

---

# Canon Inc.

## Second Quarter 2021 Results

July 28, 2021  
Toshizo Tanaka  
Executive Vice President & CFO

This presentation contains forward-looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management's views and assumptions formed by available information. All statements other than statements of historical fact are statements that could be considered forward-looking statements. When used in this document, words such as "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "project" or "should" and similar expressions, as they relate to Canon, are intended to identify forward-looking statements. Many factors could cause the actual results, performance or achievements of Canon to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptance of new products or services by Canon's targeted customers, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, both referenced and not referenced in this presentation. A detailed description of these and other risk factors is included in Canon's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. Canon does not intend or assume any obligation to update these forward-looking statements.

# Agenda

---

- |   |          |
|---|----------|
| ■ 2Q 2021 Results   | P2 – 4   |
| ■ FY 2021 Projection  | P5 – 8   |
| ■ Details by Business<br>(2Q 2021 Results & FY 2021 Projection) | P9 – 16  |
| ■ Financial Situation   | P17 – 18 |
| ■ Sustainability Measures                                       | P19      |
| ■ Excellent Global Corporation Plan Phase VI                    | P20      |
| ■ Supplementary Information                                     | P21 – 26 |

# Key Message

## (2Q 2021 Results)

### External Environment

- Rebound in infections in certain regions
- Global economy recovering with accelerated pace of vaccination

### Business Performance

- Exceeded plan. Operating profit above 70.0 billion yen for three consecutive quarters
- Generated stable profit, even with COVID-19, through business structure transformation

(Billions of yen)	2Q 2021 Actual	2Q 2020 Actual	% Change
<b>Net Sales</b>	<b>881.9</b>	<b>673.3</b>	+31.0%
<b>Gross Profit</b> (% of Net Sales)	<b>417.6</b> 47.4%	<b>275.3</b> 40.9%	+51.7%
<b>Op. Expenses</b> (% of Net Sales)	<b>340.3</b> 38.6%	<b>293.1</b> 43.5%	
<b>Op. Profit</b> (% of Net Sales)	<b>77.3</b> 8.8%	<b>-17.8</b> -2.6%	-
<b>IBT</b>	<b>85.8</b>	<b>-7.2</b>	-
<b>Net Income</b> (% of Net Sales)	<b>61.1</b> 6.9%	<b>-8.8</b> -1.3%	-
USD	109.48	107.59	
EURO	131.94	118.66	

# FY 2021 Financial Results by Business Unit

(2Q 2021 Actual versus 2Q 2020 Actual)



- Achieved sales growth in all Business Units
- Posted double-digit profit ratio in Printing, Imaging, and Industrial & Others

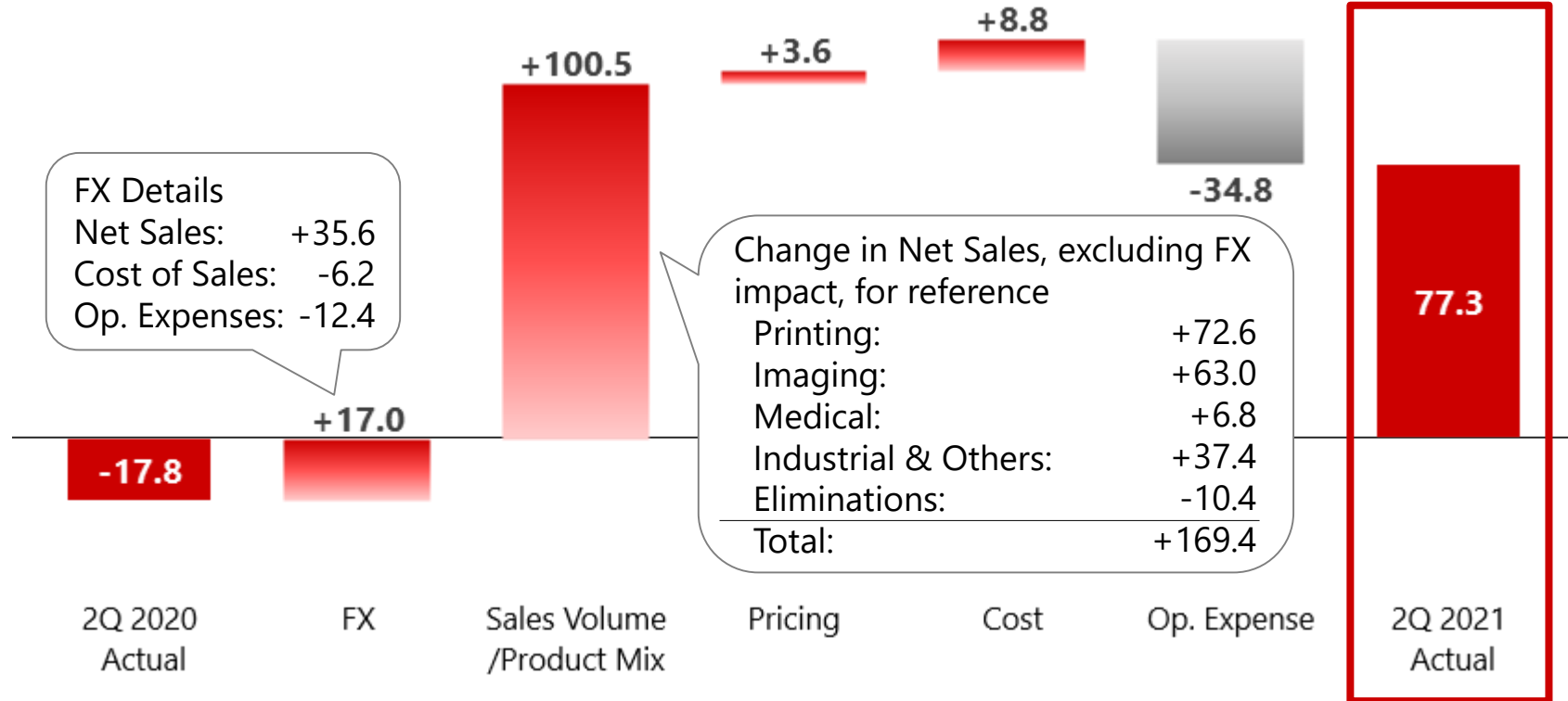
(Billions of yen)		2Q 2021 Actual	2Q 2020 Actual	% Change
Printing	Net Sales	<b>489.6</b>	<b>393.4</b>	+24.5%
	Op. Profit	<b>63.8</b>	<b>18.1</b>	+252.3%
	(%)	<b>(13.0%)</b>	<b>(4.6%)</b>	
Imaging	Net Sales	<b>169.8</b>	<b>95.5</b>	+77.8%
	Op. Profit	<b>20.9</b>	<b>-20.8</b>	-
	(%)	<b>(12.3%)</b>	<b>(-21.8%)</b>	
Medical	Net Sales	<b>111.8</b>	<b>101.9</b>	+9.7%
	Op. Profit	<b>3.7</b>	<b>5.9</b>	-37.7%
	(%)	<b>(3.3%)</b>	<b>(5.8%)</b>	
Industrial & Others	Net Sales	<b>138.1</b>	<b>99.5</b>	+38.7%
	Op. Profit	<b>15.5</b>	<b>1.8</b>	+744.4%
	(%)	<b>(11.2%)</b>	<b>(1.8%)</b>	
Corporate & Eliminations	Net Sales	<b>-27.4</b>	<b>-17.0</b>	-
	Op. Profit	<b>-26.6</b>	<b>-22.8</b>	-
Total	Net Sales	<b>881.9</b>	<b>673.3</b>	+31.0%
	Op. Profit	<b>77.3</b>	<b>-17.8</b>	-
	(%)	<b>(8.8%)</b>	<b>(-2.6%)</b>	

# FY 2021 Operating Profit Analysis

## (2Q 2021 Actual versus 2Q 2020 Actual)

- Sales volume expansion in all Business Units contributed to increase in profit
- Expenses increased due to resumption of sales and development activities

(Billions of yen)



# Key Message

(FY 2021 Projection)

## FX Assumptions

	2H 2021	FY 2021
USD/Yen	108.00 yen	107.92 yen
EUR/Yen	130.00 yen	129.95 yen

Impact of exchange rate movement  
(2H impact given a one yen change)

Net Sales	Op. Profit
6.1 billion yen	2.1 billion yen
2.9 billion yen	1.4 billion yen

## External Environment

- Strong global economic growth backed by consumer spending and demand for capital goods
- Situation surrounding semiconductor parts and logistics to remain difficult

## FY 2021 Outlook

- Expect 2H performance to be in line with 1H. Will focus on stably supplying products to respond to solid demand
- Raised outlook for net sales by 100.0 billion yen and net income by 61.0 billion yen

# FY 2021 Financial Projection

(Full Year)

- Significant improvement in gross profit ratio and expense ratio
- Net income to exceed 200.0 billion yen

(Billions of yen)	FY 2021 Current Projection	FY 2020 Actual	% Change	FY 2021 Previous Projection	Amount Change
<b>Net Sales</b>	<b>3,600.0</b>	<b>3,160.2</b>	+13.9%	<b>3,500.0</b>	+100.0
<b>Gross Profit</b> (% of Net Sales)	<b>1,648.0</b> 45.8%	<b>1,375.9</b> 43.5%	+19.8%	<b>1,568.0</b> 44.8%	+80.0
<b>Op. Expenses</b> (% of Net Sales)	<b>1,365.0</b> 37.9%	<b>1,265.4</b> 40.0%		<b>1,370.0</b> 39.1%	+5.0
<b>Op. Profit</b> (% of Net Sales)	<b>283.0</b> 7.9%	<b>110.5</b> 3.5%	+156.0%	<b>198.0</b> 5.7%	+85.0
<b>IBT</b>	<b>298.0</b>	<b>130.3</b>	+128.7%	<b>211.0</b>	+87.0
<b>Net Income</b> (% of Net Sales)	<b>201.0</b> 5.6%	<b>83.3</b> 2.6%	+141.2%	<b>140.0</b> 4.0%	+61.0
USD	107.92	106.68		105.26	
EURO	129.95	122.07		125.65	

# FY 2021 Financial Projection by Business Unit **Canon**

## (Full Year)

- Raised outlook for all Business Units
- Post double-digit profit ratio in Printing and Imaging, even for the full year

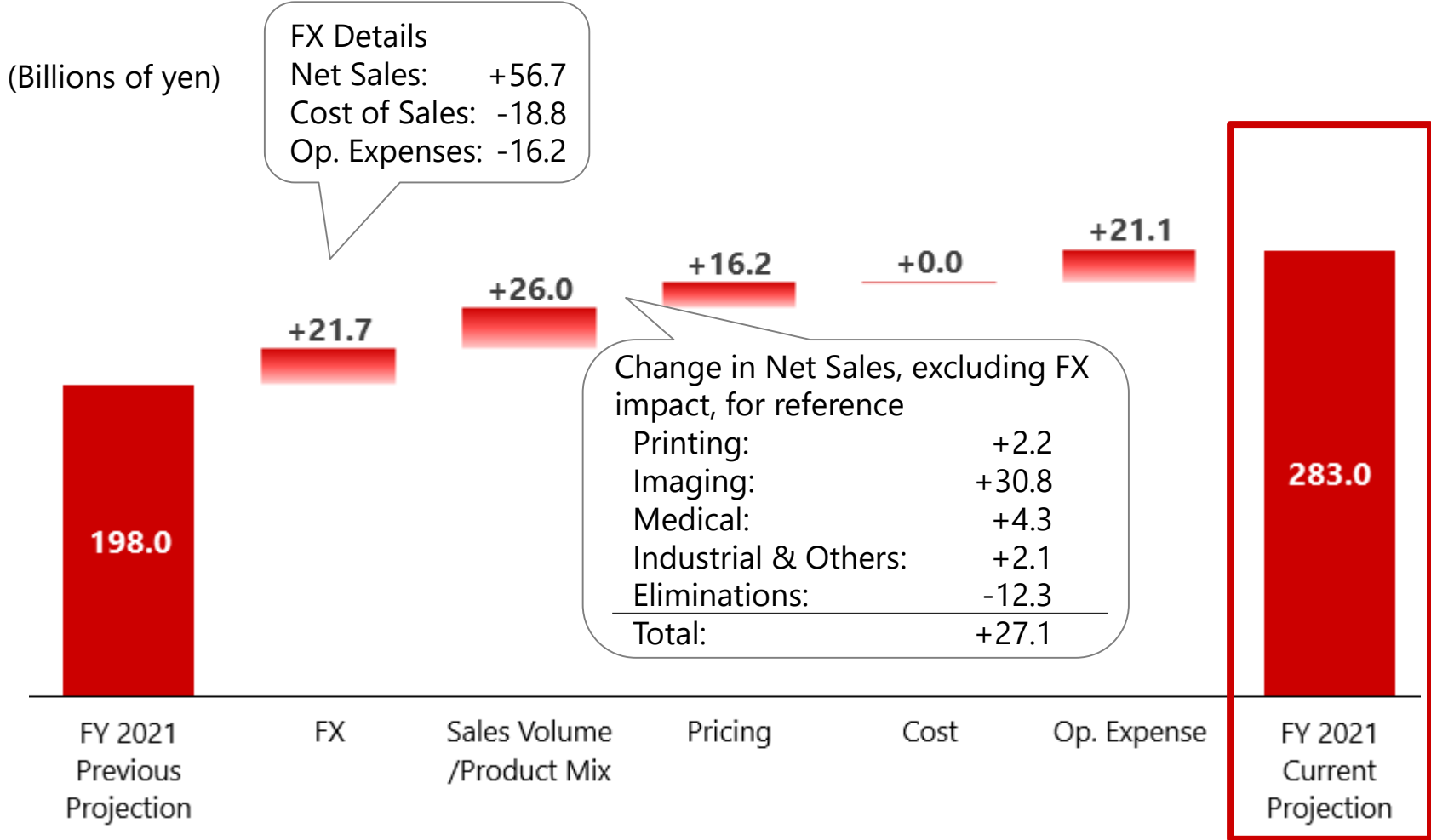
(Billions of yen)		FY 2021 Current Projection	FY 2020 Actual	% Change	FY 2021 Previous Projection	Amount Change
Printing	Net Sales	<b>2,004.5</b>	<b>1,804.4</b>	+11.1%	<b>1,954.8</b>	+49.7
	Op. Profit	<b>224.5</b>	<b>147.1</b>	+52.6%	<b>186.9</b>	+37.6
	(%)	<b>(11.2%)</b>	<b>(8.2%)</b>		<b>(9.6%)</b>	
Imaging	Net Sales	<b>663.4</b>	<b>541.3</b>	+22.6%	<b>617.3</b>	+46.1
	Op. Profit	<b>71.0</b>	<b>5.7</b>	+1,139.1%	<b>31.1</b>	+39.9
	(%)	<b>(10.7%)</b>	<b>(1.1%)</b>		<b>(5.0%)</b>	
Medical	Net Sales	<b>471.3</b>	<b>436.1</b>	+8.1%	<b>461.6</b>	+9.7
	Op. Profit	<b>34.6</b>	<b>25.2</b>	+37.1%	<b>30.3</b>	+4.3
	(%)	<b>(7.3%)</b>	<b>(5.8%)</b>		<b>(6.6%)</b>	
Industrial & Others	Net Sales	<b>561.9</b>	<b>461.5</b>	+21.7%	<b>555.1</b>	+6.8
	Op. Profit	<b>38.9</b>	<b>20.5</b>	+89.6%	<b>37.7</b>	+1.2
	(%)	<b>(6.9%)</b>	<b>(4.4%)</b>		<b>(6.8%)</b>	
Corporate & Eliminations	Net Sales	<b>-101.1</b>	<b>-83.1</b>	-	<b>-88.8</b>	-12.3
	Op. Profit	<b>-86.0</b>	<b>-88.0</b>	-	<b>-88.0</b>	+2.0
Total	Net Sales	<b>3,600.0</b>	<b>3,160.2</b>	+13.9%	<b>3,500.0</b>	+100.0
	Op. Profit	<b>283.0</b>	<b>110.5</b>	+156.0%	<b>198.0</b>	+85.0
	(%)	<b>(7.9%)</b>	<b>(3.5%)</b>		<b>(5.7%)</b>	



# FY 2021 Operating Profit Analysis

## (FY 2021 Current Projection versus Previous Projection)

- Increase profit via FX, Sales Volume, Pricing, and Expenses
- Cost reduction - Limit impact of unavoidable increase in parts cost by reducing fixed costs and improving productivity



# Printing – Office

- Strive to expand sales of new series of medium- to high-speed MFDs amid expectations that offices will re-open from 2H, and service revenue will recover to 90% of pre-COVID-19 level by year end

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Office	193.8	153.4	+26.3%	788.4	723.0	+9.0%	786.6	+1.8
Prosumer	224.2	190.4	+17.7%	936.2	830.9	+12.7%	889.2	+47.0
Production	71.6	49.6	+44.4%	279.9	250.5	+11.7%	279.0	+0.9
<b>Net Sales</b>	<b>489.6</b>	<b>393.4</b>	<b>+24.5%</b>	<b>2,004.5</b>	<b>1,804.4</b>	<b>+11.1%</b>	<b>1,954.8</b>	<b>+49.7</b>
<b>Op. Profit</b> (% of Net Sales)	<b>63.8</b> 13.0%	<b>18.1</b> 4.6%	<b>+252.3%</b>	<b>224.5</b> 11.2%	<b>147.1</b> 8.2%	<b>+52.6%</b>	<b>186.9</b> 9.6%	<b>+37.6</b>

### Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Office	+21.3%	+6.4%
Prosumer	+12.9%	+10.1%
Production	+35.3%	+8.5%
Total	+19.0%	+8.4%

### Unit Growth Rate Y/Y

	2Q 2021 Actual	FY 2021 Projection
Office MFDs	+53%	+11%



**imageRUNNER ADVANCE DX series  
C5800**

# Printing – Prosumer

- 2Q: Strong sales of products for home, which consists mainly of inkjet printers
- 2H: Capture not only home demand, but also recovering office demand

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Office	193.8	153.4	+26.3%	788.4	723.0	+9.0%	786.6	+1.8
Prosumer	224.2	190.4	+17.7%	936.2	830.9	+12.7%	889.2	+47.0
Production	71.6	49.6	+44.4%	279.9	250.5	+11.7%	279.0	+0.9
<b>Net Sales</b>	<b>489.6</b>	<b>393.4</b>	<b>+24.5%</b>	<b>2,004.5</b>	<b>1,804.4</b>	<b>+11.1%</b>	<b>1,954.8</b>	<b>+49.7</b>
<b>Op. Profit</b> (% of Net Sales)	<b>63.8</b> 13.0%	<b>18.1</b> 4.6%	<b>+252.3%</b>	<b>224.5</b> 11.2%	<b>147.1</b> 8.2%	<b>+52.6%</b>	<b>186.9</b> 9.6%	<b>+37.6</b>

## Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Office	+21.3%	+6.4%
Prosumer	+12.9%	+10.1%
Production	+35.3%	+8.5%
Total	+19.0%	+8.4%

## Unit Growth Rate Y/Y

	2Q 2021 Actual	FY 2021 Projection
LPs	-12%	+8%
IJPs	-12%	+1%



Refillable ink tank model

**GX7030**

# Printing – Production

- Strong unit sales growth of new products launched last year
- Make progress in sales recovery through further enhancement of lineup and leveraging of new dealers

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Office	193.8	153.4	+26.3%	788.4	723.0	+9.0%	786.6	+1.8
Prosumer	224.2	190.4	+17.7%	936.2	830.9	+12.7%	889.2	+47.0
Production	71.6	49.6	+44.4%	279.9	250.5	+11.7%	279.0	+0.9
<b>Net Sales</b>	<b>489.6</b>	<b>393.4</b>	<b>+24.5%</b>	<b>2,004.5</b>	<b>1,804.4</b>	<b>+11.1%</b>	<b>1,954.8</b>	<b>+49.7</b>
<b>Op. Profit</b> (% of Net Sales)	<b>63.8</b> 13.0%	<b>18.1</b> 4.6%	<b>+252.3%</b>	<b>224.5</b> 11.2%	<b>147.1</b> 8.2%	<b>+52.6%</b>	<b>186.9</b> 9.6%	<b>+37.6</b>

## Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Office	+21.3%	+6.4%
Prosumer	+12.9%	+10.1%
Production	+35.3%	+8.5%
Total	+19.0%	+8.4%



High-speed cut-sheet inkjet printer  
**varioPRINT iX series**



Large-format printer  
**Colorado 1650**

# Imaging – Cameras

- Raised outlook for camera market to reflect solid demand. Now expect size to be 6 million units
- Sales of EOS R5 and R6 also strong in 2Q. Better than expected improvement in product mix
- Raised full-year outlook with strengthened lineup of RF lenses as driver

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Cameras	112.1	55.7	+101.2%	430.9	347.7	+23.9%	393.0	+37.9
Network Cameras & Others	57.7	39.8	+45.0%	232.5	193.6	+20.1%	224.3	+8.2
<b>Net Sales</b>	<b>169.8</b>	<b>95.5</b>	<b>+77.8%</b>	<b>663.4</b>	<b>541.3</b>	<b>+22.6%</b>	<b>617.3</b>	<b>+46.1</b>
<b>Op. Profit</b> (% of Net Sales)	<b>20.9</b> 12.3%	<b>-20.8</b> -21.8%	-	<b>71.0</b> 10.7%	<b>5.7</b> 1.1%	<b>+1,139.1%</b>	<b>31.1</b> 5.0%	<b>+39.9</b>

### Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Cameras	+88.2%	+18.8%
NWCs & Others	+38.4%	+18.0%
Total	+67.4%	+18.5%

### Interchangeable Lens Digital Camera (DILC) Units (Millions) & Unit Growth Rate Y/Y

	2Q 2021 Actual		FY 2021 Projection	
	Units	% Change	Units	% Change
DILCs	0.73	+47%	3.00	+9%



RF Lenses

# Imaging – Network Cameras & Others

- Network camera market clearly returning to double-digit growth
- 2H: Accelerate growth by actively investing in development

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Cameras	112.1	55.7	+101.2%	430.9	347.7	+23.9%	393.0	+37.9
Network Cameras & Others	57.7	39.8	+45.0%	232.5	193.6	+20.1%	224.3	+8.2
<b>Net Sales</b>	<b>169.8</b>	<b>95.5</b>	<b>+77.8%</b>	<b>663.4</b>	<b>541.3</b>	<b>+22.6%</b>	<b>617.3</b>	<b>+46.1</b>
<b>Op. Profit</b>	<b>20.9</b>	<b>-20.8</b>	<b>-</b>	<b>71.0</b>	<b>5.7</b>	<b>+1,139.1%</b>	<b>31.1</b>	<b>+39.9</b>
(% of Net Sales)	12.3%	-21.8%		10.7%	1.1%		5.0%	

## Net Sales Growth Rate Y/Y

(Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Cameras	+88.2%	+18.8%
NWCs & Others	+38.4%	+18.0%
Total	+67.4%	+18.5%

# Medical

- 2Q: Results basically in line with plan, thanks to ongoing market recovery, mainly in the U.S.
- Aiming for market exceeding growth, focusing on expanding sales of mainly high-end equipment

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
<b>Net Sales</b>	<b>111.8</b>	<b>101.9</b>	+9.7%	<b>471.3</b>	<b>436.1</b>	+8.1%	<b>461.6</b>	+9.7
<b>Op. Profit</b> (% of Net Sales)	<b>3.7</b> 3.3%	<b>5.9</b> 5.8%	-37.7%	<b>34.6</b> 7.3%	<b>25.2</b> 5.8%	+37.1%	<b>30.3</b> 6.6%	+4.3

### Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Total	+6.6%	+6.2%



MRI



Ultrasound Diagnostic Equipment

# Industrial & Others – Lithography Equipment

- Again raised semiconductor lithography equipment unit sales projection
- Sold 17 FPD lithography tools as planned despite travel limitations

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Lithography Equipment	51.1	28.1	+81.9%	215.3	142.5	+51.1%	208.0	+7.3
Industrial Equipment	34.7	29.8	+16.1%	129.7	132.4	-2.0%	130.1	-0.4
Others	52.3	41.6	+25.7%	216.9	186.6	+16.2%	217.0	-0.1
<b>Net Sales</b>	<b>138.1</b>	<b>99.5</b>	<b>+38.7%</b>	<b>561.9</b>	<b>461.5</b>	<b>+21.7%</b>	<b>555.1</b>	<b>+6.8</b>
<b>Op. Profit</b> (% of Net Sales)	<b>15.5</b> 11.2%	<b>1.8</b> 1.8%	<b>+744.4%</b>	<b>38.9</b> 6.9%	<b>20.5</b> 4.4%	<b>+89.6%</b>	<b>37.7</b> 6.8%	<b>+1.2</b>

## Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Litho. Equip.	+79.7%	+50.3%
Industrial Equip.	+15.9%	-2.1%
Total	+37.6%	+20.6%

## Lithography Equipment (Units)

	2Q 2021 Actual	2Q 2020 Actual	FY 2021 Projection	FY 2020 Actual
Semiconductor	30	31	149	122
FPD	17	4	68	32



Semiconductor lithography equipment  
**FPA-6300ES6a**



# Industrial & Others – Industrial Equipment

- Expect sales to be lower than last year due to a review of the timing of investments by customers

(Billions of yen)

	2Q			Full Year				
	2021 Actual	2020 Actual	% Change	2020 Current Projection	2020 Actual	% Change	2021 Previous Projection	Amount Change
Lithography Equipment	51.1	28.1	+81.9%	215.3	142.5	+51.1%	208.0	+7.3
Industrial Equipment	34.7	29.8	+16.1%	129.7	132.4	-2.0%	130.1	-0.4
Others	52.3	41.6	+25.7%	216.9	186.6	+16.2%	217.0	-0.1
<b>Net Sales</b>	<b>138.1</b>	<b>99.5</b>	<b>+38.7%</b>	<b>561.9</b>	<b>461.5</b>	<b>+21.7%</b>	<b>555.1</b>	<b>+6.8</b>
<b>Op. Profit</b> (% of Net Sales)	<b>15.5</b> 11.2%	<b>1.8</b> 1.8%	<b>+744.4%</b>	<b>38.9</b> 6.9%	<b>20.5</b> 4.4%	<b>+89.6%</b>	<b>37.7</b> 6.8%	<b>+1.2</b>

## Net Sales Growth Rate Y/Y (Local Currency)

	2Q 2021 Actual	FY 2021 Projection
Litho. Equip.	+79.7%	+50.3%
Industrial Equip.	+15.9%	-2.1%
Total	+37.6%	+20.6%



OLED vacuum deposition equipment

# Inventory

- Low level of finished goods inventory at end of June due to strong sales etc.
- 2H: Focus on stably supplying products amid concerns about parts shortage

(Billions of yen)		FY 2020				FY 2021	
		Mar.-end	Jun.-end	Sep.-end	Dec.-end	Mar.-end	Jun.-end
Printing	Amt.	238.6	233.3	227.9	216.7	237.3	232.0
	Days	42	49	50	42	45	44
Imaging	Amt.	115.4	104.6	100.2	90.1	98.7	94.0
	Days	68	89	77	50	54	54
Medical	Amt.	97.5	100.1	97.2	92.3	99.8	101.8
	Days	84	91	89	77	75	79
Industrial & Others	Amt.	149.1	165.7	192.4	163.7	160.0	161.3
	Days	146	188	213	132	103	112
<b>Total</b>	<b>Amt.</b>	<b>600.6</b>	<b>603.7</b>	<b>617.6</b>	<b>562.8</b>	<b>595.9</b>	<b>589.1</b>
	<b>Days</b>	<b>63</b>	<b>76</b>	<b>79</b>	<b>60</b>	<b>61</b>	<b>62</b>

# Cash Flow

## (Full Year)

- FCF recovering to 230.0 billion yen thanks to strong performance
- Repay debt to strengthen financial position utilizing cash that is generated

(Billions of yen)	FY 2021 Current Projection	FY 2021 Previous Projection	FY 2020 Actual
Net cash provided by operating activities	430.0	400.0	333.8
Net cash used in investing activities	-200.0	-200.0	-155.4
<b>Free cash flow</b>	<b>230.0</b>	<b>200.0</b>	<b>178.4</b>
Net cash provided by (used in) financing activities	-245.7	-206.7	-183.4
Effect of exchange rate changes on cash and cash equivalents	8.0	-1.0	-0.1
Net change in cash and cash equivalents	-7.7	-7.7	-5.1
<b>Cash and cash equivalents at end of period</b>	<b>400.0</b>	<b>400.0</b>	<b>407.7</b>
<b>Cash-on-hand (In months of Net sales)</b>	<b>1.3</b>	<b>1.3</b>	<b>1.4</b>
Capital expenditure	190.0	190.0	161.7
Depreciation	230.0	230.0	227.8

共生

# Sustainability Measures

- Established Sustainability Headquarters with aim of contributing to achieving SDGs

2008 -

2030

2050

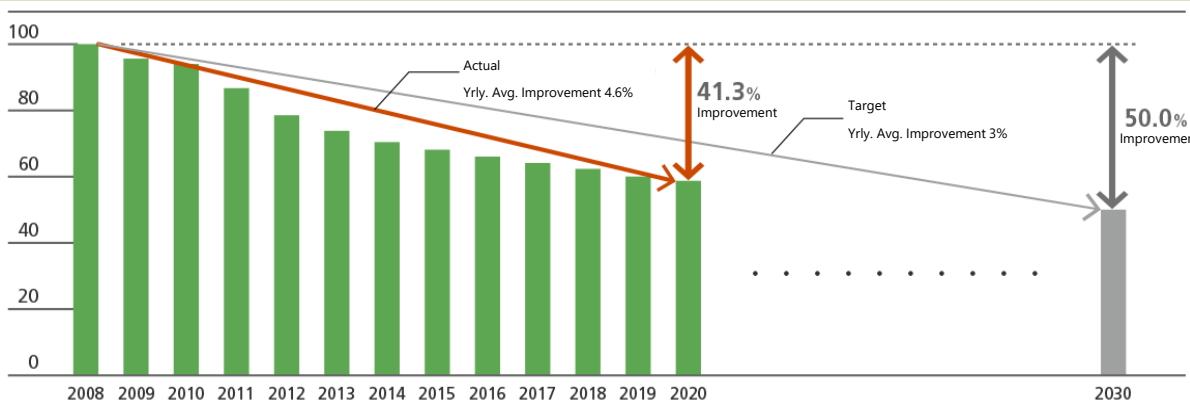
Contribute to achievement of SDGs



Aiming for net zero CO2 emissions

Contribute to resolution of social issues through core business

Steady improvement in Lifecycle CO2 emissions per product unit

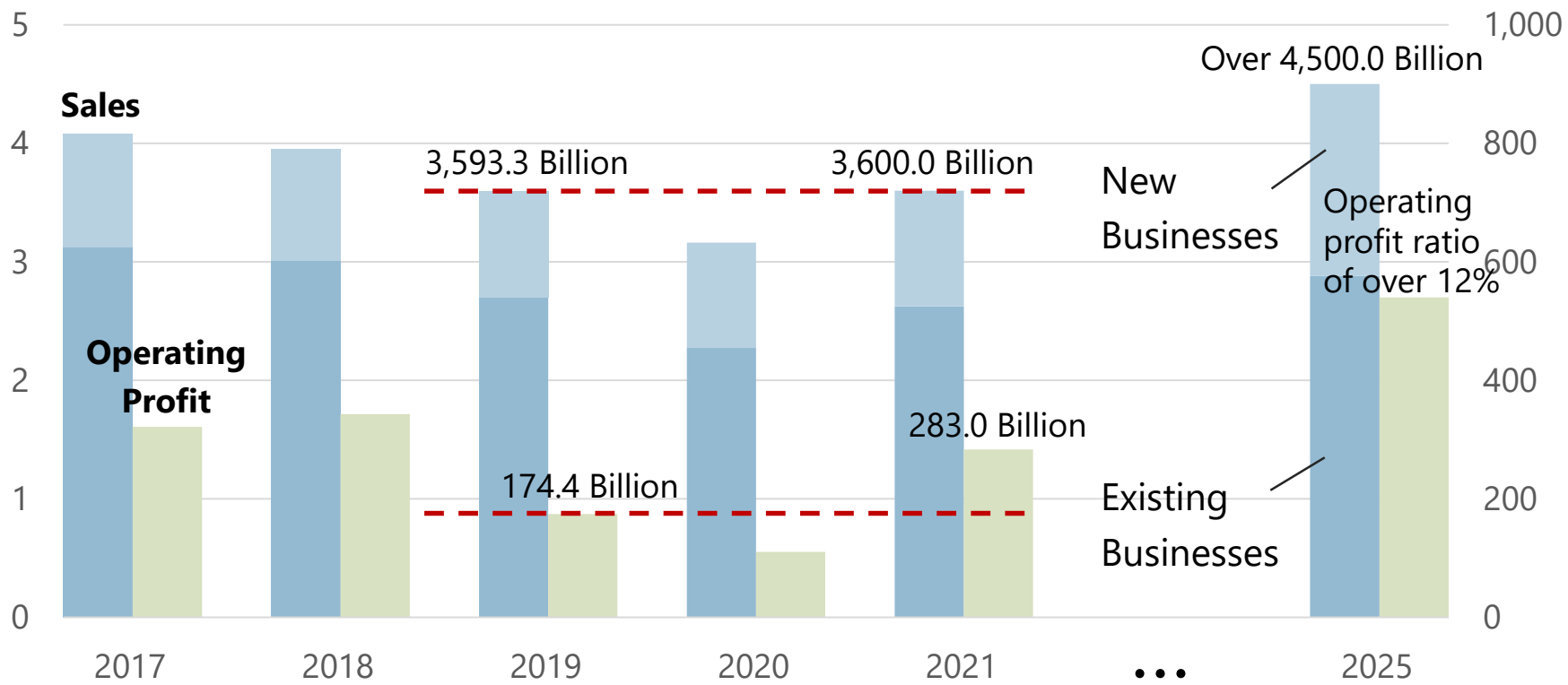


# Excellent Global Corporation Plan Phase VI

- Progress in stabilizing profit of current businesses and growing new businesses
- A good start towards achieving targets set out in 5-year plan (2021-2025)

(Sales: Trillions of yen)

(Operating Profit: Billions of yen)



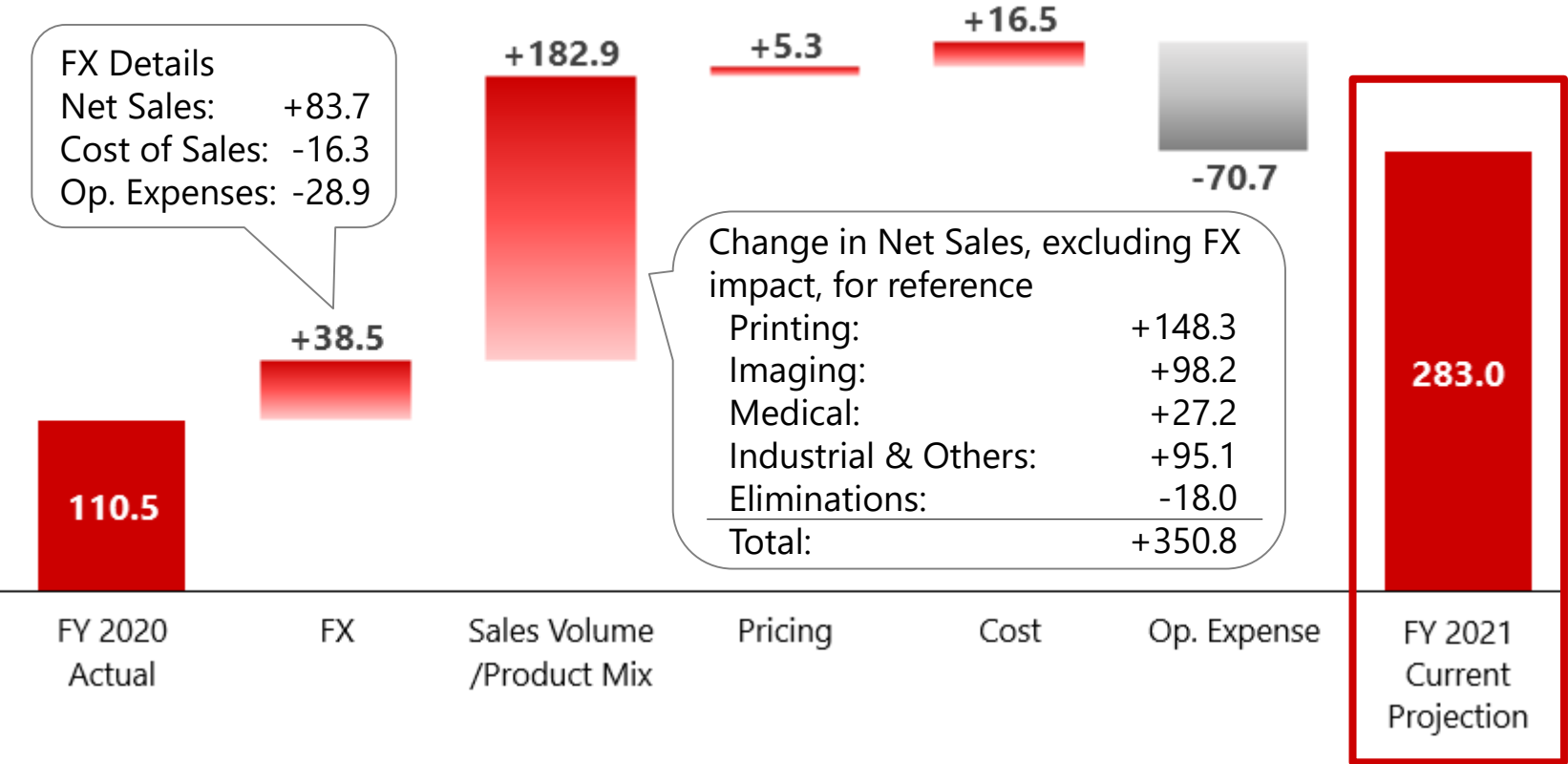
Phase VI

# Supplementary Information

# FY 2021 Operating Profit Analysis

(FY 2021 Current Projection versus FY 2020 Actual)

(Billions of yen)



## Printing - Net Sales Growth Rate of Hardware & Non-hardware

			FY 2021		FY 2020	
			2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
<b>Office MFDs</b>	JPY	Hardware	+47%	+20%	-38%	-21%
		Non-hardware	+35%	+5%	-40%	-20%
	LC	Hardware	+40%	+16%	-37%	-20%
		Non-hardware	+30%	+2%	-38%	-20%
<b>LPs</b>	JPY	Hardware	+4%	+17%	-31%	-21%
		Non-hardware	+41%	+14%	-26%	-19%
	LC	Hardware	0%	+14%	-29%	-20%
		Non-hardware	+36%	+13%	-25%	-18%
<b>IJPs</b>	JPY	Hardware	+24%	+16%	+5%	+15%
		Non-hardware	-4%	+5%	+14%	+7%
	LC	Hardware	+18%	+13%	+8%	+16%
		Non-hardware	-9%	+1%	+17%	+8%
<b>Production</b>	JPY	Hardware	+52%	+17%	-41%	-22%
		Non-hardware	+40%	+9%	-33%	-15%
	LC	Hardware	+42%	+13%	-40%	-21%
		Non-hardware	+32%	+6%	-31%	-14%



## Office MFDs - Net Sales Growth by Monochrome & Color

		FY 2021		FY 2020	
		2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
JPY	Monochrome	+35%	+8%	-39%	-22%
	Color	+45%	+14%	-39%	-19%
LC	Monochrome	+29%	+5%	-38%	-22%
	Color	+38%	+10%	-37%	-19%

## Office/Prosumer - Net Sales by Product Category

(Billions of yen)

		FY 2021			FY 2020		
		1Q Actual	2Q Actual	Full Year Projection	1Q Actual	2Q Actual	Full Year Actual
<b>Office</b>	Office MFDs	115.8	127.2	508.2	127.9	90.5	456.7
	Others	69.2	66.6	280.2	73.0	62.9	266.3
		185.0	193.8	788.4	200.9	153.4	723.0
<b>Prosumer</b>	LPs	136.9	141.4	581.9	141.2	111.3	504.4
	IJPs	84.1	82.8	354.3	70.4	79.1	326.5
		221.0	224.2	936.2	211.6	190.4	830.9

## Office MFDs/LPs - Color Ratio

		FY 2021		FY 2020	
		2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
<b>Office MFDs</b>	Net Sales	60%	61%	58%	59%
	Units	61%	60%	59%	59%
<b>LPs</b>	Net Sales	53%	52%	52%	51%
	Units	17%	20%	23%	21%

## Office MFDs/LPs - Unit Sales Growth by Monochrome & Color

		FY 2021		FY 2020	
		2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
Office MFDs	Monochrome	+48%	+9%	-38%	-18%
	Color	+57%	+13%	-37%	+14%
LPs	Monochrome	-5%	+8%	-33%	-17%
	Color	-32%	+5%	-22%	-15%

## DILC Ratio & Digital Compact Camera (DCC) Units

	FY 2021		FY 2020	
	2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
DILC Ratio				
Net Sales *	89%	90%	86%	87%
Units	70%	71%	66%	65%
DCC Units (Millions)	0.31	1.25	0.26	1.48

\* Net Sales Includes Interchangeable Lenses

## Semiconductor Lithography Equipment - Unit Breakdown by Light Source (Units)

	FY 2021		FY 2020	
	2Q Actual	Full Year Projection	2Q Actual	Full Year Actual
KrF	9	39	4	25
i-Line	21	110	27	97
Total	30	149	31	122