

# FY2025 1Q Consolidated Results

April 23, 2025  
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Director, Senior Vice President

**Canon**  
Canon Marketing Japan Group

- The figures are rounded off to the nearest 100 million yen in this material.
- Forward-looking statements and results forecasts presented in this material are based on the management's assumptions using currently available information and therefore contain inherent risks and uncertainties. As a consequence, due to a range of possible factors, actual results may materially differ from the forecasts.
- This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# Agenda

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- Key Points P.3
- Summary of Results P.4
- Operating Income Variance Analysis P.5
- Results by Segment P.6
- Segment Results P.7-10
- Sales of Products and Services by Segment P.11
- Summary of Forecasts P.12
- Forecasts by Segment P.13-14
- Segment Forecasts P.15-16
- 【Supplementary Material】 Outline of Main Products Sales P.17
- Supplementary Information P.20-35

## Summary of 1Q of FY2025 Financial Results

- Sales rose and income declined year on year.
- The IT solutions business continued to grow at a high rate. Sales rose 19% year on year.
- Gains in both sales and income were greater than forecast.

## FY2025 Financial Results Forecasts

- The previous forecasts have not been changed. The Group aims to achieve an increase in sales and income for the fifth consecutive fiscal year.

## Topics

- Short-term loans receivable from the parent company was collected.

# Summary of Results

1Q 2025 Actual  
(from January 1 to March 31)

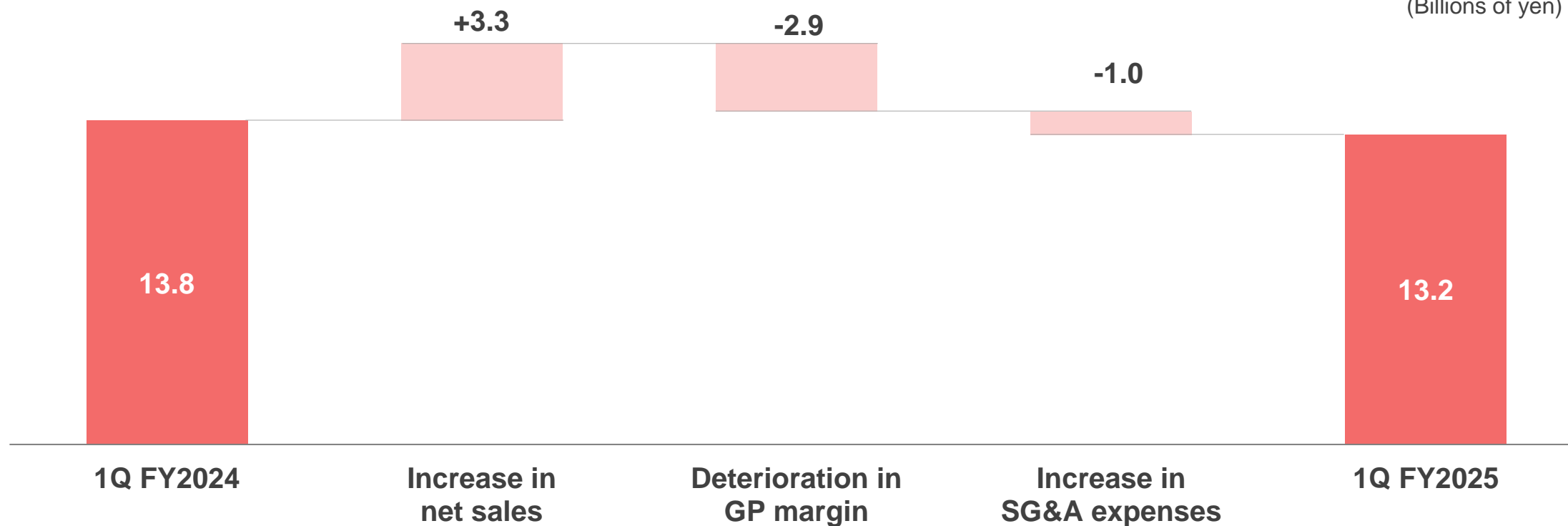
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(Billions of yen)	1Q FY2024	1Q FY2025	Changes	
			Amount	%
<b>Net Sales</b>	157.2	<b>167.3</b>	+10.1	+6%
<b>Gross Profit</b>	51.3 (32.6%)	<b>51.6</b> (30.9%)	+0.4 (-1.8pt)	+1%
<b>Operating income</b>	13.8 (8.8%)	<b>13.2</b> (7.9%)	-0.6 (-0.9pt)	-5%
<b>Ordinary income</b>	14.0 (8.9%)	<b>13.2</b> (7.9%)	-0.8 (-1.0pt)	-6%
<b>Net income attributable to owners of the parent</b>	9.5 (6.1%)	<b>8.8</b> (5.3%)	-0.7 (-0.8pt)	-8%

# Operating Income Variance Analysis

1Q 2025 Actual  
(from January 1 to March 31)

(Billions of yen)



## Deterioration in GP margin

- GP margin declined in all the segments

## Increase in SG&A expenses

- Other direct selling expenses +0.4B
- Amortization of goodwill, etc. +0.7B

➤ Refer to page 21 for details.

# Results by Segment

1Q 2025 Actual  
(from January 1 to March 31)

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(Billions of yen)	1Q FY2024		1Q FY2025		Changes	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
<b>Consumers</b>	30.1	2.1	<b>31.9</b>	<b>2.1</b>	+1.7	-0.0
<b>Enterprise</b>	57.9	5.3	<b>68.0</b>	<b>5.1</b>	+10.1	-0.3
<b>Area</b>	59.8	5.2	<b>60.6</b>	<b>5.5</b>	+0.8	+0.2
<b>Professional</b>	14.0	1.8	<b>13.4</b>	<b>1.2</b>	-0.5	-0.5
<b>Other</b>	-4.6	-0.7	<b>-6.6</b>	<b>-0.7</b>	-2.0	-0.1
<b>Total</b>	157.2	13.8	<b>167.3</b>	<b>13.2</b>	+10.1	-0.6

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

- ✓ Net sales increased due to the increase in sales of digital interchangeable lens cameras with high unit prices and IT products and other factors.
- ✓ Operating income decreased due in part to a decrease in gross profit following the decline in ink cartridge sales and an increase in the percentage of sales of IT products.

(Billions of yen)	1Q			
	FY2024	FY2025	Changes	
			Amount	%
<b>Net Sales</b>	30.1	<b>31.9</b>	+1.7	+6%
<b>Op. income</b>	2.1	<b>2.1</b>	-0.0	-2%
<b>margin</b>	7.1%	<b>6.5%</b>	-0.5pt	—

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## ■ Consumer Products, Y/Y Non-consolidated

			1Q
Digital Interchangeable Lens Camera	Unit		-15%
Inkjet Printer (IJP)	Unit		-14%
IJP Cartridge	Unit		-7%

# Segment Results

# Enterprise Segment

- ✓ Net sales hiked. While sales of Canon products, other dropped, those of IT solutions were buoyant.
- ✓ Operating income dropped due to an increase in amortization of goodwill and other SG&A expenses, more than offsetting an increase in gross profit that reflected an increase in sales.

(Billions of yen)	1Q			
	FY2024	FY2025	Changes	
			Amount	%
Canon products, other	15.1	14.2	-0.9	-6%
IT solutions	42.9	53.9	+11.0	+26%
<b>Net sales</b>	57.9	<b>68.0</b>	+10.1	+17%
<b>Op. income</b>	5.3	<b>5.1</b>	-0.3	-5%
<b>margin</b>	9.2%	<b>7.5%</b>	-1.7pt	—

- Sales increased 4.0 billion yen as a result of the acquisition of Primagest group as a consolidated subsidiary.
- Amortization of goodwill, etc. of 0.6 billion yen was posted as a result of the acquisition.

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment, but there is no impact on the first quarter of FY2024.

## [Reference] Results of main consolidated company

Canon IT Solutions Inc.

	1Q		Changes
	FY2024	FY2025	%
<b>Net sales</b>	32.2	37.6	+17%
<b>Op. income</b>	3.8	3.9	+1%

Canon IT Solutions Inc.

Orders received and outstanding orders, Y/Y Non-consolidated

	1Q
Orders received	+7%
Outstanding orders	-13%

# Segment Results

# Area Segment

- ✓ Net sales hiked. While sales of Canon products, other dropped, those of IT solutions were buoyant.
- ✓ Operating income increased. While gross profit fell after the sales of shares of A&A Co., Ltd., SG&A expenses, including personnel expenses, also decreased.

(Billions of yen)	1Q			
	FY2024	FY2025	Changes	
			Amount	%
Canon products, other	39.9	<b>39.2</b>	-0.7	-2%
IT solutions	19.9	<b>21.4</b>	+1.5	+7%
<b>Net sales</b>	59.8	<b>60.6</b>	+0.8	+1%
<b>Op. income</b>	5.2	<b>5.5</b>	+0.2	+5%
<b>margin</b>	8.8%	<b>9.1%</b>	+0.3pt	—

- Net sales decreased 0.9 billion yen and operating income declined 0.2 billion yen as a result of the sales of shares of A&A Co.

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## [Reference] Results of main consolidated company Canon System & Support Inc.

	1Q		Changes
	FY2024	FY2025	%
<b>Net sales</b>	28.3	29.1	+3%
<b>Op. income</b>	2.2	2.6	+19%

# Segment Results Professional Segment

- ✓ Net sales decreased due to a decline in sales of production printing and industrial equipment.
- ✓ Operating income declined due to a decrease in gross profit caused by lower sales.

(Billions of yen)	1Q			
	FY2024	FY2025	Changes	
			Amount	%
Production printing	2.3	2.2	-0.1	-5%
Industrial equipment	5.5	3.5	-2.0	-36%
Healthcare business	6.2	7.7	+1.5	+25%
<b>Net sales</b>	14.0	<b>13.4</b>	-0.5	-4%
<b>Op. income</b>	1.8	<b>1.2</b>	-0.5	-30%
<b>margin</b>	12.6%	<b>9.1%</b>	-3.5pt	—

\* Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

**[Reference] Results of main consolidated company** Canon Production Printing Systems Inc.

	1Q		Changes
	FY2024	FY2025	%
<b>Net sales</b>	2.1	2.1	-4%
<b>Op. income</b>	0.1	0.1	+59%

# Sales of Products and Services by Segment

1Q 2025 Actual  
(from January 1 to March 31)

(Billions of yen)	Consumers		Enterprise		Area		Professional		Other		Total		Composition Ratio
	1Q FY2024	1Q FY2025	1Q FY2024	1Q FY2025	1Q FY2024	1Q FY2025	1Q FY2024	1Q FY2025	1Q FY2024	1Q FY2025	1Q FY2024	1Q FY2025	1Q FY2025
<b>SI services</b>	—	—	18.6	18.4	3.6	2.1	6.2	7.8	-0.5	-0.1	27.9	28.2	31%
Changes		-		-1%		-42%		+24%		-		+1%	
<b>Maintenance and operation service/outsourcing</b>	—	—	13.8	18.2	2.8	3.0	0.3	0.4	0.1	0.2	17.1	21.7	24%
Changes		-		+32%		+5%		+10%		-		+27%	
<b>IT products and system sales</b>	8.3	10.4	10.5	17.3	13.5	16.3	—	—	-1.2	-3.8	31.0	40.2	45%
Changes		+27%		+64%		+21%		-		-		+30%	
<b>IT solutions</b>	8.3	10.4	42.9	53.9	19.9	21.4	6.6	8.1	-1.6	-3.7	76.0	90.1	100%
Changes		+27%		+26%		+7%		+24%		-		+19%	
<b>Canon products, other</b>	21.9	21.4	15.1	14.2	39.9	39.2	7.4	5.3	-3.0	-2.9	81.2	77.2	
Changes		-2%		-6%		-2%		-29%		-		-5%	
<b>Total</b>	<b>30.1</b>	<b>31.9</b>	<b>57.9</b>	<b>68.0</b>	<b>59.8</b>	<b>60.6</b>	<b>14.0</b>	<b>13.4</b>	<b>-4.6</b>	<b>-6.6</b>	<b>157.2</b>	<b>167.3</b>	
Changes		+6%		+17%		+1%		-4%		-		+6%	

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Summary of Forecasts

Previous Forecast vs Current Forecast

(Billions of yen)	FY2025 Previous forecast	FY2025 Current forecast	Changes		FY2024 Actual	Changes	
			Amount	%		Amount	%
<b>Net sales</b>	680.0	<b>680.0</b>	—	—	653.9	+26.1	+4%
<b>Operating income</b>	56.0 (8.2%)	<b>56.0</b> (8.2%)	—	—	53.1 (8.1%)	+2.9 (+0.1pt)	+5%
<b>Ordinary income</b>	57.0 (8.4%)	<b>57.0</b> (8.4%)	—	—	54.4 (8.3%)	+2.6 (+0.1pt)	+5%
<b>Net income attributable to owners of the parent</b>	39.5 (5.8%)	<b>39.5</b> (5.8%)	—	—	39.3 (6.0%)	+0.2 (-0.2pt)	+0%

# Forecasts by Segment

Actual vs  
Current Forecast

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(Billions of yen)	FY2024 Actual		FY2025 Current forecast		Changes		
	Net sales	Op. income	Net sales	Op. income	Net sales		Op. income
					Amount	%	
<b>Consumers</b>	144.6	13.8	<b>142.5</b>	<b>13.5</b>	-2.1	-1%	-0.3
<b>Enterprise</b>	249.9	19.4	<b>267.4</b>	<b>21.1</b>	+17.5	+7%	+1.7
<b>Area</b>	231.3	18.3	<b>238.6</b>	<b>19.7</b>	+7.3	+3%	+1.4
<b>Professional</b>	44.8	4.6	<b>49.6</b>	<b>5.3</b>	+4.8	+11%	+0.7
<b>Other</b>	-16.7	-2.9	<b>-18.1</b>	<b>-3.6</b>	-1.4	—	-0.7
<b>Total</b>	653.9	53.1	<b>680.0</b>	<b>56.0</b>	+26.1	+4%	+2.9

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Forecasts by Segment

(Billions of yen)	FY2024				FY2025				Changes			
	1Q Actual		2Q-4Q Actual		1Q Actual		2Q-4Q Forecast		1Q		2Q-4Q	
	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income	Net sales	Op. income
<b>Consumers</b>	30.1	2.1	114.4	11.6	<b>31.9</b>	<b>2.1</b>	<b>110.6</b>	<b>11.4</b>	+1.7	-0.0	-3.8	-0.2
<b>Enterprise</b>	57.9	5.3	192.0	14.1	<b>68.0</b>	<b>5.1</b>	<b>199.4</b>	<b>16.0</b>	+10.1	-0.3	+7.4	+2.0
<b>Area</b>	59.8	5.2	171.5	13.1	<b>60.6</b>	<b>5.5</b>	<b>178.0</b>	<b>14.2</b>	+0.8	+0.2	+6.5	+1.1
<b>Professional</b>	14.0	1.8	30.9	2.8	<b>13.4</b>	<b>1.2</b>	<b>36.2</b>	<b>4.1</b>	-0.5	-0.5	+5.3	+1.3
<b>Other</b>	-4.6	-0.7	-12.1	-2.3	<b>-6.6</b>	<b>-0.7</b>	<b>-11.5</b>	<b>-2.9</b>	-2.0	-0.1	+0.6	-0.6
<b>Total</b>	157.2	13.8	496.7	39.3	<b>167.3</b>	<b>13.2</b>	<b>512.7</b>	<b>42.8</b>	+10.1	-0.6	+16.0	+3.5

\*Other is a business segment that is not included in the reportable segments of the Company and includes the shared service business and the elimination of intersegment transactions. Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and the segment information for FY2024 has been recalculated accordingly. Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# Segment Forecasts

## Consumers

- ✓ Net sales are expected to decline due to a decrease in sales of inkjet printers and inkjet cartridges.
- ✓ Operating income will decrease due in part to a decrease in gross profit following the decline in inkjet cartridge sales.

(Billions of yen)	1Q Actual				2Q-4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	30.1	<b>31.9</b>	+1.7	+6%	114.4	<b>110.6</b>	-3.8	-3%
Op. income	2.1	<b>2.1</b>	-0.0	-2%	11.6	<b>11.4</b>	-0.2	-2%
margin	7.1%	<b>6.5%</b>	-0.5pt	—	10.2%	<b>10.3%</b>	+0.1pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## Enterprise

- ✓ Net sales are forecast to rise, reflecting strong sales of IT solutions.
- ✓ Operating income is expected to increase, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q Actual				2Q-4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	57.9	<b>68.0</b>	+10.1	+17%	192.0	<b>199.4</b>	+7.4	+4%
Op. income	5.3	<b>5.1</b>	-0.3	-5%	14.1	<b>16.0</b>	+2.0	+14%
Margin	9.2%	<b>7.5%</b>	-1.7pt	—	7.3%	<b>8.0%</b>	+0.7pt	—

\*Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and some of the system development and operation organizations in the Enterprise segment have been transferred to Other. As a result, the segment information for FY2024 has been recalculated accordingly.

# Segment Forecast

## Area

- ✓ Net sales are forecast to rise, reflecting strong sales of IT solutions.
- ✓ Operating income is expected to increase, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q Actual				2Q-4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	59.8	<b>60.6</b>	+0.8	+1%	171.5	<b>178.0</b>	+6.5	+4%
Op. income	5.2	<b>5.5</b>	+0.2	+5%	13.1	<b>14.2</b>	+1.1	+9%
margin	8.8%	<b>9.1%</b>	+0.3pt	—	7.6%	<b>8.0%</b>	+0.4pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

## Professional

- ✓ Net sales are forecast to rise due to an increase in sales of production printing and industrial equipment.
- ✓ Operating income is expected to increase, reflecting a rise in gross profit due to higher sales.

(Billions of yen)	1Q Actual				2Q-4Q Forecast			
	FY2024	FY2025	Changes		FY2024	FY2025	Changes	
			Amount	%			Amount	%
Net sales	14.0	<b>13.4</b>	-0.5	-4%	30.9	<b>36.2</b>	+5.3	+17%
Op. income	1.8	<b>1.2</b>	-0.5	-30%	2.8	<b>4.1</b>	+1.3	+46%
margin	12.6%	<b>9.1%</b>	-3.5pt	—	9.1%	<b>11.3%</b>	+2.2pt	—

\*Starting from FY2025, some of the system development and operation organizations in the Enterprise segment have been transferred to Other and the segment information for FY2024 has been recalculated accordingly.

# 【Supplementary Material】 Outline of Main Products Sales

## Supplementary Material for 2025 1Q

Canon Marketing Japan Inc.

V/Y changes in unit or amount

### ■ Canon Products, Other

Non-consolidated

		FY2024 vs FY2023					FY2025 vs FY2024		Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	Full Year Forecasts	Full Year Forecasts
DILC*	Unit	-31%	-14%	+4%	+0%	-10%	-15%	+2%	+2%
Inkjet Printer (IJP)	Unit	-8%	-4%	+2%	-12%	-6%	-14%	-5%	-5%
IJP Cartridge	Amount	-9%	-6%	-7%	-12%	-9%	-7%	-4%	-4%

\* Digital Interchangeable Lens Camera

Non-consolidated

		FY2024 vs FY2023					FY2025 vs FY2024		Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	Full Year Forecasts	Full Year Forecasts
MFP including Rental Machine	Unit	-3%	-1%	+5%	+10%	+3%	-3%	+3%	+3%
Service & Support	Amount	-2%	-1%	-2%	-2%	-2%	-4%	-2%	-2%
Laser Beam Printer (LBP)	Unit	-2%	-2%	+9%	+7%	+3%	+4%	+2%	+2%
LBP Cartridge	Amount	-3%	+6%	-1%	+5%	+2%	-3%	-2%	-2%

Consolidated

Commercial Printing	Amount	+8%	-2%	-3%	+11%	+4%	+5%	+1%	+1%
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### ■ IT Solutions

Consolidated

		FY2024 vs FY2023					FY2025 vs FY2024		Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	Full Year Forecasts	Full Year Forecasts
SI Services	Amount	+18%	+1%	-5%	-5%	+2%	+1%	+7%	+7%
Maintenance and operation service/outourcing	Amount	+22%	+58%	+57%	+51%	+47%	+27%	+10%	+10%
IT products and system sales	Amount	-2%	+21%	+22%	+24%	+16%	+30%	+8%	+8%
Network Camera	Amount	+6%	+1%	+9%	+26%	+11%	-0%	+28%	+28%

### ■ Professional Segment

Consolidated

		FY2024 vs FY2023					FY2025 vs FY2024		Previous Forecasts
		1Q Results	2Q Results	3Q Results	4Q Results	Full Year Results	1Q Results	Full Year Forecasts	Full Year Forecasts
Production Printing	Amount	+8%	-7%	-6%	+11%	+2%	-5%	+3%	+3%
Industrial Equipment	Amount	-6%	+21%	+22%	+19%	+18%	-36%	+18%	+18%
Healthcare Business	Amount	+64%	-25%	-3%	+10%	+11%	+25%	+7%	+7%

\* Forward-looking statements and results forecasts presented in this material are based on the management's assumptions using currently available information and therefore contain inherent risks and uncertainties.  
As a consequence, due to a range of possible factors, actual results may materially differ from the forecasts.

Please see the **Supplementary Material for FY2025 1Q** on our website.

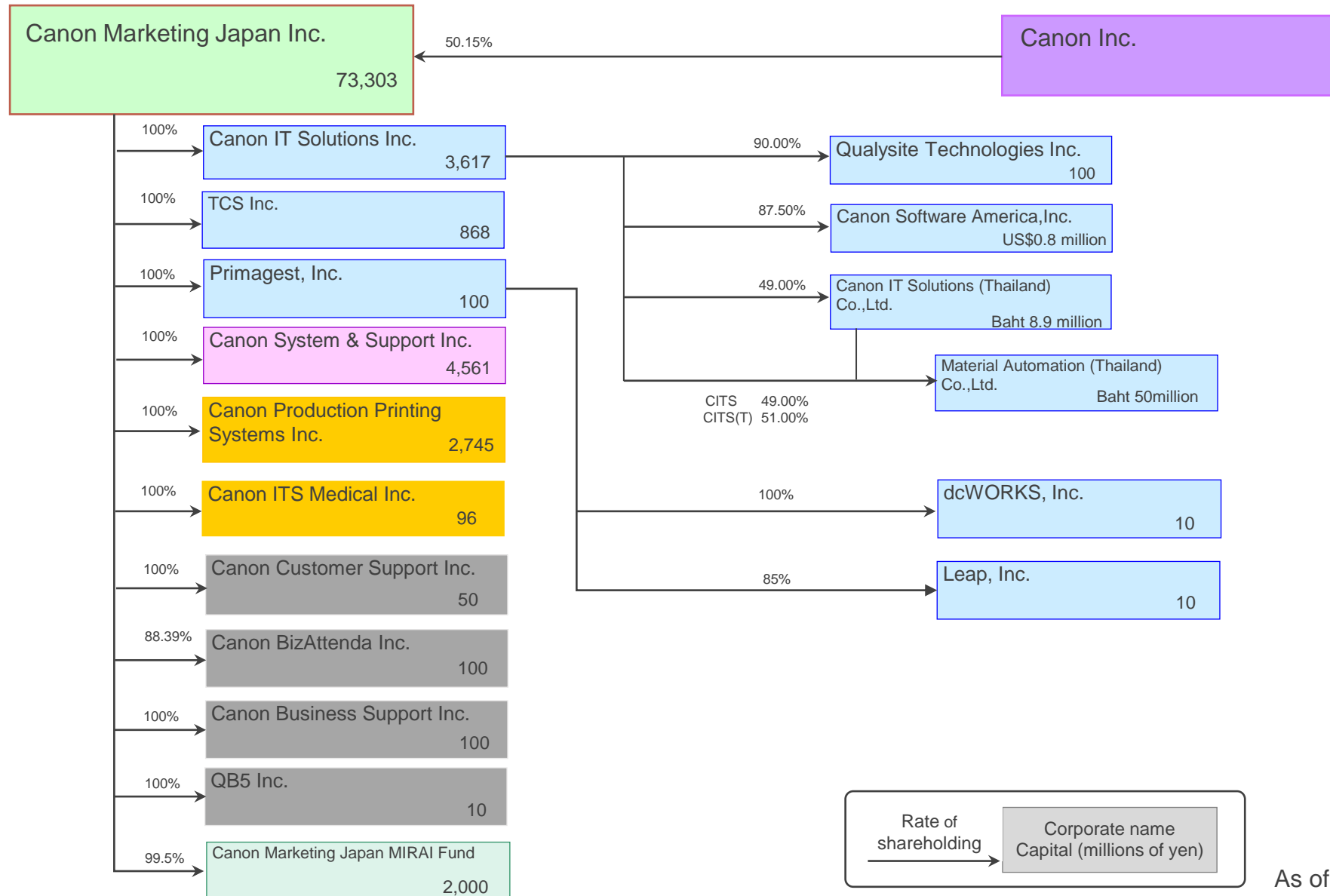
- URL  
<https://corporate.jp.canon/en/ir/library/explanation>

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# **Supplementary Information**

# Capital Relationship Diagram



As of March 31, 2025

# SG&A Expenses

1Q 2025 Actual  
(from January 1 to March 31)

**Canon**  
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(Billions of yen)	1Q FY2024	1Q FY2025	Changes
Advertising expenses	1.0	1.1	+0.2
Promotion expenses	0.6	0.7	+0.1
Warranty expenses	0.7	0.7	-0.0
Other direct selling expenses	4.3	4.7	+0.4
Personnel expenses	22.4	22.3	-0.1
Office expenses	1.9	2.0	+0.1
IT expenses	2.7	2.5	-0.2
Amortization of goodwill, etc.	0.2	0.9	+0.7
Other selling expenses	3.7	3.6	-0.1
<b>Total</b>	<b>37.5</b>	<b>38.5</b>	<b>+1.0</b>

# Non-operating Income and Expenses

	(Billions of yen)	1Q FY2024	1Q FY2025	Changes
Interest income		0.1	0.1	-0.0
Dividend income		0.0	0.0	+0.0
Foreign exchange gains		0.0	-	-0.0
Other, net		0.1	0.1	+0.1
<b>Total non-operating income</b>		<b>0.3</b>	<b>0.2</b>	<b>-0.0</b>
Interest expense		0.0	0.0	+0.0
Investment partnership management expenses		-	0.1	+0.1
Loss on investments in partnership		0.0	0.0	-0.0
Foreign exchange losses		-	0.1	+0.1
Other, net		0.1	0.1	+0.0
<b>Total non-operating expenses</b>		<b>0.1</b>	<b>0.2</b>	<b>+0.1</b>

# Extraordinary Income and Losses

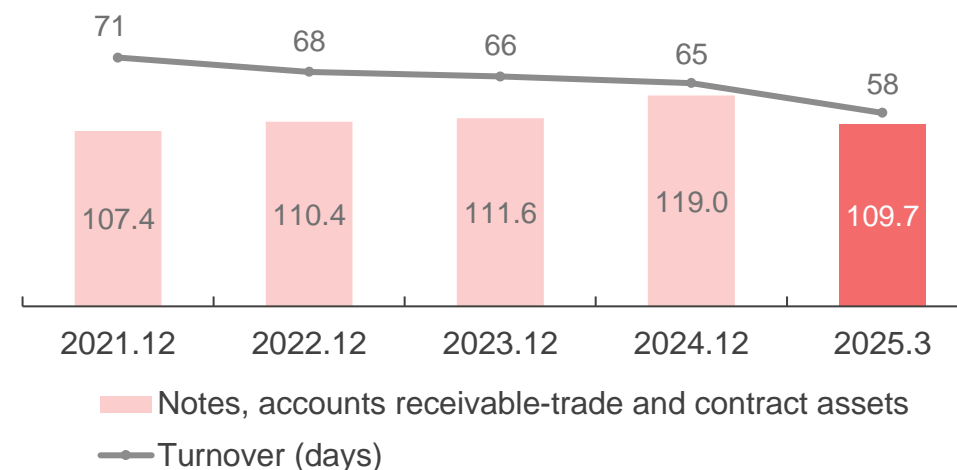
(Billions of yen)	1Q FY2024	1Q FY2025	Changes
Gain on sales of long-lived assets	0.0	-	-0.0
Gain on sales of investments in securities	-	0.1	+0.1
<b>Total extraordinary income</b>	0.0	0.1	+0.1
Loss on sales and disposal of long-lived assets	0.0	0.0	-0.0
Impairment loss	-	0.3	+0.3
Loss on sale of investments in securities	-	0.0	+0.0
Other, net	0.0	0.0	+0.0
<b>Total extraordinary losses</b>	0.0	0.3	+0.3

# Quarterly Balance Sheets

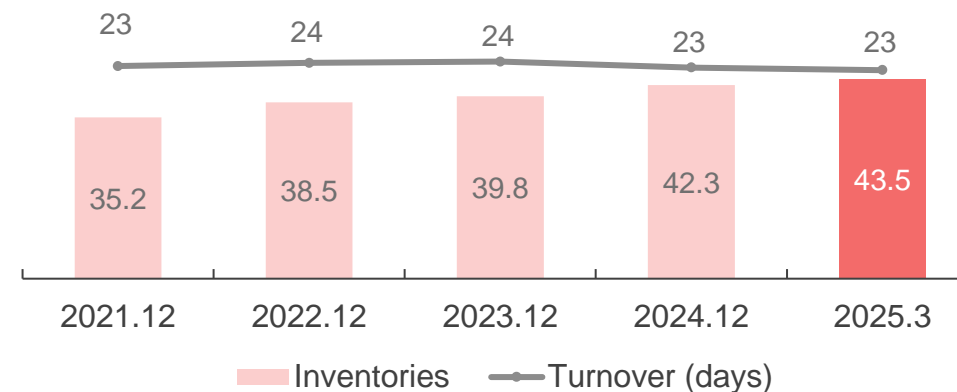
(Billions of yen)

	Dec. 31 2024	Mar. 31 2025	Changes
<b>Assets</b>	524.6	520.8	-3.8
<b>Current assets</b>	332.2	329.0	-3.2
Cash and deposits	110.7	164.9	+54.2
Notes, accounts receivable- trade and contract assets	119.0	109.7	-9.3
Inventories	42.3	43.5	+1.1
Other current assets	60.1	10.8	-49.3
<b>Non-current assets</b>	192.4	191.8	-0.6
Property, plant and equipment	88.1	86.9	-1.2
Intangible assets	49.0	49.1	+0.1
Investments and other assets	55.3	55.7	+0.4
<b>Liabilities</b>	140.9	138.4	-2.5
<b>Current liabilities</b>	123.5	121.3	-2.2
Notes and accounts payable-trade	50.1	55.5	+5.3
Other current liabilities	73.4	65.8	-7.6
<b>Long-term liabilities</b>	17.4	17.1	-0.3
<b>Equity</b>	383.7	382.4	-1.3
Shareholders' equity	347.6	347.7	+0.1
(Treasury stock)	-9.3	-9.3	-0.0
Total accumulated other comprehensive income(loss)	35.1	33.7	-1.4
Stock acquisition rights	0.1	0.1	+0.0
Non-controlling interests	0.8	0.8	-0.0
<b>Equity ratio</b>	73%	73%	+0%

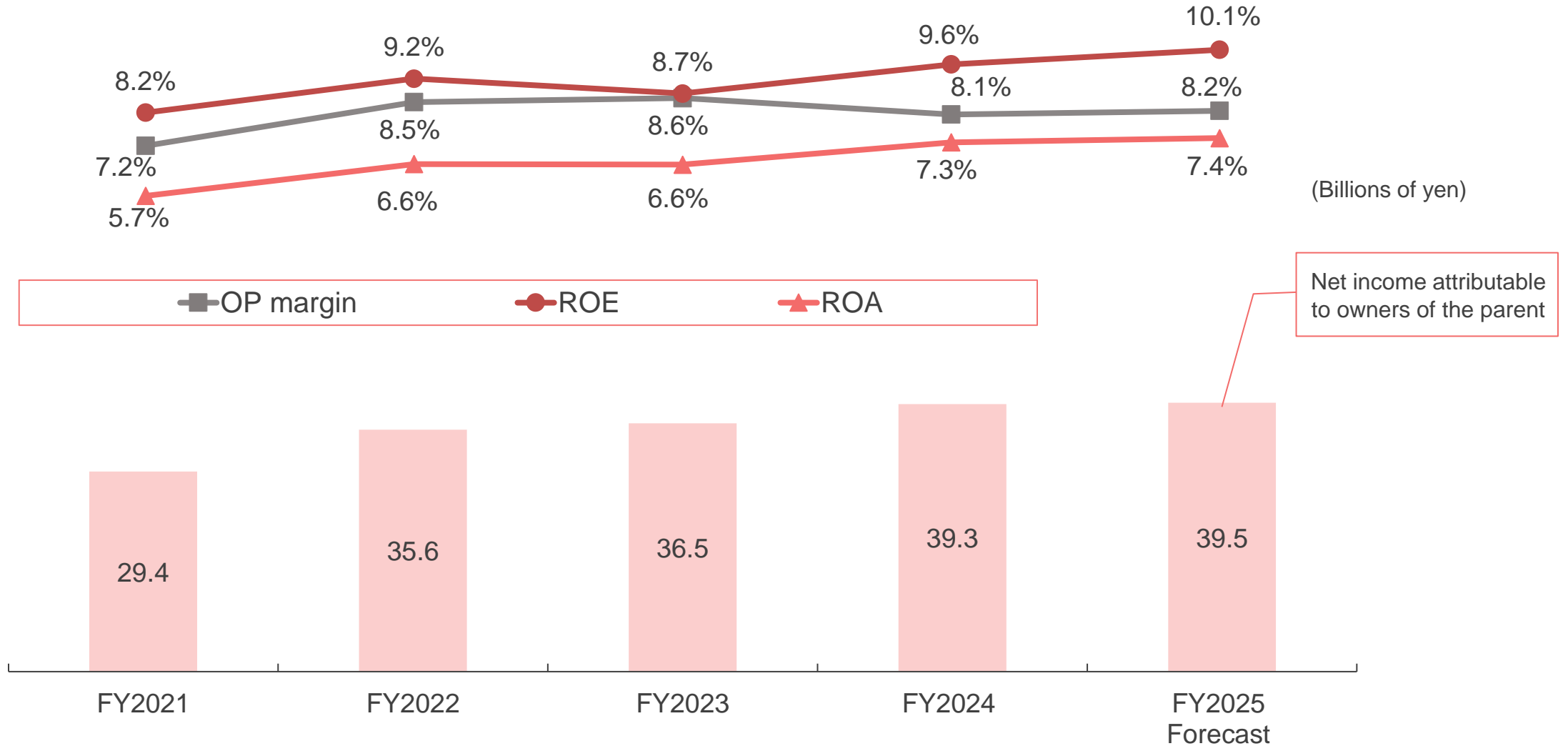
## Notes, accounts receivable-trade and contract assets



## Inventories

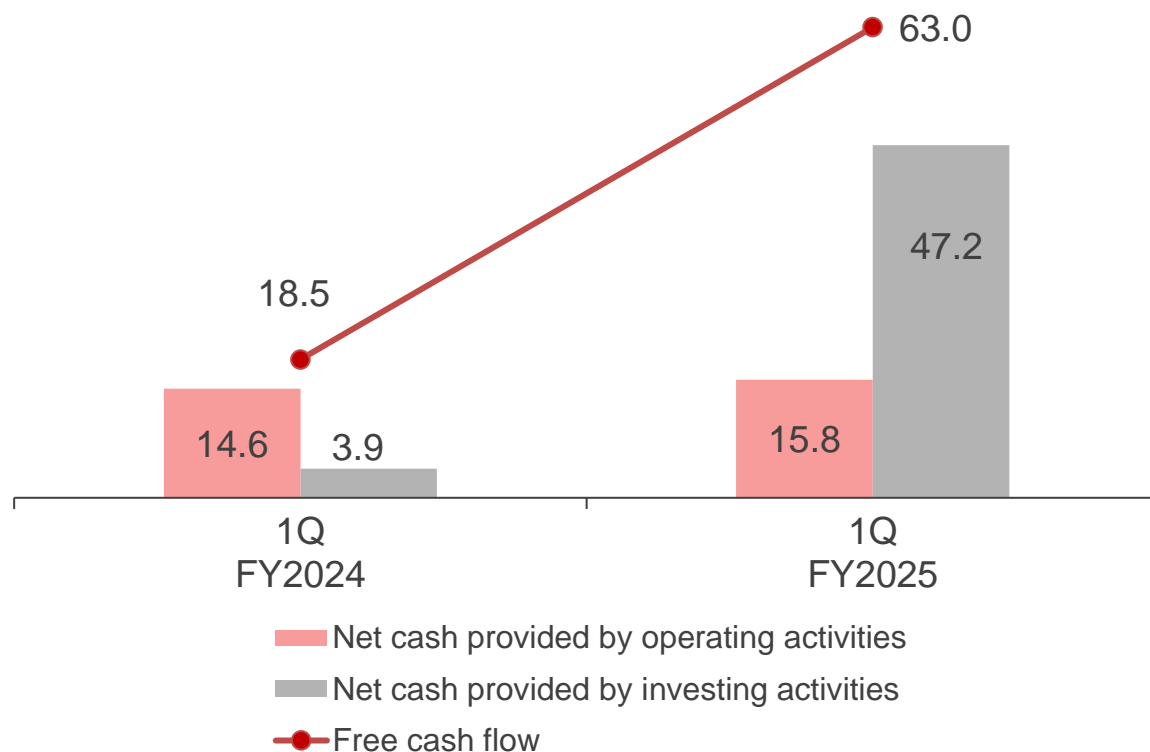


# Financial Indicator



# Financial Indicator

## ■ Cash Flow



## ■ Capital Investment

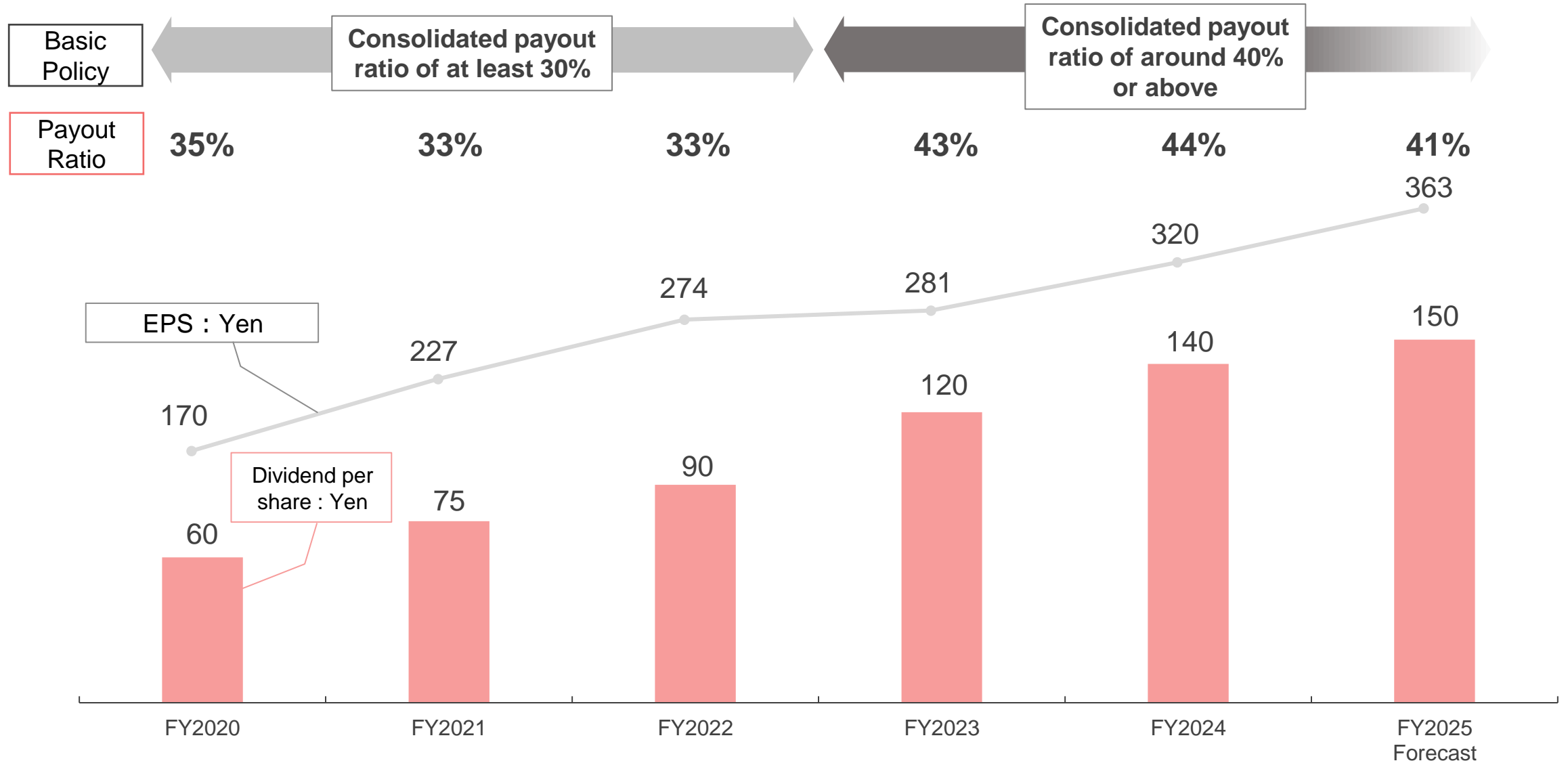
(Billions of yen)

	1Q Actual	2Q-4Q Forecast	Full year
FY2024 Actual	3.6	9.2	12.8
FY2025 Forecast	3.0	17.6	20.6


## ■ Depreciation and amortization

	1Q Actual	2Q-4Q Forecast	Full year
FY2024 Actual	2.5	8.0	10.5
FY2025 Forecast	2.8	9.2	11.9

# Financial Indicator




# Sales Breakdown by Segment (FY2024)

**4 Professional** 

<b>Net sales</b> <b>44.8</b>	<b>Operating income</b> <b>4.6</b> (10.1%)
---------------------------------	--

Customers in specialized areas

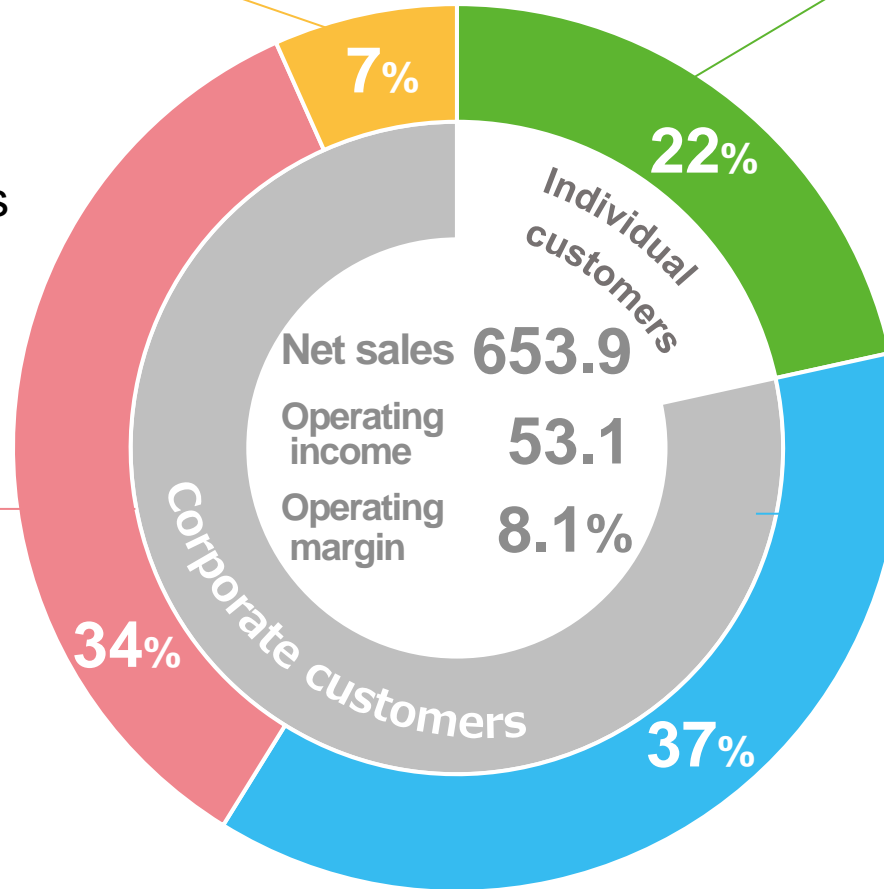
- Production printing
- Industrial equipment
- Healthcare


**3 Area** 

<b>Net sales</b> <b>231.3</b>	<b>Operating income</b> <b>18.3</b> (7.9%)
----------------------------------	--

SMEs nationwide


SME: Small and Medium Enterprise



**1 Consumers** 

<b>Net sales</b> <b>144.6</b>	<b>Operating income</b> <b>13.8</b> (9.5%)
----------------------------------	--

Individual customers

**2 Enterprise** 

<b>Net sales</b> <b>249.9</b>	<b>Operating income</b> <b>19.4</b> (7.8%)
----------------------------------	--

Large, quasi-major and upper medium-sized enterprises

\*Starting from FY2025, Primagest, Inc., which was previously included in Other, have been transferred to the Enterprise segment and some of the system development and operation organizations in the Enterprise segment have been transferred to Other. As a result, the segment information for FY2024 has been recalculated accordingly. Net sales of -16.7 billion yen and operating income of -2.9 billion yen are not displayed in this chart. They include elimination of inter-segment transactions, shared service business and corporate expenses that do not belong to any segment.

# Business Summary by Segment

## 1 Consumers

This segment sells imaging products, including cameras which are the business Canon has been operating since its foundation, inkjet printers and other Canon products as well as non-Canon-branded products to **corporate and individual customers through retail stores and online shops, etc.**

### Camera business



### Inkjet printer business



Hobbies, photos and Working from home

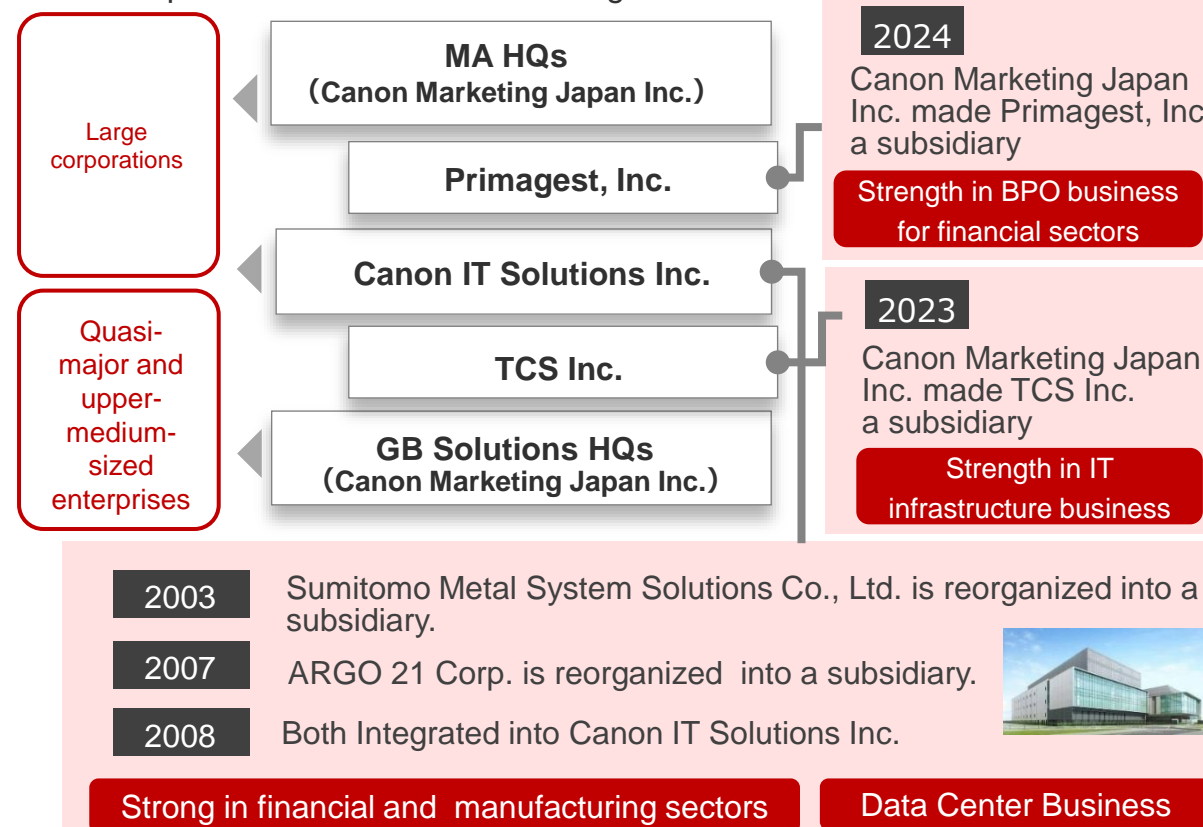
### IT products business



High-performance PCs (used for e-sports, etc.)

## 2 Enterprise

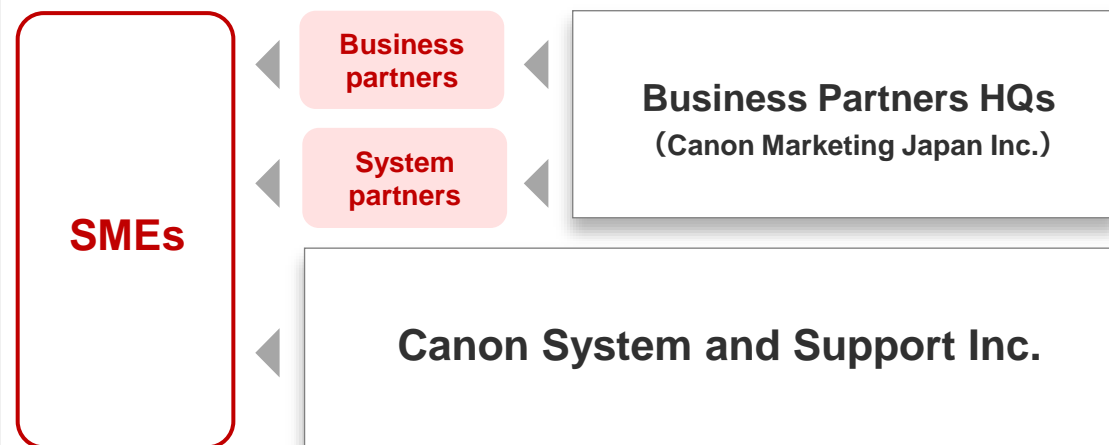
**For large, quasi-major and upper medium-sized enterprises**, the Company directly provides Canon products and IT solutions, which help resolve management issues that vary depending on the business type. MA HQs is in charge of large corporations and GB Solution HQs is in charge of quasi-major and upper medium-sized enterprises. Canon IT Solutions Inc., TCS Inc. and Primagest, Inc. are responsible for both customer segments..



# Business Summary by Segment

## 3 Area

Harnessing diverse channels consisting of **indirect sales** by business partners and system partners, and **direct sales** by Canon System and Support Inc, this segment offers Canon products and IT solutions to **SMEs** all over Japan.



- 1980 Copier Sales Co., Inc. is established.
- 2000 The company name is changed to Canon System and Support Inc.
- 2002 The company becomes a wholly owned subsidiary of Canon Marketing Japan Inc., former name of which was Canon Sales Co., Inc.

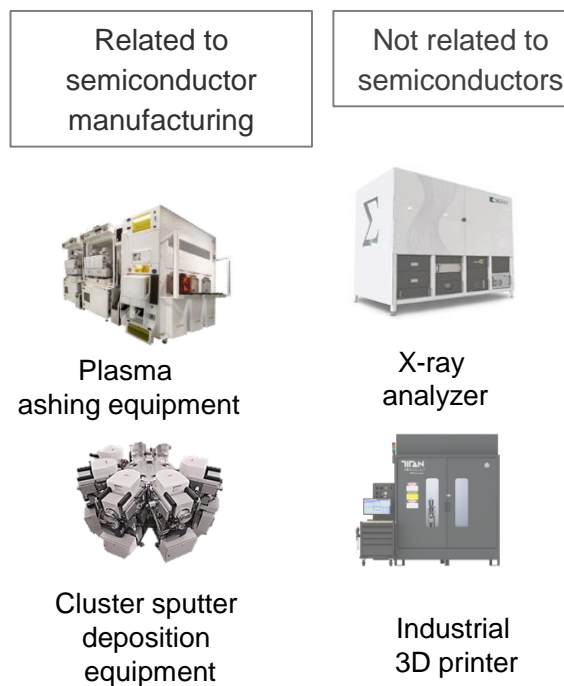
Build relationships with customers through the direct sales channels

Concentrate mainly on the introduction, operations and maintenance of IT infrastructure

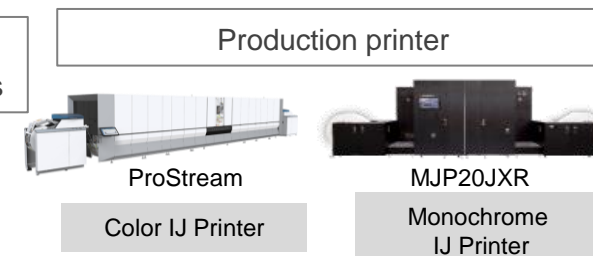
## 4 Professional

This segment offers solutions to **customers in the specialized areas** like Production printing, Industrial equipment and Healthcare.

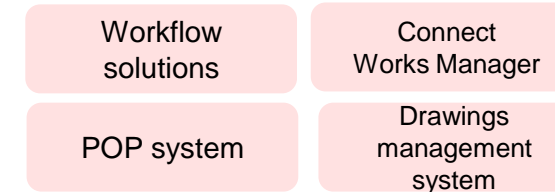
### Industrial equipment



### Production printing



### Software services



### Healthcare



\* We import industrial equipment from abroad and sell localized equipment in the Japanese market. We are also in charge of installation and maintenance support.



# ITS Business by Customer Segment

Both Enterprise and Area segments are providing Canon products and IT Solutions, but their customers are different.



# Mission-critical Total Solution System for Manufacturing Industry

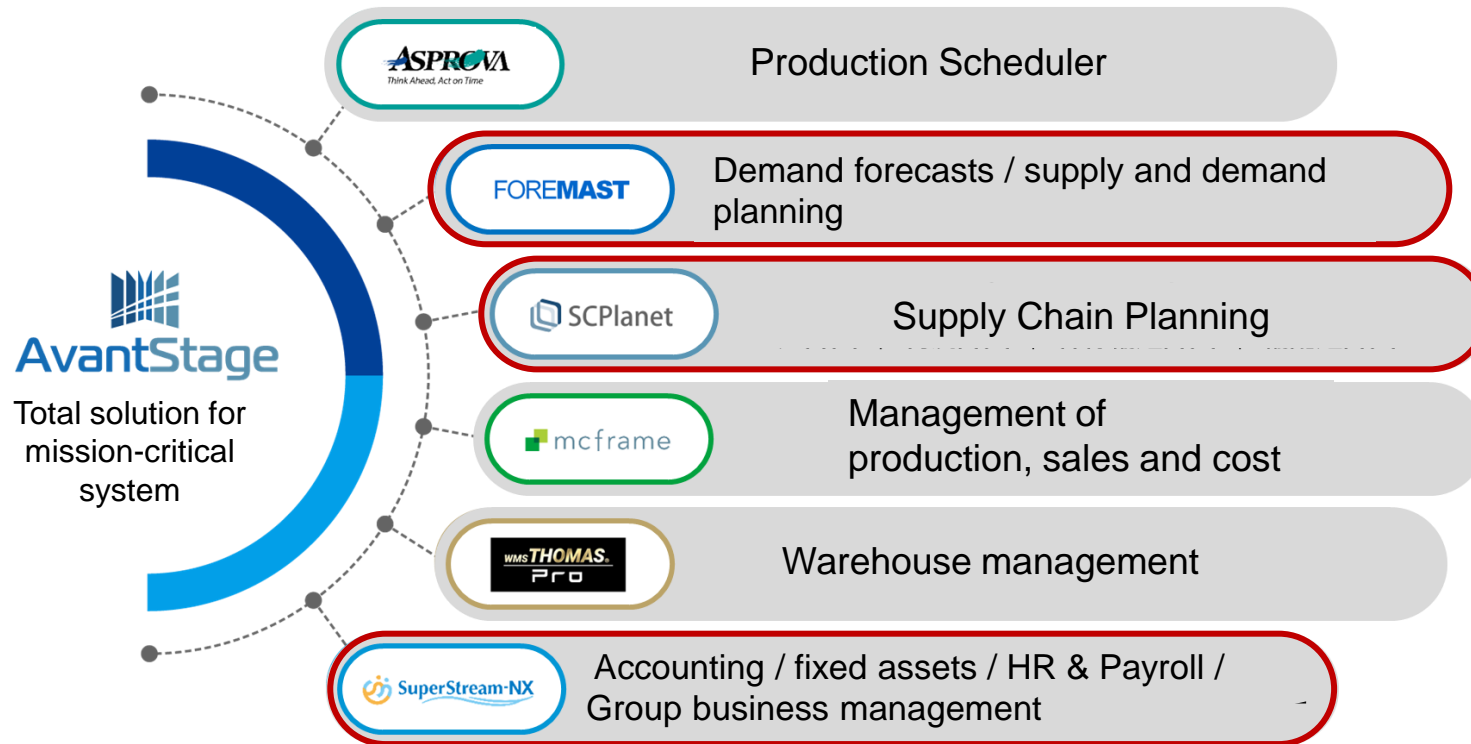
Issue

Logistic issues in 2024  
Reduction of food waste



Provide SCM/ERP total solution  
utilizing mathematical technologies

※ SCM...Supply Chain Management  
ERP...Enterprise Resource Planning



## Customers

- Ajinomoto Co., Inc.
- ALBION Co., Ltd
- ELECOM CO.,LTD.
- Sapporo Holdings Limited
- Maruha Nichiro Corporation
- Mitsubishi Chemical Corporation

※ We propose the most suitable solution for individual customer from the total solutions.

For details



<https://www.canon-its.co.jp/solution/erp/>  
<https://www.canon-its.co.jp/solution/scm/>

# Full Support for Business Innovation

Issue

Shortage of IT professionals



Total support for selection, introduction, operation, maintenance and education of IT solutions

## Makasete **I T** DX Series

### Management support services

DX Certification Acquisition Support Service **NEW**

IT coordination services

Sales strategy development support services / SFA support services

Response to changes in laws and systems

### Educational support services

Skill improvement support services / Training support services

### Security pack

Security measures



Data protection



Protection against information leaks



PCs



CSS Customer Support Center

### Outsourcing

IT operation outsourcing service **NEW**

### Maintenance and operation

PC operational support service

Network operational support service

Server operational support service

Application operational support service

### Industry-specific services

**NEW** Nursing care solution

**NEW** Kindergarten solution

**NEW** Construction industry solution

Industry A

### ICT platform

Cloud operational support service

**NEW** Imaging solution

**NEW** Wi-Fi Environment Optimization Support Service

Solution B

# Outsiders' Assessments and Inclusion in Indices : ESG

Selected as a constituent  
of the FTSE4Good Index



FTSE4Good

Selected as a constituent  
of the FTSE Blossom  
Japan Index



FTSE Blossom  
Japan

Selected as a constituent of  
the FTSE Blossom Japan  
Sector Relative Index



FTSE Blossom  
Japan Sector  
Relative Index

Selected as a constituent  
of the Morningstar Japan  
Equity Gender Diversity  
Tilt Index(GE Group 3)

Selected as a constituent of  
JPX Nikkei Index 400



JPX-NIKKEI 400

Selected as a constituent of  
the MSCI Japan  
ESG Select Leaders Index

2024 CONSTITUENT MSCI JAPAN  
ESG SELECT LEADERS INDEX

Selected as a constituent of  
the MSCI NIHONKABU  
ESG Select Leaders Index

2024 CONSTITUENT MSCI NIHONKABU  
ESG SELECT LEADERS INDEX

Selected as a constituent of  
the MSCI Japan  
Empowering Women Index

2024 CONSTITUENT MSCI JAPAN  
EMPOWERING WOMEN INDEX (WIN)

Selected as a constituent of  
the S&P/JPX Carbon  
Efficient Index

S&P/JPX  
Carbon  
Efficient  
Index

Selected as a constituent  
of the Sampo  
Sustainability Index  
2024



Sampo Sustainability Index

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# Outsiders' Assessments and Inclusion in Indices : Human resources

**Selected as the Certified Health & Productivity Management Outstanding Organization**



Ministry of Economy, Trade and Industry and Tokyo Stock Exchange

**Eruboshi certification (two stars)**



Ministry of Health, Labour and Welfare

**Earned 4-star rating in the Nikkei Comprehensive Sustainability Survey on Smart Work Management**



**Selected for the grand prize of the Good Career Company Award**



**Platinum Kurumin certification**



Ministry of Health, Labour and Welfare

**Awarded an excellent company prize and a prize of excellent in the IFSJ Innovation Award with the DX Test™ series**



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**Canon**

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