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# Canon Inc.

# Third Quarter 2023 Results

October 26, 2023

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.

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# Key Message

## (3Q 2023 Results)

- Below plan due to softening demand in China and other regions and intensifying competition
- Achieved 11th consecutive quarter of year-on-year sales growth and over 1 trillion yen in sales for first time since 2007 through new business growth and yen depreciation
- Achieved profit growth as cost reduction and yen depreciation covered lower sales volumes and higher expenses

(Billions of yen)	3Q		
	2023 Actual	2022 Actual	% Change
<b>Net Sales</b>	<b>1,025.2</b>	<b>996.1</b>	+2.9%
<b>Gross Profit</b> (% of Net Sales)	<b>482.1</b> 47.0%	<b>451.0</b> 45.3%	+6.9%
<b>Op. Expenses</b> (% of Net Sales)	<b>399.5</b> 38.9%	<b>369.6</b> 37.1%	
<b>Op. Profit</b> (% of Net Sales)	<b>82.6</b> 8.1%	<b>81.4</b> 8.2%	+1.5%
<b>IBT</b>	<b>87.3</b>	<b>79.1</b>	+10.4%
<b>Net Income</b> (% of Net Sales)	<b>62.1</b> 6.1%	<b>54.1</b> 5.4%	+14.8%
USD	144.76	138.40	
EUR	157.32	139.40	

(Billions of yen)	1Q-3Q		
	2023 Actual	2022 Actual	% Change
<b>Net Sales</b>	<b>3,017.3</b>	<b>2,874.2</b>	+5.0%
<b>Gross Profit</b> (% of Net Sales)	<b>1,420.8</b> 47.1%	<b>1,309.5</b> 45.6%	+8.5%
<b>Op. Expenses</b> (% of Net Sales)	<b>1,161.4</b> 38.5%	<b>1,053.4</b> 36.7%	
<b>Op. Profit</b> (% of Net Sales)	<b>259.4</b> 8.6%	<b>256.1</b> 8.9%	+1.3%
<b>IBT</b>	<b>276.0</b>	<b>232.0</b>	+19.0%
<b>Net Income</b> (% of Net Sales)	<b>183.9</b> 6.1%	<b>159.1</b> 5.5%	+15.6%
USD	138.27	128.26	
EUR	149.59	136.07	

# FY 2023 Financial Projection (Full Year)

- Lowered sales projection due to softening demand and resumption of price competition, but plan to post 1.2 trillion yen in sales in the 4Q, year-end selling season
- Still targeting 400 billion yen level in operating profit, last achieved in 2008

(Billions of yen)	FY 2023 Current Projection	FY 2022 Actual	% Change	FY 2023 Previous Projection	Amount Change
<b>Net Sales</b>	<b>4,220.0</b>	<b>4,031.4</b>	+4.7%	<b>4,363.0</b>	-143.0
<b>Gross Profit</b> (% of Net Sales)	<b>1,998.0</b> 47.3%	<b>1,827.8</b> 45.3%	+9.3%	<b>2,013.0</b> 46.1%	-15.0
<b>Op. Expenses</b> (% of Net Sales)	<b>1,598.0</b> 37.8%	<b>1,474.4</b> 36.5%		<b>1,613.0</b> 36.9%	+15.0
<b>Op. Profit</b> (% of Net Sales)	<b>400.0</b> 9.5%	<b>353.4</b> 8.8%	+13.2%	<b>400.0</b> 9.2%	0.0
<b>IBT</b>	<b>425.0</b>	<b>352.4</b>	+20.6%	<b>425.0</b>	0.0
<b>Net Income</b> (% of Net Sales)	<b>292.0</b> 6.9%	<b>244.0</b> 6.1%	+19.7%	<b>292.0</b> 6.7%	0.0
USD	140.11	131.66		135.05	
EUR	151.13	138.42		145.42	

Impact of exchange rate movement (4Q impact given a one yen change)		
	Net Sales	Op. Profit
USD	3.6 billion yen	1.1 billion yen
EUR	1.9 billion yen	0.9 billion yen

# Printing - Office

- Solid sales in first half maintained in third quarter
- Increase market share by expanding unit sales also in fourth quarter

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Office	240.5	228.6	+5.2%	984.4	888.9	+10.8%	984.3	+0.1
Prosumer	231.3	233.2	-0.8%	961.4	1,021.3	-5.9%	1,029.8	-68.4
Production	98.6	93.0	+6.0%	397.0	362.4	+9.5%	384.9	+12.1
<b>Net Sales</b>	<b>570.4</b>	<b>554.8</b>	+2.8%	<b>2,342.8</b>	<b>2,272.6</b>	+3.1%	<b>2,399.0</b>	-56.2
<b>Op. Profit</b> (% of Net Sales)	<b>46.0</b> 8.1%	<b>41.0</b> 7.4%	+12.3%	<b>241.4</b> 10.3%	<b>212.4</b> 9.3%	+13.7%	<b>241.8</b> 10.1%	-0.4

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

	3Q 2023 Actual	FY 2023 Projection
Office	+0.7%	+6.1%
Prosumer	-4.7%	-9.1%
Production	-1.3%	+2.5%
Total	-1.9%	-1.3%

## Unit Growth Rate Y/Y

	3Q 2023 Actual	FY 2023 Projection
Office MFDs	-13%	+7%



**imageRUNNER ADVANCE DX**  
**C3900 series**

Note: From 2023, a business, which was previously included in Others & Corporate and Office, was added to Prosumer, and the results of 2022 were reclassified to conform to the current presentation.

# Printing - Prosumer

- Lowered full-year projection to reflect weaker-than-expected market conditions
- Focus on hardware sales in fourth quarter, link to consumable sales from next year

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Office	240.5	228.6	+5.2%	984.4	888.9	+10.8%	984.3	+0.1
Prosumer	231.3	233.2	-0.8%	961.4	1,021.3	-5.9%	1,029.8	-68.4
Production	98.6	93.0	+6.0%	397.0	362.4	+9.5%	384.9	+12.1
<b>Net Sales</b>	<b>570.4</b>	<b>554.8</b>	+2.8%	<b>2,342.8</b>	<b>2,272.6</b>	+3.1%	<b>2,399.0</b>	-56.2
<b>Op. Profit</b>	<b>46.0</b>	<b>41.0</b>	+12.3%	<b>241.4</b>	<b>212.4</b>	+13.7%	<b>241.8</b>	-0.4
(% of Net Sales)	8.1%	7.4%		10.3%	9.3%		10.1%	

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

	3Q 2023 Actual	FY 2023 Projection
Office	+0.7%	+6.1%
Prosumer	-4.7%	-9.1%
Production	-1.3%	+2.5%
Total	-1.9%	-1.3%

## Unit Growth Rate Y/Y

	3Q 2023 Actual	FY 2023 Projection
LPs	-23%	-27%
IJPs	0%	-7%



Business inkjet printer  
Refillable ink tank model  
**GX5530**

Note: From 2023, a business, which was previously included in Others & Corporate and Office, was added to Prosumer, and the results of 2022 were reclassified to conform to the current presentation.

# Printing - Production

- 3Q: 10th consecutive quarter of year-on-year sales growth, driven by service revenue growth and yen depreciation
- 4Q: Aim to post record high quarterly sales of over 110 billion yen

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Office	240.5	228.6	+5.2%	984.4	888.9	+10.8%	984.3	+0.1
Prosumer	231.3	233.2	-0.8%	961.4	1,021.3	-5.9%	1,029.8	-68.4
Production	98.6	93.0	+6.0%	397.0	362.4	+9.5%	384.9	+12.1
<b>Net Sales</b>	<b>570.4</b>	<b>554.8</b>	+2.8%	<b>2,342.8</b>	<b>2,272.6</b>	+3.1%	<b>2,399.0</b>	-56.2
<b>Op. Profit</b> (% of Net Sales)	<b>46.0</b> 8.1%	<b>41.0</b> 7.4%	+12.3%	<b>241.4</b> 10.3%	<b>212.4</b> 9.3%	+13.7%	<b>241.8</b> 10.1%	-0.4

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

	3Q 2023	FY 2023
	Actual	Projection
Office	+0.7%	+6.1%
Prosumer	-4.7%	-9.1%
Production	-1.3%	+2.5%
Total	-1.9%	-1.3%



Large format graphics printer  
**Colorado M-series**

Note: From 2023, a business, which was previously included in Others & Corporate and Office, was added to Prosumer, and the results of 2022 were reclassified to conform to the current presentation.

# Imaging - Cameras

- Expanded sales also in 3Q, driven by new mirrorless camera products
- Expand mirrorless camera market share through synergy between camera bodies and lenses

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Cameras	138.7	132.1	+4.9%	551.5	509.7	+8.2%	569.1	-17.6
Network Cameras & Others	82.0	70.8	+15.8%	349.5	293.8	+19.0%	345.9	+3.6
<b>Net Sales</b>	<b>220.7</b>	<b>202.9</b>	<b>+8.7%</b>	<b>901.0</b>	<b>803.5</b>	<b>+12.1%</b>	<b>915.0</b>	<b>-14.0</b>
<b>Op. Profit</b> (% of Net Sales)	<b>40.2</b> 18.2%	<b>36.6</b> 18.0%	<b>+9.7%</b>	<b>156.2</b> 17.3%	<b>126.6</b> 15.8%	<b>+23.4%</b>	<b>151.8</b> 16.6%	<b>+4.4</b>

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

	3Q 2023 Actual	FY 2023 Projection
Cameras	-0.2%	+2.7%
NWCs & Others	+8.8%	+12.0%
Total	+2.9%	+6.1%

## Digital Interchangeable Lens Cameras (DILCs) Units (Millions) & Unit Growth Rate Y/Y

	3Q 2023 Actual		FY 2023 Projection	
	Units	% Change	Units	% Change
DILCs	0.74	+1%	2.90	+1%



**EOS R50**



**EOS R100**

First entry models in EOS R series



# Imaging – Network Cameras & Others

- Expanded hardware sales by enhancing product lineup and strengthening sales structure
- Maintain growth by strengthening development and sales of systems for managing and analyzing capture footage

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Cameras	138.7	132.1	+4.9%	551.5	509.7	+8.2%	569.1	-17.6
Network Cameras & Others	82.0	70.8	+15.8%	349.5	293.8	+19.0%	345.9	+3.6
<b>Net Sales</b>	<b>220.7</b>	<b>202.9</b>	<b>+8.7%</b>	<b>901.0</b>	<b>803.5</b>	<b>+12.1%</b>	<b>915.0</b>	<b>-14.0</b>
<b>Op. Profit</b>	<b>40.2</b>	<b>36.6</b>	<b>+9.7%</b>	<b>156.2</b>	<b>126.6</b>	<b>+23.4%</b>	<b>151.8</b>	<b>+4.4</b>
(% of Net Sales)	18.2%	18.0%		17.3%	15.8%		16.6%	

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

	3Q 2023 Actual	FY 2023 Projection
Cameras	-0.2%	+2.7%
NWCs & Others	+8.8%	+12.0%
Total	+2.9%	+6.1%

**milestone**  
Server-based video management



XProtect Image Server

**arcules**  
Cloud-based video management



**BriefCam**  
Video summarization  
Video analysis



**Three group companies linked to video management and analysis**

# Medical

- 3Q: Achieved 6th consecutive quarter of year-on-year sales growth, expanding sales in Japan and Europe
- 4Q: Aim to renew record high full-year performance for third year in a row, ensuring the high level of orders is converted into sales within the year

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
<b>Net Sales</b>	<b>132.4</b>	<b>126.1</b>	+5.0%	<b>561.8</b>	<b>513.3</b>	+9.4%	<b>576.2</b>	-14.4
<b>Op. Profit</b> (% of Net Sales)	<b>6.6</b> 5.0%	<b>6.4</b> 5.1%	+3.2%	<b>36.8</b> 6.6%	<b>31.0</b> 6.0%	+18.7%	<b>40.6</b> 7.0%	-3.8

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

	3Q 2023 Actual	FY 2023 Projection
Total	+1.3%	+5.9%



80-slice CT  
**Aquilion Serve**



Diagnostic ultrasound system  
**Aplio me**

# Industrial – Optical & Industrial Equip.

- Semiconductor lithography equipment: Sales plan, 189 units for full year, ensure installation is completed within year
- Panel manufacturing equipment: Prepare for second-half 2024 and beyond

(Billions of yen)

	3Q			Full Year				
	2023 Actual	2022 Actual	% Change	2023 Current Projection	2022 Actual	% Change	2023 Previous Projection	Amount Change
Optical Equipment	53.1	64.9	-18.2%	215.0	240.4	-10.6%	229.4	-14.4
Industrial Equipment	25.7	22.1	+16.4%	100.2	88.8	+12.9%	123.5	-23.3
<b>Net Sales</b>	<b>78.8</b>	<b>87.0</b>	-9.4%	<b>315.2</b>	<b>329.2</b>	-4.3%	<b>352.9</b>	-37.7
<b>Op. Profit</b>	<b>15.8</b>	<b>16.9</b>	-6.6%	<b>59.4</b>	<b>58.0</b>	+2.4%	<b>60.8</b>	-1.4
(% of Net Sales)	20.0%	19.4%		18.8%	17.6%		17.2%	

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

	3Q 2023 Actual	FY 2023 Projection
Opt. Equip.	-18.6%	-11.2%
Industrial Equip.	+15.6%	+12.1%
Total	-9.9%	-4.9%

## Lithography Equipment (Units)

	3Q 2023 Actual	3Q 2022 Actual	FY 2023 Projection	FY 2022 Actual
Semiconductor	50	50	189	176
FPD	1	15	28	51



Semiconductor lithography equipment for back-end process  
**FPA-5520iV**

# Inventory

- Inventory at end of September higher than end of June due to foreign exchange rate impact and build up of inventory for sales expansion in fourth quarter
- Significant decrease towards year end driven by sales expansion in fourth quarter

(Billions of yen)

		FY 2022				FY 2023		
		Mar.-end	Jun.-end	Sep.-end	Dec.-end	Mar.-end	Jun.-end	Sep.-end
Printing	Amt.	324.7	353.6	408.1	366.8	372.5	387.5	377.6
	Days	58	60	67	56	57	62	60
Imaging	Amt.	117.1	126.6	143.6	137.6	163.6	173.3	184.6
	Days	63	64	65	56	69	77	77
Medical	Amt.	120.5	129.4	137.7	128.3	136.3	143.1	150.9
	Days	89	100	103	85	88	102	107
Industrial	Amt.	117.8	133.8	137.4	124.0	133.0	140.0	142.8
	Days	131	166	152	124	154	187	170
Others & Corporate	Amt.	53.1	54.7	57.1	51.6	53.4	54.2	58.0
<b>Total</b>	<b>Amt.</b>	<b>733.2</b>	<b>798.1</b>	<b>883.9</b>	<b>808.3</b>	<b>858.8</b>	<b>898.1</b>	<b>913.9</b>
	<b>Days</b>	<b>73</b>	<b>78</b>	<b>81</b>	<b>69</b>	<b>74</b>	<b>82</b>	<b>82</b>

# Cash Flow

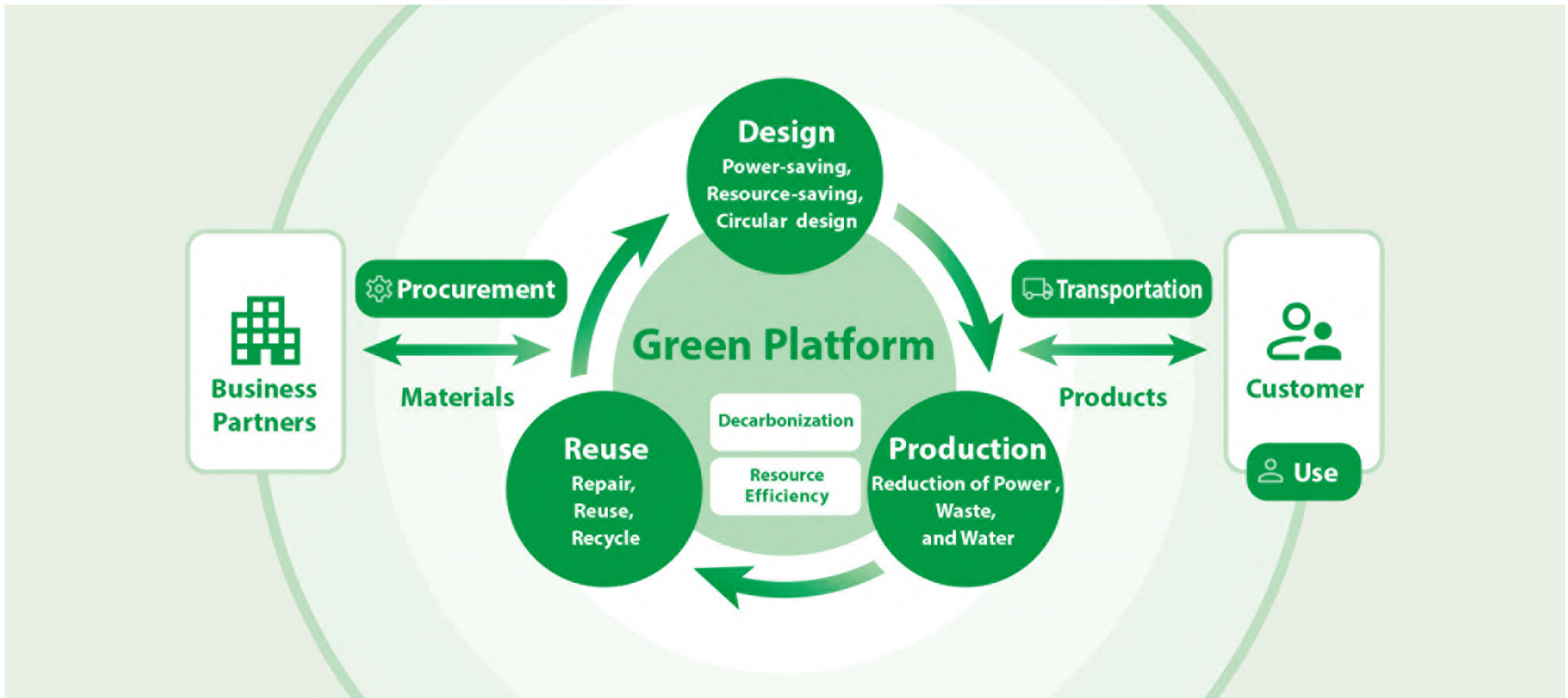
## (Full Year)

- Despite lowering projection, expect operating CF to be 500 billion yen, which is above last year
- 257 billion yen in growth investment, and stable and active shareholder return being carried out

(Billions of yen)	2023 Current Projection	2023 Previous Projection	FY 2022 Actual	FY 2021 Actual
Net cash provided by operating activities	500.0	633.0	262.6	451.0
Net cash used in investing activities	-257.0	-257.0	-180.8	-207.2
<b>Free cash flow</b>	<b>243.0</b>	<b>376.0</b>	<b>81.8</b>	<b>243.8</b>
Net cash provided by (used in) financing activities	-258.0	-384.0	-146.8	-267.4
Effect of exchange rate changes on cash and cash equivalents	17.9	3.9	25.7	17.3
Net change in cash and cash equivalents	2.9	-4.1	-39.3	-6.3
<b>Cash and cash equivalents at end of period</b>	<b>365.0</b>	<b>358.0</b>	<b>362.1</b>	<b>401.4</b>
<b>Cash-on-hand (In months of Net sales)</b>	<b>1.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.3</b>
Capital expenditure	225.0	240.0	183.3	179.0
Depreciation and amortization	240.0	240.0	226.5	221.2

# Sustainability Measures

- Aim to reduce burden on the environment throughout the entire product lifecycle through "Green Platform"



Aim to reduce CO2 emission in line with SBTi standards

Scope 1 and 2

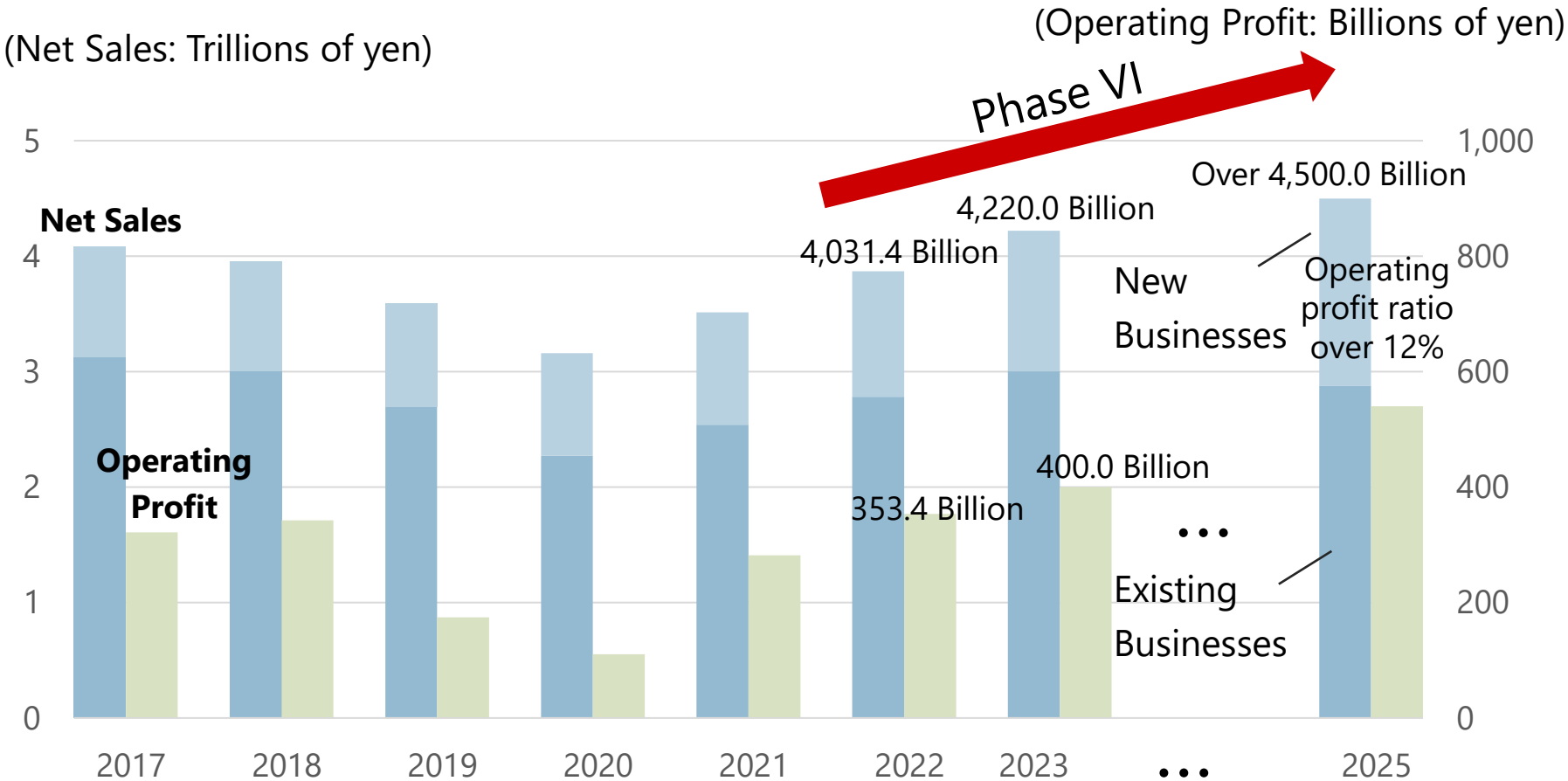
42% reduction

Scope 3

25% reduction

# Excellent Global Corporation Plan Phase VI

- Achieve 3rd consecutive year of sales and profit growth, and link this to achievement of 2025 targets



# Supplementary Information



# FY 2023 Financial Results by Business Unit

## (3Q 2023 Actual versus 3Q 2022 Actual)



(Billions of yen)		3Q		
		2023 Actual	2022 Actual	% Change
Printing	Net Sales	570.4	554.8	+2.8%
	Op. Profit	46.0	41.0	+12.3%
	(%)	(8.1%)	(7.4%)	
Imaging	Net Sales	220.7	202.9	+8.7%
	Op. Profit	40.2	36.6	+9.7%
	(%)	(18.2%)	(18.0%)	
Medical	Net Sales	132.4	126.1	+5.0%
	Op. Profit	6.6	6.4	+3.2%
	(%)	(5.0%)	(5.1%)	
Industrial	Net Sales	78.8	87.0	-9.4%
	Op. Profit	15.8	16.9	-6.6%
	(%)	(20.0%)	(19.4%)	
Others & Corporate	Net Sales	44.7	53.8	-16.8%
	Op. Profit	-25.5	-19.8	-
Eliminations	Net Sales	-21.8	-28.5	-
	Op. Profit	-0.5	0.3	-
Total	Net Sales	1,025.2	996.1	+2.9%
	Op. Profit	82.6	81.4	+1.5%
	(%)	(8.1%)	(8.2%)	

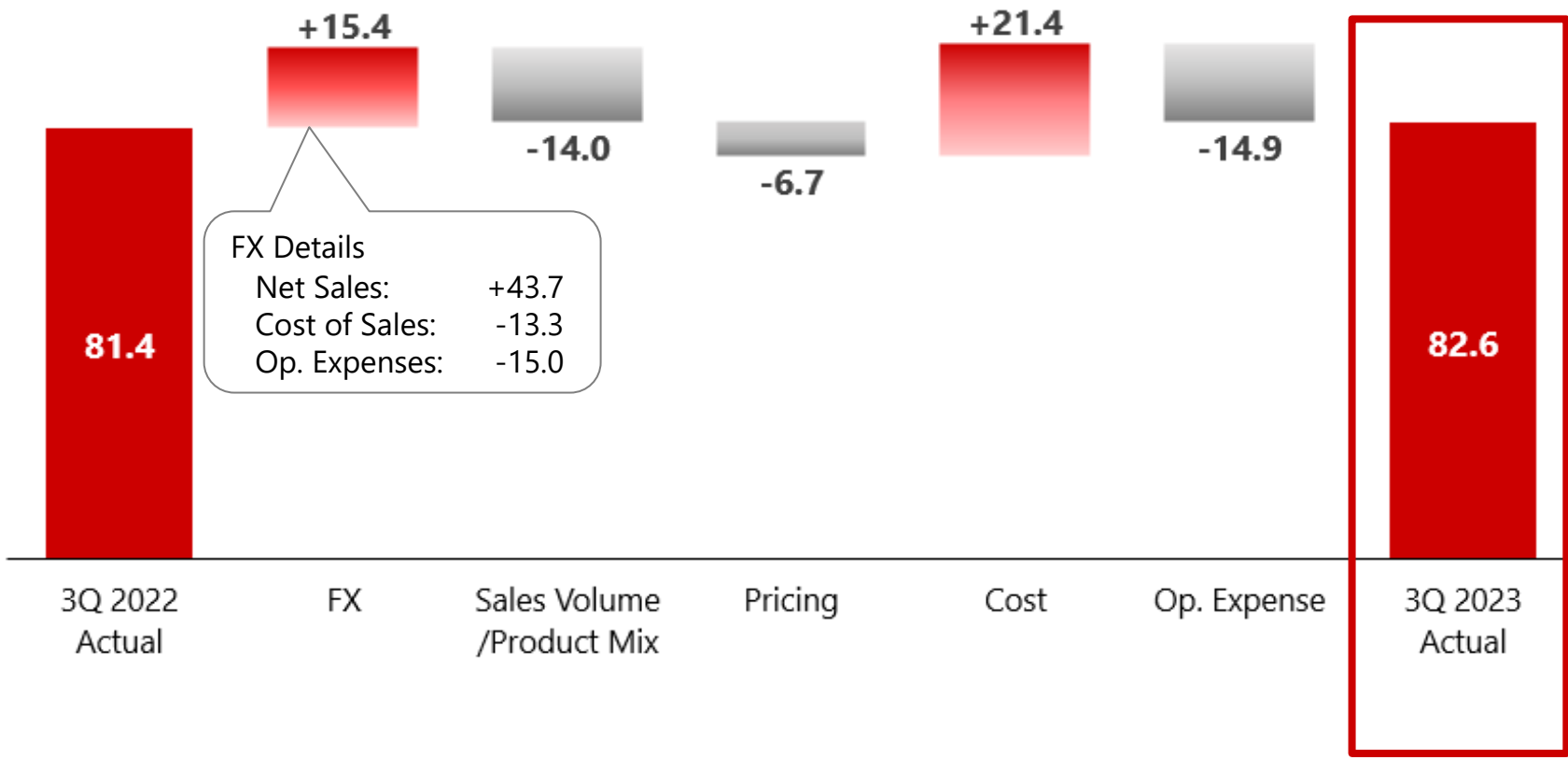
1Q-3Q		
2023 Actual	2022 Actual	% Change
1,703.4	1,632.4	+4.3%
156.0	160.5	-2.9%
(9.2%)	(9.8%)	
632.3	561.0	+12.7%
111.9	82.3	+35.9%
(17.7%)	(14.7%)	
389.6	362.5	+7.5%
17.9	21.1	-14.8%
(4.6%)	(5.8%)	
215.8	233.8	-7.7%
35.3	44.7	-21.0%
(16.3%)	(19.1%)	
141.4	157.1	-10.0%
-60.0	-52.9	-
-65.2	-72.6	-
-1.7	0.4	-
3,017.3	2,874.2	+5.0%
259.4	256.1	+1.3%
(8.6%)	(8.9%)	

Note: From the fourth quarter ending December 31, 2022, lithography equipment and industrial equipment, businesses that were included in Industry & Others, were classified as Industrial and the other businesses were added to corporate expenses. Additionally, from 2023, a business, which was previously included in Others & Corporate, was added to Printing, and the results of 2022 were reclassified to conform to the current presentation.

# FY 2023 Operating Profit Analysis

(3Q 2023 Actual versus 3Q 2022 Actual)

(Billions of yen)



# FY 2023 Financial Projection by Bus. Unit (Full Year)

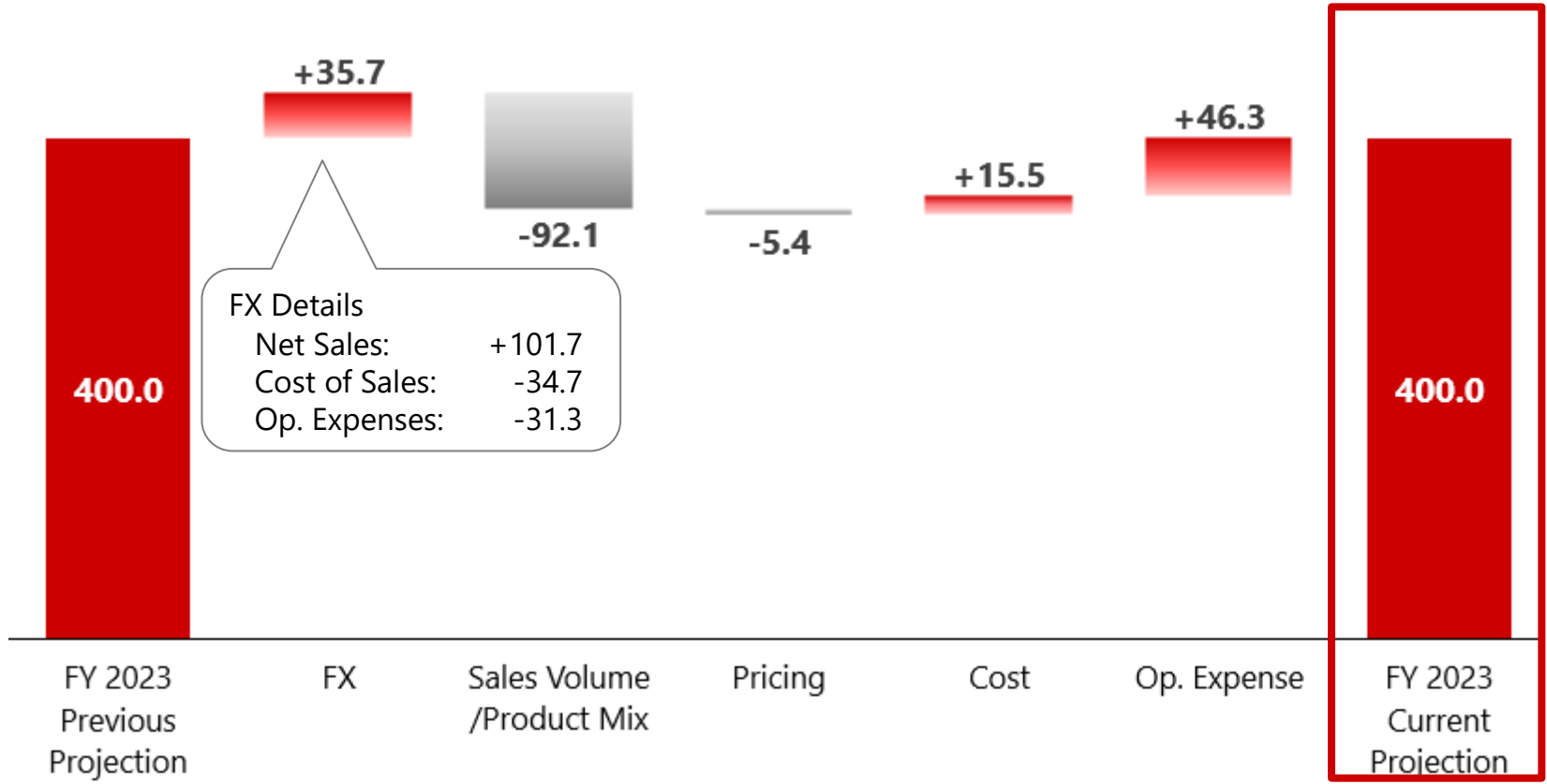
(Billions of yen)		FY 2023 Current Projection	FY 2022 Actual	% Change	FY 2023 Previous Projection	Amount Change
Printing	Net Sales	<b>2,342.8</b>	<b>2,272.6</b>	+3.1%	<b>2,399.0</b>	-56.2
	Op. Profit	<b>241.4</b>	<b>212.4</b>	+13.7%	<b>241.8</b>	-0.4
	(%)	<b>(10.3%)</b>	<b>(9.3%)</b>		<b>(10.1%)</b>	
Imaging	Net Sales	<b>901.0</b>	<b>803.5</b>	+12.1%	<b>915.0</b>	-14.0
	Op. Profit	<b>156.2</b>	<b>126.6</b>	+23.4%	<b>151.8</b>	+4.4
	(%)	<b>(17.3%)</b>	<b>(15.8%)</b>		<b>(16.6%)</b>	
Medical	Net Sales	<b>561.8</b>	<b>513.3</b>	+9.4%	<b>576.2</b>	-14.4
	Op. Profit	<b>36.8</b>	<b>31.0</b>	+18.7%	<b>40.6</b>	-3.8
	(%)	<b>(6.6%)</b>	<b>(6.0%)</b>		<b>(7.0%)</b>	
Industrial	Net Sales	<b>315.2</b>	<b>329.2</b>	-4.3%	<b>352.9</b>	-37.7
	Op. Profit	<b>59.4</b>	<b>58.0</b>	+2.4%	<b>60.8</b>	-1.4
	(%)	<b>(18.8%)</b>	<b>(17.6%)</b>		<b>(17.2%)</b>	
Others & Corporate	Net Sales	<b>194.3</b>	<b>212.3</b>	-8.5%	<b>224.8</b>	-30.5
	Op. Profit	<b>-92.5</b>	<b>-73.8</b>	-	<b>-94.3</b>	+1.8
Eliminations	Net Sales	<b>-95.1</b>	<b>-99.5</b>	-	<b>-104.9</b>	+9.8
	Op. Profit	<b>-1.3</b>	<b>-0.8</b>	-	<b>-0.7</b>	-0.6
Total	Net Sales	<b>4,220.0</b>	<b>4,031.4</b>	+4.7%	<b>4,363.0</b>	-143.0
	Op. Profit	<b>400.0</b>	<b>353.4</b>	+13.2%	<b>400.0</b>	0.0
	(%)	<b>(9.5%)</b>	<b>(8.8%)</b>		<b>(9.2%)</b>	

Note: From the fourth quarter ending December 31, 2022, lithography equipment and industrial equipment, businesses that were included in Industry & Others, were classified as Industrial and the other businesses were added to corporate expenses. Additionally, from 2023, a business, which was previously included in Others & Corporate, was added to Printing, and the results of 2022 were reclassified to conform to the current presentation.

# FY 2023 Operating Profit Analysis

(FY 2023 Current Projection versus Previous Projection)

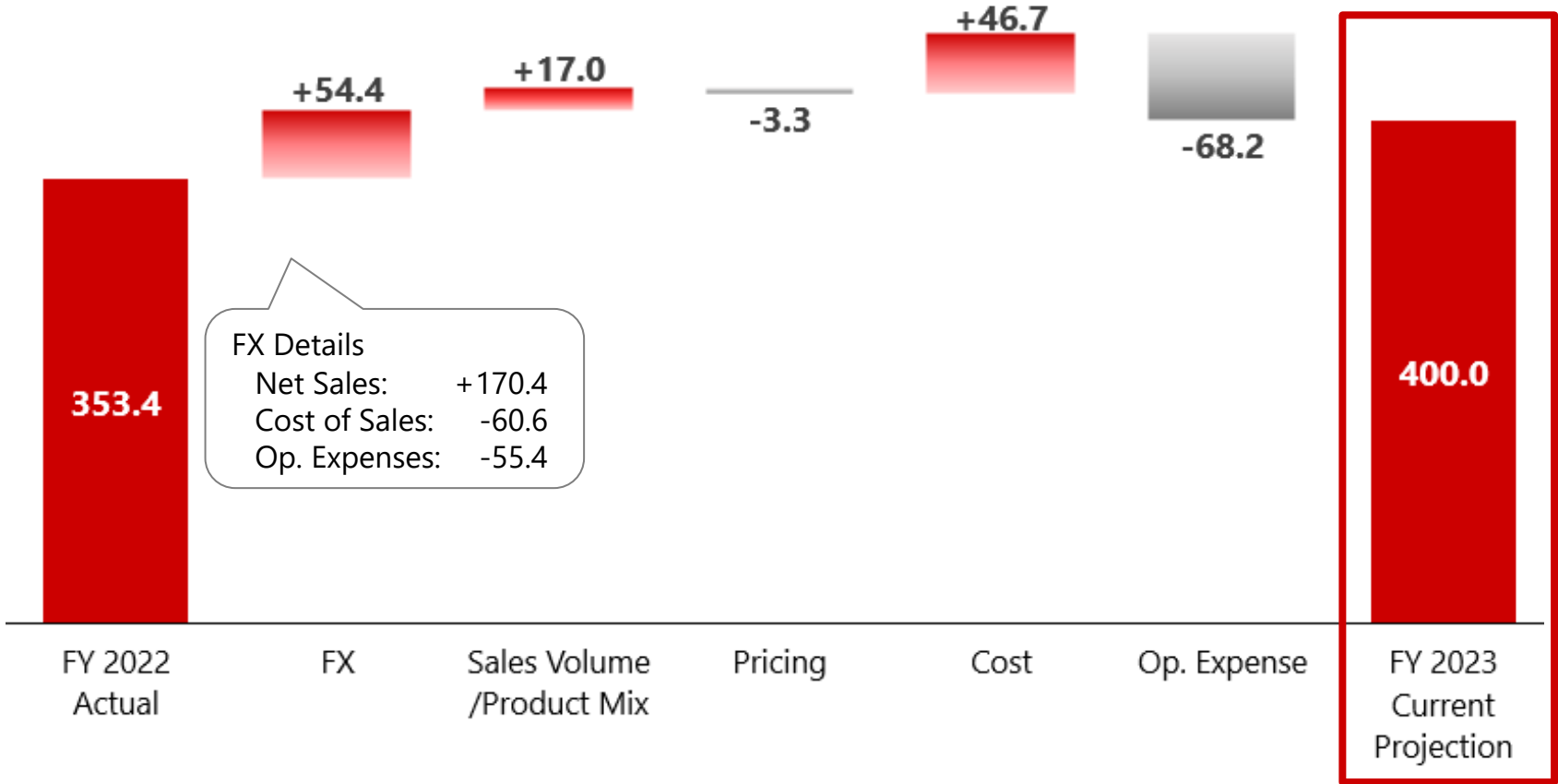
(Billions of yen)



# FY 2023 Operating Profit Analysis

(FY 2023 Current Projection versus FY 2022 Actual)

(Billions of yen)



## Printing – Net Sales Growth Rate Y/Y (Hardware & Non-hardware)

			FY 2023		FY 2022	
			3Q Actual	Full Year Projection	3Q Actual	Full Year Actual
<b>Office MFDs</b>	JPY	Hardware	-4%	+12%	+75%	+30%
		Non-hardware	+7%	+7%	+14%	+10%
	LC	Hardware	-9%	+7%	+54%	+17%
		Non-hardware	+2%	+2%	+3%	+2%
<b>LPs</b>	JPY	Hardware	-12%	-12%	+53%	+34%
		Non-hardware	+2%	-5%	-8%	+6%
	LC	Hardware	-16%	-16%	+32%	+19%
		Non-hardware	0%	-6%	-18%	-2%
<b>IJPs</b>	JPY	Hardware	-1%	-10%	+33%	+34%
		Non-hardware	+10%	+4%	-18%	-7%
	LC	Hardware	-6%	-14%	+17%	+21%
		Non-hardware	+3%	-1%	-27%	-15%
<b>Production</b>	JPY	Hardware	+3%	+10%	+46%	+30%
		Non-hardware	+8%	+9%	+29%	+23%
	LC	Hardware	-4%	+4%	+25%	+15%
		Non-hardware	0%	+2%	+12%	+10%

Note: From 2023, a business, which was previously included in Others & Corporate and Office MFDs, was added to IJPs, and the results of 2022 were reclassified to conform to the current presentation.

## Office/Prosumer - Net Sales by Product Category

(Billions of yen)

		FY 2023		FY 2022	
		3Q Actual	Full Year Projection	3Q Actual	Full Year Actual
<b>Office</b>	Office MFDs	151.5	620.7	149.7	567.8
	Others	89.0	363.7	78.9	321.1
		240.5	984.4	228.6	888.9
<b>Prosumer</b>	LPs	145.8	600.0	151.5	651.2
	IJPs	85.5	361.4	81.7	370.1
		231.3	961.4	233.2	1,021.3

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

	FY 2023		FY 2022	
	3Q Actual	Full Year Projection	3Q Actual	Full Year Actual
KrF	21	57	11	51
i-Line	29	132	39	125
Total	50	189	50	176

Note: From 2023, a business, which was previously included in Others & Corporate and Office MFDs, was added to IJPs, and the results of 2022 were reclassified to conform to the current presentation.