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# Canon Inc.

## FY 2021 Results

January 27, 2022  
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# Agenda

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# Key Message

## (FY 2021 Results)

- Significant growth in sales and profit from previous year, when performance declined due to COVID-19
- Profit significantly exceeded 2019 thanks to reforms, including business portfolio transformation, structural reforms, and organizing businesses by industry

(Billions of yen)	FY 2021 Actual	FY 2020 Actual	% Change	FY 2021 Previous Projection	Amount Change	FY 2019 Actual
<b>Net Sales</b>	<b>3,513.4</b>	<b>3,160.2</b>	+11.2%	<b>3,600.0</b>	-86.6	<b>3,593.3</b>
<b>Gross Profit</b> (% of Net Sales)	<b>1,627.8</b> 46.3%	<b>1,375.9</b> 43.5%	+18.3%	<b>1,637.0</b> 45.5%	-9.2	<b>1,610.0</b> 44.8%
<b>Op. Expenses</b> (% of Net Sales)	<b>1,345.9</b> 38.3%	<b>1,265.4</b> 40.0%		<b>1,365.0</b> 37.9%	+19.1	<b>1,435.6</b> 39.9%
<b>Op. Profit</b> (% of Net Sales)	<b>281.9</b> 8.0%	<b>110.5</b> 3.5%	+155.0%	<b>272.0</b> 7.6%	+9.9	<b>174.4</b> 4.9%
<b>IBT</b>	<b>302.7</b>	<b>130.3</b>	+132.4%	<b>298.0</b>	+4.7	<b>195.5</b>
<b>Net Income</b> (% of Net Sales)	<b>214.7</b> 6.1%	<b>83.3</b> 2.6%	+157.7%	<b>201.0</b> 5.6%	+13.7	<b>125.0</b> 3.5%
USD	109.93	106.68		109.49		109.03
EUR	129.94	122.07		129.92		122.03

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In 2021, we achieved significant sales and profit growth compared with last year when both were down significantly due to the impact of COVID-19.

Even though sales were significantly impacted by the unsettled situation surrounding COVID-19, production bases being shut down, and component and logistical constraints that became worse, profit significantly exceeded the pre-COVID level of 2019, thanks to past efforts to continuously improve business activities.

As a basic policy of our previous 5-year plan, we promoted business portfolio transformation. While we have begun to see signs of the laser printer market and camera market bottoming out, we are also seeing increasing growth potential in our 4 new businesses that is linked to COVID-19. And in addition to sales, they have come to contribute to our performance in terms of profit as well.

Additionally, even amid the lingering effects of COVID-19, by promoting the restructuring of sales organizations, mainly overseas, as well as production bases, we now have a structure in place where mature businesses such as office equipment and cameras can generate solid profit.

Last year, our business headquarters were broadly divided into four groups according to industry, and under unified responsibility and authority, the effective utilization of resources and the creation of synergies were achieved, resulting in greater-than-expected improvement.

# FY 2021 Financial Results by Business Unit

## (Full Year)

- Profitability of Printing and Imaging recovered to double-digit level
- Medical posted record high performance

(Billions of yen)		FY 2021 Actual	FY 2020 Actual	% Change	FY 2021 Previous Projection	Amount Change
Printing	Net Sales	<b>1,938.8</b>	<b>1,804.4</b>	+7.4%	<b>2,006.4</b>	-67.6
	Op. Profit	<b>225.7</b>	<b>147.1</b>	+53.4%	<b>226.0</b>	-0.3
	(%)	<b>(11.6%)</b>	<b>(8.2%)</b>		<b>(11.3%)</b>	
Imaging	Net Sales	<b>653.5</b>	<b>541.3</b>	+20.7%	<b>671.6</b>	-18.1
	Op. Profit	<b>78.7</b>	<b>5.7</b>	+1,273.8%	<b>69.9</b>	+8.8
	(%)	<b>(12.0%)</b>	<b>(1.1%)</b>		<b>(10.4%)</b>	
Medical	Net Sales	<b>480.4</b>	<b>436.1</b>	+10.2%	<b>466.3</b>	+14.1
	Op. Profit	<b>29.4</b>	<b>25.2</b>	+16.5%	<b>27.7</b>	+1.7
	(%)	<b>(6.1%)</b>	<b>(5.8%)</b>		<b>(5.9%)</b>	
Industrial & Others	Net Sales	<b>545.7</b>	<b>461.5</b>	+18.2%	<b>562.2</b>	-16.5
	Op. Profit	<b>44.3</b>	<b>20.5</b>	+116.0%	<b>38.9</b>	+5.4
	(%)	<b>(8.1%)</b>	<b>(4.4%)</b>		<b>(6.9%)</b>	
Corporate & Eliminations	Net Sales	<b>-105.0</b>	<b>-83.1</b>	-	<b>-106.5</b>	+1.5
	Op. Profit	<b>-96.2</b>	<b>-88.0</b>	-	<b>-90.5</b>	-5.7
Total	Net Sales	<b>3,513.4</b>	<b>3,160.2</b>	+11.2%	<b>3,600.0</b>	-86.6
	Op. Profit	<b>281.9</b>	<b>110.5</b>	+155.0%	<b>272.0</b>	+9.9
	(%)	<b>(8.0%)</b>	<b>(3.5%)</b>		<b>(7.6%)</b>	

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If you look at the performance of our Business Units, you see that sales and profit were up for all 4 groups.

As for Printing and Imaging, profitability recovered to a solid double-digit level, despite the impact of supply shortages.

As for Medical, sales and profit were both at record highs, thanks to expanded sales of mainly CT systems used to diagnose pneumonia.

As for Industrial & Others, sales and profit increased, reflecting strong demand for semiconductor lithography equipment, and the capturing of demand for FPD lithography and OLED vacuum deposition equipment in a consistent manner.

# FY 2022 Financial Projection (Full Year)



- Continued high economic growth despite concerns about spread of Omicron
- Inflationary trend to continue as time is needed for parts and logistical constraints to improve
- Double-digit sales growth by resolving backorders and thanks to over 1 trillion yen in new business sales
- Significant growth in profit, supported by strong profit structure built through past reforms

(Billions of yen)	FY 2022 Projection	FY 2021 Actual	% Change	
<b>Net Sales</b>	<b>3,870.0</b>	<b>3,513.4</b>	+10.2%	
<b>Gross Profit</b> (% of Net Sales)	<b>1,767.8</b> 45.7%	<b>1,627.8</b> 46.3%	+8.6%	
<b>Op. Expenses</b> (% of Net Sales)	<b>1,435.8</b> 37.1%	<b>1,345.9</b> 38.3%		
<b>Op. Profit</b> (% of Net Sales)	<b>332.0</b> 8.6%	<b>281.9</b> 8.0%	+17.8%	
<b>IBT</b>	<b>360.0</b>	<b>302.7</b>	+18.9%	
<b>Net Income</b> (% of Net Sales)	<b>245.0</b> 6.3%	<b>214.7</b> 6.1%	+14.1%	
USD	112.00	109.93		
EUR	130.00	129.94		

Impact of exchange rate movement (Annual impact given a one yen change)		
	Net Sales	Op. Profit
USD	12.0 billion yen	4.0 billion yen
EUR	6.2 billion yen	3.0 billion yen

As for exchange rates, we assumed 112 yen to the U.S. dollar and 130 yen to the euro.

As for the global situation this year, although there is concern about the Omicron variant spreading, we expect the economy to grow at a fast pace of 4.4%, following last year's 5.9%, which reflects significant recovery since the economy bottomed out from the impact of COVID-19 in 2020. Currently, the most important issues are the component and logistical constraints, which are expected to gradually improve. However, it will take a significant amount of time before the gap between supply and demand disappears, and for the time being, the inflationary trend due to shortages is expected to continue.

This year will be an important second year for us as we aim to make a further leap forward towards achieving the goals set out in our 5-year plan. In this regard, although it is difficult to foresee the future due to the prolonged components and logistics constraints, we are steadily switching to substitute parts, and expect to see a gradual improvement after bottoming out in the first quarter. Due to supply constraints last year, we currently have a large number of backorders, which will take a considerable amount of time to fill. However, in addition to putting all our efforts into product supply and linking this to sales, we will also aggressively invest in the sales of new businesses to achieve 1 trillion yen in new business sales for the first time. Overall, our aim is to grow sales 10.2% to 3 trillion 870.0 billion yen.

As for profit, based on the solid structure that was built through continuous efforts to improve business activities, we expect significant growth, including a 17.8% increase in operating profit to 332.0 billion yen and a 14.1% increase in net income to 245.0 billion.

## FY 2022 Financial Projection by Business Unit **Canon** (Full Year)

- All 4 groups post sales and profit growth
- Printing, Imaging, and Industrial & Others achieve double-digit profitability
- Medical posts record high performance second year in a row

(Billions of yen)		2022 Projection	2021 Actual	% Change
Printing	Net Sales	<b>2,181.3</b>	<b>1,938.8</b>	+12.5%
	Op. Profit	<b>237.3</b>	<b>225.7</b>	+5.1%
	(%)	<b>(10.9%)</b>	<b>(11.6%)</b>	
Imaging	Net Sales	<b>732.6</b>	<b>653.5</b>	+12.1%
	Op. Profit	<b>84.4</b>	<b>78.7</b>	+7.2%
	(%)	<b>(11.5%)</b>	<b>(12.0%)</b>	
Medical	Net Sales	<b>486.6</b>	<b>480.4</b>	+1.3%
	Op. Profit	<b>35.2</b>	<b>29.4</b>	+19.6%
	(%)	<b>(7.2%)</b>	<b>(6.1%)</b>	
Industrial & Others	Net Sales	<b>581.7</b>	<b>545.7</b>	+6.6%
	Op. Profit	<b>61.6</b>	<b>44.3</b>	+39.0%
	(%)	<b>(10.6%)</b>	<b>(8.1%)</b>	
Corporate & Eliminations	Net Sales	<b>-112.2</b>	<b>-105.0</b>	-
	Op. Profit	<b>-86.5</b>	<b>-96.2</b>	-
Total	Net Sales	<b>3,870.0</b>	<b>3,513.4</b>	+10.2%
	Op. Profit	<b>332.0</b>	<b>281.9</b>	+17.8%
	(%)	<b>(8.6%)</b>	<b>(8.0%)</b>	

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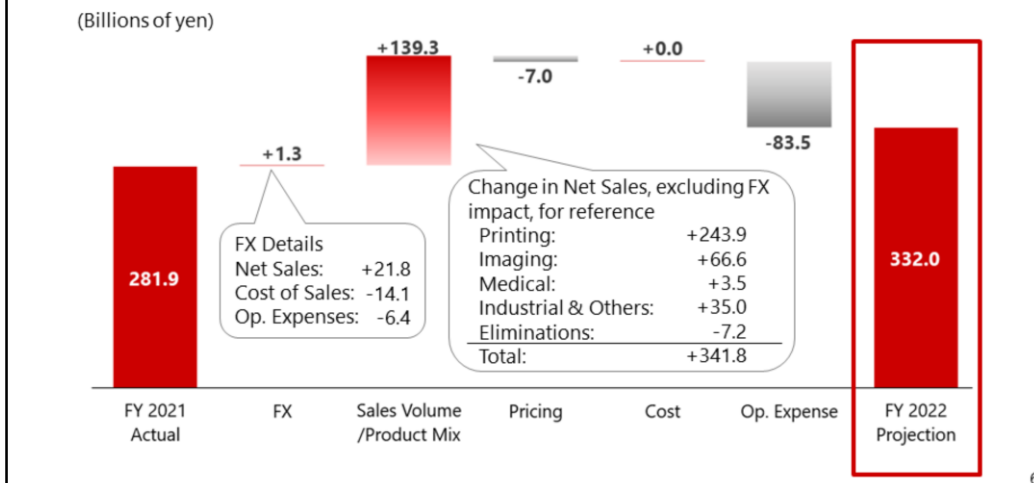
Taking a look at the situation of each Business Unit, you see that we expect all 4 of our groups to post sales and profit growth.

As for Printing and Imaging, in keeping with last year, we will maintain solid double-digit profitability. For Medical, we will work to set new highs in sales and profit following our record performance last year by strengthening our sales structure. And for Industrial & Others, we will increase production capacity to capture strong demand with the aim of achieving significant profit growth.

# FY 2022 Operating Profit Analysis

(FY 2022 Projection versus FY 2021 Actual)

- Printing, Imaging, and lithography equipment post unit sales growth
- Expense ratio improves 1.2 points despite increases in expenses to expand sales and R&D spending



Next, factors impacting operating profit.

As for sales volume, changes in Printing and Imaging as well as the expected increase in semiconductor lithography equipment unit sales due to strong demand, are projected to contribute significantly to an increase in profit.

As for price reduction, we will limit our actions to those necessary to expand business performance based on the balance between supply and demand.

As for cost reduction, we expect component costs to remain at a high level due to a procurement environment that is expected to remain severe. However, we will work to fully offset the overall impact on profit through improved production capacity utilization rates thanks to increased volumes.

As for expenses, although we project increases in marketing expenses to expand sales and R&D expenses for new business growth, we will work to limit our expense ratio to 37.1%, an improvement of 1.2 points from last year.

- 2021 - Market continued to recover despite delay caused by renewed surge in COVID-19 cases
- 2022 - Aiming to grow sales at a double-digit rate by expanding sales of mid- and high-speed equipment and services

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Office	757.1	723.0	+4.7%	785.4	-28.3	868.5	+14.7%
Prosumer	892.5	830.9	+7.4%	934.9	-42.4	1,001.9	+12.3%
Production	289.2	250.5	+15.4%	286.1	+3.1	310.9	+7.5%
<b>Net Sales</b>	<b>1,938.8</b>	<b>1,804.4</b>	+7.4%	<b>2,006.4</b>	-67.6	<b>2,181.3</b>	+12.5%
<b>Op. Profit</b>	<b>225.7</b>	<b>147.1</b>	+53.4%	<b>226.0</b>	-0.3	<b>237.3</b>	+5.1%
(% of Net Sales)	11.6%	8.2%		11.3%		10.9%	

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

	FY 2021 Actual	FY 2022 Projection
Office	+1.6%	+14.2%
Prosumer	+3.8%	+11.7%
Production	+10.1%	+6.8%
Total	+3.8%	+11.9%

### Unit Growth Rate Y/Y

	FY 2021 Actual	FY 2022 Projection
Office MFDs	+4%	+15%



**imageRUNNER ADVANCE DX series  
C5800**

7-1

As for the printing equipment market, demand for printers suitable for home-use remained high, due to the steady adoption of remote working. Additionally, in 2022, we expect demand for MFDs to recover as we see continuing increase in the number of people returning to traditional offices. Furthermore, the market size in 2022 is expected to increase from the previous year, as the supply shortage gradually eases.

In 2021, although our performance was affected by the tight supply of products, due to component shortages and plant shutdowns, both sales and profit increased from the previous year, thanks to strong printer sales and a recovery in sales of MFDs. Additionally, our operating profit ratio returned to a double-digit level, exceeding the pre-COVID level of 2019. In 2022, we will work to further increase sales and profit by focusing on product supply.



- 2021 - Market continued to recover despite delay caused by renewed surge in COVID-19 cases
- 2022 - Aiming to grow sales at a double-digit rate by expanding sales of mid- and high-speed equipment and services

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Office	757.1	723.0	+4.7%	785.4	-28.3	868.5	+14.7%
Prosumer	892.5	830.9	+7.4%	934.9	-42.4	1,001.9	+12.3%
Production	289.2	250.5	+15.4%	286.1	+3.1	310.9	+7.5%
<b>Net Sales</b>	<b>1,938.8</b>	<b>1,804.4</b>	+7.4%	<b>2,006.4</b>	-67.6	<b>2,181.3</b>	+12.5%
<b>Op. Profit</b>	<b>225.7</b>	<b>147.1</b>	+53.4%	<b>226.0</b>	-0.3	<b>237.3</b>	+5.1%
(% of Net Sales)	11.6%	8.2%		11.3%		10.9%	

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

	FY 2021 Actual	FY 2022 Projection
Office	+1.6%	+14.2%
Prosumer	+3.8%	+11.7%
Production	+10.1%	+6.8%
Total	+3.8%	+11.9%

### Unit Growth Rate Y/Y

	FY 2021 Actual	FY 2022 Projection
Office MFDs	+4%	+15%



**imageRUNNER ADVANCE DX series  
C5800**

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As for office MFDs, in the United States, some large corporations are further delaying their plans to have people return to the office. Due to this and other factors, it will take some time for service revenue to recover. However, we expect print volume to recover to more than 80% of pre-COVID levels in 2022.

As for hardware, demand is strong due to the expected full-fledged reopening of offices. In particular, we have received a large number of orders from customers for the imageRUNNER ADVANCE DX C5800 and C3800 series that were redesigned last year to enhance basic features, such as quiet operation and ease of maintenance. Due to tight supplies we have a large number of backorders. As such, we will strive to ensure sufficient supply to meet demand and increase sales volume in 2022. In line with the delayed reopening of corporate offices, we will focus on sales of medium- and high-speed equipment to improve our product mix. Through this, and also increased service revenue, we will aim for double-digit revenue growth.

- 2021 - Product supply shortages worsened due to decline in capacity utilization rates of production sites
- 2022 - Expand MIF and consumable sales

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Office	757.1	723.0	+4.7%	785.4	-28.3	868.5	+14.7%
Prosumer	892.5	830.9	+7.4%	934.9	-42.4	1,001.9	+12.3%
Production	289.2	250.5	+15.4%	286.1	+3.1	310.9	+7.5%
<b>Net Sales</b>	<b>1,938.8</b>	<b>1,804.4</b>	<b>+7.4%</b>	<b>2,006.4</b>	<b>-67.6</b>	<b>2,181.3</b>	<b>+12.5%</b>
<b>Op. Profit</b>	<b>225.7</b>	<b>147.1</b>	<b>+53.4%</b>	<b>226.0</b>	<b>-0.3</b>	<b>237.3</b>	<b>+5.1%</b>
(% of Net Sales)	11.6%	8.2%		11.3%		10.9%	

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

	FY 2021 Actual	FY 2022 Projection
Office	+1.6%	+14.2%
Prosumer	+3.8%	+11.7%
Production	+10.1%	+6.8%
Total	+3.8%	+11.9%

**Unit Growth Rate Y/Y**

	FY 2021 Actual	FY 2022 Projection
LPs	-11%	+38%
IJPs	-17%	+34%



Refillable ink tank model

**GX7030**

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In 2021, we were unable to sell the volume of laser and inkjet printers that we were targeting as we could not supply enough product due to such factors as lower capacity utilization rates of production sites in Southeast Asia, resulting from the re-expansion of COVID, and the impact of component shortages and logistics constraints. However, due to product supply shortages, selling prices remained at a high level. Additionally, thanks to a significant recovery in laser printer consumable sales, overall sales were above last year.

As for demand, which is strong due to the adoption of remote working as well as the economic recovery, backorders are at a high level. In 2022, we will first work to ensure a stable supply of product through such measures as the use of substitute parts and parallel production at multiple sites.

In addition, we will provide competitive products in response to diversification in where people work, for example in the home or at remote or satellite offices. By expanding our lineup of laser printers that combine a high level of basic performance with space-saving features and strengthening our lineup of refillable ink tank printers, we will not only aggressively expand sales of printer hardware, but also our market share.

- Market shows solid recovery, nears pre-COVID level in 2022
- In addition to expanding sales through improvement in product features, will also post solid growth in service revenue

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Office	757.1	723.0	+4.7%	785.4	-28.3	868.5	+14.7%
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Production	289.2	250.5	+15.4%	286.1	+3.1	310.9	+7.5%
<b>Net Sales</b>	<b>1,938.8</b>	<b>1,804.4</b>	+7.4%	<b>2,006.4</b>	-67.6	<b>2,181.3</b>	+12.5%
<b>Op. Profit</b> (% of Net Sales)	<b>225.7</b> 11.6%	<b>147.1</b> 8.2%	+53.4%	<b>226.0</b> 11.3%	-0.3	<b>237.3</b> 10.9%	+5.1%

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

	FY 2021 Actual	FY 2022 Projection
Office	+1.6%	+14.2%
Prosumer	+3.8%	+11.7%
Production	+10.1%	+6.8%
Total	+3.8%	+11.9%



High-speed cut-sheet inkjet printer

**varioPRINT iX series**

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The growing digital commercial printing market is showing healthy recovery from its COVID-induced contraction and is expected to approach the pre-COVID level of 2019 in 2022.

In 2021, we received a large number of orders and achieved significant sales growth as printers like our varioPRINT iX series of high-speed cut-sheet inkjet printers, which have improved image quality, productivity, and media compatibility, were highly evaluated by printing companies for their quality of printed materials and total cost of ownership.

In 2022, we aim to significantly increase units sales by further improving the functions of all products, including continuous-feed presses, cut-sheet machines, and large-format printers. We will also make further improvement in profitability as service revenue is also on the rise due to increasing MIF.

- 2021 - Significant improvement in Imaging profitability
- 2022 - Market expected to grow 5% to 5.65 million units
- Capture growing demand for high-quality image expression, strengthening EOS R system

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Cameras	433.1	347.7	+24.6%	440.6	-7.5	479.2	+10.6%
Network Cameras & Others	220.4	193.6	+13.8%	231.0	-10.6	253.4	+15.0%
<b>Net Sales</b>	<b>653.5</b>	<b>541.3</b>	<b>+20.7%</b>	<b>671.6</b>	<b>-18.1</b>	<b>732.6</b>	<b>+12.1%</b>
<b>Op. Profit</b>	<b>78.7</b>	<b>5.7</b>	<b>+1,273.8%</b>	<b>69.9</b>	<b>+8.8</b>	<b>84.4</b>	<b>+7.2%</b>
(% of Net Sales)	12.0%	1.1%		10.4%		11.5%	

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

	FY 2021 Actual	FY 2022 Projection
	Cameras	+18.1%
NWCs & Others	+9.5%	+13.7%
Total	+15.0%	+11.0%

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

	FY 2021 Actual		FY 2022 Projection	
	Units	% Change	Units	% Change
DILCs	2.74	-1%	3.00	+10%



EOS R5 C

10-1

In 2020, cameras, which are a core component of the imaging group, saw significant decline in unit sales due to the impact of COVID-19. As a result, we posted a temporary decline in the profitability of this group. However, profitability recovered to a normal double-digit level in 2021.

Cameras are not the only component of our imaging business. It also covers a wider range of businesses, including the input of visual information using lenses and sensors, and also the provision of solutions utilizing this input. In order to further expand our business in the future, we will not only expand sales of network cameras, but also leverage the optical technology we have cultivated over the years and actively invest in the development of new businesses such as automotive sensors and XR.

As for camera demand, despite concerns that it would shrink significantly due to the pandemic, demand remained relatively strong. This reflects a number of factors, including an increase in the number of people using their extra leisure time to capture videos and photos in the home and disseminating them online, and the impact made by new full-frame mirrorless cameras released by each company.

As for the size of the market in 2021, although it shrank by 200 thousand units, due to the insufficient supply of products by each company, it was still 5.4 million units.

Our unit sales in 2021 totaled 2.74 million units, 20 thousand units fewer than in 2020, also due to the insufficient supply of products, particularly entry-class cameras. However, for the EOS R5 and EOS R6, sales volumes and price levels remained stable, despite them being in the market for more than a year. Additionally, unit sales of our RF lens lineup, which was expanded to 26 lenses through the addition of 8 new products, increased substantially, thanks to their synergy with cameras.

- 2021 - Significant improvement in Imaging profitability
- 2022 - Market expected to grow 5% to 5.65 million units
- Capture growing demand for high-quality image expression, strengthening EOS R system

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Cameras	433.1	347.7	+24.6%	440.6	-7.5	479.2	+10.6%
Network Cameras & Others	220.4	193.6	+13.8%	231.0	-10.6	253.4	+15.0%
<b>Net Sales</b>	<b>653.5</b>	<b>541.3</b>	<b>+20.7%</b>	<b>671.6</b>	<b>-18.1</b>	<b>732.6</b>	<b>+12.1%</b>
<b>Op. Profit</b>	<b>78.7</b>	<b>5.7</b>	<b>+1,273.8%</b>	<b>69.9</b>	<b>+8.8</b>	<b>84.4</b>	<b>+7.2%</b>
(% of Net Sales)	12.0%	1.1%		10.4%		11.5%	

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

	FY 2021 Actual	FY 2022 Projection
	Cameras	+18.1%
NWCs & Others	+9.5%	+13.7%
Total	+15.0%	+11.0%

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

	FY 2021 Actual		FY 2022 Projection	
	Units	% Change	Units	% Change
DILCs	2.74	-1%	3.00	+10%



EOS R5 C

10-2

We have been expanding our core product lineup by increasing the number of highly profitable EOS R systems over the years. As a result, the sustained profitability of the camera business has increased significantly, resulting in an overall 25% increase in camera sales and a significant improvement in profitability in 2021.

In 2022, the size of the camera market is expected to be 5.65 million units, a 5% increase over 2021, which takes into account the carryover from 2021 due to supply shortages.

In order to capture the growing need for high-quality image expression, we will continue to further strengthen the cameras and the RF lenses of the EOS R system.

Earlier this month, we introduced the EOS R5 C, a hybrid cinema camera, to further capture growing demand for video. The EOS R5 C is an easy to carry around compact and lightweight model that offers further enhancement in video performance over the EOS R5, enabling long-time shooting of high-quality images at 8K and 60 frames per second.

As for RF lenses, we will work to increase unit sales of our lineup, which currently consists of 26 models, through further synergy with cameras.

Through the timely launch of products that expand the range of choices available to users, we will maintain high profitability by increasing sales and improving our product mix.

- Network camera market returning to original growth trend
- Promote enhancement of solutions, aiming to also grow at double-digit rate in 2022

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Cameras	433.1	347.7	+24.6%	440.6	-7.5	479.2	+10.6%
Network Cameras & Others	220.4	193.6	+13.8%	231.0	-10.6	253.4	+15.0%
<b>Net Sales</b>	<b>653.5</b>	<b>541.3</b>	<b>+20.7%</b>	<b>671.6</b>	<b>-18.1</b>	<b>732.6</b>	<b>+12.1%</b>
<b>Op. Profit</b> (% of Net Sales)	<b>78.7</b> 12.0%	<b>5.7</b> 1.1%	<b>+1,273.8%</b>	<b>69.9</b> 10.4%	<b>+8.8</b>	<b>84.4</b> 11.5%	<b>+7.2%</b>

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

	FY 2021		FY 2022	
	Actual	Projection	Actual	Projection
Cameras	+18.1%	+9.6%		
NWCs & Others	+9.5%	+13.7%		
Total	+15.0%	+11.0%		

11

In 2021, the network camera market moved closer to going back to its original growth path as the economy normalized. And in 2022, we expect the market to continue growing as component shortages gradually ease, and also due to growing diversity in the way network cameras are being used, from surveillance to marketing, and process control in factories.

In 2021, we achieved 14% sales growth as we leveraged strengths existing within the Group, including network cameras, video management systems, and video analytic solutions. And in 2022, we plan to grow again at a double-digit rate.

With the aim of future growth, we will strive to expand solutions that meet customer needs, such as avoiding face-to-face contact due to the prolonged coronavirus crisis, automating production at plants, and introducing DX that utilizes facial recognition technology.

- 2021 - Achieved record high sales and profit, mainly thanks to expanded sales of CT systems
- 2022 - Maximize sales through continued focus on supplying products and strengthening sales capability in the United States

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
<b>Net Sales</b>	<b>480.4</b>	<b>436.1</b>	+10.2%	<b>466.3</b>	+14.1	<b>486.6</b>	+1.3%
<b>Op. Profit</b> (% of Net Sales)	<b>29.4</b> 6.1%	<b>25.2</b> 5.8%	+16.5%	<b>27.7</b> 5.9%	+1.7	<b>35.2</b> 7.2%	+19.6%

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

	FY 2021 Actual	FY 2022 Projection
Total	+7.9%	+0.7%



MRI



Ultrasound Diagnostic Equipment

While medical institutions around the world were busy dealing with COVID-19, particularly at the beginning of the year, the market for diagnostic imaging equipment gradually recovered, thanks to a steady resumption of normal operation such as medical examination and diagnosis, and we expect this trend to continue in 2022.

In 2021, sales of CT systems grew significantly, in part, thanks to support funds provided by the Japanese government. In addition to this, we posted sales growth in MRI systems and X-ray angiography systems, capturing recovering demand for these systems. As a result, we were able to achieve record sales and profit, even in the face of product shortages.

In 2022, to further expand sales, particularly in the United States where we have recorded 6 consecutive quarters of year-on-year growth, we will continue efforts to overhaul our sales organization as well as restart efforts to expand our sales force, which was postponed due to the coronavirus crisis. Through these measures, we aim to enter into and win business negotiations with medical institutions that we had not been able to approach before.

As component shortages and logistical challenges are expected to continue during the first half of the fiscal year, we will continue efforts to maximize sales, with a sustained focus on product supply, utilizing government support for procuring semiconductors.

Regarding the management issue of profitability, in addition to an increase in hardware sales, we can expect growth in service revenue thanks to the significant expansion of CT system sales last year. In addition to this, we will launch new products such as CT and MRI systems that incorporate key parts made in-house to reduce costs, in order to raise our operating profit ratio to 7.2%.

# Industrial & Others – Lithography Equipment

- Significant growth in semiconductor lithography equipment unit sales amid strong demand
- Solid demand for FPD lithography equipment. Planning for sales to be 58 units in 2022

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Lithography Equipment	213.7	142.5	+49.9%	216.5	-2.8	242.6	+13.5%
Industrial Equipment	121.8	132.4	-8.0%	128.7	-6.9	106.1	-12.9%
Others	210.2	186.6	+12.7%	217.0	-6.8	233.0	+10.8%
<b>Net Sales</b>	<b>545.7</b>	<b>461.5</b>	<b>+18.2%</b>	<b>562.2</b>	<b>-16.5</b>	<b>581.7</b>	<b>+6.6%</b>
<b>Op. Profit</b> (% of Net Sales)	<b>44.3</b> 8.1%	<b>20.5</b> 4.4%	<b>+116.0%</b>	<b>38.9</b> 6.9%	<b>+5.4</b>	<b>61.6</b> 10.6%	<b>+39.0%</b>

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

	FY 2021 Actual	FY 2022 Projection
	Litho. Equip.	+48.4%
Industrial Equip.	-8.2%	-12.9%
Total	+17.3%	+6.4%

## Lithography Equipment (Units)

	FY 2021 Actual	FY 2022 Projection
	Semiconductor	140
FPD	67	58



Semiconductor lithography equipment  
**FPA-6300ES6a**

13-1

Demand for devices related to our industrial group, such as semiconductors and displays, is progressively growing amid the COVID-19 crisis.

Under strong demand for these devices, in 2021, we increased the sales and significantly grew the profit of our production equipment, even amid ongoing travel restrictions to customer sites. And in 2022, we aim to further raise sales and profit.



# Industrial & Others – Lithography Equipment Canon

- Significant growth in semiconductor lithography equipment unit sales amid strong demand
- Solid demand for FPD lithography equipment. Planning for sales to be 58 units in 2022

	Full Year					(Billions of yen) Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Lithography Equipment	213.7	142.5	+49.9%	216.5	-2.8	242.6	+13.5%
Industrial Equipment	121.8	132.4	-8.0%	128.7	-6.9	106.1	-12.9%
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<b>Op. Profit</b> (% of Net Sales)	<b>44.3</b> 8.1%	<b>20.5</b> 4.4%	<b>+116.0%</b>	<b>38.9</b> 6.9%	<b>+5.4</b>	<b>61.6</b> 10.6%	<b>+39.0%</b>

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

	FY 2021	FY 2022
	Actual	Projection
Litho. Equip.	+48.4%	+13.4%
Industrial Equip.	-8.2%	-12.9%
Total	+17.3%	+6.4%

## Lithography Equipment (Units)

	FY 2021	FY 2022
	Actual	Projection
Semiconductor	140	189
FPD	67	58



Semiconductor  
lithography equipment  
**FPA-6300ES6a**

13-2

In 2021, the semiconductor device market reached 500 billion dollars for the first time, and going forward, is expected to continue growing. Additionally, the market for semiconductor lithography equipment is expected to grow as countries around the world are in the process of attracting semiconductor plants for reasons of economic and national security.

Under these market conditions, our sales of semiconductor lithography equipment in 2021 increased by 18 units to 140 units, thanks to our meticulous support and the recognized competitiveness of our products. And in 2022, we are planning for a further increase in sales of 49 units to 189 units. We are already working to secure production personnel, mainly from within the Canon Group. On top of this, we will work to strengthen our production system by expanding clean rooms in anticipation of future demand growth.

As for FPD lithography equipment, our sales in 2021 increased by 35 units to 67 units as progress was made in installing equipment that was delayed due to COVID-19. In 2022, we expect the market to be solid. Under this outlook, we expect to maintain a high level of sales, posting 58 unit sales for the full year.

- Lower sales of OLED vacuum deposition equipment due to panel manufacturers ascertain investment timing

(Billions of yen)

	Full Year					Full Year	
	2021 Actual	2020 Actual	% Change	2021 Previous Projection	Amount Change	2022 Projection	% Change
Lithography Equipment	213.7	142.5	+49.9%	216.5	-2.8	242.6	+13.5%
Industrial Equipment	121.8	132.4	-8.0%	128.7	-6.9	106.1	-12.9%
Others	210.2	186.6	+12.7%	217.0	-6.8	233.0	+10.8%
<b>Net Sales</b>	<b>545.7</b>	<b>461.5</b>	+18.2%	<b>562.2</b>	-16.5	<b>581.7</b>	+6.6%
<b>Op. Profit</b>	<b>44.3</b>	<b>20.5</b>	+116.0%	<b>38.9</b>	+5.4	<b>61.6</b>	+39.0%
(% of Net Sales)	8.1%	4.4%		6.9%		10.6%	

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

	FY 2021 Actual	FY 2022 Projection
Litho. Equip.	+48.4%	+13.4%
Industrial Equip.	-8.2%	-12.9%
Total	+17.3%	+6.4%



OLED vacuum deposition equipment

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The OLED panel market is expected to grow at an annual rate of over 10% in terms of area. However, due to delay in the full-fledged rollout of 5G, the next-generation communications standard, reflecting the impact of COVID-19, the replacement of smartphones has not progressed, and panel manufacturers are assessing the timing of investment.

Sales of our OLED vacuum deposition equipment in 2022 are expected to remain below the previous year's level as was the case in 2021. However, in preparation for the resumption of investment, we will not only work to maintain our overwhelming competitiveness in the field of small- and medium-sized panels, but also continue the development of equipment for large-sized panels.

- End of 2021 - Work-in-process and product inventory in transit to sales companies increased
- 2022 - Expect inventory level to come down thanks to easing of parts and logistical constraints

(Billions of yen)

		FY 2020				FY 2021			
		Mar.-end	Jun.-end	Sep.-end	Dec.-end	Mar.-end	Jun.-end	Sep.-end	Dec.-end
Printing	Amt.	238.6	233.3	227.9	216.7	237.3	232.0	269.2	285.5
	Days	42	49	50	42	45	44	52	53
Imaging	Amt.	115.4	104.6	100.2	90.1	98.7	94.0	98.4	101.4
	Days	68	89	77	50	54	54	55	55
Medical	Amt.	97.5	100.1	97.2	92.3	99.8	101.8	108.5	109.1
	Days	84	91	89	77	75	79	87	82
Industrial & Others	Amt.	149.1	165.7	192.4	163.7	160.0	161.3	160.2	154.5
	Days	146	188	213	132	103	112	109	100
<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>636.3</b>	<b>650.6</b>
	<b>Days</b>	<b>63</b>	<b>76</b>	<b>79</b>	<b>60</b>	<b>61</b>	<b>62</b>	<b>68</b>	<b>66</b>

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Inventory at the end of 2021 increased from the end of September. This mainly reflects increases in work-in-process and product inventories in-transit to sales companies, which was a result of efforts to recover from product supply shortages caused by difficulties in procuring parts and declines in the capacity utilization rates of production sites. Although inventory was 650.6 billion yen, an increase of 14.3 billion yen mainly linked to Printing, our inventory turnover ratio improved by 2 days, thanks to increased sales associated with recovery in production.

In 2022, both work-in-process and in-transit product inventories are expected to decline as production normalizes and the problem of parts shortages and logistical constraints are resolved. As for finished goods, amidst strong demand, we expect to maintain the appropriate level of inventory and firmly link this to sales.

# Cash Flow

## (Full Year)

- Operating cash flow progressively improving, thanks to recovery in performance from COVID crisis
- Invest in growth and strengthen financial constitution by repaying debt

(Billions of yen)	FY 2022 Projection	FY 2021 Actual	FY 2020 Actual
Net cash provided by operating activities	495.0	451.1	333.8
Net cash used in investing activities	-240.0	-207.3	-155.4
<b>Free cash flow</b>	<b>255.0</b>	<b>243.8</b>	<b>178.4</b>
Net cash provided by (used in) financing activities	-253.5	-267.4	-183.4
Effect of exchange rate changes on cash and cash equivalents	-2.9	17.3	-0.1
Net change in cash and cash equivalents	-1.4	-6.3	-5.1
<b>Cash and cash equivalents at end of period</b>	<b>400.0</b>	<b>401.4</b>	<b>407.7</b>
<b>Cash-on-hand (In months of Net sales)</b>	<b>1.2</b>	<b>1.3</b>	<b>1.4</b>
Capital expenditure	210.0	179.0	161.7
Depreciation & amortization	230.0	221.2	227.8

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In 2021, amidst significant recovery in our performance from the pandemic, operating cash flow increased and free cash flow was 243.8 billion yen, significantly exceeding that of 2020. Additionally, we worked to strengthen our financial constitution by prioritizing the repayment of debt based on cash that was accumulated. At the same time, we took steps to return profits to shareholders through a planned dividend increase.

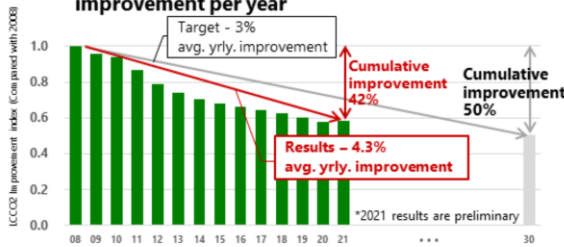
In 2022, in addition to expanding profit, we expect to further improve operating cash flow through improvement in working capital, including inventory. Though we plan to increase capital investment for growth, with stable cash flow, we will also work to swiftly repay debt and secure 400 billion yen in cash, which is the same as last year.

As for return to shareholders, our basic policy is to provide a stable and active return, mainly in the form of dividends, comprehensively taking into consideration medium- to long-term profit forecasts, planned future investments, and cash flow. As for this year's dividend, we are planning to pay 100 yen per share, the same as last year.

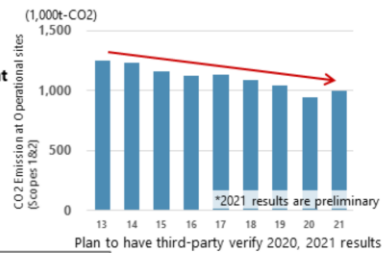
■ **Established Sustainability Headquarters, reformulated and clearly stated “Approach to Sustainability”**

✓ **Environment:** Aim for net-zero CO2 emissions by 2050 across entire product lifecycle

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



2. Total CO2 emission:  
Reduction of 20% from 2013 (Global)



✓ **Society:** Formulated “Canon Group Human Rights Policy”

- Formulated group-wide policy based on UN Guiding Principles on Business and Human Rights
- In line with policy, identified human rights risks in 2021

Canon Group

Human Rights Policy

1. Respect for Human Rights
2. Human Rights Due Diligence
3. Grievance Mechanism
4. Awareness Training
5. Dialogue with Stakeholders

In 2021, we established a division for the promotion of sustainability. Through the Sustainability Headquarters, we have reformulated and clearly stated our approach to sustainability, which is based on kyosei, the corporate philosophy we have followed since 1988.

As for the environment, we declared our goal to achieve net zero CO2 emissions in the entire product lifecycle in 2050

Our goal of achieving an average 3% improvement in lifecycle CO2 emissions per product every year, has slowed slightly due to an increase in supply chain emissions caused by logistical disruptions. However, this is expected to accelerate once the disruptions have calmed down. As for the 2030 target we set to achieve a cumulative 50% improvement in lifecycle CO2 emissions per product compared to 2008, we have already reached 42%. And in terms of total CO2 emissions from business activities, we have already achieved a 20% reduction compared to 2013, which is Japan's target base year. Going forward as well, we will continue to develop and sell compact, lightweight, and energy-saving products and promote energy conservation activities at our production sites.

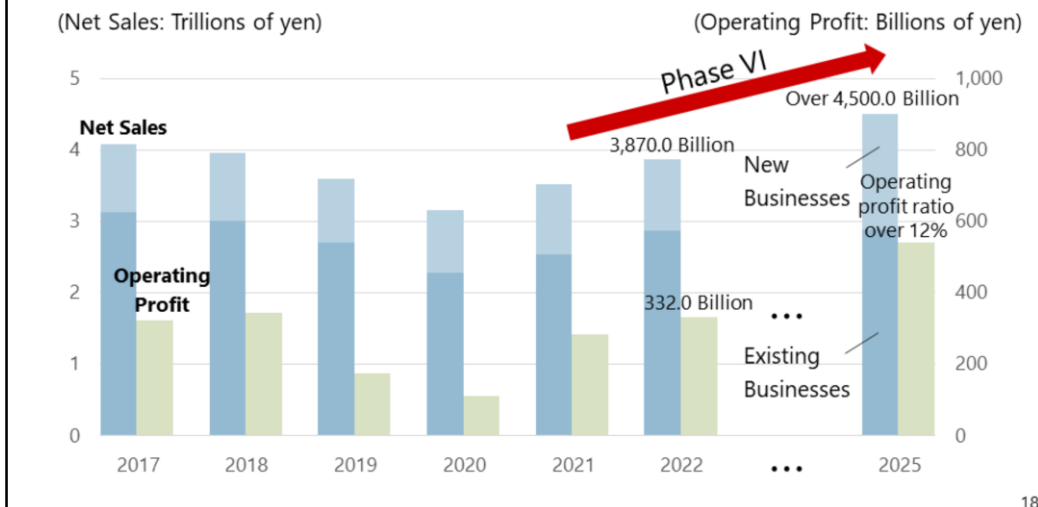
On the social front, we formulated the Canon Group Human Rights Policy based on the Guiding Principles on Business & Human Rights established by the United Nations. On the basis of this policy, last year, with regard to human rights due diligence, we identified potential human rights risks in our business activities. And this year, we will take measures to mitigate such risks.

With regard to grievance mechanism, on our website, we provide a way to receive reports on human rights from stakeholders. Going forward, we will take steps to strengthen our grievance mechanism so that if a report is received, necessary corrective and preventive measures can be taken promptly.

This year as well, the Sustainability Headquarters and business divisions will work together to develop initiatives to realize a sustainable society.

# Excellent Global Corporation Plan Phase VI

- 2021 – Profit exceeded pre-COVID level of 2019
- 2022 – Accelerate growth to achieve 2025 targets



Last year, which was the first year of our 5-year initiative, “Phase VI of the Global Excellent Corporation Plan,” was a good start, with profit exceeding pre-COVID 2019, even amid the impact of product supply shortages.

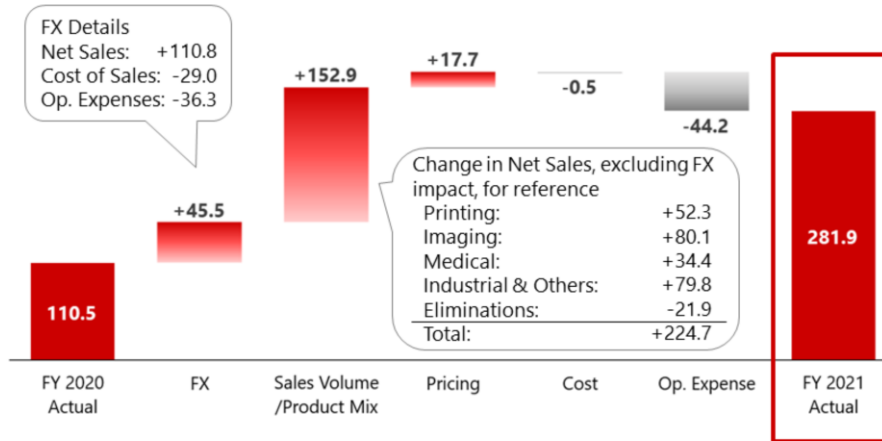
This year, in the second year of our plan, we will work to accelerate growth in order to achieve our 2025 targets. We will facilitate this by increasing 2022 sales at a double-digit rate and achieving further growth in profit.

## Supplementary Information

# FY 2021 Operating Profit Analysis

(FY 2021 Actual versus FY 2020 Actual)

(Billions of yen)

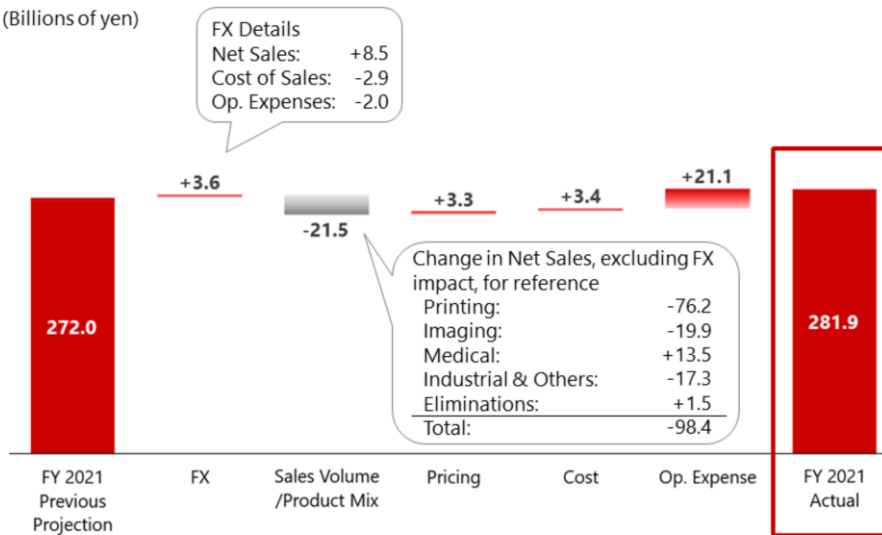




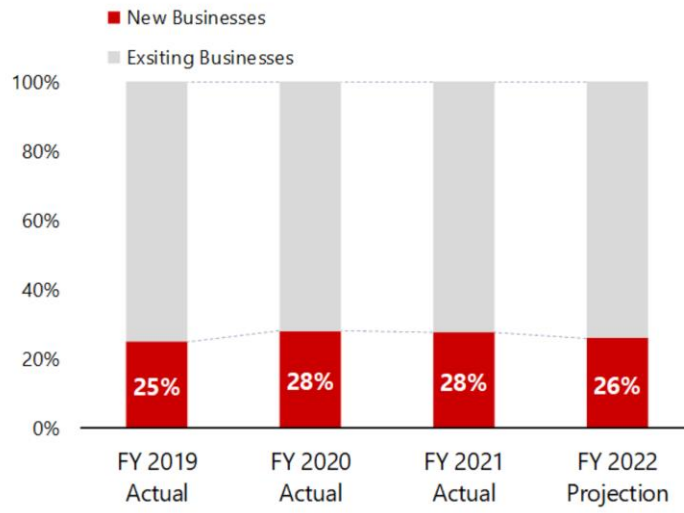
# FY 2021 Operating Profit Analysis

(FY 2021 Actual versus FY 2021 Previous Projection)

(Billions of yen)



# Change in New Businesses Sales Composition Ratio



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

			FY 2022	FY 2021		FY 2020	
			Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
<b>Office MFDs</b>	JPY	Hardware	+27%	-7%	+7%	-9%	-21%
		Non-hardware	+14%	+6%	+3%	-18%	-20%
	LC	Hardware	+27%	-12%	+3%	-10%	-20%
		Non-hardware	+13%	+2%	0%	-18%	-20%
<b>LPs</b>	JPY	Hardware	+35%	+22%	+2%	-15%	-21%
		Non-hardware	+2%	-5%	+17%	-6%	-19%
	LC	Hardware	+35%	+15%	-1%	-14%	-20%
		Non-hardware	+2%	-10%	+14%	-4%	-18%
<b>IJPs</b>	JPY	Hardware	+23%	-2%	+6%	+14%	+15%
		Non-hardware	+3%	-14%	-2%	0%	+7%
	LC	Hardware	+21%	-7%	+2%	+14%	+16%
		Non-hardware	+2%	-18%	-6%	0%	+8%
<b>Production</b>	JPY	Hardware	+14%	+14%	+18%	-14%	-22%
		Non-hardware	+4%	+17%	+14%	-9%	-15%
	LC	Hardware	+13%	+7%	+13%	-13%	-21%
		Non-hardware	+3%	+10%	+9%	-9%	-14%

**Office/Prosumer - Net Sales by Product Category**

(Billions of yen)

		FY 2022	FY 2021		FY 2020	
		Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
<b>Office</b>	Office MFDs	573.5	127.8	478.4	127.5	456.7
	Others	295.0	76.1	278.7	67.9	266.3
		868.5	203.9	757.1	195.4	723.0
<b>Prosumer</b>	LPs	639.5	147.7	563.1	141.6	504.4
	IJPs	362.4	84.0	329.4	92.5	326.5
		1,001.9	231.7	892.5	234.1	830.9

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

		FY 2022	FY 2021		FY 2020	
		Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
DILC Ratio						
	Net Sales *	92%	91%	90%	88%	87%
	Units	83%	75%	70%	69%	65%
DCC Units (Millions)		0.60	0.24	1.15	0.46	1.48

\* Net Sales includes interchangeable lenses

**Semiconductor Lithography Equipment - Unit Breakdown by Light Source**

		FY 2022	FY 2021		FY 2020	
		Full Year Projection	4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
	KrF	45	15	38	10	25
	i-Line	144	36	102	29	97
	Total	189	51	140	39	122

**Office MFDs/LPs - Color Ratio**

		FY 2021		FY 2020	
		4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
<b>Office MFDs</b>	Net Sales	60%	60%	60%	59%
	Units	63%	59%	60%	59%
<b>LPs</b>	Net Sales	48%	51%	51%	51%
	Units	14%	16%	21%	21%

**Office MFDs - Net Sales Growth Rate Y/Y (Monochrome & Color)**

		FY 2021		FY 2020	
		4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
JPY	Monochrome	0%	+4%	-16%	-22%
	Color	0%	+5%	-13%	-19%
LC	Monochrome	-4%	0%	-16%	-22%
	Color	-5%	+1%	-13%	-19%

**Office MFDs/LPs - Unit Sales Growth Rate Y/Y (Monochrome & Color)**

		FY 2021		FY 2020	
		4Q Actual	Full Year Actual	4Q Actual	Full Year Actual
<b>Office MFDs</b>	Monochrome	-23%	+3%	-11%	-18%
	Color	-9%	+5%	-2%	+14%
<b>LPs</b>	Monochrome	+12%	-5%	-5%	-17%
	Color	-35%	-31%	-3%	-15%

4Q 2021

# FY 2021 Financial Results

## (4Q 2021)



(Billions of yen)	4Q 2021 Actual	4Q 2020 Actual	% Change
<b>Net Sales</b>	<b>955.4</b>	<b>945.7</b>	+1.0%
<b>Gross Profit</b> (% of Net Sales)	<b>437.9</b> 45.8%	<b>414.3</b> 43.8%	+5.7%
<b>Op. Expenses</b> (% of Net Sales)	<b>362.5</b> 37.9%	<b>338.1</b> 35.7%	
<b>Op. Profit</b> (% of Net Sales)	<b>75.4</b> 7.9%	<b>76.2</b> 8.1%	-1.1%
<b>IBT</b>	<b>71.6</b>	<b>80.2</b>	-10.8%
<b>Net Income</b> (% of Net Sales)	<b>59.8</b> 6.3%	<b>53.6</b> 5.7%	+11.6%
USD	113.72	104.50	
EUR	130.07	124.53	

# FY 2021 Financial Results by Business Unit (4Q 2021)

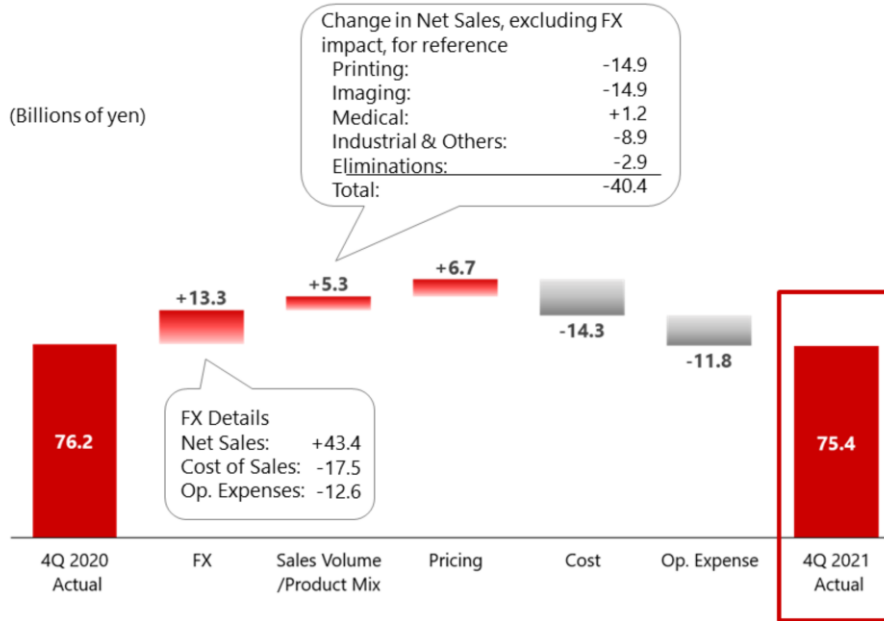


(Billions of yen)		4Q 2021 Actual	4Q 2020 Actual	% Change
Printing	Net Sales	<b>520.7</b>	<b>503.1</b>	+3.5%
	Op. Profit	<b>48.4</b>	<b>55.4</b>	-12.5%
	(%)	<b>(9.3%)</b>	<b>(11.0%)</b>	
Imaging	Net Sales	<b>181.3</b>	<b>185.3</b>	-2.2%
	Op. Profit	<b>21.9</b>	<b>23.8</b>	-8.0%
	(%)	<b>(12.1%)</b>	<b>(12.9%)</b>	
Medical	Net Sales	<b>128.5</b>	<b>122.8</b>	+4.6%
	Op. Profit	<b>8.2</b>	<b>10.3</b>	-20.0%
	(%)	<b>(6.4%)</b>	<b>(8.4%)</b>	
Industrial & Others	Net Sales	<b>152.7</b>	<b>159.4</b>	-4.2%
	Op. Profit	<b>18.2</b>	<b>7.3</b>	+150.6%
	(%)	<b>(11.9%)</b>	<b>(4.6%)</b>	
Corporate & Eliminations	Net Sales	<b>-27.8</b>	<b>-24.9</b>	-
	Op. Profit	<b>-21.3</b>	<b>-20.6</b>	-
Total	Net Sales	<b>955.4</b>	<b>945.7</b>	+1.0%
	Op. Profit	<b>75.4</b>	<b>76.2</b>	-1.1%
	(%)	<b>(7.9%)</b>	<b>(8.1%)</b>	



# FY 2021 Operating Profit Analysis

(4Q 2021 Actual versus 4Q 2020 Actual)



# Printing / Imaging (4Q 2021)



## Printing

(Billions of yen)

	4Q		
	2021 Actual	2020 Actual	% Change
Office	203.9	195.4	+4.4%
Prosumer	231.7	234.1	-1.0%
Production	85.1	73.6	+15.6%
<b>Net Sales</b>	<b>520.7</b>	<b>503.1</b>	<b>+3.5%</b>
<b>Op. Profit</b>	<b>48.4</b>	<b>55.4</b>	<b>-12.5%</b>
(% of Net Sales)	9.3%	11.0%	

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

	4Q 2021 Actual
Office	+0.3%
Prosumer	-6.4%
Production	+9.1%
Total	-1.5%

### Unit Growth Rate Y/Y

	4Q 2021 Actual
Office MFDs	-15%
LPs	+2%
IIPs	-16%

## Imaging

(Billions of yen)

	4Q		
	2021 Actual	2020 Actual	% Change
Cameras	124.9	129.3	-3.4%
Network Cameras & Others	56.4	56.0	+0.8%
<b>Net Sales</b>	<b>181.3</b>	<b>185.3</b>	<b>-2.2%</b>
<b>Op. Profit</b>	<b>21.9</b>	<b>23.8</b>	<b>-8.0%</b>
(% of Net Sales)	12.1%	12.9%	

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

	4Q 2021 Actual
Cameras	-9.9%
NWCs & Others	-5.3%
Total	-8.6%

### Units (Millions) & Unit Growth Rate Y/Y

	4Q 2021 Actual	
	Units	% Change
DILCs	0.71	-29%

# Medical / Industrial & Others

(4Q 2021)



## Medical

(Billions of yen)

	4Q		
	2021 Actual	2020 Actual	% Change
<b>Net Sales</b>	<b>128.5</b>	<b>122.8</b>	+4.6%
<b>Op. Profit</b>	<b>8.2</b>	<b>10.3</b>	-20.0%
(% of Net Sales)	6.4%	8.4%	

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

	4Q 2021 Actual
Total	+1.0%

## Industrial & Others

(Billions of yen)

	4Q		
	2021 Actual	2020 Actual	% Change
Lithography Equipment	<b>65.9</b>	<b>60.6</b>	+8.6%
Industrial Equipment	<b>29.4</b>	<b>46.1</b>	-36.2%
Others	<b>57.4</b>	<b>52.7</b>	+9.2%
<b>Net Sales</b>	<b>152.7</b>	<b>159.4</b>	-4.2%
<b>Op. Profit</b>	<b>18.2</b>	<b>7.3</b>	+150.6%
(% of Net Sales)	11.9%	4.6%	

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

	4Q 2021 Actual
Litho. Equip.	+7.1%
Industrial Equip.	-36.6%
Total	-5.3%

### Lithography Equipment (Units)

	4Q 2021 Actual
Semiconductor	51
FPD	15