# SHARP

# Consolidated Financial Results for the Year Ended March 31, 2016

- I. Financial Results for Fiscal 2015
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### SHARP CORPORATION May 12, 2016

#### **Forward-Looking Statements**

This presentation material contains certain statements describing the future plans, strategies and performance of Sharp Corporation and its consolidated subsidiaries (hereinafter "Sharp"). These statements are not based on historical or present fact, but rather assumptions and estimates based on information currently available. These future plans, strategies and performances are subject to known and unknown risks, uncertainties and other factors. Sharp's actual performance, business activities and financial position may differ materially from the assumptions and estimates provided on account of the risks, uncertainties and other factors. Sharp is under no obligation to update these forward-looking statements in light of new information, future events or any other factors. The risks, uncertainties and other factors that could affect actual results include, but are not limited to:

(1) The economic situation in which Sharp operates;

(2) Sudden, rapid fluctuations in demand for Sharp's products and services, as well as intense price competition;

(3) Changes in exchange rates (particularly between the yen and the U.S. dollar, the euro, and other currencies);

(4) Regulations such as trade restrictions in other countries;

- (5) The progress of collaborations and alliances with other companies;
- (6) Litigation and other legal proceedings against Sharp;
- (7) Rapid technological changes in products and services, etc.

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## I. Financial Results for Fiscal 2015

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## **Financial Results for Fiscal 2015**

• Fiscal 2015 net sales were 2,461.5 billion yen, down 11.7% against the previous year.

						(1	billions of ren
	FY2014			FY2	015		
	Fiscal Year	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)
Net Sales	2,786.2	1,279.6	663.3	518.5	1,181.9	2,461.5	-11.7%
Operating Income	-48.0	-25.1	-3.8	-132.9	-136.8	-161.9	-
(margin)	(-1.7%)	(-2.0%)	(-0.6%)	(-25.6%)	(-11.6%)	(-6.6%)	
Profit Attributable to Owners of Parent	-222.3	-83.6	-24.7	-147.6	-172.3	-255.9	-
(margin)	(-8.0%)	(-6.5%)	(-3.7%)	(-28.5%)	(-14.6%)	(-10.4%)	

(Billions of Yen)



Other Income (B	Expenses)
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						(Bill	ions of Yen)
	FY2014			FY2	015		
	Fiscal Year	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)
Operating Income	-48.0	-25.1	-3.8	-132.9	-136.8	-161.9	-113.9
Other Income (Expenses)	-140.7	-50.0	-14.2	-4.7	-19.0	-69.1	+71.6
Equity in earnings of affiliates	+5.5	+3.0	-0.1	-1.3	-1.5	+1.4	-4.0
Gain on sales of noncurrent assets	+11.1	+0.3	+0.4	+15.1	+15.6	+15.9	+4.8
Gain on sales of investment securities	+22.9	+1.8	-0.0	+0.1	+0.1	+1.9	-21.0
Reversal of provision for loss on litigation	+19.2	+2.0	-	-	-	+2.0	-17.1
Interest expense	-23.1	-9.9	-4.5	-4.1	-8.7	-18.7	+4.4
Receipt of settlement package	-	+7.1	+1.3	-0.0	+1.3	+8.4	+8.4
Impairment loss	-104.0	-11.1	-2.7	-10.8	-13.6	-24.7	+79.2
Restructuring charges	-21.2	-35.3	-1.4	-1.4	-2.8	-38.1	-16.9
Settlement	-14.3	-	-	-	-	-	+14.3
Pretax Income	-188.8	-75.2	-18.1	-137.7	-155.8	-231.1	-42.2
Income Taxes, etc.	-33.5	-8.3	-6.5	-9.9	-16.4	-24.8	+8.6
Profit Attributable to Owners of Parent	-222.3	-83.6	-24.7	-147.6	-172.3	-255.9	-33.6

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### Variance Between Fiscal 2015 Actual Results and Forecast At Third Quarter Financial Announcement

(Billions of Yen)

	FY2015			FY2015			
	Forecast (Feb.4)	Actual results	vs Forecast	Costs for restructuring a structural reforms in 40		Actual results (Before calculation of costs for restructuring and structural reforms)	vs Forecast
Net Sales	2,700.0	2,461.5	-238.4			2,461.5	-238.4
Operating Income	10.0	-161.9	-171.9	<ul> <li>CE marketing measure costs, etc.</li> </ul>	-35.8	-40.7	-50.7
(margin)	(0.4%)	(-6.6%)		<ul> <li>Further variance between polysilicon appraisal value and long-term contract price</li> </ul>	-7.7		
				<ul> <li>Valuation estimate change of inventory</li> </ul>	-47.0		
				Others     Inventory write-down etc.	-30.5		

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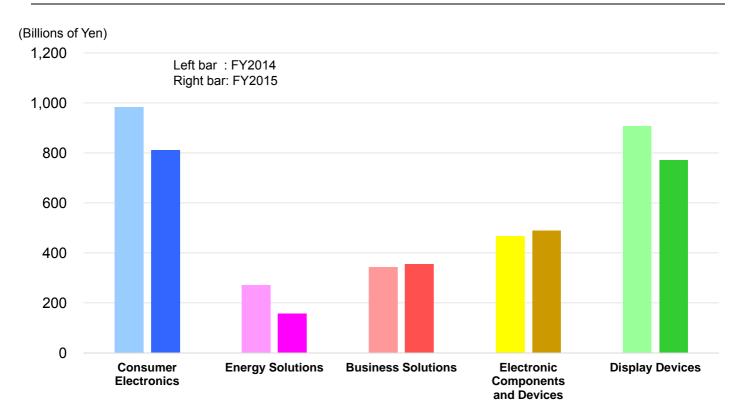
## Sales by Segment

								(Bill	ons of Yen)
	FY2014				FY2015				FY2015
	Fiscal Year	1H	3Q	4Q	2Н	Fiscal Year	vs Forecast (Feb.4)	Change (Y on Y)	Fiscal Year Forecast (Feb.4)
Consumer Electronics	982.7	435.5	204.2	170.8	375.1	810.7	-59.2	-17.5%	870.0
Energy Solutions	270.8	78.7	34.5	43.5	78.1	156.8	-13.1	-42.1%	170.0
Business Solutions	343.3	172.3	88.8	93.9	182.8	355.1	-4.8	+3.5%	360.0
Electronic Components and Devices	466.6	251.2	146.4	92.3	238.7	490.0	-39.9	+5.0%	530.0
Display Devices	907.1	391.2	226.2	154.1	380.3	771.5	-98.4	-14.9%	870.0
Subtotal	2,970.7	1,329.0	700.3	554.9	1,255.2	2,584.3	-215.6	-13.0%	2,800.0
Adjustments	-184.5	-49.3	-36.9	-36.3	-73.3	-122.7	-	-	-100.0
Total	2,786.2	1,279.6	663.3	518.5	1,181.9	2,461.5	-	-11.7%	2,700.0

\*Sales include internal sales between segments.

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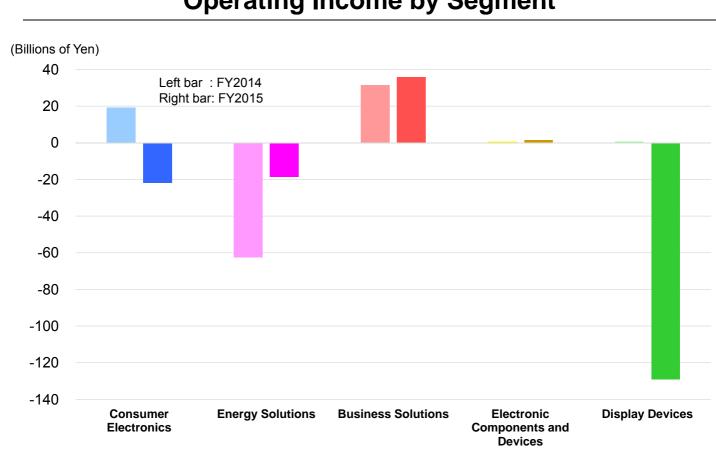
\*Sales include internal sales between segments.

## **Operating Income by Segment**

								(Billio	ns of Yen)
	FY2014				FY2015				FY2015
	Fiscal Year	1H	3Q	4Q	2H	Fiscal Year	vs Forecast (Feb.4)	Change (Y on Y)	Fiscal Year Forecast (Feb.4)
Consumer Electronics	<b>19.0</b> (1.9%)	<b>-1.9</b> (-0.5%)	<b>7.5</b> (3.7%)	<b>-27.4</b> (-16.0%)	<b>-19.8</b> (-5.3%)		-41.8	-	<b>20.0</b> (2.3%)
Energy Solutions	<b>-62.6</b> (-23.1%)	<b>-2.6</b> (-3.4%)	<b>-5.0</b> (-14.7%)	<b>-10.7</b> (-24.6%)	<b>-15.7</b> (-20.2%)	-		-	<b>-7.0</b> (-4.1%)
Business Solutions	<b>31.3</b> (9.1%)	<b>16.7</b> (9.7%)	<b>7.1</b> (8.0%)	<b>11.9</b> (12.7%)	<b>19.0</b> (10.4%)		-2.1	+14.4%	<b>38.0</b> (10.6%)
Electronic Components and Devices	<b>0.6</b> (0.1%)	<b>8.0</b> (3.2%)	<b>1.9</b> (1.4%)	<b>-8.5</b> (-9.2%)	<b>-6.5</b> (-2.7%)	<b>1.4</b> (0.3%)	-16.5	2.2-fold	<b>18.0</b> (3.4%)
Display Devices	<b>0.5</b> (0.1%)	<b>-26.4</b> (-6.8%)	<b>-10.7</b> (-4.7%)	<b>-91.9</b> (-59.6%)	<b>-102.6</b> (-27.0%)		-99.1	-	<b>-30.0</b> (-3.4%)
Subtotal	<b>-11.0</b> (-0.4%)	<b>-6.3</b> (-0.5%)	<b>0.8</b> (0.1%)	<b>-126.6</b> (-22.8%)	<b>-125.7</b> (-10.0%)		-171.1	-	<b>39.0</b> (1.4%)
Adjustments	-37.0	-18.8	-4.7	-6.2	-11.0	-29.8	-	-	-29.0
Total	<b>-48.0</b> (-1.7%)	<b>-25.1</b> (-2.0%)	<b>-3.8</b> (-0.6%)	<b>-132.9</b> (-25.6%)	<b>-136.8</b> (-11.6%)		-	-	<b>10.0</b> (0.4%)

\*Figures within parentheses indicate operating margin.

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## **Operating Income by Segment**



## **Consolidated Balance Sheets**

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- · Cash, time deposits and restricted cash increased from 234.5 billion yen at the end of December 2015 to 275.3 billion yen.
- The equity ratio decreased from 8.6% at the end December 2015 to -2.7%.

						(Billior	ns of Yen)		
	FY2014	FY2	2015		FY2014	FY2	2015		
	End of Mar. 2015	End of Dec. 2015	End of Mar. 2016		End of Mar. 2015	End of Dec. 2015	End of Mar. 2016		
Cash, time deposits and restricted cash	258.4	234.5	275.3	Short-term borrowings	848.9	664.6	638.7		
Notes and accounts receivable	605.6	469.3	430.0	Notes and accounts payable	468.0	404.6	312.6		
Inventories	338.3	299.0	184.3	Other current liabilities	369.9	310.2	423.4		Ass
Other current assets	96.7	97.9	76.2	Current Liabilities	1,686.9	1,379.6	1,374.8		valu resu allia
Current Assets	1,299.1	1,100.8	965.9		1,000.0	1,070.0	1,074.0		
Plant and Equipment	400.5	368.4	351.2	Long-term Liabilities	230.4	191.4	227.0		• C s
Investments and Other Assets	262.0	261.9	253.4	Liabilities	1,917.3	1,571.0	1,601.8		•C s
Deferred Assets	0.0	0.0	0.0	Net Assets	44.5	160.2	-31.2	+	lr V
Total Assets	1,961.9	1,731.3	1,570.6	Total Liabilities and Net Assets	1,961.9	1,731.3	1,570.6		a
				Equity Ratio	1.5%	8.6%	-2.7%	1	

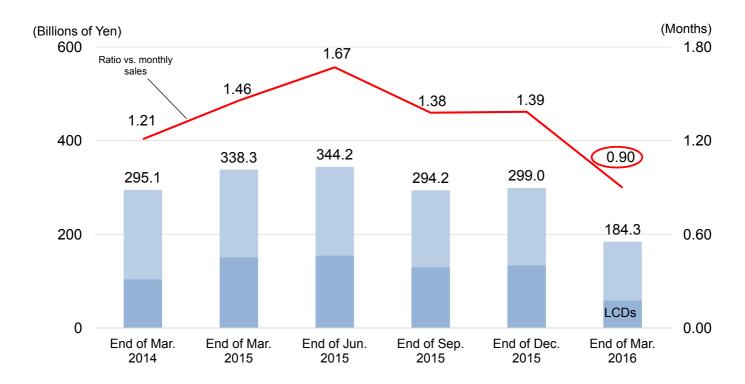
sumed increase in lue of net assets sulting from strategic ance with Hon Hai

Common shares	288.8
Class C shares	99.9
Increase in value of net assets	388.8

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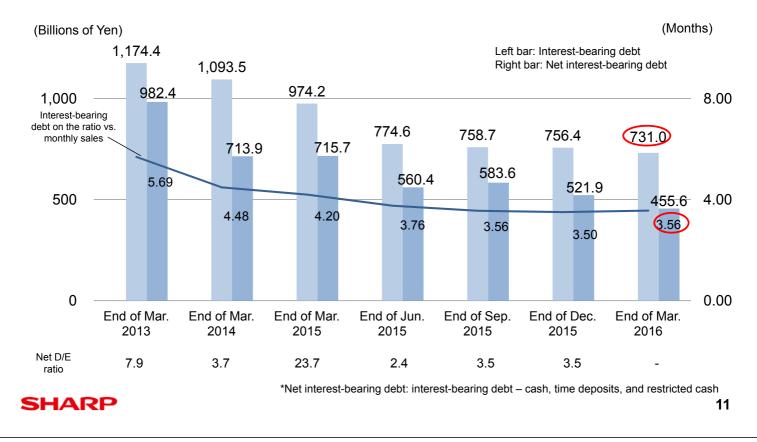
## **Transition of Inventories**

• Inventory was 184.3 billion yen, down 114.7 billion yen compared to the end of December 2015, and the ratio vs. monthly sales decreased from 1.39 months to 0.90 months.



## **Transition of Interest-Bearing Debt**

- Interest-bearing debt at the end of March 2016 declined by 25.4 billion yen in comparison to
- the end of December 2015 . The ratio vs. monthly sales increased from 3.50 months to 3.56 months.
- Net interest-bearing debt\* decreased from 521.9 billion yen at the end of December 2015 to 455.6 billion yen



# **II.** Information by Segment

# **Consumer Electronics**

(Billions of Yen)

			FY2	2015		(
	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)
Sales	435.5	204.2	170.8	375.1	810.7	-17.5%
Operating Income	-1.9	7.5	-27.4	-19.8	-21.8	-
(margin)	(-0.5%)	(3.7%)	(-16.0%)	(-5.3%)	(-2.7%)	

\*Sales include internal sales between segments

FY2015 Results (Y on Y)	FY2015 Results (vs Feb.4)
<ul><li>Sales: 17.5% decrease</li><li>Operating income: 40.9 billion yen decrease</li></ul>	<ul><li>Sales: Downturn by 59.2 billion yen</li><li>Operating income : Downturn by 41.8 billion yen</li></ul>

Creating new products and expanding the market of AloT-equipped products such as communication robots, LCD TVs, and cooking appliances (e.g., RoBoHoN, AQUOS Cocoro Vision Player, etc.)
Advancing and expanding the lineup of locally fit products for emerging countries, centered on home appliances (mosquito-catching air purifier, etc.)

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Measures &

**Achievements** 

# **Energy Solutions**

(Billions of Yen)

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						(
			FY2	2015		
	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)
Sales	78.7	34.5	43.5	78.1	156.8	-42.1%
Operating Income	-2.6	-5.0	-10.7	-15.7	-18.4	-
(margin)	(-3.4%)	(-14.7%)	(-24.6%)	(-20.2%)	(-11.7%)	

\*Sales include internal sales between segments

FY201	5 Results (Y on Y)	FY2015 Results (vs Feb.4)
<ul><li>Sales: 42.1% decrease</li><li>Operating income: 44.2 billion yen increase</li></ul>		<ul><li>Sales: Downturn by 13.1 billion yen</li><li>Operating income : Downturn by 11.4 billion yen</li></ul>
Measures & Achievements	<ul> <li>appliances that utilize solar ener</li> <li>Aggressive business expansion projects</li> </ul>	puting services for HEMS systems and energy-saving gy and storage batteries of EPC and IPP business centered by Fukushima recovery sinesses that respond to regional market needs



# **Business Solutions**

(Billions of Yen)

						(						
	FY2015											
	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)						
Sales	172.3	88.8	93.9	182.8	355.1	+3.5%						
Operating Income	16.7	7.1	11.9	19.0	35.8	+14.4%						
(margin)	(9.7%)	(8.0%)	(12.7%)	(10.4%)	(10.1%)							

\*Sales include internal sales between segments

FY2015 Results (Y on Y)	FY2015 Results (vs Feb.4)
<ul><li>Sales: 3.5% increase</li><li>Operating income: 4.5 billion yen increase</li></ul>	<ul><li>Sales : Downturn by 4.8 billion yen</li><li>Operating income : Downturn by 2.1 billion yen</li></ul>

 Expanding sales channels and releasing new products to increase and stabilize the profit base in the MFP business

- · Enhancing the solutions business with a focus on MFPs and displays
- · Improving and expanding new businesses such as robotics, where market growth is expected

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**Measures &** 

**Achievements** 

# **Electronic Components and Devices**

(Billions of Yen)

	FY2015											
	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)						
Sales	251.2	146.4	146.4 92.3		490.0	+5.0%						
Operating Income	8.0	1.9	-8.5	-6.5	1.4	2.2-fold						
(margin)	(3.2%)	(1.4%)	(-9.2%)	(-2.7%)	(0.3%)							

\*Sales include internal sales between segments

FY2015 Results (Y on Y)	FY2015 Results (vs Feb.4)
<ul><li>Sales: 5.0% increase</li><li>Operating income: 2.2-fold</li></ul>	<ul> <li>Sales : Downturn by 39.9 billion yen</li> <li>Operating income : Downturn by 16.5 billion yen</li> </ul>

 Expanding business for camera modules used in smartphones, automotive systems, and other applications

 Shifting to value-added fields using proprietary technologies and expanding featured devices: color night-vision camera and a lineup of new sensor products for detecting dust, PM2.5, and environmental factors

Measures &

**Achievements** 

# **Display Devices**

(Billions of Yen)

						(						
	FY2015											
	1H	3Q	4Q	2H	Fiscal Year	Changes (Y on Y)						
Sales	391.2 226.2		154.1	380.3	771.5	-14.9%						
Operating Income	-26.4	-10.7	-91.9	-102.6	-129.1	-						
(margin)	(-6.8%)	(-4.7%)	(-59.6%)	(-27.0%)	(-16.7%)							

\*Sales include internal sales between segments

FY2015 Results (Y on Y)	FY2015 Results (vs Feb.4)
<ul><li>Sales: 14.9% decrease</li><li>Operating income: 129.7 billion yen decrease</li></ul>	<ul><li>Sales : Downturn by 98.4 billion yen</li><li>Operating income : Downturn by 99.1 billion yen</li></ul>

Expanding business for medium-size displays used in PCs, tablets, automotive systems, and others to stabilize profits

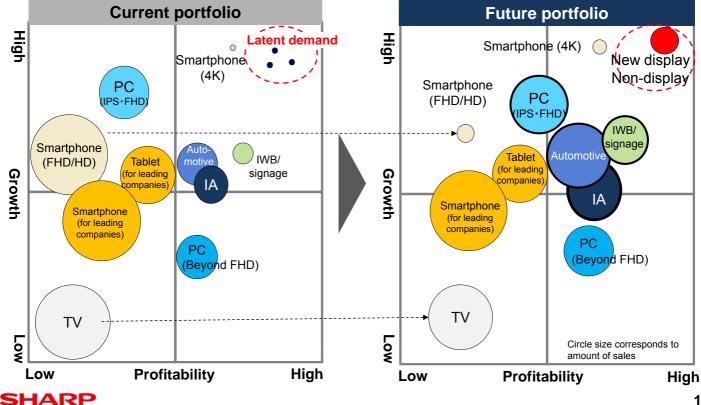
- Creating new, high-value-added applications centered on Free-Form Displays • •
  - Developing technology of OLED displays utilizing IGZO and LTPS technologies

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Measures &

**Achievements** 





## **III.** Strategic Alliance with Hon Hai Group





### Structural Reforms Aimed for Maximum Alliance Effect and Early Return to Profitability

Management	<sup>2</sup> Responsible	
Resources Optimization	n Organization Structure Accelerating Regrowth	
Base	Business	E
✓ Transfer of Headquarter to	O ✓ CE Company reorganization	v
Sakai base	aiming for expansion in	
✓ Transfer partial functions of	of "IoT" and "Health and	
Tokyo branch (Shibaura) t	to Environment" business	
Makuhari Building	(5→6 Companies)	ľ
✓ Overseas base	<ul> <li>✓ Clarifying the profit</li> </ul>	6

Overseas base
 reorganization utilizing Hon
 Hai Group bases

#### **Personnel**

 Global personnel optimization (including affiliate companies)

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 Clarifying the profit responsibility for each business units

#### Headquarter

- Streamlining organization by transferring functions to business units
- Visualization of HQ allocation cost

<sup>3</sup> Establishment of Personnel System to Reward Achievements

#### **Basic Treatment**

- Once closing, repeal the current salary reduction (management 5%, regular employee 2%)
- Bonus recovery by early return to profitability

# Compensation plans to reward achievements

 Introduction of stock option plan

#### <u>Treatments corresponding</u> to duty

- Introduction of roll grade system (regular employee)
- Management demotion system introduction

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# **IV. Supplementary Data**

## Sales and Operating Income by Segment

								(Billion	s of Yen)
		FY2015	Sales			FY2015 Operating Income			me
	1H	2H	Fiscal Year	Change (Y on Y)		1H	2H	Fiscal Year	Change (Y on Y)
Consumer Electronics	435.5	375.1	810.7	-17.5%	Consumer Electronics	<b>-1.9</b> (-0.5%)	<b>-19.8</b> (-5.3%)	<b>-21.8</b> (-2.7%)	-
Energy Solutions	78.7	78.1	156.8	-42.1%	Energy Solutions	<b>-2.6</b> (-3.4%)	<b>-15.7</b> (-20.2%)	<b>-18.4</b> (-11.7%)	-
Business Solutions	172.3	182.8	355.1	+3.5%	Business Solutions	<b>16.7</b> (9.7%)	<b>19.0</b> (10.4%)	<b>35.8</b> (10.1%)	+14.4%
Electronic Components and Devices	251.2	238.7	490.0	+5.0%	Electronic Components and Devices	<b>8.0</b> (3.2%)	<b>-6.5</b> (-2.7%)	<b>1.4</b> (0.3%)	2.2-fold
Display Devices	391.2	380.3	771.5	-14.9%	Display Devices	<b>-26.4</b> (-6.8%)	<b>-102.6</b> (-27.0%)	<b>-129.1</b> (-16.7%)	-
Subtotal	1,329.0	1,255.2	2,584.3	-13.0%	Subtotal	<b>-6.3</b> (-0.5%)	<b>-125.7</b> (-10.0%)	<b>-132.1</b> (-5.1%)	-
Adjustments	-49.3	-73.3	-122.7	-	Adjustments	-18.8	-11.0	-29.8	-
Total	1,279.6	1,181.9	2,461.5	-11.7%	Total	<b>-25.1</b> (-2.0%)	<b>-136.8</b> (-11.6%)	<b>-161.9</b> (-6.6%)	

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\*Figures within parentheses indicate operating margin. 23

## **Quarterly Sales and Operating Income by Segment**

								(Billior	ns of Yen)	
		FY2015	Sales			FY2015 Operating Inco			ome	
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	
Consumer Electronics	201.9	233.6	204.2	170.8	Consumer Electronics	<b>-11.7</b> (-5.8%)	<b>9.7</b> (4.2%)	<b>7.5</b> (3.7%)	<b>-27.4</b> (-16.0%)	
Energy Solutions	36.8	41.8	34.5	43.5	Energy Solutions	<b>-3.9</b> (-10.7%)	<b>1.3</b> (3.2%)	<b>-5.0</b> (-14.7%)	<b>-10.7</b> (-24.6%)	
Business Solutions	80.6	91.7	88.8	93.9	Business Solutions	<b>6.8</b> (8.4%)	<b>9.9</b> (10.8%)	<b>7.1</b> (8.0%)	<b>11.9</b> (12.7%)	
Electronic Components and Devices	136.6	114.6	146.4	92.3	Electronic Components and Devices	<b>2.8</b> (2.1%)	<b>5.1</b> (4.5%)	<b>1.9</b> (1.4%)	<b>-8.5</b> (-9.2%)	
Display Devices	187.8	203.3	226.2	154.1	Display Devices	<b>-13.7</b> (-7.3%)	<b>-12.7</b> (-6.3%)	<b>-10.7</b> (-4.7%)	<b>-91.9</b> (-59.6%)	
Subtotal	643.9	685.1	700.3	554.9	Subtotal	<b>-19.7</b> (-3.1%)	<b>13.3</b> (2.0%)	<b>0.8</b> (0.1%)	<b>-126.6</b> (-22.8%)	
Adjustments	-25.6	-23.7	-36.9	-36.3	Adjustments	-9.0	-9.7	-4.7	-6.2	
Total	618.3	661.3	663.3	518.5	Total	<b>-28.7</b> (-4.7%)	<b>3.5</b> (0.5%)	<b>-3.8</b> (-0.6%)	<b>-132.9</b> (-25.6%)	

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## **Sales of Main Products**

						(Billic	ons of Yen)		
		FY2014		FY2015					
	1H	2H	Fiscal Year	1H	2H	Fiscal Year	Change (Y on Y)		
LCD TVs	189.1	180.8	370.0	154.6	129.5	284.2	-23.2%		
Unit (million units)	3.60	3.43	7.03	2.99	2.83	5.82	-17.1%		
Mobile Phones	85.9	107.6	193.6	83.5	62.8	146.3	-24.4%		
Unit (million units)	2.41	3.15	5.56	2.26	1.44	3.71	-33.3%		
Refrigerators	47.9	45.6	93.5	48.2	42.5	90.8	-2.9%		
Air Conditioners	42.1	21.3	63.5	36.0	21.6	57.6	-9.2%		
Copiers / Printers	73.4	78.5	152.0	78.2	58.8	137.0	-9.9%		
Camera Modules	73.1	157.8	230.9	123.3	118.7	242.1	+4.8%		

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## Sales of Main Products by Quarter

							(Billio	ns of Yen)
		FY2	014		FY2015			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
LCD TVs	85.7	103.3	104.3	76.5	64.1	90.5	81.8	47.7
Unit (million units)	1.73	1.86	1.74	1.68	1.41	1.58	1.72	1.10
Mobile Phones	49.6	36.2	64.1	43.5	44.1	39.4	27.4	35.3
Unit (million units)	1.23	1.17	1.79	1.35	1.01	1.25	0.54	0.89
Refrigerators	23.9	24.0	22.1	23.4	23.0	25.1	21.1	21.4
Air Conditioners	23.6	18.4	8.0	13.3	20.6	15.3	8.2	13.4
Copiers / Printers	34.3	39.1	38.2	40.3	37.2	40.9	25.0	33.7
Camera Modules	27.3	45.7	88.7	69.0	76.0	47.2	75.1	43.6



## **Capital Investment and Depreciation, etc.**

						(B	illions of Yen)		
		FY2014		FY2015					
	1H	2H	Fiscal Year	1H	2H	Fiscal Year	Change (Y on Y)		
Capital Investment	31.2	31.3	62.6	20.9	24.3	45.2	-27.8%		
LCDs	12.9	19.0	31.9	8.9	13.9	22.8			
Depreciation and Amortization	49.9	52.6	102.6	33.7	34.2	68.0	-33.7%		
R&D Expenditures	65.8	75.1	141.0	68.6	61.4	130.1	-7.7%		
							(Yen)		
Exchange Rate		FY2014			FY2	015			
nato	1H	2H	Fiscal Year	1H	2H	Fiscal	Year		
US Dollar	102.05	115.83	108.94	120.80	117.50	1	119.15		

### SHARP

Euro

137.41

137.14

## Capital Investment and Depreciation, etc. by Quarter

137.28

133.57

128.59

					(Billions of Yen)				
		FY20	14		FY2015				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Capital Investment	14.5	16.6	9.3	22.0	9.7	11.1	8.2	16.0	
LCDs	5.7	7.1	4.3	14.7	3.8	5.1	4.9	8.9	
Depreciation and Amortization	24.4	25.5	26.5	26.0	18.0	15.7	17.0	17.2	
R&D Expenditures	34.4	31.4	38.1	37.0	36.3	32.3	33.5	27.9	
								(Yen)	
Exchange Rate		FY20	14		FY2015				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
US Dollar	101.16	102.93	113.55	118.10	120.37	121.24	120.51	114.49	
Euro	138.56	136.26	141.59	132.68	132.66	134.48	131.46	125.71	



131.08



# **Overseas Sales by Region**

#### Top: Sales (Billions of yen)

Bottom: Composition ratio (%)

		FY2014		FY2015				
	1H	2H	Fiscal Year	1H	2H	Fiscal Year	Change (Y on Y)	
The	165.6	155.2	320.9	160.0	120.9	281.0	-12.4%	
Americas	19.9%	15.8%	17.7%	18.0%	14.8%	16.4%		
Europe	71.4	71.0	142.5	69.9	66.6	136.5	-4.2%	
	8.6%	7.2%	7.8%	7.8%	8.1%	8.0%		
China	487.8	653.0	1,140.8	554.3	530.9	1,085.3	-4.9%	
	58.6%	66.3%	62.8%	62.2%	64.7%	63.4%		
Other	107.7	105.6	213.4	106.4	101.7	208.1	-2.5%	
	12.9%	10.7%	11.7%	12.0%	12.4%	12.2%		
Total	832.7	985.1	1,817.8	890.7	820.3	1,711.0	-5.9%	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		

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