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# Consolidated Financial Results for the First Quarter Fiscal 2014

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SHARP CORPORATION

August 1, 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.

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# I . Financial Results for 1Q Fiscal 2014 Financial Results Forecast for Fiscal 2014

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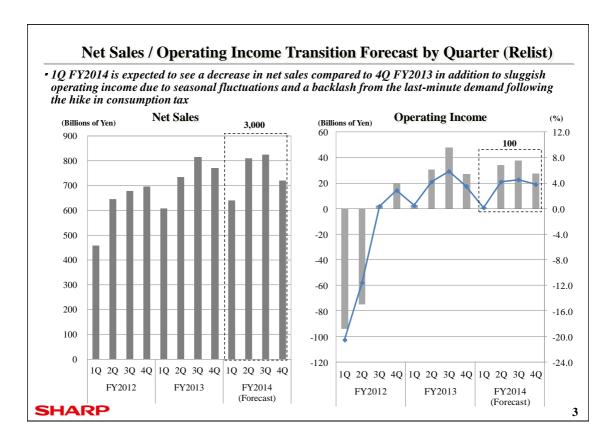
## **Financial Results for 1Q Fiscal 2014**

- Net sales were up 1.9% to 619.7 billion yen and operating income was up 55.0% to 4.6 billion yen compared with 1Q FY2013
- Net income improved significantly compared with 1Q FY2013

(Billions of Yen)

	FY2013		FY2014	
	1Q	1Q	Change (Y on Y)	Difference (Y on Y)
Net Sales	607.9	619.7	+1.9%	+11.8
Operating Income (margin)	<b>3.0</b> (0.5%)		+55.0%	+1.6
Net Income (margin)	<b>-17.9</b> (-3.0%)		-	+16.1





# **Other Income (Expenses)**

- Other income (expenses) improved
- \*Main items in other income (expenses):
  - -Reversal of provision for loss on litigation, due to the progress of civil lawsuits for TFT LCDs
  - -Settlement, which is expenses related to structural reform of thin-film solar cell business in Europe

(Billions of Yen)

		FY2013	FY2014			
		1Q	1Q	Difference (Y on Y)		
Operating Income		3.0	4.6	+1.6		
Other Income (Expenses)		-16.8	-6.0	+10.8		
	Reversal of provision for loss on litigation	0.0	+19.2	+19.2		
	Settlement	0.0	-14.3	-14.3		
Inco	ome taxes, etc.	-4.1	-0.4	+3.6		
Net	Income	-17.9	-1.7	+16.1		



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

• 1Q FY2014 results progressed smoothly, with forecast figures announced previously remaining unchanged based on current business conditions and future outlook

(Billions of Yen)

		FY2014										
	1Q	Change (Y on Y)	2Q Forecast	Change (Y on Y)	1 H Forecast	Change (Y on Y)	2 H Forecast	Circuigo	Full Year Forecast	Circuigo		
Net Sales	619.7	+1.9%	830.2	+13.1%	1,450.0	+8.0%	1,550.0	-2.2%	3,000.0	+2.5%		
Operating Income	4.6	+55.0%	30.3	-1.5%	35.0	+3.5%	65.0	-13.0%	100.0	-7.9%		
Net Income	-1.7	-	6.7	-50.3%	5.0	-	25.0	+57.3%	30.0	2.6-fold		

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## **Consolidated Balance Sheets**

- Inventory increased and cash and time deposits decreased due to seasonal factor
- The equity ratio increased from 8.9% to 9.4% at end of Mar. 2014

(Billions of Yen)

	FY:	2013	FY2014
	End of Jun. 2013	End of Mar. 2014	End of Jun. 2014
Cash, time deposits and restricted cash	154.6	379.5	358.9
Notes and accounts receivable	516.0	568.8	517.1
Inventories	356.2	295.1	315.5
Other current assets	172.7	130.6	120.8
Current Assets	1,199.6	1,374.2	1,312.5
Plant and Equipment	554.2	519.7	510.6
Investments and Other Asset	298.0	287.5	289.2
Deferred Assets	0.3	0.1	0.1
Total assets	2,052.2	2,181.6	2,112.5

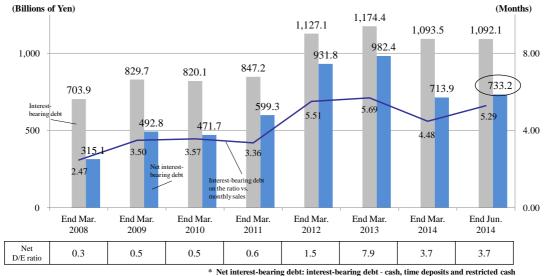
	FY	2013	FY2014
	End of Jun. 2013	End of Mar. 2014	End of Jun. 2014
Short-term borrowings	740.4	793.1	809.8
Notes and accounts payable	425.4	409.9	395.4
Other current liabilities	287.9	348.5	298.4
Current Liabilities	1,453.7	1,551.6	1,503.6
Long-term Liabilities	465.4	422.8	399.7
Liabilities	1,919.2	1,974.5	1,903.4
Net Assets	133.0	207.1	209.0
Total liabilities and net assets	2,052.2	2,181.6	2,112.5

Equity Ratio 6.0% 8.9% 9.4%
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## **Transition of Interest-bearing Debt**

- Interest-bearing debt was 1,092.1 billion yen at end of Jun. 2014, decreased 1.3 billion yen from end of Mar. 2014, and the ratio vs. monthly sales has risen from 4.48 months to 5.29 months due to sales decrease from seasonal fluctuations
- Net interest-bearing debt\* increased to 733.2 billion yen from 713.9 billion yen at end of Mar. 2014



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# II. Information by Product Group

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# **Sales by Product Group**

		FY	2013		FY2014				FY2014		
		1Q	Full Year	1Q	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)		Previous Full Year Forecast		
	Digital Information Equipment	158.9	733.3	168.6	+6.1%	780.0	+6.4%		780.0		
E	Health and nvironmental Equipment	82.3	326.8	82.1	-0.3%	360.0	+10.1%		360.0		
	<b>Energy Solutions</b>	84.3	439.0	69.0	-18.1%	290.0	-33.9%		290.0		
	<b>Business Solutions</b>	77.6	318.8	79.2	+2.1%	340.0	+6.6%		340.0		
	Product Business	403.3	1,818.1	399.1	-1.0%	1,770.0	-2.6%		1,770.0		
	LCDs	193.8	991.0	206.9	+6.8%	1,000.0	+0.9%		1,000.0		
	Electronic Devices	61.2	326.3	58.9	-3.8%	430.0	+31.7%		450.0		
	<b>Device Business</b>	255.0	1,317.4	265.9	+4.2%	1,430.0	+8.5%		1,450.0		
	Sub Total	658.3	3,135.6	665.0	+1.0%	3,200.0	+2.1%		3,220.0		
	Adjustments	-50.4	-208.4	-45.3	-	-200.0	-		-220.0		
	Total	607.9	2,927.1	619.7	+1.9%	3,000.0	+2.5%		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)

	FY	2013		FY2014				
	1Q	Full Year	1Q	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)		Previous Full Year Forecast
Digital Information Equipment	-1.3 (-0.9%)	<b>12.8</b> (1.8%)	<b>2.6</b> (1.6%)	-	<b>20.0</b> (2.6%)			20.0 (2.6%)
Health and Environmental Equipment	<b>6.4</b> (7.8%)	21.0 (6.4%)	<b>3.1</b> (3.9%)	-50.7%	<b>19.0</b> (5.3%)	-9.6%		19.0 (5.3%)
Energy Solutions	<b>6.8</b> (8.1%)	<b>32.4</b> (7.4%)	<b>0.1</b> (0.3%)	-97.3%	(1.0%)	-90.7%		-5.0 (-1.7%)
<b>Business Solutions</b>	<b>7.5</b> (9.8%)	<b>30.5</b> (9.6%)	<b>7.7</b> (9.8%)	+1.8%	<b>26.0</b> (7.6%)	-14.9%		26.0 (7.6%)
<b>Product Business</b>	<b>19.4</b> (4.8%)	<b>96.8</b> (5.3%)	13.7 (3.4%)	-29.6%	<b>68.0</b> (3.8%)	-29.8%		60.0 (3.4%)
LCDs	<b>-9.5</b> (-4.9%)	<b>41.5</b> (4.2%)	2.1 (1.0%)	-	<b>55.0</b> (5.5%)	+32.2%		55.0 (5.5%)
<b>Electronic Devices</b>	<b>0.1</b> (0.2%)	3.2 (1.0%)	<b>-3.5</b> (-5.9%)	-	(1.6%)	2.1-fold		15.0 (3.3%)
<b>Device Business</b>	<b>-9.3</b> (-3.7%)	<b>44.8</b> (3.4%)	<b>-1.3</b> (-0.5%)	-	<b>62.0</b> (4.3%)	+38.2%		70.0 (4.8%)
Sub Total	<b>10.0</b> (1.5%)	<b>141.6</b> (4.5%)	12.3 (1.9%)	+22.1%	<b>130.0</b> (4.1%)	-8.2%		130.0 (4.0%)
Adjustments	-7.0	-33.0	-7.6	-	-30.0	-		-30.0
Total	3.0 (0.5%)	<b>108.5</b> (3.7%)	<b>4.6</b> (0.8%)	+55.0%	<b>100.0</b> (3.3%)	-7.9%		100.0 (3.3%)

\*The percentage figures noted in brackets show operating margin



## **Digital Information Equipment <Total>**

(Billions of Yen)

	FY2	2013	FY2014					
	1Q		ll Year 1Q		Full Year Forecast	Change (Y on Y)		
Sales	158.9	733.3	168.6	+6.1%	780.0	+6.4%		
<b>Operating Income</b>	-1.3	12.8	2.6	-	20.0	+55.8%		
(margin)	(-0.9%)	(1.8%)	(1.6%)		(2.6%)			

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

### 10 FY2014 Results

- •Secured an improvement due to the expansion of LCD TV sales overseas and the increase in sales of tablet terminals even though the units sold and amounts recorded for mobile phones were lower than 1Q FY2013
- •Put back into the black by introducing new products such as smartphones equipped with IGZO LCDs on the market and reducing costs

### [ Onward Actions ]

• Strengthen the sales of large LCD TVs featuring high-definition capability 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)

		FY2	013	FY2014				
		1Q	Full Year	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)	
LODTU	Amt	80.3	413.8	85.7	+6.7%	440.0	+6.3%	
LCD TVs	Unit	1.56	7.81	1.73	+11.0%	8.20	+4.9%	
Mobile Phones	Amt	50.2	205.5	49.6	-1.2%	220.0	+7.0%	
	Unit	1.31	5.51	1.23	-5.7%	6.30	+14.3%	

### [ 1Q FY2014 Results ]

LCD TVs: Sales expanded overseas especially in China, although sales amount in Japan were below 1Q FY2013. Exceeded both units sold and amounts recorded in 1Q FY2013.

Mobile Phones: Sold less units and recorded lower amounts than 1Q FY2013 due to increased competition with overseas mobile phone manufacturers

## [ Onward Actions ]

LCD TVs: Utilize a strategy to focus on large-size and high-definition LCD TVs such as 4K models and Quattron Pros, while developing products with features tailored to regional characteristics and promoting structural reform in Europe

Mobile Phones: Tap the demand for feature phones market and introduce distinctive smartphones to boost the domestic market share

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## **Health and Environmental Equipment**

(Billions of Yen)

	FY2	2013	FY2014					
	1Q	Full Year	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)		
Sales	82.3	326.8	82.1	-0.3%	360.0	+10.1%		
<b>Operating Income</b>	6.4	21.0	3.1	-50.7%	19.0	-9.6%		
(margin)	(7.8%)	(6.4%)	(3.9%)		(5.3%)			

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

### [1Q FY2014 Results]

- Secured sales similar to 1Q FY2013 despite a backlash from the last-minute demand generated by the consumption tax increase
- · Deteriorated profitability of imported products due to the yen depreciation lowered operating margin

- Respond to slow demand due to the backlash from the consumption tax increase by creating products that arouse new demand and introducing products with unique features on the market
- Expand the business by enhancing sales structure and progressing local production for local consumption centered on ASEAN



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## **Energy Solutions**

(Billions of Yen)

	FY2	2013		FY2014					
	1Q	Full Year 1Q Change (Y on Y) Forecast		Full Year	Change (Y on Y)	Previous Full Year Forecast			
Sales	84.3	439.0	69.0	-18.1%	290.0	-33.9%	290.0		
Operating Income	6.8	32.4	0.1	-97.3%	3.0	-90.7%	-5.0		
(margin)	(8.1%)	(7.4%)	(0.3%)		(1.0%)		(-1.7%)		

(Reference) Volume (Solar Cells) (MW)

343

2,098

360

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

+4.8%

2,000

2,000

-4.7%

### [1Q FY2014 Results]

- Favorable results for industrial applications including mega-solar power generation in Japan
- Deteriorated earnings due to a significant drop in sales of domestic residential applications and decrease in sales of overseas developer business

### [ Onward Actions ]

- Work to transform business models by expanding the EPC sales ratio and shift to IPP/O&M and other energy solution business
- Work to improve profit by steadily promoting structural reform in Europe

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## **Business Solutions**

(Billions of Yen)

	FY2	2013	FY2014						
	1Q	Full Year	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)			
Sales	77.6	318.8	79.2	+2.1%	340.0	+6.6%			
<b>Operating Income</b>	7.5	30.5	7.7	+1.8%	26.0	-14.9%			
(margin)	(9.8%)	(9.6%)	(9.8%)		(7.6%)				

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

### [ 1Q FY2014 Results ]

 In addition to expanding color MFPs overseas, information displays also had favorable results in Japan and overseas

### [ Onward Actions ]

- Continue to maintain profit stability even though operating income is anticipated to decrease due to competitive environment intensification
- Expand convenience store print services and introduce new services
- Expand high-speed MFPs in developed countries and strengthen sales of color MFPs in emerging countries
- Increase the lineup of digital signage mostly in large-size models
- Develop new customers by offering solution proposals through combinations of MFPs and displays



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## **LCDs**

(Billions of Yen)

						(Dimons of Ten)			
	FY2	2013	FY2014						
	1Q	Full Year	1Q	Change (Y on Y)	Horecast				
Sales	193.8	991.0	206.9	+6.8%	1,000.0	+0.9%			
<b>Operating Income</b>	-9.5	41.5	2.1	-	55.0	+32.2%			
(margin)	(-4.9%)	(4.2%)	(1.0%)		(5.5%)				

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

### [ 1Q FY2014 Results ]

- Expanded small- and medium-size LCDs for smartphones, especially for major clients
- Increased the small- and medium-size LCD production ratio at the Kameyama No.2 Plant from 28% in 4Q FY2013 to 35%
- Secured being in the black by increasing the mixed sales ratio of high-margin small- and medium-size LCDs and reducing costs

### [ Onward Actions ]

- Expand the small- and medium-size LCD production ratio at the Kameyama No.2 Plant and increase the inch size of large LCD panels
- Work towards the strong demands of Chinese clients and promote design activities
- Propose solutions through combinations of electronic devices and LCDs that meet customer needs

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## **Electronic Devices**

(Billions of Yen)

	FY	2013	FY2014						
	1Q	Full Year	1Q	Change (Y on Y)	Revised Full Year Forecast	Change (Y on Y)			
Sales	61.2	326.3	58.9	-3.8%	430.0	+31.7%			
Operating Income	0.1	3.2	-3.5	-	7.0	2.1-fold			
(margin)	(0.2%)	(1.0%)	(-5.9%)		(1.6%)				

FY2014
Previous
Full Year
Forecast
450.0
15.0
(3.3%)

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

### [ 1O FY2014 Results ]

- Reduced sales of LED devices and ICs for major clients
- Recorded in the red due mainly to mix deterioration of clients and models

### [ Onward Actions ]

- Use the following measures to improve profitability
  - Strengthen offering solution proposals through combinations of LCDs and electronic devices in order to expand sales of camera modules and proximity and luminance sensors for mobile devices
  - Strengthen sales of device features such as LED devices and touchscreen systems
  - Enhance application development of sensing devices to be applied in home, monitoring (security), in-vehicle and medical fields, etc.

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## **Conclusion**

- •1Q FY2014 results progressed smoothly and the Medium-Term Management Plan is going on track
- No uncertainty about a 100 billion yen straight bond redemption arriving in September
- We plan to stay on the offensive and fulfill the Medium-Term Management Plan, to move toward realizing "Recovery and Growth"

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# **III. Supplementary Data**

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# **Sales by Product Group**

(Billions of Yen)

		FY2	2013		FY2014		
	1Q	2Q	3Q	4Q	1Q	Change (Q on Q)	Change (Y on Y)
Digital Information Equipment	158.9	175.6	216.9	181.8	168.6	-7.2%	+6.1%
Health and Environmental Equipment	82.3	77.5	82.1	84.9	82.1	-3.3%	-0.3%
Energy Solutions	84.3	83.9	108.5	162.1	69.0	-57.4%	-18.1%
Business Solutions	77.6	80.7	77.1	83.3	79.2	-4.8%	+2.1%
Product Business	403.3	417.9	484.7	512.2	399.1	-22.1%	-1.0%
LCDs	193.8	284.7	277.5	234.9	206.9	-11.9%	+6.8%
Electronic Devices	61.2	86.5	106.4	72.0	58.9	-18.2%	-3.8%
Device Business	255.0	371.3	384.0	307.0	265.9	-13.4%	+4.2%
Sub Total	658.3	789.2	868.7	819.2	665.0	-18.8%	+1.0%
Adjustments	-50.4	-55.1	-53.4	-49.3	-45.3	-	-
Total	607.9	734.1	815.2	769.8	619.7	-19.5%	+1.9%

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



# **Operating Income by Product Group**

	1120	013			FY2014	
1Q	2Q	3Q	4Q	1Q	Change (Q on Q)	Change (Y on Y)
<b>-1.3</b> (-0.9%)	2.2 (1.3%)	<b>8.4</b> (3.9%)	<b>3.4</b> (1.9%)	<b>2.6</b> (1.6%)	-24.7%	
<b>6.4</b> (7.8%)	3.2 (4.2%)	<b>5.6</b> (6.9%)	<b>5.6</b> (6.7%)	<b>3.1</b> (3.9%)	-44.0%	-50.79
<b>6.8</b> (8.1%)	3.0 (3.7%)	<b>5.9</b> (5.5%)	16.5 (10.2%)	<b>0.1</b> (0.3%)	-98.9%	-97.3%
<b>7.5</b> (9.8%)	<b>8.3</b> (10.3%)	<b>6.1</b> (8.0%)	<b>8.4</b> (10.2%)	<b>7.7</b> (9.8%)	-8.7%	+1.89
<b>19.4</b> (4.8%)	16.8 (4.0%)	<b>26.2</b> (5.4%)	<b>34.1</b> (6.7%)	13.7 (3.4%)	-59.9%	-29.6%
<b>-9.5</b> (-4.9%)	<b>18.1</b> (6.4%)	<b>26.0</b> (9.4%)	<b>6.9</b> (2.9%)	2.1 (1.0%)	-69.4%	
(0.2%)	<b>5.1</b> (5.9%)	<b>4.2</b> (4.0%)	<b>-6.1</b> (-8.6%)	<b>-3.5</b> (-5.9%)	-	
<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>-1.3</b> (-0.5%)	-	
10.0 (1.5%)	<b>40.1</b> (5.1%)	<b>56.4</b> (6.5%)	<b>34.8</b> (4.3%)	12.3 (1.9%)	-64.7%	+22.19
-7.0	-9.3	-8.8	-7.8	-7.6	-	
3.0 (0.5%)	<b>30.8</b> (4.2%)	<b>47.6</b> (5.8%)	<b>27.0</b> (3.5%)	<b>4.6</b> (0.8%)	-82.8%	+55.0%
	-1.3 (-0.9%) 6.4 (7.8%) 6.8 (8.1%) 7.5 (9.8%) 19.4 (4.8%) -9.5 (-4.9%) 0.1 (0.2%) -9.3 (-3.7%) 10.0 (1.5%) -7.0	-1.3	-1.3	-1.3	-1.3	1.3

# **Sales of Main Products**

(Billions of Yen)

	FY2013						FY2014			
	1Q	2Q	3Q	4Q	Full Year	1Q	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	+6.7%	440.0	+6.3%	
Unit (million units)	1.56	2.12	2.18	1.94	7.81	1.73	+11.0%	8.20	+4.9%	
Mobile Phones	50.2	37.2	69.2	48.8	205.5	49.6	-1.2%	220.0	+7.0%	
Unit (million units)	1.31	1.11	1.77	1.30	5.51	1.23	-5.7%	6.30	+14.3%	
Refrigerators	22.9	24.6	23.2	24.9	95.7	23.9	+4.4%	106.0	+10.7%	
Air Conditioners	26.1	16.4	10.9	15.4	68.9	23.6	-9.4%	75.0	+8.8%	
Copiers / Printers	36.4	29.8	31.6	36.5	134.4	34.3	-5.7%	147.0	+9.4%	
CCD / CMOS Imagers	34.8	49.6	84.2	49.3	218.1	38.8	+11.3%	310.0	+42.1%	

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# Other

(Billions of Yen)

			FY2013		FY2014				
	1Q	2Q	3Q	4Q	Full Year	1Q	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	+38.1%	80.0	+61.8%
LCDs	4.3	3.9	5.2	9.9	23.5	5.7	+32.1%	35.0	+48.7%
Depreciation and Amortization	29.9	28.7	27.7	28.1	114.6	24.4	-18.3%	120.0	+4.7%
R&D Expenditures	35.4	30.0	35.9	30.6	132.1	34.4	-2.7%	140.0	+6.0%

**Exchange Rate** 

			FY2013	FY	2014		
	1Q	2Q	3Q	4Q	Full Year	1Q	Full Year Forecast
U.S. Dollar	¥97.76	¥97.96	¥99.46	¥101.78	¥99.24	¥101.16	¥104.00
Euro	¥127.46	¥129.57	¥135.20	¥139.29	¥132.88	¥138.56	¥138.00

**SHARP** 

