7%) 49.8	(-1.6%) -0.4	-1%
Operating income	(9.2%) 13.0	(8.0%) 11.8	(-1.2%) -1.2	-9%
Ordinary income	(9.6%) 13.7	(8.4%) 12.4	(-1.2%) -1.3	-9%
Net income attributable to owners of the parent	(6.6%) 9.3	(5.5%) 8.2	(-1.0%) -1.1	-12%

Op. Income Variance Analysis

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)



Deterioration in GP ratio

- Gross profit ratio declined mainly in the Professional and Enterprise segments

Increase in SG&A expenses

- Other selling expenses +0.4B
- Personnel expenses +0.1B
- Advertising expenses +0.1B

Segment Outline

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)

	2Q FY2022		2Q FY2023		Changes	
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income
Consumers	31.5	3.5	32.7	3.3	+1.2	-0.2
Enterprise	49.4	4.1	52.9	4.0	+3.5	-0.2
Area	55.6	4.0	57.6	4.3	+2.0	+0.3
Professional	11.1	1.9	10.2	0.9	-0.9	-1.0
Other	-5.1	-0.5	-5.5	-0.7	-0.3	-0.2
Total	142.5	13.0	148.0	11.8	+5.5	-1.2

※"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

Summary of Results

1Q-2Q 2023 Actual
(from January 1 to June 30)



(Billions of yen)

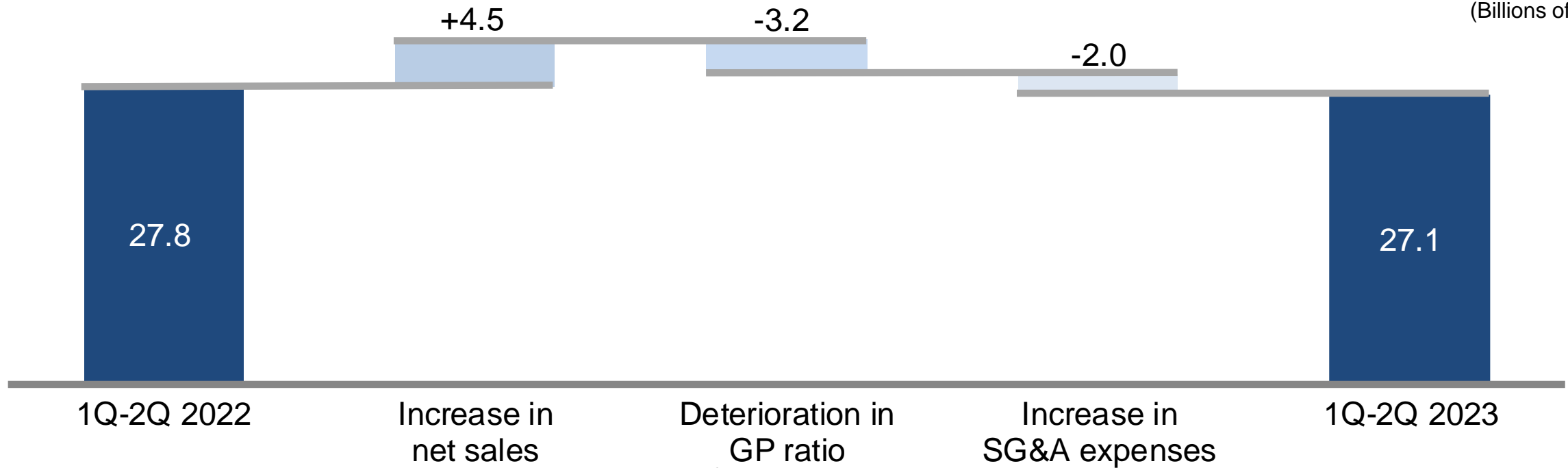
	1Q-2Q 2022	1Q-2Q 2023	Changes	
			Amount	%
Net sales	289.9	302.8	+12.9	+4%
	(34.8%)	(33.7%)	(-1.1%)	
Gross profit	100.7	102.0	+1.2	+1%
	(9.6%)	(8.9%)	(-0.7%)	
Operating income	27.8	27.1	-0.7	-3%
	(9.8%)	(9.2%)	(-0.6%)	
Ordinary income	28.4	27.9	-0.6	-2%
	(6.7%)	(6.2%)	(-0.5%)	
Net income attributable to owners of the parent	19.4	18.7	-0.7	-4%

Op. Income Variance Analysis

1Q-2Q 2023 Actual
(from January 1 to June 30)



(Billions of yen)



Deterioration in GP ratio

- Gross profit ratio declined mainly in the Professional segment

Increase in SG&A expenses

- Other selling expenses +0.9B
- Other direct selling expenses +0.4B
- Advertising expenses +0.3B

Segment Outline

1Q-2Q 2023 Actual
(from January 1 to June 30)



(Billions of yen)

	1Q-2Q 2022		1Q-2Q 2023		Changes	
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income
Consumers	62.8	6.6	64.1	6.2	+1.4	-0.4
Enterprise	100.5	9.5	107.5	9.9	+7.0	+0.4
Area	112.8	8.5	118.6	9.3	+5.8	+0.7
Professional	23.9	4.1	22.0	2.9	-1.9	-1.2
Other	-10.1	-0.9	-9.5	-1.1	+0.7	-0.2
Total	289.9	27.8	302.8	27.1	+12.9	-0.7

※"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

Segment Information

Consumers Segment



- ✓ Net sales increased thanks to higher sales of digital interchangeable lens cameras and IT products.
- ✓ Operating income decreased due to an increase mainly in the advertising expenses of SG&A expenses.

(Billions of yen)

	2Q		
	FY2022	FY2023	Changes
Net sales	31.5	32.7	+4%
Op. income	3.5	3.3	-7%
ratio	11.1%	10.0%	-1.1%

Consumer Products, Y/Y
Non-consolidated

		1Q	2Q	3Q	4Q	Full Year
Digital Interchangeable Lens Camera	Unit	+29%	+29%	-	-	-
Inkjet Printer (IJP)	Unit	-35%	-12%	-	-	-
IJP Cartridge	Amount	-6%	-3%	-	-	-

- ✓ Net sales increased reflecting sales increase of IT solutions business, despite a decrease of main business equipment.
- ✓ Operating income decreased due to an increase chiefly in the personnel expenses of SG&A expenses.

(Billions of yen)

	2Q		
	FY2022	FY2023	Changes
Main Business Equipment, Other	15.3	14.5	-5%
IT Solutions	34.1	38.3	+12%
Net sales	49.4	52.9	+7%
Op. income	4.1	4.0	-4%
ratio	8.4%	7.5%	-0.9%

[Reference] Results of main consolidated companies

Canon IT Solutions Inc.

	2Q		Changes	
	2022	2023	Amount	%
Net sales	27.3	30.7	+3.4	+12%
Op. income	2.7	2.8	+0.1	+4%

Orders received and outstanding orders, Y/Y

Canon IT Solutions, Non-consolidated

		1Q	2Q	3Q	4Q	Full Year
Orders received	Amount	+22%	+6%	-	-	-
Outstanding orders	Amount	+12%	+9%	-	-	-

- ✓ Net sales increased thanks to a recovery of main business equipment supply and sales increase of IT solutions business.
- ✓ Operating income increased reflecting a rise in gross profit due to higher sales.

(Billions of yen)

	2Q		
	FY2022	FY2023	Changes
Main Business Equipment, Other	39.5	40.6	+3%
IT Solutions	16.2	17.0	+5%
Net sales	55.6	57.6	+4%
Op. income	4.0	4.3	+8%
ratio	7.2%	7.5%	+0.3%

[Reference] Results of main consolidated companies

Canon System & Support Inc.

	2Q		Changes	
	2022	2023	Amount	%
Net sales	24.2	25.7	+1.5	+6%
Op. income	1.1	1.2	+0.1	+6%

- ✓ Net sales decreased reflecting a lower sales in industrial equipment, despite growth in production printing and healthcare business.
- ✓ Operating income decreased reflecting a fall in gross profit due to lower sales of industrial equipment.

(Billions of yen)

	2Q		
	FY2022	FY2023	Changes
Production Printing	2.2	2.5	+10%
Industrial Equipment	7.1	3.7	-49%
Healthcare Business	1.7	4.1	+139%
Net sales	11.1	10.2	-8%
Op. income	1.9	0.9	-51%
ratio	17.1%	9.1%	-7.9%

[Reference] Results of main consolidated companies

Canon Production Printing Systems Inc.

	2Q		Changes	
	2022	2023	Amount	%
Net sales	2.1	2.3	+0.2	+11%
Op. income	0.1	0.2	+0.0	+47%

Overall Sales of IT Solutions

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)

	Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
	2Q 2022	2Q 2023	2Q 2022	2Q 2023	2Q 2022	2Q 2023	2Q 2022	2Q 2023	2Q 2022	2Q 2023	2Q 2022	2Q 2023	2Q 2023
SI services	0.0	0.0	16.3	17.7	2.4	2.8	1.7	4.1	-0.5	-0.6	20.0	24.1	37%
Changes		-		+9%		+19%		+139%		-		+21%	
Maintenance and operation service / outsourcing	0.0	0.0	9.6	10.0	2.5	2.6	0.4	0.4	-0.6	-0.6	11.9	12.4	19%
Changes		-		+4%		+4%		-5%		-		+4%	
IT products and system sales	7.5	7.6	8.2	10.6	11.3	11.6	0.0	0.0	-0.9	-1.1	26.0	28.7	44%
Changes		+2%		+29%		+3%		-		-		+10%	
Total	7.5	7.6	34.1	38.3	16.2	17.0	2.1	4.5	-1.9	-2.3	57.9	65.1	
Changes		+2%		+12%		+5%		+113%		-		+12%	

※ "Other" is a business segment that is not included in the reportable segments of the Company. The Other segment includes the shared service business and elimination of intersegment transactions.

Overall Sales of IT Solutions

1Q-2Q 2023 Actual
(from January 1 to June 30)



(Billions of yen)

	Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2023
SI services	0.0	0.0	31.7	35.2	5.3	6.0	5.1	7.9	-0.9	-1.2	41.2	47.8	36%
Changes		-		+11%		+13%		+54%		-		+16%	
Maintenance and operation service / outsourcing	0.0	0.0	19.8	21.7	4.9	5.3	0.7	0.7	-1.0	-1.2	24.4	26.4	20%
Changes		-		+10%		+7%		-6%		-		+8%	
IT products and system sales	14.8	15.0	18.9	21.4	23.5	24.7	0.0	0.0	-1.9	-0.8	55.2	60.4	45%
Changes		+2%		+14%		+5%		-		-		+9%	
Total	14.8	15.0	70.3	78.3	33.7	36.0	5.8	8.6	-3.9	-3.3	120.8	134.6	
Changes		+2%		+11%		+7%		+46%		-		+11%	

※ "Other" is a business segment that is not included in the reportable segments of the Company. The Other segment includes the shared service business and elimination of intersegment transactions.

Summary of Projections

(Billions of yen)

	FY2023 Previous Projection	FY2023 Current Projection	Changes		FY2022 Actual	Changes	
			Amount	%		Amount	%
Net Sales	624.0	624.0	-	-	588.1	+35.9	+6%
	(8.0%)	(8.3%)	(+0.3%)		(8.5%)	(-0.2%)	
Operating Income	50.0	52.0	+2.0	+4%	49.9	+2.1	+4%
	(8.2%)	(8.6%)	(+0.3%)		(8.7%)	(-0.1%)	
Ordinary Income	51.4	53.4	+2.0	+4%	51.0	+2.4	+5%
	(8.2%)	(8.6%)	(+0.3%)		(8.7%)	(-0.1%)	
Net income attributable to owners of the parent	35.6	36.0	+0.4	+1%	35.6	+0.4	+1%
	(5.7%)	(5.8%)	(+0.1%)		(6.0%)	(-0.3%)	

Summary of Projections by Segment

Previous Projection vs
Current Projection



(Billions of yen)

	FY2023 Previous Projection		FY2023 Current Projection		Changes		
	Net Sales	Op. Income	Net Sales	Op. Income	Net Sales Amount	%	Op. Income
Consumers	142.5	14.0	142.5	14.0	-	-	-
Enterprise	215.0	17.6	215.0	18.6	-	-	+1.0
Area	239.4	17.3	239.4	18.3	-	-	+1.0
Professional	44.9	3.4	44.9	3.4	-	-	-
Other	-17.8	-2.3	-17.8	-2.3	-	-	-
Total	624.0	50.0	624.0	52.0	-	-	+2.0

※"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

Summary of Projections by Segment

FY2022 Actual vs
FY2023 Projection



(Billions of yen)

	FY2022 Actual		FY2023 Projection		Changes		
	Net Sales	Op. Income	Net Sales	Op. Income	Net Sales Amount	%	Op. Income
Consumers	136.6	13.9	142.5	14.0	+5.9	+4%	+0.1
Enterprise	202.7	17.1	215.0	18.6	+12.3	+6%	+1.5
Area	226.6	15.6	239.4	18.3	+12.8	+6%	+2.7
Professional	41.7	5.2	44.9	3.4	+3.2	+8%	-1.8
Other	-19.4	-1.9	-17.8	-2.3	+1.6	-	-0.4
Total	588.1	49.9	624.0	52.0	+35.9	+6%	+2.1

※"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

Summary of Projections by Segment

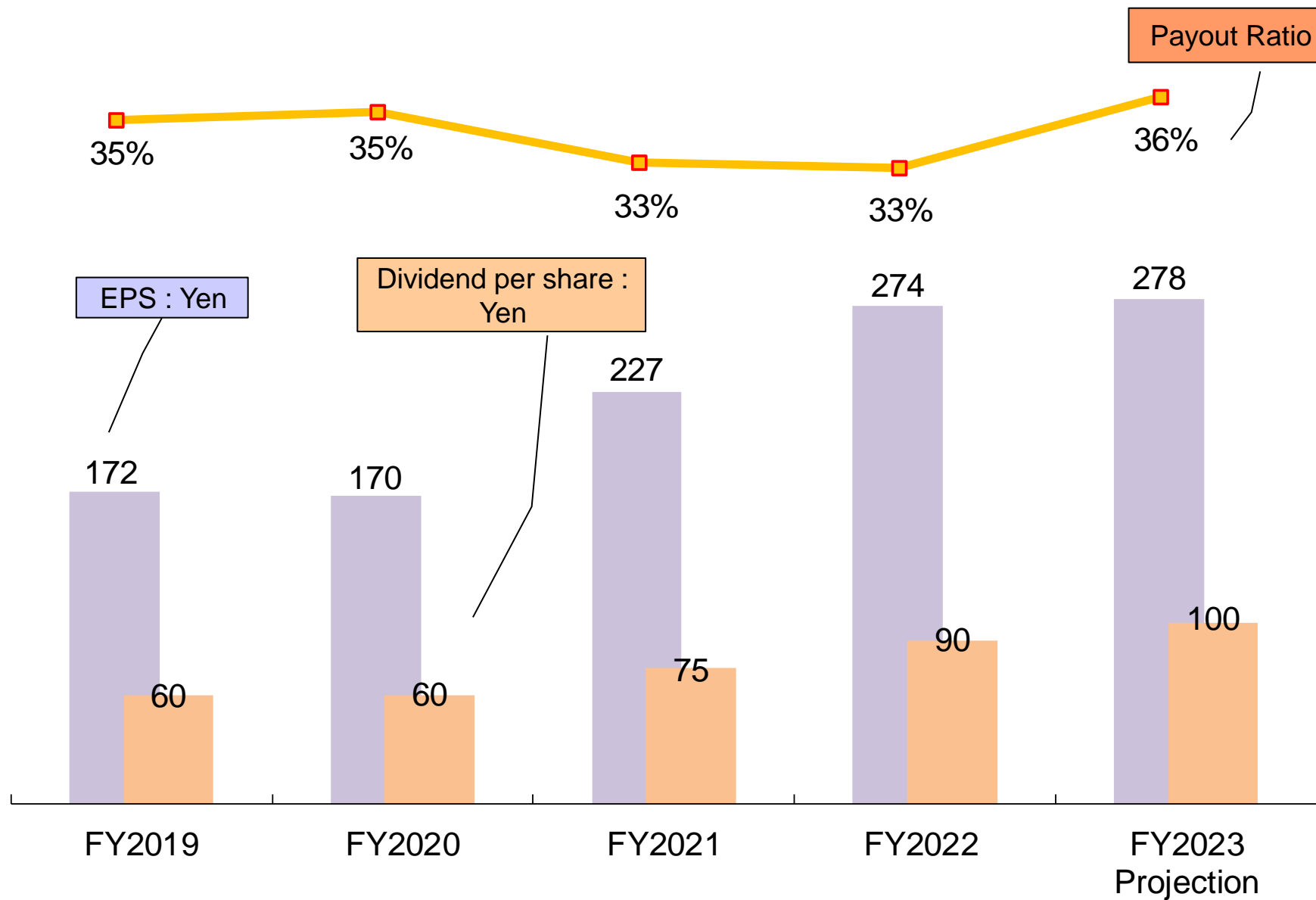


(Billions of yen)

	Actual 1Q-2Q 2022		Actual 3Q-4Q 2022		Actual 1Q-2Q 2023		Projection 3Q-4Q 2023		Changes 1Q-2Q		Changes 3Q-4Q	
	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income	Net sales	Op. Income
Consumers	62.8	6.6	73.9	7.3	64.1	6.2	78.4	7.8	+1.4	-0.4	+4.5	+0.5
Enterprise	100.5	9.5	102.2	7.6	107.5	9.9	107.5	8.7	+7.0	+0.4	+5.3	+1.2
Area	112.8	8.5	113.8	7.0	118.6	9.3	120.8	9.0	+5.8	+0.7	+7.0	+2.0
Professional	23.9	4.1	17.8	1.2	22.0	2.9	22.9	0.5	-1.9	-1.2	+5.2	-0.6
Other	-10.1	-0.9	-9.3	-0.9	-9.5	-1.1	-8.3	-1.2	+0.7	-0.2	+1.0	-0.3
Total	289.9	27.8	298.3	22.1	302.8	27.1	321.2	24.9	+12.9	-0.7	+23.0	+2.8

※"Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

Financial Indicator



Outline of Main Products Sales

Supplementary Material for 2023 2Q

Canon Marketing Japan Inc.

Consumer Products

Non-consolidated

Y/Y

	Unit	FY2022 vs FY2021					FY2023 vs FY2022			Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Projections	
DILC*	Unit	+3%	+3%	+35%	-1%	+9%	+29%	+29%	+11%	+11%
Inkjet Printer (IJP)	Unit	+6%	-0%	+5%	-9%	-1%	-35%	-12%	-11%	-11%
IJP Cartridge	Amount	+4%	-6%	-3%	-5%	-3%	-6%	-3%	-2%	-2%

* Digital Inexchangeable Lens Camera

Business Products

Non-consolidated

Y/Y

	Unit	FY2022 vs FY2021					FY2023 vs FY2022			Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Projections	
MFP including Rental Machines	Unit	-26%	-19%	-84%	+40%	+8%	+31%	+6%	+7%	+9%
Service & Support	Amount	-2%	-2%	+0%	-2%	-1%	+1%	-1%	-1%	-1%
Laser Beam Printer (LBP)	Unit	-17%	+8%	+40%	+36%	+10%	+2%	-16%	+3%	+4%
LBP Cartridge	Amount	+5%	-0%	-0%	+5%	+2%	+1%	-1%	-1%	-1%

Consolidated

Commercial Printing**	Amount	+5%	-1%	-13%	-1%	+4%	-5%	+12%	+4%	+4%
Network Camera	Amount	+2%	+18%	-13%	+18%	+6%	+11%	+11%	+17%	+17%

** 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

	Amount	FY2022 vs FY2021					FY2023 vs FY2022			Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Projections	
SI Services	Amount	+12%	+15%	+7%	+14%	+12%	+12%	+21%	+22%	+22%
Maintenance and operation service/outsourcing	Amount	+24%	+16%	+11%	-14%	+6%	+12%	+4%	+14%	+14%
IT products and system sales	Amount	+2%	+10%	+7%	+14%	+8%	+9%	+10%	+5%	+2%

* Starting 2022 business categories for certain products are reclassified, and comparisons between 2022 projections and 2021 results have been made based on reclassified segments.

Professional Segment

Consolidated

[Amount] Y/Y

	Amount	FY2022 vs FY2021					FY2023 vs FY2022			Previous Projections Full Year Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Projections	
Production Printing	Amount	+7%	+0%	+20%	-17%	+1%	-13%	+10%	+1%	+1%
Industrial Equipment	Amount	+90%	+66%	+79%	-11%	+56%	-16%	-49%	-15%	-15%
Healthcare	Amount	+52%	+20%	+2%	+29%	+28%	+11%	+139%	+68%	+68%

* Forward-looking statement: and results forecast 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.

Please see the **Supplementary Material for 2023 2Q** on our website.

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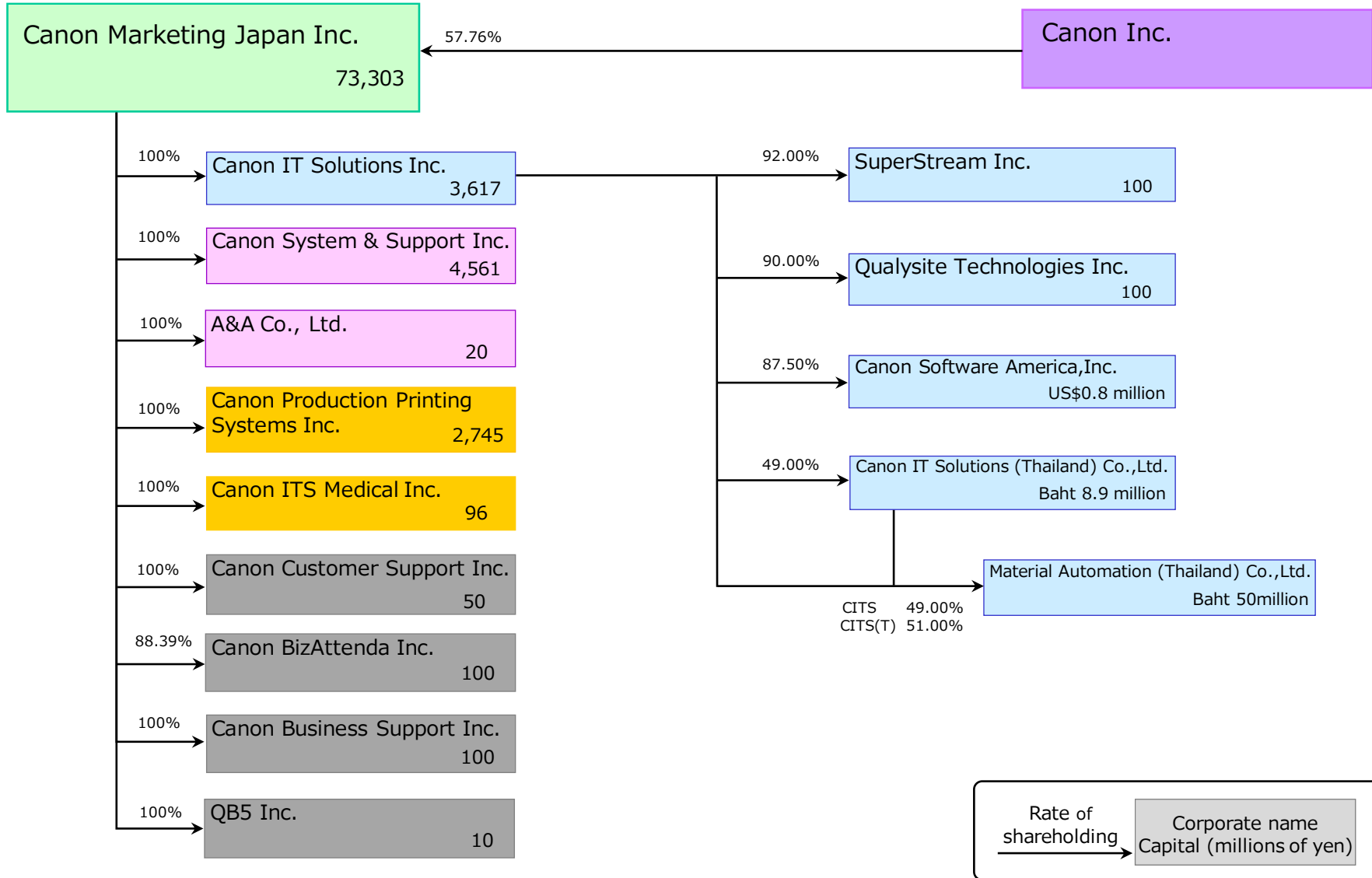
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Canon

Canon Marketing Japan Inc.

Supplementary Information

Capital Relationship Diagram



As of June 30, 2023

Results of main consolidated companies

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)

		2Q FY2022		2Q FY2023		Changes	
						Amount	%
Enterprise							
Canon IT Solutions Inc.	Net sales	27.3		30.7		+3.4	+12%
	Op. income	2.7	(9.8%)	2.8	(9.1%)	+0.1	(-0.8%)
Area							
Canon System & Support Inc.	Net sales	24.2		25.7		+1.5	+6%
	Op. income	1.1	(4.7%)	1.2	(4.7%)	+0.1	(-0.0%)
Professional							
Canon Production Printing Systems Inc.	Net sales	2.1		2.3		+0.2	+11%
	Op. income	0.1	(4.9%)	0.2	(6.4%)	+0.0	(+1.6%)

Results of main consolidated companies

1Q-2Q 2023 Actual
(from January 1 to June 30)



(Billions of yen)

		1Q-2Q 2022	1Q-2Q 2023	Changes	
				Amount	%
Enterprise					
Canon IT Solutions Inc.	Net sales	55.0	61.7	+6.8	+12%
	Op. income	6.4 (11.7%)	6.7 (10.8%)	+0.2 (-0.9%)	
Area					
Canon System & Support Inc.	Net sales	49.0	52.5	+3.4	+7%
	Op. income	2.6 (5.2%)	3.0 (5.6%)	+0.4 (+0.4%)	
Professional					
Canon Production Printing Systems Inc.	Net sales	4.4	4.3	-0.1	-2%
	Op. income	0.3 (6.7%)	0.2 (5.7%)	-0.1 (-1.0%)	

SG&A expenses

2Q 2023 Actual
(from April 1 to June 30)



(Billions of yen)

	2Q FY2022	2Q FY2023	Changes
Advertising expenses	1.0	1.1	+0.1
Promotion expenses	0.7	0.7	-0.0
Warranty expenses	0.7	0.7	+0.0
Other direct selling expenses	4.3	4.4	+0.1
Personnel expenses	23.2	23.3	+0.1
Depreciation and amortization	0.2	0.2	-0.0
Other selling expenses	7.1	7.5	+0.4
Total	37.2	38.0	+0.8

SG&A expenses

1Q-2Q 2023 Actual
(from January 1 to June 30)

Canon

(Billions of yen)

	1Q-2Q 2022	1Q-2Q 2023	Changes
Advertising expenses	1.8	2.1	+0.3
Promotion expenses	1.3	1.5	+0.2
Warranty expenses	1.4	1.5	+0.1
Other direct selling expenses	8.3	8.7	+0.4
Personnel expenses	45.9	46.0	+0.2
Depreciation and amortization	0.5	0.5	-0.0
Other selling expenses	13.7	14.6	+0.9
Total	72.9	74.9	+2.0

Non-operating income and expenses

(Billions of yen)

	FY2022		FY2023		Changes	
	2Q	1Q-2Q	2Q	1Q-2Q	2Q	1Q-2Q
Interest income	0.1	0.1	0.1	0.2	+0.0	+0.0
Dividend income	0.1	0.1	0.1	0.1	+0.0	+0.0
Insurance income	0.4	0.4	0.4	0.5	+0.0	+0.0
Other, net	0.1	0.1	0.1	0.1	-0.0	-0.0
Total non-operating income	0.7	0.9	0.7	0.9	-0.0	+0.0
Interest expense	0.0	0.0	0.0	0.0	+0.0	-0.0
Foreign exchange losses	-0.0	0.1	0.0	0.0	+0.1	-0.0
Loss on investments in partnership	0.0	0.2	-0.0	0.0	-0.0	-0.1
Other, net	0.0	0.1	0.0	0.1	+0.0	-0.0
Total non-operating expenses	0.0	0.3	0.1	0.1	+0.1	-0.2

Extraordinary income and losses

(Billions of yen)

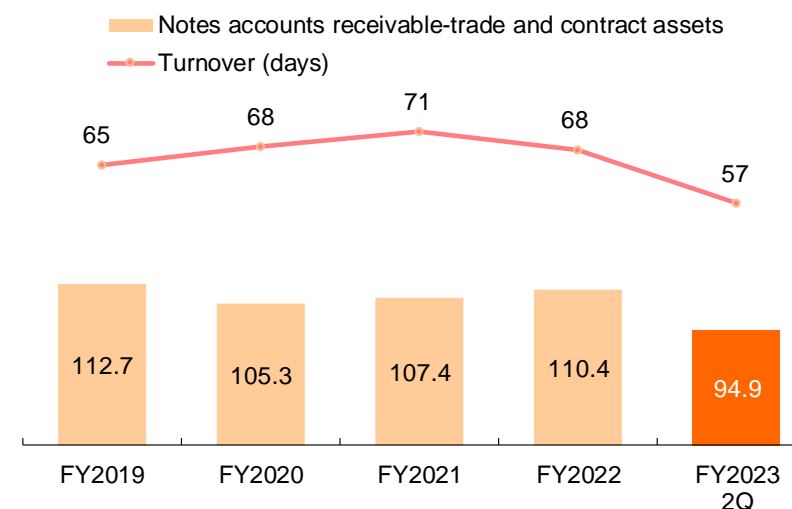
	FY2022		FY2023		Changes	
	2Q	1Q-2Q	2Q	1Q-2Q	2Q	1Q-2Q
Gain on sales of long-lived assets	0.0	0.0	0.0	0.0	+0.0	+0.0
Gain on sales of investments in securities	-	0.0	0.1	0.1	+0.1	+0.0
Other, net	0.0	0.0	-	-	-0.0	-0.0
Total extraordinary income	0.0	0.0	0.1	0.1	+0.1	+0.0
Loss on sales and disposal of long-lived assets	0.0	0.0	0.3	0.4	+0.3	+0.3
Loss on sales of shares of subsidiaries and associates	-	-	-	0.2	-	+0.2
Loss on valuation of investments in securities	0.0	0.0	-	-	-0.0	-0.0
Other, net	0.0	0.0	0.0	0.0	+0.0	+0.0
Total extraordinary losses	0.0	0.1	0.3	0.5	+0.3	+0.5

Balance Sheets

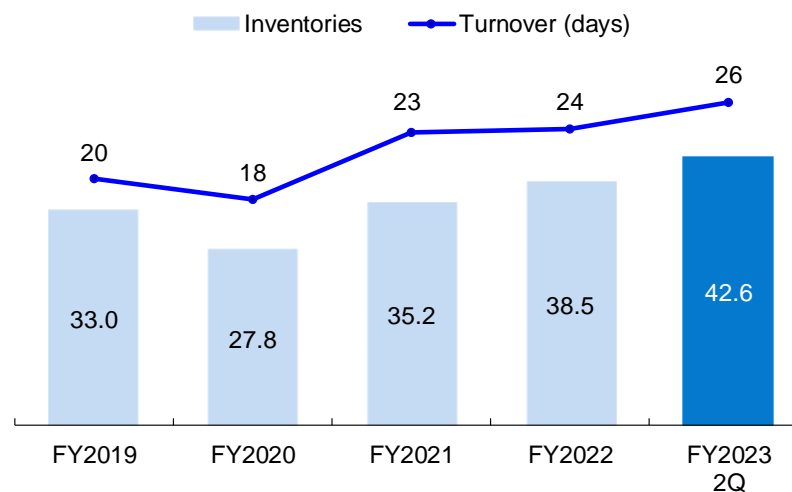
	(Billions of yen)		
	Dec. 31 2022	Jun. 30 2023	Changes
Assets	543.7	555.7	+12.0
Current assets	419.7	429.7	+10.0
Cash and deposits	84.6	103.2	+18.6
Notes accounts receivable-trade and contract assets	110.4	94.9	-15.5
Inventories	38.5	42.6	+4.1
Other current assets	186.1	188.9	+2.7
Non-current assets	124.0	126.1	+2.0
Property, plant and equipment	85.3	85.3	+0.0
Intangible assets	6.0	5.9	-0.1
Investments and other assets	32.8	34.8	+2.1
Liabilities	143.4	141.7	-1.7
Current liabilities	108.1	107.1	-1.0
Notes and accounts payable-trade	47.4	44.4	-2.9
Other current liabilities	60.7	62.6	+1.9
Long-term liabilities	35.3	34.6	-0.7
Equity	400.4	414.0	+13.7
Shareholders' equity	387.4	399.6	+12.2
(Treasury stock)	-2.1	-2.1	+0.0
Total accumulated other comprehensive income (loss)	12.1	13.6	+1.4
Stock acquisition rights	0.0	0.0	+0.0
Non-controlling interests	0.8	0.8	+0.0
Equity ratio	73%	74%	+1%

Notes accounts receivable-trade and contract assets

(Billions of yen)

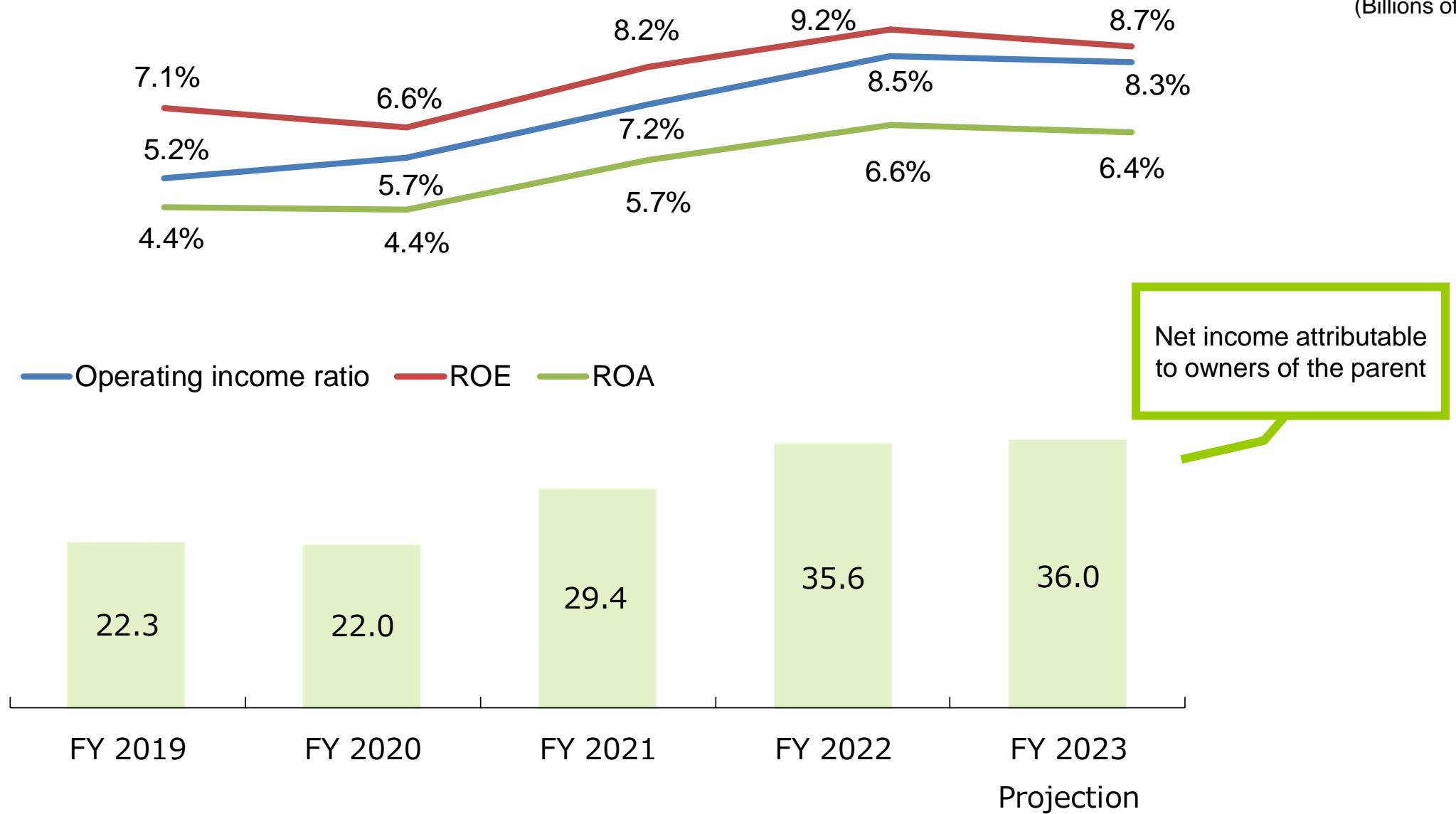


Inventories



Financial Indicator

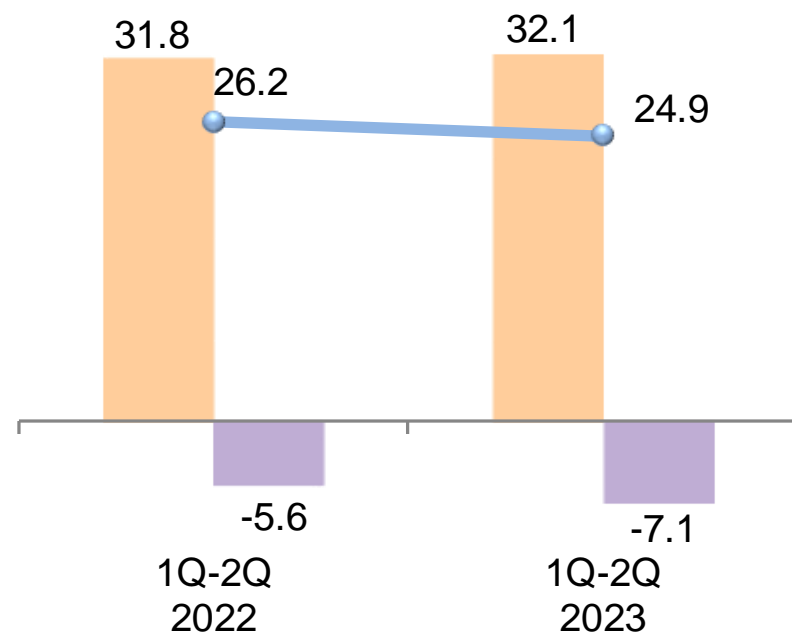
(Billions of yen)



Financial Indicator

(Billions of yen)

■ Cash Flow



- Net cash provided by operating activities
- Net cash provided by investing activities
- Free Cash Flow

■ Capital Investment

	1Q-2Q Actual	3Q-4Q Projection	FY
FY 2022 Actual	3.5	5.6	9.1
FY 2023 Projection	4.9	5.6	10.5

■ Depreciation and amortization

	1Q-2Q Actual	3Q-4Q Projection	FY
FY 2022 Actual	4.9	4.7	9.6
FY 2023 Projection	4.8	4.9	9.7

Canon

Canon Marketing Japan Inc.