



# Consolidated Financial Results for the Second Quarter Fiscal 2014

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**I. Financial Results for 1H Fiscal 2014**

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**SHARP CORPORATION**

**October 31, 2014**

## Forward-Looking Statements

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- (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 1H Fiscal 2014

## Financial Results for 1H Fiscal 2014

- Sales and profits fell in 1Q FY2014 due to a backlash from the last-minute demand following consumption tax hike, as well as the effect of decreases in new home construction
- Both sales and profits were lower than the initial forecast, but net income returned to profitability

(Billions of Yen)

	FY2013	FY2014				
	1H	Initial 1H Forecast (5/12)	1H Results	Change (Y on Y)	Difference (Y on Y)	Difference from Initial Forecast
Net sales	1,342.0	1,450.0	1,327.6	-1.1%	-14.3	-122.3
Operating Income (margin)	33.8 (2.5%)	35.0 (2.4%)	29.2 (2.2%)	-13.6%	-4.5	-5.7
Net Income (margin)	-4.3 (-0.3%)	5.0 (0.3%)	4.7 (0.4%)	-	+9.0	-0.2

## Financial Results for 2Q Fiscal 2014

- In 2Q FY2014, net income was in the black
- Operating margin improved from 0.8% in 1Q to 3.5%

(Billions of Yen)

	FY2014				
	1Q	2Q	Change (Q on Q)	Difference (Q on Q)	Change (Y on Y)
Net sales	619.7	707.9	+14.2%	+88.2	-3.6%
Operating Income (margin)	4.6 (0.8%)	24.5 (3.5%)	5.3-fold	+19.8	-20.3%
Net Income (margin)	-1.7 (-0.3%)	6.5 (0.9%)	-	+8.3	-52.2%

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## Other Income (Expenses)

- Other income (expenses) improved
- Equity in earnings of affiliates and gain on sales of investment securities have offset expenses related to structural reform in Europe

(Billions of Yen)

	FY2013	FY2014			
	1H	1Q	2Q	1H	Difference
Operating Income	33.8	4.6	24.5	29.2	-4.5
Other Income (Expenses)	-28.9	-6.0	-9.5	-15.5	+13.4
Equity in earnings of affiliates	+0.0	+2.3	+1.6	+4.0	+4.0
Gain on sales of investment securities	+1.6	+0.1	+5.7	+5.9	+4.3
Reversal of provision for loss on litigation	-	+19.2	-	+19.2	+19.2
Interest expense	-8.9	-6.0	-5.7	-11.8	-2.8
Impairment loss	-	-0.8	-1.6	-2.4	-2.4
Restructuring charges	-	-	-5.7	-5.7	-5.7
Settlement	-	-14.3	-	-14.3	-14.3
Income taxes, etc.	-9.1	-0.4	-8.4	-8.9	+0.2
Net Income	-4.3	-1.7	6.5	4.7	+9.0

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## Consolidated Balance Sheets

- Cash and time deposits decreased at end of Sep. 2014 due to bond redemption
- The equity ratio increased from 8.9% at end of Mar. 2014 to 10.6%

(Billions of Yen)

	FY2013	FY2014	
	End of Mar. 2014	End of Jun. 2014	End of Sep. 2014
Cash, time deposits and restricted cash	379.5	358.9	291.4
Notes and accounts receivable	568.8	517.1	614.9
Inventories	295.1	315.5	307.5
Other current assets	130.6	120.8	126.0
<b>Current Assets</b>	<b>1,374.2</b>	<b>1,312.5</b>	<b>1,339.9</b>
Plant and Equipment	519.7	510.6	512.4
Investments and Other Asset	287.5	289.2	286.5
Deferred Assets	0.1	0.1	0.0
<b>Total assets</b>	<b>2,181.6</b>	<b>2,112.5</b>	<b>2,139.0</b>

	FY2013	FY2014	
	End of Mar. 2014	End of Jun. 2014	End of Sep. 2014
Short-term borrowings	793.1	809.8	717.9
Notes and accounts payable	409.9	395.4	466.3
Other current liabilities	348.5	298.4	328.4
<b>Current Liabilities</b>	<b>1,551.6</b>	<b>1,503.6</b>	<b>1,512.7</b>
Long-term Liabilities	422.8	399.7	387.0
<b>Liabilities</b>	<b>1,974.5</b>	<b>1,903.4</b>	<b>1,899.7</b>
<b>Net Assets</b>	<b>207.1</b>	<b>209.0</b>	<b>239.2</b>
<b>Total liabilities and net assets</b>	<b>2,181.6</b>	<b>2,112.5</b>	<b>2,139.0</b>

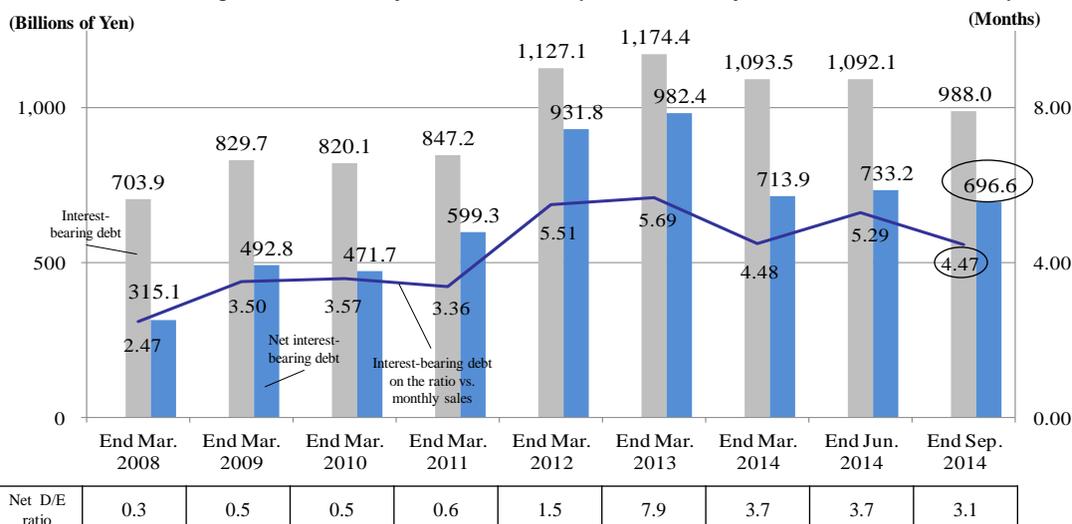
<b>Equity Ratio</b>	<b>8.9%</b>	<b>9.4%</b>	<b>10.6%</b>
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## Transition of Interest-bearing Debt

- Interest-bearing debt at the end of Sept. 2014 totaled 988.0 billion yen, which was a decrease of 104.0 billion yen from the end of Jun. 2014, and ratio vs. monthly sales decreased from 5.29 months to 4.47 months
- Net interest-bearing debt\* decreased from 733.2 billion yen at the end of Jun. 2014 to 696.6 billion yen



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\*Net interest-bearing debt: interest-bearing debt - cash, time deposits and restricted cash

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## **Implementation of the Medium-Term Management Plan**

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### **Structural reforms**

Structural reforms in the European "audio visual," "white goods," and "solar cells" businesses

### **Financial structure improvements**

- Redemption of 100 billion yen straight bonds
- Sale of held securities in accordance with dissolution of capital alliance (Pioneer Corporation, etc.)
- Transfer of shares of a Sharp-affiliated company accounted for by the equity method (RenesasSP Drivers, Inc.)

## **II. Financial Results Forecast for Fiscal 2014**

## Financial Results Forecast for Fiscal 2014

- Based on 1H results and 2H forecasts, the full year net sales estimate has been revised to 2.9 trillion yen
- Based on improved profitability due to structural reforms and sales estimates for held assets, operating income and net income for this period have been left unchanged from the previous forecast

(Billions of Yen)

	FY2014									FY2014 (8/1) Previous Full Year Forecast
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Revised 2H Forecast	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)	
	Net sales	619.7	707.9	+14.2%	1,327.6	-1.1%	1,572.3	-0.8%	2,900.0	
Operating Income	4.6	24.5	5.3-fold	29.2	-13.6%	70.7	-5.3%	100.0	-7.9%	100.0
Net Income	-1.7	6.5	-	4.7	-	25.2	+59.0%	30.0	2.6-fold	30.0

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## III. Information by Product Group

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## Sales by Product Group

(Billions of Yen)

	FY2014							FY2014
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)	(8/1) Previous Full Year Forecast
Digital Information Equipment	168.6	164.0	-2.7%	332.7	-0.6%	710.0	-3.2%	780.0
Health and Environmental Equipment	82.1	80.7	-1.7%	162.8	+1.8%	340.0	+4.0%	360.0
Energy Solutions	69.0	73.9	+7.1%	142.9	-15.0%	290.0	-33.9%	290.0
Business Solutions	79.2	85.2	+7.6%	164.5	+3.9%	340.0	+6.6%	340.0
Product Business	399.1	403.9	+1.2%	803.1	-2.2%	1,680.0	-7.6%	1,770.0
LCDs	206.9	253.9	+22.7%	460.9	-3.7%	1,000.0	+0.9%	1,000.0
Electronic Devices	58.9	90.8	+54.1%	149.7	+1.3%	420.0	+28.7%	430.0
Device Business	265.9	344.7	+29.7%	610.7	-2.5%	1,420.0	+7.8%	1,430.0
Sub Total	665.0	748.7	+12.6%	1,413.8	-2.3%	3,100.0	-1.1%	3,200.0
Adjustments	-45.3	-40.8	-	-86.1	-	-200.0	-	-200.0
Total	619.7	707.9	+14.2%	1,327.6	-1.1%	2,900.0	-0.9%	3,000.0

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

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## Operating Income by Product Group

(Billions of Yen)

	FY2014							FY2014
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)	(8/1) Previous Full Year Forecast
Digital Information Equipment	2.6 (1.6%)	4.9 (3.0%)	+87.9%	7.5 (2.3%)	8.8-fold	20.0 (2.8%)	+55.8%	20.0 (2.6%)
Health and Environmental Equipment	3.1 (3.9%)	4.5 (5.7%)	+44.9%	7.7 (4.8%)	-19.8%	19.0 (5.6%)	-9.6%	19.0 (5.3%)
Energy Solutions	0.1 (0.3%)	-0.4 (-0.6%)	-	-0.2 (-0.2%)	-	3.0 (1.0%)	-90.7%	3.0 (1.0%)
Business Solutions	7.7 (9.8%)	8.1 (9.6%)	+5.8%	15.9 (9.7%)	-0.1%	30.0 (8.8%)	-1.8%	26.0 (7.6%)
Product Business	13.7 (3.4%)	17.2 (4.3%)	+25.6%	30.9 (3.9%)	-14.9%	72.0 (4.3%)	-25.6%	68.0 (3.8%)
LCDs	2.1 (1.0%)	18.6 (7.4%)	8.9-fold	20.8 (4.5%)	2.4-fold	55.0 (5.5%)	+32.2%	55.0 (5.5%)
Electronic Devices	-3.5 (-5.9%)	1.0 (1.1%)	-	-2.4 (-1.6%)	-	3.0 (0.7%)	-8.1%	7.0 (1.6%)
Device Business	-1.3 (-0.5%)	19.7 (5.7%)	-	18.3 (3.0%)	+31.8%	58.0 (4.1%)	+29.3%	62.0 (4.3%)
Sub Total	12.3 (1.9%)	36.9 (4.9%)	3.0-fold	49.2 (3.5%)	-2.0%	130.0 (4.2%)	-8.2%	130.0 (4.1%)
Adjustments	-7.6	-12.4	-	-20.0	-	-30.0	-	-30.0
Total	4.6 (0.8%)	24.5 (3.5%)	5.3-fold	29.2 (2.2%)	-13.6%	100.0 (3.4%)	-7.9%	100.0 (3.3%)

\*The percentage figures noted in brackets show operating margin

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## Digital Information Equipment <Total>

(Billions of Yen)

	FY2014						Revised Full Year Forecast	Change (Y on Y)	FY2014 (8/1) Previous Full Year Forecast
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)			
Sales	168.6	164.0	-2.7%	332.7	-0.6%	710.0	-3.2%	780.0	
Operating Income (margin)	2.6 (1.6%)	4.9 (3.0%)	+87.9%	7.5 (2.3%)	8.8-fold	20.0 (2.8%)	+55.8%	20.0 (2.6%)	

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

### [ 1H FY2014 Results ]

- Launch of the high-value-added smartphones such as IGZO LCD models and EDGEST, which has a thin-bezel design, through 3 domestic mobile phone operators, and the effects of cost saving efforts contributed to profits, and although sales were slightly lower than the same period last year, profits increased year on year.

### [ Onward Actions ]

- Increase sales of large-size, high-resolution LCD TVs, and promote working with mobile phone operators to introduce new distinctive models.

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## Digital Information Equipment <LCD TVs, Mobile Phones>

(Billions of Yen; Millions of Units)

		FY2014						Revised Full Year Forecast	Change (Y on Y)	FY2014 (8/1) Previous Full Year Forecast
		1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)			
LCD TVs	Amt	85.7	103.3	+20.5%	189.1	-2.5%	400.0	-3.4%	440.0	
	Unit	1.73	1.86	+7.5%	3.60	-2.4%	7.60	-2.8%	8.20	
Mobile Phones	Amt	49.6	36.2	-27.0%	85.9	-1.8%	200.0	-2.7%	220.0	
	Unit	1.23	1.17	-5.0%	2.41	-0.5%	5.60	+1.6%	6.30	

### [ 1H FY2014 Results ]

**LCD TVs:** Though more units were sold in North America and China, both the overall number of units sold and amount were lower than the same period last year due to economic slowdown and political instability in Asia and the Middle East as well as the effect of domestic downturns in reaction to revisions to the consumption tax law.

**Mobile Phones:** Numbers of units sold and amount both decreased in comparison to the same period last year due to increased competition with overseas smartphone manufacturers.

### [ Onward Actions ]

**LCD TVs:** Utilize a strategy to focus on large-size and high-resolution LCD TVs such as 4K models and Quattron Pros, as well as develop specialized products tailored to regional characteristics, and promote structural reforms in Europe.

**Mobile Phones:** Launch of distinctive smartphones in order to increase domestic share, increasing feature phone demand capture, and promoting sales of overseas models to US Sprint Corporation.

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## Health and Environmental Equipment

(Billions of Yen)

	FY2014						Revised Full Year Forecast	Change (Y on Y)	FY2014 (8/1) Previous Full Year Forecast
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)			
Sales	82.1	80.7	-1.7%	162.8	+1.8%	340.0	+4.0%	360.0	
Operating Income (margin)	3.1 (3.9%)	4.5 (5.7%)	+44.9%	7.7 (4.8%)	-19.8%	19.0 (5.6%)	-9.6%	19.0 (5.3%)	

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

### [ 1H FY2014 Results ]

- In spite of a backlash from the last-minute demand following consumption tax hike and the effects of poor weather, sales were higher than the same period last year.
- Profitability decreased due to profit deterioration of imported goods caused by yen depreciation.

### [ Onward Actions ]

- Develop products that will create new demand and launch unique products.
- Work to expand business by promoting products specialized for ASEAN and other emerging countries, and by strengthening and expanding the local production for local consumption and sales systems.

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## Energy Solutions

(Billions of Yen)

	FY2014						Revised Full Year Forecast	Change (Y on Y)	FY2014 (8/1) Previous Full Year Forecast
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)			
Sales	69.0	73.9	+7.1%	142.9	-15.0%	290.0	-33.9%	290.0	
Operating Income (margin)	0.1 (0.3%)	-0.4 (-0.6%)	-	-0.2 (-0.2%)	-	3.0 (1.0%)	-90.7%	3.0 (1.0%)	

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

(Reference)

Volume (Solar Cells) (MW)	360	537	+49.5%	897	-0.7%	2,000	-4.7%	2,000
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### [ 1H FY2014 Results ]

- Earnings deteriorated due to decreased sales by overseas developer business and the effects of decreased domestic sales caused by decreases in the number of new home constructions that were related to the increase in the consumption tax rate.
- Fell into the red due to write-down of project assets of the US solar project developer subsidiary.

### [ Onward Actions ]

- Domestic industrial use: Complete construction of projects that were already approved for the system interconnection as well as expand EPC/IPP/O&M business.
- Domestic residential use: Expand sales channels and strengthen sales of storage battery, HEMS, etc.
- Overseas business: Expand EPC business and strengthen sales of energy management systems that use storage battery.

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## Business Solutions

	(Billions of Yen)							FY2014 (8/1) Previous Full Year Forecast
	FY2014						Revised Full Year Forecast	
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)		
Sales	79.2	85.2	+7.6%	164.5	+3.9%	340.0	+6.6%	340.0
Operating Income (margin)	7.7 (9.8%)	8.1 (9.6%)	+5.8%	15.9 (9.7%)	-0.1%	30.0 (8.8%)	-1.8%	26.0 (7.6%)

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

### [ 1H FY2014 Results ]

- Sales of MFPs increased overseas and information display sales firmed up in the domestic market.

### [ Onward Actions ]

- Expand sales of high-speed MFPs in developed countries and strengthen sales of color MFPs in emerging countries.
- Expand convenience store print services and improve the menu selections.
- Improve the lineup of digital signage, with the main focus on large-size models.
- Develop new customers using solution proposals that incorporate MFPs and displays.

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## LCDs

	(Billions of Yen)							FY2014 (8/1) Previous Full Year Forecast
	FY2014						Revised Full Year Forecast	
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Change (Y on Y)		
Sales	206.9	253.9	+22.7%	460.9	-3.7%	1,000.0	+0.9%	1,000.0
Operating Income (margin)	2.1 (1.0%)	18.6 (7.4%)	8.9-fold	20.8 (4.5%)	2.4-fold	55.0 (5.5%)	+32.2%	55.0 (5.5%)

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

### [ 1H FY2014 Results ]

- Sales of small- and medium-size LCDs for smartphones improved, mainly with major clients.
- The ratio of small- and medium-size LCDs at Kameyama No. 2 Plant reached 40% on average in 2Q FY2014.
- Secured significant increases in profit due to increases in the sales ratio of high-margin small- and medium-size LCDs and the promotion of cost saving measures.

### [ Onward Actions ]

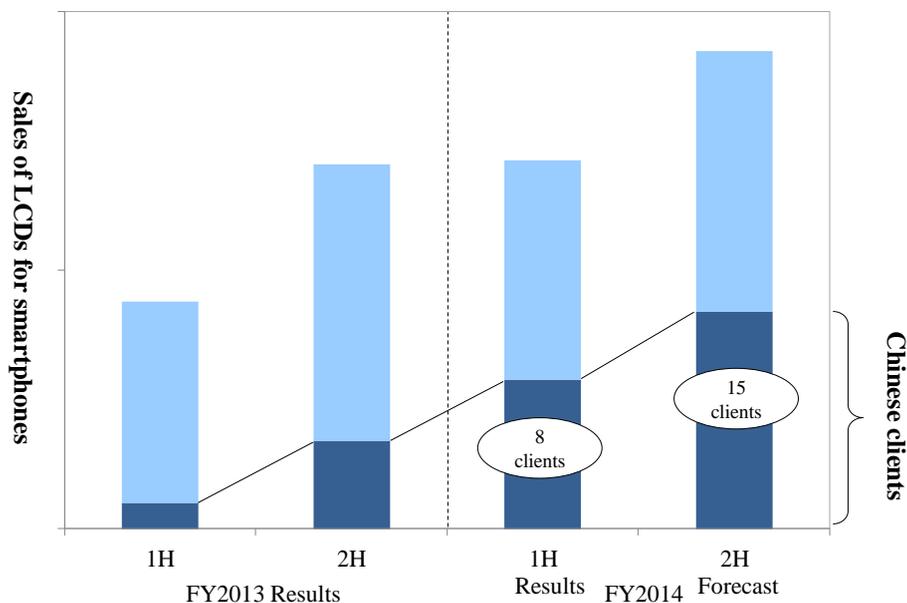
- Propose high-resolution displays and unique touch panel solutions that match customer needs.
- Develop a wide variety of customers in the Chinese market, which is experiencing rapid growth due to the appearance of new and rising set manufacturers.
- 50%(avg.) of small- and medium-size LCDs production ratio at the Kameyama No. 2 Plant will contribute to increased sales and profit.

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## Sales of LCDs for Smartphones to Chinese Clients

- Developing clients that are newly rising in the fast-growing Chinese smartphone market to expand sales and reduce the volatility

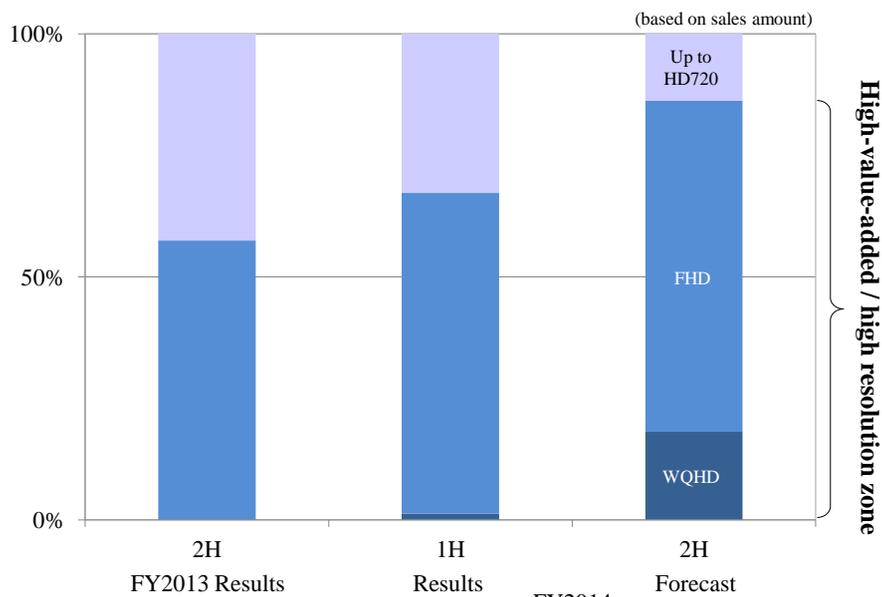


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## Sales Ratio by Resolution of LCDs for Smartphones

- Measures to deal with highly increased demand for high-resolution smartphones
- In FY2014 the highly profitable high resolution zone will become the largest sector

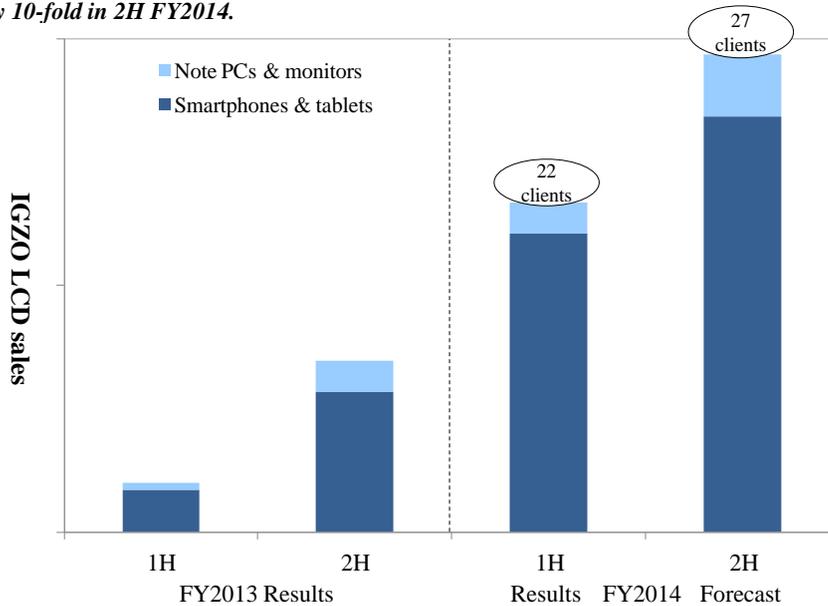


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\*Excluding Kameyama No.1 Plant 20

## Expansion of Sales of IGZO LCDs

- As the number of clients who use IGZO LCDs, sales will expand smoothly
- Compared to 1H FY2013, IGZO LCD sales increased approx. 7-fold in 1H FY2014, and will increase nearly 10-fold in 2H FY2014.

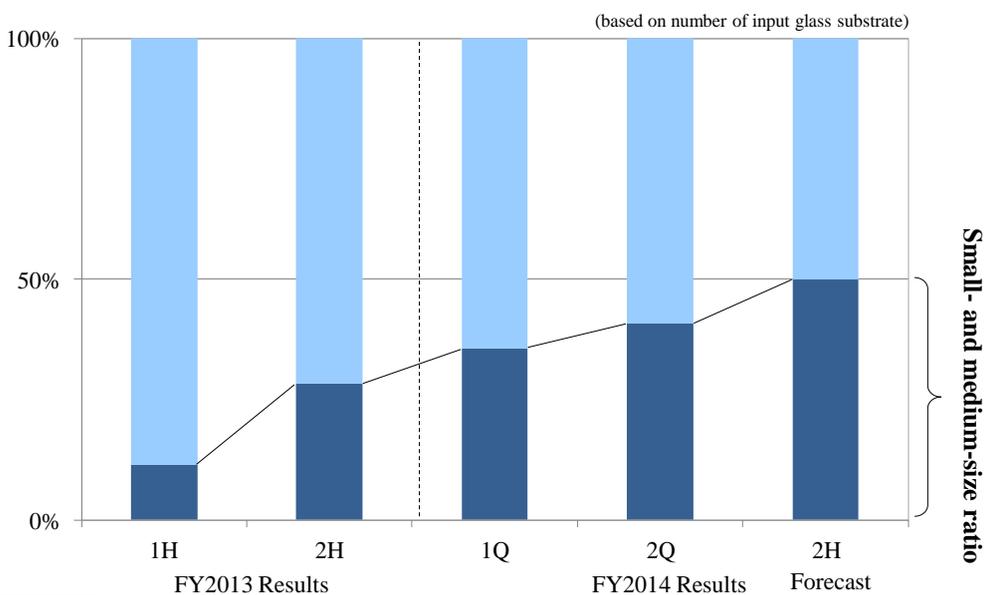


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\*Number of clients and sales do not include internal transaction 21

## Small- and Medium-size LCD Production Ratio at Kameyama No. 2 Plant

- Small- and medium-size ratio increased to 40% in 2Q FY2014 and is currently 50%
- Estimate an average of 50% in 2H FY2014



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## Electronic Devices

(Billions of Yen)

	FY2014						FY2014 (8/1) Previous Full Year Forecast	
	1Q	2Q	Change (Q on Q)	1H	Change (Y on Y)	Revised Full Year Forecast		Change (Y on Y)
Sales	58.9	90.8	+54.1%	149.7	+1.3%	420.0	+28.7%	430.0
Operating Income (margin)	-3.5 (-5.9%)	1.0 (1.1%)	-	-2.4 (-1.6%)	-	3.0 (0.7%)	-8.1%	7.0 (1.6%)

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

**[ 1H FY2014 Results ]**

- Although sales of LEDs and ICs for major clients decreased, sales of camera modules for mobile devices strengthened and sales were in line with the same period last year.
- Although operating income returned to profitability in 2Q due to increased sales, deterioration of client and model mix continued.

**[ Onward Actions ]**

- Attempt to improve profitability through the following initiatives:
  - Expand sales of high-value-added devices (high-color-rendering LEDs for small- and medium-size LCDs, touch panel solutions, proximity and luminance sensors, etc.) by strengthening cooperation with the display device section and improve the model mix.
  - Promote cost saving measures throughout the supply chain and reduce total costs.

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## IV. Supplementary Data

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## Sales of Main Products

(Billions of Yen)

	FY2013					FY2014				
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
LCD TVs	80.3	113.7	118.8	100.9	413.8	85.7	103.3	-9.1%	400.0	-3.4%
Unit (million units)	1.56	2.12	2.18	1.94	7.81	1.73	1.86	-12.3%	7.60	-2.8%
Mobile Phones	50.2	37.2	69.2	48.8	205.5	49.6	36.2	-2.7%	200.0	-2.7%
Unit (million units)	1.31	1.11	1.77	1.30	5.51	1.23	1.17	+5.7%	5.60	+1.6%
Refrigerators	22.9	24.6	23.2	24.9	95.7	23.9	24.0	-2.4%	98.0	+2.4%
Air Conditioners	26.1	16.4	10.9	15.4	68.9	23.6	18.4	+12.5%	69.0	+0.1%
Copiers / Printers	36.4	29.8	31.6	36.5	134.4	34.3	39.1	+31.1%	147.0	+9.4%
CCD / CMOS Imagers	34.8	49.6	84.2	49.3	218.1	38.8	64.7	+30.5%	310.0	+42.1%

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## Capital Investment, Depreciation and Amortization, etc.

(Billions of Yen)

	FY2013					FY2014				
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Capital Investment	10.5	10.9	11.2	16.6	49.4	14.5	16.6	+52.1%	80.0	+61.8%
LCDs	4.3	3.9	5.2	9.9	23.5	5.7	7.1	+79.6%	35.0	+48.7%
Depreciation and Amortization	29.9	28.7	27.7	28.1	114.6	24.4	25.5	-11.3%	120.0	+4.7%
R&D Expenditures	35.4	30.0	35.9	30.6	132.1	34.4	31.4	+4.6%	140.0	+6.0%

### Exchange Rate

	FY2013					FY2014		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	2 H Forecast
U.S. Dollar	¥97.76	¥97.96	¥99.46	¥101.78	¥99.24	¥101.16	¥102.93	¥106.00
Euro	¥127.46	¥129.57	¥135.20	¥139.29	¥132.88	¥138.56	¥136.26	¥136.00

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## Sales by Product Group

(Billions of Yen)

	FY2013					FY2014			
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	Change (Q on Q)	Change (Y on Y)
Digital Information Equipment	158.9	175.6	216.9	181.8	733.3	168.6	164.0	-2.7%	-6.6%
Health and Environmental Equipment	82.3	77.5	82.1	84.9	326.8	82.1	80.7	-1.7%	+4.0%
Energy Solutions	84.3	83.9	108.5	162.1	439.0	69.0	73.9	+7.1%	-11.9%
Business Solutions	77.6	80.7	77.1	83.3	318.8	79.2	85.2	+7.6%	+5.6%
<b>Product Business</b>	<b>403.3</b>	<b>417.9</b>	<b>484.7</b>	<b>512.2</b>	<b>1,818.1</b>	<b>399.1</b>	<b>403.9</b>	+1.2%	-3.3%
LCDs	193.8	284.7	277.5	234.9	991.0	206.9	253.9	+22.7%	-10.8%
Electronic Devices	61.2	86.5	106.4	72.0	326.3	58.9	90.8	+54.1%	+4.9%
<b>Device Business</b>	<b>255.0</b>	<b>371.3</b>	<b>384.0</b>	<b>307.0</b>	<b>1,317.4</b>	<b>265.9</b>	<b>344.7</b>	+29.7%	-7.1%
<b>Sub Total</b>	<b>658.3</b>	<b>789.2</b>	<b>868.7</b>	<b>819.2</b>	<b>3,135.6</b>	<b>665.0</b>	<b>748.7</b>	+12.6%	-5.1%
Adjustments	-50.4	-55.1	-53.4	-49.3	-208.4	-45.3	-40.8	-	-
<b>Total</b>	<b>607.9</b>	<b>734.1</b>	<b>815.2</b>	<b>769.8</b>	<b>2,927.1</b>	<b>619.7</b>	<b>707.9</b>	+14.2%	-3.6%

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

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## Operating Income by Product Group

(Billions of Yen)

	FY2013					FY2014			
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	Change (Q on Q)	Change (Y on Y)
Digital Information Equipment	-1.3 (-0.9%)	2.2 (1.3%)	8.4 (3.9%)	3.4 (1.9%)	12.8 (1.8%)	2.6 (1.6%)	4.9 (3.0%)	+87.9%	2.2-fold
Health and Environmental Equipment	6.4 (7.8%)	3.2 (4.2%)	5.6 (6.9%)	5.6 (6.7%)	21.0 (6.4%)	3.1 (3.9%)	4.5 (5.7%)	+44.9%	+41.4%
Energy Solutions	6.8 (8.1%)	3.0 (3.7%)	5.9 (5.5%)	16.5 (10.2%)	32.4 (7.4%)	0.1 (0.3%)	-0.4 (-0.6%)	-	-
Business Solutions	7.5 (9.8%)	8.3 (10.3%)	6.1 (8.0%)	8.4 (10.2%)	30.5 (9.6%)	7.7 (9.8%)	8.1 (9.6%)	+5.8%	-1.9%
<b>Product Business</b>	<b>19.4</b> (4.8%)	<b>16.8</b> (4.0%)	<b>26.2</b> (5.4%)	<b>34.1</b> (6.7%)	<b>96.8</b> (5.3%)	<b>13.7</b> (3.4%)	<b>17.2</b> (4.3%)	+25.6%	+2.1%
LCDs	-9.5 (-4.9%)	18.1 (6.4%)	26.0 (9.4%)	6.9 (2.9%)	41.5 (4.2%)	2.1 (1.0%)	18.6 (7.4%)	8.9-fold	+2.8%
Electronic Devices	0.1 (0.2%)	5.1 (5.9%)	4.2 (4.0%)	-6.1 (-8.6%)	3.2 (1.0%)	-3.5 (-5.9%)	1.0 (1.1%)	-	-79.8%
<b>Device Business</b>	<b>-9.3</b> (-3.7%)	<b>23.3</b> (6.3%)	<b>30.2</b> (7.9%)	<b>0.7</b> (0.2%)	<b>44.8</b> (3.4%)	<b>-1.3</b> (-0.5%)	<b>19.7</b> (5.7%)	-	-15.4%
<b>Sub Total</b>	<b>10.0</b> (1.5%)	<b>40.1</b> (5.1%)	<b>56.4</b> (6.5%)	<b>34.8</b> (4.3%)	<b>141.6</b> (4.5%)	<b>12.3</b> (1.9%)	<b>36.9</b> (4.9%)	3.0-fold	-8.0%
Adjustments	-7.0	-9.3	-8.8	-7.8	-33.0	-7.6	-12.4	-	-
<b>Total</b>	<b>3.0</b> (0.5%)	<b>30.8</b> (4.2%)	<b>47.6</b> (5.8%)	<b>27.0</b> (3.5%)	<b>108.5</b> (3.7%)	<b>4.6</b> (0.8%)	<b>24.5</b> (3.5%)	5.3-fold	-20.3%

\*The percentage figures noted in brackets show operating margin

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## Sales by Product Group and Operating Income (by half year)

(Billions of Yen)

	Net sales						Operating Income					
	FY2013			FY2014			FY2013			FY2014		
	1H	2H	Full Year	1H	2 H Forecast	Full Year Forecast	1H	2H	Full Year	1H	2 H Forecast	Full Year Forecast
Digital Information Equipment	334.6	398.7	733.3	332.7	377.2	710.0	0.8 (0.3%)	11.9 (3.0%)	12.8 (1.8%)	7.5 (2.3%)	12.4 (3.3%)	20.0 (2.8%)
Health and Environmental Equipment	159.8	167.0	326.8	162.8	177.1	340.0	9.6 (6.0%)	11.3 (6.8%)	21.0 (6.4%)	7.7 (4.8%)	11.2 (6.3%)	19.0 (5.6%)
Energy Solutions	168.2	270.7	439.0	142.9	147.0	290.0	9.8 (5.9%)	22.5 (8.3%)	32.4 (7.4%)	-0.2 (-0.2%)	3.2 (2.2%)	3.0 (1.0%)
Business Solutions	158.4	160.4	318.8	164.5	175.4	340.0	15.9 (10.1%)	14.6 (9.1%)	30.5 (9.6%)	15.9 (9.7%)	14.0 (8.0%)	30.0 (8.8%)
Product Business	821.2	996.9	1,818.1	803.1	876.8	1,680.0	36.3 (4.4%)	60.4 (6.1%)	96.8 (5.3%)	30.9 (3.9%)	41.0 (4.7%)	72.0 (4.3%)
LCDs	478.5	512.5	991.0	460.9	539.0	1,000.0	8.6 (1.8%)	32.9 (6.4%)	41.5 (4.2%)	20.8 (4.5%)	34.1 (6.3%)	55.0 (5.5%)
Electronic Devices	147.8	178.5	326.3	149.7	270.2	420.0	5.2 (3.5%)	-1.9 (-1.1%)	3.2 (1.0%)	-2.4 (-1.6%)	5.4 (2.0%)	3.0 (0.7%)
Device Business	626.4	691.0	1,317.4	610.7	809.2	1,420.0	13.9 (2.2%)	30.9 (4.5%)	44.8 (3.4%)	18.3 (3.0%)	39.6 (4.9%)	58.0 (4.1%)
Sub Total	1,447.6	1,687.9	3,135.6	1,413.8	1,686.1	3,100.0	50.2 (3.5%)	91.3 (5.4%)	141.6 (4.5%)	49.2 (3.5%)	80.7 (4.8%)	130.0 (4.2%)
Adjustments	-105.6	-102.8	-208.4	-86.1	-113.8	-200.0	-16.4	-16.6	-33.0	-20.0	-9.9	-30.0
Total	1,342.0	1,585.1	2,927.1	1,327.6	1,572.3	2,900.0	33.8 (2.5%)	74.7 (4.7%)	108.5 (3.7%)	29.2 (2.2%)	70.7 (4.5%)	100.0 (3.4%)

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

\*The percentage figures noted in brackets show operating margin

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## Overseas Sales by Region (by half year)

Top: Net sales (Billions of Yen)

Bottom: Composition Ratio (%)

		FY2013			FY2014	
		1H	2H	Full Year	1H	Change (Y on Y)
		The Americas	204.2	264.2	468.4	165.6
	25.6%	27.0%	26.4%	19.9%	-	
Europe	77.8	66.9	144.8	71.4	-8.3%	
	9.7%	6.8%	8.1%	8.6%	-	
China	382.5	542.8	925.3	487.8	+27.5%	
	48.0%	55.4%	52.1%	58.6%	-	
Other	133.0	105.4	238.4	107.7	-19.0%	
	16.7%	10.8%	13.4%	12.9%	-	
Total	797.6	979.4	1,777.0	832.7	+4.4%	
	100.0%	100.0%	100.0%	100.0%	-	

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