## Consolidated Financial Results for the Second Quarter, Fiscal 2019

## I . Consolidated Financial Results for the First Half, Fiscal 2019

## II. Supplementary Data

## SHARP CORPORATION

 November 1, 2019
## Forward-Looking Statements

This presentation contains certain statements about the future plans, strategies, and performance of Sharp Corporation and its consolidated subsidiaries ("the Company" or "Sharp"). Statements not based on historical or present facts are assumptions and estimates based on information available at the time. Future plans, strategies, and performance are subject to known and unknown risks, uncertainties, and other factors. Actual performance, business activities, and financial position may differ materially from the assumptions and estimates provided herein due to risks, uncertainties, and other factors. Sharp is under no obligation to update these forward-looking statements in light of new information, future events, or other factors. Risks, uncertainties, and other matters that could affect actual results include, but are not limited to, to the following factors:
(1) The economic conditions in which Sharp operates
(2) Sudden, rapid fluctuations in demand for Sharp products and services, as well as intensified price competition
(3) Exchange rate fluctuations (particularly between the yen and the U.S. dollar, the euro, and other currencies)
(4) Regulations, including trade restrictions with 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. Consolidated Financial Results for the First Half, Fiscal 2019

- Despite a continued challenging business environment, including the prolonged U.S.-China trade frictions, Sharp recorded steady profits for Q2, FY2019.
- On a quarterly basis, performance is recovering from a low in Q4, FY2018.
- Every profit measure for Q2 grew from Q1. Operating profit, in particular, showed significant improvement, outperforming the same period in the prior fiscal year.
- First, let’s look at our consolidated results for Q2, fiscal 2019.
- Despite a continued challenging business environment, including the prolonged U.S.-China trade frictions, Sharp recorded steady profits for Q2, FY2019
- Every profit measure for Q2 grew from Q1, as we are recovering from a low in Q4, FY2018.
Operating profit, in particular, showed significant improvement, outperforming the same period in the prior fiscal year.

Consolidated Financial Results for the Second Quarter, Fiscal 2019 (2)


- The next slide provides highlights of our financial results for Q2, fiscal 2019.
- Net sales amounted to 605.6 billion yen, outperforming the same period in the prior fiscal year.
- Operating profit amounted to 22.3 billion yen, ordinary profit amounted to 19.1 billion yen, profit attributable to owners of parent amounted to 14.8 billion yen.

With the impact of fluctuations in foreign exchange gains (losses) and other non-operating income (expenses), as well as fluctuations in income taxes, etc., ordinary profit and final profit did not reach the level of the same period in the prior fiscal year. However, operating profit, a measurement of profit in our regular business operations, was higher year on year.

## Consolidated Financial Results for the Second Quarter, Fiscal 2019 (3)

- Q2, FY2019 performance continued to recover from a low in Q4, FY2018
- Operating profit margin and final profit margin improved for a second consecutive quarter. Operating profit, in particular, was significantly higher compared with Q1.

- The next slide shows financial results by quarter.
- Q2, fiscal 2019 performance continued a recovery trend from a low in Q4, fiscal 2018.
- As you can see, operating profit margin and final profit margin continued to improve, marking a second-consecutive quarter of improvement.

On a monetary basis as well, both operating profit and final profit grew significantly, with operating profit improving $40.6 \%$ and final profit improving $33.3 \%$ compared to Q4, fiscal 2018.

Consolidated Financial Results for the First Half, Fiscal 2019


- The next slide summarizes our results for the first half of fiscal 2019.
- Net sales amounted to 1,120.6 billion yen.
- Operating profit amounted to 36.9 billion yen, ordinary profit amounted to 33.1 billion yen, profit attributable to owners of parent amounted to 27.3 billion yen.


## Operating Profit Analysis :

 Y on Y Change Factors for the First Half, Fiscal 2019

- The next graph shows our analysis of year-on-year changes in operating profit.
- Notable change factors included
a 45.2 billion yen decrease due to lower selling prices, a 41.0 billion yen improvement due to cost reductions and model mix, a 3.6 billion yen increase due to changes in sales performance and a 9.3 billion yen decrease due to overhead expense increase.


# Sales and Operating Profit Analysis: Y on Y Change by Segment for the First Half, Fiscal 2019 



- The next graphs provide a year-on-year change analysis for net sales and operating profit.
- While ICT sales rose, sales for Smart Life and 8K Ecosystem were lower.

In terms of profits, 8K Ecosystem recorded lower profits in connection with lower sales; however, in addition to sales growth for ICT, Smart Life also recorded profit growth, owing mainly to cost reduction measures that covered the impact of lower sales.

## Sales by Segment

(Billions of Yen)

|  | FY2018 |  |  |  |  |  | FY2019 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H1 | Q3 | Q4 | H2 | Q1 | Q2 | H1 | Y on Y |
| (a) Smart Life | 203.1 | 235.3 | 438.4 | 233.1 | 224.9 | 458.1 | 180.6 | 233.3 | 414.0 | -5.6\% |
| (b) 8K Ecosystem | 291.1 | 337.6 | 628.7 | 350.4 | 334.2 | 684.7 | 262.5 | 311.8 | 574.4 | -8.6\% |
| (c) ICT | 56.9 | 43.5 | 100.5 | 78.2 | 104.1 | 182.3 | 96.5 | 83.7 | 180.3 | +79.4\% |
| Subtotal | 551.3 | 616.4 | 1,167.8 | 661.8 | 663.4 | 1,325.2 | 539.8 | 628.9 | 1,168.8 | +0.1\% |
| Adjustments | -17.4 | -21.3 | -38.7 | -19.3 | -34.8 | -54.2 | -24.8 | -23.3 | -48.1 | - |
| Total | 533.8 | 595.1 | 1,129.0 | 642.5 | 628.5 | 1,271.0 | 514.9 | 605.6 | 1,120.6 | -0.7\% |


(a)

- This next slide shows sales by segment.
- The Smart Life segment recorded sales of 414.0 billion yen, decrease $5.6 \%$ year on year for the first half.
Device business sales were lower, including sales of camera modules and sensor modules.
Meanwhile, sales of white goods rose by nearly double digits, as sales of air conditioners, refrigerators, and washing machines grew in Japan and overseas, despite the impact of a cool summer in Japan.
Further, while device business sales significantly underperformed year on year for Q1, Q2 performance showed significant growth quarter on quarter.
- Our 8K Ecosystem segment recorded sales of 574.4 billion yen, $8.6 \%$ decrease year on year. Sales of panels for PCs and tablets increased significantly. At the same time, due to the impact of market conditions, automobile panel sales were lower year on year, while TV sales were lower in Japan, China, and Europe.
In addition, although sales of panels for smartphones did not reach the level of the same period in the prior fiscal year, Q2 sales did rise significantly compared with Q1 due in part to a recovery in demand.
- The ICT segment reported year-on-year growth of $79.4 \%$, recording sales of 180.3 billion yen. Mobile communications business sales were lower year on year, mainly due to the impact of changes in carrier fee systems. However, the Dynabook Inc. consolidation resulted in significant growth overall.


## Operating Profit by Segment

|  | *Figures within parentheses indicate operating margin. (Billions of Yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  |  |  |  | FY2019 |  |  |  |
|  | Q1 | Q2 | H1 | Q3 | Q4 | H2 | Q1 | Q2 | H1 | Y on Y |
| (a) Smart Life | $\begin{array}{r} 5.6 \\ (2.8 \%) \end{array}$ | $\begin{array}{r} 8.9 \\ (3.8 \%) \end{array}$ | $\begin{array}{r} 14.5 \\ (3.3 \%) \end{array}$ | $\begin{array}{r} 11.1 \\ (4.8 \%) \end{array}$ | $\begin{array}{r} 5.1 \\ (2.3 \%) \end{array}$ | $\begin{array}{r} 16.3 \\ (3.6 \%) \end{array}$ | $\begin{array}{r} 6.2 \\ (3.5 \%) \end{array}$ | $\begin{array}{r} 12.4 \\ (5.3 \%) \end{array}$ | $\begin{array}{r} 18.6 \\ (4.5 \%) \end{array}$ | +27.9\% |
| (b) 8K Ecosystem | $\begin{array}{r} 14.1 \\ (4.9 \%) \end{array}$ | $\begin{array}{r} 13.1 \\ (3.9 \%) \end{array}$ | $\begin{array}{r} 27.3 \\ (4.3 \%) \end{array}$ | $\begin{array}{r} 13.2 \\ (3.8 \%) \end{array}$ | $\begin{array}{r} 6.8 \\ (2.1 \%) \end{array}$ | $\begin{array}{r} 20.0 \\ (2.9 \%) \end{array}$ | $\begin{array}{r} 6.5 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} 11.0 \\ (3.5 \%) \end{array}$ | $\begin{array}{r} 17.6 \\ (3.1 \%) \end{array}$ | -35.5\% |
| (c) ICT | $\begin{array}{r} 7.3 \\ (12.9 \%) \end{array}$ | $\begin{array}{r} 2.3 \\ (5.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 9.7 \\ (9.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.8 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 8.7 \\ (8.4 \%) \end{array}$ | $\begin{array}{r} 11.6 \\ (6.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 7.3 \\ (7.6 \%) \end{array}$ | $\begin{array}{r} 3.7 \\ (4.5 \%) \end{array}$ | $\begin{array}{r} 11.0 \\ (6.1 \%) \\ \hline \end{array}$ | +14.0\% |
| Subtotal | $\begin{array}{r} \mathbf{2 7 . 0} \\ (4.9 \%) \end{array}$ | $\begin{array}{r} 24.5 \\ (4.0 \%) \end{array}$ | $\begin{array}{r} 51.6 \\ (4.4 \%) \end{array}$ | $\begin{array}{r} 27.2 \\ (4.1 \%) \end{array}$ | $\begin{array}{r} 20.8 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 48.0 \\ (3.6 \%) \end{array}$ | $\begin{array}{r} 20.1 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 27.2 \\ (4.3 \%) \end{array}$ | $\begin{array}{r} 47.3 \\ (4.1 \%) \end{array}$ | -8.3\% |
| Adjustments | -2.2 | -2.3 | -4.6 | -5.9 | -4.9 | -10.9 | -5.5 | -4.8 | -10.4 |  |
| Total | $\begin{array}{r} 24.8 \\ (4.6 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 2 . 2} \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 47.0 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 1 . 2} \\ (3.3 \%) \end{array}$ | $\begin{array}{r} 15.8 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} 37.1 \\ (2.9 \%) \end{array}$ | $\begin{array}{r} 14.6 \\ (2.8 \%) \end{array}$ | $\begin{array}{r} 22.3 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 36.9 \\ (3.3 \%) \end{array}$ | -21.4\% |

Left bar: H1, FY2018
Right bar: H1, FY2019


- Let's turn to the next slide, which shows operating profit by segment.

Each segment reported operating profits.

- Smart Life segment operating profit amounted to 18.6 billion yen, a $27.9 \%$ increase year on year.
In addition to higher sales of white goods, cost reductions also had a positive impact.
With respect to our devices business, as well, profits improved through Q2 on a quarter-on-quarter basis in connection with the recovery in sales.
- 8 K Ecosystem segment operating profit amounted to 17.6 billion yen, a $35.5 \%$ decrease year on year.
While the business environment was challenging, advances in cost reduction measures and other factors resulted in a continuing half year of profits.
Further, the large ratio of sales of high-value-added small- and medium-size panels and other factors resulted in securing profits in our display business as well.
- ICT segment operating profit amounted to 11.0 billion yen, a $14.0 \%$ increase year on year.
While the communications business recorded lower profit due to the impact of lower sales, the business has been recording ongoing steady profits and the Dynabook Inc. has continued to record profits in consecutive half-year periods since the second half of the prior fiscal year.


## Non-Operating Income (Expenses) / Extraordinary Income (Losses)

|  | (Billions of Yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  | FY2019 |  |  |  |
|  | Q1 | Q2 | H1 | Q1 | Q2 | H1 | Difference ( Y on Y ) |
| Operating Profit | 24.8 | 22.2 | 47.0 | 14.6 | 22.3 | 36.9 | -10.1 |
| Non-operating Income (Expenses) | -3.5 | -0.2 | -3.7 | -0.6 | -3.1 | -3.8 | -0.1 |
| Interest expense | -1.1 | -1.0 | -2.1 | -1.2 | -1.0 | -2.3 | -0.2 |
| Foreign exchange gain (loss) | -4.6 | +0.9 | -3.6 | +0.1 | -0.7 | -0.5 | +3.1 |
| Share of profit (loss) of entities accounted for using equity method | -2.3 | -0.9 | -3.2 | -0.9 | -1.6 | -2.5 | +0.7 |
| Ordinary Profit | 21.2 | 21.9 | 43.2 | 13.9 | 19.1 | 33.1 | -10.1 |
| Extraordinary Income (Losses) | +0.8 | +0.5 | +1.3 | +0.0 | +0.1 | +0.1 | -1.2 |
| Pretax Income | 22.1 | 22.4 | 44.5 | 13.9 | 19.3 | 33.2 | -11.3 |
| Income Taxes, etc. | -2.9 | -0.6 | -3.6 | -1.4 | -4.4 | -5.8 | -2.2 |
| Profit Attributable to Owners of Parent | 19.2 | 21.7 | 40.9 | 12.5 | 14.8 | 27.3 | -13.6 |

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- The next slide addresses non-operating income, extraordinary income, and income taxes.
- As you can see, Sharp did not record any significant non-operating income/expenses or extraordinary income/losses during the first half of fiscal 2019.


## Consolidated Balance Sheets

- Cash and deposits decreased since the end of June, mainly due to the redemption of bonds. - Due to the recording of steady profits, net assets and equity ratio increased.

|  | FY2018 | FY2 | 019 |
| :---: | :---: | :---: | :---: |
|  | End of Mar. | End of Jun. | End of Sep. |
| Cash and deposits | 266.6 | 238.4 | 211.7 |
| Notes and accounts receivable - trade | 539.9 | 497.1 | 510.0 |
| Inventories | 243.8 | 271.9 | 268.1 |
| Other current assets | 90.9 | 110.3 | 120.7 |
| Current Assets | 1,141.3 | 1,117.9 | 1,110.7 |
| Property, plant and equipment | 405.0 | 405.8 | 410.8 |
| Intangible assets | 39.6 | 39.3 | 43.3 |
| Investments and other assets | 280.2 | 283.3 | 300.3 |
| Non-current Assets | 724.9 | 728.5 | 754.5 |
| Deferred Assets | 0.0 | 0.0 | 0.0 |
| Total Assets | 1,866.3 | 1,846.4 | 1,865.2 |
| Exchange Rate, End of Period |  |  |  |
| USD/JPY | 110.01 | 106.75 | 106.96 |
| Euro/JPY | 123.06 | 120.96 | 116.54 |


|  | FY2018 <br> End of Mar. | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | FY2019 |  |
|  |  | End of Jun. | End of Sep. |
| Notes and accounts payable - trade | 410.3 | 379.2 | 379.4 |
| Short-term loans payable | 81.4 | 205.9 | 219.2 |
| Current portion of bonds payable | 30.0 | 30.0 | 0.0 |
| Other current liabilities | 291.3 | 288.6 | 300.8 |
| Current Liabilities | 813.1 | 903.9 | 899.5 |
| Bonds payable | 0.0 | 0.0 | 0.0 |
| Long-term loans payable | 538.2 | 537.7 | 537.3 |
| Other non-current liabilities | 142.5 | 137.3 | 135.2 |
| Non-current Liabilities | 680.7 | 675.1 | 672.5 |
| Net Assets | 372.4 | 267.3 | 293.1 |
| Total Liabilities and Net Assets | 1,866.3 | 1,846.4 | 1,865.2 |
| Equity Ratio | 18.8\% | 13.5\% | 14.7\% |
| Equity | 350.6 | 248.7 | 273.8 |

- The next slide provides information about our balance sheets.
- Due to redemptions of bonds and other factors, cash and deposits as of the end of September were lower compared to the end of June, amounting to 211.7 billion yen.

The continued recording of steady profits resulted in net assets increasing to 293.1 billion yen and equity ratio rising to $14.7 \%$.

## Inventory Trends

- Inventory amounted to 268.1 billion yen, compared to a balance of 271.9 billion yen as of Jun. 30, 2019.
-We will continue to maintain appropriate levels of inventory in response to our sales plans.


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- The next slide discusses our inventory trends.
- Inventory as of the end of Q2, fiscal 2019, was 268.1 billion yen lower than the 271.9 billion yen balance at the end of Q1. Our ratio of inventory to monthly sales was also lower by 0.14 months, falling to 1.44 months.

We are maintaining appropriate inventory levels in consideration of our future sales plans and demand trends among device customers, etc.

- We will continue to monitor changes in the business environment closely, striving to maintain appropriate inventory levels.


## Interest-Bearing Debt Trends

- Interest-bearing debt was 773.7 billion yen, compared to a balance of 796.0 billion yen as of Jun. 30, 2019. Interest-bearing debt to monthly sales ratio was 4.14 months, compared to 4.64 months as of Jun. 30, 2019.
- Net interest-bearing debt* was 561.9 billion yen, compared to 557.5 billion yen as of Jun. 30, 2019.
(Billions of Yen)
(Months)



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- Next, let's take a look at interest-bearing debt.
- Interest-bearing debt for Q2, fiscal 2019 was 773.7 billion yen, compared to 796.0 billion yen as of the end of Q1.

Net interest-bearing debt amounted to 561.9 billion yen, compared to 557.5 billion yen at the end of Q1.

- We will continue to optimize inventories and invest more efficiently in equipment to improve cash flows.


## Fiscal 2019 Major Second-Half Initiatives

## Toward Changing the World with $8 \mathrm{~K}+5 \mathrm{G}$ and AloT, we are strengthening our capacity for growth through an accelerated transformation

(1) Steadily capture recovering customer demand for a significant recovery in device and display businesses
(2) Capture new customers to expand our global business mainly in Europe, the Americas, and China
(3) Strengthen B2B businesses in energy, white goods, and TVs
(4) Introduce compatible devices in a timely manner in conjunction with the start of 5G services
(5) Strengthen businesses in 8 K devices and other new products
(6) Expand IoT, Cloud, Smart Life, and other services
(7) Leverage cross-industry partnerships, M\&A, and other means to steadily achieve the measures above

- Please look at the next slide. Here, I will discuss our major initiatives for the second half of fiscal 2019. As we maintain and strengthen our existing businesses, we will also engage in business reform. Specifically, business reform means moving forward in Upgrading Products and Services, Expanding Markets, and Creating New Business.
- First is to respond to the recovery in customer demand. By steadily capturing this demand, we believe we will make a significant recovery in our devices and displays.
- Second is to capture new customers. By introducing products tailored to local markets, we will capture new customers in Europe, the Americas, China, and other regions, growing our businesses globally.
- Third is to strengthen our B2B business. Beyond energy solutions, we intend to aggressively expand our heretofore B2C white goods, TV, and other businesses into B2B businesses aggressively.
- Fourth is to respond to 5 G services. We will use the communications technologies and expertise we have developed to date, introducing 5G-compatible devices in a timely manner in conjunction with the launch of service in Japan.
- Fifth is to introduce new products. We will expand our lineup of 8 K -related devices for TVs and business solutions and engage in other business to develop completely new products and create new businesses.
- Sixth is to expand our loT and Cloud, Smart Life, and other services. We will also use the newly launched SHARP COCORO LIFE Inc. and AloT Cloud Inc. to promote strength in services businesses across the entire company.
- Last is to utilize alliances in other industries and to conduct M\&A. We intend to engage in a flexible approach not tied to our past framework in ensuring the rapid development of new products and sales channels to steadily achieve the measures we have discussed.
- By doing these things, we will strengthen our capacity for growth through accelerated transformation, realizing our mission in Changing the World with $8 \mathrm{~K}+5 \mathrm{G}$ and AloT.


## Consolidated Financial Results Forecast for Fiscal 2019

|  |  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 | FY2019 |  |  |  |
|  | Fiscal Year | First-Half | Second-Half Forecast | Fiscal Year Forecast | Y on $Y$ |
| Net Sales | 2,400.0 | 1,120.6 | 1,529.4 | 2,650.0 | +10.4\% |
| Operating Profit (margin) | $\begin{array}{r} 84.1 \\ (3.5 \%) \end{array}$ | $\begin{array}{r} 36.9 \\ (3.3 \%) \end{array}$ | $\begin{array}{r} 63.1 \\ (4.1 \%) \end{array}$ | $\begin{array}{r} 100.0 \\ (3.8 \%) \end{array}$ | +18.8\% |
| Ordinary Profit (margin) | $\begin{array}{r} 69.0 \\ (2.9 \%) \end{array}$ | $\begin{array}{r} 33.1 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 61.9 \\ (4.0 \%) \end{array}$ | $\begin{array}{r} 95.0 \\ (3.6 \%) \end{array}$ | +37.7\% |
| Profit Attributable to Owners of Parent (margin) | $\begin{array}{r} 74.2 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 27.3 \\ (2.4 \%) \end{array}$ | $\begin{array}{r} 52.7 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} 80.0 \\ (3.0 \%) \end{array}$ | +7.8\% |
| Avg. Exchange Rate |  |  |  |  |  |
| USD/JPY | 109.91 | 107.63 | 105.00 |  |  |
| Euro/JPY | 126.90 | 119.91 | 120.00 |  |  |

- The next slide summarizes our fiscal 2019 earnings forecasts.
- Compared to our projections at the beginning of the period, there are some businesses experiencing slight lags in progress. However, performance is improving steadily.
As I just explained, by executing various polices in a steady manner, we intend to grow our results throughout the second half of the fiscal year as well.
In our products business, we project significant growth in our TV business, for which we are strengthening our product lineup in Japan and overseas through $8 \mathrm{~K} / 4 \mathrm{~K}$ and smart TVs, our mobile communications business, in which we have introduced 5G-compatible devices tailored to changes in the market, and our white goods business, in which we have strengthened our global offerings through localized products.
In our devices business, by steadily capturing customer demand which is rising, we project significant growth in displays for smartphones, as well as for PCs, and tablets, and industrialuse displays.
In addition, we project a sales increase due to seasonal and other factors.
- Given these considerations, we have left our financial results forecast for fiscal 2019 unchanged from what we announced at the beginning of the period.
- We will continue to unite as a company, striving to achieve our financial results forecast as One SHARP.


## II. Supplementary Data

- As supplementary data, we have provided you with sales and operating profit by segment and other information which you can look over at your leisure.
- Our financial performance is steadily recovering; however, there are numerous uncertainties, including the ongoing U.S.-China trade negotiations that are conditions that call for continued vigilance.

In the future as well, we will closely monitor changes in the business environment and at the same time respond flexibly, engaging in further financial performance improvement.
In addition, we intend to take measures to improve both equity qualitatively and the value of our shares.

- We will continue to proceed in strengthening our business base, while at the same time contribute to solutions for a variety of social issues through 8K+5G and AloT, aiming to be a company worthy of even greater levels of trust.
- Thank you for your attention.


## Consolidated Financial Results

(Billions of Yen)

|  | FY2018 |  |  | FY2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast | Fiscal Year Forecast |
| Net Sales | 1,129.0 | 1,271.0 | 2,400.0 | 1,120.6 | 1,529.4 | 2,650.0 |
| Operating Profit | 47.0 | 37.1 | 84.1 | 36.9 | 63.1 | 100.0 |
| (margin) | (4.2\%) | (2.9\%) | (3.5\%) | (3.3\%) | (4.1\%) | (3.8\%) |
| Ordinary Profit | 43.2 | 25.7 | 69.0 | 33.1 | 61.9 | 95.0 |
| (margin) | (3.8\%) | (2.0\%) | (2.9\%) | (3.0\%) | (4.0\%) | (3.6\%) |
| Profit Attributable to Owners of Parent | 40.9 | 33.2 | 74.2 | 27.3 | 52.7 | 80.0 |
| (margin) | (3.6\%) | (2.6\%) | (3.1\%) | (2.4\%) | (3.4\%) | (3.0\%) |

## Consolidated Quarterly Financial Results

|  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  |  | FY2019 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Net Sales | 533.8 | 595.1 | 642.5 | 628.5 | 514.9 | 605.6 |
| Operating Profit | 24.8 | 22.2 | 21.2 | 15.8 | 14.6 | 22.3 |
| (margin) | (4.6\%) | (3.7\%) | (3.3\%) | (2.5\%) | (2.8\%) | (3.7\%) |
| Ordinary Profit | 21.2 | 21.9 | 18.8 | 6.9 | 13.9 | 19.1 |
| (margin) | (4.0\%) | (3.7\%) | (2.9\%) | (1.1\%) | (2.7\%) | (3.2\%) |
| Profit Attributable to Owners of Parent | 19.2 | 21.7 | 22.1 | 11.1 | 12.5 | 14.8 |
| (margin) | (3.6\%) | (3.7\%) | (3.4\%) | (1.8\%) | (2.4\%) | (2.5\%) |

## Sales by Segment

|  |  |  |  | (Billions of Yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  | FY2019 |
|  | First Half | Second Half | Fiscal Year | First Half |
| Smart Life | 438.4 | 458.1 | 896.6 | 414.0 |
| 8K Ecosystem | 628.7 | 684.7 | 1,313.5 | 574.4 |
| ICT | 100.5 | 182.3 | 282.9 | 180.3 |
| Subtotal | 1,167.8 | 1,325.2 | 2,493.0 | 1,168.8 |
| Adjustments | -38.7 | -54.2 | -93.0 | -48.1 |
| Total | 1,129.0 | 1,271.0 | 2,400.0 | 1,120.6 |

*Sales include inter-segment sales and transfers.

## Operating Profit by Segment

|  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  | FY2019 |
|  | First Half | Second Half | Fiscal Year | First Half |
| Smart Life | 14.5 | 16.3 | 30.9 | 18.6 |
|  | (3.3\%) | (3.6\%) | (3.4\%) | (4.5\%) |
| 8K Ecosystem | 27.3 | 20.0 | 47.3 | 17.6 |
|  | (4.3\%) | (2.9\%) | (3.6\%) | (3.1\%) |
| ICT | 9.7 | 11.6 | 21.3 | 11.0 |
|  | (9.7\%) | (6.4\%) | (7.6\%) | (6.1\%) |
| Subtotal | 51.6 | 48.0 | 99.6 | 47.3 |
|  | (4.4\%) | (3.6\%) | (4.0\%) | (4.1\%) |
| Adjustments | -4.6 | -10.9 | -15.5 | -10.4 |
| Total | 47.0 | 37.1 | 84.1 | 36.9 |
|  | (4.2\%) | (2.9\%) | (3.5\%) | (3.3\%) |

## Quarterly Sales by Segment

|  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  |  | FY2019 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Smart Life | 203.1 | 235.3 | 233.1 | 224.9 | 180.6 | 233.3 |
| 8K Ecosystem | 291.1 | 337.6 | 350.4 | 334.2 | 262.5 | 311.8 |
| ICT | 56.9 | 43.5 | 78.2 | 104.1 | 96.5 | 83.7 |
| Subtotal | 551.3 | 616.4 | 661.8 | 663.4 | 539.8 | 628.9 |
| Adjustments | -17.4 | -21.3 | -19.3 | -34.8 | -24.8 | -23.3 |
| Total | 533.8 | 595.1 | 642.5 | 628.5 | 514.9 | 605.6 |

*Sales include inter-segment sales and transfers.
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## Quarterly Operating Profit by Segment

|  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  |  | FY2019 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Smart Life | $\begin{array}{r} 5.6 \\ (2.8 \%) \end{array}$ | $\begin{array}{r} 8.9 \\ (3.8 \%) \end{array}$ | $\begin{array}{r} 11.1 \\ (4.8 \%) \end{array}$ | $\begin{array}{r} 5.1 \\ (2.3 \%) \end{array}$ | $\begin{array}{r} 6.2 \\ (3.5 \%) \end{array}$ | $\begin{array}{r} 12.4 \\ (5.3 \%) \end{array}$ |
| 8K Ecosystem | $\begin{array}{r} 14.1 \\ (4.9 \%) \end{array}$ | $\begin{array}{r} 13.1 \\ (3.9 \%) \end{array}$ | $\begin{array}{r} 13.2 \\ (3.8 \%) \end{array}$ | $\begin{array}{r} 6.8 \\ (2.1 \%) \end{array}$ | $\begin{array}{r} 6.5 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} 11.0 \\ (3.5 \%) \end{array}$ |
| ICT | $\begin{array}{r} 7.3 \\ (12.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.3 \\ (5.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.8 \\ (3.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 8.7 \\ (8.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 7.3 \\ (7.6 \%) \end{array}$ | $\begin{array}{r} 3.7 \\ (4.5 \%) \\ \hline \end{array}$ |
| Subtotal | $\begin{array}{r} 27.0 \\ (4.9 \%) \end{array}$ | $\begin{array}{r} 24.5 \\ (4.0 \%) \end{array}$ | $\begin{array}{r} 27.2 \\ (4.1 \%) \end{array}$ | $\begin{array}{r} 20.8 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 0 . 1} \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 27.2 \\ (4.3 \%) \end{array}$ |
| Adjustments | -2.2 | -2.3 | -5.9 | -4.9 | -5.5 | -4.8 |
| Total | $\begin{array}{r} 24.8 \\ (4.6 \%) \end{array}$ | $\begin{array}{r} 22.2 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 21.2 \\ (3.3 \%) \end{array}$ | $\begin{array}{r} 15.8 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} 14.6 \\ (2.8 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 2 . 3} \\ (3.7 \%) \end{array}$ |

*Figures within parentheses indicate operating margin.

## Capital Investment / Depreciation and Amortization, etc.

(Billions of Yen)

|  | FY2018 |  |  | FY2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast | Fiscal Year Forecast |
| Capital Investment | 27.8 | 28.1 | 55.9 | 29.3 | 40.7 | 70.0 |
| Displays | 9.2 | 14.5 | 23.8 | 10.2 | 23.2 | 33.4 |
| Depreciation and Amortization | 34.5 | 37.3 | 71.9 | 30.8 | 39.2 | 70.0 |
| R\&D Expenditures | 53.8 | 54.7 | 108.5 | 49.9 | 60.1 | 110.0 |
| Avg. Exchange Rate |  |  |  |  | (Yen) |  |
|  | FY2018 |  |  | FY2019 |  |  |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast |  |
| US Dollar | 109.27 | 110.55 | 109.91 | 107.63 | 105.00 |  |
| Euro | 128.34 | 125.47 | 126.90 | 119.91 | 120.00 |  |

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## Quarterly Capital Investment and Depreciation, etc.

|  |  |  |  |  |  | s of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2018 |  |  |  | FY2019 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Capital Investment | 11.3 | 16.4 | 14.7 | 13.4 | 9.0 | 20.2 |
| Displays | 4.4 | 4.7 | 8.3 | 6.2 | 3.6 | 6.6 |
| Depreciation and Amortization | 17.1 | 17.3 | 18.9 | 18.4 | 14.9 | 15.9 |
| R\&D Expenditures | 30.4 | 23.3 | 32.0 | 22.6 | 28.9 | 21.0 |
| Avg. Exchange Rate |  |  |  |  |  | (Yen) |
|  | FY2018 |  |  |  | FY2019 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| US Dollar | 108.07 | 110.46 | 111.90 | 109.21 | 108.90 | 106.35 |
| Euro | 128.56 | 128.12 | 127.28 | 123.66 | 121.99 | 117.84 |

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[^0]:    *Amounts less than 100 million yen shown in this presentation material have been rounded down.
    *Year-on-year change has been calculated based on 100 million yen units. Percentage change has been calculated based on actual figures.

