

FY2025 3Q Consolidated Results

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- 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.

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Summary of 3Q of FY2025 Financial Results

- Net sales and income increased year on year.
- Sales of IT Solutions continue to grow 9% year on year, thanks to the strong performance of IT Products and System Sales and Maintenance and Operation Service/Outsourcing.
- All of operating income, ordinary income and net income attributable to owners of the parent surpassed previous record highs for 3Q results.

FY2025 Financial Results Forecasts

- The operating income and ordinary income forecasts were revised upward by 1 billion yen.
- The net income forecast was revised upward by 1 billion yen, reflecting the recognition of gains on the sale of cross-shareholdings in addition to an increase in operating income.

Topics

- Annual dividend forecast was increased to 160 yen (payout ratio of 43%).
- The Company resolved to acquire treasury stock (2,000,000shares).

Summary of Results

3Q 2025 Actual
(from July 1 to September 30)

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✓ **Operating income, Ordinary income and Net income attributable to owners of the parent surpassed the previous 3Q record highs.**

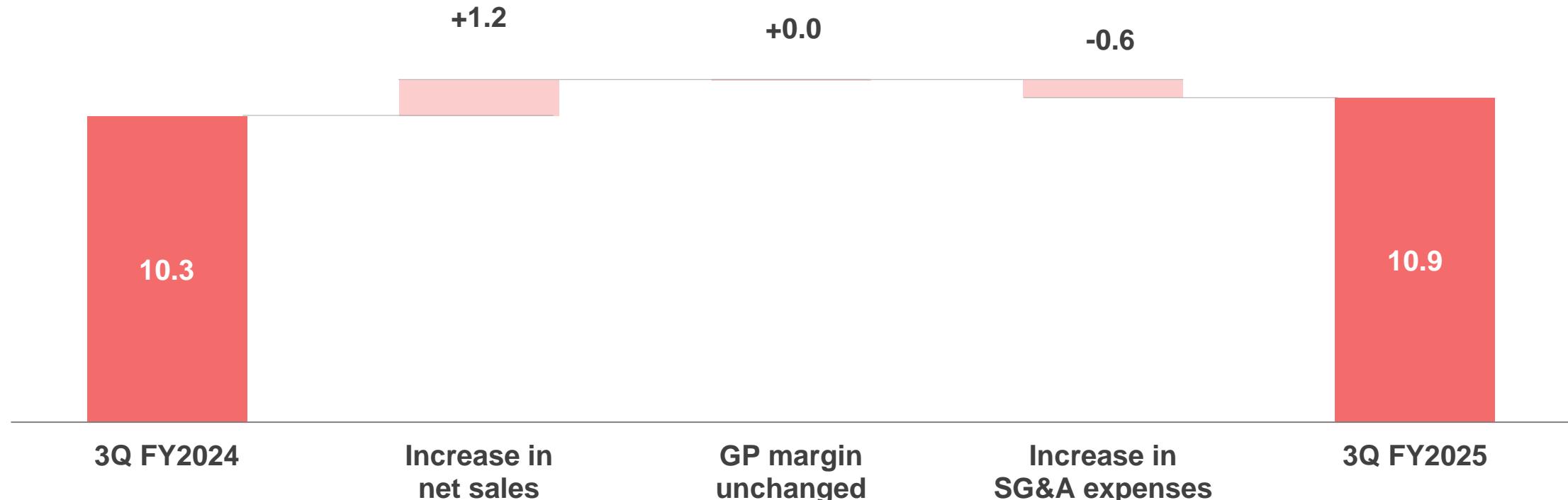
(Billions of yen)	3Q FY2024	3Q FY2025	Changes	
			Amount	%
Net Sales	154.3	158.0	+3.7	+2%
Gross Profit	49.7 (32.2%)	50.9 (32.2%)	+1.2 (+0.0pt)	+2%
Operating income	10.3 (6.6%)	10.9 (6.9%)	+0.6 (+0.2pt)	+6%
Ordinary income	10.3 (6.7%)	11.5 (7.3%)	+1.2 (+0.6pt)	+12%
Net income attributable to owners of the parent	6.8 (4.4%)	8.4 (5.3%)	+1.6 (+0.9pt)	+23%

Operating Income Variance Analysis

3Q 2025 Actual
(from July 1 to September 30)

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(Billions of yen)



Increase in SG&A expenses

- Other direct selling expenses +0.3B
- Office expenses +0.4B

➤ Refer to page 28 for details.

Results by Segment

3Q 2025 Actual
(from July 1 to September 30)

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(Billions of yen)	3Q FY2024		3Q FY2025		Changes	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
Consumers	34.2	2.9	31.7	2.3	-2.5	-0.6
Enterprise	59.9	3.8	63.7	4.4	+3.8	+0.6
Area	55.5	3.6	58.9	4.8	+3.4	+1.2
Professional	8.9	0.8	8.8	0.7	-0.1	-0.1
Other	-4.2	-0.8	-5.1	-1.3	-0.8	-0.5
Total	154.3	10.3	158.0	10.9	+3.7	+0.6

*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.

Summary of Results

1Q-3Q 2025 Actual

(from January 1 to September 30)

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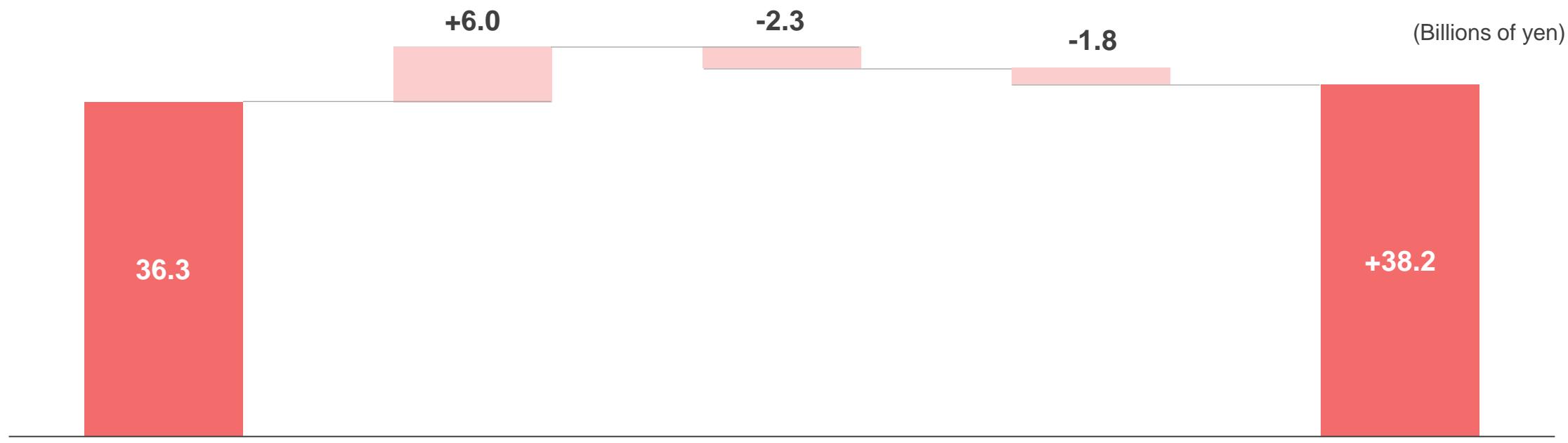
✓ **Operating income, Ordinary income and Net income attributable to owners of the parent surpassed the previous 1Q-3Q record highs.**

(Billions of yen)	1Q-3Q FY2024	1Q-3Q FY2025	Changes	
			Amount	%
Net Sales	473.2	491.8	+18.6	+4%
Gross Profit	153.1 (32.4%)	156.8 (31.9%)	+3.7 (-0.5pt)	+2%
Operating income	36.3 (7.7%)	38.2 (7.8%)	+1.9 (+0.1pt)	+5%
Ordinary income	37.3 (7.9%)	39.5 (8.0%)	+2.3 (+0.2pt)	+6%
Net income attributable to owners of the parent	27.0 (5.7%)	27.3 (5.5%)	+0.3 (-0.2pt)	+1%

Operating Income Variance Analysis

1Q-3Q 2025 Actual
(from January 1 to September 30)

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1Q-3Q FY2024

Increase in
net sales

Deterioration in
GP margin

Increase in
SG&A expenses

1Q-3Q FY2025

Deterioration 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 +0.8B
- Amortization of goodwill, etc. +0.7B

➤ Refer to page 29 for details.

Results by Segment

1Q-3Q 2025 Actual
(from January 1 to September 30)

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(Billions of yen)	1Q-3Q FY2024		1Q-3Q FY2025		Changes	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
Consumers	98.3	8.2	97.4	7.3	-0.9	-0.9
Enterprise	181.7	13.1	197.2	14.1	+15.5	+1.0
Area	172.4	13.3	178.3	16.1	+5.9	+2.8
Professional	33.8	4.0	34.9	3.6	+1.1	-0.4
Other	-13.0	-2.3	-16.0	-2.9	-3.0	-0.6
Total	473.2	36.3	491.8	38.2	+18.6	+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.

Each Segment Results Consumers Segment

3Q 2025 Actual
(from July 1 to September 30)

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- ✓ Net sales decreased mainly reflecting a decline in sales of digital interchangeable lens cameras and inkjet printers.
- ✓ Operating income declined due to a decrease in gross profit caused by lower sales.

(Billions of yen)	3Q				1Q-3Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Canon Products & Other	26.1	22.6	-3.5	-13%	72.7	68.2	-4.5	-6%
IT Solutions	8.1	9.1	+1.0	+12%	25.6	29.2	+3.6	+14%
Net sales	34.2	31.7	-2.5	-7%	98.3	97.4	-0.9	-1%
Op. income	2.9	2.3	-0.6	-22%	8.2	7.3	-0.9	-11%
margin	8.6%	7.2%	-1.4pt	—	8.3%	7.5%	-0.8pt	—

* 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. ■ Consumer Products, Y/Y Non-consolidated

		1Q	2Q	3Q
Digital Interchangeable Lens Camera	Unit	-15%	-12%	-25%
Inkjet Printer (IJP)	Unit	-14%	-8%	-14%
IJP Cartridge	Amount	-7%	-7%	-5%

Each Segment Results

Enterprise Segment

3Q 2025 Actual
(from July 1 to September 30)

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- ✓ Net sales increased, reflecting strong performance from Canon products & other, as well as IT Solutions.
- ✓ Operating income increased, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	3Q				1Q-3Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Canon Products & Other	14.0	14.8	+0.8	+6%	43.6	43.6	-0.1	-0%
IT Solutions	45.8	48.9	+3.0	+7%	138.1	153.6	+15.6	+11%
Net sales	59.9	63.7	+3.8	+6%	181.7	197.2	+15.5	+9%
Op. income	3.8	4.4	+0.6	+15%	13.1	14.1	+1.0	+7%
margin	6.4%	6.9%	+0.5pt	—	7.2%	7.1%	-0.1pt	—

*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.

	3Q		Changes	1Q-3Q		Changes
	FY2024	FY2025		FY2024	FY2025	
Net sales	34.0	36.8	+8%	102.7	109.8	+7%
Op. income	3.3	3.8	+15%	10.4	11.1	+6%

*TCS Inc. was merged into Canon IT Solutions Inc. in July 2025. The FY2024 results of Canon IT Solutions Inc. have been recalculated accordingly.

Canon IT Solutions Inc.

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

	1Q	2Q	3Q
Orders received	+7%	-2%	+4%
Outstanding orders	-13%	-13%	-12%

3Q outstanding orders excluding the Data Center business rose 8% year on year.

Each Segment Results Area Segment

3Q 2025 Actual
(from July 1 to September 30)

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- ✓ Net sales increased, mainly due to strong performance in IT Solutions, despite Canon Products & Other remaining flat compared with the same period in the previous year.
- ✓ 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)	3Q				1Q-3Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Canon Products & Other	37.5	37.4	-0.1	-0%	116.8	115.8	-1.0	-1%
IT Solutions	18.0	21.5	+3.5	+19%	55.6	62.6	+6.9	+12%
Net sales	55.5	58.9	+3.4	+6%	172.4	178.3	+5.9	+3%
Op. income	3.6	4.8	+1.2	+35%	13.3	16.1	+2.8	+21%
margin	6.4%	8.1%	+1.7pt	—	7.7%	9.0%	+1.3pt	—

* 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.

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

	3Q		Changes	1Q-3Q		Changes	
	FY2024	FY2025		%	FY2024	FY2025	
Net sales	26.6	29.0	+9%		81.1	85.8	+6%
Op. income	1.6	2.9	+82%		5.1	7.7	+52%

Each Segment Results

Professional Segment

3Q 2025 Actual
(from July 1 to September 30)

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- ✓ Net sales declined due to a decrease in Industrial equipment and Healthcare business.
- ✓ Operating income declined due to an increase in SG&A expenses, despite GP increased thanks to the improvement of GP margin.

(Billions of yen)	3Q				1Q-3Q			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Production printing	2.1	2.2	+0.1	+6%	6.7	6.7	-0.0	-0%
Industrial equipment	3.4	3.3	-0.1	-2%	14.4	13.4	-1.0	-7%
Healthcare business	3.4	3.3	-0.1	-4%	12.7	14.8	+2.1	+17%
Net sales	8.9	8.8	-0.1	-1%	33.8	34.9	+1.1	+3%
Op. income	0.8	0.7	-0.1	-8%	4.0	3.6	-0.4	-10%
margin	9.0%	8.3%	-0.7pt	—	11.8%	10.3%	-1.4pt	—

* 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.

	3Q		Changes	1Q-3Q		Changes
	FY2024	FY2025		FY2024	FY2025	
Net sales	2.0	2.1	+6%	6.3	6.3	+0%
Op. income	0.1	0.1	-13%	0.3	0.3	+15%

Sales of Products and Services by Segment

3Q 2025 Actual
(from July 1 to September 30)

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(Billions of yen)	Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
	3Q FY2024	3Q FY2025	3Q FY2024	3Q FY2025	3Q FY2024	3Q FY2025	3Q FY2024	3Q FY2025	3Q FY2024	3Q FY2025	3Q FY2024	3Q FY2025	
SI Services	-	-	18.3	19.5	2.1	2.1	3.5	3.3	-0.2	-0.4	23.6	24.5	30%
Changes	-	-		+6%		-2%		-4%		-		+4%	
Maintenance and Operation Service/Outsourcing	-	-	16.6	17.7	2.9	3.1	0.3	0.3	0.2	0.2	20.0	21.3	26%
Changes	-	-		+7%		+6%		+7%		-		+7%	
IT Products and System Sales	8.1	9.1	11.0	11.7	13.0	16.3	-	-	-1.1	-1.9	31.0	35.2	44%
Changes		+12%		+7%		+26%		-		-		+14%	
IT Solutions	8.1	9.1	45.8	48.9	18.0	21.5	3.8	3.7	-1.2	-2.0	74.6	81.1	100%
Changes		+12%		+7%		+19%		-3%		-		+9%	
Canon products & Other	26.1	22.6	14.0	14.8	37.5	37.4	5.1	5.2	-3.0	-3.0	79.7	76.9	-4%
Changes		-13%		+6%		-0%		+1%		-		-4%	
Total	34.2	31.7	59.9	63.7	55.5	58.9	8.9	8.8	-4.2	-5.1	154.3	158.0	
Changes		-7%		+6%		+6%		-1%		-		+2%	

*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. While in the Enterprise segment, TCS Inc. was merged into Canon IT Solutions Inc. in July 2025, the data has been compiled using the same method as that applied to the cumulative results through the second quarter from the perspective of continuity.

Sales of Products and Services by Segment

1Q-3Q 2025 Actual
(from January 1 to September 30)

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(Billions of yen)	Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
	1Q-3Q FY2024	1Q-3Q FY2025	1Q-3Q FY2025										
SI Services	-	-	55.8	57.0	8.1	5.9	12.8	15.0	-0.9	-0.7	75.9	77.1	30%
Changes	-	-		+2%		-27%		+16%		-		+2%	
Maintenance and Operation Service/Outsourcing	-	-	46.5	53.3	8.6	9.1	1.0	1.1	0.5	0.7	56.6	64.1	25%
Changes	-	-		+15%		+6%		+7%		-		+13%	
IT Products and System Sales	25.6	29.2	35.7	43.3	38.9	47.6	-	-	-3.4	-6.9	96.8	113.2	45%
Changes		+14%		+21%		+22%		-		-		+17%	
IT Solutions	25.6	29.2	138.1	153.6	55.6	62.6	13.8	16.0	-3.8	-7.0	229.3	254.5	100%
Changes		+14%		+11%		+12%		+16%		-		+11%	
Canon Products & Other	72.7	68.2	43.6	43.6	116.8	115.8	20.0	18.9	-9.2	-9.0	243.9	237.4	
Changes		-6%		-0%		-1%		-6%		-		-3%	
Total	98.3	97.4	181.7	197.2	172.4	178.3	33.8	34.9	-13.0	-16.0	473.2	491.8	
Changes		-1%		+9%		+3%		+3%		-		+4%	

*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. While in the Enterprise segment, TCS Inc. was merged into Canon IT Solutions Inc. in July 2025, the data has been compiled using the same method as that applied to the cumulative results through the second quarter from the perspective of continuity.

Summary of Annual Forecasts

Previous Forecast vs Current Forecast

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(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	57.0 (8.4%)	58.0 (8.5%)	+1.0 (+0.1pt)	+2% (+0.1pt)	53.1 (8.1%)	+4.9 (+0.4pt)	+9%
Ordinary income	58.0 (8.5%)	59.0 (8.7%)	+1.0 (+0.1pt)	+2% (+0.1pt)	54.4 (8.3%)	+4.6 (+0.4pt)	+9%
Net income attributable to owners of the parent	39.5 (5.8%)	40.5 (6.0%)	+1.0 (+0.1pt)	+3% (+0.1pt)	39.3 (6.0%)	+1.2 (-0.1pt)	+3%

Annual Forecasts by Segment

Previous Forecast vs Current Forecast

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(Billions of yen)	FY2025 Previous forecast		FY2025 Current forecast		Changes		
	Net sales	Op. income	Net sales	Op. income	Net sales		Op. income
					Amount	%	
Consumers	142.5	13.5	142.5	13.5	—	—	—
Enterprise	267.4	21.1	267.4	21.1	—	—	—
Area	238.6	20.7	238.6	21.2	—	—	+0.5
Professional	49.6	5.3	49.6	5.3	—	—	—
Other	-18.1	-3.6	-18.1	-3.1	—	—	+0.5
Total	680.0	57.0	680.0	58.0	—	—	+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

2024 Actual vs Current Forecast

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(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	21.2	+7.3	+3%	+2.9
Professional	44.8	4.6	49.6	5.3	+4.8	+11%	+0.7
Other	-16.7	-2.9	-18.1	-3.1	-1.4	—	-0.1
Total	653.9	53.1	680.0	58.0	+26.1	+4%	+4.9

*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.

4Q Forecasts by Segment

2024 Actual vs Current Year

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(Billions of yen)	FY2024				FY2025				Changes			
	1Q-3Q Actual		4Q Actual		1Q-3Q Actual		4Q Forecast		1Q-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
Consumers	98.3	8.2	46.3	5.6	97.4	7.3	45.1	6.2	-0.9	-0.9	-1.2	+0.6
Enterprise	181.7	13.1	68.3	6.3	197.2	14.1	70.2	7.0	+15.5	+1.0	+2.0	+0.8
Area	172.4	13.3	58.8	5.0	178.3	16.1	60.3	5.1	+5.9	+2.8	+1.4	+0.0
Professional	33.8	4.0	11.0	0.6	34.9	3.6	14.7	1.7	+1.1	-0.4	+3.7	+1.1
Other	-13.0	-2.3	-3.7	-0.6	-16.0	-2.9	-2.1	-0.2	-3.0	-0.6	+1.6	+0.4
Total	473.2	36.3	180.7	16.8	491.8	38.2	188.2	19.8	+18.6	+1.9	+7.4	+3.0

*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. 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

4Q 2025 Forecast
(from October 1 to December 31)

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Consumers

Enterprise

Area

Professional

Consumers

- ✓ Net sales are expected to decline due to a decrease in sales of IT Products and IJP cartridges.
- ✓ Operating income is projected to increase, reflecting an increase in gross profit from higher sales of interchangeable lenses and inkjet printers.

(Billions of yen)	1Q-3Q Actual				4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	98.3	97.4	-0.9	-1%	46.3	45.1	-1.2	-3%
Op. income	8.2	7.3	-0.9	-11%	5.6	6.2	+0.6	+11%
Margin	8.3%	7.5%	-0.8pt	—	12.1%	13.8%	+1.7pt	—

*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 steady sales of IT Solutions.
- ✓ Operating income is expected to increase, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q-3Q Actual				4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	181.7	197.2	+15.5	+9%	68.3	70.2	+2.0	+3%
Op. income	13.1	14.1	+1.0	+7%	6.3	7.0	+0.8	+12%
margin	7.2%	7.1%	-0.1pt	—	9.2%	10.0%	+0.8pt	—

*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

4Q 2025 Forecast
(from October 1 to December 31)

Canon
Canon Marketing Japan Group

Consumers

Enterprise

Area

Professional

■ 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-3Q Actual				4Q Forecast							
	FY2024		FY2025		Changes		FY2024		FY2025		Changes	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	172.4		178.3		+5.9	+3%	58.8		60.3		+1.4	+2%
Op. income	13.3		16.1		+2.8	+21%	5.0		5.1		+0.0	+1%
margin	7.7%		9.0%		+1.3pt	—	8.5%		8.4%		-0.1pt	—

*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 increase, reflecting increased sales of Industrial equipment.
- ✓ Operating income is expected to increase, primarily reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q-3Q Actual				4Q Forecast							
	FY2024		FY2025		Changes		FY2024		FY2025		Changes	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	33.8		34.9		+1.1	+3%	11.0		14.7		+3.7	+34%
Op. income	4.0		3.6		-0.4	-10%	0.6		1.7		+1.1	+195%
margin	11.8%		10.3%		-1.5pt	—	5.1%		11.3%		+6.2pt	—

*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.

【Supplementary Material】 Outline of Main Products Sales

Supplementary Material for 2025 3Q										Canon Marketing Japan Inc.			
V/V changes in unit or amount													
■ Canon Products, Other													
Non-consolidated													
FY2024 vs FY2023													
	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		1Q Results	2Q Results	3Q Forecasts	4Q Forecasts	Full Year Forecasts		
DHL*	Unit	-31%	-14%	+4%	+9%	-10%	-15%	-12%	-15%	+37%	-2%	+2%	
Inkjet Printer (IJP)	Unit	+8%	+1%	+2%	+12%	+6%	+1%	+8%	+14%	+9%	+5%	+5%	
LIP Cartridge	Amount	-3%	-6%	-7%	-12%	-3%	-7%	-7%	-5%	-8%	-8%	-8%	
* Digital Interchangeable Lens Camera													
Non-consolidated													
FY2024 vs FY2023													
	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		1Q Results	2Q Results	3Q Forecasts	4Q Forecasts	Full Year Forecasts		
MFP including Rental Machine	Unit	-3%	-1%	+2%	+10%	+3%	-3%	+7%	+6%	+6%	+4%	+3%	
Service & Support	Amount	-2%	-1%	-2%	-2%	-2%	-4%	-1%	-1%	-1%	-2%	-2%	
Laser Beam Printer (LBP)	Unit	-2%	-1%	+9%	+7%	+3%	+2%	+2%	-1%	-4%	+9%	+2%	
LBP Cartridge	Amount	-3%	+6%	-1%	+5%	+2%	-3%	-6%	-1%	-2%	-2%	-2%	
Consolidated													
Commercial Printing	Amount	+8%	-2%	-3%	+11%	+4%	+5%	+10%	+10%	-2%	+5%	+5%	
■ IT Solutions													
Consolidated													
FY2024 vs FY2023													
	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		1Q Results	2Q Results	3Q Forecasts	4Q Forecasts	Full Year Forecasts		
SI Services	Amount	+18%	+1%	-2%	-5%	+2%	+2%	+2%	+2%	+12%	+5%	+7%	
Maintenance and operation services/engineering	Amount	+22%	+5%	+5%	+51%	+47%	+27%	+8%	+7%	+4%	+10%	+10%	
IT products and system sales	Amount	-2%	+21%	+22%	+24%	+16%	+30%	+8%	+14%	-7%	+11%	+8%	
Network Camera	Amount	+6%	+1%	+9%	+26%	+11%	-6%	+53%	+4%	+54%	+2%	+28%	
■ Professional Segment													
Consolidated													
FY2024 vs FY2023													
	1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results		1Q Results	2Q Results	3Q Forecasts	4Q Forecasts	Full Year Forecasts		
Production Printing	Amount	-8%	-7%	-6%	+21%	+2%	-5%	-1%	+6%	+9%	+3%	+3%	
Industrial Equipment	Amount	-6%	+21%	+22%	+19%	+18%	-36%	+18%	-2%	+112%	+18%	+18%	
Healthcare Business	Amount	+64%	-25%	-3%	+10%	+11%	+25%	+24%	-4%	-22%	+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 3Q** on our website.

• URL

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



We resolved to acquire treasury stock at the meeting of the Board of Directors held today.

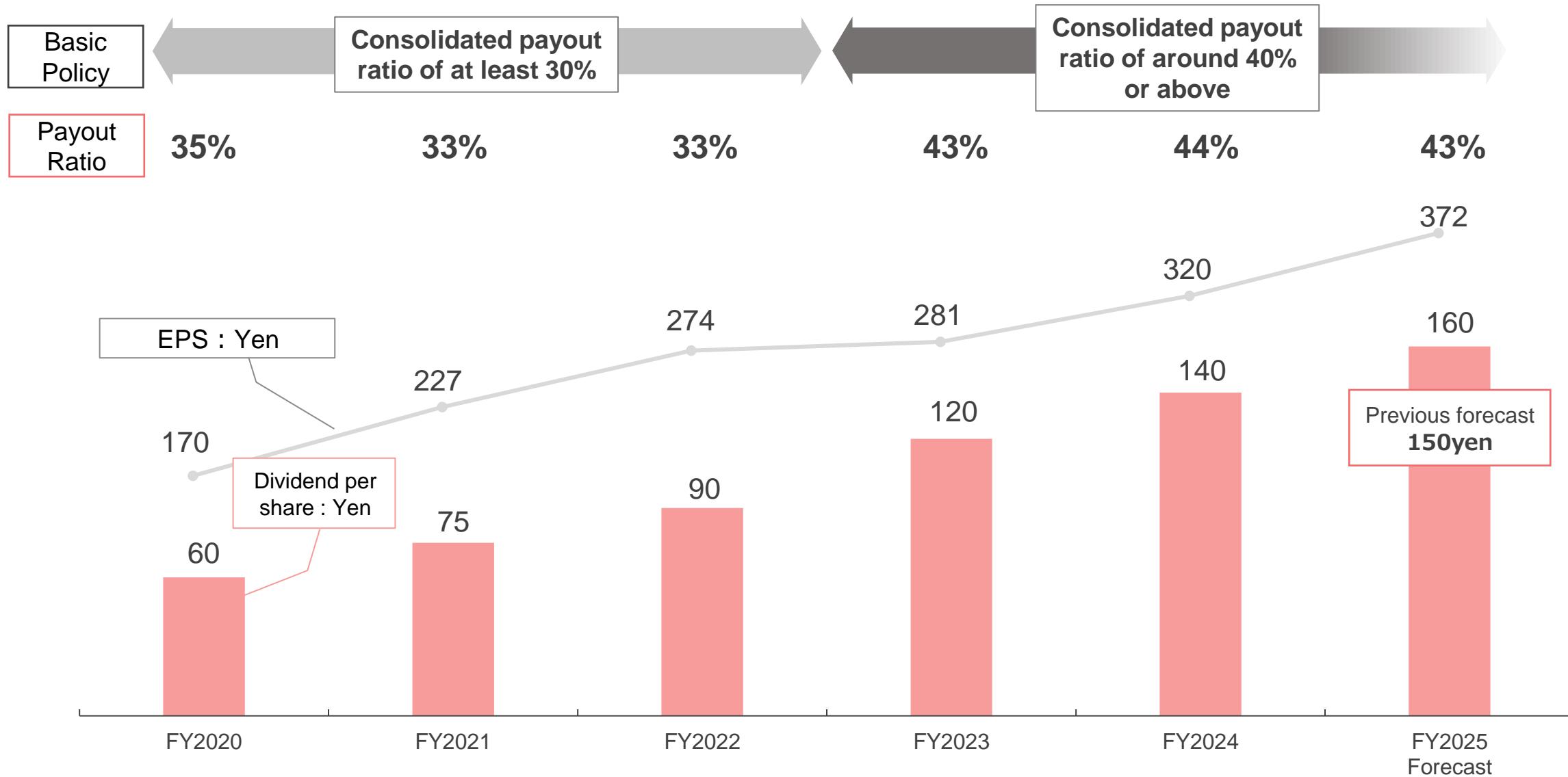
Reason

The Company will acquire treasury stock to increase shareholder returns and enhance capital efficiency.

Outline

- Total value of shares acquired : 10 billion yen
- Total number of shares : 2,000,000 shares (1.84% of the total number of shares outstanding)
- Period of acquisition : From October 27, 2025 to January 30, 2026
- Method of acquisition : Repurchase on the Tokyo Stock Exchange

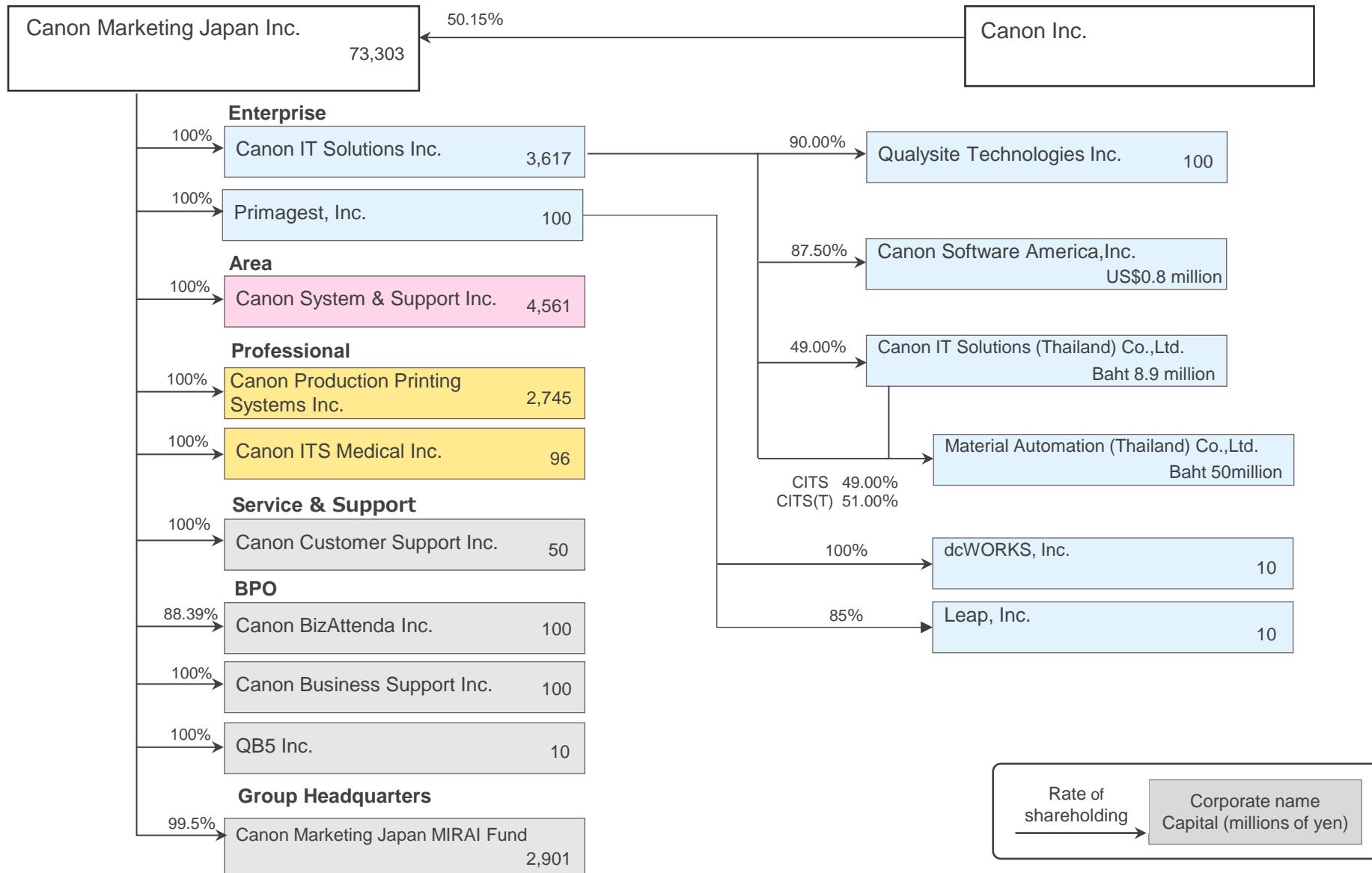
Financial Indicator Payout Ratio / EPS / Dividend per Share



Canon
Canon Marketing Japan Group

Supplementary Information

Capital Relationship Diagram



As of September 30, 2025

SG&A Expenses

3Q 2025 Actual
(from July 1 to September 30)

Canon
Canon Marketing Japan Group

(Billions of yen)	3Q FY2024	3Q FY2025	Changes
Advertising expenses	1.4	0.9	-0.4
Promotion expenses	0.9	0.7	-0.2
Warranty expenses	0.7	0.7	+0.0
Other direct selling expenses	4.4	4.7	+0.3
Personnel expenses	22.6	22.6	-0.0
Office expenses	2.2	2.6	+0.4
IT expenses	2.8	2.9	+0.1
Amortization of goodwill, etc.	0.8	0.9	+0.0
Other selling expenses	3.7	3.9	+0.2
Total	39.4	40.0	+0.6

SG&A Expenses

1Q-3Q 2025 Actual
(from January 1 to September 30)

Canon
Canon Marketing Japan Group

(Billions of yen)	1Q-3Q FY2024	1Q-3Q FY2025	Changes
Advertising expenses	3.3	3.0	-0.3
Promotion expenses	2.3	2.2	-0.1
Warranty expenses	2.0	2.1	+0.0
Other direct selling expenses	13.4	14.3	+0.8
Personnel expenses	68.2	68.2	-0.1
Office expenses	6.1	6.8	+0.6
IT expenses	8.3	8.0	-0.3
Amortization of goodwill, etc.	1.9	2.6	+0.7
Other selling expenses	11.3	11.6	+0.3
Total	116.8	118.6	+1.8

Non-operating Income and Expenses

(Billions of yen)	3Q FY2024	3Q FY2025	Changes	1Q-3Q FY2024	1Q-3Q FY2025	Changes
Interest income	0.1	0.1	+0.0	0.3	0.3	+0.0
Dividend income	0.1	0.0	-0.1	0.3	0.2	-0.1
Insurance income	0.0	0.0	+0.0	0.5	0.5	+0.0
Gain on investments in partnership	0.0	0.4	+0.4	0.1	0.4	+0.4
Foreign exchange gains	-	0.0	+0.0	0.0	-	-0.0
Other, net	0.0	0.0	+0.0	0.2	0.3	+0.1
Total non-operating income	0.3	0.7	+0.4	1.4	1.7	+0.4
Interest expense	0.1	0.0	-0.0	0.1	0.1	-0.0
Investment partnership management expenses	0.1	0.1	-0.0	0.1	0.2	+0.0
Foreign exchange losses	0.1	-	-0.1	-	0.0	+0.0
Loss on investments in partnership	-	-0.0	-0.0	-	-	-
Other, net	0.1	0.0	-0.1	0.2	0.2	-0.0
Total non-operating expenses	0.3	0.1	-0.2	0.4	0.4	-0.0

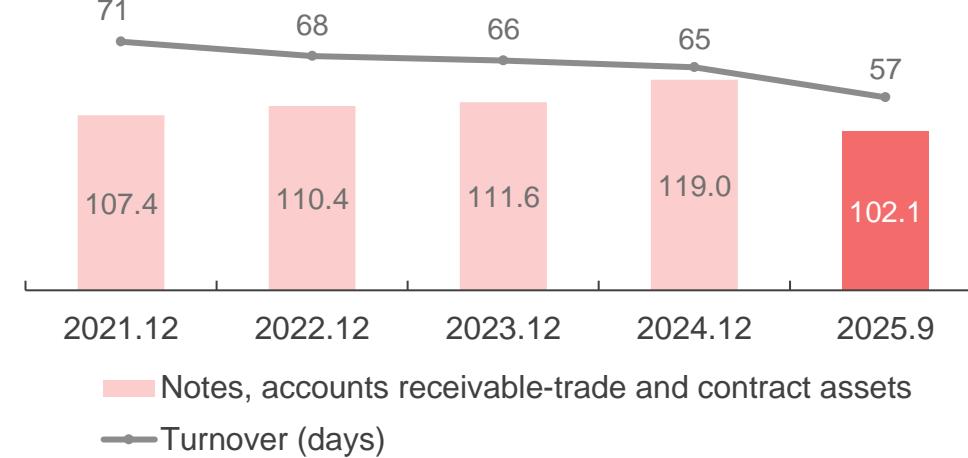
Extraordinary Income and Losses

(Billions of yen)	3Q FY2024	3Q FY2025	Changes	1Q-3Q FY2024	1Q-3Q 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	-	1.1	+1.1	-	1.6	+1.6
Gain on sales of shares of subsidiaries and associates	-0.0	-	+0.0	2.9	-	-2.9
Other, net	-	-	-	0.0	-	-0.0
Total extraordinary income	-0.0	1.1	+1.1	2.9	1.6	-1.3
Loss on sales and disposal of long-lived assets	0.0	0.0	+0.0	0.1	0.1	-0.0
Impairment loss	-	-	-	-	0.5	+0.5
Loss on sale of investments in securities	-	-	-	-	0.0	+0.0
Other, net	-	-	-	0.0	0.0	+0.0
Total extraordinary losses	0.0	0.0	+0.0	0.1	0.6	+0.5

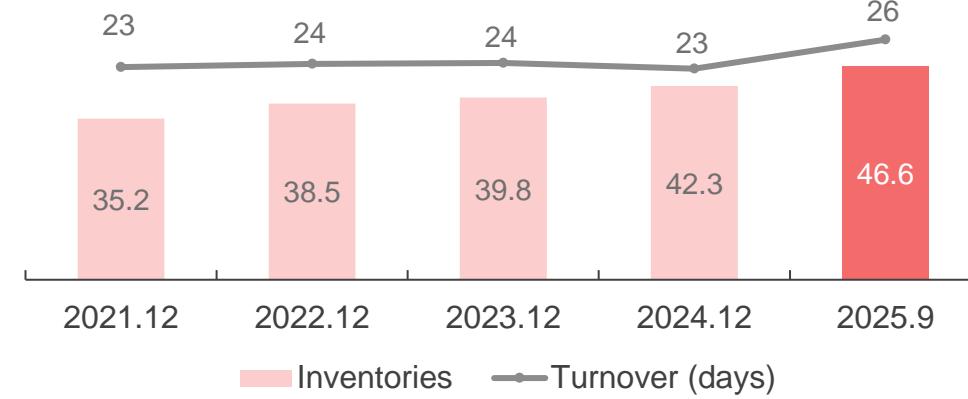
Balance Sheets

	Dec. 31 2024	Sep. 30 2025	Changes
Assets	524.6	527.8	+3.2
Current assets	332.2	330.9	-1.3
Cash and deposits	110.7	169.9	+59.1
Notes, accounts receivable-trade and contract assets	119.0	102.1	-16.9
Inventories	42.3	46.6	+4.3
Other current assets	60.1	12.3	-47.9
Non-current assets	192.4	196.9	+4.5
Property, plant and equipment	88.1	87.6	-0.5
Intangible assets	49.0	49.9	+0.9
Investments and other assets	55.3	59.4	+4.1
Liabilities	140.9	135.1	-5.8
Current liabilities	123.5	118.3	-5.3
Notes and accounts payable-trade	50.1	50.8	+0.7
Other current liabilities	73.4	67.4	-6.0
Long-term liabilities	17.4	16.8	-0.5
Equity	383.7	392.7	+9.0
Shareholders' equity	347.6	357.5	+9.9
(Treasury stock)	-9.3	-10.4	-1.1
Total accumulated other comprehensive income (loss)	35.1	34.2	-1.0
Stock acquisition rights	0.1	0.1	+0.0
Non-controlling interests	0.8	0.9	+0.0
Equity ratio	73%	74%	+1%

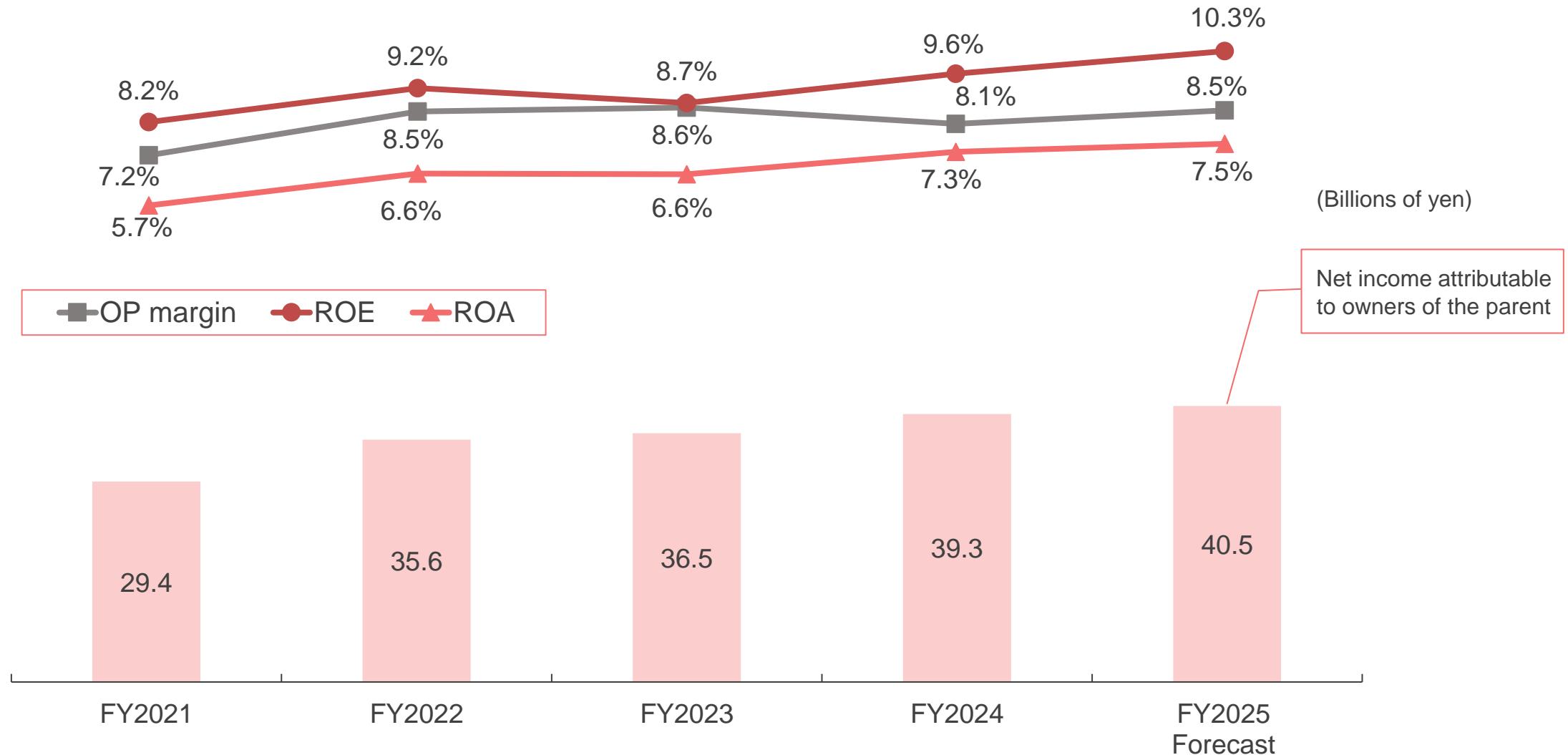
■ Notes, accounts receivable-trade and contract assets



■ Inventories

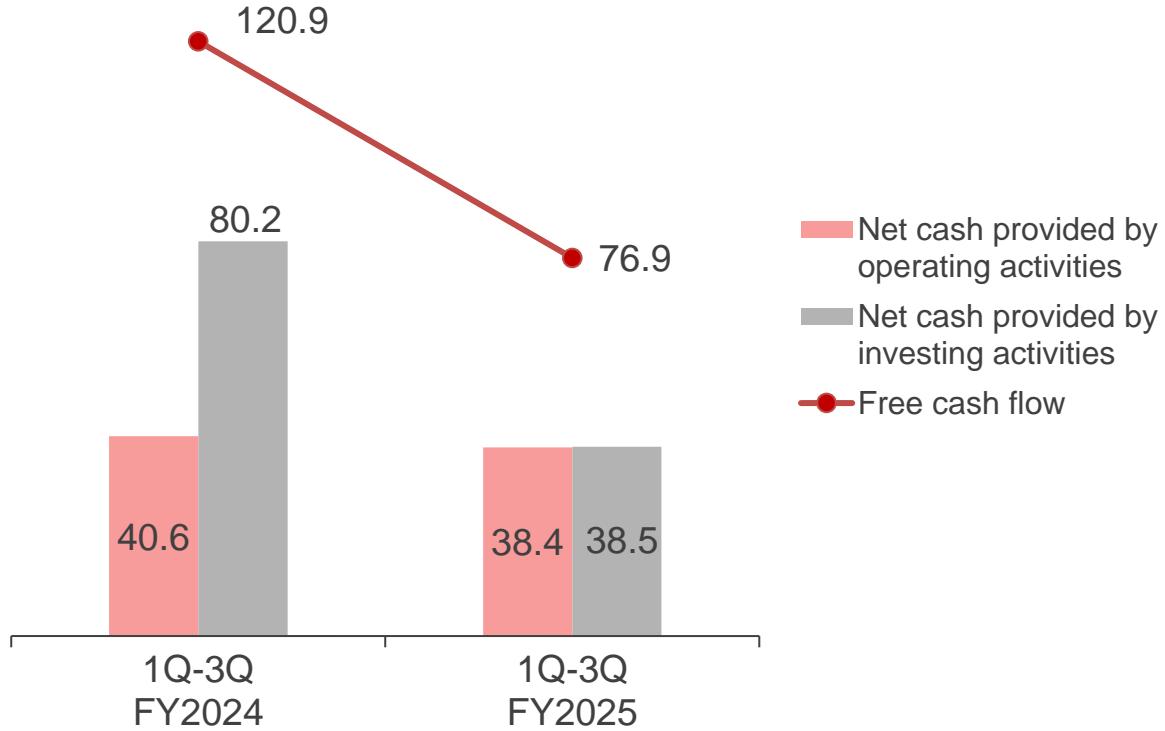


OP Margin / ROE / ROA



Cash Flow / Capital Investment / Depreciation and Amortization

■ Cash Flow



■ Capital Investment

(Billions of yen)

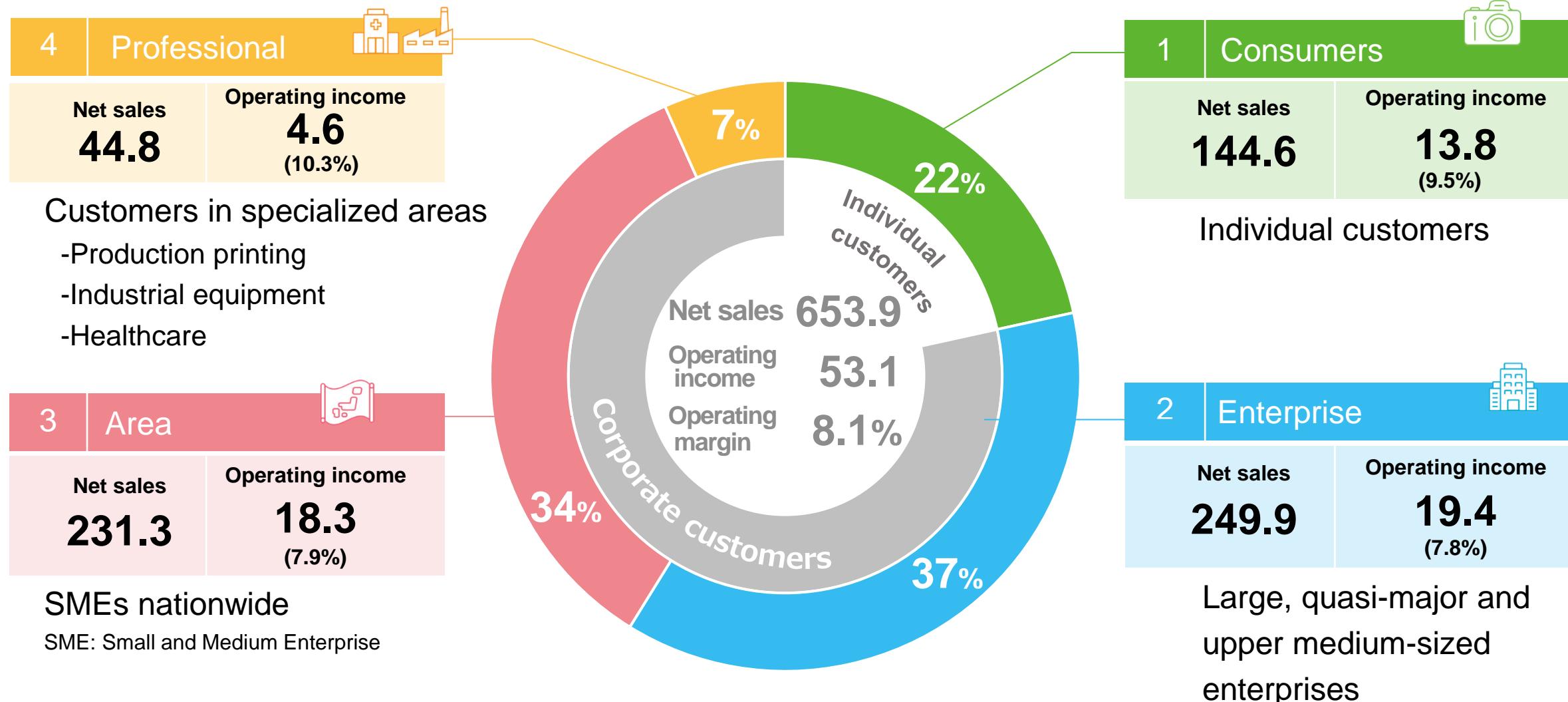
	1Q-3Q Actual	4Q Forecast	Full year
FY2024 Actual	8.5	4.3	12.8
FY2025 Forecast	12.5	6.4	18.9

■ Depreciation and Amortization

	1Q-3Q Actual	4Q Forecast	Full year
FY2024 Actual	7.6	2.8	10.5
FY2025 Forecast	8.9	3.1	12.0

Sales Breakdown by Segment (FY2024)

(Billions of yen)



*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

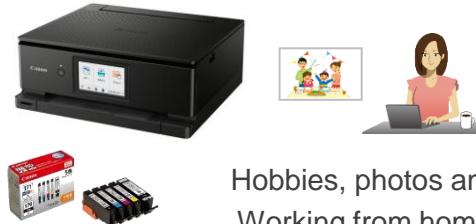
1 Consumers

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

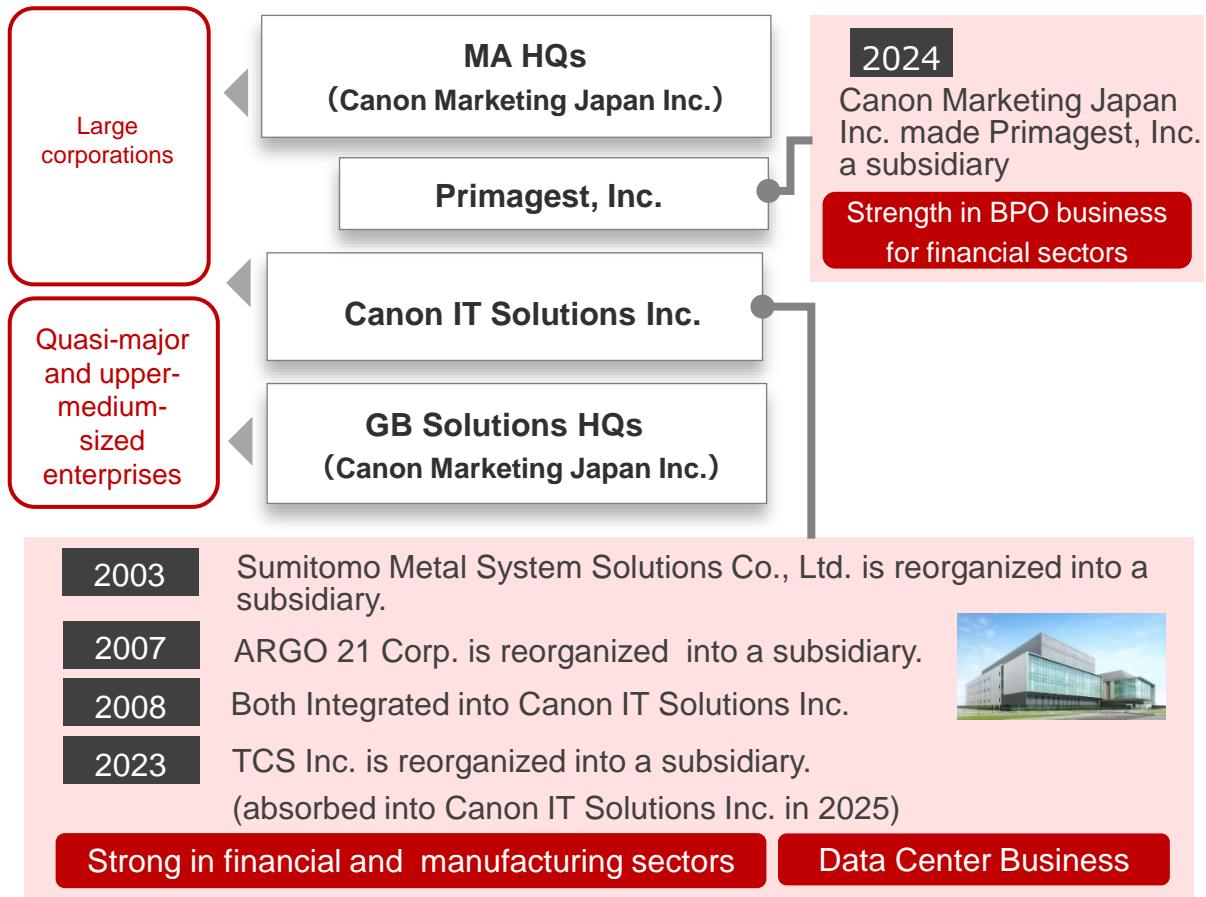
IT products business



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

2 Enterprise

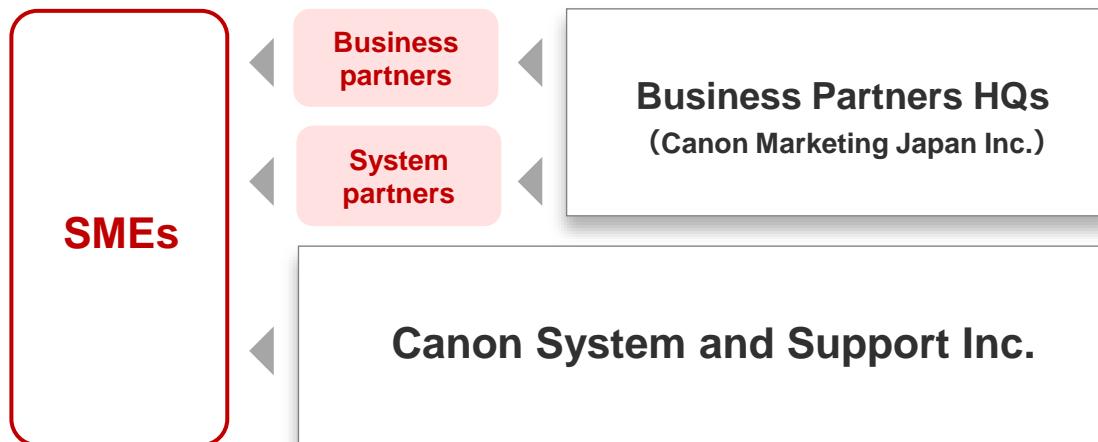
We provide Canon products, IT solutions and BPO services that help resolve various industry- and business-specific management issues of our vast range of customers, from **large corporations to quasi-major and upper medium-sized enterprises**, public agencies, and educational institutions.



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

Related to semiconductor manufacturing

Not related to semiconductors



Plasma ashing equipment



X-ray analyzer



Appearance inspection equipment



Industrial 3D printer

Production printing

Production printer



ProStream



MJP20JXR
Monochrome IJ Printer

Software services

Workflow solutions

Connect Works Manager

POP system

Drawings management system

Healthcare

Electronic health records

Pharmacy systems



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

ITS Business by Customer Segment

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

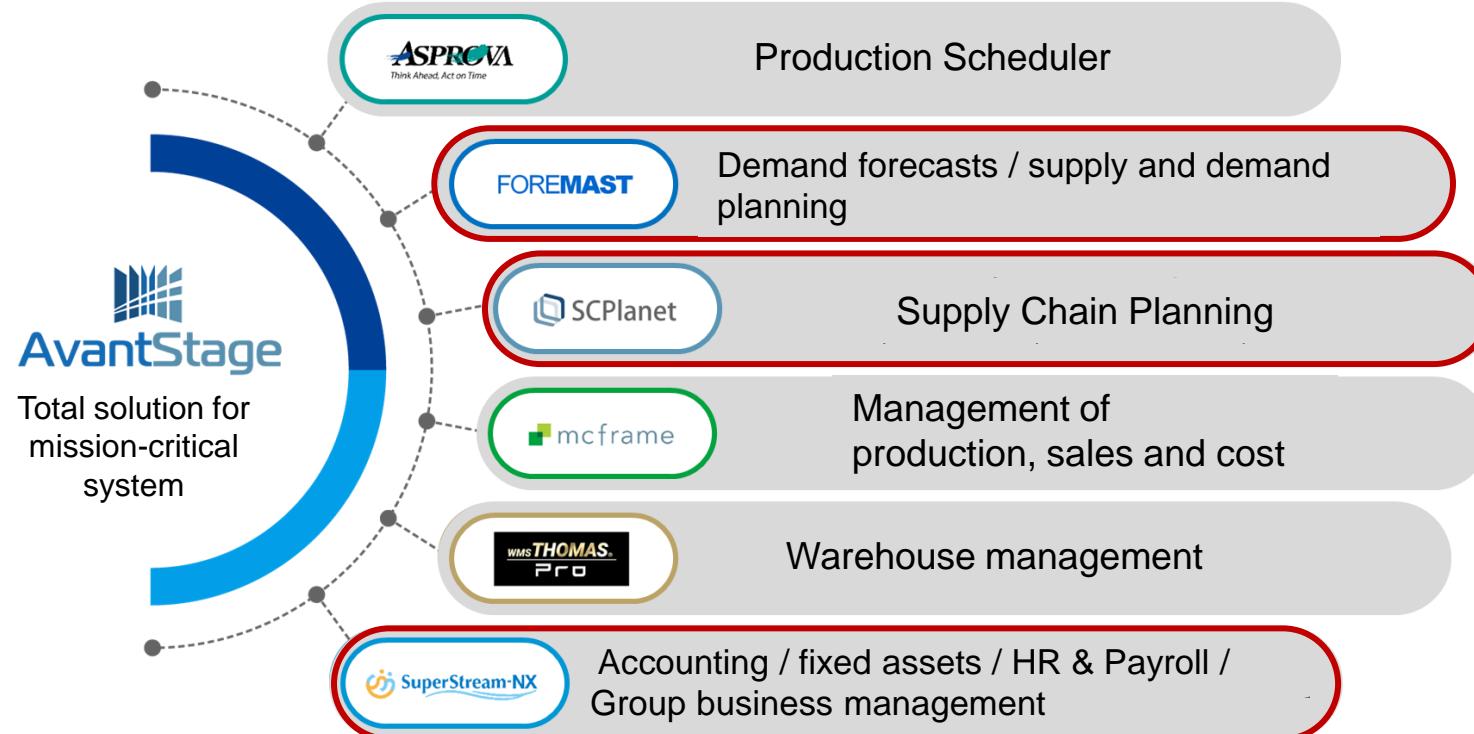


Mission-critical Total Solution System for Manufacturing Industry

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>

Issue

Shortage of IT professionals

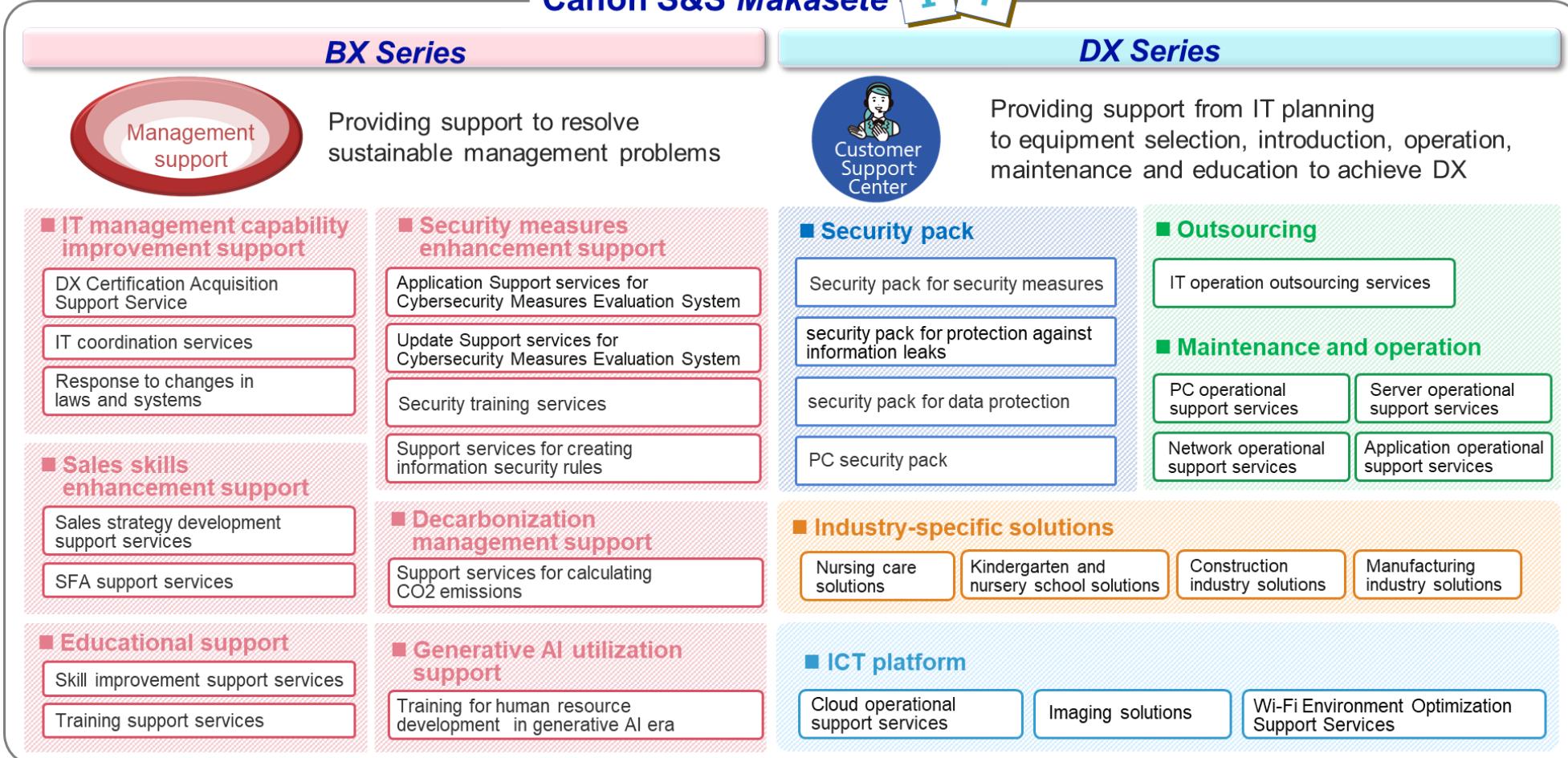


Total support for **planning, selection, introduction, operation, maintenance and education** to achieve DX

Canon S&S Makasete

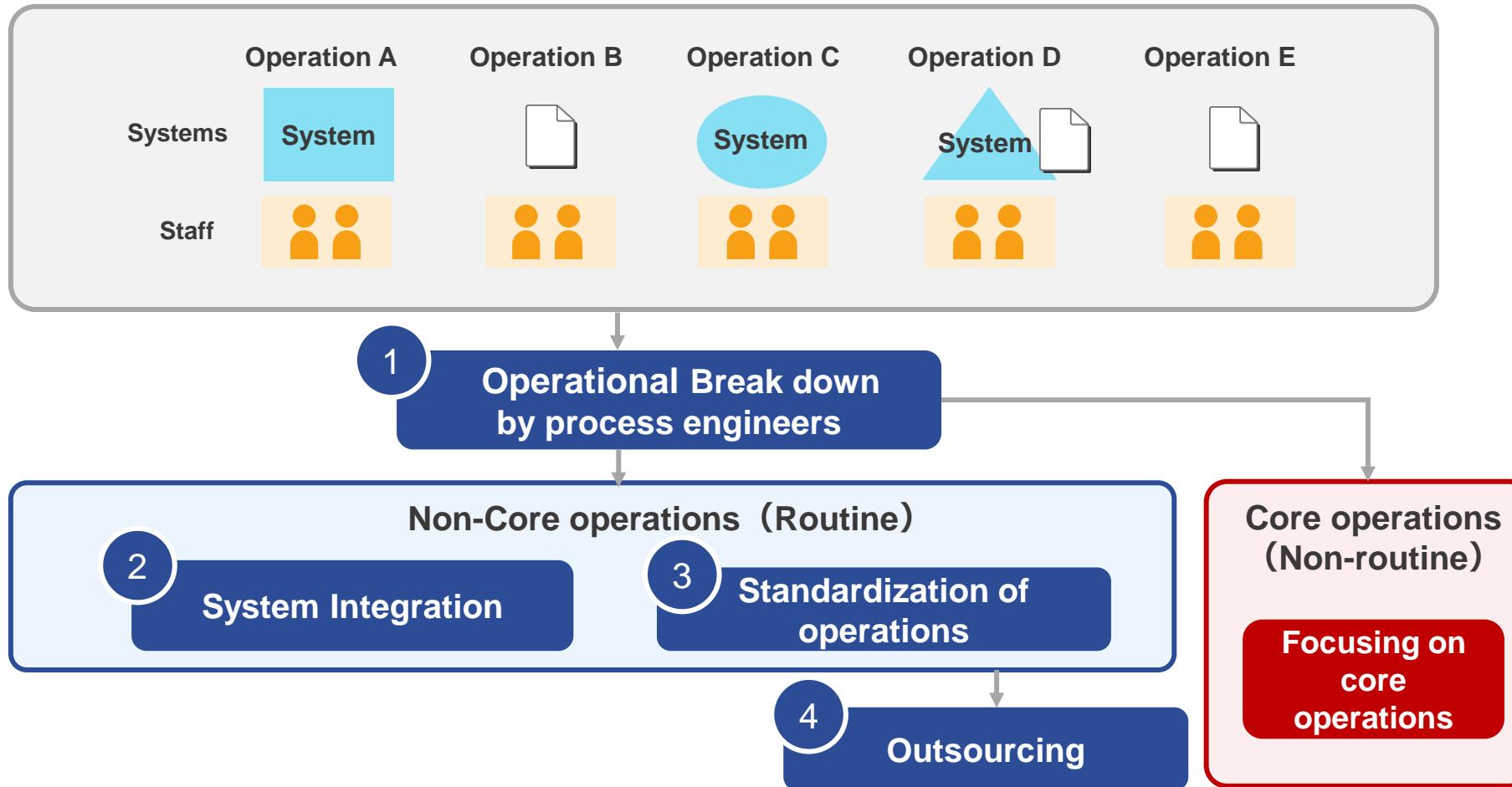


DX Series



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

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 Sompo
Sustainability Index
2025



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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 excellent in the IFSJ Innovation Award with the DX Test™ series



Canon

Canon Marketing Japan Group