# Consolidated Financial Results for the Fiscal Year Ended March 31, 2022 

## I . Consolidated Financial Results for Fiscal 2021

## II. Supplementary Data

## SHARP CORPORATION

May 11, 2022

## Outline

- Amid a challenging business environment, net sales and each profit measure grew in FY2021.
Ordinary profit and bottom-line profit increased significantly.
Due to the impacts of the lockdowns in China, the situation in Ukraine, etc., the supply chain was disrupted even more than anticipated in February through March, resulting in lower net sales, operating profit and bottom-line profit than publicly announced.
- Maintained double-digit profit margin in white goods, despite the impact of raw material price hikes; Profit in Display Device rose significantly due to improved model mix
- Dividends for FY2021 will be 40 yen per share, a dividend increase of 10 yen over the previous year.


## I. Consolidated Financial Results for Fiscal 2021

## Consolidated Financial Results for Fiscal 2021



## Operating Profit Analysis : Y on Y Change Factors for Fiscal 2021

(Billions of Yen)


## Sales and Operating Profit Analysis: Y on Y Change by Segment, Fiscal 2021



## (Fiscal 2021) Sales by Segment



## (Fiscal 2021) Operating Profit by Segment

|  | *Figures within parentheses indicate operating margin. |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |  |  |  |
|  | First <br> Half | Second Half | Fiscal Year | First <br> Half | Second Half | Fiscal Year | Y on Y |
| Smart Life | $\begin{array}{r} 23.5 \\ (11.1 \%) \end{array}$ | $\begin{array}{r} 35.3 \\ (14.5 \%) \end{array}$ | $\begin{array}{r} 58.8 \\ (12.9 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 4 . 4} \\ (10.9 \%) \end{array}$ | $\begin{array}{r} 23.8 \\ (10.7 \%) \end{array}$ | $\begin{array}{r} 48.2 \\ (10.8 \%) \end{array}$ | -18.0\% |
| 8K Ecosystem | $\begin{array}{r} 7.3 \\ (3.2 \%) \end{array}$ | $\begin{array}{r} 8.1 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 15.5 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 11.5 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} 13.4 \\ (4.6 \%) \end{array}$ | $\begin{array}{r} 24.9 \\ (4.4 \%) \end{array}$ | +60.8\% |
| ICT | $\begin{array}{r} 7.2 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 8.1 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 15.4 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3.1 \\ (1.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 0.9 \\ (0.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4.0 \\ (1.2 \%) \\ \hline \end{array}$ | -73.8\% |
| Brand Businesses | $\begin{array}{r} 38.1 \\ (6.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 51.6 \\ (7.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 89.8 \\ (7.0 \%) \\ \hline \end{array}$ | $\begin{array}{r} 39.1 \\ (5.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 38.1 \\ (5.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 77.2 \\ (5.8 \%) \\ \hline \end{array}$ | -13.9\% |
| Display Device | $\begin{array}{r} -3.5 \\ (-0.9 \%) \end{array}$ | $\begin{array}{r} 5.3 \\ (1.3 \%) \end{array}$ | $\begin{array}{r} 1.8 \\ (0.2 \%) \end{array}$ | $\begin{array}{r} 9.3 \\ (2.1 \%) \end{array}$ | $\begin{array}{r} 11.0 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 20.3 \\ (2.4 \%) \end{array}$ | +992.3\% |
| Electronic Device | $\begin{array}{r} 4.7 \\ (2.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 7.9 \\ (3.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 12.6 \\ (3.0 \%) \\ \hline \end{array}$ | $\begin{array}{r} 0.3 \\ (0.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 6.6 \\ (2.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 6.9 \\ (1.8 \%) \end{array}$ | -44.9\% |
| Device Businesses | $\begin{array}{r} 1.2 \\ (0.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 13.3 \\ (2.1 \%) \end{array}$ | $\begin{array}{r} 14.5 \\ (1.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 9.6 \\ (1.6 \%) \end{array}$ | $\begin{array}{r} 17.6 \\ (2.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 27.3 \\ (2.2 \%) \end{array}$ | +87.6\% |
| Subtotal | $\begin{array}{r} 39.4 \\ (3.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 64.9 \\ (4.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 104.3 \\ (4.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 48.8 \\ (3.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 55.7 \\ (4.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 104.6 \\ (4.0 \%) \\ \hline \end{array}$ | +0.2\% |
| Adjustments | -9.7 | -11.4 | -21.2 | -9.8 | -10.0 | -19.8 | - |
| Total | $\begin{array}{r} 29.6 \\ (2.6 \%) \end{array}$ | $\begin{array}{r} 53.4 \\ (4.2 \%) \end{array}$ | $\begin{array}{r} 83.1 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} 39.0 \\ (3.2 \%) \end{array}$ | $\begin{array}{r} 45.6 \\ (3.6 \%) \end{array}$ | $\begin{array}{r} 84.7 \\ (3.4 \%) \end{array}$ | +1.9\% |
| Left bar, FY2020 <br> Right bar, FY2021 |  |  |  |  |  |  |  |
| 0 |  |  |  |  |  |  | - |
| HARP SL | 8K |  | ICT |  | DD | ED |  |

## Smart Life

| (Billions of Yen) | FY2020 |  |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year | Y on Y |
| Sales | 212.0 | 243.4 | 455.5 | 223.9 | 222.2 | 446.1 | -2.1\% |
| Operating | 23.5 | 35.3 | 58.8 | 24.4 | 23.8 | 48.2 | -18.0\% |
| Profit | (11.1\%) | (14.5\%) | (12.9\%) | (10.9\%) | (10.7\%) | (10.8\%) |  |



## Sales (Decrease)

(Dec.) Fiscal 2021 domestic Plasmacluster sales decreased compared to the previous year. This year-on-year decrease was mainly due to special factors in the previous year that caused a significant increase in fiscal 2020 sales. However, we saw an increase in fiscal 2021 sales as compared to fiscal 2019.
(Dec.) Semiconductor shortages have impacted the energy solutions business
(Incr.) Significant growth for built-in ranges and other cooking appliances in Europe and the Americas
(Incr.) Strong performance in washing machines, refrigerators, and air conditioners in Asia and other locations
(Incr.) Increase in EPC business sales in Japan

## Operating profit (Decrease)

(Dec.) Soaring prices for semiconductors, raw materials, etc.
(Dec.) Change in product mix
(Incr.) Improved earnings capacity
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## Brand Businesses

## 8K Ecosystem



## ICT

| (Billions of Yen) | FY2020 |  |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year | Y on Y |
| Sales | 162.5 | 180.9 | 343.4 | 162.1 | 161.9 | 324.0 | -5.7\% |
| Operating | 7.2 | 8.1 | 15.4 | 3.1 | 0.9 | 4.0 | -73.8\% |
| Profit | (4.5\%) | (4.5\%) | (4.5\%) | (1.9\%) | (0.6\%) | (1.2\%) |  |



## Sales (Decrease)

(Dec.) Impact of semiconductor bottlenecks
(Dec.) Impact of the Q4 lockdowns in China
(Dec.) Pause in domestic GIGA School demand in the PC business
(Incr.) Increase in corporate PC business sales to the U.S., Asia, China, etc.

## Device Businesses

## Display Device

| (Billions of Yen) | FY2020 |  |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year | Y on Y |
| Sales | 403.3 | 409.4 | 812.7 | 436.7 | 422.8 | 859.6 | +5.8\% |
| Operating | -3.5 | 5.3 | 1.8 | 9.3 | 11.0 | 20.3 | +992.3\% |
| Profit | (-0.9\%) | (1.3\%) | (0.2\%) | (2.1\%) | (2.6\%) | (2.4\%) |  |



## Sales (Increase)

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


## Electronic Device

| (Billions of Yen) | FY2020 |  |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | $\begin{gathered} \text { Second } \\ \text { Half } \end{gathered}$ | Fiscal Year | Y on Y |
| Sales | 194.2 | 234.3 | 428.5 | 170.0 | 226.7 | 396.8 | -7.4\% |
| Operating | 4.7 | 7.9 | 12.6 | 0.3 | 6.6 | 6.9 | -44.9\% |
| Profit | (2.4\%) | (3.4\%) | (3.0\%) | (0.2\%) | (2.9\%) | (1.8\%) |  |



## Sales (Decrease)

(Dec.) Impact of COVID-19 on production continued from Q2 to the beginning of Q3


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



## (Fourth Quarter) Sales by Segment

|  |  |  |  |  | (Billions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Y on Y |
| Smart Life | 95.3 | 116.7 | 117.6 | 125.7 | 111.0 | 112.9 | 107.3 | 114.9 | -8.6\% |
| 8K Ecosystem | 100.5 | 127.4 | 127.4 | 137.6 | 137.5 | 138.5 | 148.9 | 142.6 | +3.6\% |
| ICT | 84.5 | 77.9 | 83.1 | 97.7 | 80.2 | 81.8 | 82.2 | 79.6 | -18.5\% |
| Brand Businesses | 280.4 | 322.1 | 328.2 | 361.2 | 328.7 | 333.3 | 338.5 | 337.2 | -6.6\% |
| Display Device | 171.8 | 231.4 | 215.6 | 193.7 | 213.3 | 223.4 | 221.8 | 201.0 | +3.8\% |
| Electronic Device | 86.6 | 107.5 | 157.1 | 77.2 | 96.5 | 73.5 | 139.5 | 87.1 | +12.9\% |
| Device Businesses | 258.5 | 339.0 | 372.8 | 270.9 | 309.8 | 297.0 | 361.3 | 288.2 | +6.4\% |
| Subtotal | 539.0 | 661.1 | 701.0 | 632.1 | 638.6 | 630.3 | 699.9 | 625.4 | -1.1\% |
| Adjustments | -24.5 | -32.1 | -27.6 | -23.1 | -27.0 | -23.7 | -24.0 | -23.9 | - |
| Total | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 | 675.8 | 601.5 | -1.2\% |

Left bar: Q4, FY2020
Right bar: Q4, FY2021

## (Fourth Quarter) Operating Profit by Segment

|  | *Figures within parentheses indicate operating margin. |  |  |  |  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Y on Y |
| Smart Life |  | 13.3 | 16.8 | 18.5 | 12.6 | 11.8 | 11.6 | 12.1 | -34.3\% |
| Smart Life | (10.7\%) | (11.5\%) | (14.3\%) | (14.7\%) | (11.4\%) | (10.5\%) | (10.9\%) | (10.6\%) |  |
| 8K Ecosystem | 0.5 | 6.8 | 5.1 | 3.0 | 4.1 | 7.3 | 6.8 | 6.5 | +119.4\% |
| 8K Ecosystem | (0.5\%) | (5.4\%) | (4.1\%) | (2.2\%) | (3.0\%) | (5.3\%) | (4.6\%) | (4.6\%) |  |
| ICT | 4.5 | 2.7 | 3.7 | 4.3 | 2.1 | 0.9 | 2.1 | -1.2 | - |
|  | (5.4\%) | (3.5\%) | (4.5\%) | (4.5\%) | (2.7\%) | (1.2\%) | (2.7\%) | (-1.6\%) |  |
| Brand Businesses | 15.2 | 22.9 | 25.7 | 25.8 | 18.9 | 20.2 | 20.7 | 17.4 | -32.6\% |
|  | (5.4\%) | (7.1\%) | (7.8\%) | (7.2\%) | (5.8\%) | (6.1\%) | (6.1\%) | (5.2\%) |  |
| Display Device | -3.0 | -0.4 | 2.2 | 3.1 | 3.3 | 5.9 | 5.6 | 5.3 | +73.3\% |
|  | (-1.8\%) | (-0.2\%) | (1.1\%) | (1.6\%) | (1.6\%) | (2.7\%) | (2.5\%) | (2.7\%) |  |
| Electronic Device | 1.4 | 3.2 | 9.7 | -1.8 | 1.0 | -0.7 | 5.6 | 0.9 | - |
|  | (1.7\%) | (3.1\%) | (6.2\%) | (-2.3\%) | (1.1\%) | (-1.0\%) | (4.1\%) | (1.1\%) |  |
| Device Businesses | -1.5 | 2.8 | 12.0 | 1.2 | 4.3 | 5.2 | 11.2 | $6.3+389.3 \%$ |  |
|  | (-0.6\%) | (0.8\%) | (3.2\%) | (0.5\%) | (1.4\%) | (1.8\%) | (3.1\%) | (2.2\%) | -12.5\% |
| Subtotal | 13.6 | 25.7 | 37.7 | 27.1 | 23.3 | 25.5 | 31.9 | 23.7 |  |
|  | (2.5\%) | (3.9\%) | (5.4\%) | (4.3\%) | (3.7\%) | (4.0\%) | (4.6\%) | (3.8\%) |  |
| Adjustments | -3.8 | -5.9 | -5.4 | -6.0 | -4.9 | -4.8 | -7.1 | -2.9 |  |
| Total | 9.8 | 19.7 | 32.3 | 21.1 | 18.3 | 20.6 | 24.8 | 20.8 | -1.3\% |
|  | (1.9\%) | (3.1\%) | (4.8\%) | (3.5\%) | (3.0\%) | (3.4\%) | (3.7\%) | (3.5\%) |  |
| Left bar: Q4, FY2020 <br> Right bar: Q4, FY2021 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| SHARP | SL | 8K |  | ICT | DD |  | ED | 15 |  |

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

|  |  |  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  | FY2021 |  |  |  |
|  | Q4 | Fiscal Year | Q4 | Difference ( Y on Y ) | Fiscal Year | Difference ( Y on Y ) |
| Operating Profit | 21.1 | 83.1 | 20.8 | -0.3 | 84.7 | +1.6 |
| Non-operating Income (Expenses) | -1.7 | -19.9 | +9.5 | +11.2 | +30.2 | +50.1 |
| Interest expenses | -1.3 | -5.5 | -0.7 | +0.6 | -4.4 | +1.1 |
| Foreign exchange gains (losses) | +1.0 | +5.5 | +6.4 | +5.4 | +18.9 | +13.4 |
| Investment income (expenses) | -4.8 | -4.8 | +4.8 | +9.6 | +9.2 | +14.0 |
| Share of profit (loss) of entities accounted for using equity method | +2.1 | -16.7 | -1.7 | -3.8 | +3.6 | +20.3 |
| Ordinary Profit | 19.3 | 63.1 | 30.3 | +11.0 | 114.9 | +51.8 |
| Extraordinary Income (Losses) | -4.9 | +3.2 | -24.7 | -19.8 | -25.1 | -28.3 |
| Gain (loss) on sale of non-current assets | +0.1 | +5.6 | +2.2 | +2.1 | +5.1 | -0.5 |
| Gain (loss) on sale of businesses | - | - | -0.2 | -0.2 | +5.7 | +5.7 |
| Gain on donation of non-current assets | +0.5 | +6.6 | +0.0 | -0.5 | +1.3 | -5.3 |
| Impairment losses | -5.2 | -6.4 | -14.9 | -9.7 | -22.7 | -16.3 |
| Provision for loss on litigation | - | - | -11.7 | -11.7 | -11.7 | -11.7 |
| Settlement payments | - | - | - | - | -2.7 | -2.7 |
| Pretax Income | 14.3 | 66.4 | 5.5 | -8.8 | 89.8 | +23.4 |
| Income Taxes, etc. | -2.2 | -13.1 | -2.4 | -0.2 | -15.8 | -2.7 |
| Bottom-line Profit | 12.1 | 53.2 | 3.1 | -9.0 | 73.9 | +20.7 |
| SHARP |  |  |  |  |  | 16 |

## Consolidated Balance Sheets

- Cash and deposits as of the end of fiscal 2021 amounted to 287.3 billion yen, net assets amounted to 469.2 billion yen, and equity ratio amounted to $\mathbf{2 3 . 2 \%}$

|  | FY2020 <br> End of Mar. | FY2021 |  |  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | FY2020 | FY2 | 021 |
|  |  | End of Dec. | End of Mar. |  | End of Mar. | End of Dec. | End of Mar. |
| Cash and deposits | 341.9 | 243.3 | 287.3 | Notes and accounts payable - trade, etc. | 396.4 | 459.0 | 422.3 |
| Notes and accounts receivable - trade, etc. | 457.6 | 553.5 | 487.1 | Short-term borrowings | 163.0 | 73.0 | 54.3 |
| Inventories | 263.0 | 316.4 | 310.2 | Current portion of bonds payable | 0.0 | 0.0 | 0.0 |
| Other current assets | 126.1 | 122.5 | 145.8 | Other current liabilities | 326.1 | 322.4 | 331.5 |
| Current Assets | 1,188.7 | 1,235.9 | 1,230.6 | Current Liabilities | 885.5 | 854.6 | 808.1 |
| Property, plant and Equipment | 438.4 | 434.3 | 418.2 | Bonds payable | 0.0 | 0.0 | 0.0 |
| Intangible assets | 45.1 | 42.6 | 42.2 | Long-term borrowings | 561.8 | 570.8 | 572.2 |
| Investments and other Assets | 254.8 | 255.2 | 265.1 | Other non-current liabilities | 115.6 | 108.1 | 106.5 |
| Non-current Assets | 738.4 | 732.3 | 725.6 | Non-current Liabilities | 677.5 | 679.0 | 678.8 |
| Total Assets | 1,927.2 | 1,968.2 | 1,956.2 | Net Assets | 364.1 | 434.5 | 469.2 |
|  |  |  |  | Total Liabilities and Net Assets | 1,927.2 | 1,968.2 | 1,956.2 |
| Exchange Rate, End of Period |  |  |  |  |  |  |  |
| USD/JPY | 109.72 | 114.02 | 121.41 | Equity Ratio | 18.2\% | 21.4\% | 23.2\% |
| Euro/JPY | 128.26 | 129.02 | 135.27 | Equity | 350.3 | 421.2 | 454.2 |

## Inventory Trends

- Inventory amounted to 310.2 billion yen, a decrease of 6.2 billion yen compared with the end of December 2021; our ratio of inventory to monthly sales decreased 0.01 months to 1.49 months.
- In response to disruptions in the supply chain, we intend to make advance arrangements for semiconductors and other items necessary for production activities, and we will secure inventory in consideration of the extended logistics timing to avoid sales disruptions
-We will continue to monitor changes in the business environment and strive to manage inventory appropriately according to the situation

*The company adopted a change in accounting standards; figures for 2021/3 and earlier were prepared under different standards


## Interest-Bearing Debt Trends

- Interest-bearing debt decreased 16.8 billion yen compared with the end of December 2021 to 640.7 billion yen; our ratio of interest-bearing debt to monthly sales decreased 0.04 months to 3.08 months
- Net interest-bearing debt* decreased 60.9 billion yen to 353.3 billion yen
- Net D/E ratio was 0.8 times



## (Fiscal 2021) Cash Flows



Free CF +43.7

## II. Supplementary Data

## Consolidated Financial Results

(Billions of Yen)

|  | FY2020 |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First <br> Half | Second <br> Half | Fiscal Year | First <br> Half | Second <br> Half | Fiscal Year |
| Net Sales | 1,143.4 | 1,282.4 | 2,425.9 | 1,218.2 | 1,277.3 | 2,495.5 |
| Operating Profit | 29.6 | 53.4 | 83.1 | 39.0 | 45.6 | 84.7 |
| (margin) | (2.6\%) | (4.2\%) | (3.4\%) | (3.2\%) | (3.6\%) | (3.4\%) |
| Ordinary Profit | 29.8 | 33.2 | 63.1 | 50.8 | 64.0 | 114.9 |
| (margin) | (2.6\%) | (2.6\%) | (2.6\%) | (4.2\%) | (5.0\%) | (4.6\%) |
| Bottom-line Profit | 23.7 | 29.4 | 53.2 | 42.5 | 31.4 | 73.9 |
| (margin) | (2.1\%) | (2.3\%) | (2.2\%) | (3.5\%) | (2.5\%) | (3.0\%) |

## Consolidated Quarterly Financial Results

|  |  |  |  |  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Net Sales | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 | 675.8 | 601.5 |
| Operating Profit | 9.8 | 19.7 | 32.3 | 21.1 | 18.3 | 20.6 | 24.8 | 20.8 |
| (margin) | (1.9\%) | (3.1\%) | (4.8\%) | (3.5\%) | (3.0\%) | (3.4\%) | (3.7\%) | (3.5\%) |
| Ordinary Profit | 11.2 | 18.5 | 13.9 | 19.3 | 25.6 | 25.2 | 33.7 | 30.3 |
| (margin) | (2.2\%) | (3.0\%) | (2.1\%) | (3.2\%) | (4.2\%) | (4.2\%) | (5.0\%) | (5.0\%) |
| Bottom-line Profit | 8.1 | 15.5 | 17.3 | 12.1 | 21.6 | 20.8 | 28.3 | 3.1 |
| (margin) | (1.6\%) | (2.5\%) | (2.6\%) | (2.0\%) | (3.5\%) | (3.4\%) | (4.2\%) | (0.5\%) |

## Sales by Segment

(Billions of Yen)

|  | FY2020 |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year |
| Smart Life | 212.0 | 243.4 | 455.5 | 223.9 | 222.2 | 446.1 |
| 8K Ecosystem | 227.9 | 265.0 | 493.0 | 276.0 | 291.5 | 567.6 |
| ICT | 162.5 | 180.9 | 343.4 | 162.1 | 161.9 | 324.0 |
| Brand Businesses | 602.6 | 689.4 | 1,292.0 | 662.1 | 675.7 | 1,337.8 |
| Display Device | 403.3 | 409.4 | 812.7 | 436.7 | 422.8 | 859.6 |
| Electronic Device | 194.2 | 234.3 | 428.5 | 170.0 | 226.7 | 396.8 |
| Device Businesses | 597.6 | 643.7 | 1,241.3 | 606.8 | 649.6 | 1,256.5 |
| Subtotal | 1,200.2 | 1,333.2 | 2,533.4 | 1,269.0 | 1,325.3 | 2,594.4 |
| Adjustments | -56.7 | -50.8 | -107.5 | -50.8 | -47.9 | -98.8 |
| Total | 1,143.4 | 1,282.4 | 2,425.9 | 1,218.2 | 1,277.3 | 2,495.5 |

## Operating Profit by Segment

|  | FY2020 |  |  | FY2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year |
| Smart Life | 23.5 | 35.3 | 58.8 | 24.4 | 23.8 | 48.2 |
|  | (11.1\%) | (14.5\%) | (12.9\%) | (10.9\%) | (10.7\%) | (10.8\%) |
| 8K Ecosystem | 7.3 | 8.1 | 15.5 | 11.5 | 13.4 | 24.9 |
|  | (3.2\%) | (3.1\%) | (3.1\%) | (4.2\%) | (4.6\%) | (4.4\%) |
| ICT | 7.2 | 8.1 | 15.4 | 3.1 | 0.9 | 4.0 |
|  | (4.5\%) | (4.5\%) | (4.5\%) | (1.9\%) | (0.6\%) | (1.2\%) |
| Brand Businesses | 38.1 | 51.6 | 89.8 | 39.1 | 38.1 | 77.2 |
|  | (6.3\%) | (7.5\%) | (7.0\%) | (5.9\%) | (5.6\%) | (5.8\%) |
| Display Device | -3.5 | 5.3 | 1.8 | 9.3 | 11.0 | 20.3 |
|  | (-0.9\%) | (1.3\%) | (0.2\%) | (2.1\%) | (2.6\%) | (2.4\%) |
| Electronic Device | 4.7 | 7.9 | 12.6 | 0.3 | 6.6 | 6.9 |
|  | (2.4\%) | (3.4\%) | (3.0\%) | (0.2\%) | (2.9\%) | (1.8\%) |
| Device Businesses | 1.2 | 13.3 | 14.5 | 9.6 | 17.6 | 27.3 |
|  | (0.2\%) | (2.1\%) | (1.2\%) | (1.6\%) | (2.7\%) | (2.2\%) |
| Subtotal | 39.4 | 64.9 | 104.3 | 48.8 | 55.7 | 104.6 |
|  | (3.3\%) | (4.9\%) | (4.1\%) | (3.8\%) | (4.2\%) | (4.0\%) |
| Adjustments | -9.7 | -11.4 | -21.2 | -9.8 | -10.0 | -19.8 |
| Total | 29.6 | 53.4 | 83.1 | 39.0 | 45.6 | 84.7 |
|  | (2.6\%) | (4.2\%) | (3.4\%) | (3.2\%) | (3.6\%) | (3.4\%) |

## Quarterly Sales by Segment

(Billions of Yen)

|  | FY2020 |  |  |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Smart Life | 95.3 | 116.7 | 117.6 | 125.7 | 111.0 | 112.9 | 107.3 | 114.9 |
| 8K Ecosystem | 100.5 | 127.4 | 127.4 | 137.6 | 137.5 | 138.5 | 148.9 | 142.6 |
| ICT | 84.5 | 77.9 | 83.1 | 97.7 | 80.2 | 81.8 | 82.2 | 79.6 |
| Brand Businesses | 280.4 | 322.1 | 328.2 | 361.2 | 328.7 | 333.3 | 338.5 | 337.2 |
| Display Device | 171.8 | 231.4 | 215.6 | 193.7 | 213.3 | 223.4 | 221.8 | 201.0 |
| Electronic Device | 86.6 | 107.5 | 157.1 | 77.2 | 96.5 | 73.5 | 139.5 | 87.1 |
| Device Businesses | 258.5 | 339.0 | 372.8 | 270.9 | 309.8 | 297.0 | 361.3 | 288.2 |
| Subtotal | 539.0 | 661.1 | 701.0 | 632.1 | 638.6 | 630.3 | 699.9 | 625.4 |
| Adjustments | -24.5 | -32.1 | -27.6 | -23.1 | -27.0 | -23.7 | -24.0 | -23.9 |
| Total | 514.4 | 628.9 | 673.4 | 609.0 | 611.5 | 606.6 | 675.8 | 601.5 |

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

|  |  |  |  |  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  |  | FY2021 |  |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Smart Life | $\begin{array}{r} 10.1 \\ (10.7 \%) \end{array}$ | $\begin{array}{r} 13.3 \\ (11.5 \%) \end{array}$ | $\begin{array}{r} 16.8 \\ (14.3 \%) \end{array}$ | $\begin{array}{r} 18.5 \\ (14.7 \%) \end{array}$ | $\begin{array}{r} 12.6 \\ (11.4 \%) \end{array}$ | $\begin{array}{r} 11.8 \\ (10.5 \%) \end{array}$ | $\begin{array}{r} 11.6 \\ (10.9 \%) \end{array}$ | $\begin{array}{r} 12.1 \\ (10.6 \%) \end{array}$ |
| 8K Ecosystem | $\begin{array}{r} 0.5 \\ (0.5 \%) \end{array}$ | $\begin{array}{r} 6.8 \\ (5.4 \%) \end{array}$ | $\begin{array}{r} 5.1 \\ (4.1 \%) \end{array}$ | $\begin{array}{r} 3.0 \\ (2.2 \%) \end{array}$ | $\begin{array}{r} 4.1 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 7.3 \\ (5.3 \%) \end{array}$ | $\begin{array}{r} 6.8 \\ (4.6 \%) \end{array}$ | $\begin{array}{r} 6.5 \\ (4.6 \%) \end{array}$ |
| ICT | $\begin{array}{r} 4.5 \\ (5.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.7 \\ (3.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3.7 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4.3 \\ (4.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.1 \\ (2.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 0.9 \\ (1.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.1 \\ (2.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} -1.2 \\ (-1.6 \%) \\ \hline \end{array}$ |
| Brand Businesses | $\begin{array}{r} 15.2 \\ (5.4 \%) \end{array}$ | $\begin{array}{r} 22.9 \\ (7.1 \%) \end{array}$ | $\begin{array}{r} 25.7 \\ (7.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 25.8 \\ (7.2 \%) \end{array}$ | $\begin{array}{r} 18.9 \\ (5.8 \%) \end{array}$ | $\begin{array}{r} 20.2 \\ (6.1 \%) \end{array}$ | $\begin{array}{r} 20.7 \\ (6.1 \%) \end{array}$ | $\begin{array}{r} 17.4 \\ (5.2 \%) \\ \hline \end{array}$ |
| Display Device | $\begin{array}{r} -3.0 \\ (-1.8 \%) \end{array}$ | $\begin{array}{r} -\mathbf{0 . 4} \\ (-0.2 \%) \end{array}$ | $\begin{array}{r} 2.2 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} 3.1 \\ (1.6 \%) \end{array}$ | $\begin{array}{r} 3.3 \\ (1.6 \%) \end{array}$ | $\begin{array}{r} 5.9 \\ (2.7 \%) \end{array}$ | 5.6 $(2.5 \%)$ | $\begin{array}{r} 5.3 \\ (2.7 \%) \end{array}$ |
| Electronic Device | $\begin{array}{r} 1.4 \\ (1.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3.2 \\ (3.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 9.7 \\ (6.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} -1.8 \\ (-2.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1.0 \\ (1.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} -0.7 \\ (-1.0 \%) \\ \hline \end{array}$ | $\begin{array}{r} 5.6 \\ (4.1 \%) \\ \hline \end{array}$ | $\begin{array}{r}0.9 \\ (1.1 \%) \\ \hline 6.3\end{array}$ |
| Device Businesses | $\begin{array}{r} -1.5 \\ (-0.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2.8 \\ (0.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 12.0 \\ (3.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1.2 \\ (0.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 4.3 \\ (1.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 5.2 \\ (1.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 11.2 \\ (3.1 \%) \\ \hline \end{array}$ | $\begin{array}{r}6.3 \\ (2.2 \%) \\ \hline 2 .\end{array}$ |
| Subtotal | $\begin{array}{r} 13.6 \\ (2.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 25.7 \\ (3.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 37.7 \\ (5.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 27.1 \\ (4.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 23.3 \\ (3.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \mathbf{2 5 . 5} \\ (4.0 \%) \\ \hline \end{array}$ | $\begin{array}{r} 31.9 \\ (4.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 23.7 \\ (3.8 \%) \\ \hline \end{array}$ |
| Adjustments | -3.8 | -5.9 | -5.4 | -6.0 | -4.9 | -4.8 | -7.1 | -2.9 |
| Total | $\begin{array}{r} 9.8 \\ (1.9 \%) \end{array}$ | $\begin{array}{r} 19.7 \\ (3.1 \%) \end{array}$ | $\begin{array}{r} 32.3 \\ (4.8 \%) \end{array}$ | $\begin{array}{r} 21.1 \\ (3.5 \%) \end{array}$ | $\begin{array}{r} 18.3 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 20.6 \\ (3.4 \%) \end{array}$ | $\begin{array}{r} 24.8 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} \mathbf{2 0 . 8} \\ (3.5 \%) \end{array}$ |

## Capital Investment / Depreciation and Amortization

|  |  |  |  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2020 |  |  | FY2021 |  |  |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year |
| Capital Investment | 21.8 | 69.6 | 91.5 | 30.4 | 21.2 | 51.7 |
| Displays | 6.4 | 56.6 | 63.1 | 10.4 | 6.1 | 16.5 |
| Depreciation and Amortization | 29.6 | 33.9 | 63.5 | 31.2 | 34.7 | 65.9 |
| R\&D Expenditures | 43.0 | 43.7 | 86.7 | 39.9 | 46.3 | 86.2 |
| Avg. Exchange Rate |  |  |  |  |  | (Yen) |
|  | FY2020 |  |  | FY2021 |  |  |
|  | First Half | Second Half | Fiscal Year | First Half | Second Half | Fiscal Year |
| US Dollar | 105.92 | 104.20 | 105.06 | 108.80 | 113.96 | 111.38 |
| Euro | 119.79 | 124.61 | 122.20 | 129.39 | 128.73 | 129.06 |

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## Quarterly Capital Investment and Depreciation, etc.

|  | FY2020 |  |  |  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | FY2021 |  |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Capital Investment | 10.1 | 11.6 | 60.7 | 8.9 | 13.4 | 17.0 | 11.0 | 10.2 |
| Displays | 4.4 | 2.0 | 51.9 | 4.7 | 7.4 | 3.0 | 2.4 | 3.6 |
| Depreciation and Amortization | 15.2 | 14.4 | 16.4 | 17.4 | 15.3 | 15.9 | 16.8 | 17.9 |
| R\&D Expenditures | 20.3 | 22.6 | 21.9 | 21.7 | 19.6 | 20.3 | 19.2 | 27.0 |
|  |  |  |  |  |  |  |  | (Yen) |
| Avg. Exchange Rate |  | FY2 |  |  |  | FY2 |  |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| US Dollar | 106.62 | 105.22 | 103.51 | 104.90 | 108.49 | 109.11 | 112.71 | 115.21 |
| Euro | 116.97 | 122.61 | 123.03 | 126.18 | 130.45 | 128.33 | 128.57 | 128.90 |

## 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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[^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.
    *Bottom-line profit: Profit attributable to owners of parent
    *Segment Name Abbreviations:
    Smart Life: SL 8K Ecosystem: 8K ICT: ICT Display Device: DD Electronic Device: ED

