

# Consolidated Financial Results for the Second Quarter Fiscal 2015

- I. Financial Results for 1H Fiscal 2015
- II. Financial Results Forecast for Fiscal 2015
- **III.** Information by Product Group
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SHARP CORPORATION
October 30, 2015

#### **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 1H Fiscal 2015



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### **Financial Results for 1H Fiscal 2015**

- Net sales in the first half of fiscal 2015 were 1,279.6 billion yen, down 3.6% from the same period last year.
- All products groups' businesses are in progress as schedule at the fiscal top, except Display Devices.
- · Structural reforms are on progress steadily

	FY2014		FY2015	(=
	1H	1H Results	Change (Y on Y)	Difference (Y on Y)
Net Sales	1,327.6	1,279.6	-3.6%	-47.9
Operating Income (margin)	<b>29.2</b> (2.2%)	<b>-25.1</b> (-2.0%)	-	-54.3
Net Income Attributable to Sharp Corporation	4.7	-83.6	_	-88.3
(margin)	(0.4%)	(-6.5%)		



### Financial Results for 2Q Fiscal 2015

- Net sales in 2Q FY2015 were 661.3 billion yen, up 7.0% over the previous quarter.
- Operating income was in the black, as all product groups except Display Devices were in the black.
- Due to factors including continuous structural reforms, a net loss attributable to Sharp Corporation was recorded during this quarter.

(Billions of Yen)

	FY2015							
	1Q	2Q	Change (Q on Q)	Difference (Q on Q)				
Net Sales	618.3	661.3	+7.0%	+43.0				
Operating Income (margin)	<b>-28.7</b> (-4.7%)	<b>3.5</b> (0.5%)	-	+32.3				
Net Income Attributable to Sharp Corporation (margin)	<b>-33.9</b> (-5.5%)	<b>-49.6</b> (-7.5%)	-	-15.6				



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## Other Income (Expenses)

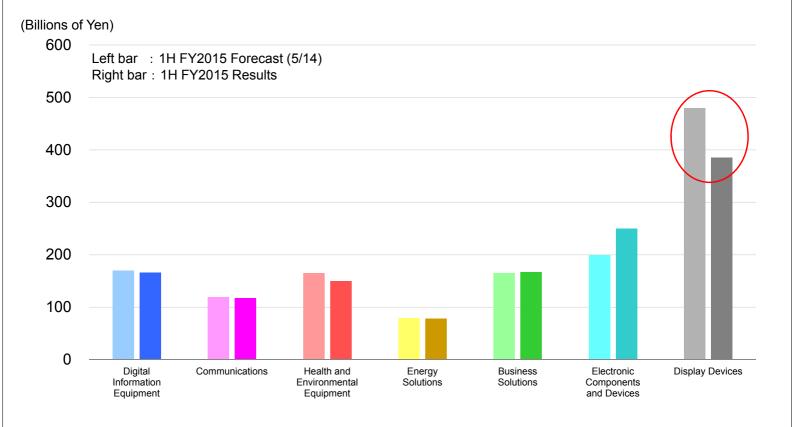
	FY2014		FY2	015	
	1H	1Q	2Q	1H	Difference (Y on Y)
Operating Income	29.2	-28.7	3.5	-25.1	-54.3
Other Income (Expenses)	-15.5	-1.5	-48.5	-50.0	-34.5
Equity in earnings of affiliates	+4.0	+1.7	+1.3	+3.0	-0.9
Gain on sales of investment securities	+5.9	+1.7	+0.0	+1.8	-4.1
Reversal of provision for loss on litigation	+19.2	+2.0	-	+2.0	-17.1
Receipt of settlement package	-	+6.2	+0.8	+7.1	+7.1
Interest expense	-11.8	-5.5	-4.4	-9.9	+1.8
Impairment loss	-2.4	-6.5	-4.6	-11.1	-8.6
Restructuring charges	-5.7	-	-35.3	-35.3	-29.5
Settlement	-14.3		-	-	+14.3
Pretax Income	13.6	-30.3	-44.9	-75.2	-88.9
Income Taxes, etc.	-8.9	-3.6	-4.7	-8.3	+0.5
Net Income Attributable to Sharp Corporation	4.7	-33.9	-49.6	-83.6	-88.3



### **Sales by Product Group**

							(Billions of Ye
	FY2014	Y2014 FY2015					FY2015
	1H	1Q	2Q	1H Results	Change (Y on Y)	(5/14) Forecast difference	(5/14) 1H Forecas
Digital Information Equipment	211.8	70.3	96.9	167.3	-21.0%	-2.6	170.
Communications	119.5	56.8	60.8	117.6	-1.6%	-2.3	120.
Health and Environmental Equipment	162.8	74.7	75.8	150.5	-7.5%	-14.4	165.
Consumer Electronics	494.2	201.9	233.6	435.5	-11.9%	-19.4	455.
Energy Solutions	142.9	36.8	41.8	78.7	-44.9%	-1.2	80.
<b>Business Solutions</b>	165.9	80.6	91.7	172.3	+3.8%	+7.3	165.
Product Business	803.1	319.4	367.1	686.6	-14.5%	-13.3	700
Electronic Components and Devices	149.7	131.7	111.5	243.2	+62.4%	+43.2	200
Display Devices	460.9	187.8	203.3	391.1	-15.1%	-88.8	480
Device Business	610.7	319.6	314.8	634.4	+3.9%	-45.5	680
Subtotal	1,413.8	639.0	682.0	1,321.0	-6.6%	-58.9	1,380
Adjustments	-86.1	-20.7	-20.6	-41.3	-	+38.6	-80
Total	1,327.6	618.3	661.3	1,279.6	-3.6%	-20.3	1,300.

### **Sales by Product Group**

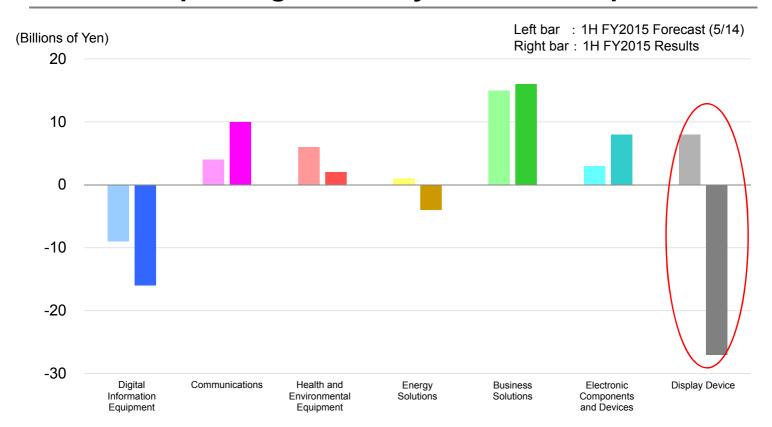




# **Operating Income by Product Group**

FY2014  1H  0.3 (0.2%)  7.1 (6.0%)  7.7 (4.8%)  15.2 (3.1%)  -0.2	1Q -17.3 (-24.7%) 4.9 (8.7%) 0.7 (1.0%) -11.7 (-5.8%)	2Q 2.3 (2.4%) 5.5 (9.1%) 1.8 (2.4%) 9.7 (4.2%)	-15.0 (-9.0%) 10.5 (8.9%) 2.5 (1.7%) -1.9 (-0.5%)	Change (Y on Y) - +46.1% -67.3%	(5/14) Forecast difference -6.0 +6.5 -3.4	(5/14) 1H Forecast -9.0 (-5.3%) 4.0 (3.3%) 6.0 (3.6%)
(0.2%) 7.1 (6.0%) 7.7 (4.8%) 15.2 (3.1%) -0.2	(-24.7%) 4.9 (8.7%) 0.7 (1.0%) -11.7 (-5.8%)	(2.4%) <b>5.5</b> (9.1%) <b>1.8</b> (2.4%) <b>9.7</b>	(-9.0%) 10.5 (8.9%) 2.5 (1.7%) -1.9		+6.5 -3.4	(-5.3%) 4.0 (3.3%) 6.0 (3.6%)
(6.0%) 7.7 (4.8%) 15.2 (3.1%) -0.2	(8.7%) 0.7 (1.0%) -11.7 (-5.8%)	(9.1%) 1.8 (2.4%) 9.7	(8.9%) 2.5 (1.7%) -1.9		-3.4	(3.3%) 6.0 (3.6%)
(4.8%) 15.2 (3.1%) -0.2	(1.0%) -11.7 (-5.8%)	(2.4%) <b>9.7</b>	(1.7%) <b>-1.9</b>	-67.3% -	-	(3.6%)
(3.1%) <b>-0.2</b>	(-5.8%)		-	-	-2.9	1.0
	-3.9		( 0.070)			(0.2%)
(-0.2%)	(-10.7%)	<b>1.3</b> (3.2%)	<b>-2.6</b> (-3.4%)	-	-3.6	1.0 (1.3%)
<b>15.9</b> (9.6%)	<b>6.8</b> (8.4%)	<b>9.9</b> (10.8%)	<b>16.7</b> (9.7%)	+5.2%	+1.7	15.0 (9.1%)
<b>30.9</b> (3.9%)	<b>-8.8</b> (-2.8%)	<b>20.9</b> (5.7%)	<b>12.1</b> (1.8%)	-60.8%	-4.8	17.0 (2.4%)
<b>-2.4</b> (-1.6%)	<b>2.8</b> (2.2%)	<b>5.1</b> (4.7%)	<b>8.0</b> (3.3%)	-	+5.0	3.0 (1.5%)
<b>20.8</b> (4.5%)	<b>-13.7</b> (-7.3%)	<b>-12.7</b> (-6.3%)	<b>-26.4</b> (-6.8%)	-	-34.4	8.0 (1.7%)
<b>18.3</b> (3.0%)	<b>-10.8</b> (-3.4%)	<b>-7.5</b> (-2.4%)	<b>-18.4</b> (-2.9%)	-	-29.4	11.0 (1.6%)
<b>49.2</b> (3.5%)	<b>-19.7</b> (-3.1%)	<b>13.3</b> (2.0%)	<b>-6.3</b> (-0.5%)	-	-34.3	28.0 (2.0%)
-20.0	-9.0	-9.7	-18.8	_	-0.8	-18.0
<b>29.2</b> (2.2%)	<b>-28.7</b> (-4.7%)	<b>3.5</b> (0.5%)	<b>-25.1</b> (-2.0%)	-	-35.1	10.0 (0.8%)
	(9.6%) 30.9 (3.9%) -2.4 (-1.6%) 20.8 (4.5%) 18.3 (3.0%) 49.2 (3.5%) -20.0 29.2	15.9 (8.4%) 30.9 -8.8 (3.9%) (-2.8%) -2.4 2.8 (-1.6%) (2.2%) 20.8 -13.7 (4.5%) (-7.3%) 18.3 -10.8 (3.0%) (-3.4%) 49.2 -19.7 (3.5%) (-3.1%) -20.0 -9.0 29.2 -28.7	15.9         6.8         9.9           (9.6%)         (8.4%)         (10.8%)           30.9         -8.8         20.9           (3.9%)         (-2.8%)         (5.7%)           -2.4         2.8         5.1           (-1.6%)         (2.2%)         (4.7%)           20.8         -13.7         -12.7           (4.5%)         (-7.3%)         (-6.3%)           18.3         -10.8         -7.5           (3.0%)         (-3.4%)         (-2.4%)           49.2         -19.7         13.3           (3.5%)         (-3.1%)         (2.0%)           -20.0         -9.0         -9.7           29.2         -28.7         3.5           (2.2%)         (-4.7%)         (0.5%)	15.9         6.8         9.9         16.7           (9.6%)         (8.4%)         (10.8%)         (9.7%)           30.9         -8.8         20.9         12.1           (3.9%)         (-2.8%)         (5.7%)         (1.8%)           -2.4         2.8         5.1         8.0           (-1.6%)         (2.2%)         (4.7%)         (3.3%)           20.8         -13.7         -12.7         -26.4           (4.5%)         (-7.3%)         (-6.3%)         (-6.8%)           18.3         -10.8         -7.5         -18.4           (3.0%)         (-3.4%)         (-2.4%)         (-2.9%)           49.2         -19.7         13.3         -6.3           (3.5%)         (-3.1%)         (2.0%)         (-0.5%)           -20.0         -9.0         -9.7         -18.8           29.2         -28.7         3.5         -25.1           (2.2%)         (-4.7%)         (0.5%)         (-2.0%)	15.9       6.8       9.9       16.7       +5.2%         (9.6%)       (8.4%)       (10.8%)       (9.7%)         30.9       -8.8       20.9       12.1       -60.8%         (3.9%)       (-2.8%)       (5.7%)       (1.8%)         -2.4       2.8       5.1       8.0       -         (-1.6%)       (2.2%)       (4.7%)       (3.3%)       -         20.8       -13.7       -12.7       -26.4       -         (4.5%)       (-7.3%)       (-6.3%)       (-6.8%)         18.3       -10.8       -7.5       -18.4       -         (3.0%)       (-3.4%)       (-2.4%)       (-2.9%)         49.2       -19.7       13.3       -6.3       -         (3.5%)       (-3.1%)       (2.0%)       (-0.5%)         -20.0       -9.0       -9.7       -18.8       -         29.2       -28.7       3.5       -25.1       -         (2.2%)       (-4.7%)       (0.5%)       (-2.0%)	15.9         6.8         9.9         16.7         +5.2%         +1.7           (9.6%)         (8.4%)         (10.8%)         (9.7%)         -4.8           30.9         -8.8         20.9         12.1         -60.8%         -4.8           (3.9%)         (-2.8%)         (5.7%)         (1.8%)         -         +5.0           -2.4         2.8         5.1         8.0         -         +5.0           (-1.6%)         (2.2%)         (4.7%)         (3.3%)         -         -34.4           (4.5%)         (-7.3%)         (-6.3%)         (-6.8%)         -         -34.4           (4.5%)         (-7.3%)         (-6.3%)         (-6.8%)         -         -29.4           (3.0%)         (-3.4%)         (-2.4%)         (-2.9%)         -         -34.3           (3.5%)         (-3.1%)         (2.0%)         (-0.5%)         -         -34.3           (3.5%)         (-3.1%)         (2.0%)         (-0.5%)         -         -0.8           29.2         -28.7         3.5         -25.1         -         -35.1

## **Operating Income by Product Group**





#### **Consolidated Balance Sheets**

• The equity ratio decreased from 12.3% at the end of June 2015 to 9.4% at the end of September 2015.

(Billions of Yen)

	FY2014	FY2	015
	End of Mar. 2015	End of Jun. 2015	End of Sep. 2015
Cash, time deposits and restricted cash	258.4	214.2	175.0
Notes and accounts receivable	605.6	557.1	574.2
Inventories	338.3	344.2	294.2
Other current assets	96.7	97.7	106.4
Current Assets	1,299.1	1,213.4	1,149.8
Plant and Equipment	400.5	390.9	377.1
Investments and Other Assets	262.0	265.5	259.8
Deferred Assets	0.0	0.0	0.0
Total Assets	1,961.9	1,869.9	1,787.0

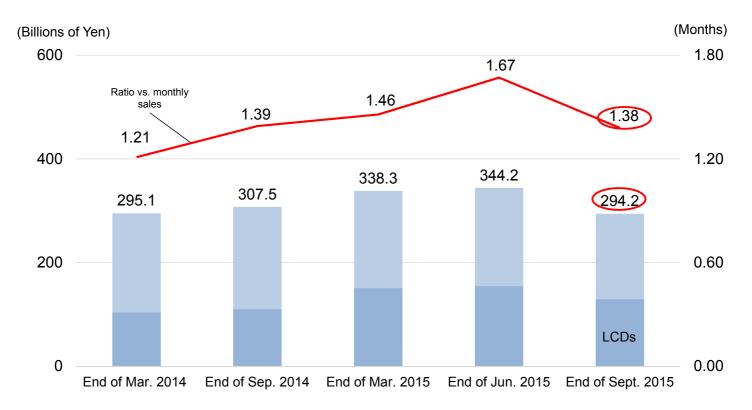
	FY2014	FY2	015
	End of Mar. 2015	End of Jun. 2015	End of Sep. 2015
Short-term borrowings	848.9	661.5	666.4
Notes and accounts payable	468.0	422.3	422.7
Other current liabilities	369.9	326.1	324.9
Current Liabilities	1,686.9	1,410.0	1,414.1
Long-term Liabilities	230.4	216.8	191.9
Liabilities	1,917.3	1,626.8	1,606.1
Net Assets	44.5	243.0	180.9
Total Liabilities and Net Assets	1,961.9	1,869.9	1,787.0
Equity Ratio	1.5%	12.3%	9.4%

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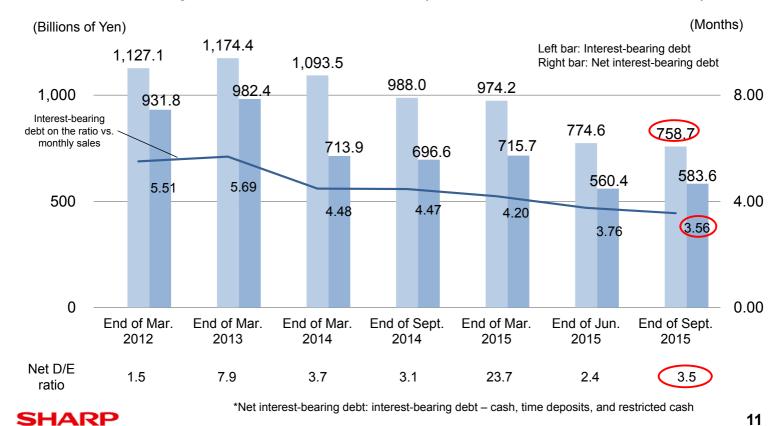
### **Transition of Inventories**

• Inventory was 294.2 billion yen, down 50 billion yen compared to the end of June 2015, and the ratio vs. monthly sales decreased from 1.67 months to 1.38 months during the same period.



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

- Interest-bearing debt at the end of September 2015 declined by 15.9 billion yen, in comparison to the end of June 2015. The ratio vs. monthly sales decreased from 3.76 months to 3.56 months.
- Net interest-bearing debt\* increased from 560.4 billion yen at end of June 2015 to 583.6 billion yen.



### Implementation Status of Medium-Term Management Plan

Implementation of the three key strategies announced in the Medium-Term Management Plan is currently making steady progress.

Medium-Term Management Plan Three Key Strategies **Current Implementation Status** Withdrew from TV production/sales; shifting to Ι brand license business in the Americas Review of the production structure of the Restructure business portfolio electronic device business Fundamental restructuring of LCD business Voluntary retirement program  $\prod$ (3,234 employees) Concluding a contract for Reduce fixed costs sales transfer of the head office Continue to cut remunerations/salaries and bonuses of board of directors and employees Transition to virtual company system from IIIOctober 1, 2015 Reorganize and strengthen Revamp management structure and expand number of outside directors corporate/governance systems Fundamental restructuring of personnel system (flat & simple organization)

# II. Financial Results Forecast for Fiscal 2015



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### **Financial Results Forecast for Fiscal 2015**

- Based on the first half results, the current situation, and future estimates, we announced a revised Fiscal year forecast on October 26, 2015.
- Sharp Group intends to announce the forecast for net income (loss) attributable to Sharp Corporation once it becomes possible to make a reasonable estimate of the impact on consolidated financial statements of the materialization of structural reforms currently under consideration or in progress.

	FY2015						
	1H Results	2H Forecast	Fiscal Year Forecast	Change (Y on Y)			
Net Sales	1,279.6	1,420.3	2,700.0	-3.1%			
Operating Income	-25.1	35.1	10.0	-			
(margin)	(-2.0%)	(2.5%)	(0.4%)				



### Sales Forecast by Product Group

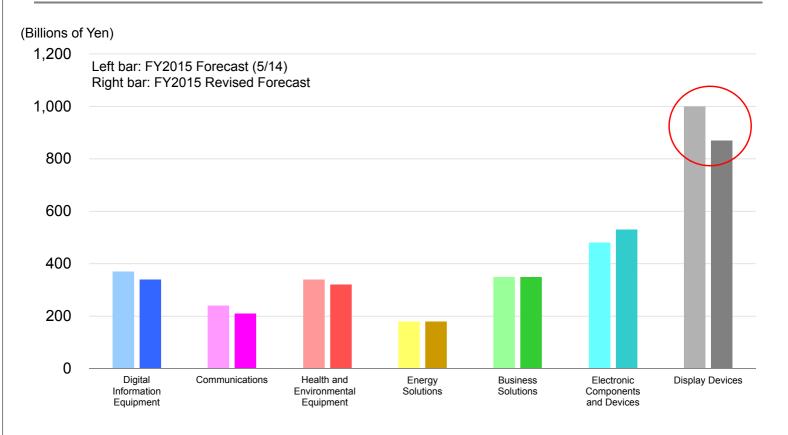
(Billions of Yen)

		FY20	)15			FY2015
	1H Results	2H Forecast	Fiscal Year Forecast	Change (Y on Y)	Forecast Difference (5/14)	Fiscal Year Forecast (5/14)
Digital Information Equipment	167.3	172.6	340.0	-18.6%	-30.0	370.0
Communications	117.6	92.3	210.0	-15.9%	-30.0	240.0
Health and Environmental Equipment	150.5	169.4	320.0	+1.6%	-20.0	340.0
Consumer Electronics	435.5	434.4	870.0	-11.4%	-80.0	950.0
Energy Solutions	78.7	101.2	180.0	-33.5%	0.0	180.0
Business Solutions	172.3	177.6	350.0	+1.9%	0.0	350.0
Product Business	686.6	713.3	1,400.0	-12.3%	-80.0	1,480.0
Electronic Components and Devices	243.2	286.7	530.0	+20.1%	+50.0	480.0
Display Devices	391.1	478.8	870.0	-4.1%	-130.0	1,000.0
Device Business	634.4	765.5	1,400.0	+3.8%	-80.0	1,480.0
Subtotal	1,321.0	1,478.9	2,800.0	-4.9%	-160.0	2,960.0
Adjustments	-41.3	-58.6	-100.0	-	+60.0	-160.0
Total	1,279.6	1,420.3	2,700.0	-3.1%	-100.0	2,800.0



<sup>\*</sup>Sales of each product group include internal sales between segments (Product Business / Device Business)

### **Sales Forecast by Product Group**



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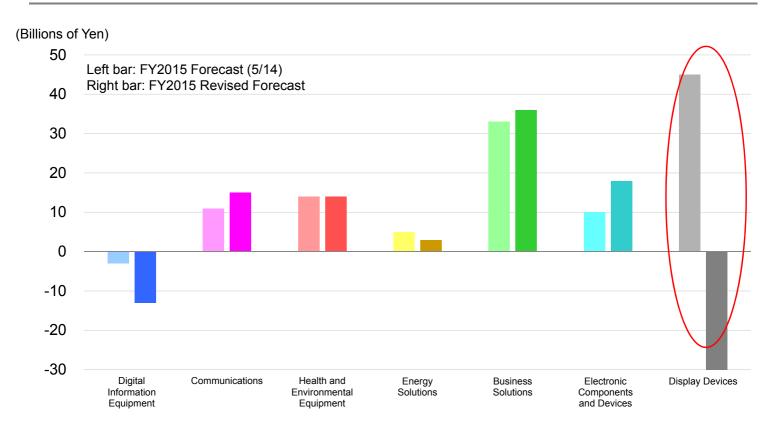
## **Operating Income Forecast by Product Group**

		FY2	015			FY2015
	1H Results	2H Forecast	Fiscal Year Forecast	Change (Y on Y)	Forecast difference (5/14)	Fiscal Year Forecast (5/14)
Digital Information Equipment	-15.0	2.0	-13.0	-	-10.0	-3.0
Digital information Equipment	(-9.0%)	(1.2%)	(-3.8%)			(-0.8%)
Communications	10.5	4.4	15.0	-4.8%	+4.0	11.0
	(8.9%)	(4.9%)	(7.1%)			(4.6%)
Health and Environmental	2.5	11.4	14.0	-12.1%	0.0	14.0
Equipment	(1.7%)	(6.8%)	(4.4%)			(4.1%)
Consumer Electronics	-1.9	17.9	16.0	-16.2%	-6.0	22.0
Consumer Electronics	(-0.5%)	(4.1%)	(1.8%)			(2.3%)
Energy Solutions	-2.6	5.6	3.0	_	-2.0	5.0
Lifergy Solutions	(-3.4%)	(5.6%)	(1.7%)			(2.8%)
Business Solutions	16.7	19.2	36.0	+15.0%	+3.0	33.0
Business Solutions	(9.7%)	(10.8%)	(10.3%)			(9.4%)
Product Business	12.1	42.8	55.0	_	-5.0	60.0
	(1.8%)	(6.0%)	(3.9%)			(4.1%)
Electronic Components and	8.0	9.9	18.0	26.6 -fold	+8.0	10.0
Devices	(3.3%)	(3.5%)	(3.4%)			(2.1%)
Display Devices	-26.4	-3.5	-30.0	_	-75.0	45.0
Display Devices	(-6.8%)	(-0.7%)	(-3.4%)			(4.5%)
Device Business	-18.4	6.4	-12.0	-	-67.0	55.0
——————————————————————————————————————	(-2.9%)	(0.8%)	(-0.9%)			(3.7%)
Subtotal	-6.3	49.3	43.0	_	-72.0	115.0
Subtotal	(-0.5%)	(3.3%)	(1.5%)			(3.9%)
Adjustments	-18.8	-14.1	-33.0		+2.0	-35.0
Total	-25.1	35.1	10.0	_	-70.0	80.0
IOtal	(-2.0%)	(2.5%)	(0.4%)			(2.9%)

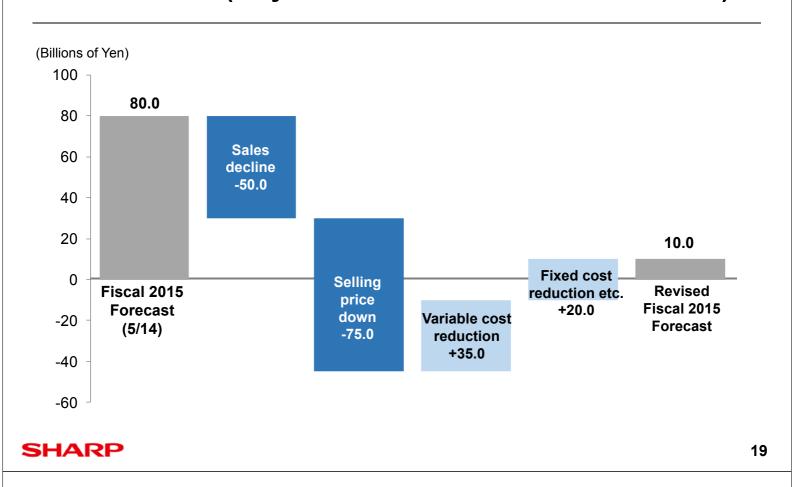
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\*Figures within parentheses indicate operating margin.

# **Operating Income Forecast by Product Group**



# Analysis of Difference in Operating Income for Fiscal 2015 (May 14 Forecast vs. Revised Forecast)



# **III.** Information by Product Group



### **Introduction to Virtual Company System and Vision**

•Effective from October 1, 2015, Sharp has shifted to virtual company system accelerating the expansion speed of each businesses.

Company	Vision	Current Measures & Achievements
Consumer Electronics	Innovation by fusions of technology in Japan and Asia as the main market	New products combining AI and IoT (RoBoHoN, "TOMODACHI KADEN" friend appliance concept) Market share expansion of the 4K TV in Japanese market Creating Sharp one-of-a-kind new products (Healsio Hot Cook, S-style*, etc.) *new stylish air purifier product
Energy Solutions	Shift to local fit solution business	Strengthen the foundation of solutions business (development of DC air conditioner, sales expansion of storage batteries)     Establishment of a new company to expand EPC business in Thailand     Strengthen the residential solar business in Japan (commercialize solar cell module that achieves 19% conversion efficiency—the industry's best in class)
Business Solutions	Utilization of current product line-up and customer basis & Global solution business expansion with proactive investment increase	Steady expansion of current businesses (model change of full-color MFPs for first time in three years)     Strategic expansion of BIG PAD into the education market (sales to Ritsumeikan University)     Robotics business expansion as a key segment (security, concierge, commercial vacuum cleaners, etc.)
Electric Components and Devices	Shift to value-added segment centered by sensing business	Steady expansion of camera module business (up 92% over same period last year)     Improved competitiveness via shift to high-value-added fields     Initiate sales of Sharp's color night-vision camera in high-potential fields     Release of line-up of new sensor products for detecting dust, PM2.5, and environmental factors
Display Devices	Gaining stable customers by utilizing the technology advantage and expansion of high-value-added panels	On road to increased sales in the PC field, tapping new major smartphone customers Reduce fluctuating expenses by revamping procurement and by revamping system for design and product promotion to customers Expansion of high-value-added panels (announcement of see-through display, curved Free-Form Display, joint development with U.S. company Kymeta of satellite antennas, etc.)

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# **Consumer Electronics**

(Billions of Yen)

								•	
			FY2	FY2015					
	1H	Change	2H Forecast	Change	Fiscal Year	Change	5/	14 Forecast	t
	III	(Y on Y)	ZIT FOI ecast	(Y on Y)	Forecast	(Y on Y)	1H	2H	Fiscal Year
Sales	435.5	-11.9%	434.4	-11.0%	870.0	-11.4%	455.0	495.0	950.0
Digital Information Equipment	167.3	-21.0%	172.6	-16.1%	340.0	-18.6%	170.0	200.0	370.0
Communications	117.6	-1.6%	92.3	-29.1%	210.0	-15.9%	120.0	120.0	240.0
Health and Environmental Equipment	150.5	-7.5%	169.4	+11.3%	320.0	+1.6%	165.0	175.0	340.0
Operating Income	-1.9	_	17.9	4.7-fold	16.0	-16.2%	1.0	21.0	22.0
(margin)	(-0.5%)		(4.1%)		(1.8%)		(0.2%)	(4.2%)	(2.3%)
Digital Information Equipment	-15.0	-	2.0	-	-13.0	-	-9.0	6.0	-3.0
Communications	10.5	+46.1%	4.4	-47.5%	15.0	-4.8%	4.0	7.0	11.0
Health and Environmental Equipment	2.5	-67.3%	11.4	+40.3%	14.0	-12.1%	6.0	8.0	14.0

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 11.9% decrease</li><li>Operating income: 17.2 billion yen decrease</li></ul>	<ul><li>Sales: Downturn by 80 billion yen</li><li>Operating income: Downturn by 6 billion yen</li></ul>

Current
Measures &
Achievements

- New products combining AI and IoT (RoBoHoN, "TOMODACHI KADEN " friend appliance concept)
- Market share expansion of the 4K TV in Japanese market
- Creating Sharp one-of-a-kind new products (Healsio Hot Cook, S-style\*, etc.) \*new stylish air purifier product

**SHARP** 

# (Consumer Electronics) Digital Information Equipment

(Billions of Yen)

			FY2	FY2015					
	1H	Change	2H Forecast	Change		Change		5/14 Forecast	
	10	(Y on Y)	2n Forecast	(Y on Y)		(Y on Y)	1H	2H	Fiscal Year
Sales	167.3	-21.0%	172.6	-16.1%	340.0	-18.6%	170.0	200.0	370.0
LCD TVs	154.6	-18.2%	155.3	-14.1%	310.0	-8.1%	160.0	180.0	340.0
Operating Income	-15.0	-	2.0	-	-13.0	-	-9.0	6.0	-3.0
(margin)	(-9.0%)		(1.2%)		(-3.8%)		(-5.3%)	(3.0%)	(-0.8%)

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

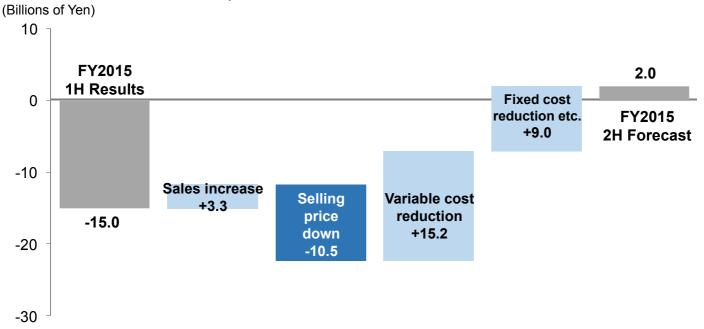
FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 21.0% decrease</li><li>Operating income: 15.3 billion yen decrease</li></ul>	<ul><li>Sales: Downturn by 30 billion yen</li><li>Operating Income: Downturn by 10 billion yen</li></ul>



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# (Consumer Electronics) Digital Information Equipment

# FY2015 2H Analysis of Difference in Operating Income (1H Results and 2H Forecast)





# (Consumer Electronics) Communications

(Billions of Yen)

			FY2	FY2015					
	411	Change	011 Fama a a a 4	Change	Fiscal Year	Change		5/14 Forecast	
	1H	(Y on Y)	2H Forecast	(Y on Y)	Forecast	(Y on Y)	1H	2H	Fiscal Year
Sales	117.6	-1.6%	92.3	-29.1%	210.0	-15.9%	120.0	120.0	240.0
Mobile phones	83.5	-2.8%	76.4	-29.0%	160.0	-17.4%	96.2	98.8	195.0
Operating Income	10.5	+46.1%	4.4	-47.5%	15.0	-4.8%	4.0	7.0	11.0
(margin)	(8.9%)		(4.9%)		(7.1%)		(3.3%)	(5.8%)	(4.6%)

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 1.6% decrease</li><li>Operating income: 46.1% increase</li></ul>	<ul><li>Sales: Downturn by 30 billion yen</li><li>Operating income: Upturn by 4 billion yen</li></ul>



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# (Consumer Electronics) Health and Environmental Equipment

(Billions of Yen)

			FY	FY2015					
	1H	Change	2H Forecast	Change	Change Fiscal Year		nge 5/14 Forecast		
	111	(Y on Y)	2n Forecast	(Y on Y)	Forecast	(Y on Y)	1H	2H	Fiscal Year
Sales	150.5	-7.5%	169.4	+11.3%	320.0	+1.6%	165.0	175.0	340.0
Operating Income	2.5	-67.3%	11.4	+40.3%	14.0	-12.1%	6.0	8.0	14.0
(margin)	(1.7%)		(6.8%)		(4.4%)		(3.6%)	(4.6%)	(4.1%)

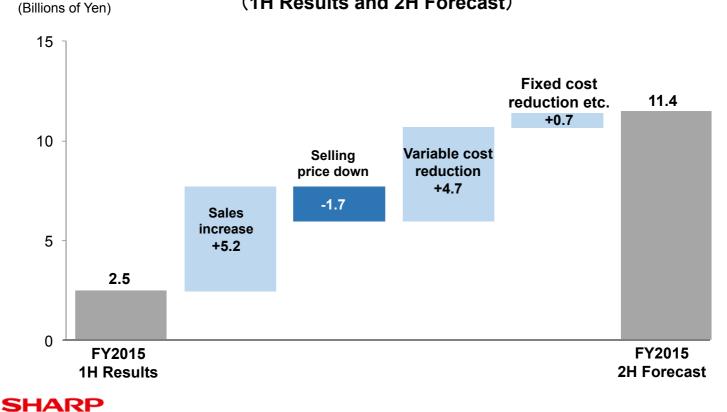
\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 7.5% decrease</li><li>Operating income: 67.3% decrease</li></ul>	<ul><li>Sales: Downturn by 20 billion yen</li><li>Operating income: No change</li></ul>



# (Consumer Electronics) Health and Environmental Equipment

# FY2015 2H Analysis of Difference in Operating Income (1H Results and 2H Forecast)



# **Energy Solutions**

(Billions of Yen)

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			FY2	FY2015					
	1H	Change	2H Forecast	Change	Fiscal Year	Fiscal Year Change Forecast (Y on Y)			
	111	(Y on Y)	ZH Forecast	(Y on Y)	Forecast		1H	2H	Fiscal Year
Sales	78.7	-44.9%	101.2	-20.8%	180.0	-33.5%	80.0	100.0	180.0
Operating Income	-2.6	-	5.6	-	3.0	-	1.0	4.0	5.0
(margin)	(-3.4%)		(5.6%)		(1.7%)		(1.3%)	(4.0%)	(2.8%)

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 44.9% decrease</li><li>Operating income: 2.3 billion yen decrease</li></ul>	<ul><li>Sales: No change</li><li>Operating income: Downturn by 2 billion yen</li></ul>

# Current Measures & Achievements

- Strengthen the foundation of solutions business
- (development of DC air conditioner, sales expansion of storage batteries)
- Establishment of a new company to expand EPC business in Thailand
- Strengthen the residential solar business in Japan (commercialize solar cell module that achieves 19% conversion efficiency—the industry's best in class)



### **Business Solutions**

(Billions of Yen)

			FY2		FY2015				
	1H	Change	2H Forecast	Change		Change (Y on Y)	5/14 Forecast		
	III	(Y on Y)	ZH FUIECast	(Y on Y)			1H	2H	Fiscal Year
Sales	172.3	+3.8%	177.6	+0.2%	350.0	+1.9%	165.0	185.0	350.0
Operating Income	16.7	+5.2%	19.2	+25.2%	36.0	+15.0%	15.0	18.0	33.0
(margin)	(9.7%)		(10.8%)		(10.3%)		(9.1%)	(9.7%)	(9.4%)

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 3.8% increase</li><li>Operating income: 5.2% increase</li></ul>	<ul><li>Sales: No change</li><li>Operating income: Upturn by 3 billion yen</li></ul>

# Current Measures & Achievements

- Steady expansion of current businesses (model change of full-color MFPs for first time in three years)
- Strategic expansion of BIG PAD into the education market (sales to Ritsumeikan University)
- Robotics business expansion as a key segment (security, concierge, commercial vacuum cleaners, etc.)



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## **Electronic Components and Devices**

(Billions of Yen)

			FY		FY2015					
	1H	Change	2H Forecast	Change	Fiscal Year Forecast	Change (Y on Y)	5/14 Forecast			
	III	(Y on Y)	ZH FOIECASI	st (Y on Y)			1H	2H	Fiscal Year	
Sales	243.2	+62.4%	286.7	-1.7%	530.0	+20.1%	200.0	280.0	480.0	
Operating Income	8.0	-	9.9	3.2-fold	18.0	26.6-fold	3.0	7.0	10.0	
(margin)	(3.3%)		(3.5%)		(3.4%)		(1.5%)	(2.5%)	(2.1%)	

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)			
<ul><li>Sales: 62.4% increase</li><li>Operating income: 10.4 billion yen increase</li></ul>	<ul><li>Sales: Upturn by 50 billion yen</li><li>Operating income: Upturn by 8 billion yen</li></ul>			

# Current Measures & Achievements

- Steady expansion of camera module business (up 92% over same period last year)
- · Improved competitiveness via shift to high-value-added fields
  - -Initiate sales of Sharp's color night-vision camera in high-potential fields
  - -Release of line-up of new sensor products for detecting dust, PM2.5, and environmental factors



### **Display Devices**

(Billions of Yen)

			FY	FY2015					
	1H	1H Change 2H Forecast Change		Fiscal Year	Change	5/14 Forecast			
	III	(Y on Y)	ZH FOIECast	(Y on Y)	Forecast	(Y on Y)	1H	2H	Fiscal Year
Sales	391.1	-15.1%	478.8	+7.3%	870.0	-4.1%	480.0	520.0	1,000.0
Operating Income	-26.4	-	-3.5	-	-30.0	-	8.0	37.0	45.0
(margin)	(-6.8%)		(-0.7%)		(-3.4%)		(1.7%)	(7.1%)	(4.5%)

\*Sales of each product group include internal sales between segments (Product Business / Device Business)

FY2015 1H Results (Y on Y)	FY2015 Fiscal Year Forecast (Against May 14 Forecast)
<ul><li>Sales: 15.1% decrease</li><li>Operating income: 47.3 billion yen decrease</li></ul>	<ul><li>Sales: Downturn by 130 billion yen</li><li>Operating income: Downturn by 75 billion yen</li></ul>

# Current Measures & Achievements

- On road to increased sales in the PC field, tapping new major smartphone customers
- Reduce fluctuating expenses by revamping procurement and by revamping system for design and product promotion to customers
- Expansion of high-value-added panels (announcement of see-through display, curved Free-Form Display, joint development with U.S. company Kymeta of satellite antennas, etc.)



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### **Display Devices**

Factors in Discrepancy between Operating Income Target and Results in 1H FY2015 & Measures to Improve Earnings in 2H

### Factors in Discrepancy between Operating Income Target and Results in 1H

- Changes in Chinese smartphone market
- Delay in response towards the deceleration of growth and intensifying price competition
- Changes in target customers' market position
  - Failed to foresee the trend shift to mid- to low-end
- Inability to stay cost competitive amid drastic decreases in selling price led to decrease in share
- Delay in support system set up for the launch of in-cell touchscreen business

#### Measures to Improve Earnings in 2H

- Break away from omnidirectional customer strategy
  - Rearrange customer portfolio by focusing resources on priority customers
  - Strengthen user support system centered on new local sales company in Shenzhen (dedicated support system for each priority customers)

(Developed Number of Models: 1.8 times vs 1H)

- Shift to high-value-added areas centered on mid-size displays, such as those for notebook PCs and industrial appliances
  - Enhancing the line-up of high-resolution, narrow-bezel, low-powerconsumption models

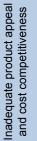
(Mid-size LCDs Sales: 1.6 times vs 1H)

(Market share increase for Note PC / Tablets : 1H 14%→2H 25%)

- Implement thorough structural reforms related to costs across entire supply chain

   Reduce material costs and processing costs through
  - Reduce material costs and processing costs through strategic development and procurement
  - Implement joint cost-reduction projects with priority users
  - Strengthen support system for in-cell customers in joint effort with manufacturers of touchscreen controllers

(Number of In-cell display equipped models : 4 times vs 1H)

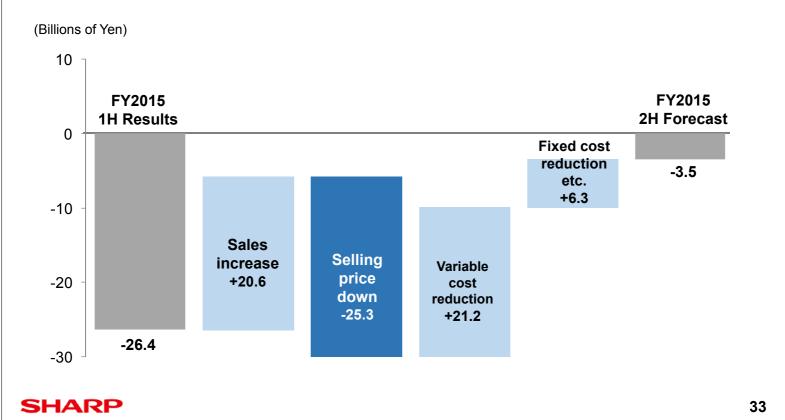


Decrease in sales of Smartphone LCDs



# **Display Devices**

# FY2015 2H Analysis of Difference in Operating Income (1H Results and 2H Forecast)



# IV. Supplementary Data



### **Sales of Main Products**

(Billions of Yen)

	FY2014			FY2015			
	1H	2H	Fiscal Year	1H	2H Forecast	Fiscal Year Forecast	Change (Y on Y)
LCD TVs	189.1	180.8	370.0	154.6	155.3	310.0	-16.2%
Unit (million units)	3.60	3.43	7.03	2.99	2.90	5.90	-16.2%
Mobile Phones	85.9	107.6	193.6	83.5	76.4	160.0	-17.4%
Unit (million units)	2.41	3.15	5.56	2.26	1.73	4.00	-28.1%
Refrigerators	47.9	45.6	93.5	48.2	48.7	97.0	+3.7%
Air Conditioners	42.1	21.3	63.5	36.0	27.9	64.0	+0.7%
Copiers / Printers	73.4	78.5	152.0	78.2	81.7	160.0	+5.2%
CCD / CMOS Imagers	103.5	235.5	339.1	198.9	231.0	430.0	+26.8%



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# Sales of Main Products by Quarter

		FY20	)14		FY2015	
	1Q	2Q	3Q	4Q	1Q	2Q
LCD TVs	85.7	103.3	104.3	76.5	64.1	90.5
Unit (million units)	1.73	1.86	1.74	1.68	1.41	1.58
Mobile Phones	49.6	36.2	64.1	43.5	44.1	39.4
Unit (million units)	1.23	1.17	1.79	1.35	1.01	1.25
Refrigerators	23.9	24.0	22.1	23.4	23.0	25.1
Air Conditioners	23.6	18.4	8.0	13.3	20.6	15.3
Copiers / Printers	34.3	39.1	38.2	40.3	37.2	40.9
CCD / CMOS Imagers	38.8	64.7	129.3	106.2	110.8	88.0



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

(Billions of Yen)

	FY2014			FY2015			
	1H	2H	Fiscal Year	1H	2H Forecast	Fiscal Year Forecast	Change (Y on Y)
Capital Investment	31.2	31.3	62.6	20.9	39.0	60.0	-4.2%
LCDs	12.9	19.0	31.9	8.9	9 19.0	28.0	-12.4%
Depreciation and Amortization	49.9	52.6	102.6	33.7	7 46.2	80.0	-22.0%
R&D Expenditures	65.8	75.1	141.0	68.6	5 71.3	140.0	-0.7%
					(Yen)		
Exchange Rate		FY2014		FY	2015		
	1H	2H	Fiscal Year	1H	2H Forecast		
US Dollar	102.05	115.83	108.94	120.80	120.00		
Euro	137.41	137.14	137.28	133.57	7 135.00		



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# Capital Investment and Depreciation, etc. by Quarter

					(BII	lions of Yen)
		FY2	2014		FY2	015
	1Q	2Q	3Q	4Q	1Q	2Q
Capital Investment	14.5	16.6	9.3	22.0	9.7	11.1
LCDs	5.7	7.1	4.3	14.7	3.8	5.1
Depreciation and Amortization	24.4	25.5	26.5	26.0	18.0	15.7
R&D Expenditures	34.4	31.4	38.1	37.0	36.3	32.3
·						(Yen)
Exchange Rate		FY2	2014		FY2	015
	1Q	2Q	3Q	4Q	1Q	2Q
US Dollar	101.16	102.93	113.55	118.10	120.37	121.24
Euro	138.56	136.26	141.59	132.68	132.66	134.48



# Overseas Sales by Region

**Top: Sales (Billions of yen)**Bottom: Composition ratio (%)

		FY2014					
	1H	2H	Fiscal Year	1H			
The	165.6	155.2	320.9	160.0			
Americas	19.9%	15.8%	17.7%	18.0%			
Europe	71.4	71.0	142.5	69.9			
	8.6%	7.2%	7.8%	7.8%			
China	487.8	653.0	1,140.8	554.3			
	58.6%	66.3%	62.8%	62.2%			
0.11	107.7	105.6	213.4	106.4			
Other	12.9%	10.7%	11.7%	12.0%			
Total	832.7	985.1	1,817.8	890.7			
	100.0%	100.0%	100.0%	100.0%			





