



Third Quarter 2020 Results

Supplementary Data

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This document 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 forwardlooking 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 document. 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.

1. Segment Information by Business Unit

(Millions of yen)

	FY 2019			FY 2020			% Change Y/Y		
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	Full Year Projection	3Q	YTD	Full Year
Office									
External customers	424,625	1,302,986	1,749,165	335,169	1,038,859	1,428,100	-21.1%	-20.3%	-18.4%
Intersegment	714	2,112	2,942	691	2,167	2,900	-3.2%	+2.6%	-1.4%
Total sales	425,339	1,305,098	1,752,107	335,860	1,041,026	1,431,000	-21.0%	-20.2%	-18.3%
Operating profit	40,130	125,157	164,996	2,532	47,514	72,900	-93.7%	-62.0%	-55.8%
Operating profit ratio	9.4%	9.6%	9.4%	0.8%	4.6%	5.1%			
Imaging System									
External customers	188,947	569,410	806,425	185,149	478,132	688,100	-2.0%	-16.0%	-14.7%
Intersegment	227	767	989	253	672	1,000	+11.5%	-12.4%	+1.1%
Total sales	189,174	570,177	807,414	185,402	478,804	689,100	-2.0%	-16.0%	-14.7%
Operating profit	10,088	27,481	48,167	26,938	28,628	51,000	+167.0%	+4.2%	+5.9%
Operating profit ratio	5.3%	4.8%	6.0%	14.5%	6.0%	7.4%			
Medical System									
External customers	113,863	328,145	437,456	105,219	313,048	431,500	-7.6%	-4.6%	-1.4%
Intersegment	74	355	1,069	157	274	500	+112.2%	-22.8%	-53.2%
Total sales	113,937	328,500	438,525	105,376	313,322	432,000	-7.5%	-4.6%	-1.5%
Operating profit	9,044	19,121	26,744	5,040	14,951	22,300	-44.3%	-21.8%	-16.6%
Operating profit ratio	7.9%	5.8%	6.1%	4.8%	4.8%	5.2%			
Industry & Others									
External customers	141,484	438,226	598,653	133,336	384,770	592,300	-5.8%	-12.2%	-1.1%
Intersegment	23,174	68,983	89,780	19,959	54,931	81,000	-13.9%	-20.4%	-9.8%
Total sales	164,658	507,209	688,433	153,295	439,701	673,300	-6.9%	-13.3%	-2.2%
Operating profit	2,777	18,048	19,392	4,161	5,567	6,600	+49.8%	-69.2%	-66.0%
Operating profit ratio	1.7%	3.6%	2.8%	2.7%	1.3%	1.0%			
Corporate & Eliminations									
External customers	576	1,063	1,600	8	-301	0	-	-	-
Intersegment	-24,189	-72,217	-94,780	-21,060	-58,044	-85,400	-	-	-
Total sales	-23,613	-71,154	-93,180	-21,052	-58,345	-85,400	-	-	-
Operating profit	-23,594	-67,809	-84,632	-19,479	-62,346	-88,800	-	-	-
Operating profit ratio									
Consolidated									
External customers	869,495	2,639,830	3,593,299	758,881	2,214,508	3,140,000	-12.7%	-16.1%	-12.6%
Intersegment	-	-	-	-	-	-	-	-	-
Total sales	869,495	2,639,830	3,593,299	758,881	2,214,508	3,140,000	-12.7%	-16.1%	-12.6%
Operating profit	38,445	121,998	174,667	19,192	34,314	64,000	-50.1%	-71.9%	-63.4%
Operating profit ratio	4.4%	4.6%	4.9%	2.5%	1.5%	2.0%			

* Certain businesses that were included in Industry & Others are now included in Office. Results for the previous year have been restated to conform with the new presentation.

2. Other Income

	FY 2019			FY 2020			Change Y/Y		
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	Full Year Projection	3Q	YTD	Full Year
Interest and dividend, net	1,074	3,455	4,488	451	1,688	1,960	-623	-1,767	-2,528
FX gain (loss)	1,622	2,384	-4,236	-1,757	-2,820	-2,355	-3,379	-5,204	+1,881
Equity earnings of affiliated cos.	9	124	-311	-191	-285	-326	-200	-409	-15
Other, net	5,874	16,251	21,132	5,113	17,199	22,721	-761	+948	+1,589
Total	8,579	22,214	21,073	3,616	15,782	22,000	-4,963	-6,432	+927

3. Net Sales by Region & Business Unit

(Millions of yen)

	FY 2019			FY 2020			% Change Y/Y		
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	Full Year Projection	3Q	YTD	Full Year
Japan									
Office	104,186	306,671	403,845	86,683	275,466	-	-16.8%	-10.2%	-
Imaging System	33,055	88,712	128,638	27,317	71,874	-	-17.4%	-19.0%	-
Medical System	53,974	146,800	182,506	39,140	130,525	-	-27.5%	-11.1%	-
Industry & Others	36,025	114,676	155,945	39,669	107,224	-	+10.1%	-6.5%	-
Eliminations	576	1,063	1,600	8	-301	-	-98.6%	-128.3%	-
Total	227,816	657,922	872,534	192,817	584,788	802,000	-15.4%	-11.1%	-8.1%
Overseas									
Office	320,439	996,315	1,345,320	248,486	763,393	-	-22.5%	-23.4%	-
Imaging System	155,892	480,698	677,787	157,832	406,258	-	+1.2%	-15.5%	-
Medical System	59,889	181,345	254,950	66,079	182,523	-	+10.3%	+0.6%	-
Industry & Others	105,459	323,550	442,708	93,667	277,546	-	-11.2%	-14.2%	-
Eliminations	0	0	0	0	0	-	-	-	-
Total	641,679	1,981,908	2,720,765	566,064	1,629,720	2,338,000	-11.8%	-17.8%	-14.1%
Americas									
Office	143,441	426,179	576,103	95,954	313,278	-	-33.1%	-26.5%	-
Imaging System	48,963	149,121	218,209	51,400	129,168	-	+5.0%	-13.4%	-
Medical System	24,742	75,735	104,739	23,258	67,915	-	-6.0%	-10.3%	-
Industry & Others	32,253	94,800	130,027	31,851	90,338	-	-1.2%	-4.7%	-
Eliminations	0	0	0	0	0	-	-	-	-
Total	249,399	745,835	1,029,078	202,463	600,699	838,200	-18.8%	-19.5%	-18.5%
Europe									
Office	110,650	363,470	492,524	94,978	286,944	-	-14.2%	-21.1%	-
Imaging System	52,129	163,121	232,326	57,474	155,493	-	+10.3%	-4.7%	-
Medical System	18,179	55,630	79,461	25,037	61,510	-	+37.7%	+10.6%	-
Industry & Others	18,916	56,401	78,169	18,248	50,215	-	-3.5%	-11.0%	-
Eliminations	0	0	0	0	0	-	-	-	-
Total	199,874	638,622	882,480	195,737	554,162	791,100	-2.1%	-13.2%	-10.4%
Asia & Oceania									
Office	66,348	206,666	276,693	57,554	163,171	-	-13.3%	-21.0%	-
Imaging System	54,800	168,456	227,252	48,958	121,597	-	-10.7%	-27.8%	-
Medical System	16,968	49,980	70,750	17,784	53,098	-	+4.8%	+6.2%	-
Industry & Others	54,290	172,349	234,512	43,568	136,993	-	-19.7%	-20.5%	-
Eliminations	0	0	0	0	0	-	-	-	-
Total	192,406	597,451	809,207	167,864	474,859	708,700	-12.8%	-20.5%	-12.4%
Intersegment									
Office	714	2,112	2,942	691	2,167	-	-3.2%	+2.6%	-
Imaging System	227	767	989	253	672	-	+11.5%	-12.4%	-
Medical System	74	355	1,069	157	274	-	+112.2%	-22.8%	-
Industry & Others	23,174	68,983	89,780	19,959	54,931	-	-13.9%	-20.4%	-
Eliminations	-24,189	-72,217	-94,780	-21,060	-58,044	-	-	-	-
Total	0	0	0	0	0	0	-	-	-
Total									
Office	425,339	1,305,098	1,752,107	335,860	1,041,026	-	-21.0%	-20.2%	-
Imaging System	189,174	570,177	807,414	185,402	478,804	-	-2.0%	-16.0%	-
Medical System	113,937	328,500	438,525	105,376	313,322	-	-7.5%	-4.6%	-
Industry & Others	164,658	507,209	688,433	153,295	439,701	-	-6.9%	-13.3%	-
Eliminations	-23,613	-71,154	-93,180	-21,052	-58,345	-	-	-	-
Total	869,495	2,639,830	3,593,299	758,881	2,214,508	3,140,000	-12.7%	-16.1%	-12.6%

* Certain businesses that were included in Industry & Others are now included in Office. Results for the previous year have been restated to conform with the new presentation.

4. Statements of Cash Flows

	FY 2019			FY 2020			Change Y/Y		
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	Full Year Projection	3Q	YTD	Full Year
Net cash provided by operating activities	81,339	194,512	358,461	53,236	194,067	277,000	-28,103	-445	-81,461
Net cash used in investing activities	-47,070	-157,845	-228,568	-38,824	-111,698	-175,000	+8,246	+46,147	+53,568
Free cash flow	34,269	36,667	129,893	14,412	82,369	102,000	-19,857	+45,702	-27,893
Net cash provided by (used in) financing activities	11,106	-96,438	-232,590	-15,348	6,901	-105,800	-26,454	+103,339	+126,790
Effect of exchange rate changes on cash and cash equivalents	-4,552	-12,559	-5,134	1,177	-1,797	-9,014	+5,729	+10,762	-3,880
Net change in cash and cash equivalents	40,823	-72,330	-107,831	241	87,473	-12,814	-40,582	+159,803	+95,017
Cash and cash equivalents at end of period	448,315	448,315	412,814	500,287	500,287	400,000	+51,972	+51,972	-12,814

5. Foreign Exchange Rate Impact

(1) Exchange rates

(Yen)

	FY 2019			FY 2020			
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	4Q Projection	Full Year Projection
USD/Yen	107.32	109.14	109.03	106.17	107.59	105.00	106.86
EUR/Yen	119.27	122.67	122.03	124.13	121.02	125.00	122.16

(2) Amount of impact on net sales (Year over Year)

(Billions of yen)

	FY 2020		
	3Q Actual	YTD Actual	Full Year Projection
USD	-2.4	-9.2	-20.4
EUR	+7.1	-5.2	+1.7
Other currencies	+0.0	-7.2	-8.0
Total	+4.7	-21.6	-26.7

(3) Impact of foreign exchange rate per yen

(Billions of yen)

	FY 2020
	4Q Projection
On sales	
USD	2.9
EUR	1.5
On operating profit	
USD	1.0
EUR	0.7

6. Sales Growth on a Local Currency Basis (Year over Year)

	FY 2020		
	3Q Actual	YTD Actual	Full Year Projection
Office			
Japan	-16.8%	-10.2%	-
Overseas	-23.3%	-22.5%	-
Total	-21.7%	-19.6%	-17.7%
Imaging System			
Japan	-17.4%	-19.0%	-
Overseas	+0.0%	-14.1%	-
Total	-3.0%	-14.9%	-13.8%
Medical System			
Japan	-27.5%	-11.1%	-
Overseas	+11.0%	+3.3%	-
Total	-7.2%	-3.2%	-0.1%
Industry & Others			
Japan	+10.1%	-6.5%	-
Overseas	-11.7%	-13.7%	-
Total	-7.2%	-13.0%	-1.8%
Total			
Japan	-15.4%	-11.1%	-
Overseas	-12.5%	-16.7%	-
Americas	-18.0%	-18.2%	-
Europe	-5.6%	-12.4%	-
Asia and Oceania	-12.6%	-19.3%	-
Total	-13.3%	-15.3%	-11.9%

7. R&D Expenditure / Capex / Depreciation & Amortization

(Millions of yen)

	FY 2019			FY 2020		
	3Q Actual	YTD Actual	Full Year Actual	3Q Actual	YTD Actual	Full Year Projection
R&D Expenditure						
Office	20,112	62,262	83,557	19,659	55,665	-
Imaging System	19,146	54,602	73,087	11,520	38,387	-
Medical System	9,356	28,344	38,762	9,824	28,806	-
Industry & Others	19,234	59,036	82,837	20,263	56,598	-
Corporate & Eliminations	5,959	17,945	20,260	6,805	20,280	-
Total	73,807	222,189	298,503	68,071	199,736	273,000
% of Net Sales	8.5%	8.4%	8.3%	9.0%	9.0%	8.7%
Capex	37,306	132,085	178,088	39,972	97,958	150,000
Depreciation & Amortization	61,144	178,514	237,327	57,690	166,221	215,000

8. Other Financial / Non-Financial Data

	FY 2019		FY 2020	
	YTD Actual	Full Year Actual	YTD Actual	Full Year Projection
ROE	4.5%	4.5%	1.5%	2.0%
ROA	2.5%	2.6%	0.8%	1.1%
EPS - Basic (Yen)	86.16	116.93	28.29	49.53
EPS - Diluted (Yen)	86.15	116.91	28.28	49.52

	FY 2019	FY 2020
	Dec. 31	Sep. 30
Debt Ratio	10.8%	14.7%
Number of Employees		
Japan	72,979	72,924
Overseas	114,062	110,005
Total	187,041	182,929
Domestic Production Ratio	62%	66%