

# FY2025 2Q Consolidated Results

July 23, 2025  
Hatsumi Hirukawa  
Director, Senior Vice President

**Canon**  
Canon Marketing Japan Group

- 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.
- This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# Agenda

---

- Key Points P.3
- Summary of Results P.4, 7
- Operating Income Variance Analysis P.5, 8
- Results by Segment P.6, 9
- Each Segment Results P.10-13
- Sales of Products and Services by Segment P.14-15
- Summary of Forecasts P.16
- Forecasts by Segment P.17-19
- Each Segment Forecasts P.20-21
- 【Supplementary Material】 Outline of Main Products Sales P.22
- Issuance of Integrated Report 2024 P.23
- Supplementary Information P.25

## Summary of 2Q of FY2025 Financial Results

- Net sales and income increased year on year.
- The IT solutions business continuously grew 6% year on year thanks to the 'Maintenance and operation service/outsourcing' and the 'IT products and system sales' were strong.
- Operating income and ordinary income surpassed previous record highs for 2Q results.

## FY2025 Financial Results Forecasts

- The operating income forecast is revised upward by 1 billion yen due to strong performance in the highly profitable IT solutions business in the Area segment.

## Topics

- On July 1, Canon IT Solutions Inc. and TCS Inc. were merged.

# Summary of Results

2Q 2025 Actual  
(from April 1 to June 30)

**Canon**  
Canon Marketing Japan Group

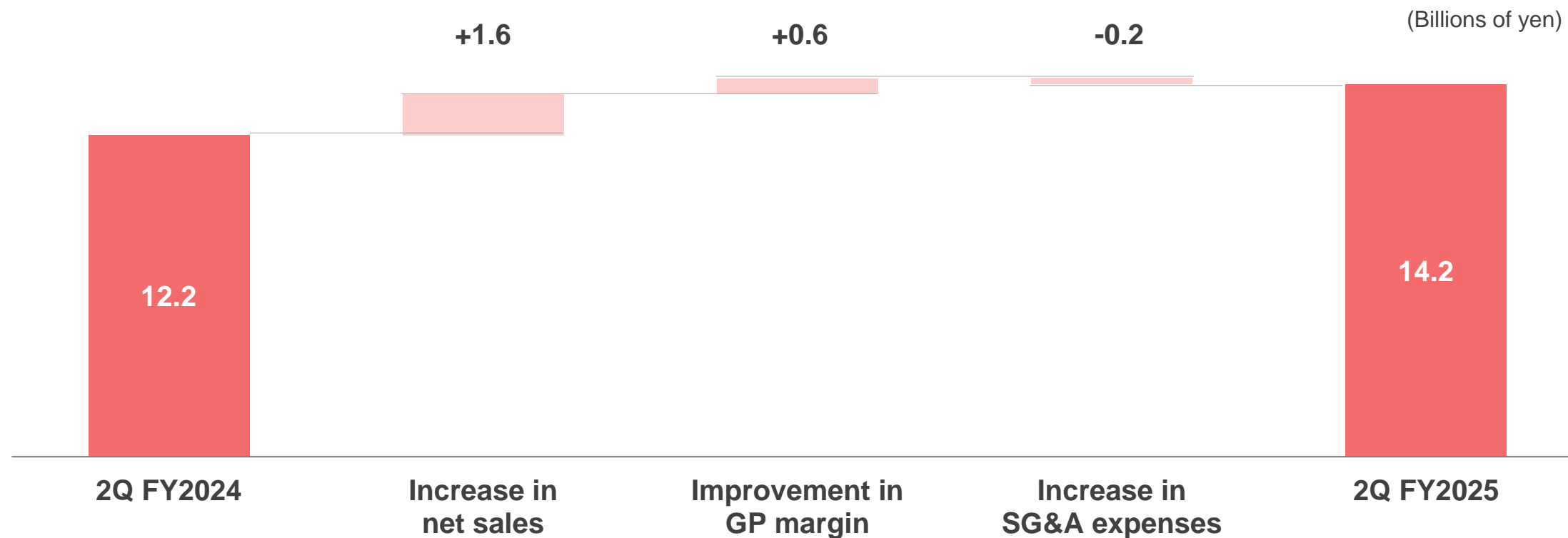
✓ Operating income and Ordinary income surpassed the previous 2Q record highs.

(Billions of yen)	2Q FY2024	2Q FY2025	Changes	
			Amount	%
Net Sales	161.7	166.5	+4.9	+3%
Gross Profit	52.2 (32.3%)	54.3 (32.6%)	+2.2 (+0.4pt)	+4%
Operating income	12.2 (7.6%)	14.2 (8.5%)	+1.9 (+0.9pt)	+16%
Ordinary income	13.0 (8.1%)	14.8 (8.9%)	+1.8 (+0.9pt)	+14%
Net income attributable to owners of the parent	10.6 (6.6%)	10.1 (6.0%)	-0.6 (-0.5pt)	-5%

# Operating Income Variance Analysis

2Q 2025 Actual  
(from April 1 to June 30)

**Canon**  
Canon Marketing Japan Group



## Improvement in GP margin

- GP margin took an upturn due to steady performance in the high-added-value IT solutions in the Enterprise and Area segments.

## Increase in SG&A expenses

- Other direct selling expenses +0.2B

➤ Refer to page 27 for details.

# Results by Segment

2Q 2025 Actual  
(from April 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)	2Q FY2024		2Q FY2025		Changes	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
<b>Consumers</b>	34.0	3.1	<b>33.9</b>	<b>2.9</b>	-0.1	-0.2
<b>Enterprise</b>	63.9	4.0	<b>65.5</b>	<b>4.6</b>	+1.7	+0.6
<b>Area</b>	57.1	4.5	<b>58.9</b>	<b>5.9</b>	+1.7	+1.4
<b>Professional</b>	10.9	1.4	<b>12.6</b>	<b>1.7</b>	+1.7	+0.2
<b>Other</b>	-4.2	-0.8	<b>-4.3</b>	<b>-0.9</b>	-0.2	-0.1
<b>Total</b>	161.7	12.2	<b>166.5</b>	<b>14.2</b>	+4.9	+1.9

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Summary of Results

1Q-2Q 2025 Actual  
(from January 1 to June 30)

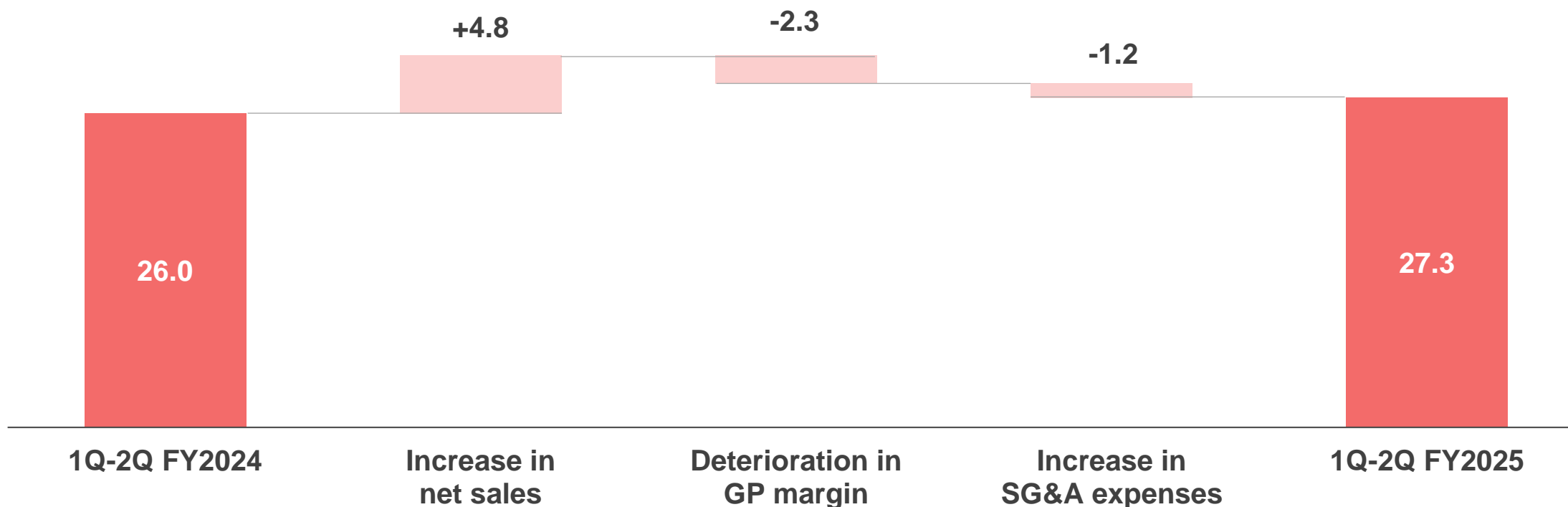
**Canon**  
Canon Marketing Japan Group

(Billions of yen)	1Q-2Q FY2024	1Q-2Q FY2025	Changes	
			Amount	%
<b>Net Sales</b>	318.9	<b>333.8</b>	+14.9	+5%
<b>Gross Profit</b>	103.4 (32.4%)	<b>105.9</b> (31.7%)	+2.5 (-0.7pt)	+2%
<b>Operating income</b>	26.0 (8.2%)	<b>27.3</b> (8.2%)	+1.3 (+0.0pt)	+5%
<b>Ordinary income</b>	27.0 (8.5%)	<b>28.0</b> (8.4%)	+1.1 (-0.1pt)	+4%
<b>Net income attributable to owners of the parent</b>	20.1 (6.3%)	<b>18.9</b> (5.7%)	-1.3 (-0.7pt)	-6%

# Operating Income Variance Analysis

1Q-2Q 2025 Actual  
(from January 1 to June 30)

**Canon**  
Canon Marketing Japan Group



## Deterioration in GP margin

- GP margin declined as 'IT products and system sales' accounted for a higher percentage of total sales, mainly in the Consumers segment, Enterprise segment and Area segment.

## Increase in SG&A expenses

- Other direct selling expenses +0.5B
- Amortization of goodwill, etc. +0.6B

➤ Refer to page 28 for details.



# Results by Segment

1Q-2Q 2025 Actual  
(from January 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)	1Q-2Q FY2024		1Q-2Q FY2025		Changes	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
<b>Consumers</b>	64.1	5.3	<b>65.7</b>	<b>5.0</b>	+1.6	-0.3
<b>Enterprise</b>	121.8	9.3	<b>133.5</b>	<b>9.7</b>	+11.7	+0.4
<b>Area</b>	116.9	9.7	<b>119.4</b>	<b>11.3</b>	+2.6	+1.6
<b>Professional</b>	24.9	3.2	<b>26.1</b>	<b>2.9</b>	+1.2	-0.3
<b>Other</b>	-8.8	-1.5	<b>-10.9</b>	<b>-1.6</b>	-2.1	-0.1
<b>Total</b>	318.9	26.0	<b>333.8</b>	<b>27.3</b>	+14.9	+1.3

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Each Segment Results

# Consumers Segment

- ✓ Net sales remained flat from a year earlier, primarily due to a decrease in sales of inkjet printers, despite an increase in sales of interchangeable lens and IT products.
- ✓ Operating income decreased due in part to a decrease in gross profit following the decline in ink cartridge sales and an increase in the percentage of sales of IT products.

(Billions of yen)		2Q				1Q-2Q			
		FY2024	FY2025	Changes		FY2024	FY2025	Changes	
				Amount	%			Amount	%
	Canon products, other	24.8	24.2	-0.6	-2%	46.6	45.6	-1.1	-2%
	IT solutions	9.2	9.7	+0.5	+5%	17.5	20.1	+2.7	+15%
	Net sales	34.0	33.9	-0.1	-0%	64.1	65.7	+1.6	+3%
	Op. income	3.1	2.9	-0.2	-7%	5.3	5.0	-0.3	-5%
	margin	9.2%	8.6%	-0.6pt	—	8.2%	7.6%	-0.6pt	—

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## ■ Consumer Products, Y/Y Non-consolidated

		1Q	2Q
Digital Interchangeable Lens Camera	Unit	-15%	-12%
Inkjet Printer (IJP)	Unit	-14%	-8%
IJP Cartridge	Amount	-7%	-7%

# Each Segment Results

# Enterprise Segment

- ✓ Net sales rose, reflecting a slight increase in sales of Canon products, other and steady sales of IT solutions.
- ✓ Operating income increased, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	2Q				1Q-2Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Canon products, other	14.5	14.6	+0.1	+0%	29.6	28.8	-0.8	-3%
IT solutions	49.3	50.9	+1.6	+3%	92.2	104.8	+12.6	+14%
Net sales	63.9	65.5	+1.7	+3%	121.8	133.5	+11.7	+10%
Op. income	4.0	4.6	+0.6	+16%	9.3	9.7	+0.4	+4%
margin	6.3%	7.1%	+0.8pt	—	7.7%	7.3%	-0.4pt	—

\*Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly.  
Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## [Reference] Results of main consolidated company

Canon IT Solutions Inc.

	2Q		Changes	1Q-2Q		Changes
	FY2024	FY2025	%	FY2024	FY2025	%
Net sales	36.5	35.4	-3%	68.6	72.9	+6%
Op. income	3.3	3.4	+3%	7.1	7.3	+2%

## Canon IT Solutions Inc.

Orders received and outstanding orders, Y/Y Non-consolidated

	1Q	2Q
Orders received	+7%	-2%
Outstanding orders	-13%	-13%

2Q outstanding orders excluding the Data Center business rose 8% year on year.

# Each Segment Results

# Area Segment

- ✓ Net sales hiked. While sales of Canon products, other dropped slightly, those of IT solutions were strong.
- ✓ Operating income increased, reflecting a rise in gross profit resulting from the increase in net sales, as well as a decrease in SG&A expenses, including personnel expenses.

(Billions of yen)	2Q				1Q-2Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Canon products, other	39.4	39.2	-0.2	-1%	79.3	78.4	-0.9	-1%
IT solutions	17.7	19.7	+2.0	+11%	37.6	41.1	+3.4	+9%
Net sales	57.1	58.9	+1.7	+3%	116.9	119.4	+2.6	+2%
Op. income	4.5	5.9	+1.4	+30%	9.7	11.3	+1.6	+16%
margin	7.9%	9.9%	+2.1pt	—	8.3%	9.5%	+1.2pt	

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

**[Reference] Results of main consolidated company** Canon System & Support Inc.

	2Q		Changes	1Q-2Q		Changes
	FY2024	FY2025	%	FY2024	FY2025	%
Net sales	26.1	27.7	+6%	54.4	56.8	+4%
Op. income	1.2	2.1	+73%	3.4	4.8	+38%

Due to the sales of shares of A&A Co., Ltd., net sales and operating income declined 0.4 billion yen and 0.1 billion yen, respectively in 2Q. In 1Q and 2Q, net sales and operating income fell 1.3 billion yen and 0.2 billion yen, respectively.

# Each Segment Results

# Professional Segment

- ✓ Net sales increased due to a rise in sales in industrial equipment and the healthcare business.
- ✓ Operating income increased, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	2Q				1Q-2Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Production printing	2.3	2.2	-0.0	-1%	4.6	4.4	-0.1	-3%
Industrial equipment	5.6	6.6	+1.0	+18%	11.0	10.1	-0.9	-9%
Healthcare business	3.1	3.8	+0.7	+24%	9.3	11.5	+2.3	+24%
Net sales	10.9	12.6	+1.7	+16%	24.9	26.1	+1.2	+5%
Op. income	1.4	1.7	+0.2	+16%	3.2	2.9	-0.3	-10%
margin	13.1%	13.1%	-0.0pt	—	12.8%	11.0%	-1.8pt	

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## [Reference] Results of main consolidated company

Canon Production Printing Systems Inc.

	2Q		Changes	1Q-2Q		Changes
	FY2024	FY2025	%	FY2024	FY2025	%
Net sales	2.1	2.1	-0%	4.3	4.2	-2%
Op. income	0.1	0.1	+18%	0.2	0.2	+32%

# Sales of Products and Services by Segment

2Q 2025 Actual  
(from April 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)		Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
		2Q FY2024	2Q FY2025	2Q FY2024	2Q FY2025	2Q FY2024	2Q FY2025	2Q FY2024	2Q FY2025	2Q FY2024	2Q FY2025	2Q FY2024	2Q FY2025	2Q FY2025
SI services		—	—	19.0	19.2	2.4	1.7	3.1	3.9	-0.2	-0.3	24.4	24.5	30%
	Changes		-		+1%		-28%		+23%		-		+1%	
	Maintenance and operation service/outsourcing	—	—	16.1	17.4	2.8	3.0	0.3	0.3	0.2	0.3	19.5	21.1	25%
	Changes		-		+8%		+7%		+4%		-		+8%	
IT products and system sales		9.2	9.7	14.2	14.3	12.5	14.9	—	—	-1.1	-1.2	34.8	37.7	45%
	Changes		+5%		+1%		+20%		-		-		+8%	
IT solutions		9.2	9.7	49.3	50.9	17.7	19.7	3.5	4.2	-1.0	-1.2	78.7	83.3	100%
Changes			+5%		+3%		+11%		+22%		-		+6%	
Canon products, other		24.8	24.2	14.5	14.6	39.4	39.2	7.5	8.4	-3.1	-3.1	83.0	83.2	
Changes			-2%		+0%		-1%		+13%		-		+0%	
Total		34.0	33.9	63.9	65.5	57.1	58.9	10.9	12.6	-4.2	-4.3	161.7	166.5	
Changes			-0%		+3%		+3%		+16%		-		+3%	

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Sales of Products and Services by Segment

1Q-2Q 2025 Actual  
(from January 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)		Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
		1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2024	1Q-2Q FY2025	1Q-2Q FY2025
SI services		—	—	37.6	37.6	6.0	3.8	9.4	11.6	-0.7	-0.4	52.3	52.6	30%
	Changes		-		-0%		-36%		+24%		-		+1%	
		—	—	29.9	35.6	5.7	6.0	0.7	0.7	0.3	0.4	36.6	42.8	
Maintenance and operation service/outsourcing		—	—											25%
	Changes		-		+19%		+6%		+7%		-		+17%	
IT products and system sales		17.5	20.1	24.7	31.6	25.9	31.2	—	—	-2.3	-5.0	65.8	78.0	45%
	Changes		+15%		+28%		+20%		-		-		+18%	
IT solutions		17.5	20.1	92.2	104.8	37.6	41.1	10.0	12.3	-2.6	-4.9	154.7	173.4	100%
	Changes		+15%		+14%		+9%		+23%		-		+12%	
Canon products, other		46.6	45.6	29.6	28.8	79.3	78.4	14.8	13.7	-6.1	-6.0	164.2	160.5	
	Changes		-2%		-3%		-1%		-8%		-		-2%	
Total		64.1	65.7	121.8	133.5	116.9	119.4	24.9	26.1	-8.8	-10.9	318.9	333.8	
Changes			+3%		+10%		+2%		+5%		-		+5%	

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Summary of Forecasts

Previous Forecast vs Current Forecast

(Billions of yen)	FY2025 Previous forecast	FY2025 Current forecast	Changes		FY2024 Actual	Changes	
			Amount	%		Amount	%
Net sales	680.0	680.0	—	—	653.9	+26.1	+4%
Operating income	56.0 (8.2%)	57.0 (8.4%)	+1.0 (+0.1pt)	+2%	53.1 (8.1%)	+3.9 (+0.3pt)	+7%
Ordinary income	57.0 (8.4%)	58.0 (8.5%)	+1.0 (+0.1pt)	+2%	54.4 (8.3%)	+3.6 (+0.2pt)	+7%
Net income attributable to owners of the parent	39.5 (5.8%)	39.5 (5.8%)	— —	—	39.3 (6.0%)	+0.2 (-0.2pt)	+1%



# Forecasts by Segment

Previous Forecast vs Current Forecast

(Billions of yen)	FY2025 Previous forecast		FY2025 Current forecast		Changes		
	Net sales	Op. income	Net sales	Op. income	Net sales		Op. income
					Amount	%	
<b>Consumers</b>	142.5	13.5	<b>142.5</b>	<b>13.5</b>	—	—	—
<b>Enterprise</b>	267.4	21.1	<b>267.4</b>	<b>21.1</b>	—	—	—
<b>Area</b>	238.6	19.7	<b>238.6</b>	<b>20.7</b>	—	—	+1.0
<b>Professional</b>	49.6	5.3	<b>49.6</b>	<b>5.3</b>	—	—	—
<b>Other</b>	-18.1	-3.6	<b>-18.1</b>	<b>-3.6</b>	—	—	—
<b>Total</b>	680.0	56.0	<b>680.0</b>	<b>57.0</b>	—	—	+1.0

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

# Forecasts by Segment

Actual vs Current Forecast

(Billions of yen)	FY2024 Actual		FY2025 Current forecast		Changes		
	Net sales	Op. income	Net sales	Op. income	Net sales		Op. income
					Amount	%	
Consumers	144.6	13.8	142.5	13.5	-2.1	-1%	-0.3
Enterprise	249.9	19.4	267.4	21.1	+17.5	+7%	+1.7
Area	231.3	18.3	238.6	20.7	+7.3	+3%	+2.4
Professional	44.8	4.6	49.6	5.3	+4.8	+11%	+0.7
Other	-16.7	-2.9	-18.1	-3.6	-1.4	—	-0.6
Total	653.9	53.1	680.0	57.0	+26.1	+4%	+3.9

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Forecasts by Segment

(Billions of yen)	FY2024				FY2025				Changes			
	1Q-2Q Actual		3Q-4Q Actual		1Q-2Q Actual		3Q-4Q Forecast		1Q-2Q		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
<b>Consumers</b>	64.1	5.3	80.5	8.5	<b>65.7</b>	<b>5.0</b>	<b>76.8</b>	<b>8.5</b>	+1.6	-0.3	-3.7	-0.0
<b>Enterprise</b>	121.8	9.3	128.1	10.1	<b>133.5</b>	<b>9.7</b>	<b>133.9</b>	<b>11.4</b>	+11.7	+0.4	+5.8	+1.3
<b>Area</b>	116.9	9.7	114.4	8.6	<b>119.4</b>	<b>11.3</b>	<b>119.2</b>	<b>9.4</b>	+2.6	+1.6	+4.8	+0.8
<b>Professional</b>	24.9	3.2	19.9	1.4	<b>26.1</b>	<b>2.9</b>	<b>23.5</b>	<b>2.4</b>	+1.2	-0.3	+3.6	+1.0
<b>Other</b>	-8.8	-1.5	-7.9	-1.4	<b>-10.9</b>	<b>-1.6</b>	<b>-7.2</b>	<b>-2.0</b>	-2.1	-0.1	+0.7	-0.5
<b>Total</b>	318.9	26.0	335.0	27.1	<b>333.8</b>	<b>27.3</b>	<b>346.2</b>	<b>29.7</b>	+14.9	+1.3	+11.1	+2.6

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Each Segment Forecasts

## ■ Consumers

- ✓ Net sales are expected to decrease reflecting lower sales in inkjet printer and IT products.
- ✓ Operating income is forecast to remain flat, reflecting the strong performance in interchangeable lens, despite a decline in IJP cartridges.

(Billions of yen)	1Q-2Q Actual			
	FY2024	FY2025	Changes	
			Amount	%
Net sales	64.1	65.7	+1.6	+3%
Op. income	5.3	5.0	-0.3	-5%
margin	8.2%	7.6%	-0.6pt	—

3Q-4Q Forecast			
FY2024	FY2025	Changes	
		Amount	%
80.5	76.8	-3.7	-5%
8.5	8.5	-0.0	-0%
10.6%	11.1%	+0.5pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## ■ Enterprise

- ✓ Net sales are expected to rise following strong sales of IT solutions.
- ✓ Operating income is expected to increase, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q-2Q Actual			
	FY2024	FY2025	Changes	
			Amount	%
Net sales	121.8	133.5	+11.7	+10%
Op. income	9.3	9.7	+0.4	+4%
margin	7.7%	7.3%	-0.4pt	—

3Q-4Q Forecast			
FY2024	FY2025	Changes	
		Amount	%
128.1	133.9	+5.8	+5%
10.1	11.4	+1.3	+13%
7.9%	8.5%	+0.7pt	—

\*Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and some of the system development and operation organizations in the Enterprise segment have been transferred to Other. As a result, the segment information for FY2024 has been recalculated accordingly.

# Each Segment Forecasts

## Area

- ✓ Net sales are expected to rise following strong sales of IT Solutions.
- ✓ Operating income is forecast to increase due to an increase in gross profit resulting from the rise in net sales, despite a rise in SG&A expenses.

(Billions of yen)	1Q-2Q Actual			
	FY2024	FY2025	Changes	
			Amount	%
Net sales	116.9	119.4	+2.6	+2%
Op. income	9.7	11.3	+1.6	+16%
margin	8.3%	9.5%	+1.2pt	—

3Q-4Q Forecast			
FY2024	FY2025	Changes	
		Amount	%
114.4	119.2	+4.8	+4%
8.6	9.4	+0.8	+9%
7.5%	7.9%	+0.3pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## Professional

- ✓ Net sales are forecast to rise due to an increase in sales of production printing and industrial equipment.
- ✓ Operating income is expected to increase, primarily reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q-2Q Actual			
	FY2024	FY2025	Changes	
			Amount	%
Net sales	24.9	26.1	+1.2	+5%
Op. income	3.2	2.9	-0.3	-10%
margin	12.8%	11.0%	-1.8pt	—

3Q-4Q Forecast			
FY2024	FY2025	Changes	
		Amount	%
19.9	23.5	+3.6	+18%
1.4	2.4	+1.0	+75%
6.8%	10.2%	+3.3pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# 【Supplementary Material】Outline of Main Products Sales

## Supplementary Material for 2025 2Q

Canon Marketing Japan Inc.

Y/Y changes in unit or amount

### ■ Canon Products, Other

Non-consolidated

		FY2024 vs FY2023					FY2025 vs FY2024			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
DILC*	Unit	-31%	-14%	+4%	+0%	-10%	-15%	-12%	+2%	+2%
Inkjet Printer (IJP)	Unit	-8%	-4%	+2%	-12%	-6%	-14%	-8%	-5%	-5%
IJP Cartridge	Amount	-9%	-6%	-7%	-12%	-9%	-7%	-7%	-4%	-4%

\* Digital Interchangeable Lens Camera

Non-consolidated

		FY2024 vs FY2023					FY2025 vs FY2024			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
MFP including Rental Machine	Unit	-3%	-1%	+5%	+10%	+3%	-3%	+7%	+3%	+3%
Service & Support	Amount	-2%	-1%	-2%	-2%	-2%	-4%	-1%	-2%	-2%
Laser Beam Printer (LBP)	Unit	-2%	-2%	+9%	+2%	+3%	+4%	+2%	+2%	+2%
LBP Cartridge	Amount	-3%	-6%	-1%	+5%	+2%	-3%	-0%	-2%	-2%

Consolidated

Commercial Printing	Amount	+8%	-2%	-3%	+11%	+4%	+5%	+10%	+1%	+1%
---------------------	--------	-----	-----	-----	------	-----	-----	------	-----	-----

### ■ IT Solutions

Consolidated

		FY2024 vs FY2023					FY2025 vs FY2024			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
SI Services	Amount	+18%	+1%	-5%	-5%	+2%	+1%	+1%	+7%	+7%
Maintenance and operation service/outsourcing	Amount	+22%	+58%	+57%	+51%	+47%	+27%	+8%	+10%	+10%
IT products and system sales	Amount	-2%	+21%	+22%	+24%	+16%	+30%	+8%	+8%	+8%
Network Camera	Amount	+6%	+1%	+9%	+26%	+11%	-0%	+53%	+28%	+28%

### ■ Professional Segment

Consolidated

		FY2024 vs FY2023					FY2025 vs FY2024			Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	2Q Results	Full Year Forecasts	Full Year Forecasts
Production Printing	Amount	+8%	-7%	-6%	+11%	+2%	-5%	-1%	+3%	+3%
Industrial Equipment	Amount	-6%	+51%	+22%	+19%	+18%	-36%	+18%	+18%	+18%
Healthcare Business	Amount	+64%	-25%	-3%	+10%	+11%	+25%	+24%	+7%	+7%

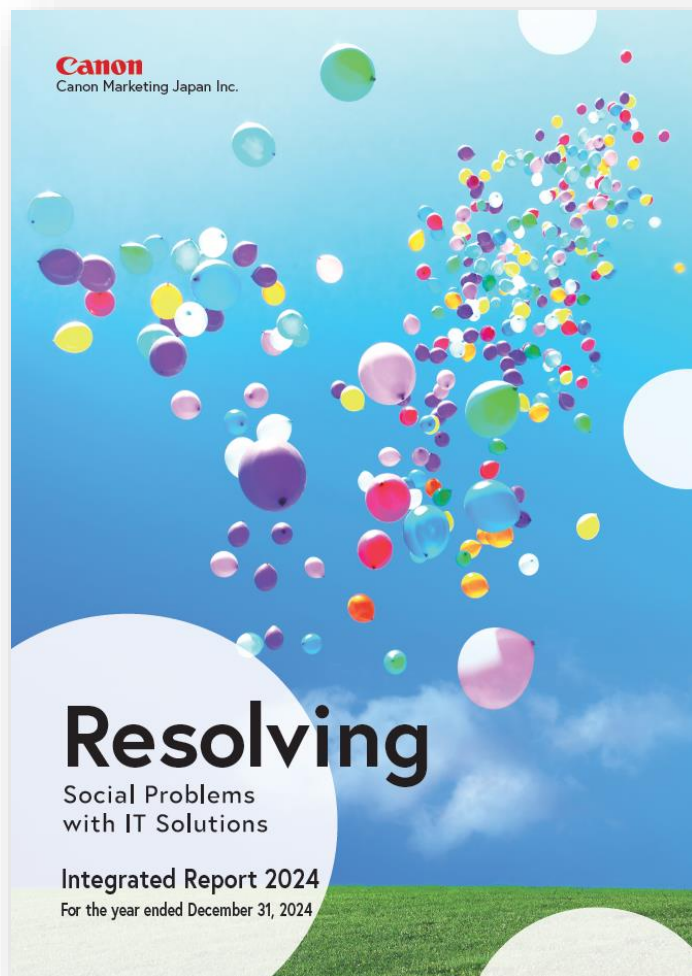
\* Forward-looking statements and results forecasts presented in this material are based on the management's assumptions using currently available information and therefore contain inherent risks and uncertainties.  
As a consequence, due to a range of possible factors, actual results may materially differ from the forecasts.

Please see the **Supplementary Material for FY2025 2Q** on our website.

- URL  
<https://corporate.jp.canon/en/ir/library/explanation>



# Issuance of Integrated Report 2024



The Integrated Report 2024 is scheduled to be issued on July 25.

## The theme of Integrated Report 2024

The Source of Problem-Solving Capabilities and the Groundwork for the Next Stage of Growth.

•URL

<https://corporate.jp.canon/en/ir/library/integrated-report>



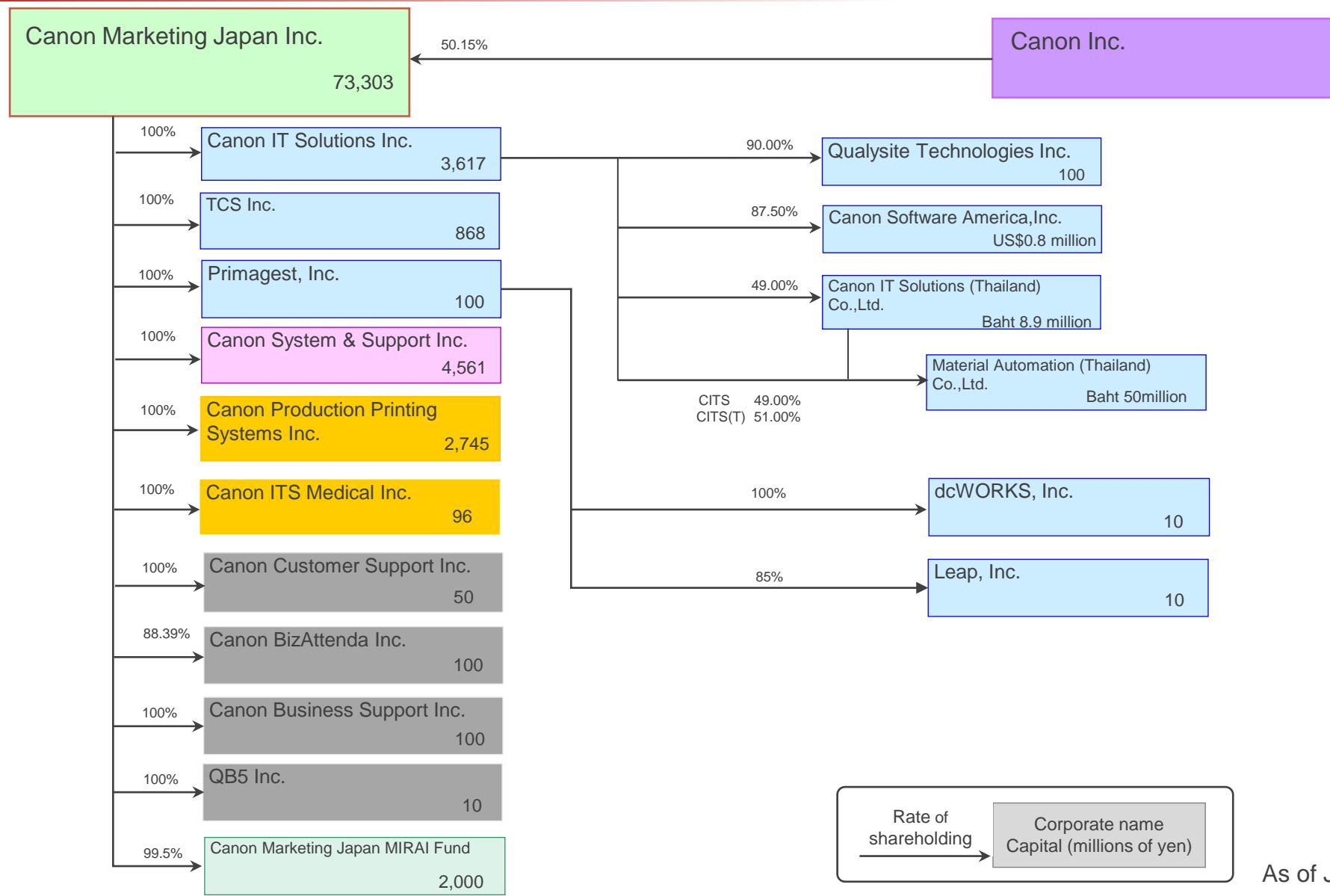


Canon Marketing Japan Group



# **Supplementary Information**

# Capital Relationship Diagram



As of June 30, 2025

# SG&A Expenses

2Q 2025 Actual  
(from April 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)	2Q FY2024	2Q FY2025	Changes
Advertising expenses	0.9	0.9	-0.0
Promotion expenses	0.8	0.8	-0.0
Warranty expenses	0.7	0.7	+0.0
Other direct selling expenses	4.7	4.8	+0.2
Personnel expenses	23.3	23.3	+0.0
Office expenses	2.0	2.1	+0.1
IT expenses	2.7	2.6	-0.2
Amortization of goodwill, etc.	0.9	0.9	-0.0
Other selling expenses	3.9	4.1	+0.1
<b>Total</b>	<b>39.9</b>	<b>40.2</b>	<b>+0.2</b>

# SG&A Expenses

1Q-2Q 2025 Actual  
(from January 1 to June 30)

**Canon**  
Canon Marketing Japan Group

(Billions of yen)	1Q-2Q FY2024	1Q-2Q FY2025	Changes
Advertising expenses	1.9	2.0	+0.2
Promotion expenses	1.4	1.5	+0.0
Warranty expenses	1.4	1.4	+0.0
Other direct selling expenses	9.0	9.5	+0.5
Personnel expenses	45.6	45.6	-0.0
Office expenses	3.9	4.1	+0.2
IT expenses	5.5	5.1	-0.4
Amortization of goodwill, etc.	1.1	1.7	+0.6
Other selling expenses	7.6	7.6	+0.0
<b>Total</b>	<b>77.4</b>	<b>78.6</b>	<b>+1.2</b>

# Non-operating Income and Expenses

	(Billions of yen)	2Q FY2024	2Q FY2025	Changes	1Q-2Q FY2024	1Q-2Q FY2025	Changes
	Interest income	0.1	0.1	+0.0	0.2	0.2	+0.0
	Dividend income	0.1	0.2	+0.0	0.2	0.2	+0.0
	Insurance income	0.4	0.5	+0.0	0.4	0.5	+0.0
	Foreign exchange gains	0.1	-	-0.1	0.2	-	-0.2
	Gain on investments in partnership	0.0	-	-0.0	0.0	-	-0.0
	Other, net	0.1	0.1	+0.0	0.1	0.2	+0.1
	<b>Total non-operating income</b>	<b>0.9</b>	<b>0.8</b>	<b>-0.1</b>	<b>1.2</b>	<b>1.1</b>	<b>-0.1</b>
	Interest expense	0.0	0.0	+0.0	0.0	0.0	+0.0
	Investment partnership management expenses	0.1	0.0	-0.0	0.1	0.1	+0.0
	Foreign exchange losses	-	0.0	+0.0	-	0.1	+0.1
	Loss on investments in partnership	-0.0	0.0	+0.0	-	0.0	+0.0
	Other, net	0.0	0.1	+0.0	0.1	0.1	+0.0
	<b>Total non-operating expenses</b>	<b>0.1</b>	<b>0.1</b>	<b>+0.0</b>	<b>0.2</b>	<b>0.4</b>	<b>+0.2</b>

# Extraordinary Income and Losses

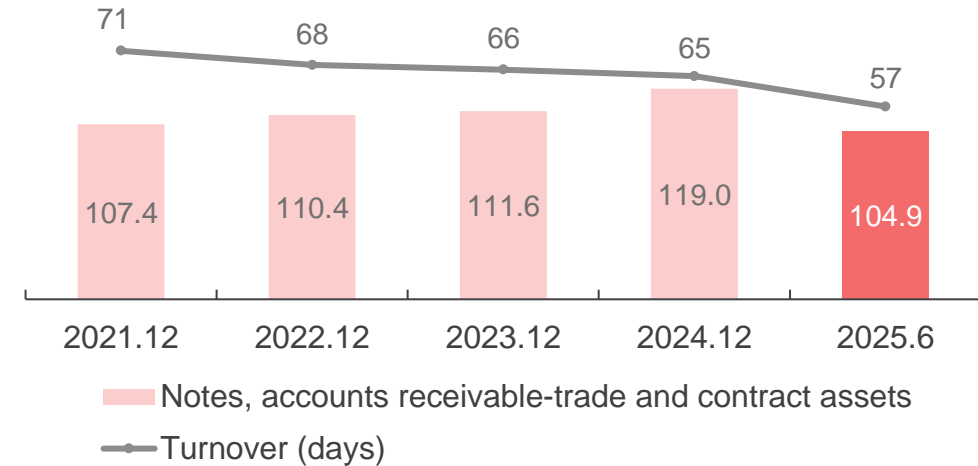
	(Billions of yen)	2Q FY2024	2Q FY2025	Changes	1Q-2Q FY2024	1Q-2Q FY2025	Changes
	Gain on sales of long-lived assets	0.0	0.0	-0.0	0.0	0.0	-0.0
	Gain on sales of investments in securities	-	0.4	+0.4	-	0.4	+0.4
	Gain on sales of shares of subsidiaries and associates	2.9	-	-2.9	2.9	-	-2.9
	Other, net	0.0	-	-0.0	0.0	-	-0.0
<b>Total extraordinary income</b>		2.9	0.4	-2.5	2.9	0.4	-2.5
	Loss on sales and disposal of long-lived assets	0.1	0.0	-0.0	0.1	0.0	-0.0
	Impairment loss	-	0.2	+0.2	-	0.5	+0.5
	Loss on sale of investments in securities	-	-	-	-	0.0	+0.0
	Other, net	-0.0	-	+0.0	0.0	0.0	+0.0
<b>Total extraordinary losses</b>		0.1	0.3	+0.2	0.1	0.5	+0.5

# Balance Sheets

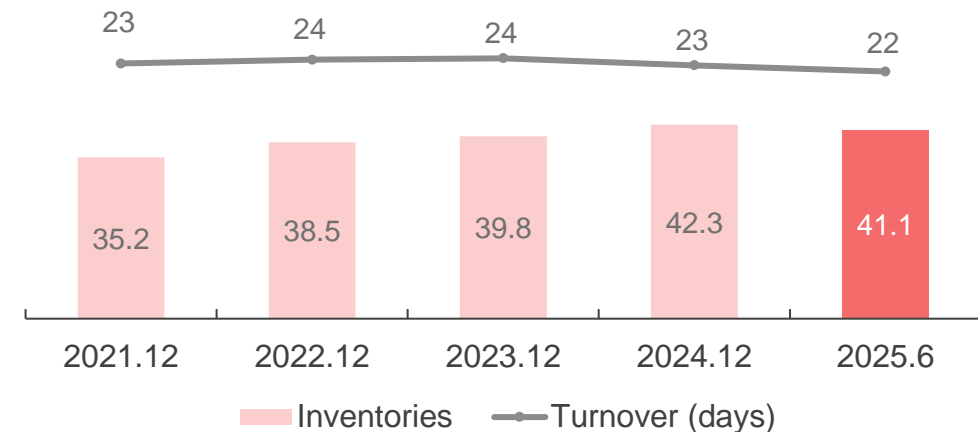
(Billions of yen)

	Dec. 31 2024	Jun. 30 2025	Changes
<b>Assets</b>	<b>524.6</b>	<b>530.2</b>	<b>+5.6</b>
Current assets	332.2	335.1	+2.9
Cash and deposits	110.7	175.2	+64.4
Notes, accounts receivable-trade and contract assets	119.0	104.9	-14.1
Inventories	42.3	41.1	-1.2
Other current assets	60.1	13.9	-46.3
Non-current assets	192.4	195.1	+2.7
Property, plant and equipment	88.1	86.1	-2.0
Intangible assets	49.0	49.7	+0.6
Investments and other assets	55.3	59.3	+4.0
<b>Liabilities</b>	<b>140.9</b>	<b>136.2</b>	<b>-4.7</b>
Current liabilities	123.5	118.6	-4.9
Notes and accounts payable-trade	50.1	47.6	-2.6
Other current liabilities	73.4	71.1	-2.3
Long-term liabilities	17.4	17.6	+0.2
<b>Equity</b>	<b>383.7</b>	<b>393.9</b>	<b>+10.2</b>
Shareholders' equity	347.6	357.8	+10.2
(Treasury stock)	-9.3	-9.3	+0.0
Total accumulated other comprehensive income (loss)	35.1	35.2	+0.1
Stock acquisition rights	0.1	0.1	+0.0
Non-controlling interests	0.8	0.8	-0.0
<b>Equity ratio</b>	<b>73%</b>	<b>74%</b>	<b>+1%</b>

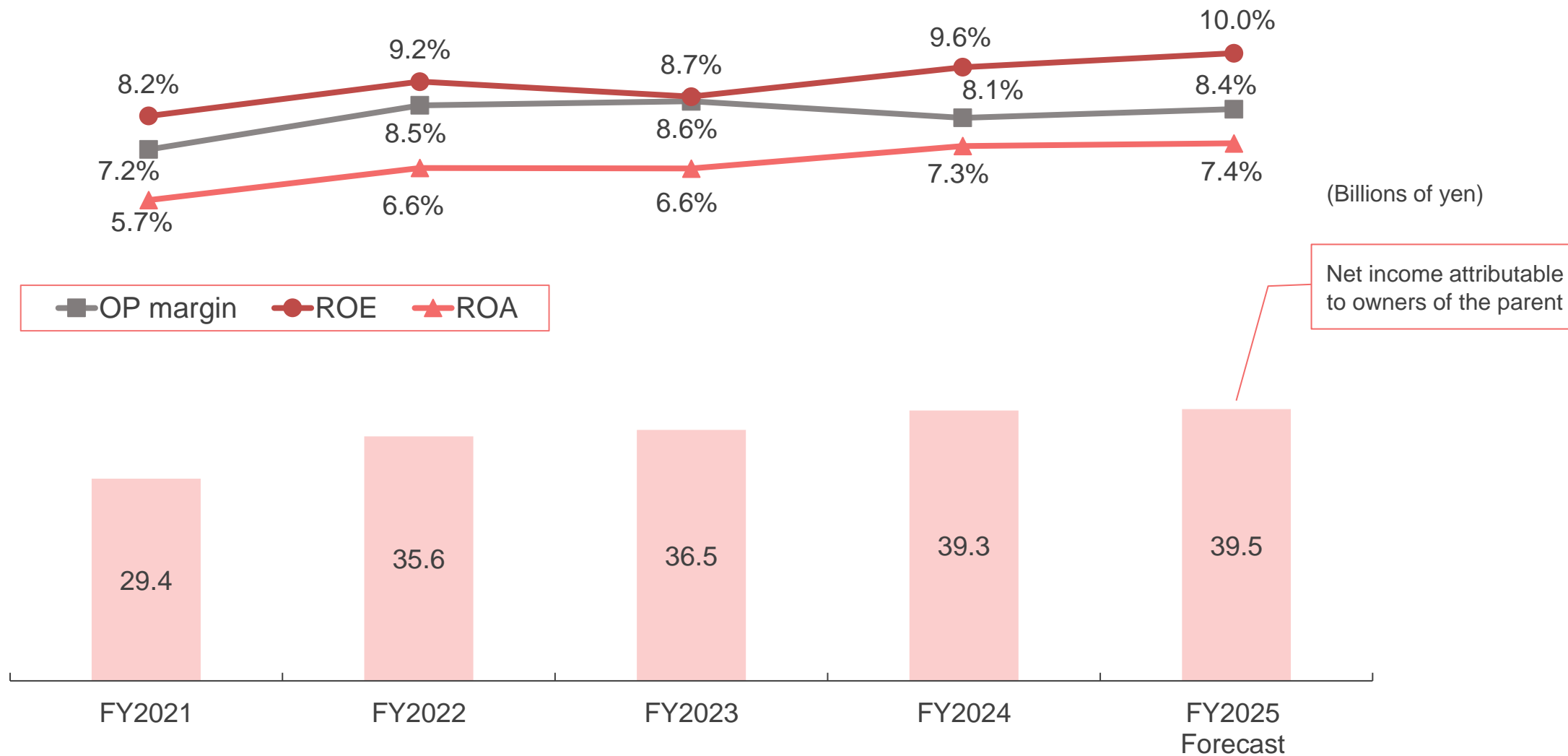
## Notes, accounts receivable-trade and contract assets



## Inventories



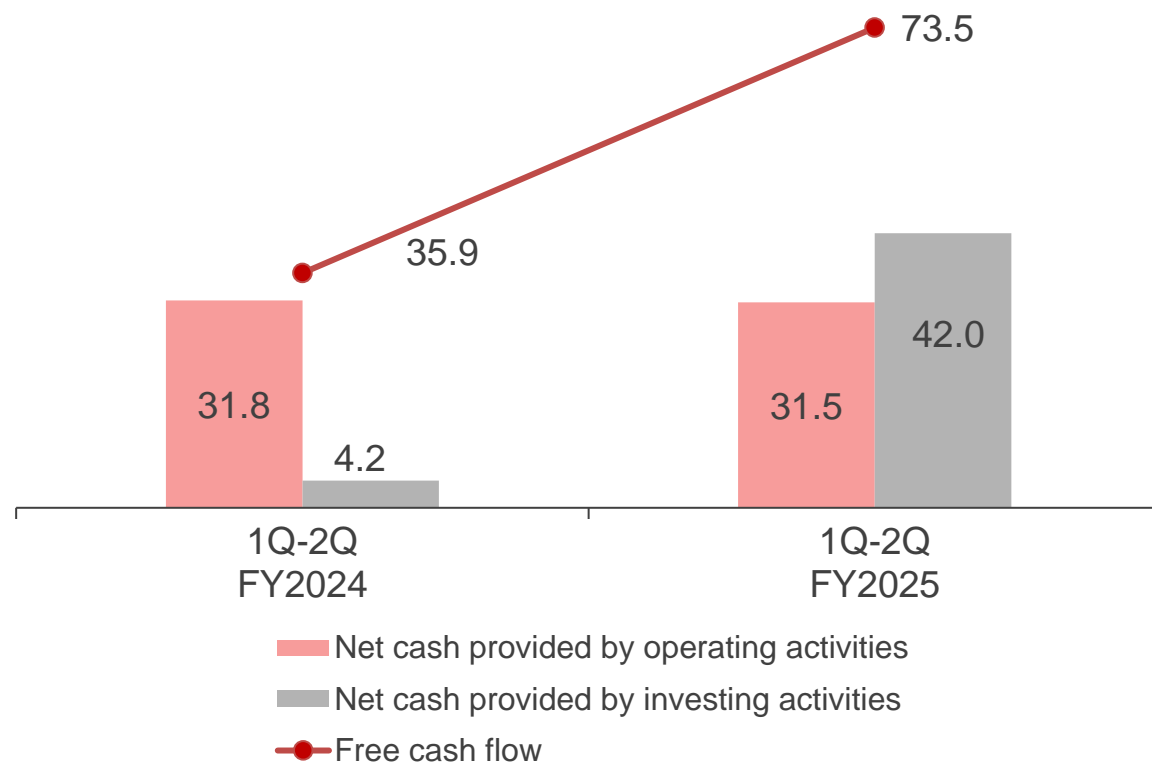
# Financial Indicator





# Financial Indicator

## ■ Cash Flow



## ■ Capital Investment

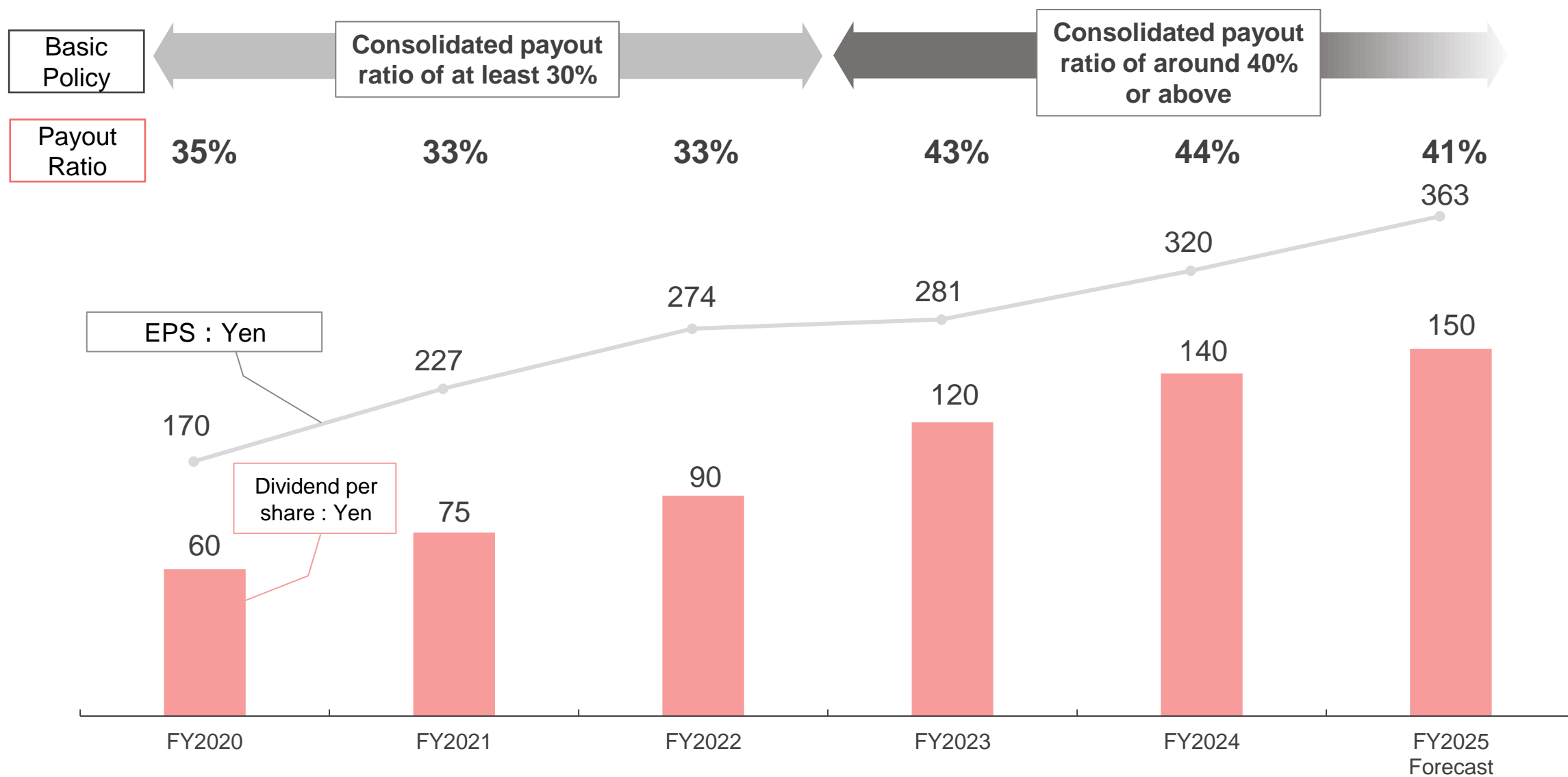
(Billions of yen)

	1Q-2Q Actual	3Q-4Q Forecast	Full year
FY2024 Actual	5.9	6.8	12.8
FY2025 Forecast	6.9	14.7	21.6

## ■ Depreciation and amortization

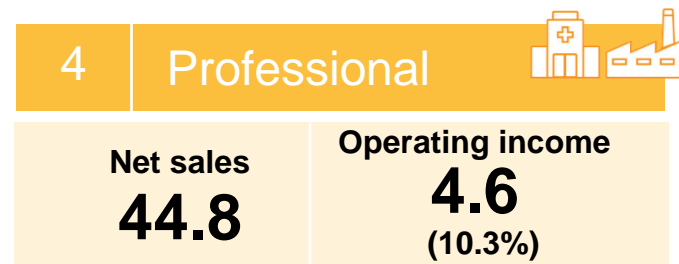
	1Q-2Q Actual	3Q-4Q Forecast	Full year
FY2024 Actual	5.0	5.5	10.5
FY2025 Forecast	5.8	6.2	12.0

# Financial Indicator



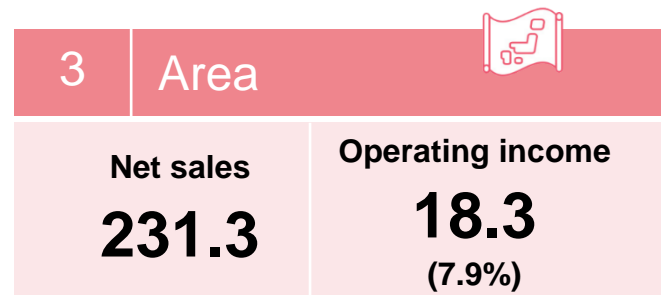
# Sales Breakdown by Segment (FY2024)

(Billions of yen)



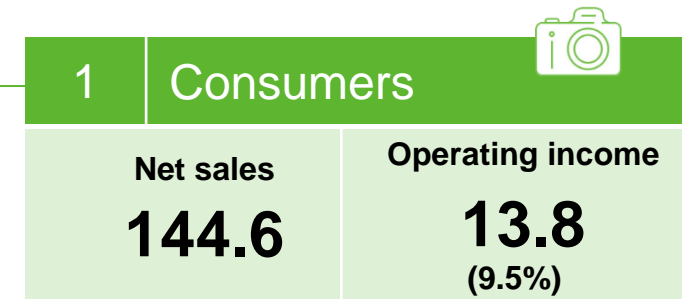
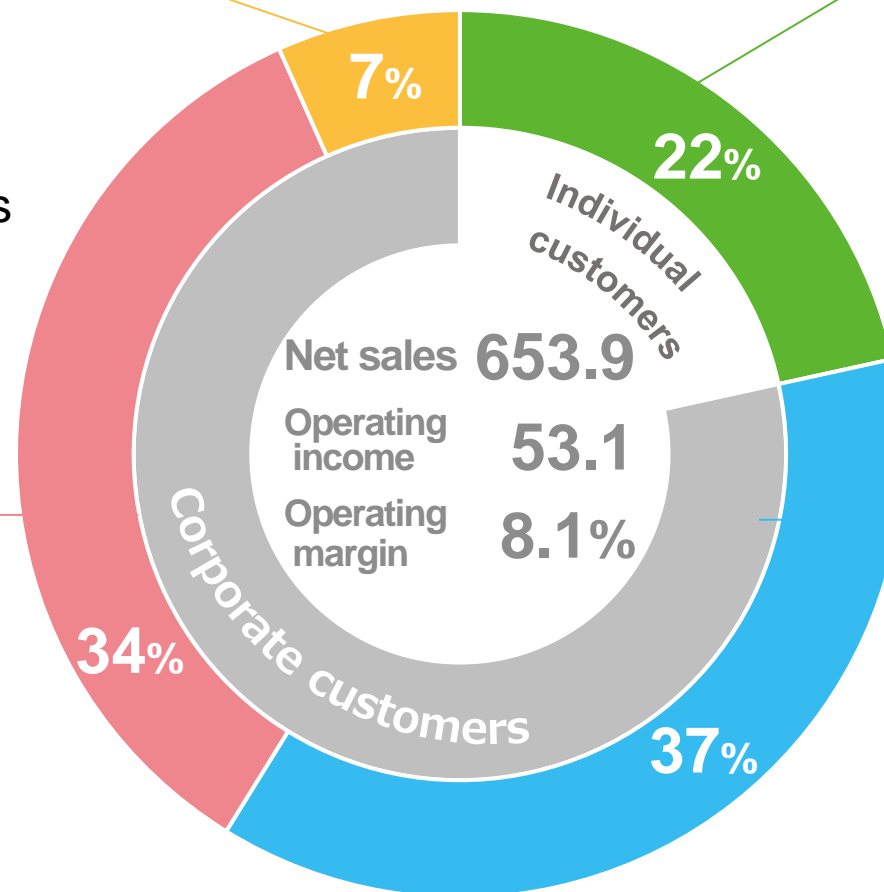
Customers in specialized areas

- Production printing
- Industrial equipment
- Healthcare

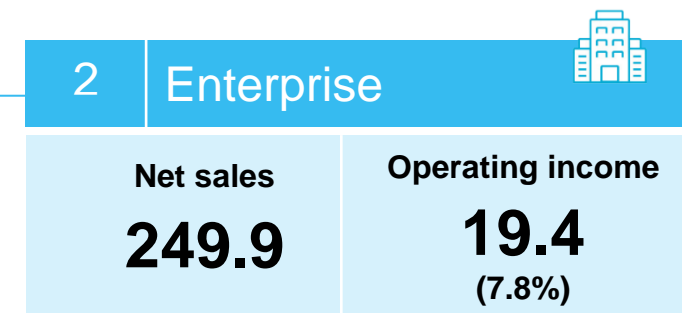


SMEs nationwide

SME: Small and Medium Enterprise



Individual customers



Large, quasi-major and upper medium-sized enterprises

\*Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and some of the system development and operation organizations in the Enterprise segment have been transferred to Other. As a result, the segment information for FY2024 has been recalculated accordingly. Net sales of -16.7 billion yen and operating income of -2.9 billion yen are not displayed in this chart. They include elimination of inter-segment transactions, shared service business and corporate expenses that do not belong to any segment.

# Business Summary by Segment

## 1 Consumers

This segment sells imaging products, including cameras which are the business Canon has been operating since its foundation, inkjet printers and other Canon products as well as non-Canon-branded products **to corporate and individual customers through retail stores and online shops, etc.**

### Camera business



### Inkjet printer business



Hobbies, photos and  
Working from home

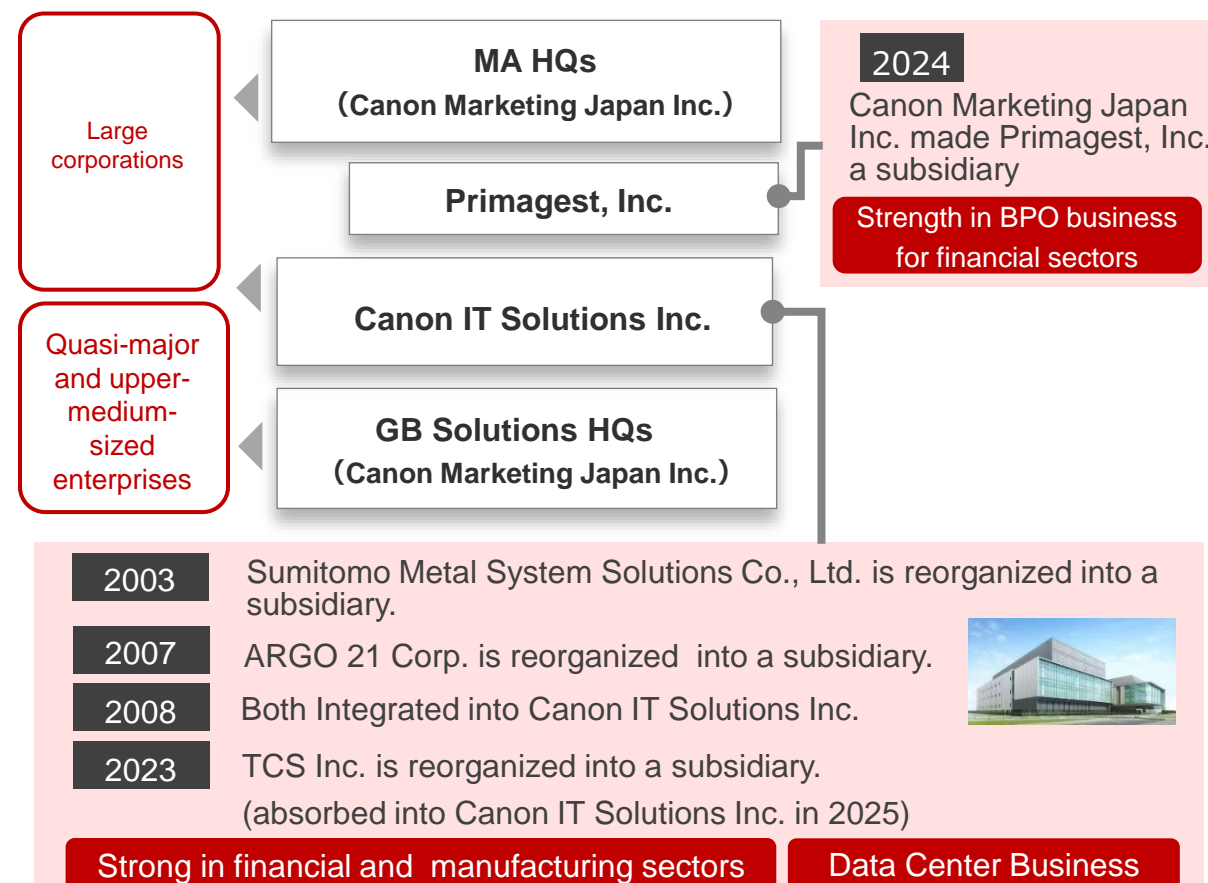
### IT products business



High-performance PCs  
(used for e-sports, etc.)

## 2 Enterprise

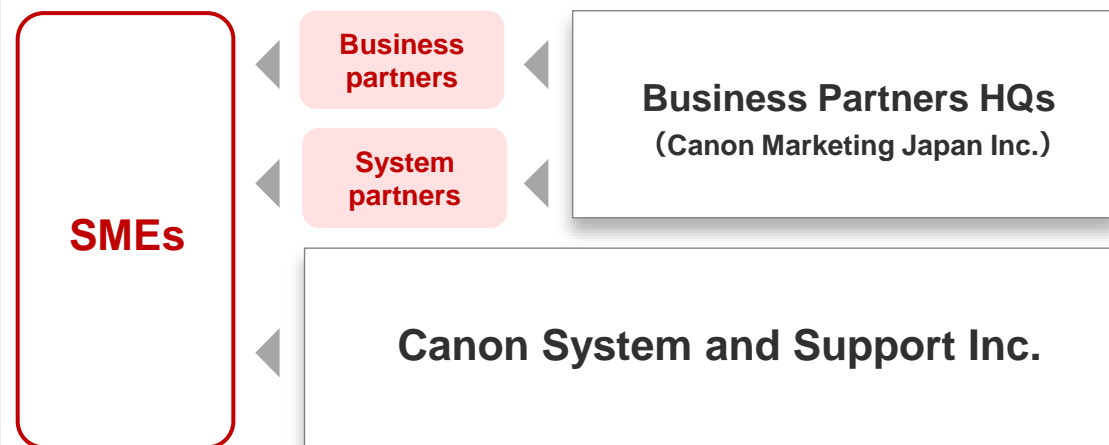
We provide Canon products, IT solutions and BPO services that help resolve various industry- and business-specific management issues of our vast range of customers, from **large corporations to quasi-major and upper medium-sized enterprises**, public agencies, and educational institutions.



# Business Summary by Segment

## 3 Area

Harnessing diverse channels consisting of **indirect sales** by business partners and system partners, and **direct sales** by Canon System and Support Inc., this segment offers Canon products and IT solutions to **SMEs** all over Japan.



- 1980** Copier Sales Co., Inc. is established.
- 2000** The company name is changed to Canon System and Support Inc.
- 2002** The company becomes a wholly owned subsidiary of Canon Marketing Japan Inc., former name of which was Canon Sales Co., Inc.

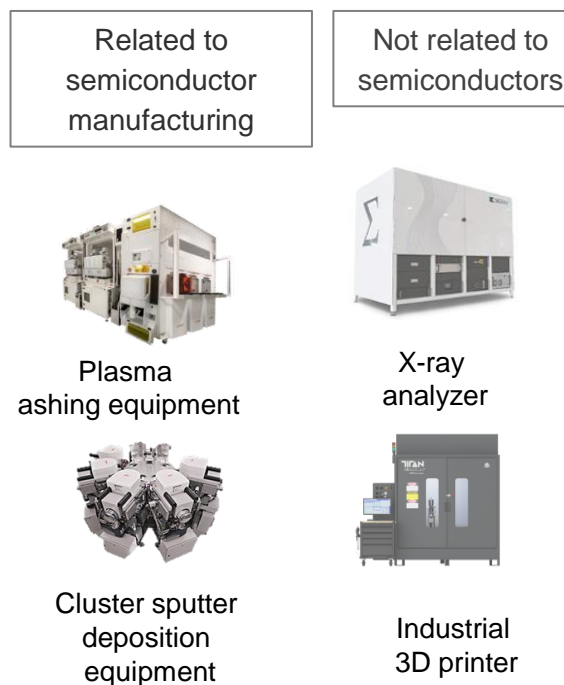
Build relationships with customers through the direct sales channels

Concentrate mainly on the introduction, operations and maintenance of IT infrastructure

## 4 Professional

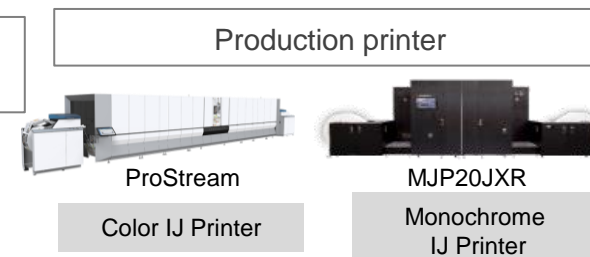
This segment offers solutions to **customers in the specialized areas** like Production printing, Industrial equipment and Healthcare.

### Industrial equipment

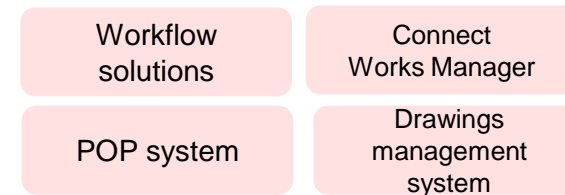


\* We import industrial equipment from abroad and sell localized equipment in the Japanese market. We are also in charge of installation and maintenance support.

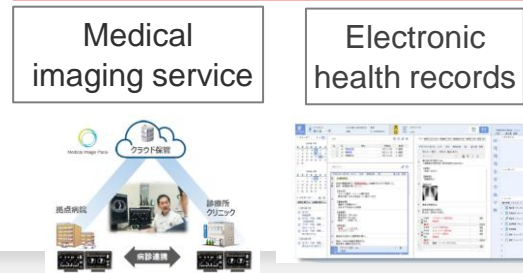
### Production printing



### Software services



### Healthcare



# ITS Business by Customer Segment

Both Enterprise and Area segments are providing Canon products and IT solutions, but their customers are different.



# Mission-critical Total Solution System for Manufacturing Industry

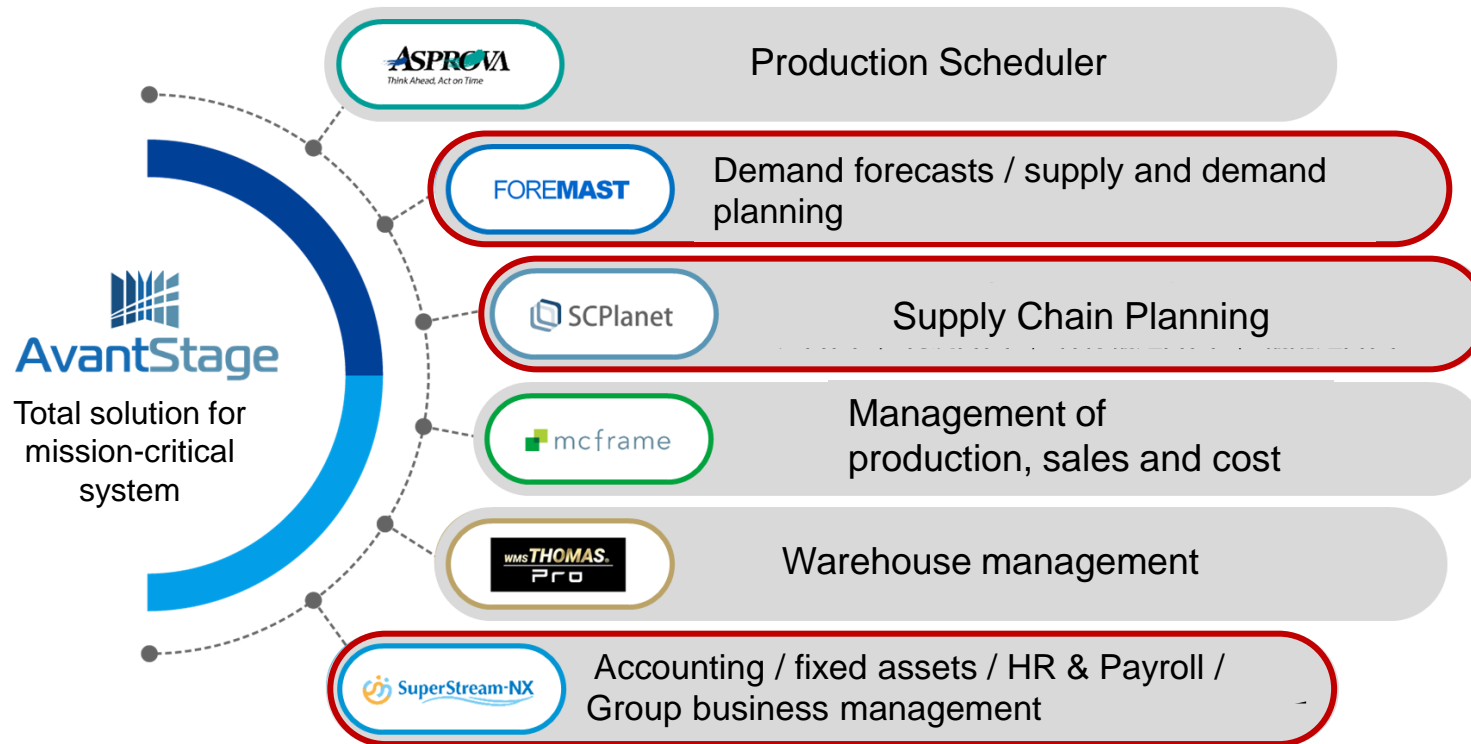
Issue

Social logistic issues  
Reduction of food waste



Provide SCM/ERP total solution  
utilizing **mathematical technologies**

※ SCM...Supply Chain Management  
ERP...Enterprise Resource Planning



## Customers

- Ajinomoto Co., Inc.
- Sapporo Holdings Limited
- NIPPON STEEL Chemical & Material Co., Ltd.
- Nihon Shokken Holdings Co.,Ltd.
- Zeon Corporation
- FUKOKU Co., Ltd.
- Maruha Nichiro Corporation

※ We propose the most suitable solution for individual customer from the total solutions.

For details ►

<https://www.canon-its.co.jp/solution/industry/manufacturing/erp>

<https://www.canon-its.co.jp/solution/industry/manufacturing/scm>



# Full Support for SMEs Business Innovation

Issue

Shortage of IT professionals



Total support for **planning, selection, introduction, operation, maintenance and education** to achieve DX

**Makasete**



**“ BX Series ”**

■ **Management support /Educational Support**

DX Certification acquisition support, Sales strategy development Support, Skill improvement support, Carbon neutral management support, Generative AI utilization support, etc.

**“ DX Series ”**

■ **Security pack**

Security measures, PC Data protection, Protection against information leaks, etc.

■ **Maintenance and operation/Outsourcing**

PC, Server, Network, Application

■ **Industry-specific solutions**

Nursing care

Kindergarten and  
nursery school

Construction  
industry

etc.

■ **ICT platform**

Imaging

Wi-Fi environment  
optimization

Cloud operational  
support

etc.



Customer



**Canon S&S  
Customer  
Support Center**

Possible to inquire  
freely by **mail or  
phone**

Remote real-time  
Support

One-stop resolution  
via **single point of  
contact**

- High percentage of inquiries resolved remotely
- Total number of contracts **215** thousands

\*As of the end of 2024

\*Including the number of contract of HOME

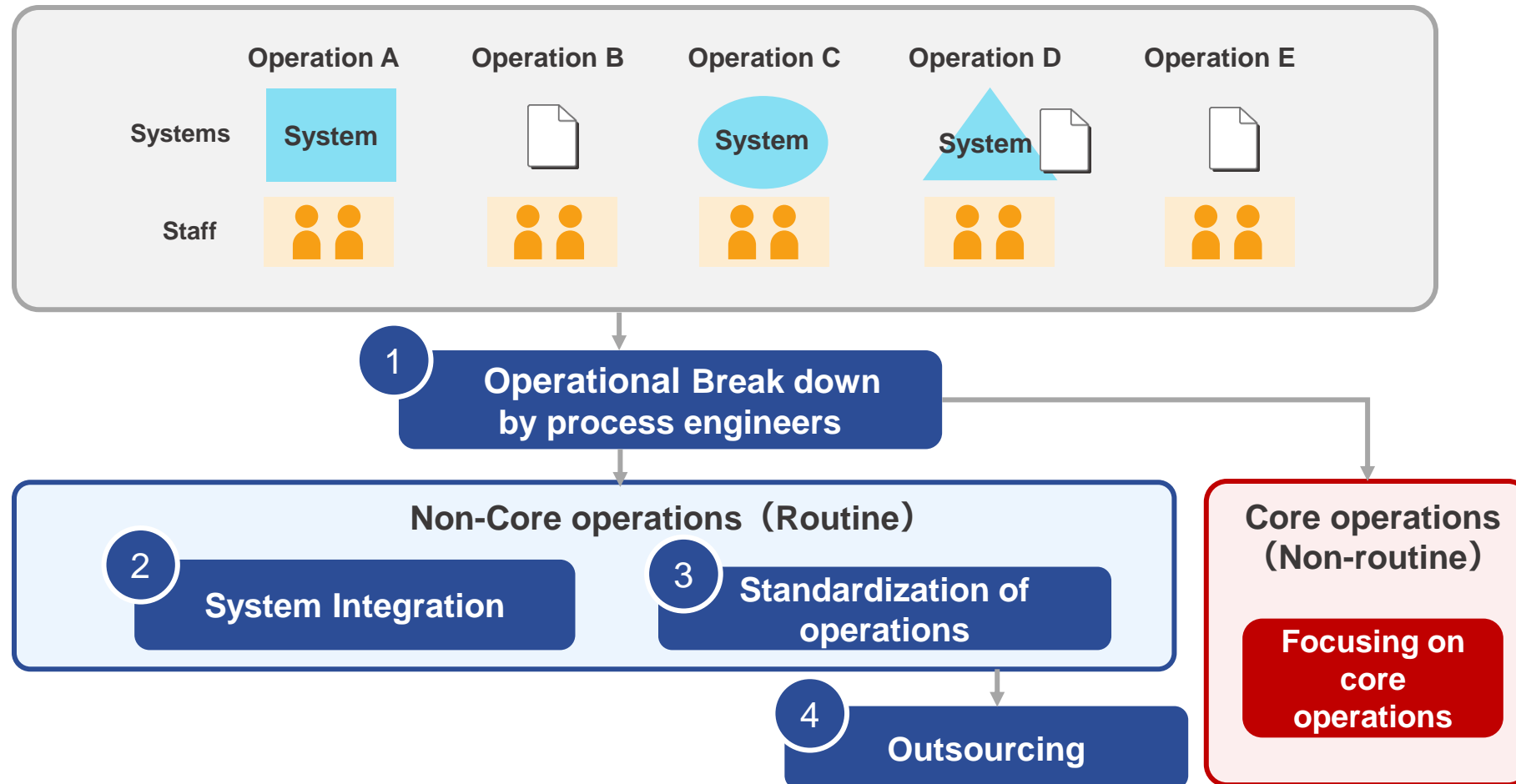


# Integrated Back Office Solution for Financial Institutions

## Issue

Response to legislative amendments and security enhancement / Coexistence of paper and electronic data in back offices

Restructure of systems and operations  
Outsourcing of non-core operations



# Outsiders' Assessments and Inclusion in Indices : ESG

Selected as a constituent  
of the FTSE4Good Index



FTSE4Good

Selected as a constituent  
of the FTSE Blossom  
Japan Index



FTSE Blossom  
Japan  
Index

Selected as a constituent of  
the FTSE Blossom Japan  
Sector Relative Index



FTSE Blossom  
Japan Sector  
Relative Index

Selected as a constituent  
of the Morningstar Japan  
Equity Gender Diversity  
Tilt Index(GE Group 3)

Selected as a constituent of  
JPX Nikkei Index 400



JPX-NIKKEI 400

Selected as a constituent of  
the MSCI NIHONKABU  
ESG Select Leaders Index

2025 CONSTITUENT MSCI NIHONKABU  
ESG SELECT LEADERS INDEX

Selected as a constituent of  
the MSCI Japan  
Empowering Women Index

2025 CONSTITUENT MSCI JAPAN  
EMPOWERING WOMEN INDEX (WIN)

Selected as a constituent of  
the S&P/JPX Carbon  
Efficient Index



Selected as a constituent  
of the Somo  
Sustainability Index

2025



Somo Sustainability Index

(※) THE INCLUSION OF Canon Marketing Japan Inc. IN ANY MSCI INDEX, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT OR PROMOTION OF Canon Marketing Japan Inc. BY MSCI OR ANY OF ITS AFFILIATES. THE MSCI INDEXES ARE THE EXCLUSIVE PROPERTY OF MSCI. MSCI AND THE MSCI INDEX NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI OR ITS AFFILIATES.

# Outsiders' Assessments and Inclusion in Indices : Human resources

**Selected as the Certified Health  
& Productivity Management  
Outstanding Organization**



**Eruboshi certification  
(two stars)**



**Earned 4-star rating in the  
Nikkei Comprehensive  
Sustainability Survey on  
Smart Work Management**



**Selected for the grand prize  
of the Good Career  
Company Award**



**Platinum Kurumin  
certification**



**Awarded an excellent  
company prize and a prize of  
excellence in the IFSJ  
Innovation Award with the DX  
Test™ series**





Canon Marketing Japan Group