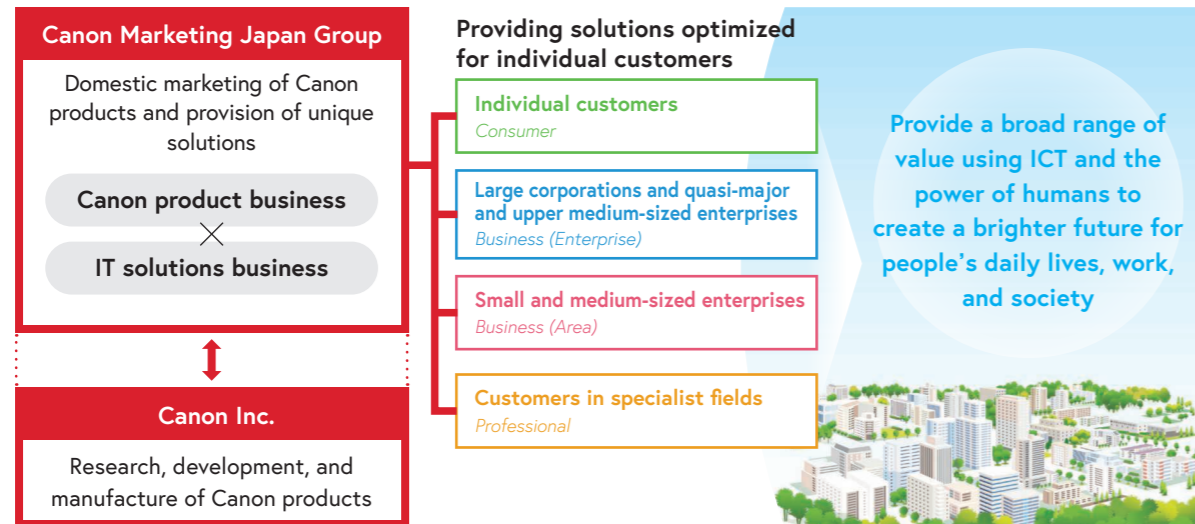


What is the Canon MJ Group?

We Combine the Canon Product Business and the IT Solutions Business to Resolve Social Issues

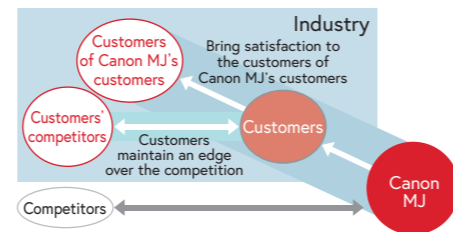
Based on the Canon Group's Kyosei corporate philosophy, the Canon MJ Group will unite with all of its stakeholders in realizing a society where all of humanity can enjoy a long life, work, and live happily together. We promote sustainability

management by combining the Canon product business and the IT solutions business to offer a more extensive range of solutions and resolve the issues of society through our business.



We Always Base Our Thinking on the Customer and Act from the Customer's Standpoint

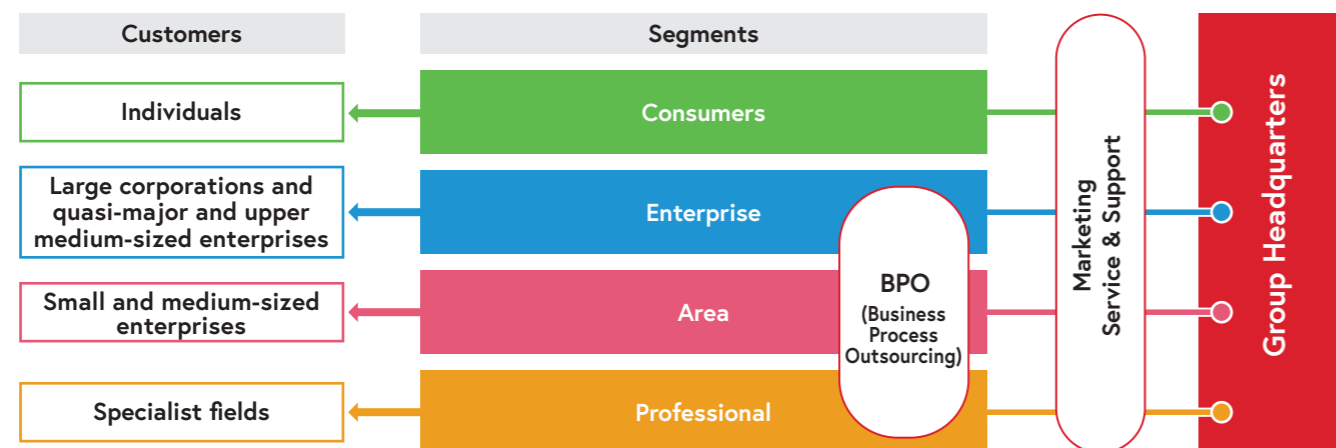
We take a scrupulously customer-centric approach in order to resolve the issues faced by our customers and to provide maximum value. As a practical way of always ensuring we stay customer centric, we follow the rule of placing the customer as the subject of our sentences. For example, rather than making us the subject by stating "Canon MJ will...", we begin with "The customer's issues are..." By using the customer's viewpoint based on the external environment they face, we will provide solutions that can truly meet their needs in order to bring them satisfaction and put them in a superior competitive position.



Customer-Based Organization Structure

In order to propose the best possible solutions to the increasingly diverse and sophisticated needs of our customers, we have established a market- and customer-based sales structure that is divided into four segments. The marketing

and service and support functions, which are not included in the four segments, provide support to each segment while strengthening our products and services and enhancing productivity along the value chain.



Strengths of the Canon MJ Group

Brand

High-quality Canon products and customer trust amassed through years of business

Customer Base

Extensive customer base encompassing individual customers, corporate customers from large corporations to small and medium-sized enterprises, customers in specialist fields, and more

Market shares of individual products

Camera Business

Digital interchangeable lens cameras **1st place**

Printing Business

Inkjet printers **2nd place**

Office MFPs **3rd place**

Laser printers **1st place**

Wide format inkjet printers **1st place**

* Domestic volume share Source: Canon MJ market research

Main customers

Individual customers

Corporate customers

- Large corporations
- Quasi-major and upper medium-sized enterprises
- Small and medium-sized enterprises
- Specialist fields
 - Printing industry, etc.
 - Semiconductor manufacturers, etc.
 - Hospitals, clinics, pharmacies, etc.

Technical Capabilities

A large team of skilled systems engineers and service engineers, and unique technologies cultivated through our IT solutions business

Financial Structure

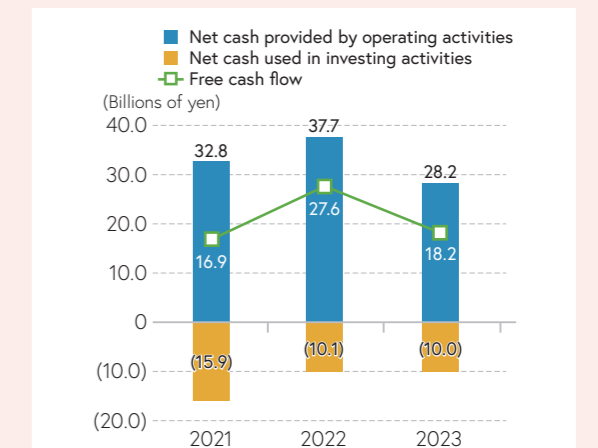
Robust financial base and ability to generate ample cash flow

Numerical data demonstrating our technical capabilities

Systems engineers	Approx. 4,000
Service engineers	Approx. 1,400
Research and utilization of mathematical technologies	Over 60 years
Research and utilization of automated program creation technologies that contribute to low-code development platforms	Over 40 years
Number of registered patents	1,230

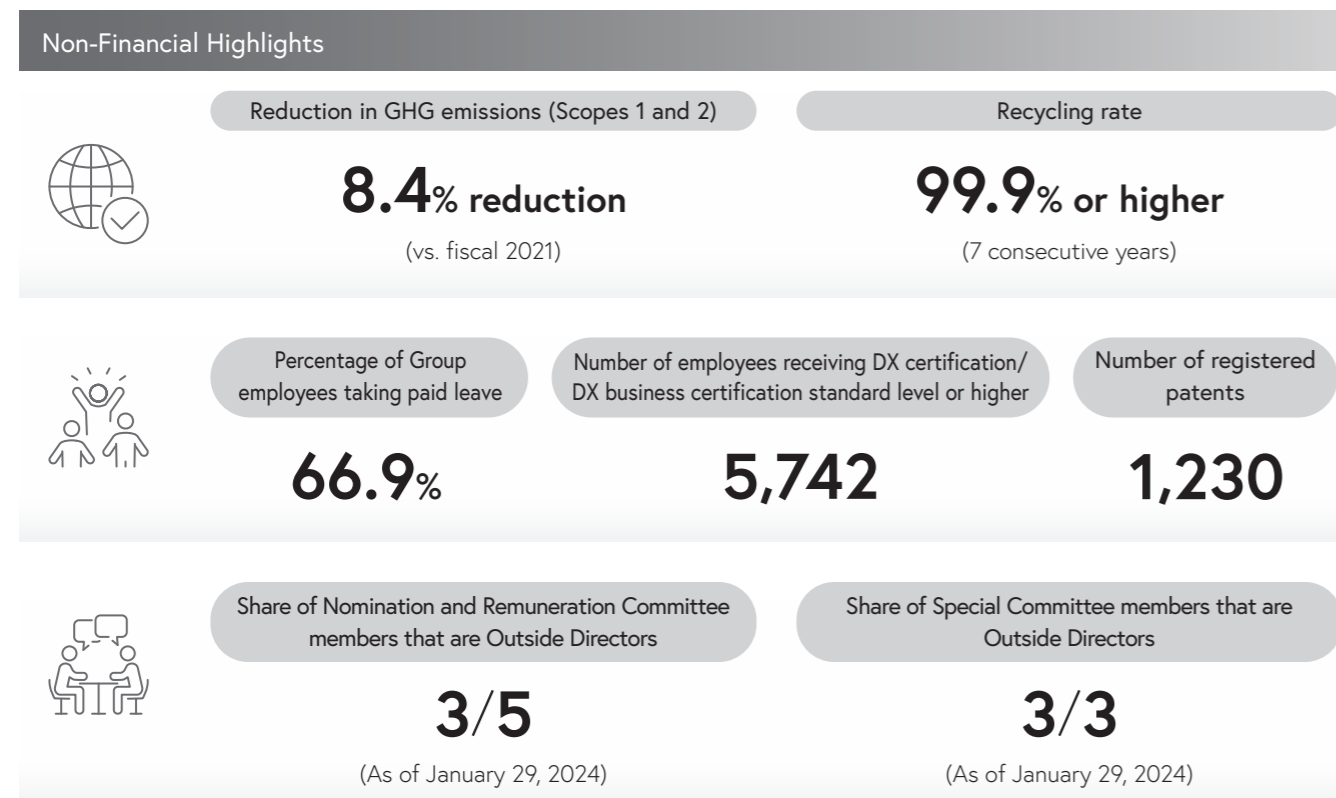
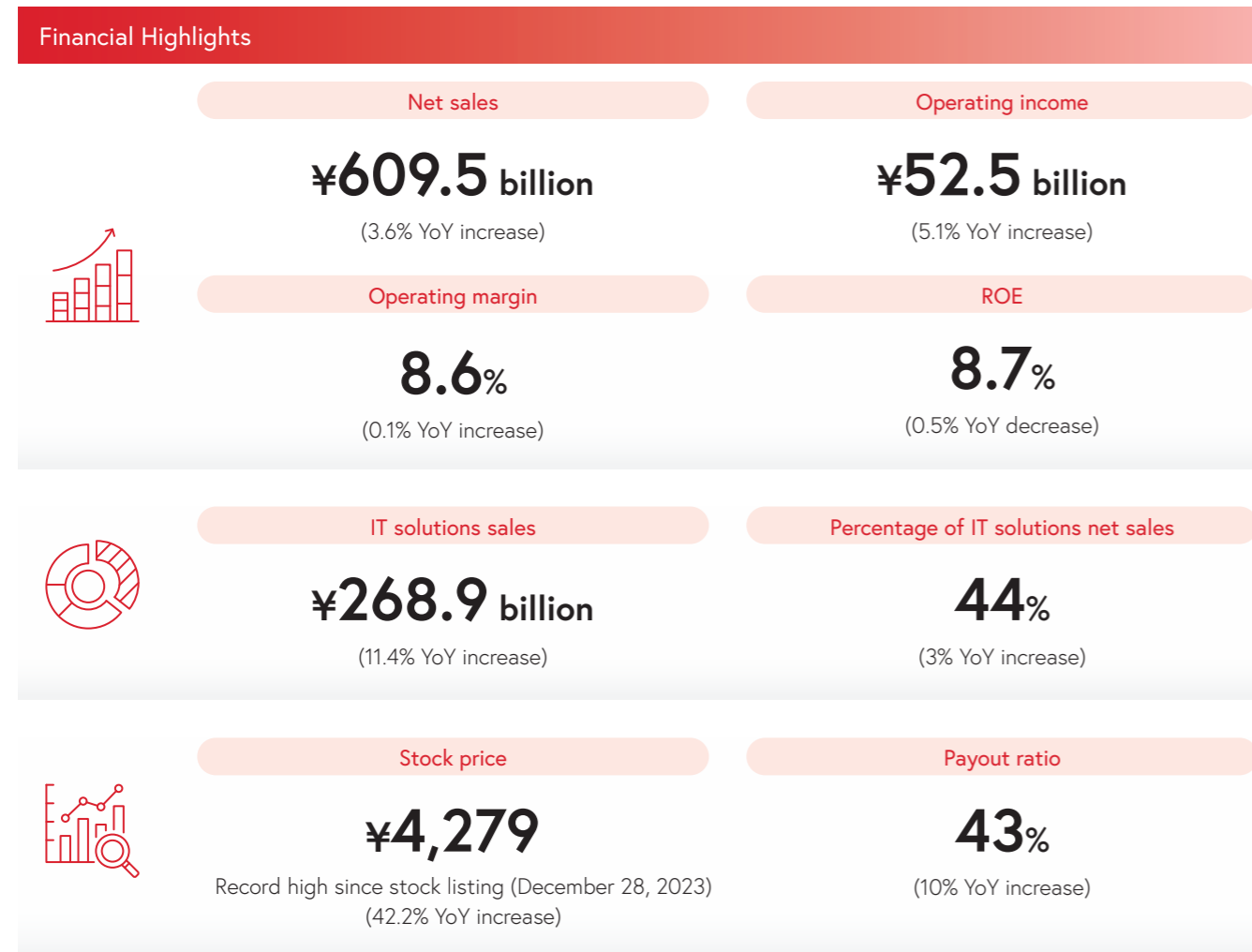
Data demonstrating our financial base

Cash flow from operating activities:
Approx. **¥40.0 billion/year**



* Net cash provided by operating activities in fiscal 2023 includes a decrease in capital due mainly to a contribution of cash to retirement benefit trust of ¥18.0 billion.

The Current State of the Canon MJ Group (Financial and Non-Financial Highlights of Fiscal 2023)



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Editorial Policy

Since fiscal 2019, the Canon MJ Group has published a comprehensive integrated report that links financial information, such as results and business strategies, to non-financial information previously published in CSR reports.

In Integrated Report 2023, we introduce the Canon MJ Group's ability to create value over the medium to long term as it pursues the realization of its 2025 Vision and the Canon Group's corporate philosophy of Kyosei. We consider this document an important communication tool for deepening understanding of the Group among our various stakeholders.

Detailed financial information is available on the Company's website and in its securities report. The website also details sustainability activities.

Reporting Period

This report covers fiscal 2023, the year ended December 31, 2023, and also includes details of activities and information for years prior to and after this period.

Scope of Coverage

Canon Marketing Japan Inc. and domestic and overseas Group companies (some information includes that of parent Canon Inc.)

Notation in This Report

This integrated report includes the following abbreviations.

- Canon Marketing Japan Group → Canon MJ Group
- Canon Marketing Japan Inc. → Canon MJ
- Canon IT Solutions Inc. → Canon ITS
- Canon System & Support Inc. → Canon S&S
- IT solutions → ITS
- Multifunction Peripheral → MFP

Reference Guidelines for Integrated Reports (as of December 31, 2023)

The Integrated Reporting Framework of the International Financial Reporting Standards (IFRS) Foundation
Guidance for Integrated Corporate Disclosure and Company-Investor Dialogues for Collaborative Value Creation of the Ministry of Economy, Trade and Industry (METI)

Disclaimer regarding Forward-Looking Statements

This integrated report contains forward-looking statements about the performance and management plans of the Canon MJ Group. All forward-looking statements are based on management's assumptions in light of information available to the Company at the time of publication.

The following factors may therefore influence actual results. These factors include consumer trends in Japan as well as other major global markets; private capital expenditures; currency fluctuations, notably against the U.S. dollar; materials prices; and political turmoil in certain countries and regions.