

## Supplementary Material for 2023 1Q

Canon Marketing Japan Inc.

### Consumer Products

Non-consolidated

Y/Y

		FY2022 vs FY2021					FY2023 vs FY2022		Previous Projections
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	Full Year Projections	Full Year Projections
DILC*	Unit	+3%	+3%	+35%	-1%	+9%	+29%	+11%	+7%
Inkjet Printer (IJP)	Unit	+6%	-0%	+5%	-9%	-1%	-35%	-11%	-5%
IJP Cartridge	Amount	+4%	-6%	-3%	-5%	-3%	-6%	-2%	-2%

\* Digital Interchangeable Lens Camera

### Business Products

Non-consolidated

Y/Y

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

Consolidated

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

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

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

\* 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.