



Consolidated Financial Results for the Year Ended March 31, 2013

I . Financial Results for Fiscal 2012

II . Financing Activities

III . Financial Results Forecast for Fiscal 2013

Supplementary Data – Sales of Main Products, etc.

SHARP CORPORATION

May 14, 2013

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.

*Amounts less than 100 million yen shown in this presentation material have been rounded down.

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I . Financial Results for Fiscal 2012

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Financial Results for Fiscal 2012

- Sales in 2H improved approx. 270 billion yen compared to 1H
- Achieved positive results for 2H's operating income. Exceeded the previous forecast of net sales and operating income
- On the other hand, there was a negative impact on net income due to the additional business restructuring

(Billions of yen)

	FY2011		FY2012						FY2012 Full Year Previous Forecast	
	Full Year	1H				Difference from 1H	Full Year	Difference from previous forecast		Change (Y on Y)
			3Q	4Q	2H					
Net Sales	2,455.8	1,104.1	678.2	696.1	1,374.4	+270.2	2,478.5	+18.5	+0.9%	2,460.0
Operating Income	-37.5 (-1.5%)	-168.8 (-15.3%)	2.6 (0.4%)	19.9 (2.9%)	22.6 (1.6%)	+191.5	-146.2 (-5.9%)	+8.7	-	-155.0
Net Income	-376.0 (-15.3%)	-387.5 (-35.1%)	-36.7 (-5.4%)	-121.0 (-17.4%)	-157.7 (-11.5%)	+229.8	-545.3 (-22.0%)	-95.3	-	-450.0

↓
Impairment loss / Restructuring charges, etc.

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Sales by Product Group

LCDs and Solar Cells contributed to the sales in 2H, exceeding the previous forecast (Billions of Yen)

	FY2011	FY2012							FY2012 Full Year Previous Forecast	
	Full Year	1H				Difference from 1H	Full Year	Difference from previous forecast		Change (Y on Y)
			3Q	4Q	2H					
Audio-Visual and Communication Equipment	1,061.0	338.5	202.3	191.6	394.0	+55.4	732.6	-7.3	-31.0%	740.0
Health and Environmental Equipment	292.3	154.9	74.8	79.8	154.6	-0.3	309.6	-0.3	+5.9%	310.0
Information Equipment	277.6	139.2	69.7	88.4	158.1	+18.9	297.4	+7.4	+7.1%	290.0
Consumer/Information Products	1,630.9	632.8	346.9	359.9	706.9	+74.1	1,339.7	-0.2	-17.9%	1,340.0
LCDs	720.9	367.9	258.2	220.4	478.7	+110.7	846.7	+16.7	+17.4%	830.0
Solar Cells	223.9	93.0	55.9	110.8	166.8	+73.7	259.9	+14.9	+16.1%	245.0
Other Electronic Devices	238.1	125.9	81.4	62.0	143.4	+17.5	269.4	-5.5	+13.2%	275.0
Electronic Components	1,183.0	587.0	395.6	393.4	789.0	+202.0	1,376.1	+26.1	+16.3%	1,350.0
Sub Total	2,814.0	1,219.8	742.6	753.3	1,495.9	+276.1	2,715.8	+25.8	-3.5%	2,690.0
Adjustments	-358.1	-115.7	-64.3	-57.2	-121.5	-5.8	-237.2	-7.2	-	-230.0
Total	2,455.8	1,104.1	678.2	696.1	1,374.4	+270.2	2,478.5	+18.5	+0.9%	2,460.0

Sales of each product group include internal sales between segments (Consumer/Information Products and Electronic Components)

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Operating Income by Product Group

In 2H, all the product groups excluding LCDs achieved positive results in operating income (Billions of Yen)

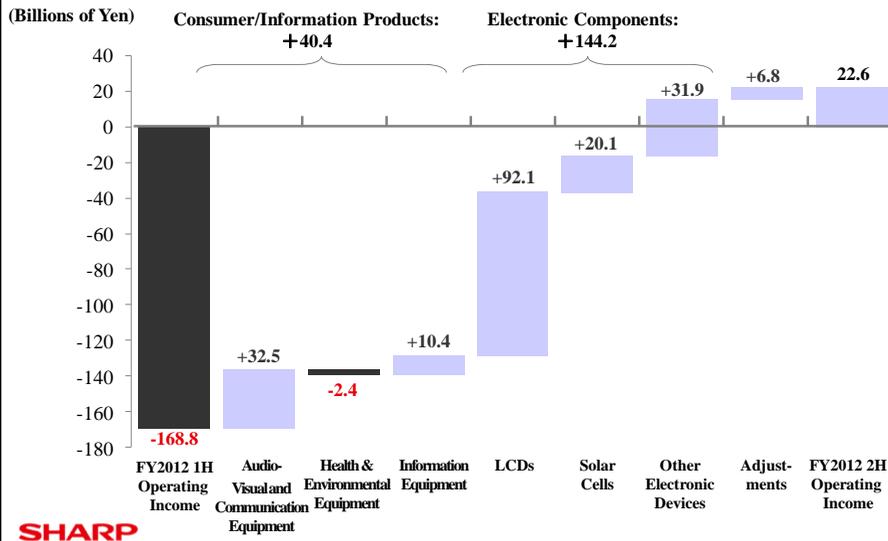
	FY2011	FY2012							FY2012 Full Year Previous Forecast	
	Full Year	1H				Difference from 1H	Full Year	Difference from previous forecast		Change (Y on Y)
			3Q	4Q	2H					
Audio-Visual and Communication Equipment	-6.1	-21.1	5.3	6.0	11.3	+32.5	-9.8	-1.8	-	-8.0
Health and Environmental Equipment	29.4	17.3	7.4	7.3	14.8	-2.4	32.2	-0.7	+9.3%	33.0
Information Equipment	27.7	6.9	6.3	11.0	17.3	+10.4	24.3	+3.3	-12.3%	21.0
Consumer/Information Products	51.0	3.1	19.1	24.4	43.5	+40.4	46.6	+0.6	-8.5%	46.0
LCDs	-42.2	-115.5	-11.7	-11.6	-23.4	+92.1	-138.9	+5.0	-	-144.0
Solar Cells	-21.9	-12.3	-1.9	9.7	7.8	+20.1	-4.4	+6.5	-	-11.0
Other Electronic Devices	9.5	-23.7	3.1	5.0	8.2	+31.9	-15.5	+1.4	-	-17.0
Electronic Components	-54.6	-151.6	-10.4	3.1	-7.3	+144.2	-159.0	+12.9	-	-172.0
Sub Total	-3.6	-148.5	8.6	27.5	36.1	+184.7	-112.3	+13.6	-	-126.0
Adjustments	-33.8	-20.3	-5.9	-7.5	-13.5	+6.8	-33.9	-4.9	-	-29.0
Total	-37.5	-168.8	2.6	19.9	22.6	+191.5	-146.2	+8.7	-	-155.0

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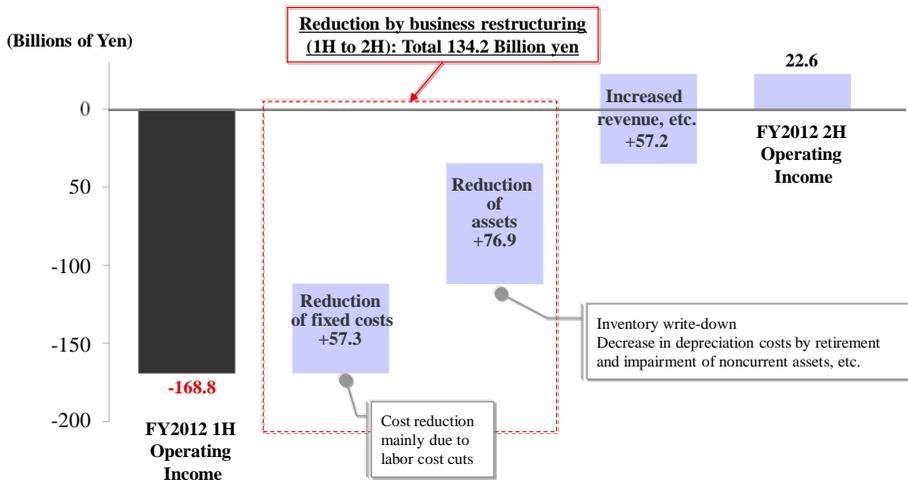
Breakdown of FY2012 Operating Income by Product Group (comparison of 1H and 2H)

The improvement in LCDs and Other Electronic Devices by restructuring in 1H has made a significant contribution to all-Sharp operating income



Breakdown of FY2012 Operating Income by Factors (comparison of 1H and 2H)

Reduction in fixed costs and assets contributed to the positive result in operating income of 2H



Extraordinary Items in Other Expenses / Income Taxes, etc

Recorded impairment loss and additional restructuring charges in corresponding to changes in the business environment such as the rapid fall of the yen and demand fluctuations in small- and medium-size LCDs

(Billions of Yen)

	FY2011 Full Year	FY2012					Full Year	Difference from previous forecast	FY2012 Full Year Previous Forecast
		1H	3Q	4Q	2H	Full Year			
Operating Income	-37.5	-168.8	2.6	19.9	22.6	-146.2	+8.7	-155.0	
Other Income(Expenses)	-200.8	-153.9	-34.9	-131.0	-165.9	-319.9			
Impairment loss	-6.6	0.0	0.0	-47.3	-47.3	-47.3			
Restructuring charges	-117.1	-98.6	-27.3	-17.3	-44.7	-143.3			
Settlement package, etc.	-18.8	-15.8	-2.0	-32.3	-34.3	-50.2			
Others	-58.2	-39.4	-5.5	-33.9	-39.4	-78.9			
Income Taxes, etc.	-137.6	-64.7	-4.5	-9.9	-14.4	-79.1			
Reversal of deferred tax assets	-115.9	-61.0	0.0	-4.5	-4.5	-65.5			
Others	-21.7	-3.6	-4.5	-5.4	-9.9	-13.6			
Total	-338.5	-218.6	-39.4	-140.9	-180.3	-399.0	-104.0	-295.0	
Net Income	-376.0	-387.5	-36.7	-121.0	-157.7	-545.3	-95.3	-450.0	

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Extraordinary Items in Other Expenses in 4Q FY2012

Almost completed financial procedures of business restructuring

• Impairment Loss	47.3 Billion Yen	Impairment of manufacturing equipment in audio-visual / LCD businesses
• Restructuring Charges	17.3 Billion Yen	Loss caused by cancellation of lease contracts in solar cells businesses, etc.
• Settlement Package, etc.	32.3 Billion Yen	Provision for loss on litigation

Main Extraordinary Items **97.0 Billion Yen**

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Consolidated Balance Sheets

Equity ratio has decreased to 6.0%

(Billions of Yen)

	FY2011	FY2012				FY2011	FY2012		
	End of Mar. 2012	End of Sep. 2012	End of Dec. 2012	End of Mar. 2013		End of Mar. 2012	End of Sep. 2012	End of Dec. 2012	End of Mar. 2013
Cash, time deposits and short-term investments	195.3	221.1	164.0	191.9	Commercial paper	351.0	167.5	8.0	0.0
Notes and accounts receivable	375.4	410.5	414.2	424.2	Short-term borrowings	597.9	898.0	899.8	924.1
Inventories	527.4	325.7	339.9	310.7	Notes and accounts payable	436.5	422.2	460.0	405.6
Other current assets	322.9	301.6	336.8	294.9	Other current liabilities	356.5	333.9	283.5	337.7
Current Assets	1,421.1	1,259.0	1,255.1	1,221.8	Current Liabilities	1,391.0	1,654.2	1,643.4	1,667.5
Plant and Equipment	872.4	636.6	600.3	563.6	Long-term Liabilities	577.9	338.3	309.6	285.3
Investments and Other Assets	318.4	323.7	314.8	301.6	Liabilities	1,969.0	1,992.5	1,953.1	1,952.9
Total assets	2,614.1	2,220.4	2,171.2	2,087.7	Net Assets	645.1	227.9	218.1	134.8
					Total liabilities and net assets	2,614.1	2,220.4	2,171.2	2,087.7
					Equity Ratio	23.9%	9.9%	9.6%	6.0%

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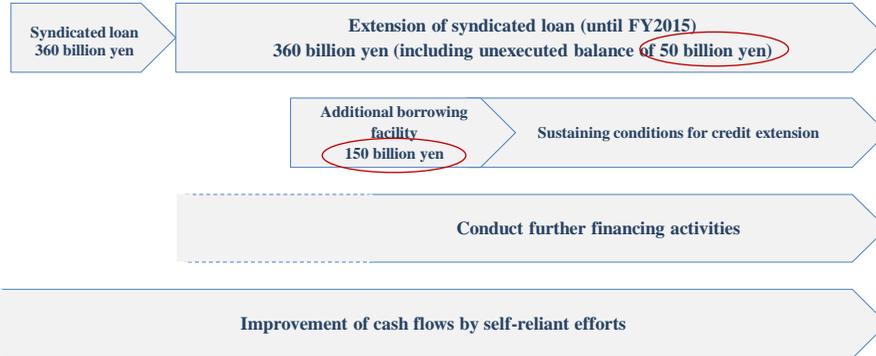
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II . Financing Activities

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Financing Activities

	June 2013	September 2013	March 2014	September 2014
Needs for Finance	Deadline of syndicated loan: 360 billion yen	Convertible bonds due for redemption: 200 billion yen	Straight bond due for redemption: 30 billion yen	Straight bond due for redemption: 100 billion yen



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III. Financial Results Forecast for Fiscal 2013

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Financial Results Forecast for Fiscal 2013

Aim to achieve positive results for net income of FY2013

(Billions of Yen)

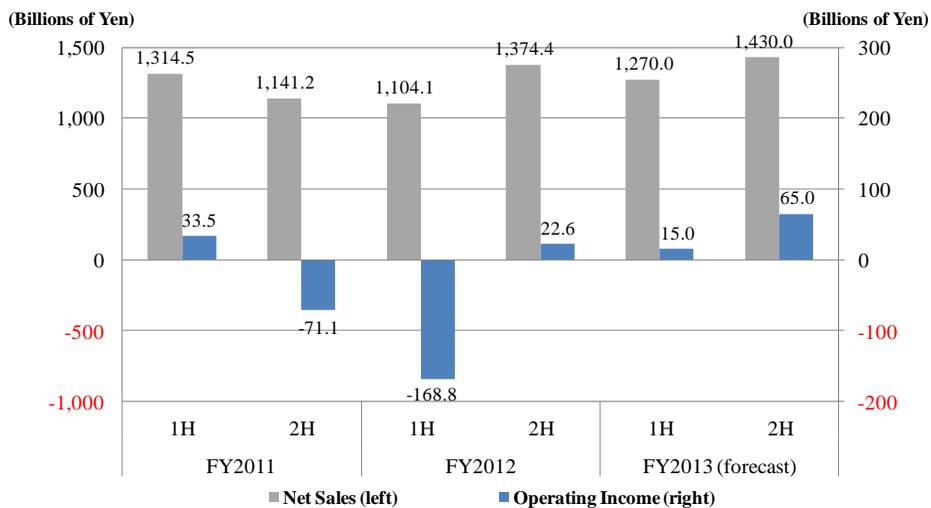
	FY2012 Full Year	FY2013					
		1H		2H		Full Year (Forecast)	Change (Y on Y)
		Forecast	Change (Y on Y)	Forecast	Change (Y on Y)		
Net Sales	2,478.5	1,270.0	+15.0%	1,430.0	+4.0%	2,700.0	+8.9%
Domestic	1,007.2	500.0	+9.7%	520.0	-5.7%	1,020.0	+1.3%
Overseas	1,471.3	770.0	+18.7%	910.0	+10.6%	1,680.0	+14.2%
Operating Income	-146.2	15.0	-	65.0	+187.2%	80.0	-
Net Income	-545.3	-20.0	-	25.0	-	5.0	-

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Transition of Net Sales / Operating Income (by 1H / 2H)

Expecting recovery of net sales and operating income in 2H of fiscal 2013

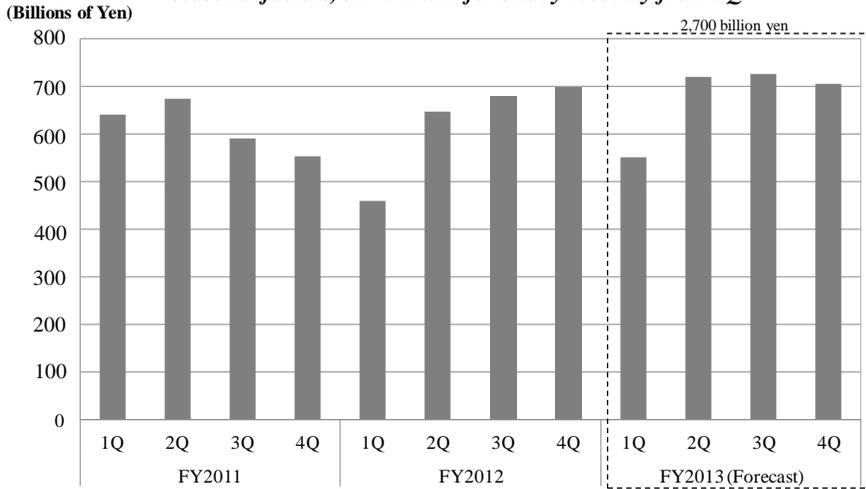


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Transition of Net Sales by Quarter

Expect temporary weakening of net sales in 1Q of fiscal 2013 due mainly to seasonal factors, but will aim for steady recovery from 2Q

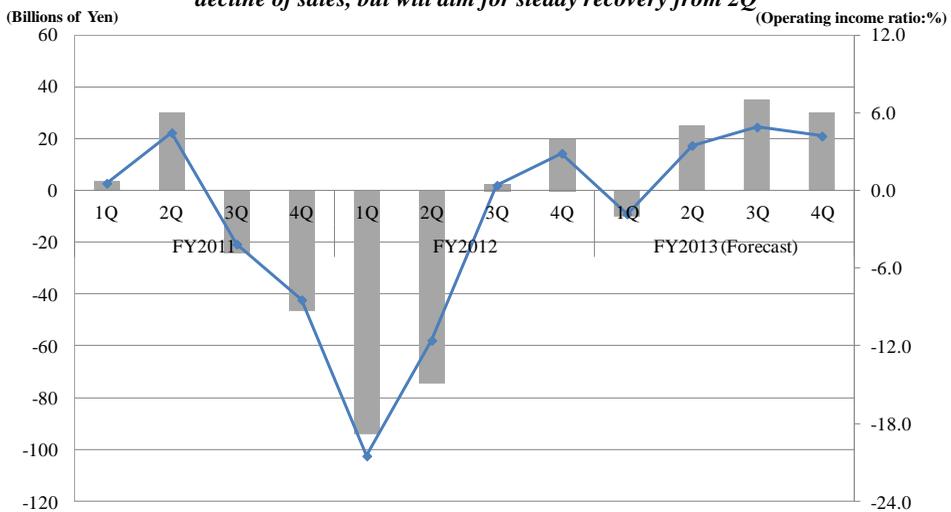


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Transition of Operating Income by Quarter

Expect temporary weakening of operating income in 1Q of fiscal 2013 due to decline of sales, but will aim for steady recovery from 2Q

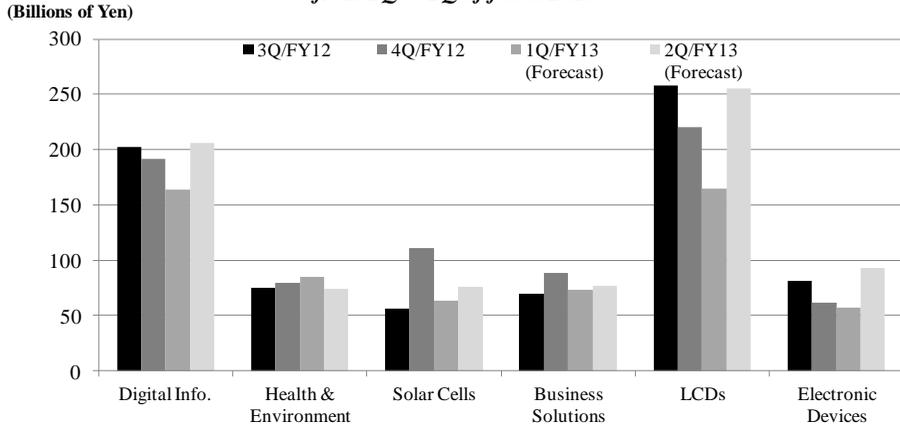


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Transition of Quarterly Sales by Product Groups (2H of FY2012 to 1H of FY2013)

Considerable recovery in Digital Information Equipment and LCD sales from 1Q to 2Q of fiscal 2013

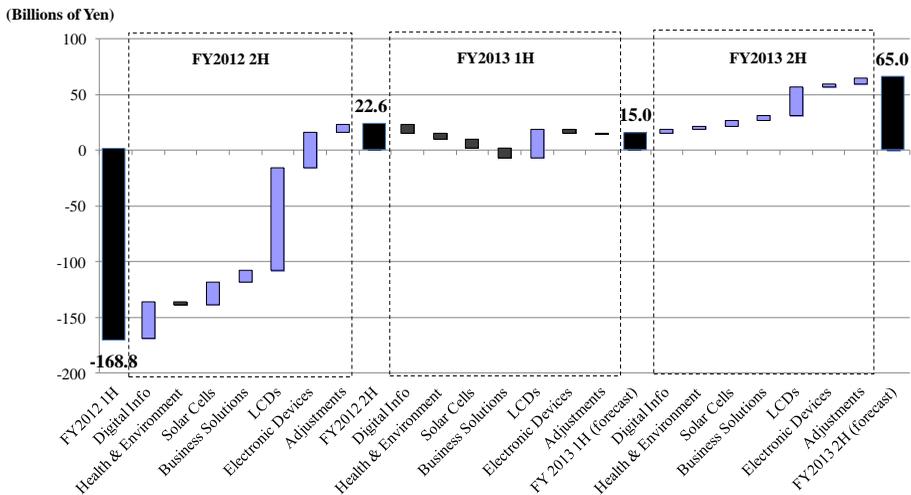


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Transition of Operating Income by Product Group (1H of FY2012 to 2H of FY2013, Comparison of Half-Year)

Expect negative result on 1H operating income due to a negative impact of the weakened yen on product group sales, but will target for improving profits by increasing sales in LCDs positively affected by the weakened yen and order increase as well, and by recovering sales in product business.



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FY2013 Sales by Product Group(1)

Product Business Group

(Billions of Yen)

	FY2011	FY2012					FY2013	
	Full Year	1H				Full Year	Full Year (Forecast)	Change (YoY)
			3Q	4Q	2H			
Digital Information Equipment	1,061.0	338.5	202.3	191.6	394.0	732.6	760.0	+3.7%
Health and Environmental Equipment	292.2	154.9	74.8	79.8	154.6	309.6	320.0	+3.3%
Solar Cells	223.8	93.0	55.9	110.8	166.8	259.9	280.0	+7.7%
Business Solutions	277.5	138.9	69.6	88.3	158.0	296.9	310.0	+4.4%
Product Business	1,854.8	725.6	402.8	470.6	873.5	1,599.2	1,670.0	+4.4%

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

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FY2013 Sales by Product Group(2)

Device Business Group / Total Sales

(Billions of Yen)

	FY2011	FY2012					FY2013	
	Full Year	1H				Full Year	Full Year (Forecast)	Change (YoY)
			3Q	4Q	2H			
LCDs	721.0	368.0	258.2	220.5	478.8	846.8	970.0	+14.5%
Electronic Devices	238.1	126.4	82.2	62.0	144.2	270.6	320.0	+18.2%
Device Business	959.1	494.4	340.4	282.6	623.0	1,117.5	1,290.0	+15.4%
Sub Total	2,814.0	1,220.1	743.3	753.2	1,496.6	2,716.7	2,960.0	+9.0%
Adjustments	-358.1	-115.9	-65.0	-57.1	-122.2	-238.1	-260.0	-
Total	2,455.8	1,104.1	678.2	696.1	1,374.4	2,478.5	2,700.0	+8.9%
Domestic	1,181.1	455.7	255.9	295.6	551.5	1,007.2	1,020.0	+1.3%
Overseas	1,274.6	648.4	422.3	400.5	822.8	1,471.3	1,680.0	+14.2%

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

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FY2013 Operating Income by Product Group(1)

Product Business Group

Above: Operating Income (Billions of Yen)
Below: Operating Income Ratio (%)

	FY2011	FY2012					FY2013	
	Full Year	1H				Full Year	Full Year (Forecast)	Difference from previous year
			3Q	4Q	2H			
Digital Information Equipment	-6.1	-21.1	5.3	6.0	11.3	-9.8	12.0	+21.8
	-0.6%	-6.3%	2.6%	3.1%	2.9%	-1.3%	1.6%	
Health and Environmental Equipment	29.4	17.3	7.4	7.3	14.8	32.2	20.0	-12.2
	10.1%	11.2%	10.0%	9.3%	9.6%	10.4%	6.3%	
Solar Cells	-21.9	-12.3	-1.9	9.7	7.8	-4.4	6.0	+10.4
	-9.8%	-13.2%	-3.4%	8.8%	4.7%	-1.7%	2.1%	
Business Solutions	27.7	6.9	6.3	11.0	17.3	24.3	22.0	-2.3
	10.0%	5.0%	9.1%	12.5%	11.0%	8.2%	7.1%	
Product Business	29.0	-9.1	17.2	34.1	51.3	42.1	60.0	+17.8
	1.6%	-1.3%	4.3%	7.3%	5.9%	2.6%	3.6%	

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FY2013 Operating Income by Product Group(2)

Device Business Group, Total

Above: Operating Income (Billions of Yen)
Below: Operating Income Ratio (%)

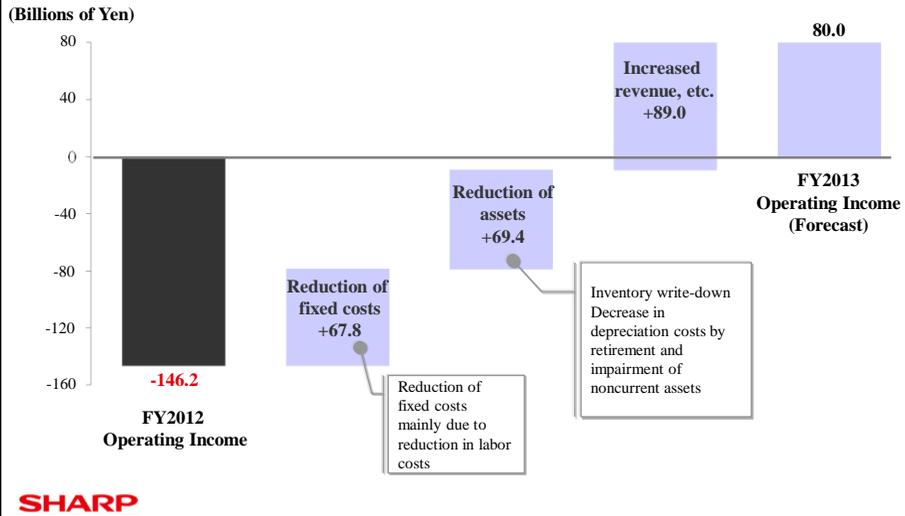
	FY2011	FY2012					FY2013	
	Full Year	1H				Full Year	Full Year (Forecast)	Difference from previous year
			3Q	4Q	2H			
LCDs	-42.2	-115.5	-11.7	-11.6	-23.4	-138.9	30.0	+168.9
	-5.9%	-31.4%	-4.6%	-5.3%	-4.9%	-16.4%	3.1%	
Electronic Devices	9.5	-23.7	3.1	5.0	8.2	-15.5	12.0	+27.5
	4.0%	-18.8%	3.9%	8.2%	5.7%	-5.7%	3.8%	
Device Business	-32.7	-139.3	-8.5	-6.6	-15.1	-154.5	42.0	+196.5
	-3.4%	-28.2%	-2.5%	-2.3%	-2.4%	-13.8%	3.3%	
Sub Total	-3.6	-148.5	8.6	27.5	36.1	-112.3	102.0	+214.3
	-0.1%	-12.2%	1.2%	3.7%	2.4%	-4.1%	3.4%	
Adjustments	-33.8	-20.3	-5.9	-7.5	-13.5	-33.9	-22.0	+11.9
Total	-37.5	-168.8	2.6	19.9	22.6	-146.2	80.0	+226.2
	-1.5%	-15.3%	0.4%	2.9%	1.6%	-5.9%	3.0%	

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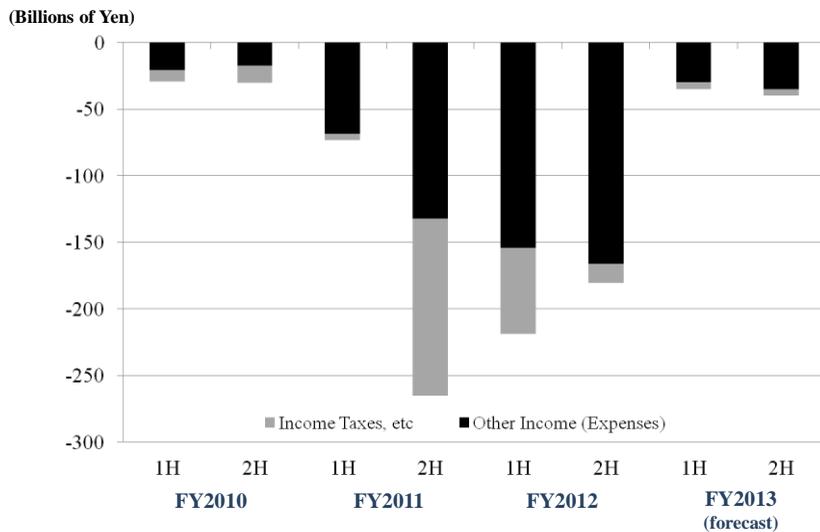
Breakdown of FY2013 Operating Income Forecast by Factors (comparison of FY2012 and FY2013)

Improvement of operating income by business restructuring effort in FY2012



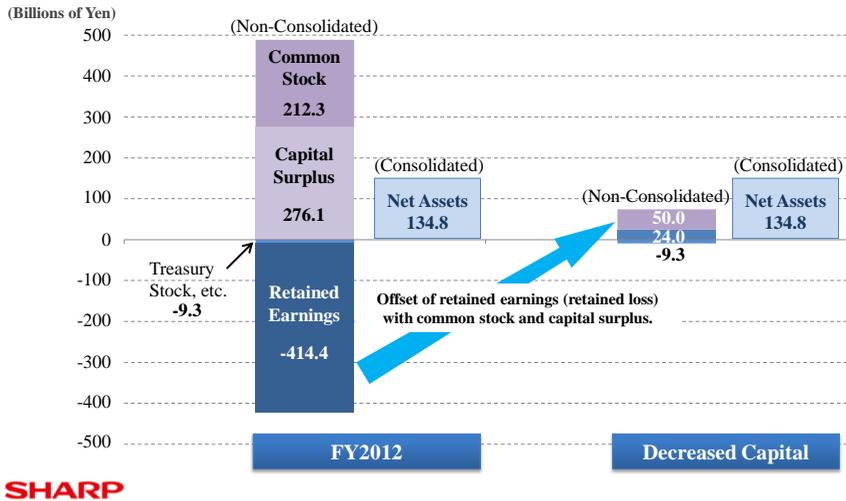
Transition of Other Income (Expenses) / Income Taxes, etc (comparison of 1H and 2H)

Almost completed financial procedures of business restructuring within fiscal 2012



Cleanup of Balance Sheet (Net Assets Section)

*Decreased capital for restoring fiscal health and exercising agile capital policy
No impact of this account classification process on total amount of net assets, total number of issued shares, etc.*



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Enforcing Organization and Governance Structure

Measures	Actions
1 Introduction of Business Group System	<ul style="list-style-type: none"> Transformation into a one-stop quick responding organization from the customers' viewpoint Thorough and precise management based on business characteristics
2 Introducing Corporate Management Group and Structural Reform Group	<ul style="list-style-type: none"> Strengthening headquarters control / governance function Strengthening action forces to complete the medium-term management plan
3 Management Participation from 2 Main Banks	<ul style="list-style-type: none"> Strengthening management reconstruction together with 2 main banks

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<Supplementary Data>

- Sales of Main Products and Components
- Overseas Sales by Region
- Other Information

Sales of Main Products and Electronic Components

(Billions of Yen)

	FY2011	FY2012				FY2013	
	Full Year	1H	2H	Full Year	Change (Y on Y)	Full Year	
						Forecast	Change (Y on Y)
LCD Color TVs	581.3	185.7	202.7	388.4	-33.2%	400.0	+3.0%
Unit (million units)	12.29	3.89	4.13	8.03	-34.7%	8.00	-0.4%
Mobile Phones	305.8	98.3	131.3	229.6	-24.9%	240.0	+4.5%
Unit (million units)	7.70	2.73	3.37	6.11	-20.7%	6.80	+11.3%
Refrigerators	83.1	45.1	42.7	87.9	+5.7%	96.0	+9.1%
Air Conditioners	53.5	35.8	23.8	59.6	+11.4%	62.0	+3.9%
Solar Cells	223.9	93.0	166.8	259.9	+16.1%	280.0	+7.7%
Volume (MW)	1,073	542	777	1,319	+22.9%	1,600	+21.3%
Copiers / Printers	114.2	56.3	72.1	128.4	+12.4%	140.0	+9.0%
CCD / CMOS Imagers	97.5	66.7	86.7	153.5	+57.4%	190.0	+23.8%

Overseas Sales by Region

Above: Sales (Billions of Yen)
Below: Composition Ratio

		FY2011	FY2012				FY2013	
		Full Year	1H	2H	Full Year		Full Year	
		Result	Result	Result	Result	Y on Y	Forecast	Y on Y
The Americas		288.3	146.9	208.3	355.2	+23.2%	360.0	+1.3%
		22.6%	22.6%	25.3%	24.1%		21.4%	
Europe		282.6	91.9	82.4	174.3	-38.3%	170.0	-2.5%
		22.2%	14.2%	10.0%	11.9%		10.1%	
China		483.2	278.7	389.1	667.9	+38.2%	820.0	+22.8%
		37.9%	43.0%	47.3%	45.4%		48.8%	
Other		220.3	130.8	142.9	273.7	+24.2%	330.0	+20.6%
		17.3%	20.2%	17.4%	18.6%		19.7%	
Total		1,274.6	648.4	822.8	1,471.3	+15.4%	1,680.0	+14.2%
		100.0%	100.0%	100.0%	100.0%		100.0%	

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Other Information

(Billions of Yen)

	FY2011	FY2012				FY2013		
		Full Year	1H	2H	Full Year	Change (Y on Y)	Full Year	
							Forecast	Change (Y on Y)
Capital Investment	118.8	55.0	27.3	82.4	-30.6%	80.0	-3.0%	
<Reference>LCDs*1	75.1	36.9	9.0	46.0	-38.7%	27.0	-41.4%	
Depreciation and Amortization	238.9	92.6	80.7	173.3	-27.4%	130.0	-25.0%	
R&D Expenditures	154.7	74.3	63.5	137.9	-10.9%	160.0	+16.0%	

Exchange Rate							
U.S. Dollar	¥ 78.09	¥ 78.42	¥ 85.80	¥ 82.11		¥ 95.00	
Euro	¥ 107.48	¥ 99.14	¥ 112.15	¥ 105.65		¥ 125.00	

	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013
Number of Employees*2	55,580	56,756	50,429
Domestic	29,895	29,387	24,680
Overseas	25,685	27,369	25,749

*1 Sharp Corporation (Sharp Corporation and Sharp Display Products Corporation until 1Q FY2012)

*2 Sharp Corporation and its consolidated subsidiary companies

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