## Consolidated Financial Results for the Second Quarter, Fiscal 2021

## I . Consolidated Financial Results for the First Half, Fiscal 2021

Consolidated Financial Results for the Second Quarter, Fiscal 2021

Consolidated Financial Results Forecast for Fiscal 2021

## II. Supplementary Data

## SHARP CORPORATION

November 4, 2021

## 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.

[^0]I. Consolidated Financial Results for the First Half, Fiscal 2021

Consolidated Financial Results for the Second Quarter, Fiscal 2021

Consolidated Financial Results Forecast for Fiscal 2021

## Consolidated Financial Results

- First-half net sales and profits outperformed results from the same period in the previous year. Ordinary profit and bottom-line profit rose significantly at 1.7 times and 1.8 times, respectively.
- Q2 fiscal 2021 net sales were lower year on year, mainly due to the re-emergence of COVID-19 and disruptions in the supply chain. However, every profit measure rose, and bottom-line profit was 1.3 times higher due to steady progress in profitability improvements.
- White goods continued to maintain an over 10\% profit margin, while display devices saw a significant recovery in profit.
- We did not change our full-year forecast for fiscal 2021, as business performance is progressing in line with our expectations at the beginning of the fiscal year.


## Consolidated Financial Results for the First Half, Fiscal 2021



## (First Half) Sales by Segment

|  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |  |
|  | First Half | Second Half | Fiscal Year | First Half | Y on Y |
| Smart Life | 212.0 | 243.4 | 455.5 | 223.9 | +5.6\% |
| 8K Ecosystem | 227.9 | 265.0 | 493.0 | 276.0 | +21.1\% |
| ICT | 162.5 | 180.9 | 343.4 | 162.1 | -0.3\% |
| Brand Businesses | 602.6 | 689.4 | 1,292.0 | 662.1 | +9.9\% |
| Display Device | 403.3 | 409.4 | 812.7 | 436.7 | +8.3\% |
| Electronic Device | 194.2 | 234.3 | 428.5 | 170.0 | -12.4\% |
| Device Businesses | 597.6 | 643.7 | 1,241.3 | 606.8 | +1.6\% |
| Subtotal | 1,200.2 | 1,333.2 | 2,533.4 | 1,269.0 | +5.7\% |
| Adjustments | -56.7 | -50.8 | -107.5 | -50.8 | - |
| Total | 1,143.4 | 1,282.4 | 2,425.9 | 1,218.2 | +6.5\% |
| Left bar: H1, FY2020 <br> Right bar: H1, FY2021 |  |  |  |  |  |
|  |  |  |  |  |  |
| 0 SL | 8K | ICT | D |  | ED |

SHARP
*Sales include inter-segment sales and transfers.

## (First Half) Operating Profit by Segment

|  | within parenth | eses indicate ope | rating margin. | (Bil | ns of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY2020 |  | FY20 |  |
|  | First Half | Second Half | Fiscal Year | First Half | Y on Y |
| Smart Life | 23.5 | 35.3 | 58.8 | 24.4 | +3.9\% |
| Smart Life | (11.1\%) | (14.5\%) | (12.9\%) | (10.9\%) |  |
|  | 7.3 | 8.1 | 15.5 | 11.5 | +57.4\% |
| 8K Ecosystem | (3.2\%) | (3.1\%) | (3.1\%) | (4.2\%) |  |
| ICT | 7.2 | 8.1 | 15.4 | 3.1 | -57.1\% |
| ICT | (4.5\%) | (4.5\%) | (4.5\%) | (1.9\%) |  |
|  | 38.1 | 51.6 | 89.8 | 39.1 | +2.5\% |
| and Businesses | (6.3\%) | (7.5\%) | (7.0\%) | (5.9\%) |  |
|  | -3.5 | 5.3 | 1.8 | 9.3 | - |
| Display Device | (-0.9\%) | (1.3\%) | (0.2\%) | (2.1\%) |  |
| Electronic Device | 4.7 | 7.9 | 12.6 | 0.3 | -92.2\% |
|  | (2.4\%) | (3.4\%) | (3.0\%) | (0.2\%) |  |
|  | 1.2 | 13.3 | 14.5 | 9.6 | 7.8-fold |
| Device Businesses | (0.2\%) | (2.1\%) | (1.2\%) | (1.6\%) |  |
| Subtotal | 39.4 | 64.9 | 104.3 | 48.8 | +23.9\% |
| Subtotal | (3.3\%) | (4.9\%) | (4.1\%) | (3.8\%) |  |
| Adjustments | -9.7 | -11.4 | -21.2 | -9.8 | - |
| Total | 29.6 | 53.4 | 83.1 | 39.0 | +31.6\% |
| Total | (2.6\%) | (4.2\%) | (3.4\%) | (3.2\%) |  |
| Left bar: H1, FY2020 Right bar: H1, FY2021 |  |  |  |  |  |
| 0 |  |  |  |  |  |
| SHARP SL | 8K | ICT |  |  | ED |

## Consolidated Financial Results for the Second Quarter, Fiscal 2021



## Operating Profit Analysis :

## Y on Y Change Factors for the Second Quarter, Fiscal 2021

(Billions of Yen)


## Sales and Operating Profit Analysis: <br> Y on Y Change by Segment for the Second Quarter, Fiscal 2021



## (Second Quarter) Sales by Segment

|  | FY2020 |  |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Smart Life | 95.3 | 116.7 | 117.6 | 125.7 | 111.0 | 112.9 | -3.3\% |
| 8K Ecosystem | 100.5 | 127.4 | 127.4 | 137.6 | 137.5 | 138.5 | +8.7\% |
| ICT | 84.5 | 77.9 | 83.1 | 97.7 | 80.2 | 81.8 | +5.0\% |
| Brand Businesses | 280.4 | 322.1 | 328.2 | 361.2 | 328.7 | 333.3 | +3.5\% |
| Display Device | 171.8 | 231.4 | 215.6 | 193.7 | 213.3 | 223.4 | -3.5\% |
| Electronic Device | 86.6 | 107.5 | 157.1 | 77.2 | 96.5 | 73.5 | -31.6\% |
| Device Businesses | 258.5 | 339.0 | 372.8 | 270.9 | 309.8 | 297.0 | -12.4\% |
| Subtotal | 539.0 | 661.1 | 701.0 | 632.1 | 638.6 | 630.3 | -4.7\% |
| Adjustments | -24.5 | -32.1 | -27.6 | -23.1 | -27.0 | -23.7 | - |
| Total | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 | -3.6\% |

Left bar: Q2, FY2020
Right bar: Q2, FY2021

# (Second Quarter) Operating Profit by Segment 

|  | *Figures within parentheses indicate operating margin. |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Smart Life | $\begin{array}{r} \mathbf{1 0 . 1} \\ (10.7 \%) \end{array}$ | $\begin{array}{r} 13.3 \\ (11.5 \%) \end{array}$ | $\begin{array}{r} 16.8 \\ (14.3 \%) \end{array}$ | $\begin{array}{r} 18.5 \\ (14.7 \%) \end{array}$ | $\begin{array}{r} 12.6 \\ (11.4 \%) \end{array}$ | $\begin{array}{r} 11.8 \\ (10.5 \%) \end{array}$ | -11.3\% |
| 8K Ecosystem | 0.5 $(0.5 \%)$ | 6.8 $(5.4 \%)$ | 5.1 $(4.1 \%)$ | 3.0 | 4.1 | 7.3 | +7.9\% |
| 8K Ecosystem | (0.5\%) | (5.4\%) | (4.1\%) | (2.2\%) | (3.0\%) | (5.3\%) |  |
| ICT | $4.5$ | $2.7$ |  | $4.3$ | 2.1 $(2.7 \%)$ | $\begin{array}{r} 0.9 \\ 1 \end{array}$ | -63.3\% |
|  | (5.4\%) 15.2 | (3.5\%) 22.9 | (4.5\%) $\mathbf{2 5 . 7}$ | (4.5\%) 25.8 | (2.7\%) 18.9 |  | -11.7\% |
| Brand Businesses | (5.4\%) | (7.1\%) | (7.8\%) | (7.2\%) | (5.8\%) | (6.1\%) | -11.7\% |
|  | -3.0 | -0.4 | 2.2 | 3.1 | 3.3 | 5.9 | - |
| Display Device | (-1.8\%) | (-0.2\%) | (1.1\%) | (1.6\%) | (1.6\%) | (2.7\%) |  |
| Electronic Device | 1.4 | 3.2 | 9.7 | -1.8 | 1.0 | -0.7 | - |
| Electronic Device | (1.7\%) | (3.1\%) | (6.2\%) | (-2.3\%) | (1.1\%) | (-1.0\%) |  |
| Device Businesses | -1.5 | 2.8 | 12.0 | 1.2 | 4.3 | 5.2 | +87.2\% |
| Device Businesses | (-0.6\%) | (0.8\%) | (3.2\%) | (0.5\%) | (1.4\%) | (1.8\%) |  |
|  | 13.6 | 25.7 | 37.7 | 27.1 | 23.3 | 25.5 | -0.9\% |
| Subtotal | (2.5\%) | (3.9\%) | (5.4\%) | (4.3\%) | (3.7\%) | (4.0\%) |  |
| Adjustments | -3.8 | -5.9 | -5.4 | -6.0 | -4.9 | -4.8 |  |
|  | 9.8 | 19.7 | 32.3 | 21.1 | 18.3 | 20.6 | +4.4\% |
| Total | (1.9\%) | (3.1\%) | (4.8\%) | (3.5\%) | (3.0\%) | (3.4\%) |  |
| eft bar: Q2, FY2020 |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 0 |  |  |  |  |  |  |  |

## Smart Life



SHARP
Brand Businesses $\quad$ 8K Ecosystem

| (Billions of Yen) | FY2020 |  |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Sales | 100.5 | 127.4 | 127.4 | 137.6 | 137.5 | 138.5 | +8.7\% |
| Operating | 0.5 | 6.8 | 5.1 | 3.0 | 4.1 | 7.3 | +7.9\% |
| Profit | (0.5\%) | (5.4\%) | (4.1\%) | (2.2\%) | (3.0\%) | (5.3\%) |  |


(Incr.) Impact of SNDS* consolidation
(Incr.) Smart office business growth
(Incr.) Impact of MFP business sales growth in Europe, the Americas
(Dec.) Impact of logistics bottlenecks in Europe, the Americas
(Dec.) Impact of re-emergence of COVID-19, particularly in Asia

Operating profit (Increase)
(Billions of Yen)
(\%)

(Incr.) Increase in sales
(Incr.) Improved cost performance
(Incr.) Increase in MFP print volume in Japan
(Dec.) Rising component prices, increased logistics costs

[^1]| (Billions of Yen) | FY2020 |  |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Sales | 84.5 | 77.9 | 83.1 | 97.7 | 80.2 | 81.8 | +5.0\% |
| Operating | 4.5 | 2.7 | 3.7 | 4.3 | 2.1 | 0.9 | -63.3\% |
| Profit | (5.4\%) | (3.5\%) | (4.5\%) | (4.5\%) | (2.7\%) | (1.2\%) |  |


(Incr.) Increase in corporate PC business sales in Japan
(Incr.) Strong sales of home routers and other new category products in the mobile communications business
(Dec.) Impact of component bottlenecks

## Device Businesses <br> Display Device

| (Billions of Yen) | FY2020 |  |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Sales | 171.8 | 231.4 | 215.6 | 193.7 | 213.3 | 223.4 | -3.5\% |
| Operating | -3.0 | -0.4 | 2.2 | 3.1 | 3.3 | 5.9 | - |
| Profit | (-1.8\%) | (-0.2\%) | (1.1\%) | (1.6\%) | (1.6\%) | (2.7\%) |  |


(Dec.) Decrease in panels for smartphones
(Dec.) Impact of semiconductor bottlenecks
(Incr.) Growth in panels for automotive
(Incr.) Firm performance for PCs and tablets

(Incr.) Model mix improvement through increased sales of medium-size panels, etc.
(Dec.) Rising prices for semiconductors, etc.

| (Billions of Yen) | FY2020 |  |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Y on Y |
| Sales | 86.6 | 107.5 | 157.1 | 77.2 | 96.5 | 73.5 | -31.6\% |
| Operating | 1.4 | 3.2 | 9.7 | -1.8 | 1.0 | -0.7 | - |
| Profit | (1.7\%) | (3.1\%) | (6.2\%) | (-2.3\%) | (1.1\%) | (-1.0\%) |  |


(Dec.) Impact of the re-emergence of COVID-19 on production (production has normalized more recently)

(Dec.) Decrease in sales

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

|  |  |  |  |  |  | (Billi | s of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Difference ( Y on Y ) |
| Operating Profit | 9.8 | 19.7 | 32.3 | 21.1 | 18.3 | 20.6 | +0.9 |
| Non-operating Income (Expenses) | +1.4 | -1.1 | -18.3 | -1.7 | +7.2 | +4.5 | +5.6 |
| Interest expense | -1.2 | -1.5 | -1.3 | -1.3 | -1.3 | -1.1 | +0.4 |
| Foreign exchange gain (loss) | +2.2 | +1.3 | +0.8 | +1.0 | +3.2 | +3.7 | +2.4 |
| Share of profit (loss) of entities accounted for using equity method | -0.6 | -2.8 | -15.3 | +2.1 | +4.3 | +2.3 | +5.1 |
| Ordinary Profit | 11.2 | 18.5 | 13.9 | 19.3 | 25.6 | 25.2 | +6.7 |
| Extraordinary Income (Losses) | -0.2 | -0.1 | +8.6 | -4.9 | +0.7 | +0.8 | +0.9 |
| Gain (loss) on sale of non-current assets | +2.8 | - | +2.6 | +0.1 | +0.1 | +0.4 | +0.4 |
| Gain on receipt of donated non-current assets | - | - | +6.1 | +0.5 | +0.7 | +0.5 | +0.5 |
| Impairment loss | -0.8 | -0.1 | -0.1 | -5.2 | - | - | +0.1 |
| Loss on valuation of investment securities | -2.0 | - | - | - |  |  | - |
| Pretax Income | 11.0 | 18.4 | 22.5 | 14.3 | 26.3 | 26.0 | +7.6 |
| Income Taxes, etc. | -2.8 | -2.8 | -5.1 | -2.2 | -4.6 | -5.2 | -2.4 |
| Profit Attributable to Owners of Parent | 8.1 | 15.5 | 17.3 | 12.1 | 21.6 | 20.8 | +5.3 |
| SHARP |  |  |  |  |  |  | 16 |

## Consolidated Balance Sheets

- Cash and deposits amounted to 261.5 billion yen, while net assets were 392.0 billion yen and the equity ratio was $\mathbf{2 0 . 0 \%}$. These results were due to factors including the recording of 20.8 billion yen in bottom-line profit and a reduction of more than $\mathbf{2 0 . 0}$ billion yen in interest-bearing debt for Q2.

|  | FY2020 |  |  |  | FY2020 <br> End of Mar. | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY2021 |  |  |  | FY2 |  |
|  | End of Mar. | End of Jun. | End of Sep. |  |  | End of Jun. | End of Sep. |
| Cash and deposits | 341.9 | 266.0 | 261.5 | Notes and accounts payable - trade, etc. | 396.4 | 416.2 | 403.6 |
| Notes and accounts receivable - trade, etc. | 457.6 | 502.4 | 461.0 | Short-term borrowings | 163.0 | 116.1 | 82.4 |
| Inventories | 263.0 | 294.8 | 311.6 | Current portion of bonds payable | 0.0 | 0.0 | 0.0 |
| Other current assets | 126.1 | 113.3 | 119.9 | Other current liabilities | 326.1 | 340.7 | 337.6 |
| Current Assets | 1,188.7 | 1,176.6 | 1,154.2 | Current Liabilities | 885.5 | 873.1 | 823.7 |
| Property, plant and Equipment | 438.4 | 440.0 | 443.5 | Bonds payable | 0.0 | 0.0 | 0.0 |
| Intangible assets | 45.1 | 45.0 | 43.5 | Long-term borrowings | 561.8 | 558.4 | 569.4 |
| Investments and other Assets | 254.8 | 250.9 | 254.1 | Other non-current liabilities | 115.6 | 112.6 | 110.2 |
| Non-current Assets | 738.4 | 736.0 | 741.2 | Non-current Liabilities | 677.5 | 671.1 | 679.7 |
| Total Assets | 1,927.2 | 1,912.6 | 1,895.5 | Net Assets | 364.1 | 368.3 | 392.0 |
|  |  |  |  | Total Liabilities and Net Assets | 1,927.2 | 1,912.6 | 1,895.5 |

Exchange Rate, End of Period

| USD/JPY | 109.72 |
| :--- | :--- |
| Euro/JPY | 128.26 |


| 109.61 | 110.95 |
| :--- | :--- |
| 130.13 | 128.40 |


| Equity Ratio | $18.2 \%$ |
| :--- | ---: |
| Equity | 350.3 |


| $18.5 \%$ | $20.0 \%$ |
| ---: | ---: |
| 354.7 | 379.3 |

## Inventory Trends

- Inventory amounted to 311.6 billion yen as of the end of September 2021, an increase of 16.8 billion yen compared with the end of June 2021
- Inventory levels reflect our considerations of component bottlenecks, delayed logistics, supply chain disruptions, and demand in the second half and later



## Interest-Bearing Debt Trends

- Interest-bearing debt was 665.3 billion yen, compared to a balance of 689.4 billion yen as of June 30, 2021. Interest-bearing debt to monthly sales ratio was 3.28 months, compared to 3.38 months as of June 30, 2021.
- Net interest-bearing debt* decreased 19.6 billion yen to 403.8 billion yen



## Fiscal 2021 Consolidated Financial Results Forecast

## External Environment

- Outlook regarding COVID-19 is uncertain, but economic activity is expected to normalize
-Supply chain disruptions likely to continue for the time being
Conditions at Sharp
- First half results in line with initial forecast
-Second half results should also be in line with initial forecast
(Billions of Yen)

|  | FY2020 | FY2021 |  |
| :---: | :---: | :---: | :---: |
|  | Fiscal Year | Fiscal Year Forecast | Y on Y |
| Net Sales | 2,425.9 | 2,550.0 | +5.1\% |
| Operating Profit (margin) | $\begin{array}{r} 83.1 \\ (3.4 \%) \end{array}$ | $\begin{gathered} 101.0 \\ (4.0 \%) \end{gathered}$ | +21.5\% |
| Ordinary Profit (margin) | $\begin{array}{r} 63.1 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 91.0 \\ (3.6 \%) \end{array}$ | +44.0\% |
| Profit Attributable to Owners of Parent (margin) | $\begin{array}{r} 53.2 \\ (2.2 \%) \end{array}$ | $\begin{array}{r} 76.0 \\ (3.0 \%) \end{array}$ | +42.7\% |


| Avg. Exchange Rate |  | Second Half <br> Forecast |
| :---: | :---: | :---: | :---: |
|  | 105.06 |  |
| Euro/JPY | 122.20 | 108.00 |

## II. Supplementary Data

## Consolidated Financial Results

(Billions of Yen)

|  | FY2020 |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast | Fiscal Year Forecast |
| Net Sales | 1,143.4 | 1,282.4 | 2,425.9 | 1,218.2 | 1,331.8 | 2,550.0 |
| Operating Profit (margin) | $\begin{array}{r} 29.6 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 53.4 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} 83.1 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} 39.0 \\ (3.2 \%) \end{array}$ | $\begin{array}{r} 62.0 \\ (4.7 \%) \end{array}$ | $\begin{gathered} 101.0 \\ (4.0 \%) \end{gathered}$ |
| Ordinary Profit (margin) | $\begin{array}{r} 29.8 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 33.2 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 63.1 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 50.8 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} 40.2 \\ (3.0 \%) \end{array}$ | $\begin{gathered} 91.0 \\ (3.6 \%) \end{gathered}$ |
| Profit Attributable to Owners of Parent | 23.7 | 29.4 | 53.2 | 42.5 | 33.5 | 76.0 |
|  | (2.1\%) | (2.3\%) | (2.2\%) | (3.5\%) | (2.5\%) | (3.0\%) |

## Consolidated Quarterly Financial Results

|  |  |  |  |  |  | ns of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Net Sales | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 |
| Operating Profit | 9.8 | 19.7 | 32.3 | 21.1 | 18.3 | 20.6 |
| (margin) | (1.9\%) | (3.1\%) | (4.8\%) | (3.5\%) | (3.0\%) | (3.4\%) |
| Ordinary Profit | 11.2 | 18.5 | 13.9 | 19.3 | 25.6 | 25.2 |
| (margin) | (2.2\%) | (3.0\%) | (2.1\%) | (3.2\%) | (4.2\%) | (4.2\%) |
| Profit Attributable to Owners of Parent | 8.1 | 15.5 | 17.3 | 12.1 | 21.6 | 20.8 |
| (margin) | (1.6\%) | (2.5\%) | (2.6\%) | (2.0\%) | (3.5\%) | (3.4\%) |

## Sales by Segment

(Billions of Yen)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |
|  | First Half | Second Half | Fiscal Year | First Half |
| Smart Life | 212.0 | 243.4 | 455.5 | 223.9 |
| 8K Ecosystem | 227.9 | 265.0 | 493.0 | 276.0 |
| ICT | 162.5 | 180.9 | 343.4 | 162.1 |
| Brand Businesses | 602.6 | 689.4 | 1,292.0 | 662.1 |
| Display Device | 403.3 | 409.4 | 812.7 | 436.7 |
| Electronic Device | 194.2 | 234.3 | 428.5 | 170.0 |
| Device Businesses | 597.6 | 643.7 | 1,241.3 | 606.8 |
| Subtotal | 1,200.2 | 1,333.2 | 2,533.4 | 1,269.0 |
| Adjustments | -56.7 | -50.8 | -107.5 | -50.8 |
| Total | 1,143.4 | 1,282.4 | 2,425.9 | 1,218.2 |

*Sales include inter-segment sales and transfers.

## Operating Profit by Segment

|  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |
|  | First Half | Second Half | Fiscal Year | First Half |
| Smart Life | 23.5 | 35.3 | 58.8 | 24.4 |
|  | (11.1\%) | (14.5\%) | (12.9\%) | (10.9\%) |
| 8K Ecosystem |  | 8.1 | 15.5 | 11.5 |
|  | (3.2\%) | (3.1\%) | (3.1\%) | (4.2\%) |
| ICT | 7.2 | 8.1 | 15.4 | 3.1 |
|  | (4.5\%) | (4.5\%) | (4.5\%) | (1.9\%) |
| Brand Businesses | 38.1 | 51.6 | 89.8 | 39.1 |
|  | (6.3\%) | (7.5\%) | (7.0\%) | (5.9\%) |
| Display Device | -3.5 | 5.3 | 1.8 | 9.3 |
|  | (-0.9\%) | (1.3\%) | (0.2\%) | (2.1\%) |
| Electronic Device | 4.7 | 7.9 | 12.6 | 0.3 |
|  | (2.4\%) | (3.4\%) | (3.0\%) | (0.2\%) |
| Device Businesses | 1.2 | 13.3 | 14.5 | 9.6 |
|  | (0.2\%) | (2.1\%) | (1.2\%) | (1.6\%) |
| Subtotal | 39.4 | 64.9 | 104.3 | 48.8 |
|  | (3.3\%) | (4.9\%) | (4.1\%) | (3.8\%) |
| Adjustments | -9.7 | -11.4 | -21.2 | -9.8 |
| Total | 29.6 | 53.4 | 83.1 | 39.0 |
|  | (2.6\%) | (4.2\%) | (3.4\%) | (3.2\%) |

## Quarterly Sales by Segment

|  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Smart Life | 95.3 | 116.7 | 117.6 | 125.7 | 111.0 | 112.9 |
| 8K Ecosystem | 100.5 | 127.4 | 127.4 | 137.6 | 137.5 | 138.5 |
| ICT | 84.5 | 77.9 | 83.1 | 97.7 | 80.2 | 81.8 |
| Brand Businesses | 280.4 | 322.1 | 328.2 | 361.2 | 328.7 | 333.3 |
| Display Device | 171.8 | 231.4 | 215.6 | 193.7 | 213.3 | 223.4 |
| Electronic Device | 86.6 | 107.5 | 157.1 | 77.2 | 96.5 | 73.5 |
| Device Businesses | 258.5 | 339.0 | 372.8 | 270.9 | 309.8 | 297.0 |
| Subtotal | 539.0 | 661.1 | 701.0 | 632.1 | 638.6 | 630.3 |
| Adjustments | -24.5 | -32.1 | -27.6 | -23.1 | -27.0 | -23.7 |
| Total | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 |

*Sales include inter-segment sales and transfers.

## Quarterly Operating Profit by Segment

|  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Smart Life | $\begin{array}{r} 10.1 \\ (10.7 \%) \end{array}$ | $\begin{array}{r} 13.3 \\ (11.5 \%) \end{array}$ | $\begin{array}{r} 16.8 \\ (14.3 \%) \end{array}$ | $\begin{array}{r} 18.5 \\ (14.7 \%) \end{array}$ | $\begin{array}{r} 12.6 \\ (11.4 \%) \end{array}$ | $\begin{array}{r} 11.8 \\ (10.5 \%) \end{array}$ |
| 8K Ecosystem | $\begin{array}{r} 0.5 \\ (0.5 \%) \end{array}$ | $\begin{array}{r} 6.8 \\ (5.4 \%) \end{array}$ | $\begin{array}{r} 5.1 \\ (4.1 \%) \end{array}$ | $\begin{array}{r} 3.0 \\ (2.2 \%) \end{array}$ | $\begin{array}{r} 4.1 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 7.3 \\ (5.3 \%) \end{array}$ |
| ICT | $\begin{array}{r} 4.5 \\ (5.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.7 \\ (3.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3.7 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4.3 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.1 \\ (2.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 0.9 \\ (1.2 \%) \\ \hline \end{array}$ |
| Brand Businesses | $\begin{array}{r} 15.2 \\ (5.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 22.9 \\ (7.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 25.7 \\ (7.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} \mathbf{2 5 . 8} \\ (7.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 18.9 \\ (5.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} \mathbf{2 0 . 2} \\ (6.1 \%) \\ \hline \end{array}$ |
| Display Device | $\begin{array}{r} -3.0 \\ (-1.8 \%) \end{array}$ | $\begin{array}{r} -0.4 \\ (-0.2 \%) \end{array}$ | $\begin{array}{r} 2.2 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} 3.1 \\ (1.6 \%) \end{array}$ | 3.3 $(1.6 \%)$ | $\begin{array}{r} 5.9 \\ (2.7 \%) \end{array}$ |
| Electronic Device | $\begin{array}{r} 1.4 \\ (1.7 \%) \end{array}$ | $\begin{array}{r} 3.2 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 9.7 \\ (6.2 \%) \end{array}$ | $\begin{array}{r} -1.8 \\ (-2.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1.0 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} -0.7 \\ (-1.0 \%) \end{array}$ |
| Device Businesses | $\begin{array}{r} -1.5 \\ (-0.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.8 \\ (0.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 12.0 \\ (3.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1.2 \\ (0.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4.3 \\ (1.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 5.2 \\ (1.8 \%) \\ \hline \end{array}$ |
| Subtotal | $\begin{array}{r} 13.6 \\ (2.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 25.7 \\ (3.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 37.7 \\ (5.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 27.1 \\ (4.3 \%) \\ \hline \end{array}$ | 23.3 $(3.7 \%)$ |  |
| Adjustments | -3.8 | -5.9 | -5.4 | -6.0 | -4.9 | -4.8 |
| Total | $\begin{array}{r} 9.8 \\ (1.9 \%) \end{array}$ | $\begin{array}{r} 19.7 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 32.3 \\ (4.8 \%) \end{array}$ | $\begin{array}{r} 21.1 \\ (3.5 \%) \end{array}$ | 18.3 (3.0\%) | $\begin{array}{r} 20.6 \\ (3.4 \%) \end{array}$ |

## Capital Investment / Depreciation and Amortization

|  | (Billions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |  |  |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast | Fiscal Year Forecast |
| Capital Investment | 21.8 | 69.6 | 91.5 | 30.4 | 39.6 | 70.0 |
| Displays | 6.4 | 56.6 | 63.1 | 10.4 | 12.6 | 23.0 |
| Depreciation and Amortization | 29.6 | 33.9 | 63.5 | 31.2 | 48.8 | 80.0 |
| R\&D Expenditures | 43.0 | 43.7 | 86.7 | 39.9 | 55.1 | 95.0 |
| Avg. Exchange Rate |  |  |  |  | (Yen) |  |
|  | FY2020 |  |  | FY2021 |  |  |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half Forecast |  |
| US Dollar | 105.92 | 104.20 | 105.06 | 108.80 | 108.00 |  |
| Euro | 119.79 | 124.61 | 122.20 | 129.39 | 126.00 |  |

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## Quarterly Capital Investment and Depreciation, etc.

|  |  |  |  |  |  | s of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Capital Investment | 10.1 | 11.6 | 60.7 | 8.9 | 13.4 | 17.0 |
| Displays | 4.4 | 2.0 | 51.9 | 4.7 | 7.4 | 3.0 |
| Depreciation and Amortization | 15.2 | 14.4 | 16.4 | 17.4 | 15.3 | 15.9 |
| R\&D Expenditures | 20.3 | 22.6 | 21.9 | 21.7 | 19.6 | 20.3 |
| Avg. Exchange Rate |  |  |  |  |  | (Yen) |
|  | FY2020 |  |  |  | FY2021 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| US Dollar | 106.62 | 105.22 | 103.51 | 104.90 | 108.49 | 109.11 |
| Euro | 116.97 | 122.61 | 123.03 | 126.18 | 130.45 | 128.33 |

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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.
    *Segment Name Abbreviations:
    Smart Life: SL 8K Ecosystem: 8K ICT: ICT Display Device: DD Electronic Device: ED

[^1]:    * Sharp NEC Display Solutions, Ltd.

