



# Consolidated Financial Results for the Third Quarter Fiscal 2015

---

## I . Financial Results for 3Q Fiscal 2015 Financial Results Forecast for Fiscal 2015

## II . Information by Segment

## III . Supplementary Data

---

SHARP CORPORATION

February 4, 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.

\*Amounts less than 100 million yen shown in this presentation material have been rounded down.  
Copyright © 2016 SHARP CORPORATION, all rights reserved.



# I . Financial Results for 3Q Fiscal 2015

## Financial Results Forecast for Fiscal 2015

**SHARP**

1

## Financial Results for 3Q Fiscal 2015

- Net sales in the 3Q of FY2015 were 663.3 billion yen, down 13.0% from the same period last year.
- The downturn in Energy Solutions was offset by other product groups, resulting in sales as forecasted.
- Structural reforms are progressing steadily.

(Billions of Yen)

	FY2014	FY2015					
	3Q	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)
<b>Net Sales</b>	<b>762.7</b>	<b>618.3</b>	<b>661.3</b>	<b>663.3</b>	-13.0%	<b>1,943.0</b>	-7.1%
<b>Operating Income</b> (margin)	<b>22.0</b> (2.9%)	<b>-28.7</b> (-4.7%)	<b>3.5</b> (0.5%)	<b>-3.8</b> (-0.6%)	-	<b>-29.0</b> (-1.5%)	-
<b>Net Income Attributable to Sharp Corporation</b> (margin)	<b>-11.9</b> (-1.6%)	<b>-33.9</b> (-5.5%)	<b>-49.6</b> (-7.5%)	<b>-24.7</b> (-3.7%)	-	<b>-108.3</b> (-5.6%)	-

**SHARP**

2

# Financial Results Forecast for Fiscal 2015

- Based on results up to the 3Q, the current business environment, and future estimates, the forecast for FY2015 remains unchanged.
- The forecast for sales and operating income between segments was revised.
- Sharp 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.

(Billions of Yen)

	FY2015					
	1Q to 3Q Accumulated Total	Change (Y on Y)	4Q Forecast	Change (Y on Y)	Fiscal Year Forecast	Change (Y on Y)
<b>Net Sales</b>	<b>1,943.0</b>	-7.1%	<b>756.9</b>	+8.8%	<b>2,700.0</b>	-3.1%
<b>Operating Income (margin)</b>	<b>-29.0</b> (-1.5%)	-	<b>+39.0</b> (5.2%)	-	<b>10.0</b> (0.4%)	-

**SHARP**

3

## Other Income (Expenses)

(Billions of Yen)

	FY2015					
	1Q	2Q	3Q	Difference (Y on Y)	1Q to 3Q Accumulated Total	Difference (Y on Y)
<b>Operating Income</b>	<b>-28.7</b>	<b>3.5</b>	<b>-3.8</b>	-25.9	<b>-29.0</b>	-80.2
<b>Other Income (Expenses)</b>	<b>-1.5</b>	<b>-48.5</b>	<b>-14.2</b>	+5.3	<b>-64.3</b>	-29.1
Equity in earnings of affiliates	+1.7	+1.3	-0.1	-0.8	+2.8	-1.8
Gain on sales of investment securities	+1.7	+0.0	-0.0	-5.7	+1.8	-9.8
Reversal of provision for loss on litigation	+2.0	-	-	-	+2.0	-17.1
Receipt of settlement package	+6.2	+0.8	+1.3	+1.3	+8.5	+8.5
Interest expense	-5.5	-4.4	-4.5	+1.1	-14.5	+2.9
Impairment loss	-6.5	-4.6	-2.7	-0.7	-13.8	-9.4
Restructuring charges	-	-35.3	-1.4	+7.5	-36.7	-22.0
Settlement	-	-	-	-	-	+14.3
<b>Pretax Income</b>	<b>-30.3</b>	<b>-44.9</b>	<b>-18.1</b>	-20.5	<b>-93.4</b>	-109.4
<b>Income Taxes, etc.</b>	<b>-3.6</b>	<b>-4.7</b>	<b>-6.5</b>	+7.7	<b>-14.9</b>	+8.2
<b>Net Income Attributable to Sharp Corporation</b>	<b>-33.9</b>	<b>-49.6</b>	<b>-24.7</b>	-12.8	<b>-108.3</b>	-101.1

**SHARP**

4

# Sales by Segment

(Billions of Yen)

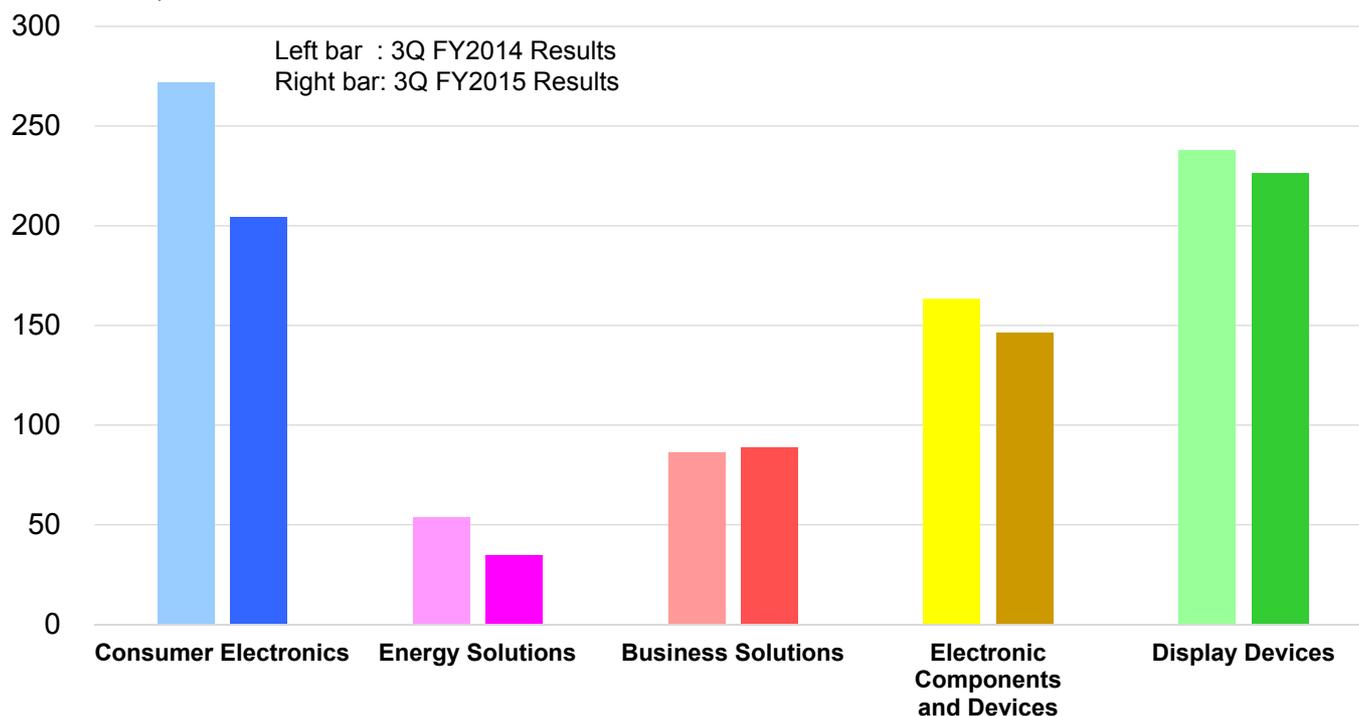
	FY2015								FY2015
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	(2/4) Fiscal Year Forecast	Change (Y on Y)	(10/30) Fiscal Year Forecast
Consumer Electronics	201.9	233.6	204.2	-24.8%	639.8	-16.5%	870.0	-11.5%	870.0
Energy Solutions	36.8	41.8	34.5	-35.6%	113.3	-42.4%	170.0	-37.2%	180.0
Business Solutions	80.6	91.7	88.8	+3.3%	261.2	+3.6%	360.0	+4.9%	350.0
Electronic Components and Devices	136.6	114.6	146.4	-10.4%	397.6	+23.1%	530.0	+13.6%	530.0
Display Devices	187.8	203.3	226.2	-5.0%	617.4	-11.7%	870.0	-4.1%	870.0
Subtotal	643.9	685.1	700.3	-13.8%	2,029.4	-9.3%	2,800.0	-5.7%	2,800.0
Adjustments	-25.6	-23.7	-36.9	-	-86.3	-	-100.0	-	-100.0
Total	618.3	661.3	663.3	-13.0%	1,943.0	-7.1%	2,700.0	-3.1%	2,700.0



\*Sales include internal sales between segments. 5

# Sales by Segment

(Billions of Yen)



\*Sales include internal sales between segments.



# Operating Income by Segment

(Billions of Yen)

	FY2015								FY2015
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	(2/4) Fiscal Year Forecast	Change (Y on Y)	(10/30) Fiscal Year Forecast
<b>Consumer Electronics</b>	<b>-11.7</b> (-5.8%)	<b>9.7</b> (4.2%)	<b>7.5</b> (3.7%)	-15.9%	<b>5.5</b> (0.9%)	-77.0%	<b>20.0</b> (2.3%)	+4.8%	<b>16.0</b> (1.8%)
<b>Energy Solutions</b>	<b>-3.9</b> (-10.7%)	<b>1.3</b> (3.2%)	<b>-5.0</b> (-14.7%)	-	<b>-7.7</b> (-6.8%)	-	<b>-7.0</b> (-4.1%)	-	<b>3.0</b> (1.7%)
<b>Business Solutions</b>	<b>6.8</b> (8.4%)	<b>9.9</b> (10.8%)	<b>7.1</b> (8.0%)	-7.0%	<b>23.8</b> (9.1%)	+1.2%	<b>38.0</b> (10.6%)	+21.4%	<b>36.0</b> (10.3%)
<b>Electronic Components and Devices</b>	<b>2.8</b> (2.1%)	<b>5.1</b> (4.5%)	<b>1.9</b> (1.4%)	-24.2%	<b>10.0</b> (2.5%)	60.7-fold	<b>18.0</b> (3.4%)	26.6-fold	<b>18.0</b> (3.4%)
<b>Display Devices</b>	<b>-13.7</b> (-7.3%)	<b>-12.7</b> (-6.3%)	<b>-10.7</b> (-4.7%)	-	<b>-37.2</b> (-6.0%)	-	<b>-30.0</b> (-3.4%)	-	<b>-30.0</b> (-3.4%)
<b>Subtotal</b>	<b>-19.7</b> (-3.1%)	<b>13.3</b> (2.0%)	<b>0.8</b> (0.1%)	-97.0%	<b>-5.4</b> (-0.3%)	-	<b>39.0</b> (1.4%)	-	<b>43.0</b> (1.5%)
<b>Adjustments</b>	<b>-9.0</b>	<b>-9.7</b>	<b>-4.7</b>	-	<b>-23.5</b>	-	<b>-29.0</b>	-	<b>-33.0</b>
<b>Total</b>	<b>-28.7</b> (-4.7%)	<b>3.5</b> (0.5%)	<b>-3.8</b> (-0.6%)	-	<b>-29.0</b> (-1.5%)	-	<b>10.0</b> (0.4%)	-	<b>10.0</b> (0.4%)

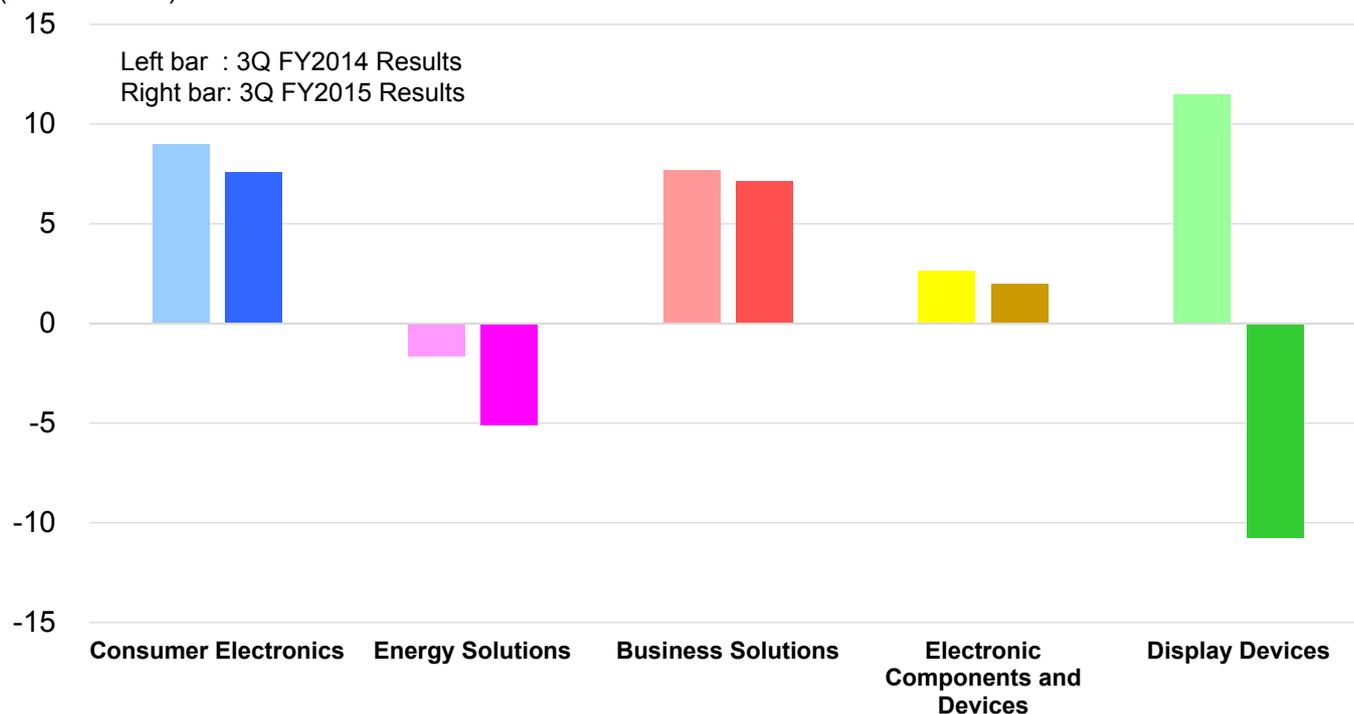


\*Figures within parentheses indicate operating margin.

7

# Operating Income by Segment

(Billions of Yen)



8

# Consolidated Balance Sheets

- Cash, time deposits and restricted cash increased from 175.0 billion yen at the end of September 2015 to 234.5 billion yen at the end of December 2015.
- The equity ratio decreased from 9.4% at the end of September 2015 to 8.6% at the end of December.

(Billions of Yen)

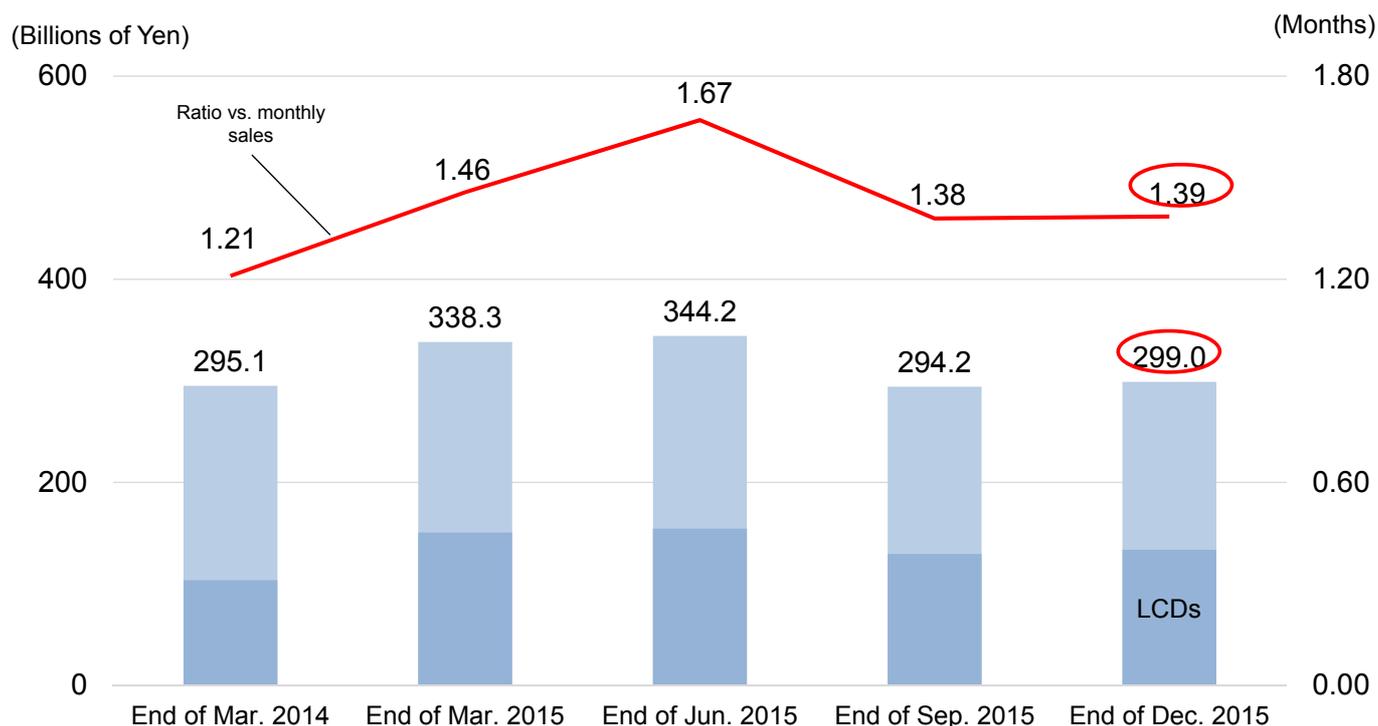
	FY2014	FY2015			FY2014	FY2015	
	End of Mar. 2015	End of Sep. 2015	End of Dec. 2015		End of Mar. 2015	End of Sep. 2015	End of Dec. 2015
Cash, time deposits and restricted cash	258.4	175.0	234.5	Short-term borrowings	848.9	666.4	664.6
Notes and accounts receivable	605.6	574.2	469.3	Notes and accounts payable	468.0	422.7	404.6
Inventories	338.3	294.2	299.0	Other current liabilities	369.9	324.9	310.2
Other current assets	96.7	106.4	97.9	<b>Current Liabilities</b>	<b>1,686.9</b>	<b>1,414.1</b>	<b>1,379.6</b>
<b>Current Assets</b>	<b>1,299.1</b>	<b>1,149.8</b>	<b>1,100.8</b>	<b>Long-term Liabilities</b>	<b>230.4</b>	<b>191.9</b>	<b>191.4</b>
<b>Plant and Equipment</b>	<b>400.5</b>	<b>377.1</b>	<b>368.4</b>	<b>Liabilities</b>	<b>1,917.3</b>	<b>1,606.1</b>	<b>1,571.0</b>
<b>Investments and Other Assets</b>	<b>262.0</b>	<b>259.8</b>	<b>261.9</b>	<b>Net Assets</b>	<b>44.5</b>	<b>180.9</b>	<b>160.2</b>
<b>Deferred Assets</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>Total Liabilities and Net Assets</b>	<b>1,961.9</b>	<b>1,787.0</b>	<b>1,731.3</b>
<b>Total Assets</b>	<b>1,961.9</b>	<b>1,787.0</b>	<b>1,731.3</b>	<b>Equity Ratio</b>	1.5%	9.4%	8.6%

**SHARP**

9

## Transition of Inventories

- Inventory was 299.0 billion yen, up 4.8 billion yen compared to the end of September 2015, and the ratio vs. monthly sales remained mostly unchanged.

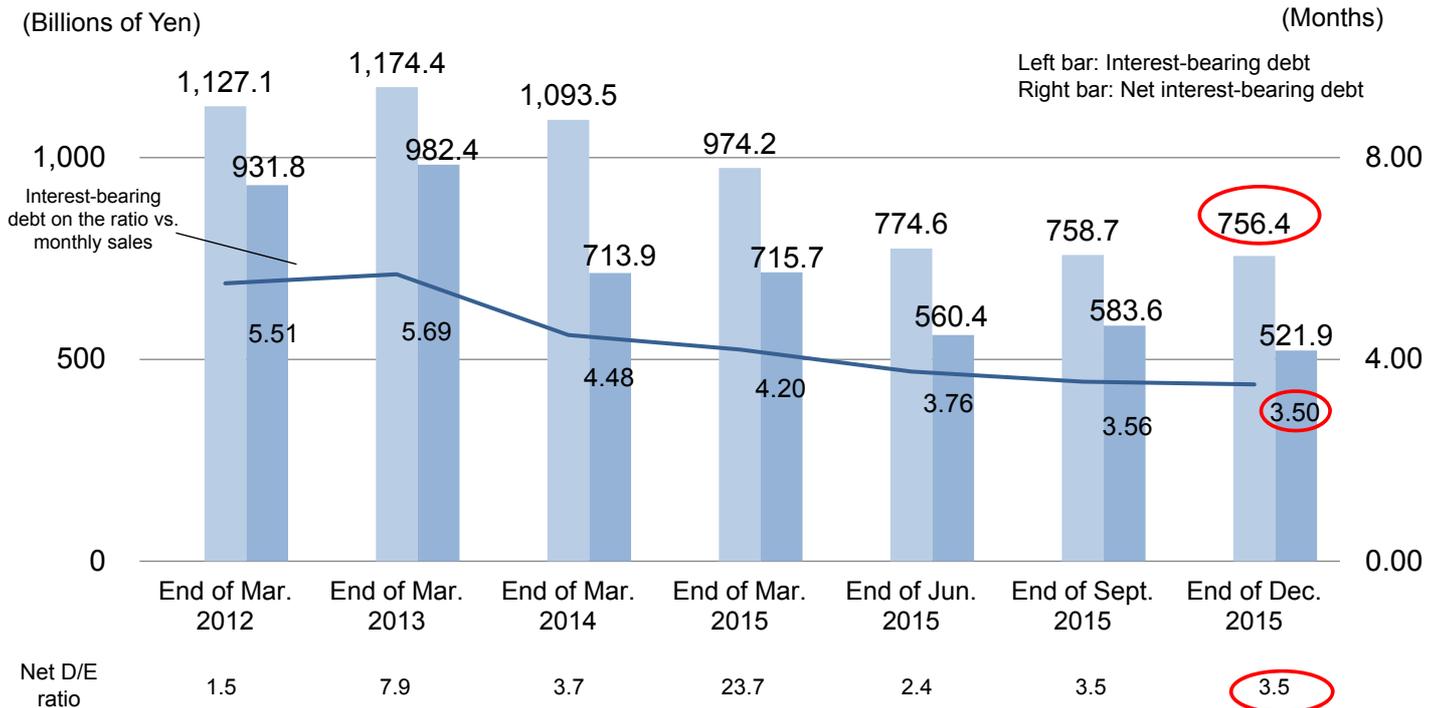


**SHARP**

10

# Transition of Interest-Bearing Debt

- Interest-bearing debt at the end of December 2015 declined by 2.2 billion yen in comparison to the end of September 2015. The ratio vs. monthly sales decreased from 3.56 months to 3.50 months.
- Net interest-bearing debt\* decreased from 583.6 billion yen at the end of September 2015 to 521.9 billion yen.



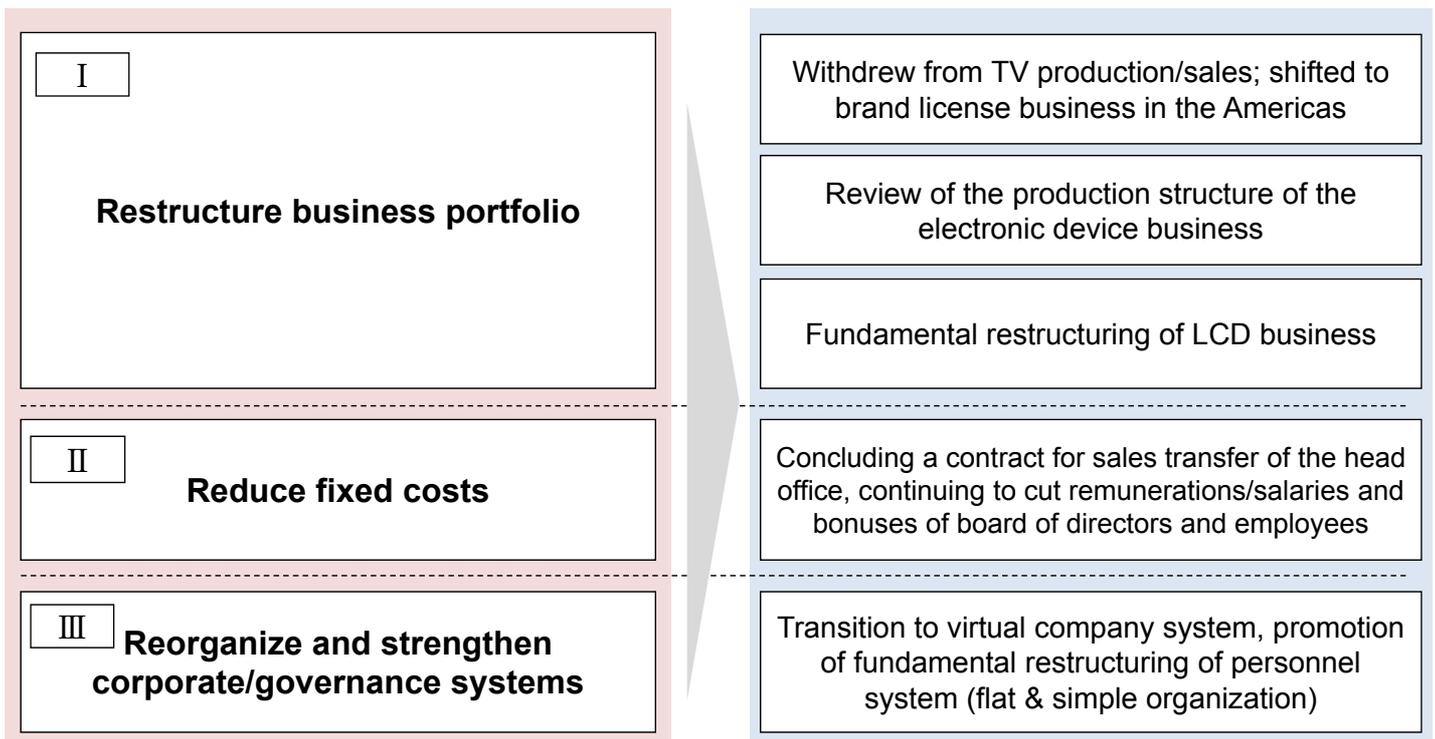
\*Net interest-bearing debt: interest-bearing debt – cash, time deposits, and restricted cash

## 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



## II . Information by Segment

### Introduction to Virtual Company System and Vision

Company	Vision	Current Measures & Achievements
Consumer Electronics	Innovation by fusions of technology in Japan and Asia as the main market	<ul style="list-style-type: none"> <li>Expanding share of 4K TVs in Japan (Oct-Dec 2014: 19.3%→ Oct-Dec 2015: 25.6%)</li> <li>Proceeding with AIoT Cocoro Project (AI+IoT)</li> <li>Creating Sharp one-of-a-kind new products (RoBoHoN, Healsio Hot Cook, etc.)</li> <li>Sharp front load washing machine won the Energy Conservation Award</li> </ul>
Energy Solutions	Shift to local fit solution business	<ul style="list-style-type: none"> <li>The industry's first DC hybrid air conditioner, minimizing conversion loss between AC power and DC power by combining with cloud storage battery, won the Energy Conservation Award</li> <li>Solar power generation system (Black Solar and Roof-fit design maximizing usage of roof space) won the Good Design Award</li> <li>Expanding EPC business in Thailand with establishment of new company</li> </ul>
Business Solutions	Utilization of current product line-up and customer basis & Global solution business expansion with proactive investment increase	<ul style="list-style-type: none"> <li>Sharp's MFP caught the early demands for printing services in convenience stores by adopting a system for Japan's new social security card system</li> <li>Expansion of line-up for large displays including 4K 80-inch displays</li> <li>Aggressive promotions of new businesses, the future key segments; for example, presenting the laser MEMS projector module at Wearable Expo in Tokyo</li> </ul>
Electronic Components and Devices	Shift to value-added segment centered by sensing business	<ul style="list-style-type: none"> <li>Establishment of a system for achieving stable profits by improving production efficiency and reducing fixed costs</li> <li>Shift to high-value-added fields with new devices                             <ul style="list-style-type: none"> <li>Started sales in high potential fields for color night-vision camera</li> <li>Obtaining new customers of new sensor products for detecting dust, PM2.5, and environmental factors</li> </ul> </li> </ul>
Display Devices	Gaining stable customers by utilizing the technology advantage and expansion of high-value-added panels	<ul style="list-style-type: none"> <li>Shift towards highly profitable business structure to expand business in PC, automotive, and medium-size display fields</li> <li>Differentiating products from other competitors by one-of-a-kind technology and new product expansion</li> <li>Expansion of high-value-added panels (curved Free-Form Display won the Minister of Economy, Trade and Industry Award in Good Design Awards)</li> </ul>

# Consumer Electronics

(Billions of Yen)

	FY2015							
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	Fiscal year Forecast	Change (Y on Y)
Sales	201.9	233.6	204.2	-24.8%	639.8	-16.5%	870.0	-11.5%
Operating Income	-11.7	9.7	7.5	-15.9%	5.5	-77.0%	20.0	+4.8%
(margin)	(-5.8%)	(4.2%)	(3.7%)		(0.9%)		(2.3%)	

\*Sales include internal sales between segments

FY2015 3Q Results (Y on Y)	FY2015 Fiscal Year Forecast (vs Oct. 30 Forecast)
<ul style="list-style-type: none"> <li>Sales: 24.8% decrease</li> <li>Operating income: 1.4 billion yen decrease</li> </ul>	<ul style="list-style-type: none"> <li>Sales: No change</li> <li>Operating income : Upturn to 4 billion yen</li> </ul>

## Current Measures & Achievements

- Expanding share of 4K TVs in Japan (Oct-Dec 2014: 19.3%→ Oct-Dec 2015: 25.6%\*)
- Proceeding with AIoT Cocoro Project (AI+IoT)
- Creating Sharp one-of-a-kind new products (RoBoHoN, Healsio Hot Cook, etc.)
- Sharp front load washing machine won the Energy Conservation Award

**SHARP**

\*Source: Gfk. 15

# Energy Solutions

(Billions of Yen)

	FY2015							
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	Fiscal year Forecast	Change (Y on Y)
Sales	36.8	41.8	34.5	-35.6%	113.3	-42.4%	170.0	-37.2%
Operating Income	-3.9	1.3	-5.0	-	-7.7	-	-7.0	-
(margin)	(-10.7%)	(3.2%)	(-14.7%)		(-6.8%)		(-4.1%)	

\*Sales include internal sales between segments

FY2015 3Q Results (Y on Y)	FY2015 Fiscal Year Forecast (vs Oct. 30 Forecast)
<ul style="list-style-type: none"> <li>Sales: 35.6% decrease</li> <li>Operating income: 3.4 billion yen decrease</li> </ul>	<ul style="list-style-type: none"> <li>Sales: Downturn by 10 billion yen</li> <li>Operating income : Downturn by 10 billion yen</li> </ul>

## Current Measures & Achievements

- The industry's first\* DC hybrid air conditioner, minimizing conversion loss between AC power and DC power by combining with cloud storage battery, won the Energy Conservation Award
- Solar power generation system (Black Solar and Roof-fit design maximizing usage of roof space) won the Good Design Award
- Expanding EPC business in Thailand with establishment of new company

**SHARP**

\*As of Nov. 27, 2015 16

# Business Solutions

(Billions of Yen)

	FY2015							
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	Fiscal year Forecast	Change (Y on Y)
Sales	80.6	91.7	88.8	+3.3%	261.2	+3.6%	360.0	+4.9%
Operating Income	6.8	9.9	7.1	-7.0%	23.8	+1.2%	38.0	+21.4%
(margin)	(8.4%)	(10.8%)	(8.0%)		(9.1%)		(10.6%)	

\*Sales include internal sales between segments

FY2015 3Q Results (Y on Y)	FY2015 Fiscal Year Forecast (vs Oct. 30 Forecast)
<ul style="list-style-type: none"> <li>• Sales: 3.3% increase</li> <li>• Operating income: 0.5 billion yen decrease</li> </ul>	<ul style="list-style-type: none"> <li>• Sales : Upturn by 10 billion yen</li> <li>• Operating income : Upturn by 2 billion yen</li> </ul>

## Current Measures & Achievements

- Sharp's MFP caught the early demands for printing services in convenience stores by adopting a program for Japan's new social security card system.
- Expansion of line-up for large displays including 4K 80-inch displays
- Aggressive promotions of new businesses, the future key segments; for example, presenting the compact laser MEMS projector module at Wearable Expo in Tokyo

**SHARP**

17

# Electronic Components and Devices

(Billions of Yen)

	FY2015							
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	Fiscal year Forecast	Change (Y on Y)
Sales	136.6	114.6	146.4	-10.4%	397.6	+23.1%	530.0	+13.6%
Operating Income	2.8	5.1	1.9	-24.2%	10.0	60.7-fold	18.0	26.6-fold
(margin)	(2.1%)	(4.5%)	(1.4%)		(2.5%)		(3.4%)	

\*Sales include internal sales between segments

FY2015 3Q Results (Y on Y)	FY2015 Fiscal Year Forecast (vs Oct. 30 Forecast)
<ul style="list-style-type: none"> <li>• Sales: 10.4% decrease</li> <li>• Operating income: 0.6 billion yen decrease</li> </ul>	<ul style="list-style-type: none"> <li>• Sales: No change</li> <li>• Operating income: No change</li> </ul>

## Current Measures & Achievements

- Establishment of a system for achieving stable profits by improving production efficiency and reducing fixed costs
- Shift to high-value-added fields with new devices
  - Started sales in high potential fields for color night-vision camera
  - Obtaining new customers of new sensor products for detecting dust, PM2.5, and environmental factors

**SHARP**

18

# Display Devices

(Billions of Yen)

	FY2015							
	1Q	2Q	3Q	Change (Y on Y)	1Q to 3Q Accumulated Total	Change (Y on Y)	Fiscal year Forecast	Change (Y on Y)
Sales	187.8	203.3	226.2	-5.0%	617.4	-11.7%	870.0	-4.1%
Operating Income	-13.7	-12.7	-10.7	-	-37.2	-	-30.0	-
(margin)	(-7.3%)	(-6.3%)	(-4.7%)		(-6.0%)		(-3.4%)	

\*Sales include internal sales between segments

FY2015 3Q Results (Y on Y)	FY2015 Fiscal Year Forecast (vs Oct. 30 Forecast)
<ul style="list-style-type: none"> <li>Sales: 5.0% decrease</li> <li>Operating income: 22.2 billion yen decrease</li> </ul>	<ul style="list-style-type: none"> <li>Sales: No change</li> <li>Operating income: No change</li> </ul>

## Current Measures & Achievements

- Shift towards highly profitable business structure to expand business in PC, automotive, and medium-size display fields
- Differentiating products from other competitors by one-of-a-kind technology and new product expansion
- Expansion of high-value-added panels (curved Free-Form Display won the Minister of Economy, Trade and Industry Award in Good Design Awards)

**SHARP**

19

# Display Devices

## Progress in Profitability Improvement Measures for FY2015 2H

### Measures to Improve Earnings in 2H

- Shift 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 customer)**(No. of models developed: 1.8 times vs. 1H)**
- Shift to high-value-added areas centered on medium-size displays, such as notebook PCs and industrial appliances
  - Enhance lineup of high-resolution, narrow-bezel, low-power-consumption models**(Medium-size LCD sales: 1.6 times vs. 1H)**  
**(Market share increase for notebook PCs/Tablets: 1H 14%→2H 25%)**
- Implement thorough structural reforms related to costs across entire supply chain **(Cost reduction ratio: Double vs. 1H)**
  - Material and processing cost reduction 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**(No. of in-cell display equipped models: 4 times vs. 1H)**

### Progress and Prospects

- Projects changes due to the Chinese smartphone market change
- Focusing the resource to medium-size displays from smartphone panels of highly volatile Chinese manufacturers **(No. of models developed in 2H: 1.3 times vs. 1H)**
- Strong growth in tablets and automotive applications, but stagnant in notebook PCs and game consoles
- Strengthen system by shifting resources from smartphone field **(Medium-size LCD sales in 2H : 1.3 times vs. 1H)**
- Expansion of medium-size displays and advancement of new model developments **(Market share increase for notebook PCs/Tablets: 1H 14%→2H 19%)**
- Cost reduction by generalizing and commonizing the parts, despite the smartphone orders decline effect. **(Cost reduction ratio in 2H : Same as 1H)**
- Major users newly adapted Sharp's in-cell display
- Accelerating the business of the new competitive in-cell display **(No. of in-cell display equipped models in 2H: 3 times vs. 1H)**

Sales decline of Smartphone LCDs

Inadequate product appeal and cost competitiveness

**SHARP**

20

### III. Supplementary Data

# Sales and Operating Income by Segment

(Billions of Yen)

	FY2015 Sales				Change (Y on Y)	FY2015 Operating Income				Change (Y on Y)
	1H	2H Forecast	Fiscal Year Forecast			1H	2H Forecast	Fiscal Year Forecast		
Consumer Electronics	435.5	434.4	870.0	-11.5%	Consumer Electronics	-1.9 (-0.5%)	21.9 (5.1%)	20.0 (2.3%)	+4.8%	
Energy Solutions	78.7	91.2	170.0	-37.2%	Energy Solutions	-2.6 (-3.4%)	-4.3 (-4.8%)	-7.0 (-4.1%)	-	
Business Solutions	172.3	187.6	360.0	+4.9%	Business Solutions	16.7 (9.7%)	21.2 (11.3%)	38.0 (10.6%)	+21.4%	
Electronic Components and Devices	251.2	278.7	530.0	+13.6%	Electronic Components and Devices	8.0 (3.2%)	9.9 (3.6%)	18.0 (3.4%)	26.6-fold	
Display Devices	391.2	478.7	870.0	-4.1%	Display Devices	-26.4 (-6.8%)	-3.5 (-0.7%)	-30.0 (-3.4%)	-	
Subtotal	1,329.0	1,470.9	2,800.0	-5.7%	Subtotal	-6.3 (-0.5%)	45.3 (3.1%)	39.0 (1.4%)	-	
Adjustments	-49.3	-50.6	-100.0	-	Adjustments	-18.8	-10.1	-29.0	-	
Total	1,279.6	1,420.3	2,700.0	-3.1%	Total	-25.1 (-2.0%)	35.1 (2.5%)	10.0 (0.4%)	-	

**SHARP**

\*Figures within parentheses indicate operating margin. **22**

# Quarterly Sales and Operating Income by Segment

(Billions of Yen)

	FY2015 Sales				4Q Forecast	FY2015 Operating Income				4Q Forecast
	1Q	2Q	3Q			1Q	2Q	3Q		
Consumer Electronics	201.9	233.6	204.2	230.1	Consumer Electronics	-11.7 (-5.8%)	9.7 (4.2%)	7.5 (3.7%)	14.4 (6.3%)	
Energy Solutions	36.8	41.8	34.5	56.7	Energy Solutions	-3.9 (-10.7%)	1.3 (3.2%)	-5.0 (-14.7%)	0.7 (1.3%)	
Business Solutions	80.6	91.7	88.8	98.7	Business Solutions	6.8 (8.4%)	9.9 (10.8%)	7.1 (8.0%)	14.1 (14.3%)	
Electronic Components and Devices	136.6	114.6	146.4	132.3	Electronic Components and Devices	2.8 (2.1%)	5.1 (4.5%)	1.9 (1.4%)	7.9 (6.0%)	
Display Devices	187.8	203.3	226.2	252.5	Display Devices	-13.7 (-7.3%)	-12.7 (-6.3%)	-10.7 (-4.7%)	7.2 (2.9%)	
Subtotal	643.9	685.1	700.3	770.5	Subtotal	-19.7 (-3.1%)	13.3 (2.0%)	0.8 (0.1%)	44.4 (5.8%)	
Adjustments	-25.6	-23.7	-36.9	-13.6	Adjustments	-9.0	-9.7	-4.7	-5.4	
Total	618.3	661.3	663.3	756.9	Total	-28.7 (-4.7%)	3.5 (0.5%)	-3.8 (-0.6%)	39.0 (5.2%)	

**SHARP**

\*Figures within parentheses indicate operating margin. **23**

## Sales of Main Products

(Billions of Yen)

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

**SHARP**

24

## Sales of Main Products by Quarter

(Billions of Yen)

	FY2014				FY2015			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q Forecast
<b>LCD TVs</b>	<b>85.7</b>	<b>103.3</b>	<b>104.3</b>	<b>76.5</b>	<b>64.1</b>	<b>90.5</b>	<b>81.8</b>	<b>73.5</b>
Unit (million units)	1.73	1.86	1.74	1.68	1.41	1.58	1.72	1.17
<b>Mobile Phones</b>	<b>49.6</b>	<b>36.2</b>	<b>64.1</b>	<b>43.5</b>	<b>44.1</b>	<b>39.4</b>	<b>27.4</b>	<b>48.9</b>
Unit (million units)	1.23	1.17	1.79	1.35	1.01	1.25	0.54	1.18
<b>Refrigerators</b>	<b>23.9</b>	<b>24.0</b>	<b>22.1</b>	<b>23.4</b>	<b>23.0</b>	<b>25.1</b>	<b>21.1</b>	<b>27.5</b>
<b>Air Conditioners</b>	<b>23.6</b>	<b>18.4</b>	<b>8.0</b>	<b>13.3</b>	<b>20.6</b>	<b>15.3</b>	<b>8.2</b>	<b>19.7</b>
<b>Copiers / Printers</b>	<b>34.3</b>	<b>39.1</b>	<b>38.2</b>	<b>40.3</b>	<b>37.2</b>	<b>40.9</b>	<b>25.0</b>	<b>56.7</b>
<b>CCD / CMOS Imagers</b>	<b>38.8</b>	<b>64.7</b>	<b>129.3</b>	<b>106.2</b>	<b>110.8</b>	<b>88.0</b>	<b>122.5</b>	<b>108.4</b>

**SHARP**

25

## Capital Investment and Depreciation, etc.

(Billions of Yen)

	FY2014			FY2015			
	1H	2H	Fiscal Year	1H	2H Forecast	Fiscal Year Forecast	Change (Y on Y)
<b>Capital Investment</b>	31.2	31.3	62.6	20.9	39.0	60.0	-4.2%
LCDs	12.9	19.0	31.9	8.9	19.0	28.0	-12.4%
<b>Depreciation and Amortization</b>	49.9	52.6	102.6	33.7	46.2	80.0	-22.0%
<b>R&amp;D Expenditures</b>	65.8	75.1	141.0	68.6	71.3	140.0	-0.7%

(Yen)

Exchange Rate	FY2014			FY2015	
	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	135.00

**SHARP**

26

## Capital Investment and Depreciation, etc. by Quarter

(Billions of Yen)

	FY2014				FY2015			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q Forecast
<b>Capital Investment</b>	14.5	16.6	9.3	22.0	9.7	11.1	8.2	30.8
LCDs	5.7	7.1	4.3	14.7	3.8	5.1	4.9	14.1
<b>Depreciation and Amortization</b>	24.4	25.5	26.5	26.0	18.0	15.7	17.0	29.2
<b>R&amp;D Expenditures</b>	34.4	31.4	38.1	37.0	36.3	32.3	33.5	37.8

(Yen)

Exchange Rate	FY2014				FY2015		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
US Dollar	101.16	102.93	113.55	118.10	120.37	121.24	120.51
Euro	138.56	136.26	141.59	132.68	132.66	134.48	131.46

**SHARP**

27

# Overseas Sales by Region

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

	FY2014			FY2015
	1H	2H	Fiscal Year	1H
<b>The Americas</b>	<b>165.6</b> 19.9%	<b>155.2</b> 15.8%	<b>320.9</b> 17.7%	<b>160.0</b> 18.0%
<b>Europe</b>	<b>71.4</b> 8.6%	<b>71.0</b> 7.2%	<b>142.5</b> 7.8%	<b>69.9</b> 7.8%
<b>China</b>	<b>487.8</b> 58.6%	<b>653.0</b> 66.3%	<b>1,140.8</b> 62.8%	<b>554.3</b> 62.2%
<b>Other</b>	<b>107.7</b> 12.9%	<b>105.6</b> 10.7%	<b>213.4</b> 11.7%	<b>106.4</b> 12.0%
<b>Total</b>	<b>832.7</b> 100.0%	<b>985.1</b> 100.0%	<b>1,817.8</b> 100.0%	<b>890.7</b> 100.0%

**SHARP**

28

**SHARP**