
Canon Inc.

FY 2022 Results

January 30, 2023

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Agenda

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Key Message

(FY 2022 Results)

- Increased Y/Y unit sales by bringing about recovery in product supply
- Posted second consecutive year of significant sales and profit growth with additional tailwind of yen depreciation
- Net sales surpasses 4 trillion yen for first time in 5 years. Sales of new businesses over 1 trillion yen

(Billions of yen)	FY 2022 Actual	FY 2021 Actual	% Change	FY 2022 Previous Projection	Amount Change
Net Sales	4,031.4	3,513.4	+14.7%	4,090.0	-58.6
Gross Profit (% of Net Sales)	1,827.8 45.3%	1,627.8 46.3%	+12.3%	1,866.0 45.6%	-38.2
Op. Expenses (% of Net Sales)	1,474.4 36.5%	1,345.9 38.3%		1,481.0 36.2%	+6.6
Op. Profit (% of Net Sales)	353.4 8.8%	281.9 8.0%	+25.4%	385.0 9.4%	-31.6
IBT	352.4	302.7	+16.4%	367.0	-14.6
Net Income (% of Net Sales)	244.0 6.1%	214.7 6.1%	+13.6%	250.0 6.1%	-6.0
USD	131.66	109.93		133.29	
EUR	138.42	129.94		138.22	

FY 2022 Financial Results by Business Unit

(Full Year)

- Achieved significant improvement in Imaging and Industrial profitability
- Posted record high sales and profit in Medical

(Billions of yen)		FY 2022 Actual	FY 2021 Actual	% Change	FY 2022 Previous Projection	Amount Change
Printing	Net Sales	2,261.9	1,938.8	+16.7%	2,294.7	-32.8
	Op. Profit	212.0	225.7	-6.1%	233.7	-21.7
	(%)	(9.4%)	(11.6%)		(10.2%)	
Imaging	Net Sales	803.5	653.5	+22.9%	809.5	-6.0
	Op. Profit	126.6	78.7	+60.9%	121.6	+5.0
	(%)	(15.8%)	(12.0%)		(15.0%)	
Medical	Net Sales	513.3	480.4	+6.9%	521.9	-8.6
	Op. Profit	31.0	29.4	+5.4%	38.2	-7.2
	(%)	(6.0%)	(6.1%)		(7.3%)	
Industrial	Net Sales	329.2	337.7	-2.5%	335.0	-5.8
	Op. Profit	58.0	44.9	+29.3%	58.6	-0.6
	(%)	(17.6%)	(13.3%)		(17.5%)	
Others & Corporate	Net Sales	223.0	186.6	+19.5%	226.4	-3.4
	Op. Profit	-73.4	-96.1	-	-67.1	-6.3
Eliminations	Net Sales	-99.5	-83.6	-	-97.5	-2.0
	Op. Profit	-0.8	-0.7	-	0.0	-0.8
Total	Net Sales	4,031.4	3,513.4	+14.7%	4,090.0	-58.6
	Op. Profit	353.4	281.9	+25.4%	385.0	-31.6
	(%)	(8.8%)	(8.0%)		(9.4%)	

Note: Lithography equipment and industrial equipment, businesses that were included in Industry & Others, are now classified as Industrial. The other businesses were added to corporate expenses and the results of 2021 and previous projection for 2022 were reclassified to conform to the current year presentation.

FY 2023 Financial Projection

(Full Year)

- Despite outlook for slowdown in economic growth, sustained momentum in our related markets
- Third consecutive year of sales and profit growth, and sales that are second only to our record high of 2007

(Billions of yen)	FY 2023 Projection	FY 2022 Actual	% Change
Net Sales	4,287.0	4,031.4	+6.3%
Gross Profit (% of Net Sales)	1,970.0 46.0%	1,827.8 45.3%	+7.8%
Op. Expenses (% of Net Sales)	1,610.0 37.6%	1,474.4 36.5%	
Op. Profit (% of Net Sales)	360.0 8.4%	353.4 8.8%	+1.9%
IBT	390.0	352.4	+10.7%
Net Income (% of Net Sales)	270.0 6.3%	244.0 6.1%	+10.7%
USD	130.00	131.66	
EUR	140.00	138.42	

Impact of exchange rate movement (Annual impact given a one yen change)		
	Net Sales	Op. Profit
USD	12.7 billion yen	3.3 billion yen
EUR	6.6 billion yen	3.1 billion yen

FY 2023 Financial Projection by Business Unit

(Full Year)

- Printing – Raise profitability through service revenue expansion and cost savings
- Medical – Renew record high performance for third consecutive year
- Imaging and Industrial – Maintain high profitability

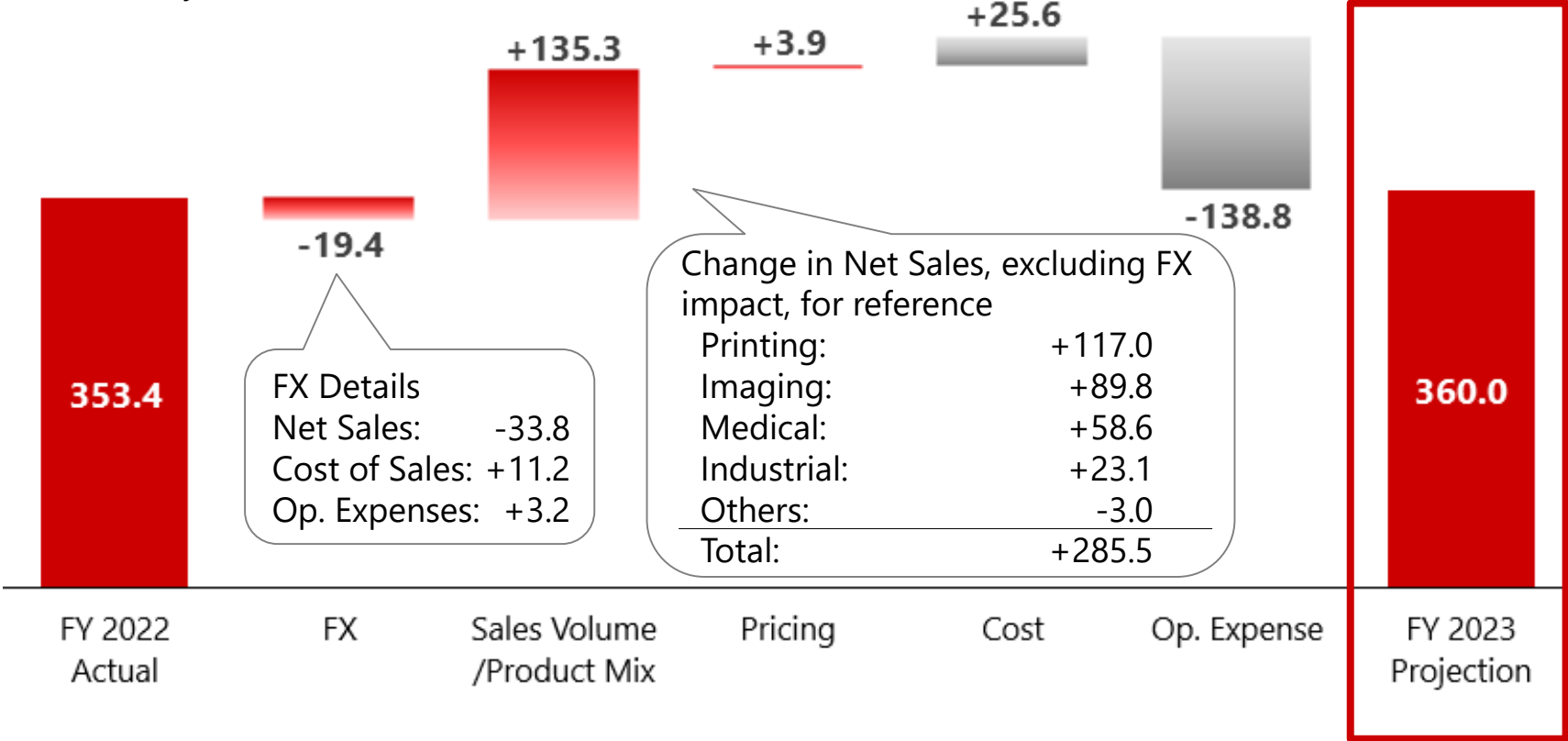
(Billions of yen)		FY 2023 Projection	FY 2022 Actual	% Change
Office	Net Sales	2,368.8	2,261.9	+4.7%
	Op. Profit	231.8	212.0	+9.4%
	(%)	(9.8%)	(9.4%)	
Imaging	Net Sales	875.1	803.5	+8.9%
	Op. Profit	128.7	126.6	+1.6%
	(%)	(14.7%)	(15.8%)	
Medical	Net Sales	570.7	513.3	+11.2%
	Op. Profit	43.4	31.0	+40.0%
	(%)	(7.6%)	(6.0%)	
Industrial	Net Sales	352.0	329.2	+6.9%
	Op. Profit	61.8	58.0	+6.5%
	(%)	(17.6%)	(17.6%)	
Others & Corporate	Net Sales	224.4	223.0	+0.6%
	Op. Profit	-105.0	-73.4	-
Eliminations	Net Sales	-104.0	-99.5	-
	Op. Profit	-0.7	-0.8	-
Total	Net Sales	4,287.0	4,031.4	+6.3%
	Op. Profit	360.0	353.4	+1.9%
	(%)	(8.4%)	(8.8%)	

FY 2023 Operating Profit Analysis

(FY 2023 Projection versus FY 2022 Actual)

- Sales volume – Increase in profit thanks to higher sales volume in all Business Units
- Op. Expense – Sales related expenses and increase in R&D to expand future performance

(Billions of yen)



Printing – Office

- 2022 – Increased revenue through expanded sales of medium- to high-speed equipment and increased service revenue
- 2023 – Increase service revenue through expansion of install driven by unit sales growth facilitated by supply recovery

(Billions of yen)

	Full Year					Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Office	892.5	757.1	+17.9%	914.9	-22.4	961.1	+7.7%
Prosumer	1,007.0	892.5	+12.8%	1,023.4	-16.4	1,029.8	+2.3%
Production	362.4	289.2	+25.3%	356.4	+6.0	377.9	+4.3%
Net Sales	2,261.9	1,938.8	+16.7%	2,294.7	-32.8	2,368.8	+4.7%
Op. Profit	212.0	225.7	-6.1%	233.7	-21.7	231.8	+9.4%
(% of Net Sales)	9.4%	11.6%		10.2%		9.8%	

Net Sales Growth Rate Y/Y (Local Currency)

	FY 2022 Actual	FY 2023 Projection
Office	+8.8%	+8.0%
Prosumer	+2.5%	+3.9%
Production	+11.9%	+4.8%
Total	+6.4%	+5.7%

Unit Growth Rate Y/Y

	FY 2022 Actual	FY 2023 Projection
Office MFDs	+6%	+7%



**imageRUNNER ADVANCE DX series
C5800**

Printing – Prosumer

- 2022 – Achieved revenue growth through increased sales supported by recovery in hardware supply
- 2023 – Maintain/raise profitability through expanded sales of high-end products

(Billions of yen)

	Full Year					Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Office	892.5	757.1	+17.9%	914.9	-22.4	961.1	+7.7%
Prosumer	1,007.0	892.5	+12.8%	1,023.4	-16.4	1,029.8	+2.3%
Production	362.4	289.2	+25.3%	356.4	+6.0	377.9	+4.3%
Net Sales	2,261.9	1,938.8	+16.7%	2,294.7	-32.8	2,368.8	+4.7%
Op. Profit	212.0	225.7	-6.1%	233.7	-21.7	231.8	+9.4%
(% of Net Sales)	9.4%	11.6%		10.2%		9.8%	

Net Sales Growth Rate Y/Y (Local Currency)

Unit Growth Rate Y/Y

	FY 2022 Actual	FY 2023 Projection
Office	+8.8%	+8.0%
Prosumer	+2.5%	+3.9%
Production	+11.9%	+4.8%
Total	+6.4%	+5.7%

	FY 2022 Actual	FY 2023 Projection
LPs	+9%	-5%
IJPs	+17%	+10%



Refillable ink tank model

G3370

Printing – Production

- Accelerated shift toward digital commercial printing offering cost and labor saving advantages
- 2023 – Increase install base and link to service revenue expansion

(Billions of yen)

	Full Year					Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Office	892.5	757.1	+17.9%	914.9	-22.4	961.1	+7.7%
Prosumer	1,007.0	892.5	+12.8%	1,023.4	-16.4	1,029.8	+2.3%
Production	362.4	289.2	+25.3%	356.4	+6.0	377.9	+4.3%
Net Sales	2,261.9	1,938.8	+16.7%	2,294.7	-32.8	2,368.8	+4.7%
Op. Profit	212.0	225.7	-6.1%	233.7	-21.7	231.8	+9.4%
(% of Net Sales)	9.4%	11.6%		10.2%		9.8%	

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

	FY 2022 Actual	FY 2023 Projection
Office	+8.8%	+8.0%
Prosumer	+2.5%	+3.9%
Production	+11.9%	+4.8%
Total	+6.4%	+5.7%



High-speed cut-sheet inkjet printer
varioPRINT iX series

Imaging – Cameras

- 2022 – Increased unit sales by adding new EOS R series cameras that use APS-C sensors for first time
- Market size – 5.85 million units in 2023, same as last year
- 2023 – Expand mirrorless camera market share by strengthening EOS R series competitiveness

	Full Year					(Billions of yen) Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Cameras	509.7	433.1	+17.7%	520.1	-10.4	544.6	+6.8%
Network Cameras & Others	293.8	220.4	+33.3%	289.4	+4.4	330.5	+12.5%
Net Sales	803.5	653.5	+22.9%	809.5	-6.0	875.1	+8.9%
Op. Profit	126.6	78.7	+60.9%	121.6	+5.0	128.7	+1.6%
(% of Net Sales)	15.8%	12.0%		15.0%		14.7%	

Net Sales Growth Rate Y/Y (Local Currency)

	FY 2022 Actual	FY 2023 Projection
Cameras	+4.8%	+8.8%
NWCs & Others	+16.7%	+12.8%
Total	+8.8%	+10.3%

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

	FY 2022 Actual		FY 2023 Projection	
	Units	% Change	Units	% Change
DILCs	2.86	+4%	2.90	+1%



EOS R6 Mark II

Imaging – Network Cameras & Others

- 2022 – Significantly increased revenue by expanding sales volume from second quarter
- 2023 – Raise competitive advantage by continuing R&D investment and strengthening cooperation with sales partners

(Billions of yen)

	Full Year					Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Cameras	509.7	433.1	+17.7%	520.1	-10.4	544.6	+6.8%
Network Cameras & Others	293.8	220.4	+33.3%	289.4	+4.4	330.5	+12.5%
Net Sales	803.5	653.5	+22.9%	809.5	-6.0	875.1	+8.9%
Op. Profit	126.6	78.7	+60.9%	121.6	+5.0	128.7	+1.6%
(% of Net Sales)	15.8%	12.0%		15.0%		14.7%	

Net Sales Growth Rate Y/Y (Local Currency)

	FY 2022 Actual	FY 2023 Projection
Cameras	+4.8%	+8.8%
NWCs & Others	+16.7%	+12.8%
Total	+8.8%	+10.3%

Medical

- 2022 - Achieved record high sales and profit, on the back of overseas market recovery
- 2023 – Grow faster than the market’s 2% by increasing dealing with medical institutions, particularly in the United States where sales capability is being strengthened

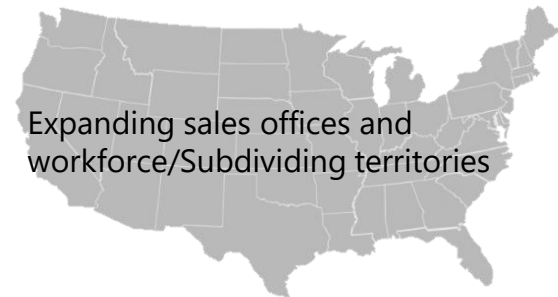
	Full Year					(Billions of yen) Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Net Sales	513.3	480.4	+6.9%	521.9	-8.6	570.7	+11.2%
Op. Profit (% of Net Sales)	31.0 6.0%	29.4 6.1%	+5.4%	38.2 7.3%	-7.2	43.4 7.6%	+40.0%

Net Sales Growth Rate Y/Y (Local Currency)

	FY 2022 Actual	FY 2023 Projection
Total	0.0%	+11.4%



80 row detector CT
Aquilion Serve



Expanding sales offices and workforce/Subdividing territories

Strengthening sales capability in U.S.

Industrial – Optical & Industrial Equip.

- Semiconductor litho. equip. - Significantly expand sales to 195 units in 2023
- Panel manufacturing equip. – Prepare for growing demand from and after 2024

	Full Year					(Billions of yen) Full Year	
	2022 Actual	2021 Actual	% Change	2022 Previous Projection	Amount Change	2023 Projection	% Change
Optical Equipment	240.4	215.9	+11.4%	242.9	-2.5	229.2	-4.7%
Industrial Equipment	88.8	121.8	-27.1%	92.1	-3.3	122.8	+38.3%
Net Sales	329.2	337.7	-2.5%	335.0	-5.8	352.0	+6.9%
Op. Profit	58.0	44.9	+29.3%	58.6	-0.6	61.8	+6.5%
(% of Net Sales)	17.6%	13.3%		17.5%		17.6%	

Note: Lithography equipment and industrial equipment, businesses that were included in Industry & Others, are now classified as Industrial. The other businesses were added to corporate expenses and the results of 2021 and previous projection for 2022 were reclassified to conform to the current year presentation.

Net Sales Growth Rate Y/Y (Local Currency)

	FY 2022 Actual	FY 2023 Projection
Opt. Equip.	+8.4%	-4.6%
Industrial Equip.	-28.3%	+38.5%
Total	-4.8%	+7.0%

Lithography Equipment (Units)

	FY 2022 Actual	FY 2023 Projection
Semiconductor	176	195
FPD	51	33



Semiconductor
lithography equipment
FPA-6300ES6a

Inventory

- At end of 2022, work-in-process inventory increased due to efforts to secure parts at an early stage. Inventory of finished goods held by sales companies also increased amid supply improvement
- 2023 – Expect inventory level to come down as procurement environment improves

(Billions of yen)

		FY 2021				FY 2022			
		Mar.-end	Jun.-end	Sep.-end	Dec.-end	Mar.-end	Jun.-end	Sep.-end	Dec.-end
Printing	Amt.	237.3	232.0	269.2	285.5	324.7	353.6	408.1	366.8
	Days	45	44	52	53	58	60	67	56
Imaging	Amt.	98.7	94.0	98.4	101.4	117.1	126.6	143.6	137.6
	Days	54	54	55	55	63	64	65	56
Medical	Amt.	99.8	101.8	108.5	109.1	120.5	129.4	137.7	128.3
	Days	75	79	87	82	89	100	103	85
Industrial	Amt.	123.8	125.1	118.2	109.9	117.8	133.8	137.4	124.0
	Days	125	143	128	113	131	166	152	124
Others & Corporate	Amt.	36.2	36.2	42.0	44.6	53.1	54.7	57.1	51.6
Total	Amt.	595.9	589.1	636.3	650.6	733.2	798.1	883.9	808.3
	Days	61	62	68	66	73	78	81	69

Note: Lithography equipment and industrial equipment, businesses that were included in Industry & Others, are now classified as Industrial and the results of 2021 were reclassified to conform to the current year presentation.

Cash Flow

(Full Year)

- 2022 – Raise dividend by 20 yen, 100 billion yen in share buyback
- 2023 – Aiming for over 600 billion yen in operating cash flow
- Looking to increase capital spending by 50 billion yen and fully repaying debt

(Billions of yen)	FY 2023 Projection	FY 2022 Actual	FY 2021 Actual
Net cash provided by operating activities	611.0	262.6	451.0
Net cash used in investing activities	-235.0	-180.8	-207.2
Free cash flow	376.0	81.8	243.8
Net cash provided by (used in) financing activities	-379.1	-146.8	-267.4
Effect of exchange rate changes on cash and cash equivalents	-1.0	25.7	17.3
Net change in cash and cash equivalents	-4.1	-39.3	-6.3
Cash and cash equivalents at end of period	358.0	362.1	401.4
Cash-on-hand (In months of Net sales) (See note below)	1.0	1.0	1.3
Capital expenditure	240.0	183.3	179.0
Depreciation and amortization	240.0	226.5	221.2

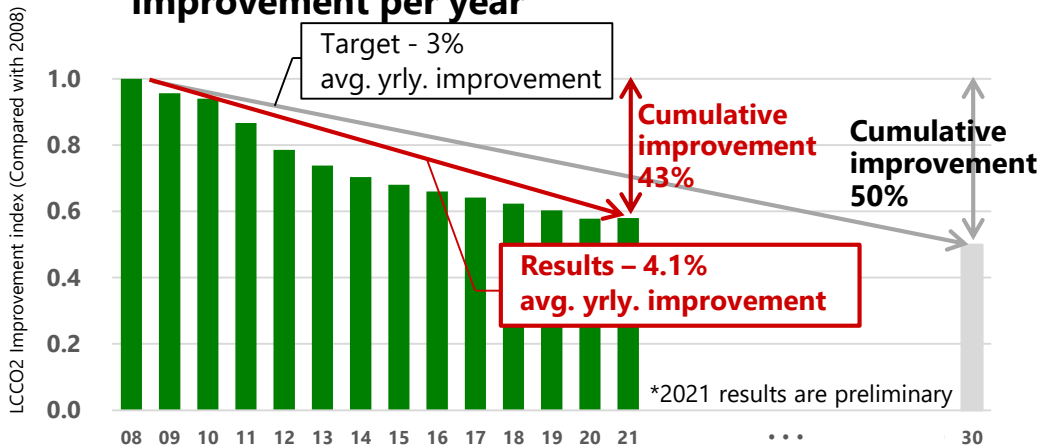
Note: Figures for 2021 and 2022 calculated using second half net sales. 2023 figure based on net sales for full year.

Sustainability Measures

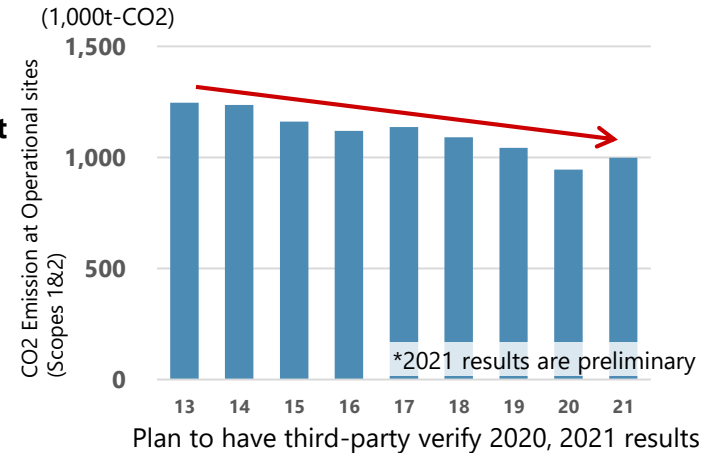
Strengthening environmental and social measures to realize sustainable society

Climate change:

1. Target lifecycle CO2 emissions per product:
Continued achievement of average 3% improvement per year



2. Total CO2 emission:
Reduction of 23% from 2013
(Global)



Human rights:

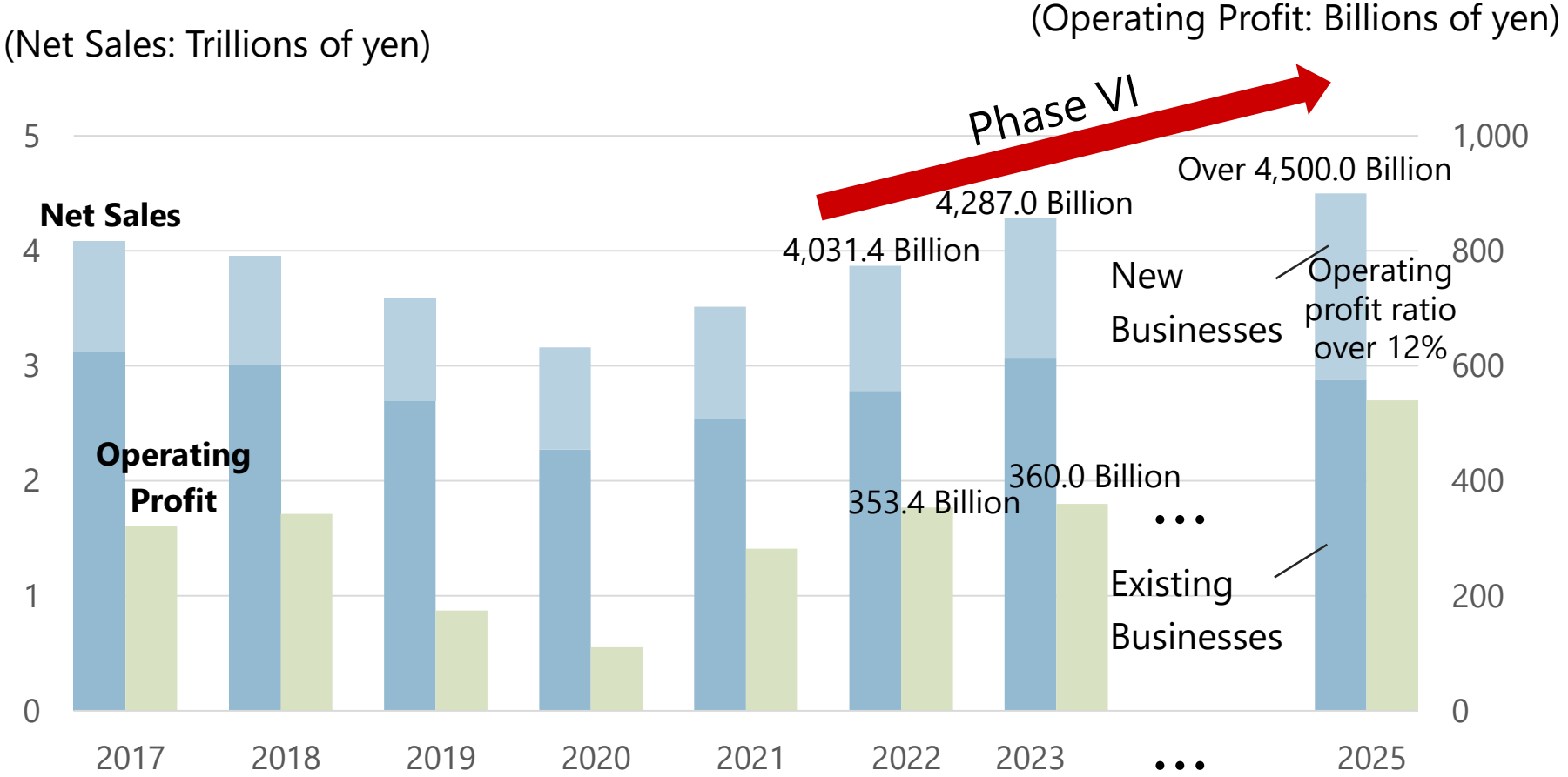
Strengthen measures based on Canon Group Human Rights Policy

- Multiple sites obtain Platinum certification, the RBA's highest status, after audit



Excellent Global Corporation Plan Phase VI

- Work to expand the strength of each business group and achieve third consecutive year of sales and profit growth

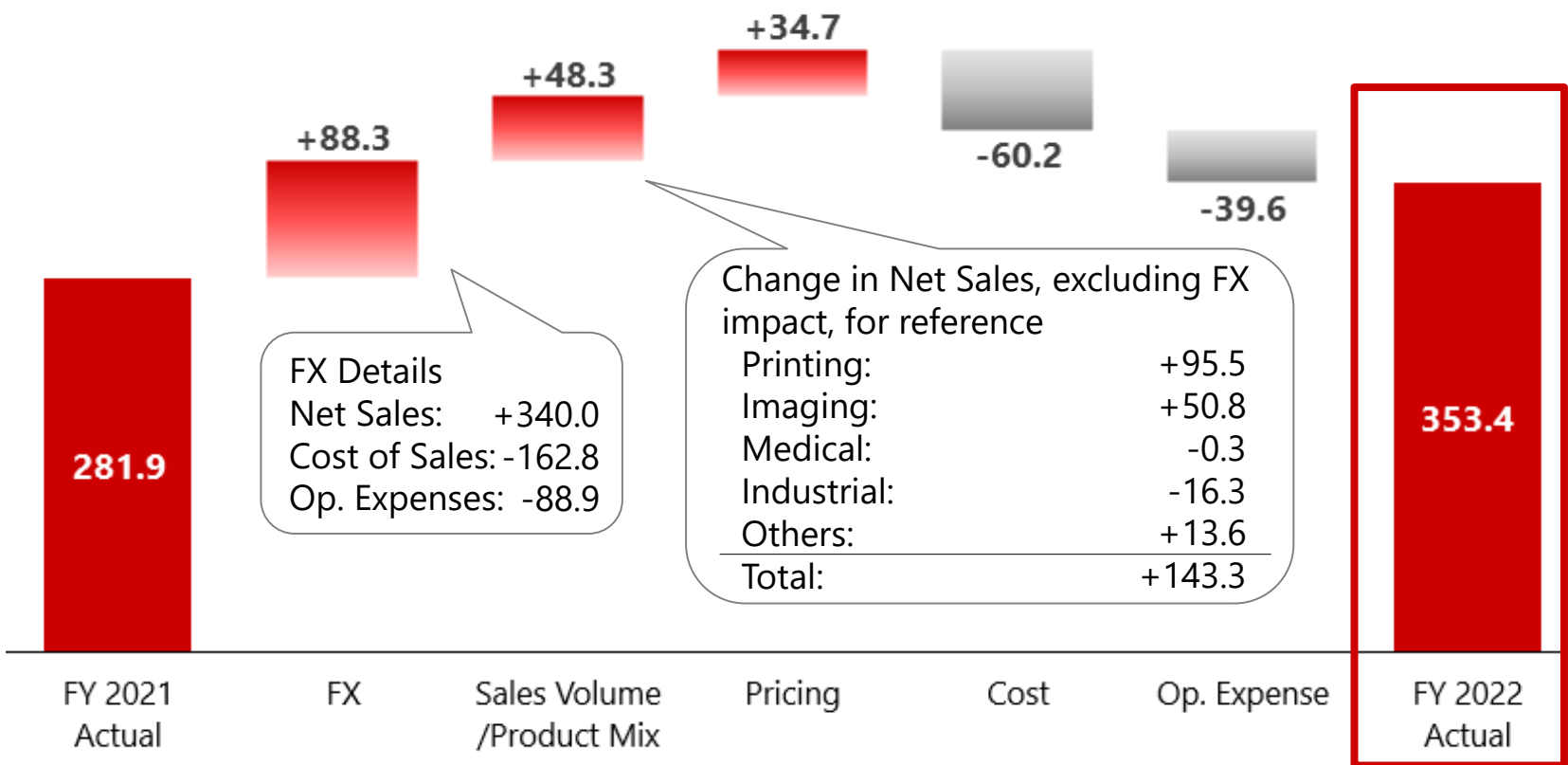


Supplementary Information

FY 2022 Operating Profit Analysis

(FY 2022 Actual versus FY 2021 Actual)

(Billions of yen)

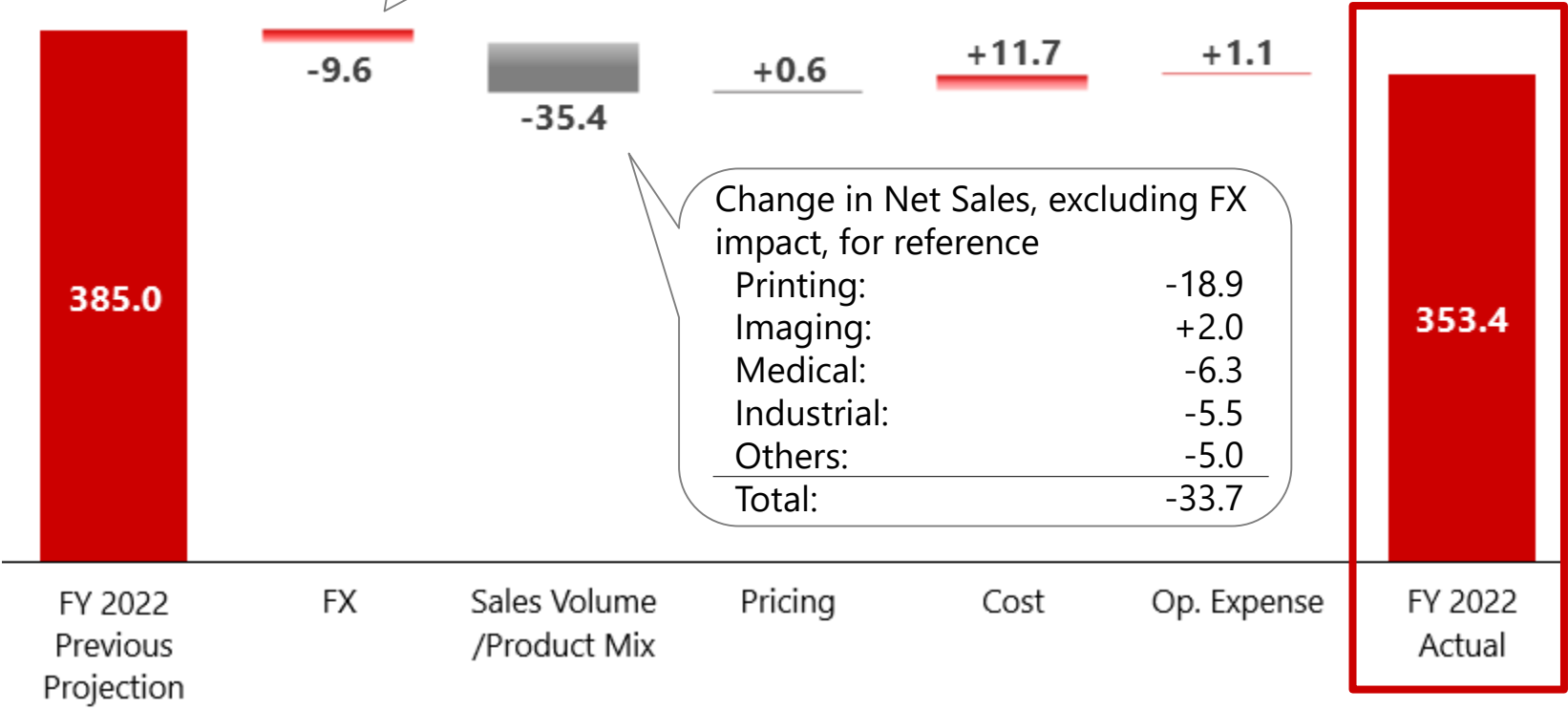


FY 2022 Operating Profit Analysis

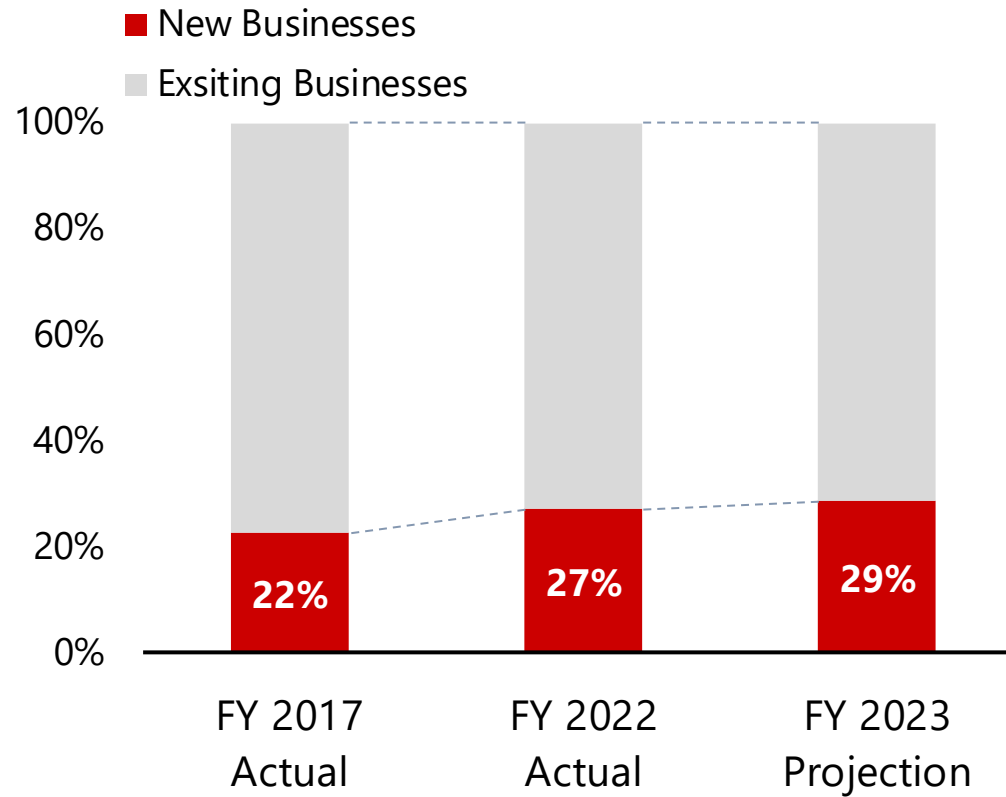
(FY 2022 Actual versus FY 2022 Previous Projection)

(Billions of yen)

FX Details
 Net Sales: -25.5
 Cost of Sales: +10.4
 Op. Expenses: +5.5



Change in New Businesses Sales Composition Ratio



Net Sales Growth Rate of Printing Hardware & Non-hardware

			FY 2023	FY 2022		FY 2021	
			Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
Office MFDs	JPY	Hardware	+10%	+50%	+30%	-7%	+7%
		Non-hardware	+5%	+13%	+10%	+6%	+3%
	LC	Hardware	+11%	+31%	+17%	-12%	+3%
		Non-hardware	+5%	+2%	+2%	+2%	0%
LPs	JPY	Hardware	+2%	+33%	+34%	+22%	+2%
		Non-hardware	-5%	+8%	+6%	-5%	+17%
	LC	Hardware	+5%	+16%	+19%	+15%	-1%
		Non-hardware	-3%	-1%	-2%	-10%	+14%
IJPs	JPY	Hardware	+19%	+43%	+34%	-2%	+6%
		Non-hardware	+3%	+11%	-7%	-14%	-2%
	LC	Hardware	+20%	+27%	+21%	-7%	+2%
		Non-hardware	+3%	0%	-15%	-18%	-6%
Production	JPY	Hardware	+11%	+29%	+30%	+14%	+18%
		Non-hardware	0%	+26%	+23%	+17%	+14%
	LC	Hardware	+12%	+12%	+15%	+7%	+13%
		Non-hardware	+1%	+9%	+10%	+10%	+9%

Office/Prosumer - Net Sales by Product Category

(Billions of yen)

		FY 2023	FY 2022		FY 2021	
		Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
Office	Office MFDs	614.4	165.4	571.4	127.8	478.4
	Others	346.7	87.2	321.1	76.1	278.7
		961.1	252.6	892.5	203.9	757.1
Prosumer	LPs	638.4	173.3	651.2	147.7	563.1
	IJPs	391.4	104.2	355.8	84.0	329.4
		1,029.8	277.5	1,007.0	231.7	892.5

DILC Ratio / Digital Compact Camera (DCC) Units

		FY 2022		FY 2021	
		4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
DILC Ratio					
	Net Sales *	92%	92%	91%	90%
	Units	87%	85%	75%	70%
DCC Units (Millions)		0.12	0.49	0.24	1.15

* Net Sales Includes Interchangeable Lenses

Semiconductor Lithography Equipment Unit Breakdown by Light Source

(Units)

		FY 2023	FY 2022		FY 2021	
		Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
	KrF	59	19	51	15	38
	i-Line	136	38	125	36	102
	Total	195	57	176	51	140

4Q 2022

FY 2022 Financial Results

(4Q 2022)

(Billions of yen)	4Q 2022 Actual	4Q 2021 Actual	% Change
Net Sales	1,157.2	955.4	+21.1%
Gross Profit (% of Net Sales)	518.3 44.8%	437.9 45.8%	+18.4%
Op. Expenses (% of Net Sales)	421.0 36.4%	362.5 37.9%	
Op. Profit (% of Net Sales)	97.3 8.4%	75.4 7.9%	+29.2%
IBT	120.5	71.6	+68.4%
Net Income (% of Net Sales)	84.8 7.3%	59.8 6.3%	+41.9%
USD	141.46	113.72	
EUR	144.34	130.07	

FY 2022 Financial Results by Business Unit (4Q 2022)



(Billions of yen)		4Q 2022 Actual	4Q 2021 Actual	% Change
Printing	Net Sales	638.1	520.7	+22.6%
	Op. Profit	52.6	48.4	+8.6%
	(%)	(8.2%)	(9.3%)	
Imaging	Net Sales	242.4	181.3	+33.7%
	Op. Profit	44.3	21.9	+101.9%
	(%)	(18.3%)	(12.1%)	
Medical	Net Sales	150.8	128.5	+17.4%
	Op. Profit	10.0	8.2	+20.9%
	(%)	(6.6%)	(6.4%)	
Industrial	Net Sales	95.5	95.9	-0.5%
	Op. Profit	13.4	18.8	-28.8%
	(%)	(14.0%)	(19.6%)	
Others & Corporate	Net Sales	57.3	51.7	+10.7%
	Op. Profit	-21.6	-21.9	-
Eliminations	Net Sales	-26.9	-22.7	-
	Op. Profit	-1.4	0.0	-
Total	Net Sales	1,157.2	955.4	+21.1%
	Op. Profit	97.3	75.4	+29.2%
	(%)	(8.4%)	(7.9%)	

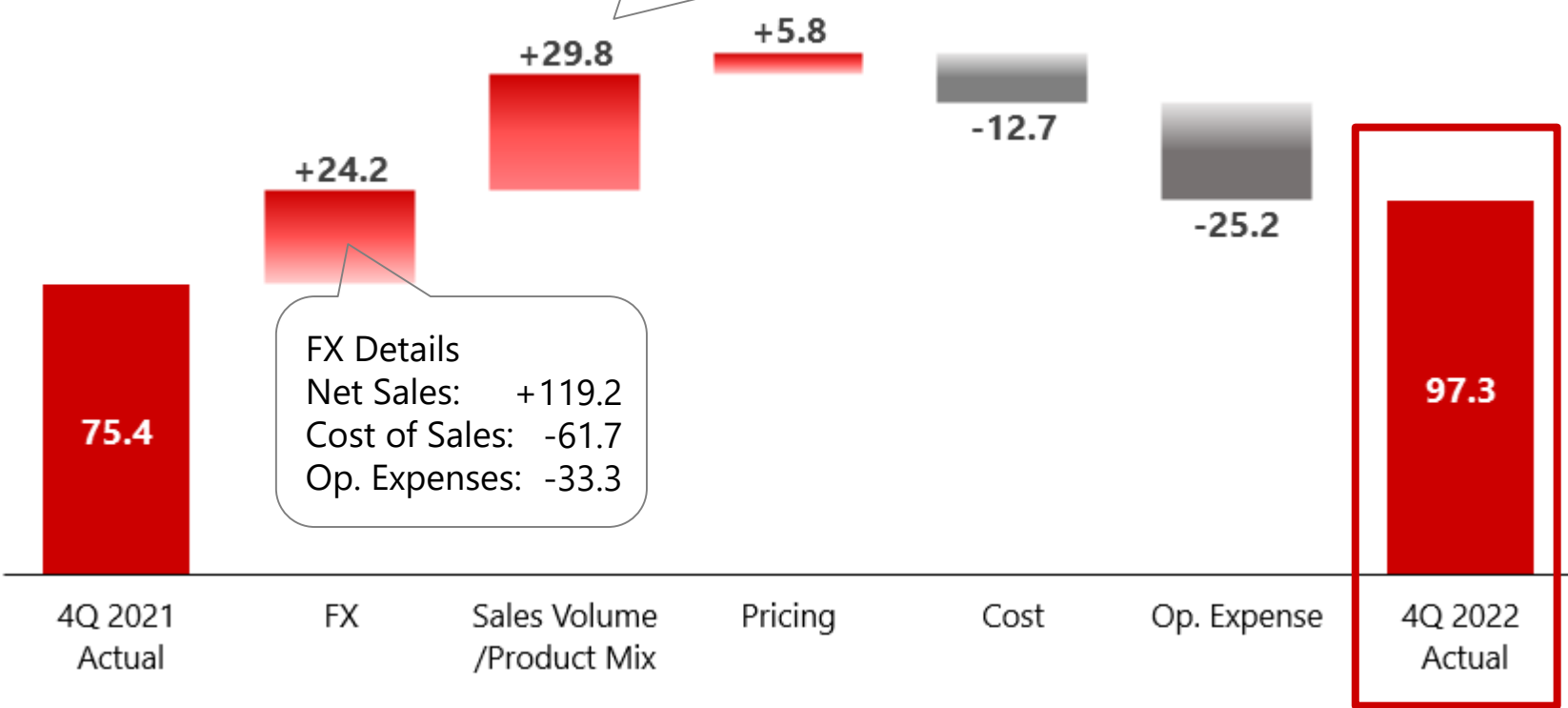
FY 2022 Operating Profit Analysis

(4Q 2022 Actual versus 4Q 2021 Actual)

(Billions of yen)

Change in Net Sales, excluding FX impact, for reference

Printing:	+46.2
Imaging:	+24.9
Medical:	+9.2
Industrial:	-2.9
Others:	-0.6
Total:	+76.8



FX Details

Net Sales:	+119.2
Cost of Sales:	-61.7
Op. Expenses:	-33.3

Printing / Imaging

(4Q 2022)

Printing

(Billions of yen)

	4Q		
	2022 Actual	2021 Actual	% Change
Office	252.6	203.9	+23.9%
Prosumer	277.5	231.7	+19.8%
Production	108.0	85.1	+27.0%
Net Sales	638.1	520.7	+22.6%
Op. Profit	52.6	48.4	+8.6%
(% of Net Sales)	8.2%	9.3%	

Net Sales Growth Rate Y/Y
(Local Currency)

	4Q 2022 Actual
Office	+11.8%
Prosumer	+7.5%
Production	+9.9%
Total	+9.6%

Unit Growth Rate Y/Y

	4Q 2022 Actual
Office MFDs	+27%
LPs	-10%
IJPs	+17%

Imaging

(Billions of yen)

	4Q		
	2022 Actual	2021 Actual	% Change
Cameras	149.2	124.9	+19.5%
Network Cameras & Others	93.2	56.4	+65.3%
Net Sales	242.4	181.3	+33.7%
Op. Profit	44.3	21.9	+101.9%
(% of Net Sales)	18.3%	12.1%	

Net Sales Growth Rate Y/Y
(Local Currency)

	4Q 2022 Actual
Cameras	+3.8%
NWCs & Others	+39.7%
Total	+15.0%

Units (Millions) &
Unit Growth Rate Y/Y

	4Q 2022 Actual	
	Units	% Change
DILCs	0.85	+20%

Medical / Industrial

(4Q 2022)

Medical

(Billions of yen)

	4Q		
	2022 Actual	2021 Actual	% Change
Net Sales	150.8	128.5	+17.4%
Op. Profit (% of Net Sales)	10.0 6.6%	8.2 6.4%	+20.9%

Net Sales Growth Rate Y/Y (Local Currency)

	4Q 2022 Actual
Total	+7.3%

Industrial

(Billions of yen)

	4Q		
	2022 Actual	2021 Actual	% Change
Optical Equipment	75.6	66.5	+13.7%
Industrial Equipment	19.9	29.4	-32.4%
Net Sales	95.5	95.9	-0.5%
Op. Profit (% of Net Sales)	13.4 14.0%	18.8 19.6%	-28.8%

Net Sales Growth Rate Y/Y (Local Currency)

	4Q 2022 Actual
Opt. Equip.	+10.5%
Industrial Equip.	-33.7%
Total	-3.1%

Lithography Equipment (Units)

	4Q 2022 Actual
Semiconductor	57
FPD	15