

Notice of Revision to Full-year Consolidated Financial Results Forecast and of Non-consolidated Financial Results Forecast

Canon Marketing Japan Inc. (the “Company”) hereby announces that at a meeting of the Board of Directors held on January 20, 2021 it revised its full-year consolidated financial results forecast announced on October 23, 2020 for the fiscal year ended December 31, 2020, as follows. The Company also announces that, although it has not disclosed non-consolidated financial results forecasts, it anticipates differences between its forecast for said fiscal year and actual financial results of the preceding business year.

1. Revision to full-year consolidated financial results forecast (January 1, 2020 to December 31, 2020)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Basic earnings per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	537,000	24,000	27,700	16,800	129.56
Revised forecast (B)	545,000	31,300	35,200	21,900	168.89
Increase/Decrease (B - A)	8,000	7,300	7,500	5,100	
Increase/Decrease ratio (%)	1.5	30.4	27.1	30.4	
Reference Previous actuals (FY ended Dec. 31, 2019)	621,134	32,439	33,937	22,250	171.60

2. Non-consolidated financial results forecast figures (January 1, 2020 to December 31, 2020)

	Net sales	Ordinary income	Net income	Basic earnings per share
	Millions of yen	Millions of yen	Millions of yen	Yen
Actual results for the previous business year (A)	473,229	18,987	13,287	102.48
Revised forecast (B)	412,800	25,700	17,600	135.73
Increase/Decrease (B - A)	(60,429)	6,712	4,312	
Increase/Decrease ratio (%)	(12.8)	35.4	32.5	

3. Reasons for the revision

With respect to the earnings forecast for the fiscal year ended December 31, 2020, as the related markets that had been contracting due to the spread of COVID-19 infections started to recover earlier than expected in the 3rd quarter, the Company made an upward revision to its forecast on October 23, 2020. It decided to make another revision to its forecast, primarily attributable to profits in the 4th quarter, which had exceeded the Company's plan, reflecting favorable profits from new full frame mirrorless cameras and higher demand for inkjet printers due to work from home.