



Canon Inc.

3Q 2022 Analyst Meeting

Q&A Session Summary

Q1. I think demand is changing due to the economic slowdown. What is your outlook for next year?

A1. In all of the product categories of our existing businesses, thanks to advances in technological innovation, we have very competitive products with high global market share. Additionally, by successfully transforming our business portfolio, new businesses account for more than 1 trillion yen in sales, and we expect growth to continue going forward. As for 2023, we think it will be a good year as the parts shortage situation has not been completely resolved, orders for some products will be carried over to next year, and orders for semiconductor lithography and other equipment have built up significantly.

Q2. How should we think about the office MFD, laser printer, and inkjet printer markets in 2023?

A2. While demand for prosumer products, which is linked to work-from-home and COVID-19, may settle down from its peak, we do not believe the description of demand falling to be accurate. We see demand returning to pre-COVID levels. For office MFDs, however, we expect demand to remain solid as people steadily return to the office.

Q3. What are the future prospects for the camera market?

A3. We expect the camera market to hover around 5 million units in the future. As many users are professionals or advanced amateurs, and as the number of applications for commercial-use increases, we expect cameras to become increasingly more high-end and more value-added.

Q4. Why do you expect Medical profitability in the fourth quarter to be double-digit?

A4. Orders are now at an all-time high. The point is how much product we can supply. Our plan is to significantly increase gross profit and achieve double-digit profitability by carrying out production as planned and efficiently proceeding to installation and linking this to sales.

Q5. This year, you are projecting a dividend payout ratio of roughly 50%. If your profit level rises, is it possible to increase the dividend?

A5. From a long-term perspective, our dividend payout ratio should basically be limited to 50%. We were forced to cut our dividend as profits fell due to COVID-19. We would like to return our dividend to 160 yen per share as soon as possible, by increasing profits, and raising our dividend in a manner that is in line with this.

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