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# Canon Inc.

## First Quarter 2019 Results

April 24, 2019  
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# Agenda

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# Our Current Situation

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## **Steady progress in transforming business portfolio**

- Created four new business pillars through M&A since 2005
- New businesses expected to grow this year as well
- Raising new business ratio to 25% of total sales

## **Multiple changes in external environment leading to stagnant performance, but new businesses are showing reliable growth**

⇒ Further accelerate transformation of business portfolio, linking this to recovery from next year on

## External environment

- Economic slowdown centered in China and Europe
- Ongoing depreciation of euro and other currencies compared to last year

## Business environment

- Accelerated pace of camera market contraction
- Continued restraint in customer investment in regard to industrial equipment

**⇒ Sales and profits declined, reflecting last year's high profitability and this year's lower sales volume, partially offset by lower expenses**

# FY 2019 Financial Results

## (1Q 2019 Actual versus 1Q 2018 Actual)

- Compared to last year: Double-digit decline in sales and profits due to lower sales of cameras and industrial equipment as well as currency impact

(Billions of yen)	1Q 2019 Actual	1Q 2018 Actual	% Change
<b>Net Sales</b>	<b>864.5</b>	<b>960.7</b>	-10.0%
<b>Gross Profit</b> (% of Net Sales)	<b>390.4</b> 45.2%	<b>444.7</b> 46.3%	-12.2%
<b>Op. Expenses</b>	<b>350.0</b>	<b>367.6</b>	
<b>Op. Profit</b> (% of Net Sales)	<b>40.4</b> 4.7%	<b>77.1</b> 8.0%	-47.6%
<b>Non-operating Income</b>	<b>5.7</b>	<b>8.7</b>	
<b>IBT</b>	<b>46.1</b>	<b>85.8</b>	-46.2%
<b>Net Income</b> (% of Net Sales)	<b>31.3</b> 3.6%	<b>57.1</b> 5.9%	-45.2%
USD	110.31	108.03	
EURO	125.17	133.10	

# FY 2019 Financial Results by Business Unit

(1Q 2019 Actual versus 1Q 2018 Actual)

- Decline in sales and profits of all business units, in particular Imaging System and Industry & Others

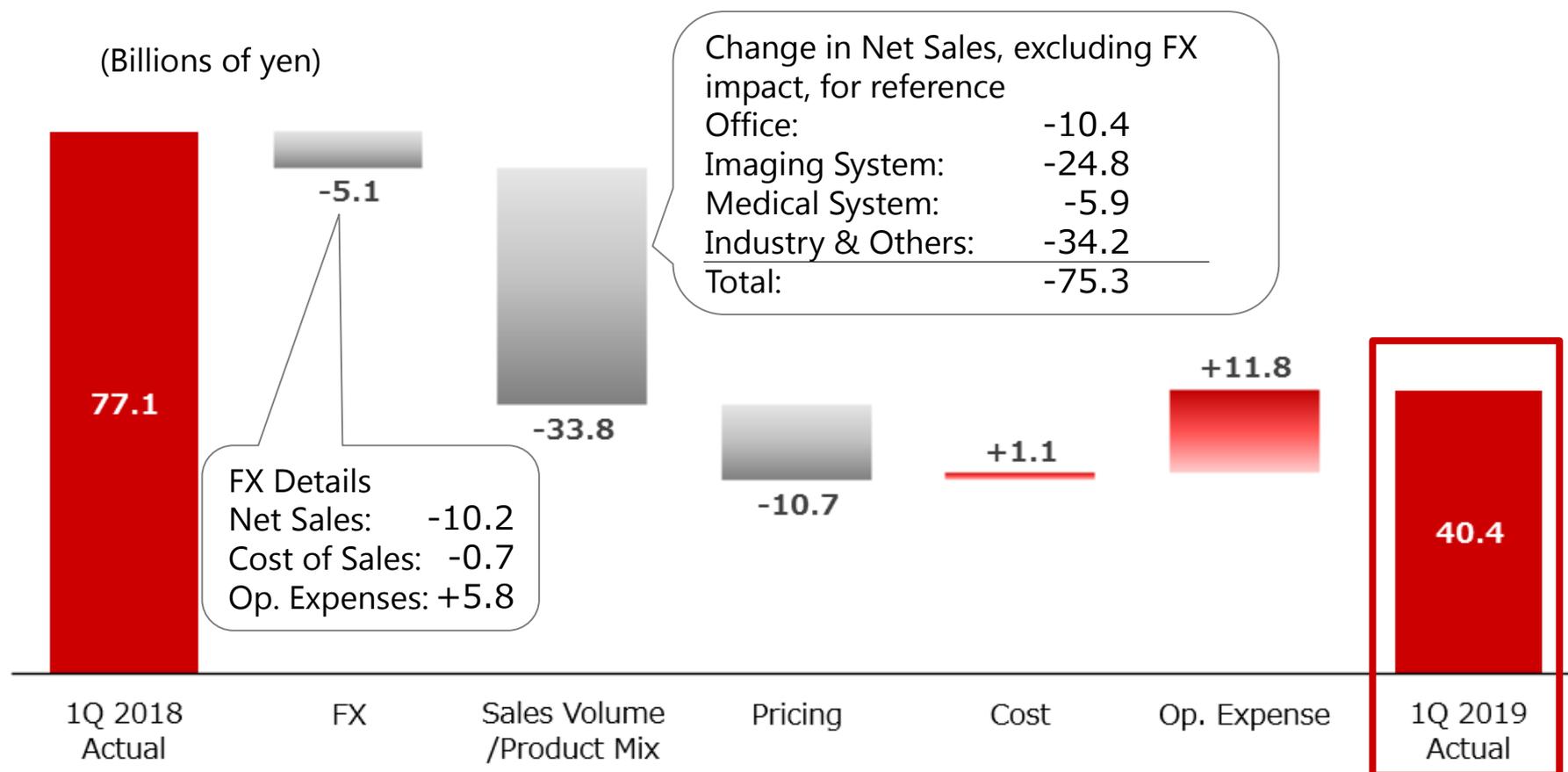
(Billions of yen)		1Q 2019 Actual	1Q 2018 Actual	% Change
Office	Net Sales	<b>425.6</b>	<b>442.7</b>	-3.9%
	Op. Profit	<b>45.1</b>	<b>51.7</b>	-12.8%
Imaging System	Net Sales	<b>176.3</b>	<b>212.5</b>	-17.0%
	Op. Profit	<b>4.7</b>	<b>25.7</b>	-81.6%
Medical System	Net Sales	<b>109.4</b>	<b>117.1</b>	-6.5%
	Op. Profit	<b>6.7</b>	<b>10.5</b>	-36.0%
Industry & Others	Net Sales	<b>176.5</b>	<b>212.8</b>	-17.1%
	Op. Profit	<b>5.3</b>	<b>15.4</b>	-65.7%
Corporate & Eliminations	Net Sales	<b>-23.3</b>	<b>-24.4</b>	-
	Op. Profit	<b>-21.4</b>	<b>-26.2</b>	-
Total	Net Sales	<b>864.5</b>	<b>960.7</b>	-10.0%
	Op. Profit	<b>40.4</b>	<b>77.1</b>	-47.6%

Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others. (The impact on first-quarter 2018 sales and op. profit was 9.3 and -1.9 billion yen, respectively)

# FY 2019 Operating Profit Analysis

## (1Q 2019 Actual versus 1Q 2018 Actual)

- Sales volume: Negative impact on profit due to sales decline of cameras and industrial equipment
- Op. expenses: Controlled below last year's level



# Key Message

(FY 2019 Projection)

## FX Assumptions

Impact of exchange rate movement  
(2Q-4Q impact given a one yen change)

	2Q-4Q 2019	FY 2019	Net Sales	Op. Profit
USD/Yen	105.00 yen	106.20 yen	10.1 billion yen	3.4 billion yen
EUR/Yen	125.00 yen	125.04 yen	4.8 billion yen	2.4 billion yen

## External Environment

- Expect global economic growth to be gradual, but still have a sense of uncertainty about the future, including concerns of economic slowdown in major regions

## FY 2019 Outlook

- Lowered projection for sales and profits by around 50 billion yen each, mainly due to cameras and lithography equip.
- Projecting recovery in second half thanks to new products in existing businesses and growth of new ones

# FY 2019 Financial Projection

(FY 2019 Current Projection versus FY 2018 Actual and  
FY 2019 Previous Projection)

- Lowered projection for sales and op. profit by 50 and 51 billion yen, respectively
- Expect to secure 200 billion yen in net income

(Billions of yen)	FY 2019 Current Projection	FY 2018 Actual	% Change	FY 2019 Previous Projection	Amount Change
<b>Net Sales</b>	<b>3,850.0</b>	<b>3,951.9</b>	-2.6%	<b>3,900.0</b>	-50.0
<b>Gross Profit</b> (% of Net Sales)	<b>1,732.2</b> 45.0%	<b>1,835.6</b> 46.4%	-5.6%	<b>1,759</b> 45.1%	-26.8
<b>Op. Expenses</b>	<b>1,458.2</b>	<b>1,492.6</b>		<b>1,434.0</b>	-24.2
<b>Op. Profit</b> (% of Net Sales)	<b>274.0</b> 7.1%	<b>343.0</b> 8.7%	-20.1%	<b>325.0</b> 8.3%	-51.0
<b>Non-operating Income</b>	<b>21.0</b>	<b>19.9</b>		<b>22.5</b>	-1.5
<b>IBT</b>	<b>295.0</b>	<b>362.9</b>	-18.7%	<b>347.5</b>	-52.5
<b>Net Income</b> (% of Net Sales)	<b>200.0</b> 5.2%	<b>252.8</b> 6.4%	-20.9%	<b>240.0</b> 6.2%	-40.0
USD	106.20	110.43		105.00	
EURO	125.04	130.29		125.00	

# FY 2019 Financial Projection by Business Unit

## (Full Year)

- Imaging System and Industry & Others: Lowered full-year projection
- Office: Continues to support entire co. by expanding sales of new products
- Medical: Projection unchanged, still expect sales and profit growth

(Billions of yen)		FY 2019 Current Projection	FY 2018 Actual	% Change	FY 2019 Previous Projection	Amount Change
Office	Net Sales	<b>1,772</b>	<b>1,807.3</b>	-1.9%	<b>1,764.0</b>	+8.5
	Op. Profit	<b>204.0</b>	<b>220.8</b>	-7.6%	<b>212.5</b>	-8.5
Imaging System	Net Sales	<b>889.0</b>	<b>970.4</b>	-8.4%	<b>928.5</b>	-39.5
	Op. Profit	<b>94.0</b>	<b>126.7</b>	-25.8%	<b>110.5</b>	-16.5
Medical System	Net Sales	<b>479.5</b>	<b>437.6</b>	+9.6%	<b>477.0</b>	+2.5
	Op. Profit	<b>36.2</b>	<b>28.8</b>	+25.5%	<b>35.0</b>	+1.2
Industry & Others	Net Sales	<b>815.5</b>	<b>842.9</b>	-3.3%	<b>845.0</b>	-29.5
	Op. Profit	<b>28.3</b>	<b>55.7</b>	-49.2%	<b>39.5</b>	-11.2
Corporate & Eliminations	Net Sales	<b>-106.5</b>	<b>-106.3</b>	-	<b>-114.5</b>	+8.0
	Op. Profit	<b>-88.5</b>	<b>-89.0</b>	-	<b>-72.5</b>	-16.0
Total	Net Sales	<b>3,850.0</b>	<b>3,951.9</b>	-2.6%	<b>3,900.0</b>	-50.0
	Op. Profit	<b>274.0</b>	<b>343.0</b>	-20.1%	<b>325.0</b>	-51.0

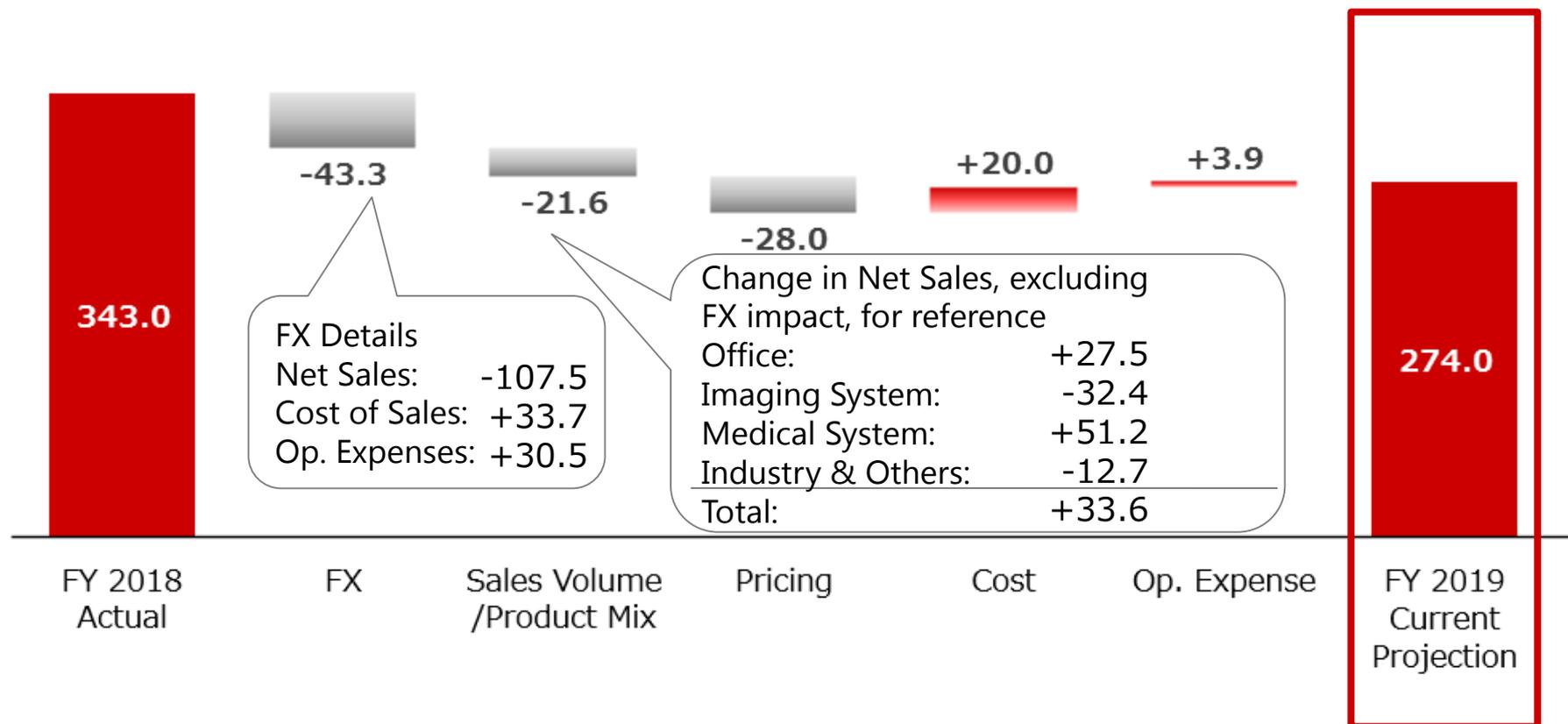
Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others. (The impact on full-year 2018 sales and op. profit was 37.8 and -9.7 billion yen, respectively. On full-year 2019 projection, 40.5 and -8.5 billion yen, respectively.)

# FY 2019 Operating Profit Analysis

## (FY 2019 Current Projection versus FY 2018 Actual)

- FX: Significant impact coming from yen's appreciation
- Sales volume: Lower profit due to decrease in camera and industrial equipment sales

(Billions of yen)

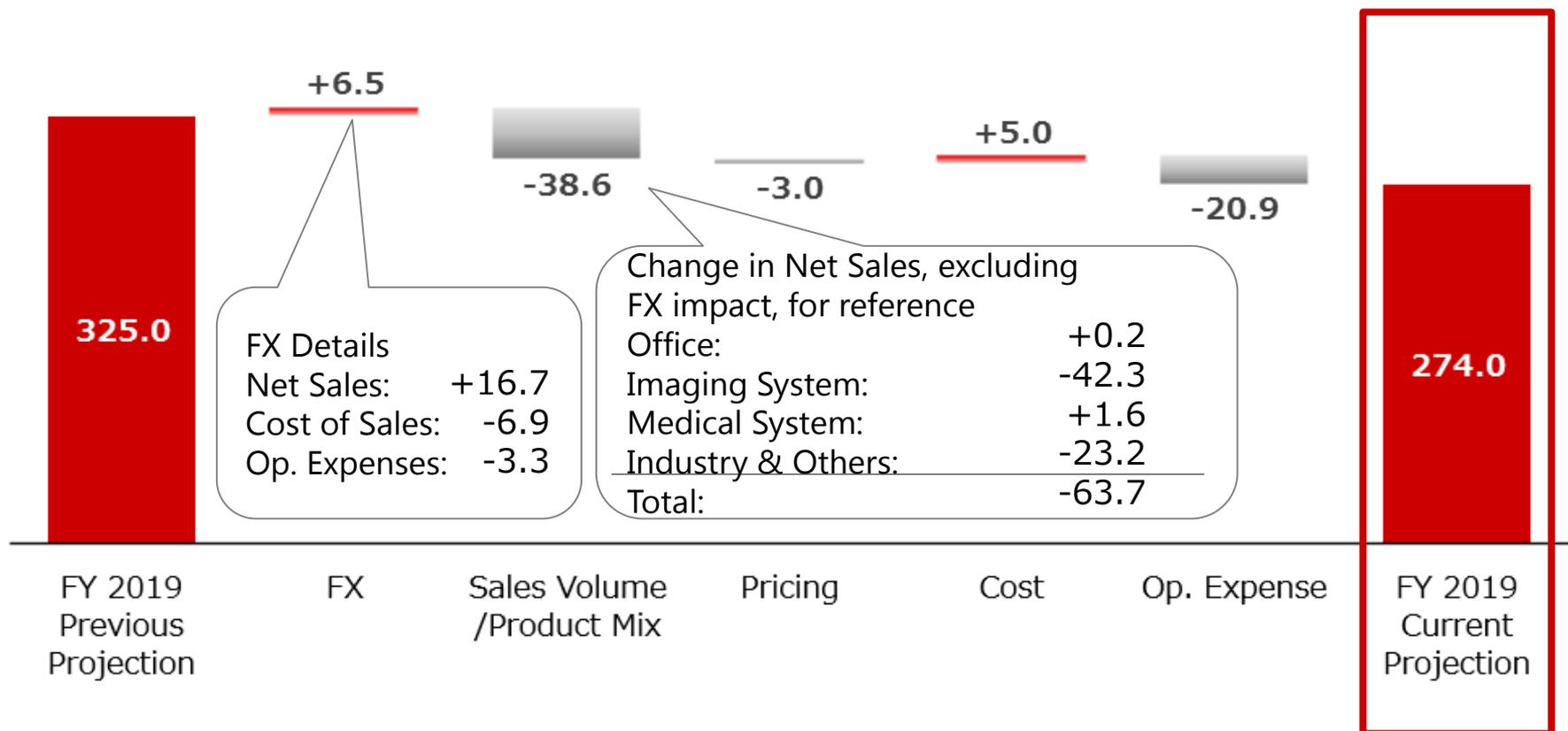


# FY 2019 Operating Profit Analysis

(FY 2019 Current Projection versus FY 2019 Previous Projection)

- Lower projection for mainly cameras and lithography equipment
- Increased cost reduction thanks to improvement in parts procurement environment
- Increase in op. expense due to one-off factor

(Billions of yen)



# Office – MFDs

- 1Q: Strong sales of color MFDs and growth in high-speed presses
- FY: Expand sales of new products with enhanced security features

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
MFDs	158.1	163.5	-3.3%	683.7	684.3	-0.1%	675.2	+8.5
LPs	162.0	176.2	-8.0%	662.5	706.5	-6.2%	664.4	-1.9
Others	105.5	103.0	+2.5%	426.3	416.5	+2.3%	424.4	+1.9
<b>Net Sales</b>	<b>425.6</b>	<b>442.7</b>	<b>-3.9%</b>	<b>1,772.5</b>	<b>1,807.3</b>	<b>-1.9%</b>	<b>1,764.0</b>	<b>+8.5</b>
<b>Op. Profit</b>	<b>45.1</b>	<b>51.7</b>	<b>-12.8%</b>	<b>204.0</b>	<b>220.8</b>	<b>-7.6%</b>	<b>212.5</b>	<b>-8.5</b>
(% of Net Sales)	10.6%	11.7%		11.5%	12.2%		12.0%	

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
MFDs	-1.8%	+3.0%
LPs	-8.1%	-3.4%
Others	+4.1%	+5.0%
Total	-3.0%	+1.0%

## 2019 Unit Growth Rate Y/Y

MFDs	1Q Actual	Full year Projection
B&W	+1%	0%
Color	+6%	+7%
Total	+4%	+4%

## imageRUNNER ADVANCE 3rd Generation 3rd Edition



- Inherits high reliability of existing devices
- Enhanced security feature
- Strengthened coordination with cloud services

# Office – Laser Printers

- 1Q: Lower revenue due to decline in consumable sales
- FY: Expand sales of new products that utilize new toner

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
MFDs	158.1	163.5	-3.3%	683.7	684.3	-0.1%	675.2	+8.5
LPs	162.0	176.2	-8.0%	662.5	706.5	-6.2%	664.4	-1.9
Others	105.5	103.0	+2.5%	426.3	416.5	+2.3%	424.4	+1.9
<b>Net Sales</b>	<b>425.6</b>	<b>442.7</b>	<b>-3.9%</b>	<b>1,772.5</b>	<b>1,807.3</b>	<b>-1.9%</b>	<b>1,764.0</b>	<b>+8.5</b>
<b>Op. Profit</b>	<b>45.1</b>	<b>51.7</b>	<b>-12.8%</b>	<b>204.0</b>	<b>220.8</b>	<b>-7.6%</b>	<b>212.5</b>	<b>-8.5</b>
(% of Net Sales)	10.6%	11.7%		11.5%	12.2%		12.0%	

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
MFDs	-1.8%	+3.0%
LPs	-8.1%	-3.4%
Others	+4.1%	+5.0%
Total	-3.0%	+1.0%

## 2019 Unit Growth Rate Y/Y

LPs	1Q Actual	Full year Projection
B&W	-3%	-3%
Color	0%	+5%
Total	-3%	-2%

# Office – Others

- Further strengthen competitiveness of new products for graphic arts
- Improve profitability, expanding service revenue through MIF expansion

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
MFDs	158.1	163.5	-3.3%	683.7	684.3	-0.1%	675.2	+8.5
LPs	162.0	176.2	-8.0%	662.5	706.5	-6.2%	664.4	-1.9
Others	105.5	103.0	+2.5%	426.3	416.5	+2.3%	424.4	+1.9
<b>Net Sales</b>	<b>425.6</b>	<b>442.7</b>	<b>-3.9%</b>	<b>1,772.5</b>	<b>1,807.3</b>	<b>-1.9%</b>	<b>1,764.0</b>	<b>+8.5</b>
<b>Op. Profit</b>	<b>45.1</b>	<b>51.7</b>	<b>-12.8%</b>	<b>204.0</b>	<b>220.8</b>	<b>-7.6%</b>	<b>212.5</b>	<b>-8.5</b>
(% of Net Sales)	10.6%	11.7%		11.5%	12.2%		12.0%	

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
MFDs	-1.8%	+3.0%
LPs	-8.1%	-3.4%
Others	+4.1%	+5.0%
Total	-3.0%	+1.0%



**VarioPrint i300**



**ProStream 1000**



**Colorado 1640**

# Imaging System – Cameras

- Revised full year outlook for market and own unit sales due to faster than expected entry-level DSLR market contraction and economic slowdown in China
- Aiming to recover profitability, mainly through expanded sales of full-size mirrorless cameras and lenses

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
Cameras	97.9	127.2	-23.0%	508.5	594.9	-14.5%	555.9	-47.4
IJPs	65.7	72.0	-8.8%	319.7	320.2	-0.2%	314.7	+5.0
Others	12.7	13.3	-4.5%	60.8	55.3	+9.9%	57.9	+2.9
<b>Net Sales</b>	<b>176.3</b>	<b>212.5</b>	<b>-17.0%</b>	<b>889.0</b>	<b>970.4</b>	<b>-8.4%</b>	<b>928.5</b>	<b>-39.5</b>
<b>Op. Profit</b>	<b>4.7</b>	<b>25.7</b>	<b>-81.6%</b>	<b>94.0</b>	<b>126.7</b>	<b>-25.8%</b>	<b>110.5</b>	<b>-16.5</b>
(% of Net Sales)	2.7%	12.1%		10.6%	13.1%		11.9%	

Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others.

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

## 2019 Units (Millions) & Unit Growth Rate Y/Y

## Full-Frame Mirrorless EOS RP

	1Q Actual	Full year Projection		1Q Actual		Full year Projection	
				Units	% Change	Units	% Change
Cameras	-21.5%	-11.2%	DILCs	0.85	-19%	4.20	-17%
IJPs	-7.2%	+2.8%	DCs	0.51	-14%	2.60	-18%
Total	-15.4%	-5.2%					



# Imaging System – Inkjet Printers

- 1Q: Unit sales decline due to market contraction
- FY: Aiming for market exceeding growth through strengthened lineup of refillable ink tank models and investment into sales & marketing

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
Cameras	97.9	127.2	-23.0%	508.5	594.9	-14.5%	555.9	-47.4
IJPs	65.7	72.0	-8.8%	319.7	320.2	-0.2%	314.7	+5.0
Others	12.7	13.3	-4.5%	60.8	55.3	+9.9%	57.9	+2.9
<b>Net Sales</b>	<b>176.3</b>	<b>212.5</b>	<b>-17.0%</b>	<b>889.0</b>	<b>970.4</b>	<b>-8.4%</b>	<b>928.5</b>	<b>-39.5</b>
<b>Op. Profit</b>	<b>4.7</b>	<b>25.7</b>	<b>-81.6%</b>	<b>94.0</b>	<b>126.7</b>	<b>-25.8%</b>	<b>110.5</b>	<b>-16.5</b>
(% of Net Sales)	2.7%	12.1%		10.6%	13.1%		11.9%	

Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others.

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
Cameras	-21.5%	-11.2%
IJPs	-7.2%	+2.8%
Total	-15.4%	-5.2%

## 2019 Unit Growth Rate Y/Y

	1Q Actual	Full year Projection
IJPs	-4%	+2%



**Inkjet A3 MFD**

# Medical System

- 1Q: Although sales declined, progress was made penetrating the market with new products
- FY: Aiming for sales and profits growth, accelerating sales of strong selling new products
- Work to improve profitability, strengthening ongoing group efforts

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
<b>Net Sales</b>	<b>109.4</b>	<b>117.1</b>	-6.5%	<b>479.5</b>	<b>437.6</b>	+9.6%	<b>477.0</b>	+2.5
<b>Op. Profit</b> (% of Net Sales)	<b>6.7</b> 6.1%	<b>10.5</b> 8.9%	-36.0%	<b>36.2</b> 7.5%	<b>28.8</b> 6.6%	+25.5%	<b>35.0</b> 7.3%	+1.2

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
Total	-5.1%	+11.7%



**CT**  
**Aquilion Start**



**MRI**  
**Vantage Orian**

# Industry & Others

- Semiconductor Litho. Equip.: Full-year projection revised to reflect postponed investment into memory
- FPD Litho. Equip.: In line with plan, full-year projection unchanged
- Network cameras: Double-digit growth leveraging broad lineup and sales network

(Billions of yen)

	1Q			Full Year				
	2019 Actual	2018 Actual	% Change	2019 Current Projection	2018 Actual	% Change	2019 Previous Projection	Amount Change
Litho. Equip.	39.0	53.9	-27.6%	184.6	199.8	-7.6%	204.5	-19.9
Others	137.5	158.9	-13.5%	630.9	643.1	-1.9%	640.5	-9.6
<b>Net Sales</b>	<b>176.5</b>	<b>212.8</b>	-17.1%	<b>815.5</b>	<b>842.9</b>	-3.3%	<b>845.0</b>	-29.5
<b>Op. Profit</b>	<b>5.3</b>	<b>15.4</b>	-65.7%	<b>28.3</b>	<b>55.7</b>	-49.2%	<b>39.5</b>	-11.2
(% of Net Sales)	3.0%	7.2%		3.5%	6.6%		4.7%	

Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others.

## 2019 Net Sales Growth Rate Y/Y (Local Currency)

	1Q Actual	Full year Projection
Litho. Equip.	-27.2%	-7.0%
Others	-13.0%	+0.2%
Total	-16.6%	-1.5%

## Lithography Equipment (Units)

	1Q 2018 Actual	1Q 2019 Actual	FY 2018 Actual	Full year Projection
IC	27	14	114	100
FPD	21	15	69	56

# Inventory

- Imaging System: Swiftly bring down inventory to an appropriate level by adjusting production
- Medical and Industry & Others: Inventory built up in connection with future sales expansion

(Billions of yen)		FY 2018				FY 2019
		1Q	2Q	3Q	4Q	1Q
Office	Amt.	207.5	209.9	224.6	206.1	215.2
	Days	41	42	46	42	44
Imaging System	Amt.	140.5	145.2	173.8	139.6	156.2
	Days	47	57	67	50	62
Medical System	Amt.	80.4	86.0	89.3	90.6	93.8
	Days	66.0	74	80	73	75
Industry & Others	Amt.	160.1	158.3	172.7	175.0	185.7
	Days	73	75	86	91	101
<b>Total</b>	<b>Amt.</b>	<b>588.5</b>	<b>599.4</b>	<b>660.4</b>	<b>611.3</b>	<b>650.9</b>
	<b>Days</b>	<b>52</b>	<b>56</b>	<b>62</b>	<b>56</b>	<b>62</b>

Note: Businesses such as broadcast equipment and cinema use video cameras that were included in Imaging System were reclassified to Industry & Others.

# Cash Flow

## (Full Year)

- Maintaining projection for cash-on-hand at 500 billion yen
- Continue to secure funds for new businesses growth

(Billions of yen)	FY 2019 Current Projection	FY 2019 Previous Projection	FY 2018 Actual
Net cash provided by operating activities	570.0	595.0	365.3
Net cash used in investing activities	-260.0	-290.0	-195.6
<b>Free cash flow</b>	<b>310.0</b>	<b>305.0</b>	<b>169.7</b>
Net cash provided by (used in) financing activities	-325.0	-320.0	-354.9
Effect of exchange rate changes on cash and cash equivalents	-5.6	-5.6	-16.0
Net change in cash and cash equivalents	-20.6	-20.6	-201.2
<b>Cash and cash equivalents at end of period</b>	<b>500.0</b>	<b>500.0</b>	<b>520.6</b>
<b>Cash-on-hand (In months of Net sales) (Note)</b>	<b>1.6</b>	<b>1.5</b>	<b>1.6</b>
Capital expenditure	165.0	175.0	159.3
Depreciation	230.0	240.0	251.6

Note: Calculated using full-year net sales for 2019. Calculated using second-half net sales for 2018.

## Canon's Basic Stance Towards Social Responsibility

- Improve corporate value and contribute to realizing a better society through various activities, under Canon's corporate philosophy of *Kyosei*

**Priority issues** Canon is challenging for sustainable growth

- Creating new value and solving social issues
- Protecting and conserving the global environment
- Responding to people and society

**Contribute to realizing a better society**

Various activities

**Corporate philosophy of *Kyosei***  
Excellent global corporation plan



### ■ Sustainability Report

- Enhancing reporting of non-financial information etc. to better explain our value creation
- Combining non-financial and financial strategy for integrated report



**Issued date: April 18**  
Japanese version

Note: The report can be [downloaded](#) from Canon's website.

# Canon's Sustainability Measures

## Top Three Priority Issues

### Creating new value and solving issues

Contribute to solving issues through innovation  
Medical, Security, Industrial Robots etc.

### Protecting and conserving the Global environment

Reduce environmental impact throughout the entire product life-cycle

### Responding to people and society

Human rights, labor, social contribution, product responsibility, supply chain, diversity

**Canon Eco Technology Park achieves a high level of resource efficiency with aim of leaving for future generations a sustainable society**



**Received the Minister of Economy, Trade and Industry Award for the Global Environment Award**

# Supplementary Information

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

		FY 2019		FY 2018	
		1Q Actual	Full Year Projection	1Q Actual	Full Year Actual
<b>MFDs</b>					
JPY	Hardware	-3%	+3%	-5%	-1%
	Non-hardware	-4%	-3%	+2%	-1%
LC	Hardware	-2%	+6%	-6%	-2%
	Non-hardware	-2%	0%	0%	-2%
<b>LPs</b>					
JPY	Hardware	-2%	-5%	+2%	+1%
	Non-hardware	-12%	-7%	-4%	-1%
LC	Hardware	-2%	-2%	+3%	+1%
	Non-hardware	-12%	-4%	-2%	-1%
<b>IJPs</b>					
JPY	Hardware	-6%	+9%	-3%	-3%
	Non-hardware	-10%	-4%	-4%	-5%
LC	Hardware	-4%	+12%	-4%	-3%
	Non-hardware	-8%	-1%	-5%	-5%

## Color Ratio (MFDs & LPs)

		FY 2019		FY 2018	
		1Q Actual	Full Year Projection	1Q Actual	Full Year Actual
<b>MFDs</b>	Net Sales	59%	60%	58%	59%
	QTY	58%	59%	57%	58%
<b>LPs</b>	Net Sales	52%	52%	51%	51%
	QTY	18%	19%	17%	18%

## Sales Growth by Monochrome & Color MFDs

		FY 2019		FY 2018	
		1Q Actual	Full Year Projection	1Q Actual	Full Year Actual
JPY	Monochrome	-5%	-3%	-1%	-3%
	Color	-2%	+2%	-2%	0%
LC	Monochrome	-4%	0%	-2%	-3%
	Color	-1%	+5%	-3%	-1%

## Interchangeable Lens Digital Camera Ratio

	FY 2019		FY 2018	
	1Q Actual	Full Year Projection	1Q Actual	Full Year Actual
Value Base	84%	85%	85%	85%
Unit Base	63%	62%	64%	61%

\* Value Base Includes Interchangeable Lenses

## IC Stepper Unit Breakdown by Light Source

(unit)

	FY 2019		FY 2018	
	1Q Actual	Full Year Projection	1Q Actual	Full Year Actual
KrF	5	29	7	32
i-Line	9	71	20	82
Total	14	100	27	114