

# A STRONG FOUNDATION, PROVEN SUCCESS

## LEADERSHIP



## INNOVATION



## PARTNERSHIP



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 research and development (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 its strong foundation and proven success in delivering exceptional business solutions, along with a sincere desire to better the world, it's easy to see why Canon is the natural partner for business.



Helping lead the way. Canon's long-term market presence, innovative technologies, and solid financial performance are reasons to consider Canon.

### AN INDUSTRY-LEADING COMPANY

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

**\$30.3 BILLION**  
IN NET SALES (2022)\*



### 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.

### GLOBALLY DIVERSIFIED



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

### MARKET SHARE LEADER

Based on annual U.S. data from IDC, Canon enjoyed the No. 1 position in 2022 in the A3 Total, A3 Color, and A3 Monochrome MFP Laser segments, with the highest market share relative to all competitors measured.\*\*\*

**#1**

**IN A3 TOTAL, A3 COLOR,  
AND A3 MONOCHROME**

### WORLDWIDE PRESENCE

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



**80+ YEARS**

### 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.



**CLICK HERE**  
TO LEARN MORE  
ABOUT KYOSEI

\* Source: Canon results for Fourth Quarter and FY ended December 31, 2022. (January 31, 2023)

\*\* 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.

\*\*\* Source: IDC U.S. Quarterly Hard Copy Peripherals Tracker, 2022 Q4.



**Investing in the future. Canon's strong dedication to innovation results in the development of products that help meet customers' needs today and supports their future growth.**

### RESEARCH AND DEVELOPMENT

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

**\$2.3 BILLION**  
2022 ANNUAL  
R&D BUDGET\*



### PATENTS

For 37 consecutive years, Canon Inc. has ranked in the top 5 for number of U.S. patents granted.\*\*

**2,694** U.S. PATENTS  
GRANTED  
IN 2022\*\*



### PRODUCTS AND SOLUTIONS

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



#### Business Products

- Multifunction Printers
- Scanners
- Software
- Photo Production Printers
- Production Printers
- Large-Format Printers
- Specialty Printers
- Projectors
- Security Cameras
- Consumables
- Commercial Robot Vacuum



#### Solutions

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

### 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
- Hospitality
- 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™, IRIS, and others.



#### PARTNERS

\*This amount is 7.6% of Net Sales. Source: Canon results for Fourth Quarter and FY ended December 31, 2022. (January 31, 2023)

\*\* Number of patents for 2021 to 2022 are based on figures released by IFI CLAIMS Patent Services (as of January 11, 2023). Figures for 2005 to 2020 are based on information issued by the United States Patent and Trademark Office.

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**Helping businesses succeed. Canon's powerful network of business partners, technicians, and support staff help to provide a wealth of resources you can rely on.**

### NATIONWIDE LOCATIONS

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



**1,300+**

**SALES AND SERVICE LOCATIONS**

### REGISTERED TECHNICIANS

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

MORE THAN **8,000**  
CANON CERTIFIED  
FIELD PERSONNEL\*\*\*



### 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 worked with over 40% of its dealers for more than 25 years.

### MOBILE SOLUTIONS

You're always on the go, and Canon lets you connect from wherever you are for a variety of solutions. Canon offers 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)**

More than 1,300\*\* 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, like 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 amazing technology.

#### Canon Financial Services

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

#### Canon Managed Document Services

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



**WITH ITS STRONG FOUNDATION AND PROVEN SUCCESS,  
CANON IS THE NATURAL PARTNER FOR BUSINESS.**

\* Based on the number of current Authorized Dealers in Canon's support system database (as of April 30, 2023).

\*\* Canon U.S.A., Inc. personnel records as of April 2023.

\*\*\* Based on certifications earned by dealer personnel as tracked by Canon U.S.A.'s Learning Management System (as of April 30, 2023).

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