

Supplementary Material for 2024 3Q
Canon Marketing Japan Inc.
Canon Products, Other

Non-consolidated

Y/Y

		FY2023 vs FY2022					FY2024 vs FY2023					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
DILC*	Unit	+29%	+29%	-15%	-2%	+8%	-31%	-14%	+4%	+34%	-2%	+1%
Inkjet Printer (IJP)	Unit	-35%	-12%	-13%	-13%	-19%	-8%	-4%	+2%	-8%	-5%	-5%
IJP Cartridge	Amount	-6%	-3%	-2%	-7%	-5%	-9%	-6%	-7%	-7%	-7%	

* Digital Interchangeable Lens Camera

		FY2023 vs FY2022					FY2024 vs FY2023					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
MFP including Rental Machine	Unit	+31%	+6%	-12%	-12%	+2%	-3%	-1%	+5%	+17%	+5%	+8%
Service & Support	Amount	+1%	-1%	-2%	-1%	-1%	-2%	-1%	-2%	-1%	-1%	-1%
Laser Beam Printer (LBP)	Unit	+2%	-16%	-8%	-2%	-6%	-2%	-2%	+9%	+6%	+2%	+2%
LBP Cartridge	Amount	+1%	-1%	+9%	+6%	+4%	-3%	+6%	-1%	+0%	+1%	-2%

Consolidated

Commercial Printing**	Amount	-5%	+12%	-1%	+5%	+2%	+8%	-2%	-3%	+20%	+6%	+6%
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** Includes MFPs for production printing of Canon, Continuous Feed Printer of Canon, and SX series, etc

IT Solutions

Consolidated

[Amount] Y/Y

		FY2023 vs FY2022					FY2024 vs FY2023					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
SI Services	Amount	+12%	+21%	+29%	+20%	+20%	+18%	+1%	-5%	+16%	+8%	+10%
Maintenance and operation service/outsourcing	Amount	+12%	+4%	+4%	+15%	+9%	+22%	+58%	+57%	+40%	+44%	+44%
IT products and system sales	Amount	+9%	+10%	+5%	-0%	+6%	-2%	+21%	+22%	+4%	+11%	+7%

Network Camera	Amount	+11%	+11%	+23%	+3%	+11%	+6%	+1%	+9%	+73%	+25%	+34%
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*Starting 2023 business categories for certain products are reclassified, and comparisons between 2023 projections and 2022 results have been made based on reclassified segments.

Professional Segment

Consolidated

[Amount] Y/Y

		FY2023 vs FY2022					FY2024 vs FY2023					Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	3Q Results	4Q Forecasts	Full Year Forecasts	Full Year Forecasts
Production Printing	Amount	-13%	+10%	-13%	+8%	-2%	+8%	-7%	-6%	+30%	+7%	+7%
Industrial Equipment	Amount	-16%	-49%	-45%	+5%	-30%	-6%	+51%	+22%	-18%	+10%	+10%
Healthcare Business	Amount	+11%	+139%	+101%	+34%	+57%	+64%	-25%	-3%	+6%	+10%	+10%

* 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.