

Consolidated Financial Results for the Third Quarter, Fiscal 2023

- I. **Cumulative Consolidated Financial Results for the Third Quarter, Fiscal 2023**
 - II. **Consolidated Financial Results for the Third Quarter, Fiscal 2023**
 - III. **Consolidated Financial Results Forecast for Fiscal 2023**
 - IV. **Supplementary Data**
-

SHARP CORPORATION

February 6, 2024

Outline

▪ **Results**

In the cumulative third quarter, we secured bottom-line profit.

While we experienced a decline in operating profit, ordinary profit and bottom-line profit increased.

In the third quarter, operating profit, ordinary profit, and bottom-line profit increased.

Operating profit has been steadily improving since the first quarter, as our main businesses are recovering, mainly around Brand Businesses.

▪ **Fiscal 2023 Forecast**

We revised our financial results forecast due to extremely difficult market conditions for small- and medium-size displays.

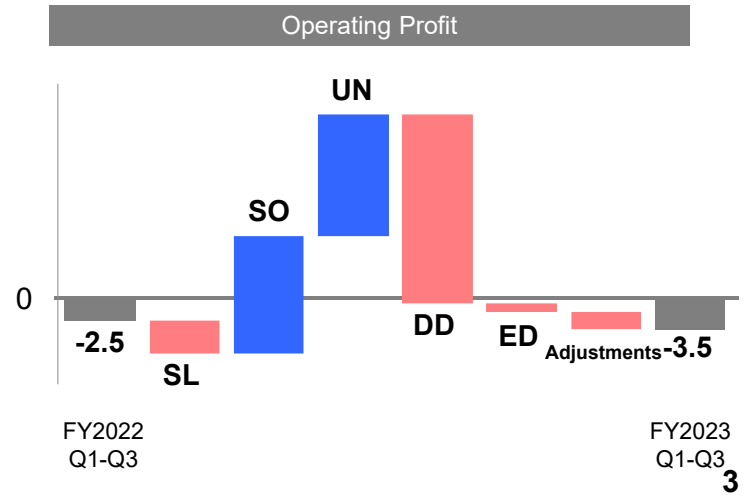
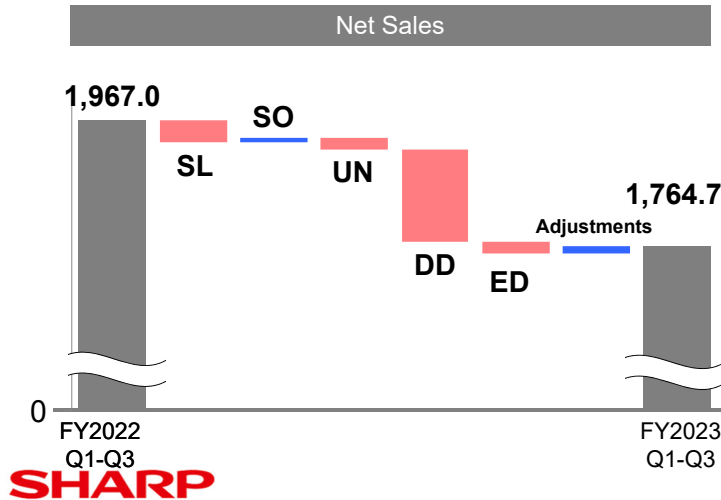
SHARP

I . Cumulative Consolidated Financial Results for the Third Quarter, Fiscal 2023

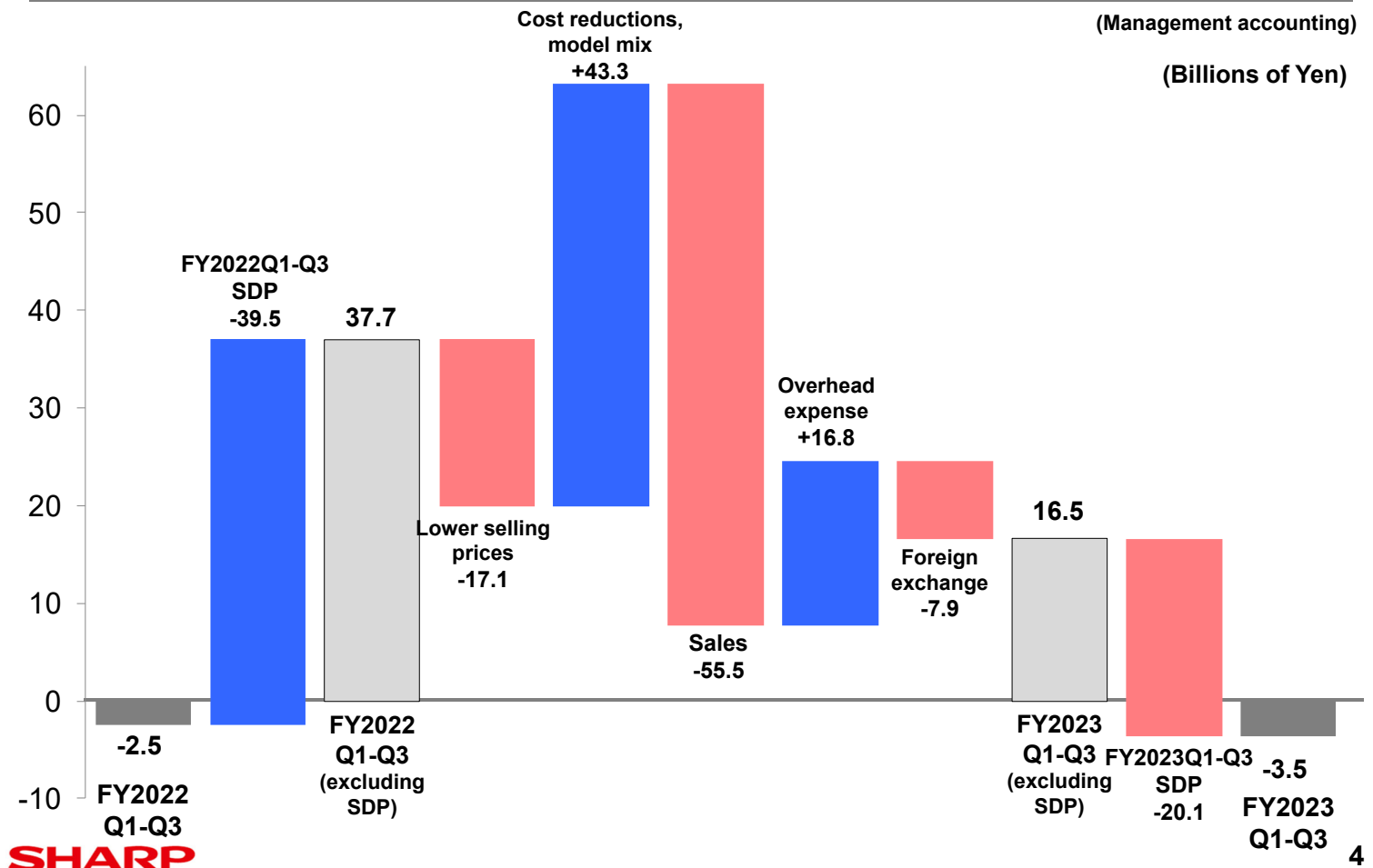
SHARP

Cumulative Consolidated Financial Results for the Third Quarter, Fiscal 2023

(Billions of Yen)	FY2022	FY2023	
	Q1-Q3	Q1-Q3	Y on Y
Net Sales	1,967.0	1,764.7	-10.3%
Operating Profit	-2.5 (-0.1%)	-3.5 (-0.2%)	-
Ordinary Profit	-1.8 (-0.1%)	6.5 (0.4%)	-
Bottom-line Profit	-8.9 (-0.5%)	2.0 (0.1%)	-
Avg. Exchange Rates			
USD/JPY	135.52	143.29	
Euro/JPY	139.08	155.28	



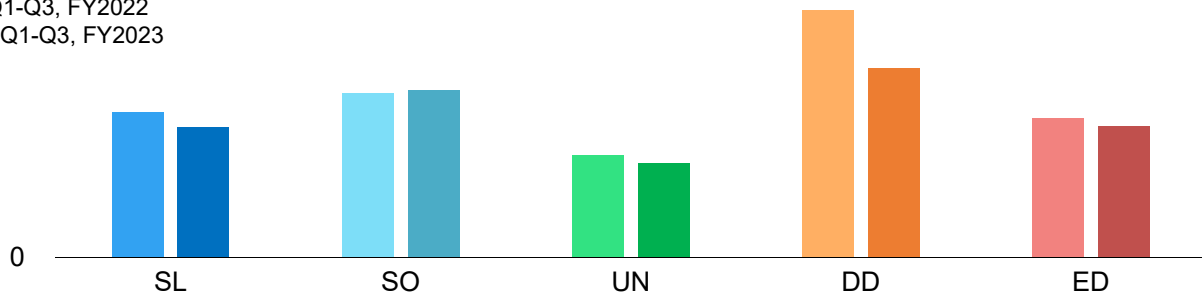
Operating Profit Analysis : Y on Y Change Factors for the Cumulative Third Quarter, Fiscal 2023



(Cumulative Q3) Sales by Segment

(Billions of Yen)	FY2022	FY2023	
	Q1-Q3	Q1-Q3	Y on Y
Smart Life & Energy	366.1	329.9	-9.9%
Smart Office	414.3	421.7	+1.8%
Universal Network	257.1	238.6	-7.2%
Brand Businesses	1,037.7	990.4	-4.6%
Display Device	624.4	477.0	-23.6%
Electronic Device	352.2	332.2	-5.7%
Device Businesses	976.7	809.2	-17.1%
Subtotal	2,014.4	1,799.7	-10.7%
Adjustments	-47.3	-34.9	-
Total	1,967.0	1,764.7	-10.3%

Left bar: Q1-Q3, FY2022
Right bar: Q1-Q3, FY2023



SHARP

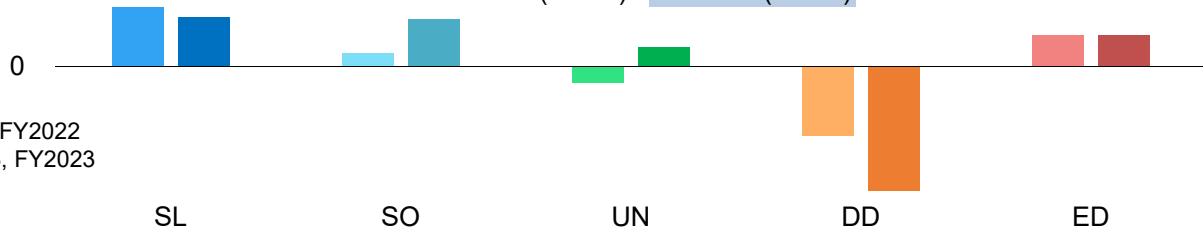
*Sales include inter-segment sales and transfers.

5

(Cumulative Q3) Operating Profit by Segment

(Billions of Yen)	FY2022	FY2023	
	Q1-Q3	Q1-Q3	Y on Y
Smart Life & Energy	23.5 (6.4%)	19.5 (5.9%)	-16.8%
Smart Office	5.1 (1.2%)	18.9 (4.5%)	+267.3%
Universal Network	-6.5 (-2.5%)	7.6 (3.2%)	-
Brand Businesses	22.1 (2.1%)	46.1 (4.7%)	+108.6%
Display Device	-27.3 (-4.4%)	-49.4 (-10.4%)	-
Electronic Device	13.3 (3.8%)	12.2 (3.7%)	-7.7%
Device Businesses	-14.0 (-1.4%)	-37.1 (-4.6%)	-
Subtotal	8.0 (0.4%)	9.0 (0.5%)	+11.6%
Adjustments	-10.6	-12.6	-
Total	-2.5 (-0.1%)	-3.5 (-0.2%)	-

Left bar: Q1-Q3, FY2022
Right bar: Q1-Q3, FY2023



SHARP

*Sales include inter-segment sales and transfers.

6

II. Consolidated Financial Results for the Third Quarter, Fiscal 2023

SHARP

7

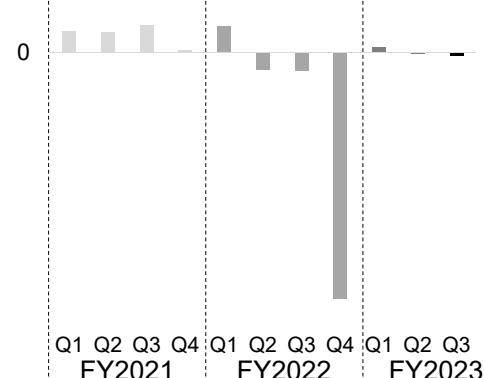
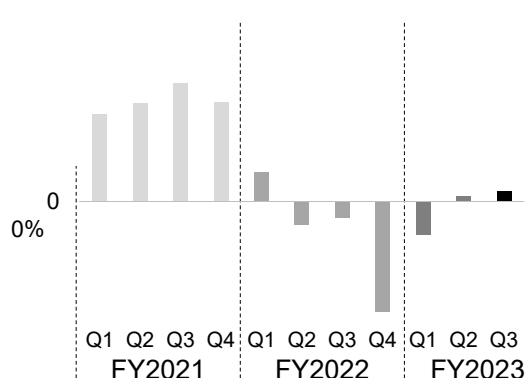
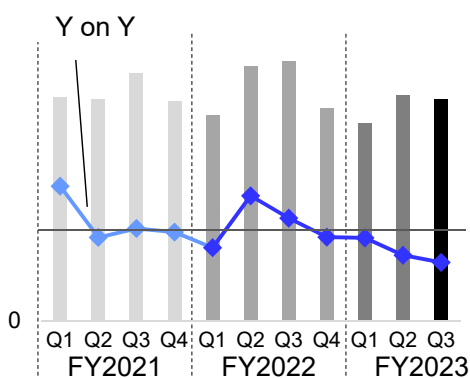
Consolidated Financial Results for the Third Quarter, Fiscal 2023

(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Net Sales	562.1	695.8	709.0	581.0	541.2	617.0	606.4	-14.5%
Operating Profit	6.1 (1.1%)	-5.0 (-0.7%)	-3.5 (-0.5%)	-23.1 (-4.0%)	-7.0 (-1.3%)	1.1 (0.2%)	2.2 (0.4%)	-
Ordinary Profit	17.4 (3.1%)	-8.2 (-1.2%)	-11.0 (-1.6%)	-28.6 (-4.9%)	-0.5 (-0.1%)	3.5 (0.6%)	3.5 (0.6%)	-
Bottom-line Profit	26.9 (4.8%)	-17.4 (-2.5%)	-18.4 (-2.6%)	-251.8 (-43.3%)	5.5 (1.0%)	-0.5 (-0.1%)	-2.9 (-0.5%)	-
Avg. Exchange Rates								
USD/JPY	128.57	137.38	140.60	131.35	137.37	144.63	147.89	
Euro/JPY	136.60	137.84	142.81	140.60	149.46	157.29	159.10	

Net Sales

Operating Profit

Bottom-line Profit

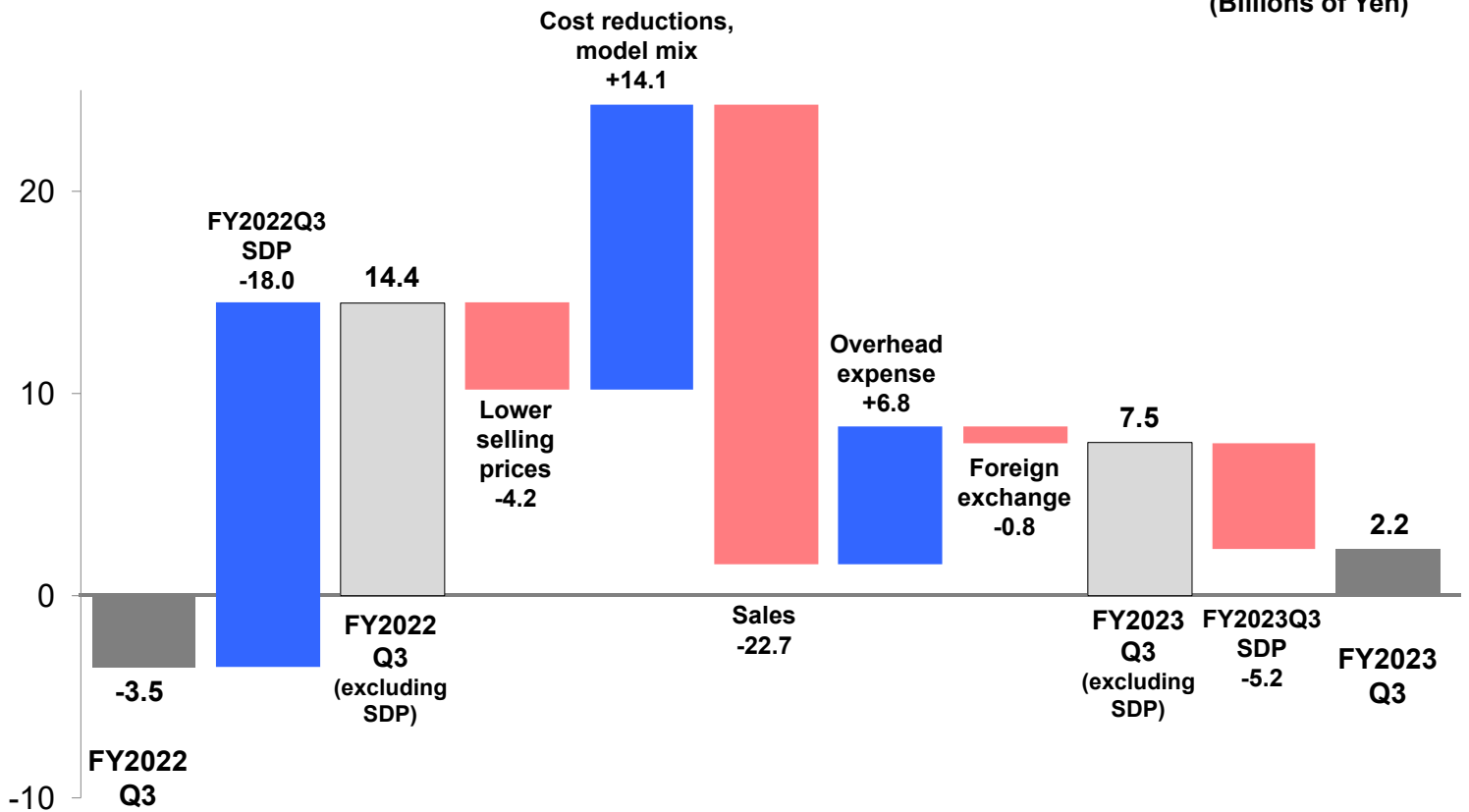


SHARP

8

Operating Profit Analysis : Y on Y Change Factors for the Third Quarter, Fiscal 2023

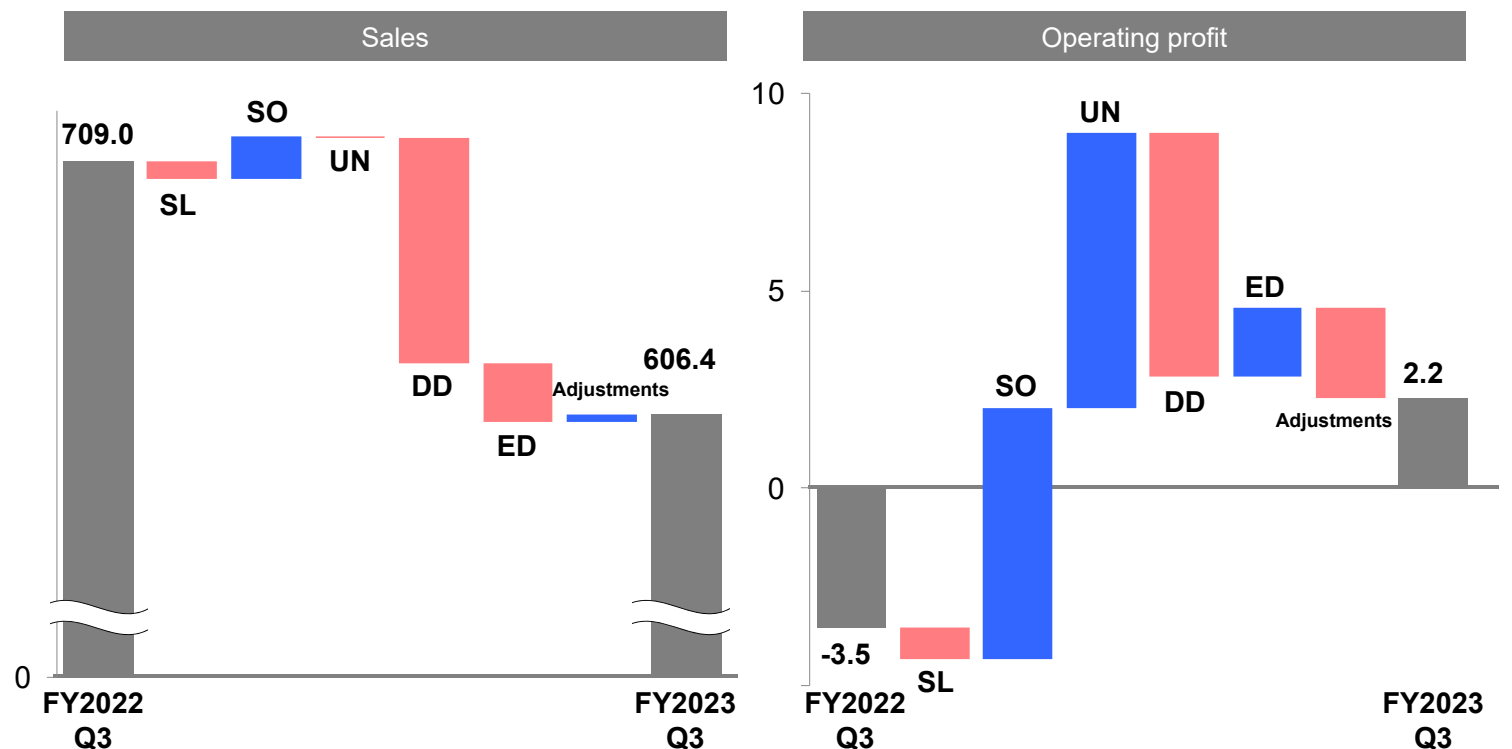
(Management accounting)
(Billions of Yen)



Sales and Operating Profit Analysis: Y on Y Change by Segment for the Third Quarter, Fiscal 2023

• Operating profits for Smart Office and Universal Network increased significantly, where we worked on structural reforms of the challenging PC and mobile communication businesses

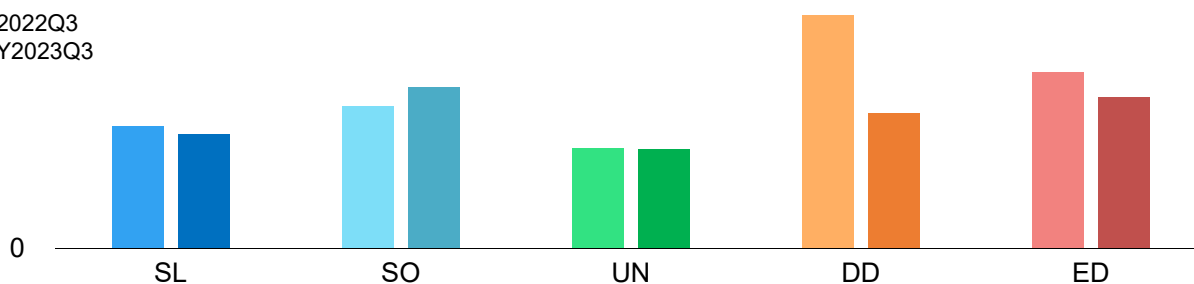
(Billions of Yen)



(Third Quarter) Sales by Segment

(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Smart Life & Energy	113.2	139.2	113.6	110.6	106.6	116.6	106.6	-6.2%
Smart Office	130.2	151.5	132.6	147.3	126.6	144.8	150.2	+13.3%
Universal Network	77.2	86.2	93.7	76.9	65.7	80.3	92.5	-1.2%
Brand Businesses	320.7	376.9	339.9	335.0	299.0	341.8	349.5	+2.8%
Display Device	189.4	217.1	217.8	135.5	171.3	179.4	126.3	-42.0%
Electronic Device	68.9	118.8	164.4	123.3	83.2	108.1	140.8	-14.4%
Device Businesses	258.3	336.0	382.2	258.8	254.5	287.5	267.1	-30.1%
Subtotal	579.1	712.9	722.2	593.8	553.6	629.4	616.6	-14.6%
Adjustments	-16.9	-17.1	-13.1	-12.8	-12.3	-12.4	-10.2	-
Total	562.1	695.8	709.0	581.0	541.2	617.0	606.4	-14.5%

Left bar, FY2022Q3
Right bar, FY2023Q3



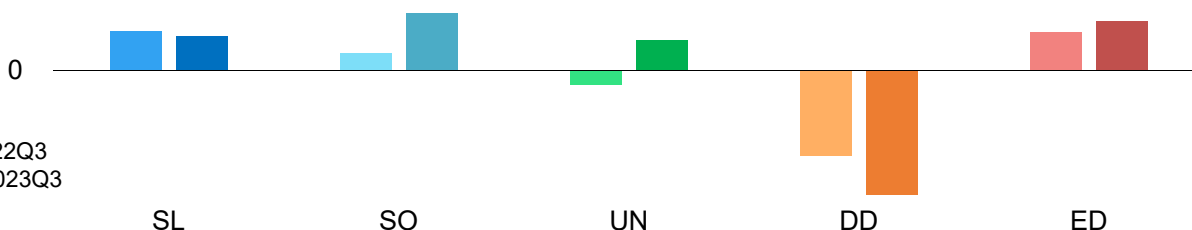
SHARP

*Sales include inter-segment sales and transfers.

11

(Third Quarter) Operating Profit by Segment

(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Smart Life & Energy	7.4 (6.6%)	9.9 (7.2%)	6.0 (5.4%)	5.8 (5.3%)	6.9 (6.5%)	7.3 (6.3%)	5.2 (5.0%)	-13.4%
Smart Office	1.1 (0.9%)	1.3 (0.9%)	2.6 (2.0%)	9.3 (6.4%)	3.1 (2.5%)	6.7 (4.7%)	9.0 (6.0%)	+244.2%
Universal Network	0.3 (0.5%)	-4.6 (-5.3%)	-2.3 (-2.5%)	-1.2 (-1.6%)	1.7 (2.7%)	1.2 (1.6%)	4.6 (5.0%)	-
Brand Businesses	8.9 (2.8%)	6.7 (1.8%)	6.4 (1.9%)	13.9 (4.2%)	11.7 (3.9%)	15.4 (4.5%)	18.9 (5.4%)	+195.5%
Display Device	0.6 (0.3%)	-14.4 (-6.6%)	-13.6 (-6.3%)	-39.1 (-28.9%)	-17.3 (-10.1%)	-12.3 (-6.9%)	-19.7 (-15.6%)	-
Electronic Device	0.0 (0.0%)	7.4 (6.2%)	5.9 (3.6%)	1.4 (1.2%)	2.0 (2.5%)	2.5 (2.4%)	7.6 (5.4%)	+29.5%
Device Businesses	0.6 (0.2%)	-6.9 (-2.1%)	-7.7 (-2.0%)	-37.6 (-14.5%)	-15.2 (-6.0%)	-9.7 (-3.4%)	-12.1 (-4.5%)	-
Subtotal	9.6 (1.7%)	-0.2 (-0.0%)	-1.2 (-0.2%)	-23.6 (-4.0%)	-3.4 (-0.6%)	5.6 (0.9%)	6.8 (1.1%)	-
Adjustments	-3.4	-4.8	-2.2	0.4	-3.6	-4.4	-4.5	-
Total	6.1 (1.1%)	-5.0 (-0.7%)	-3.5 (-0.5%)	-23.1 (-4.0%)	-7.0 (-1.3%)	1.1 (0.2%)	2.2 (0.4%)	-



Left bar, FY2022Q3
Right bar, FY2023Q3

SHARP

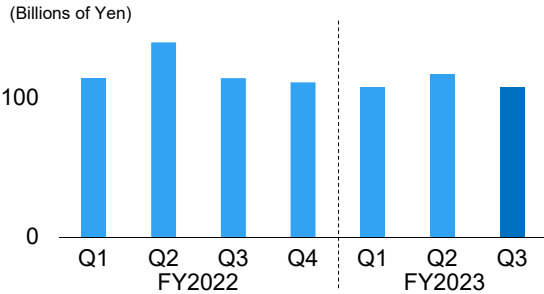
*Figures within parentheses indicate operating margin.

12

Smart Life & Energy

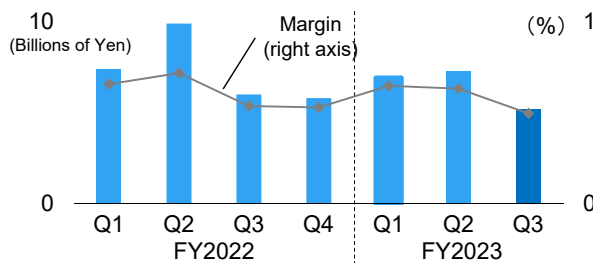
(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Sales	113.2	139.2	113.6	110.6	106.6	116.6	106.6	-6.2%
Operating Profit	7.4 (6.6%)	9.9 (7.2%)	6.0 (5.4%)	5.8 (5.3%)	6.9 (6.5%)	7.3 (6.3%)	5.2 (5.0%)	-13.4%

Sales (Decrease)



- (dec.) Demand remained weak for washing machines and other white goods in Japan.
- (dec.) We worked to reduce distribution inventories for cooking appliances, air purifiers, etc. in Japan.
- (dec.) Cooking appliance market conditions in the U.S. deteriorated.
- (dec.) The energy solutions business saw a decline in EPC sales.
- (inc.) Beauty appliance sales grew significantly in Japan.
- (inc.) Air conditioner sales remains strong in ASEAN, due to the establishment of a new factory.
- (inc.) Sales for high-value-added refrigerator models expanded in ASEAN.

Operating profit (Decrease)



- (dec.) Decrease in sales.
- (dec.) Weakening of the yen.
- (inc.) Sales for high-value-added products grew in each business.
- (inc.) Cost and expense reduction.

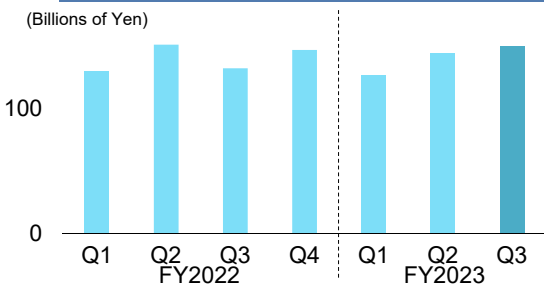
SHARP

13

Smart Office

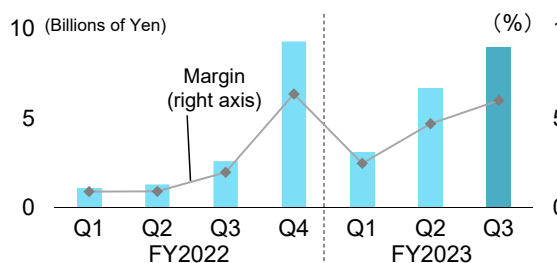
(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Sales	130.2	151.5	132.6	147.3	126.6	144.8	150.2	+13.3%
Operating Profit	1.1 (0.9%)	1.3 (0.9%)	2.6 (2.0%)	9.3 (6.4%)	3.1 (2.5%)	6.7 (4.7%)	9.0 (6.0%)	+244.2%

Sales (Increase)



- (inc.) MFP business and office solution business sales grew significantly, especially in Europe and the U.S.
- (inc.) In the PC business, shares expanded for domestic enterprise customers and government agencies due to strong performance of premium models for enterprise customers.
- (dec.) Demand remained weak for projectors in North America and other regions.
- (dec.) The market for PCs was sluggish.
- (dec.) In the PC business, we withdrew from Europe as a result of structural reform.

Operating profit (Increase)



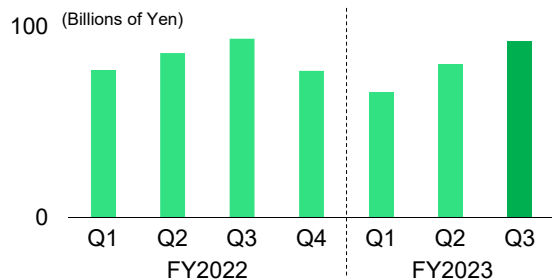
- (inc.) Shift toward high-value-added offerings in the PC and office solution businesses.
- (inc.) Increase in MFP business sales.
- (inc.) Profitability for PC business and information display business improved significantly due to the progress in structural reforms.

SHARP

14

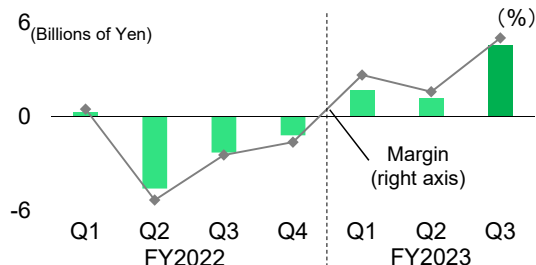
(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Sales	77.2	86.2	93.7	76.9	65.7	80.3	92.5	-1.2%
Operating Profit	0.3	-4.6	-2.3	-1.2	1.7	1.2	4.6	-
	(0.5%)	(-5.3%)	(-2.5%)	(-1.6%)	(2.7%)	(1.6%)	(5.0%)	

Sales (Decrease)



- (dec.) In the TV business, price competition remains in China.
- (dec.) In the mobile communication business, domestic demand continues to slow.
- (inc.) In the TV business, high-value-added models remained strong, mainly in Japan.

Operating profit (Increase)



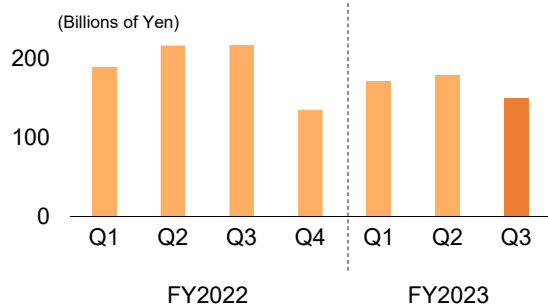
- (inc.) Positive effects of structural reforms.
- (inc.) Shift toward high-value-added offerings in the TV business.
- (inc.) Progress in cost and expense reduction in the mobile communication business.
- (inc.) Recorded one-time revenue in the mobile communication business
- (dec.) Decrease in sales.
- (dec.) Weakening of the yen.

SHARP

15

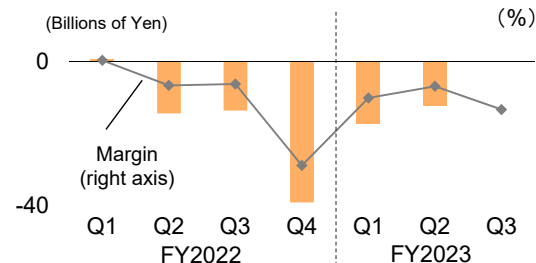
(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Sales	189.4	217.1	217.8	135.5	171.3	179.4	126.3	-42.0%
Operating Profit	0.6	-14.4	-13.6	-39.1	-17.3	-12.3	-19.7	-
	(0.3%)	(-6.6%)	(-6.3%)	(-28.9%)	(-10.1%)	(-6.9%)	(-15.6%)	

Sales (Decrease)



- (dec.) Delayed recovery in the PC and tablet market impacted sales.
- (dec.) Decrease in panel sales for smartphones due to challenging market condition.
- (dec.) Delayed recovery in demand for automotive displays in the U.S. and other areas.
- (inc.) Improved demand for large displays

Operating profit (Decrease)



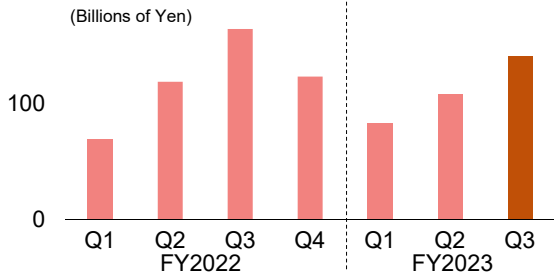
- (dec.) Decrease in sales of small- and medium-size displays.
- (inc.) Recovery in selling prices of large displays.
- (inc.) Progress in cost and expense reduction.

SHARP

16

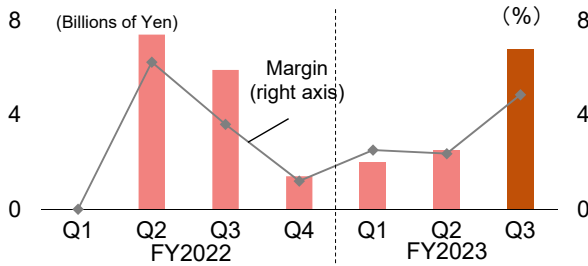
(Billions of Yen)	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Y on Y
Sales	68.9	118.8	164.4	123.3	83.2	108.1	140.8	-14.4%
Operating Profit	0.0 (0.0%)	7.4 (6.2%)	5.9 (3.6%)	1.4 (1.2%)	2.0 (2.5%)	2.5 (2.4%)	7.6 (5.4%)	+29.5%

Sales (Decrease)



(Dec.) Fluctuating customer demand for sensor modules.
 (Dec.) Decrease in sales of LCD drivers due to sluggish demand for displays.

Operating profit (Increase)



(inc.) Expense reduction.
 (inc.) Weakening of the yen.
 4 (dec.) Decrease in sales.

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

(Billions of Yen)	FY2022				FY2023			Difference (Y on Y)
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
Operating Profit	6.1	-5.0	-3.5	-23.1	-7.0	1.1	2.2	+5.7
Non-operating Income (Expenses)	+11.3	-3.1	-7.5	-5.4	+6.5	+2.3	+1.2	+8.7
Interest expenses	-0.9	-2.6	-2.9	-2.7	-2.9	-2.6	-2.5	+0.4
Foreign exchange gains (losses)	+13.0	+5.7	-1.1	-0.3	+6.2	+2.9	+0.4	+1.5
Investment income (expenses)	+4.1	+1.5	+0.8	+0.2	+0.2	+0.3	+0.3	-0.5
Share of profit (loss) of entities accounted for using equity method	-5.1	-6.9	-5.7	-2.5	+1.3	+2.4	+2.9	+8.6
Ordinary Profit	17.4	-8.2	-11.0	-28.6	-0.5	3.5	3.5	+14.5
Extraordinary Income (Losses)	+12.2	-1.3	+3.3	-222.7	+9.3	-0.9	-3.4	-6.7
Gain on sale of non-current assets	+0.9	+1.0	+4.7	+0.4	+0.5	+2.0	+0.6	-4.1
Gain on step acquisitions	+12.4	-	-	-	+1.3	-	-	-
Gain on change in equity	+0.2	-	-	-	+4.2	-	-	-
Gain on reversal of liabilities	-	-	-	-	+4.8	-	-	-
Business restructuring expenses	-	-1.0	-0.3	-3.0	-	-0.6	-0.2	+0.1
Impairment losses	-	-	-0.5	-219.9	-1.4	-1.8	-1.0	-0.5
Loss on sale of business	-	-	-	-	-	-	-2.3	-2.3
Provision for loss on litigation	-1.4	-0.8	+0.2	-0.0	-	-	-	-0.2
Pretax Income	29.6	-9.6	-7.6	-251.4	8.8	2.6	0.0	+7.6
Income Taxes, etc.	-2.7	-7.8	-10.7	-0.4	-3.2	-3.2	-3.0	+7.7
Bottom-line Profit	26.9	-17.4	-18.4	-251.8	5.5	-0.5	-2.9	+15.5

SHARP

18

Consolidated Balance Sheets

• Cash and deposits amounted to 211.9 billion yen, net assets amounted to 268.1 billion yen, and equity ratio was 14.5%.

		(Billions of Yen)					
		FY2022		FY2023			
		End of Mar.	End of Sep.	End of Dec.	End of Mar.	End of Sep.	End of Dec.
Cash and deposits	262.0	249.0	211.9	Notes and accounts payable – trade, etc.	371.8	426.1	398.4
Notes and accounts receivable – trade, etc.	438.0	485.0	434.6	Short-term borrowings	163.8	198.4	171.2
Inventories	299.3	302.9	302.3	Current portion of bonds payable	0.0	0.0	0.0
Other current assets	87.6	86.4	84.3	Other current liabilities	346.7	355.0	339.0
Current Assets	1,087.0	1,123.4	1,033.2	Current Liabilities	882.5	979.6	908.7
Property, plant and Equipment	389.2	394.9	390.9	Bonds payable	0.0	0.0	0.0
Intangible assets	35.8	37.8	35.0	Long-term borrowings	542.7	456.1	446.4
Investments and other Assets	260.7	294.2	288.6	Other non-current liabilities	125.3	127.6	124.6
Non-current Assets	685.8	727.0	714.7	Non-current Liabilities	668.0	583.7	571.0
Total Assets	1,772.9	1,850.4	1,747.9	Net Assets	222.3	287.0	268.1
				Total Liabilities and Net Assets	1,772.9	1,850.4	1,747.9
Exchange Rate, End of Period							
USD/JPY	132.54	149.58	141.82	Equity Ratio	11.8%	14.7%	14.5%
Euro/JPY	144.22	157.97	157.09	Equity	208.4	272.3	253.8

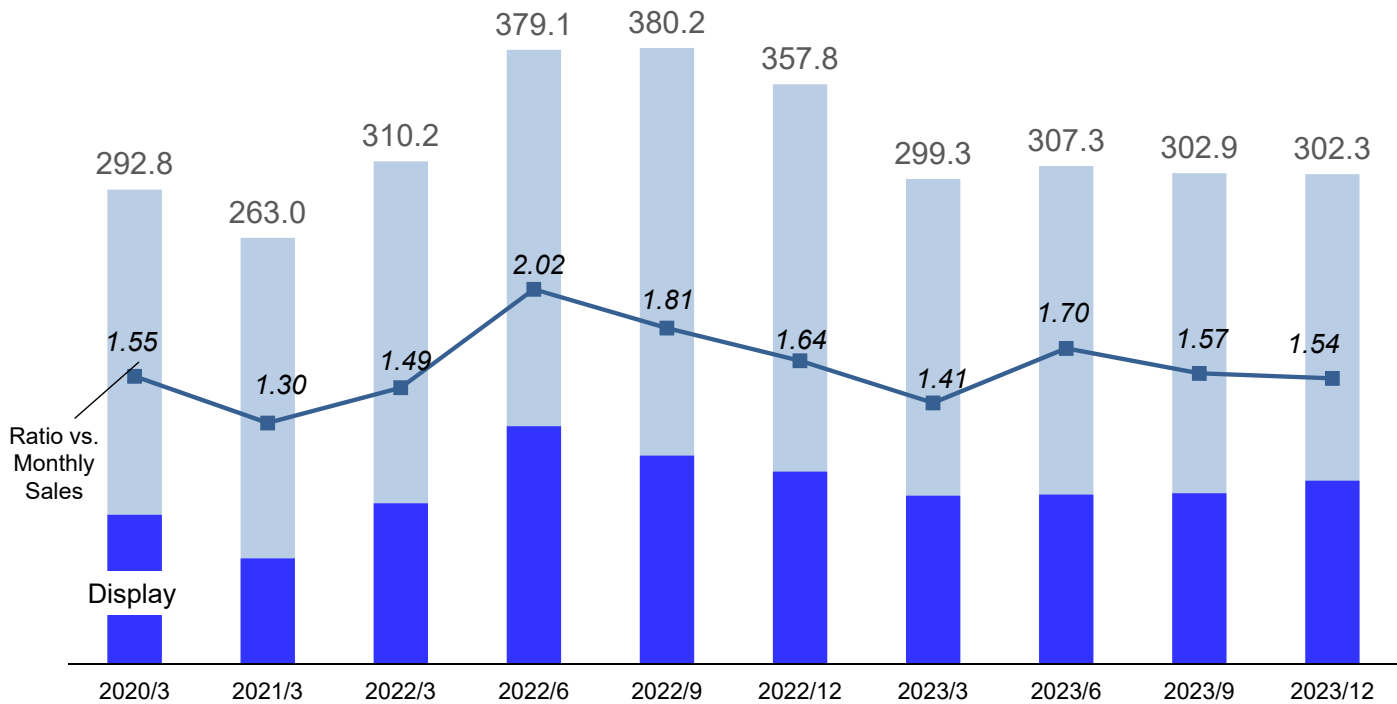
SHARP

19

Inventory Trends

- Inventory amounted to 302.3 billion yen, while we posted 302.9 billion yen at the end of September 2023 and are at an appropriate level in line with the sales plans for the fourth quarter onward.

(Billions of Yen, Months)



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

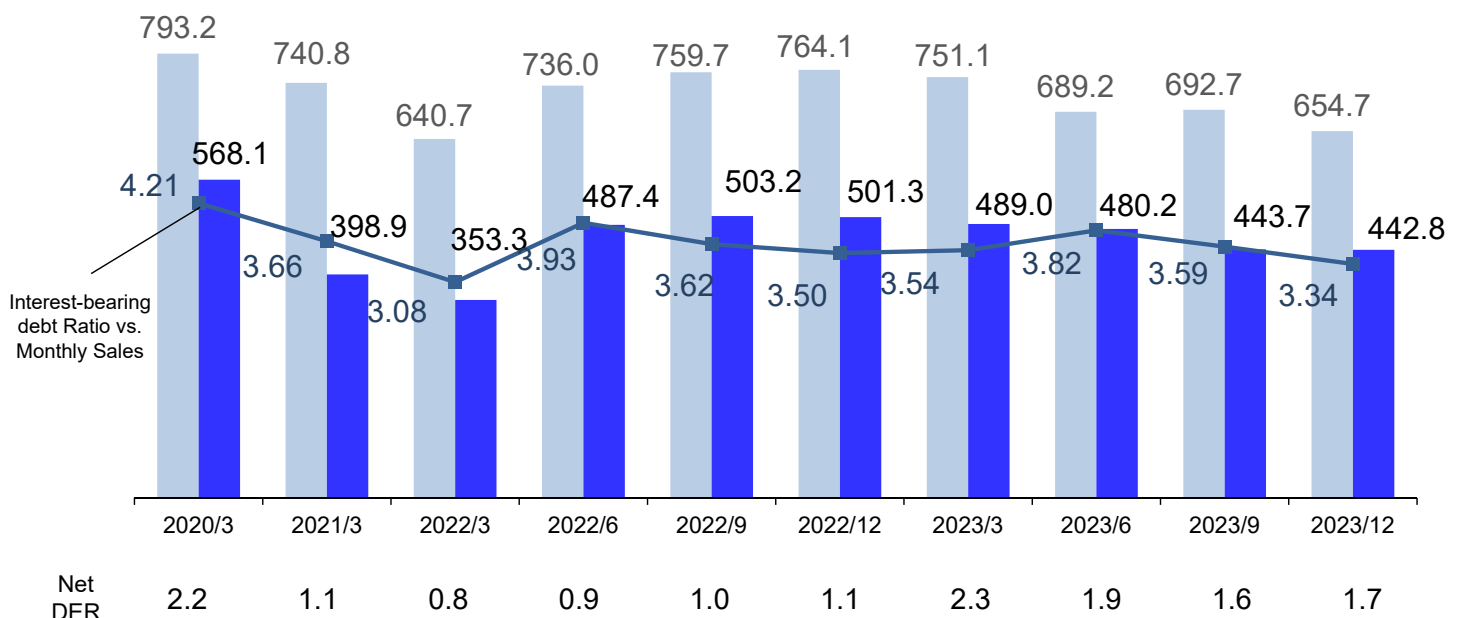


Interest-Bearing Debt Trends

- Net interest-bearing debt amounted to 442.8 billion yen, while we posted 443.7 billion yen at the end of September 2023.

Left bar: Interest-bearing debt
Right bar: Net interest-bearing debt

(Billions of Yen, Months)



*Net interest-bearing debt: interest-bearing debt – cash and deposits



III. Consolidated Financial Results Forecast for Fiscal 2023

Consolidated Financial Results Forecast for Fiscal 2023

•We revised our financial results forecast due to extremely difficult market conditions for small- and medium-size displays.

(Billions of Yen)

	FY2022	FY2023			
	Fiscal Year	Fiscal-year Previous Forecast	Fiscal-Year Revised Forecast	YoY	Revision
Net Sales	2,548.1	2,560.0	2,350.0	-7.8%	-210.0
Operating Profit (margin)	-25.7 (-1.0%)	40.0 (1.6%)	0.0 (0.0%)	-	-40.0
Ordinary Profit (margin)	-30.4 (-1.2%)	39.0 (1.5%)	4.0 (0.2%)	-	-35.0
Bottom-line Profit (margin)	-260.8 (-10.2%)	10.0 (0.4%)	-10.0 (-0.4%)	-	-20.0
Avg. Exchange Rate		(H2)	(Q4)		
USD/JPY	134.48	145.00	145.00		
Euro/JPY	139.46	155.00	155.00		

SHARP

IV. Supplementary Data

SHARP

Consolidated Financial Results

(Billions of Yen)

	FY2022			FY2023		
	First Half	Second Half	Fiscal Year	First Half	Second Half Forecast	Fiscal Year Forecast
Net Sales	1,257.9	1,290.1	2,548.1	1,158.2	1,191.8	2,350.0
Operating Profit	1.0	-26.7	-25.7	-5.8	5.8	0.0
(margin)	(0.1%)	(-2.1%)	(-1.0%)	(-0.5%)	(0.5%)	(0.0%)
Ordinary Profit	9.2	-39.7	-30.4	3.0	1.0	4.0
(margin)	(0.7%)	(-3.1%)	(-1.2%)	(0.3%)	(0.1%)	(0.2%)
Bottom-line Profit	9.4	-270.2	-260.8	4.9	-14.9	-10.0
(margin)	(0.8%)	(-21.0%)	(-10.2%)	(0.4%)	(-1.3%)	(-0.4%)

SHARP

S-2

Consolidated Quarterly Financial Results

(Billions of Yen)

	FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Net Sales	562.1	695.8	709.0	581.0	541.2	617.0	606.4
Operating Profit	6.1	-5.0	-3.5	-23.1	-7.0	1.1	2.2
(margin)	(1.1%)	(-0.7%)	(-0.5%)	(-4.0%)	(-1.3%)	(0.2%)	(0.4%)
Ordinary Profit	17.4	-8.2	-11.0	-28.6	-0.5	3.5	3.5
(margin)	(3.1%)	(-1.2%)	(-1.6%)	(-4.9%)	(-0.1%)	(0.6%)	(0.6%)
Bottom-line Profit	26.9	-17.4	-18.4	-251.8	5.5	-0.5	-2.9
(margin)	(4.8%)	(-2.5%)	(-2.6%)	(-43.3%)	(1.0%)	(-0.1%)	(-0.5%)

SHARP

S-3

Sales by Segment

(Billions of Yen)

	FY2022			FY2023
	First Half	Second Half	Fiscal Year	First Half
Smart Life & Energy	252.4	224.3	476.8	223.3
Smart Office	281.7	280.0	561.7	271.4
Universal Network	163.4	170.6	334.1	146.1
Brand Businesses	697.7	675.0	1,372.7	640.9
Display Device	406.6	353.3	759.9	350.7
Electronic Device	187.8	287.7	475.5	191.4
Device Businesses	594.4	641.1	1,235.5	542.1
Subtotal	1,292.1	1,316.1	2,608.2	1,183.0
Adjustments	-34.1	-26.0	-60.1	-24.7
Total	1,257.9	1,290.1	2,548.1	1,158.2

SHARP

*Sales include inter-segment sales and transfers.

S-4

Operating Profit by Segment

(Billions of Yen)

	FY2022			FY2023
	First Half	Second Half	Fiscal Year	First Half
Smart Life & Energy	17.4 (6.9%)	11.9 (5.3%)	29.3 (6.2%)	14.2 (6.4%)
Smart Office	2.5 (0.9%)	11.9 (4.3%)	14.5 (2.6%)	9.9 (3.7%)
Universal Network	-4.2 (-2.6%)	-3.5 (-2.1%)	-7.8 (-2.3%)	3.0 (2.1%)
Brand Businesses	15.7 (2.3%)	20.3 (3.0%)	36.1 (2.6%)	27.2 (4.2%)
Display Device	-13.7 (-3.4%)	-52.7 (-14.9%)	-66.4 (-8.7%)	-29.6 (-8.5%)
Electronic Device	7.4 (3.9%)	7.3 (2.6%)	14.7 (3.1%)	4.6 (2.4%)
Device Businesses	-6.3 (-1.1%)	-45.3 (-7.1%)	-51.6 (-4.2%)	-25.0 (-4.6%)
Subtotal	9.3 (0.7%)	-24.9 (-1.9%)	-15.5 (-0.6%)	2.1 (0.2%)
Adjustments	-8.3	-1.7	-10.1	-8.0
Total	1.0 (0.1%)	-26.7 (-2.1%)	-25.7 (-1.0%)	-5.8 (-0.5%)

SHARP

*Figures within parentheses indicate operating margin.

S-5

Quarterly Sales by Segment

(Billions of Yen)

	FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Smart Life & Energy	113.2	139.2	113.6	110.6	106.6	116.6	106.6
Smart Office	130.2	151.5	132.6	147.3	126.6	144.8	150.2
Universal Network	77.2	86.2	93.7	76.9	65.7	80.3	92.5
Brand Businesses	320.7	376.9	339.9	335.0	299.0	341.8	349.5
Display Device	189.4	217.1	217.8	135.5	171.3	179.4	126.3
Electronic Device	68.9	118.8	164.4	123.3	83.2	108.1	140.8
Device Businesses	258.3	336.0	382.2	258.8	254.5	287.5	267.1
Subtotal	579.1	712.9	722.2	593.8	553.6	629.4	616.6
Adjustments	-16.9	-17.1	-13.1	-12.8	-12.3	-12.4	-10.2
Total	562.1	695.8	709.0	581.0	541.2	617.0	606.4

SHARP

*Sales include inter-segment sales and transfers.

S-6

Quarterly Operating Profit by Segment

(Billions of Yen)

	FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Smart Life & Energy	7.4 (6.6%)	9.9 (7.2%)	6.0 (5.4%)	5.8 (5.3%)	6.9 (6.5%)	7.3 (6.3%)	5.2 (5.0%)
Smart Office	1.1 (0.9%)	1.3 (0.9%)	2.6 (2.0%)	9.3 (6.4%)	3.1 (2.5%)	6.7 (4.7%)	9.0 (6.0%)
Universal Network	0.3 (0.5%)	-4.6 (-5.3%)	-2.3 (-2.5%)	-1.2 (-1.6%)	1.7 (2.7%)	1.2 (1.6%)	4.6 (5.0%)
Brand Businesses	8.9 (2.8%)	6.7 (1.8%)	6.4 (1.9%)	13.9 (4.2%)	11.7 (3.9%)	15.4 (4.5%)	18.9 (5.4%)
Display Device	0.6 (0.3%)	-14.4 (-6.6%)	-13.6 (-6.3%)	-39.1 (-28.9%)	-17.3 (-10.1%)	-12.3 (-6.9%)	-19.7 (-15.6%)
Electronic Device	0.0 (0.0%)	7.4 (6.2%)	5.9 (3.6%)	1.4 (1.2%)	2.0 (2.5%)	2.5 (2.4%)	7.6 (5.4%)
Device Businesses	0.6 (0.2%)	-6.9 (-2.1%)	-7.7 (-2.0%)	-37.6 (-14.5%)	-15.2 (-6.0%)	-9.7 (-3.4%)	-12.1 (-4.5%)
Subtotal	9.6 (1.7%)	-0.2 (-0.0%)	-1.2 (-0.2%)	-23.6 (-4.0%)	-3.4 (-0.6%)	5.6 (0.9%)	6.8 (1.1%)
Adjustments	-3.4	-4.8	-2.2	0.4	-3.6	-4.4	-4.5
Total	6.1 (1.1%)	-5.0 (-0.7%)	-3.5 (-0.5%)	-23.1 (-4.0%)	-7.0 (-1.3%)	1.1 (0.2%)	2.2 (0.4%)

SHARP

*Figures within parentheses indicate operating margin.

S-7

Capital Investment / Depreciation and Amortization

(Billions of Yen)

	FY2022			FY2023		
	First Half	Second Half	Fiscal Year	First Half	Second-half Forecast	Fiscal Year Forecast
Capital Investment	20.5	23.9	44.5	22.3	37.7	60.0
Displays	4.2	9.9	14.2	10.3	15.0	25.3
Depreciation and Amortization	38.0	46.2	84.2	29.2	35.8	65.0
R&D Expenditures	39.9	38.7	78.7	36.7	48.3	85.0

(Yen)

Avg. Exchange Rate	FY2022			FY2023	
	First Half	Second Half	Fiscal Year	First Half	Q4 Forecast
US Dollar	132.98	135.98	134.48	141.00	145.00
Euro	137.22	141.71	139.46	153.38	155.00

SHARP

S-8

Quarterly Capital Investment and Depreciation, etc.

(Billions of Yen)

	FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Capital Investment	5.0	15.5	12.3	11.6	8.9	13.3	13.4
Displays	0.9	3.3	4.7	5.2	4.0	6.3	5.8
Depreciation and Amortization	15.6	22.3	22.9	23.2	14.1	15.1	15.6
R&D Expenditures	18.7	21.1	20.4	18.3	17.6	19.1	18.0

(Yen)

Avg. Exchange Rate	FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
US Dollar	128.57	137.38	140.60	131.35	137.37	144.63	147.89
Euro	136.60	137.84	142.81	140.60	149.46	157.29	159.10

SHARP

S-9

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.

*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 & Energy: SL Smart Office: SO Universal Network: UN Display Device: DD Electronic Device: ED

SHARP

SHARP

Be Original.

