



PUTTING PEOPLE FIRST

From its start as a small camera company in 1937, Canon has become an international leader of digital imaging solutions in the consumer, business-to-business, and industrial sectors, with millions of loyal customers worldwide. With skilled and passionate people and an enduring commitment to R&D, Canon has successfully navigated through more than eight decades of change.

In this age of digital transformation, data is moving across the globe faster than ever. To keep pace, companies must adopt new technologies and business processes or risk falling behind. But you don't need to do it alone! Canon delivers state-of-the-art business solutions; reliable, proven technologies; an award-winning, customer-first support network; and a dedicated, nationwide team of experts, all standing ready to help you every step of the way.

Moreover, the corporate philosophy of *Kyosei*—a pledge to see all people harmoniously living and working together for the common good—is at the heart of Canon's commitment to its customers and the planet we share.

With exceptional business solutions and a sincere desire to better the world, it's easy to see why Canon is the natural partner for business.

Leading the way. Canon's long-term market presence, innovative technologies, and solid financial performance help make it a truly dependable partner.

AN INDUSTRY-LEADING COMPANY

A Fortune 500 company since 1995, Canon is noted for its financial stability and steady profitability.

\$30.4 BILLION 
IN NET SALES (2020)*

GLOBALLY DIVERSIFIED

Canon offers a diverse portfolio of outstanding products and services. From input to output, Canon is a trusted brand in many industries.



U.S. MARKET PRESENCE

Over 80 years ago, Canon started its business. In 1955, it entered the American market, establishing its first branch in New York City.



HIGH PERFORMANCE AND RELIABILITY

Several Canon product lines have been recognized for their **award-winning performance** and deliver impressive reliability, efficiency, and built-in **security features** to help you manage and protect your data. And GENUINE parts and supplies help keep Canon devices running smoothly, producing high-quality results time and time again.



MARKET SHARE LEADER

According to IDC, Canon enjoys the Number One position in the A3 Total, A3 Color, and A3 Monochrome segments, with the highest market share relative to all competitors measured.**



KYOSEI

Through its corporate philosophy of *Kyosei*, Canon strives to help protect the environment with its energy-efficient technologies and strong focus on preserving environmental resources.



* Source: Canon results for Fourth Quarter and FY ended December 31, 2020. (January 31, 2021)

** Source: IDC U.S. Quarterly Hard Copy Peripherals Tracker, 2020 Q4. (February 7, 2021)

■ Canon products offer certain security features, yet many variables can impact the security of your devices and data. Canon does not warrant that use of its features will prevent security issues. Nothing herein should be construed as legal or regulatory advice concerning applicable laws; customers must have their own qualified counsel determine the feasibility of a solution as it relates to regulatory and statutory compliance.

Investing in the future. Canon's strong dedication to innovation, results in the development of products that meet customer needs today, and also tomorrow.

RESEARCH AND DEVELOPMENT

Canon's commitment to research and development has resulted in a continuing stream of outstanding, innovative technologies and products.

\$2.6 BILLION 
2020 ANNUAL R&D BUDGET*

PATENTS

For 35 consecutive years, Canon Inc. has been among the top five companies granted U.S. patents, with the latest number at 3,225.**

3,225 PATENTS GRANTED IN 2020 

PRODUCTS AND SOLUTIONS

Whether a small workgroup or a global organization, Canon offers powerful, integrated solutions.



Business Products

- Multifunction Printers
- Copiers
- Scanners
- Software
- Photo Production Printers
- Production Printers
- Large-Format Printers
- Projectors
- Security Cameras
- Consumables

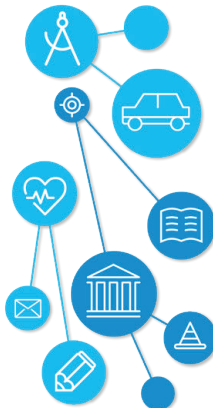


Solutions

- Cloud Services
- Device Management
- Document Capture and Distribution
- Information Management and Workflow
- Mobile and Remote User Solutions
- Output Management
- Professional Services
- Security Solutions

INDUSTRY SOLUTIONS

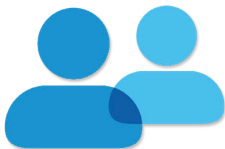
Canon has a strong presence in many vertical markets, and its varied solutions can help boost operational efficiency, *protect data, streamline compliance efforts,* and reduce costs.



Industries
Architectural, Engineering, and Construction
Automotive
Commercial Printing
Education
Financial Services
Government
Healthcare
Legal
Manufacturing
Publishing
Utilities

STRATEGIC PARTNERSHIPS

Committed to expanding its portfolio of innovative solutions, Canon has forged more than 300 strategic partnerships, including those with NT-Ware, Kofax®, Therefore™, mxHero, IRIS, and others.



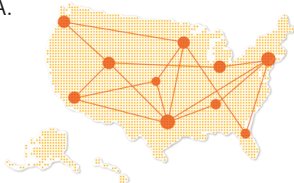
PARTNERS

* This amount is 8.6% of Net Sales. Source: Canon results for Fourth Quarter and FY ended December 31, 2020. (January 31, 2021)
** Source: IFI CLAIMS® Patent Services, 2020 Top U.S. Patent Recipients. (January 7, 2021)
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Helping businesses succeed. Canon's powerful network of business partners, technicians and support staff provide a wealth of resources you can rely on.

STRONG SUPPORT NETWORK

Of the many companies in the U.S. that offer business products and solutions, a majority proudly represents Canon. In fact, Canon U.S.A. has been partners with over 40% of its dealers for more than 25 years.



REGISTERED TECHNICIANS

Canon is all about uptime. Its highly trained service technicians are here to support you when you need it.

**OVER 7,500
CANON CERTIFIED
FIELD PERSONNEL***



NATIONWIDE LOCATIONS

With over 1,300 locations across the U.S.,* you can easily learn about and experience Canon products and solutions.

1,300+ 
SALES AND SERVICE LOCATIONS

MOBILE SOLUTIONS

You're always on the go, and Canon lets you connect from wherever you are. Canon cloud services can help you manage your devices and maximize productivity.



100% U.S.-BASED CALL CENTER STAFF (FOR PRODUCTS DESIGNED PRIMARILY FOR BUSINESS USE)

Over 1,100[†] highly-trained and dedicated Canon employees make up Canon's Technical Support Center, Engineering, and Field Support teams. Working from multiple locations across the U.S., Canon's technical business solutions experts utilize state-of-the-art technology, such as Canon's Virtual Presence, to provide customers with outstanding service and support.



CUSTOMIZED SERVICES

Streamline business/workflow processes and help improve efficiency with Canon's customized solutions.



Canon Digital Imaging Solutions

Transform organizations through digitization and leading technology.



Canon Managed Document Services

Help achieve business goals for cost reduction, document accessibility, and support.



Canon Financial Services

Provide lease financing solutions and customer service excellence to Canon customers.

Canon offers amazing technology and a network of dedicated professionals standing ready to work with you. With the best of both worlds, Canon is the natural partner for business.

* Based on the number of current Authorized Dealers in Canon's support system database (as of March 31, 2021).

† Canon U.S.A., Inc. personnel records as of March 2021.

‡ Based on certifications earned by dealer personnel as tracked by Canon U.S.A.'s Learning Management System (as of March 31, 2021).

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