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# **Consolidated Financial Results for the Year Ended March 31, 2014**

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**SHARP CORPORATION**

**May 12, 2014**

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- (3) Changes in exchange rates (particularly between the yen and the U.S. dollar, the euro and other currencies)
- (4) Regulations such as trade restrictions in other countries
- (5) The progress of collaborations and alliances with other companies
- (6) Litigation and other legal proceedings against Sharp
- (7) Rapid technological changes in products and services, etc.

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## I . Financial Results for Fiscal 2013

## Financial Results for Fiscal 2013

• Net sales, operating income and net income surpassed the previously announced forecast figures

(Billions of Yen)

	FY2012	FY2013							FY2013
	Full Year	1H	3Q	4Q	2H	Full Year	Difference from previous forecast	Change (Y on Y)	Previous Forecast
Net Sales	2,478.5	1,342.0	815.2	769.8	1,585.1	2,927.1	+27.1	+18.1%	2,900.0
Operating Income	-146.2 (-5.9%)	33.8 (2.5%)	47.6 (5.8%)	27.0 (3.5%)	74.7 (4.7%)	108.5 (3.7%)	+8.5	-	100.0 (3.4%)
Net Income	-545.3 (-22.0%)	-4.3 (-0.3%)	22.0 (2.7%)	-6.1 (-0.8%)	15.8 (1.0%)	11.5 (0.4%)	+6.5	-	5.0 (0.2%)

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Consolidated financial results for fiscal 2013 recorded net sales of 2,927.1 billion yen, up 18.1% compared to the previous year. Operating income was 108.5 billion yen, and net income was 11.5 billion yen.

All these figures surpassed the forecasts announced on February 4, 2014. As well, the income figures increased greatly over the previous year and put us back into the black.

## Sales by Product Group

• Solar Cells, LCDs and Electronic Devices increased significantly compared to the previous year

(Billions of Yen)

	FY2012	FY2013					Full Year	Difference from previous forecast	Change (Y on Y)	FY2013 Previous Forecast
	Full Year	1H	3Q	4Q	2H					
Digital Information Equipment	732.6	334.6	216.9	181.8	398.7	733.3	+3.3	+0.1%	730.0	
Health and Environmental Equipment	309.6	159.8	82.1	84.9	167.0	326.8	+6.8	+5.6%	320.0	
Solar Cells	259.9	168.2	108.5	162.1	270.7	439.0	+9.0	+68.9%	430.0	
Business Solutions	296.9	158.4	77.1	83.3	160.4	318.8	+8.8	+7.4%	310.0	
<b>Product Business</b>	<b>1,599.2</b>	<b>821.2</b>	<b>484.7</b>	<b>512.2</b>	<b>996.9</b>	<b>1,818.1</b>	<b>+28.1</b>	<b>+13.7%</b>	<b>1,790.0</b>	
LCDs	846.8	478.5	277.5	234.9	512.5	991.0	-8.9	+17.0%	1,000.0	
Electronic Devices	270.6	147.8	106.4	72.0	178.5	326.3	-13.6	+20.6%	340.0	
<b>Device Business</b>	<b>1,117.5</b>	<b>626.4</b>	<b>384.0</b>	<b>307.0</b>	<b>691.0</b>	<b>1,317.4</b>	<b>-22.5</b>	<b>+17.9%</b>	<b>1,340.0</b>	
<b>Sub Total</b>	<b>2,716.7</b>	<b>1,447.6</b>	<b>868.7</b>	<b>819.2</b>	<b>1,687.9</b>	<b>3,135.6</b>	<b>+5.6</b>	<b>+15.4%</b>	<b>3,130.0</b>	
Adjustments	-238.1	-105.6	-53.4	-49.3	-102.8	-208.4	+21.5	-	-230.0	
<b>Total</b>	<b>2,478.5</b>	<b>1,342.0</b>	<b>815.2</b>	<b>769.8</b>	<b>1,585.1</b>	<b>2,927.1</b>	<b>+27.1</b>	<b>+18.1%</b>	<b>2,900.0</b>	

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

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This slide shows sales by product group.

Solar Cells, LCDs, and Electronic Devices increased significantly compared to the previous year, and overall sales were up 18.1%.

## Operating Income by Product Group

• While Health and Environmental Equipment saw a decrease in earnings, Digital Information Equipments, Solar Cells and LCDs improved significantly

(Billions of Yen)

	FY2012		FY2013						FY2013		
	Full Year	1H	3Q	4Q	2H	Full Year	Difference from previous forecast	Difference (Y on Y)	Change (Y on Y)	Previous Forecast	
Digital Information Equipment	-9.8 (-1.3%)	0.8 (0.3%)	8.4 (3.9%)	3.4 (1.9%)	11.9 (3.0%)	12.8 (1.8%)	+4.8	+22.6	-	8.0 (1.1%)	
Health and Environmental Equipment	32.2 (10.4%)	9.6 (6.0%)	5.6 (6.9%)	5.6 (6.7%)	11.3 (6.8%)	21.0 (6.4%)	+1.0	-11.1	-34.7%	20.0 (6.3%)	
Solar Cells	-4.4 (-1.7%)	9.8 (5.9%)	5.9 (5.5%)	16.5 (10.2%)	22.5 (8.3%)	32.4 (7.4%)	+8.4	+36.8	-	24.0 (5.6%)	
Business Solutions	24.3 (8.2%)	15.9 (10.1%)	6.1 (8.0%)	8.4 (10.2%)	14.6 (9.1%)	30.5 (9.6%)	+2.5	+6.2	+25.5%	28.0 (9.0%)	
<b>Product Business</b>	<b>42.1</b> (2.6%)	<b>36.3</b> (4.4%)	<b>26.2</b> (5.4%)	<b>34.1</b> (6.7%)	<b>60.4</b> (6.1%)	<b>96.8</b> (5.3%)	+16.8	+54.6	2.3-fold	<b>80.0</b> (4.5%)	
LCDs	-138.9 (-16.4%)	8.6 (1.8%)	26.0 (9.4%)	6.9 (2.9%)	32.9 (6.4%)	41.5 (4.2%)	+1.5	+180.5	-	40.0 (4.0%)	
Electronic Devices	-15.5 (-5.7%)	5.2 (3.5%)	4.2 (4.0%)	-6.1 (-8.6%)	-1.9 (-1.1%)	3.2 (1.0%)	-8.7	+18.7	-	12.0 (3.5%)	
<b>Device Business</b>	<b>-154.5</b> (-13.8%)	<b>13.9</b> (2.2%)	<b>30.2</b> (7.9%)	<b>0.7</b> (0.2%)	<b>30.9</b> (4.5%)	<b>44.8</b> (3.4%)	-7.1	+199.3	-	<b>52.0</b> (3.9%)	
<b>Sub Total</b>	<b>-112.3</b> (-4.1%)	<b>50.2</b> (3.5%)	<b>56.4</b> (6.5%)	<b>34.8</b> (4.3%)	<b>91.3</b> (5.4%)	<b>141.6</b> (4.5%)	+9.6	+253.9	-	<b>132.0</b> (4.2%)	
Adjustments	-33.9	-16.4	-8.8	-7.8	-16.6	-33.0	-1.0	+0.8	-	-32.0	
<b>Total</b>	<b>-146.2</b> (-5.9%)	<b>33.8</b> (2.5%)	<b>47.6</b> (5.8%)	<b>27.0</b> (3.5%)	<b>74.7</b> (4.7%)	<b>108.5</b> (3.7%)	+8.5	+254.8	-	<b>100.0</b> (3.4%)	

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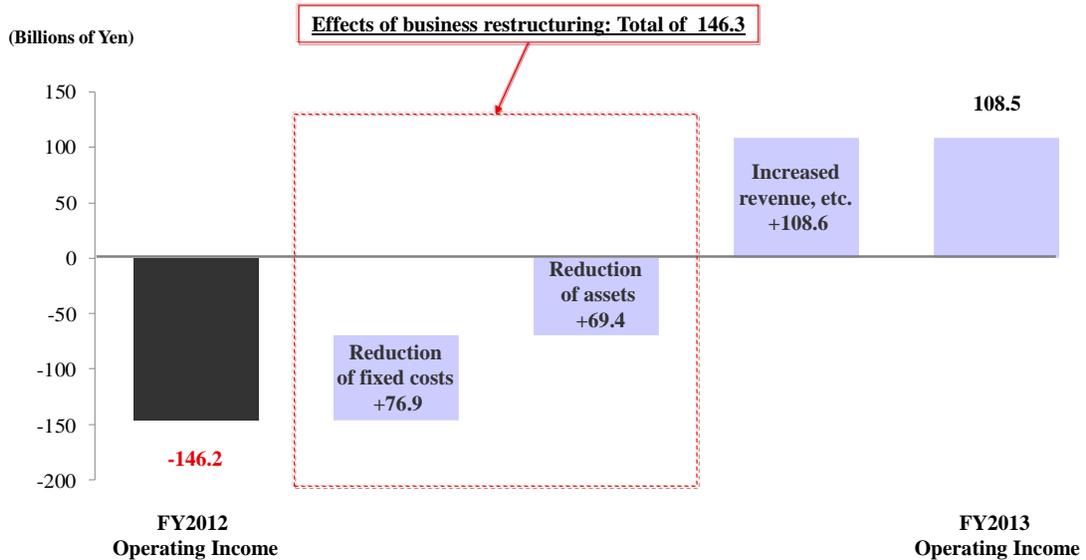
\*The percentage figures noted in brackets show operating margin 4

This slide shows operating income.

Health and Environmental Equipment showed a decrease in earnings, owing to worsening profits of imported products caused by a yen depreciation. But Digital Information Equipment, Solar Cells, and LCDs improved significantly, resulting in an overall earnings increase over the previous year of 254.8 billion yen.

## Breakdown of Operating Income by Factor (FY2012 vs. FY2013)

• Improved significantly compared to the previous year thanks to positive effects from business restructuring such as reductions in fixed costs and assets



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This slide shows breakdown of operating income by factor.

Operating income improved compared to the previous year thanks to the positive effects of business restructuring, such as a reduction in fixed costs and assets, and increased revenue in each business.

## Other Income (Expenses)

• Other income (expenses) improved compared to the previous year

(Billions of Yen)

	FY2012	FY2013						FY2013
	Full Year	1H	3Q	4Q	2H	Full Year	Difference (Y on Y)	Previous Forecast
Operating Income	-146.2	33.8	47.6	27.0	74.7	108.5	+254.8	100.0
Other Income (Expenses)	-319.9	-28.9	-15.0	-18.5	-33.5	-62.5	+257.3	
Gain on sales of investment securities	0.7	1.6	0.0	4.7	4.7	6.3	5.6	
Interest expenses	-12.8	-8.9	-5.8	-5.8	-11.7	-20.7	-7.8	
Loss on sales and retirement of noncurrent assets	-15.6	-1.1	-0.3	-0.1	-0.4	-1.6	+13.9	
Impairment loss	-47.3	0.0	0.0	-11.7	-11.7	-11.7	+35.6	
Loss on valuation of investment securities	-3.7	-0.9	-1.3	0.1	-1.2	-2.1	+1.6	
Restructuring charges	-143.3	0.0	0.0	0.0	0.0	0.0	+143.3	
Settlement package	-17.8	0.0	0.0	0.0	0.0	0.0	+17.8	
Provision for loss on litigation	-32.3	-1.0	0.0	0.0	0.0	-1.1	+31.1	
Others	-47.3	-18.5	-7.3	-5.5	-12.9	-31.4	+15.9	
Income taxes, etc.	-79.1	-9.1	-10.5	-14.7	-25.2	-34.4	+44.7	
Net Income	-545.3	-4.3	22.0	-6.1	15.8	11.5	+556.9	5.0

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This slide shows other income (expenses).

In the fourth quarter of fiscal 2013, a 4.7 billion yen gain on sales of investment securities was recorded as other income, and an impairment loss of 11.7 billion yen—related to goodwill of the development subsidiaries for solar power generation plants and the production facilities, etc. for Digital Information Equipment—, was recorded as other expenses.

Other income (expenses) improved by 257.3 billion yen compared to the previous year, when a significant amount of expenses were recorded, including restructuring charges.

## Consolidated Balance Sheets

• *Equity ratio decreased compared to end Dec. 2013 due to a 109.3 billion yen on-balance-sheet effect of retirement benefit obligation, but improved from the end of FY2012*

(Billions of Yen)

	FY2012	FY2013		
	End of Mar. 2013	End of Sep. 2013	End of Dec. 2013	End of Mar. 2014
Cash, time deposits and restricted cash	191.9	167.5	318.5	379.5
Notes and accounts receivable	558.2	608.0	711.5	568.8
Inventories	310.7	317.5	342.1	295.1
Other current assets	160.9	189.9	177.2	130.6
<b>Current Assets</b>	<b>1,221.8</b>	<b>1,282.9</b>	<b>1,549.4</b>	<b>1,374.2</b>
Plant and Equipment	563.6	535.2	530.7	519.7
Investments and Other Assets	301.6	297.1	326.0	287.5
Deferred Assets	0.6	0.1	0.1	0.1
<b>Total assets</b>	<b>2,087.7</b>	<b>2,115.5</b>	<b>2,406.3</b>	<b>2,181.6</b>

	FY2012	FY2013		
	End of Mar. 2013	End of Sep. 2013	End of Dec. 2013	End of Mar. 2014
CB	200.3	0.0	0.0	0.0
Short-term borrowings	924.1	874.0	899.3	793.1
Notes and accounts payable	405.6	449.3	483.7	409.9
Other current liabilities	337.7	289.6	339.8	348.5
<b>Current Liabilities</b>	<b>1,667.5</b>	<b>1,613.0</b>	<b>1,722.9</b>	<b>1,551.6</b>
Long-term Liabilities	285.3	355.9	356.5	422.8
<b>Liabilities</b>	<b>1,952.9</b>	<b>1,968.9</b>	<b>2,079.4</b>	<b>1,974.5</b>
<b>Net Assets</b>	<b>134.8</b>	<b>146.6</b>	<b>326.8</b>	<b>207.1</b>
<b>Total liabilities and net assets</b>	<b>2,087.7</b>	<b>2,115.5</b>	<b>2,406.3</b>	<b>2,181.6</b>

<b>Equity Ratio</b>	6.0%	6.4%	13.1%	8.9%
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This slide shows the consolidated balance sheets.

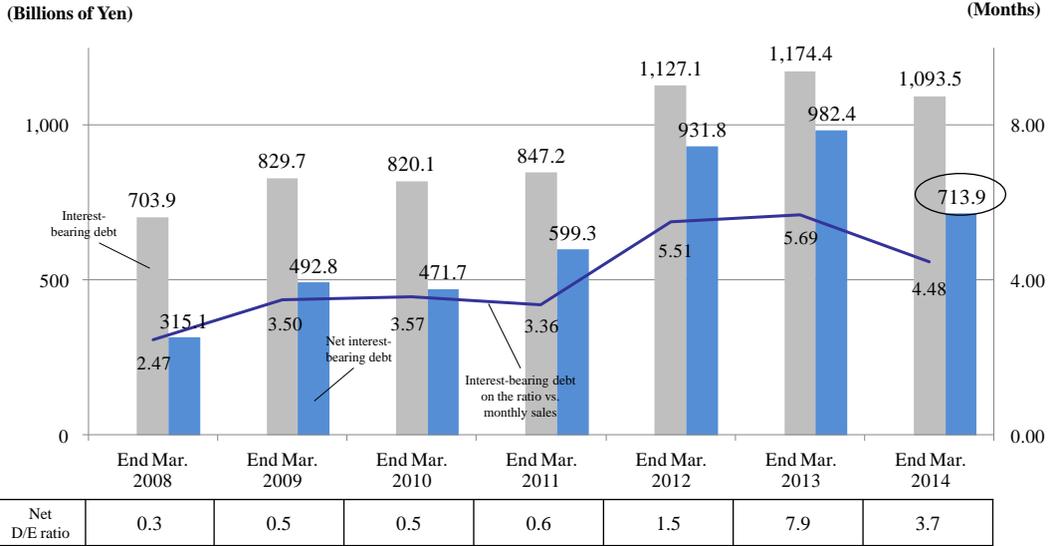
Various efforts, including a capital increase through a public offering and third-party allotments, led to a result of 379.5 billion yen in cash, time deposits and restricted cash.

Regarding net assets, however, retirement benefit obligation on the balance sheet had a negative effect of 109.3 billion yen, resulting in net assets of 207.1 billion yen—an increase of only 72.3 billion yen over the previous year.

The equity ratio improved from 6.0% to 8.9%.

## Transition of Interest-bearing Debt

- Interest-bearing debt at end Mar. 2014 was 1,093.5 billion yen, a decrease of 80.9 billion yen compared to end Mar. 2013, and the ratio vs. monthly sales decreased to 4.48 months from 5.69 months
- Net interest-bearing debt\* also decreased to 713.9 billion yen from 982.4 billion yen at end Mar. 2013



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This slide shows transition of interest-bearing debt.

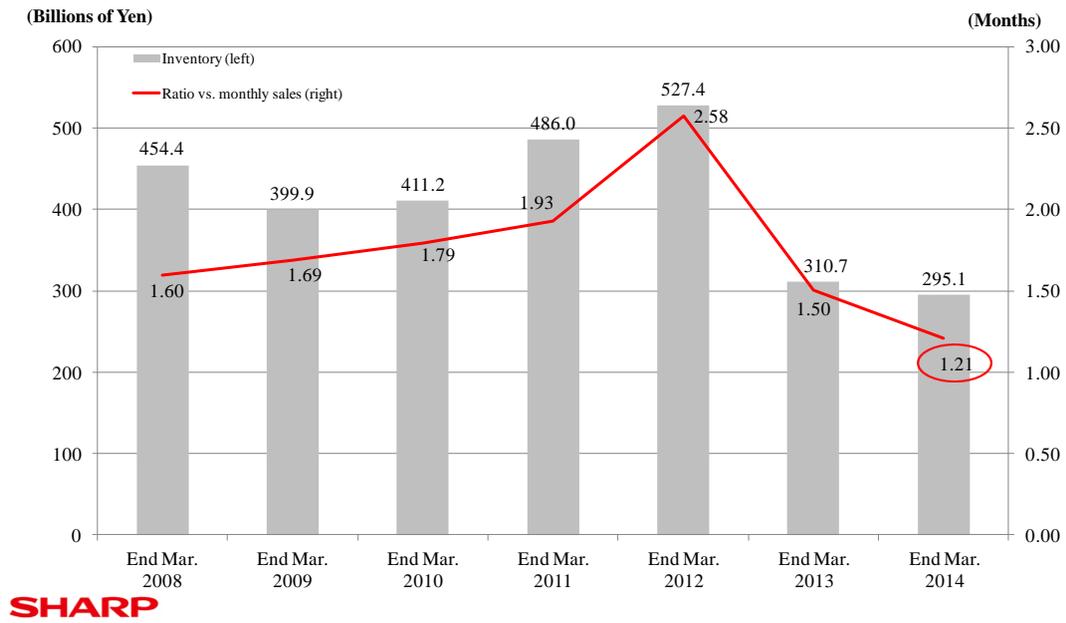
Due to inventory reduction and a sell-off of assets such as investment securities, interest-bearing debt fell by 80.9 billion yen compared to the end of March 2013, to 1,093.5 billion yen.

Net interest-bearing debt, which is interest-bearing debt minus, cash, time deposits and restricted cash, improved to 713.9 billion yen.

We will continue to work to improve cash flows to further reduce interest-bearing debt.

## “Asset Light” Approach [ Transition of Inventory ]

• Inventory at end Mar. 2014 was 295.1 billion yen, a decrease of 15.5 billion yen compared to end Mar. 2013, and the ratio vs. monthly sales decreased to 1.21 months from 1.50 months



This slide shows transition of inventory.

Thanks to thorough company-wide efforts, inventory was 295.1 billion yen, a decrease of 15.5 billion yen compared to the end of March 2013. The ratio vs. monthly sales decreased from 1.50 months to 1.21 months.

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

## Financial Results Forecast for Fiscal 2014

- A revision of foreign exchange assumptions following further yen depreciation resulted in an increase of 180 billion yen in net sales compared with the May 2013 Medium-Term Management Plan
- Factoring in yen depreciation, the depreciation of emerging country currencies and other external environmental factors decreased operating income and net income by 10 billion yen

(Billions of Yen)

	FY2013	FY2014							FY2014
	Full Year	1H Forecast	Change (Y on Y)	2H Forecast	Change (Y on Y)	Full Year Forecast	Difference from the Mid-Term Plan	Change (Y on Y)	Mid-Term Plan (5/14/2013)
Net Sales	2,927.1	1,450.0	+8.0%	1,550.0	-2.2%	3,000.0	+180.0	+2.5%	2,820.0
Operating Income	108.5	35.0	+3.5%	65.0	-13.0%	100.0	-10.0	-7.9%	110.0
Net Income	11.5	5.0	-	25.0	+57.3%	30.0	-10.0	2.6-fold	40.0

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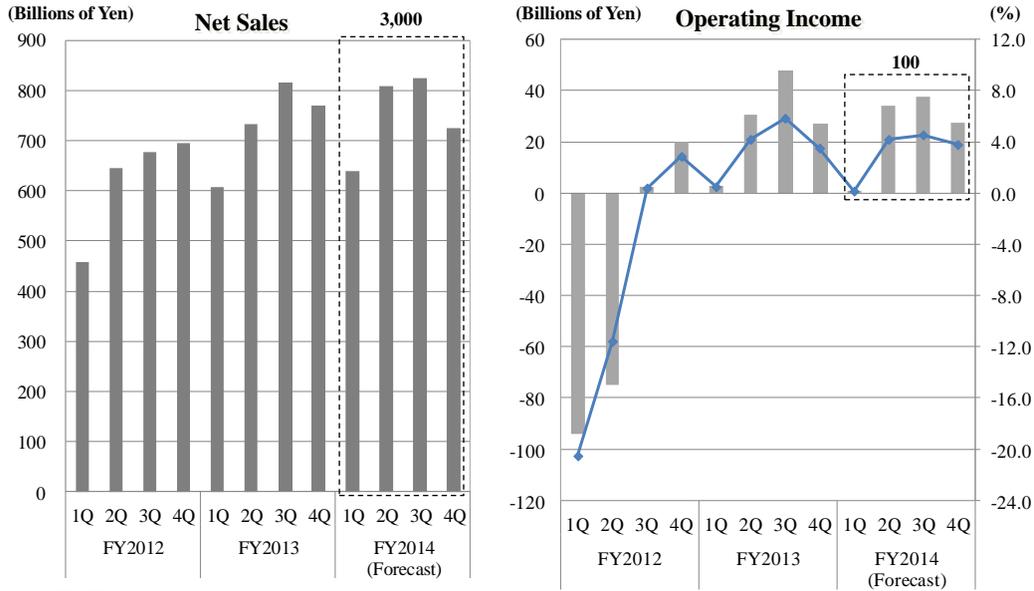
In the Medium-Term Management Plan announcement in May 2013, we released our financial forecast for fiscal 2014.

Following that forecast, the yen fell rapidly, as did the currencies of emerging countries. In Japan, a short-term decrease in sales has been predicted, owing to an increase in the consumption tax. These and other factors constitute a major change in the electronics industry.

Based on this new situation, we have revised our currency exchange assumptions for fiscal 2014 and upwardly adjusted net sales by 180 billion yen and downwardly adjusted operating income and net income by 10 billion yen each.

## Net Sales / Operating Income Transition Forecast by Quarter

• 1Q FY2014 is expected to see a decrease in net sales compared to 4Q FY2013 in addition to sluggish operating income due to seasonal fluctuations and a backlash from the last-minute demand following the hike in consumption tax



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This slide shows net sales / operating income transition forecast by quarter.

The first quarter of fiscal 2014 is expected to show a decrease in net sales and operating income mainly in Digital Information Equipment, Solar Cells, and LCDs due to seasonal fluctuations and a backlash from last-minute demand following the hike in consumption tax.

## Sales by Product Group

(Billions of Yen)

	FY2013			FY2014		
	1H	2H	Full Year	Full Year Forecast	Difference (Y on Y)	Change (Y on Y)
Digital Information Equipment	334.6	398.7	733.3	780.0	+46.6	+6.4%
Health and Environmental Equipment	159.8	167.0	326.8	360.0	+33.1	+10.1%
Solar Cells	168.2	270.7	439.0	290.0	-149.0	-33.9%
Business Solutions	158.4	160.4	318.8	340.0	+21.1	+6.6%
<b>Product Business</b>	<b>821.2</b>	<b>996.9</b>	<b>1,818.1</b>	<b>1,770.0</b>	<b>-48.1</b>	<b>-2.6%</b>
LCDs	478.5	512.5	991.0	1,000.0	+8.9	+0.9%
Electronic Devices	147.8	178.5	326.3	450.0	+123.6	+37.9%
<b>Device Business</b>	<b>626.4</b>	<b>691.0</b>	<b>1,317.4</b>	<b>1,450.0</b>	<b>+132.5</b>	<b>+10.1%</b>
<b>Sub Total</b>	<b>1,447.6</b>	<b>1,687.9</b>	<b>3,135.6</b>	<b>3,220.0</b>	<b>+84.3</b>	<b>+2.7%</b>
Adjustments	-105.6	-102.8	-208.4	-220.0	-11.5	-
<b>Total</b>	<b>1,342.0</b>	<b>1,585.1</b>	<b>2,927.1</b>	<b>3,000.0</b>	<b>+72.8</b>	<b>+2.5%</b>

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

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This slide shows sales by product group.

Sales are anticipated to decline drastically in Solar Cells due to factors including a decrease in the number of overseas developer business projects, and lower sales of residential solar systems in Japan.

However, Digital Information Equipment, Health and Environmental Equipment, Electronic Devices, and other product groups, are expected to show sales increases, and the overall result is projected to increase by 72.8 billion yen over fiscal 2013.

## Operating Income by Product Group

(Billions of Yen)

	FY2013			FY2014		
	1H	2H	Full Year	Full Year Forecast	Difference (Y on Y)	Change (Y on Y)
Digital Information Equipment	0.8 (0.3%)	11.9 (3.0%)	12.8 (1.8%)	20.0 (2.6%)	+7.1	+55.8%
Health and Environmental Equipment	9.6 (6.0%)	11.3 (6.8%)	21.0 (6.4%)	19.0 (5.3%)	-2.0	-9.6%
Solar Cells	9.8 (5.9%)	22.5 (8.3%)	32.4 (7.4%)	-5.0 (-1.7%)	-37.4	-
Business Solutions	15.9 (10.1%)	14.6 (9.1%)	30.5 (9.6%)	26.0 (7.6%)	-4.5	-14.9%
<b>Product Business</b>	<b>36.3</b> (4.4%)	<b>60.4</b> (6.1%)	<b>96.8</b> (5.3%)	<b>60.0</b> (3.4%)	<b>-36.8</b>	<b>-38.0%</b>
LCDs	8.6 (1.8%)	32.9 (6.4%)	41.5 (4.2%)	55.0 (5.5%)	+13.4	+32.2%
Electronic Devices	5.2 (3.5%)	-1.9 (-1.1%)	3.2 (1.0%)	15.0 (3.3%)	+11.7	4.6-fold
<b>Device Business</b>	<b>13.9</b> (2.2%)	<b>30.9</b> (4.5%)	<b>44.8</b> (3.4%)	<b>70.0</b> (4.8%)	<b>+25.1</b>	<b>+56.1%</b>
<b>Sub Total</b>	<b>50.2</b> (3.5%)	<b>91.3</b> (5.4%)	<b>141.6</b> (4.5%)	<b>130.0</b> (4.0%)	<b>-11.6</b>	<b>-8.2%</b>
Adjustments	-16.4	-16.6	-33.0	-30.0	+3.0	-
<b>Total</b>	<b>33.8</b> (2.5%)	<b>74.7</b> (4.7%)	<b>108.5</b> (3.7%)	<b>100.0</b> (3.3%)	<b>-8.5</b>	<b>-7.9%</b>

\*The percentage figures noted in brackets show operating margin

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This slide shows operating income by product group.

While increases are forecast for LCDs and Electronic Devices, a loss for Solar Cells is projected. The overall figure is anticipated to decrease by 8.5 billion yen from the previous year.

### **III. Information by Product Group**

Let's look at information by product group.

We will look individually at Digital Information Equipment, Solar Cells, LCDs, and Electronics Devices, product groups with particularly large fluctuations in sales and operating income.

## Digital Information Equipment <Total>

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	732.6	334.6	216.9	181.8	398.7	733.3	+0.1%	780.0	+6.4%
Operating Income (margin)	-9.8 (-1.3%)	0.8 (0.3%)	8.4 (3.9%)	3.4 (1.9%)	11.9 (3.0%)	12.8 (1.8%)	-	20.0 (2.6%)	+55.8%

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

### [ FY2013 Results ]

- Growth in LCD TVs in Japan, China and emerging countries despite sluggish results in the Americas and Europe, and the introduction of new mobile phones improved income and returned us to profitability

### [ Future Expectations and Initiatives ]

- 1H FY2014 is expected to demonstrate low performance due to a temporary sales decrease in the wake of the consumption tax hike in Japan and settlement of the past promotional expenses (Chinese New Year)
- Work to recover results by introducing new LCD TVs and mobile phones on the market

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Sales of Digital Information Equipment for fiscal 2013 were 733.3 billion yen, on par with the previous year. Operating income, however, was back in the black at 12.8 billion yen, following an operating loss in the previous year.

Sales of LCD TVs—a main item in this product group—were sluggish in the Americas and Europe, but improved in Japan, China, and emerging countries. In addition to this, newly released mobile phones contributed to the product group getting back into the black.

The forecast for the full year is shown here.

Next, please look at slide 19, Solar Cells.

## Digital Information Equipment <LCD TVs, Mobile Phones>

(Billions of Yen; Millions of Units)

		FY2012	FY2013					FY2014		
		Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
LCD TVs	Amt	388.4	194.0	118.8	100.9	219.8	413.8	+6.6%	440.0	+6.3%
	Unit	8.03	3.69	2.18	1.94	4.12	7.81	-2.7%	8.20	+4.9%
Mobile Phones	Amt	229.6	87.5	69.2	48.8	118.0	205.5	-10.5%	220.0	+7.0%
	Unit	6.11	2.42	1.77	1.30	3.08	5.51	-9.8%	6.30	+14.3%

### [ FY2013 Results ]

**LCD TVs:** The exacerbating competition environment on the U.S. market and other causes resulted in slightly lower units sold than in the previous year while the average unit price increased

**Mobile phones:** The units sold and amounts recorded were lower than the previous year due to increased competition with overseas mobile phone manufacturers and blunted growth of domestic smartphone demand, among other causes

### [ Onward Actions ]

**LCD TVs:** Increase sales of high-definition LCD TVs such as 4K AQUOS and Quattron Pro, enhance the lineup of 60 inch and larger (70/80/90 inch) models, and strengthen sales of locally suitable models in emerging countries and other important regions

**Mobile phones:** Tap the demand for feature phones on the domestic market and introduce distinctive smartphones with IGZO LCDs and thin-bezel design EDGEST features, etc.

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## Health and Environmental Equipment

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	309.6	159.8	82.1	84.9	167.0	326.8	+5.6%	360.0	+10.1%
Operating Income (margin)	32.2 (10.4%)	9.6 (6.0%)	5.6 (6.9%)	5.6 (6.7%)	11.3 (6.8%)	21.0 (6.4%)	-34.7%	19.0 (5.3%)	-9.6%

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

**[ FY2013 Results ]**

- Due to the last-minute demand in 4Q FY2013 generated by the consumption tax increase, large refrigerators, high-function air conditioners and other products performed well and air purifiers also grew because of the PM2.5 issue
- Deteriorated profitability of imported products due to the yen depreciation lowered profits

**[ Onward Actions ]**

- Respond to the backlash from the consumption tax increase by creating products that arouse new demand and introducing products with unique features on the market
- Further strengthen overseas business centered on ASEAN and work to minimize foreign exchange effects through the progression of local production for local consumption

## Solar Cells

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	259.9	168.2	108.5	162.1	270.7	439.0	+68.9%	290.0	-33.9%
Volume (MW)	1,319	904	459	736	1,195	2,098	+59.1%	2,000	-4.7%
Operating Income (margin)	-4.4 (-1.7%)	9.8 (5.9%)	5.9 (5.5%)	16.5 (10.2%)	22.5 (8.3%)	32.4 (7.4%)	-	-5.0 (-1.7%)	-

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

### [ FY2013 Results ]

- Favorable results for industrial applications such as mega-solar power generation in the Japanese market
- Overseas developer businesses contributed to the increase in sales and profit

### [ Onward Actions ]

- A significant drop in sales and an operating loss are anticipated due to decreases in the number of overseas developer business projects and sales of domestic residential applications as well as an increase in imported component and material costs due to the yen depreciation
- Work to improve profitability by expanding the EPC sales ratio and shift to IPP/O&M and other energy solution business

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Sales of Solar Cells were up 68.9% over the previous year to 439.0 billion yen, and operating income was 32.4 billion yen. This result was achieved thanks to growth in residential applications and industrial ones, such as mega-solar power generation in the Japanese market. Growth in overseas developer businesses also contributed.

As for fiscal 2014, we anticipate a significant drop in sales and an operating loss. This is due to factors including a decrease in the number of overseas developer business projects (for which sellout was concentrated in fiscal 2013), a decrease in sales of domestic residential applications, and an increase in costs of imported components and materials caused by the yen depreciation.

We will work to regain profitability by rapidly converting to an energy system solution business, for example, by expanding sales in EPC and by strengthening IPP and O&M businesses.

Next, please look at slide 21, LCDs.

## Business Solutions

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	296.9	158.4	77.1	83.3	160.4	318.8	+7.4%	340.0	+6.6%
Operating Income (margin)	24.3 (8.2%)	15.9 (10.1%)	6.1 (8.0%)	8.4 (10.2%)	14.6 (9.1%)	30.5 (9.6%)	+25.5%	26.0 (7.6%)	-14.9%

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

**[ FY2013 Results ]**

- In addition to favorable results overseas in MFPs, information displays grew both domestically and overseas

**[ Future Expectations and Initiatives ]**

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

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## LCDs

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	846.8	478.5	277.5	234.9	512.5	991.0	+17.0%	1,000.0	+0.9%
Operating Income (margin)	-138.9 (-16.4%)	8.6 (1.8%)	26.0 (9.4%)	6.9 (2.9%)	32.9 (6.4%)	41.5 (4.2%)	-	55.0 (5.5%)	+32.2%

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

### [ FY2013 Results ]

- Small- and medium-size LCDs mostly for smartphones grew
- Attained a significant increase in earnings thanks in part to contributions from patent related and other engineering business

### [ Onward Actions ]

- Expand the small- and medium-size LCD production ratio at the Kameyama No.2 Plant (will increase to 50% by the end of 1H FY2014) and increase the inch size of large LCD panels
- Strengthen offering solution proposals through combinations of LCDs and electronic devices in step with major clients and new customer needs

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Sales of LCDs were up 17.0% over the previous year to 991.0 billion yen, thanks to growth in small- and medium-size LCDs for smartphones and other products.

Operating income was 41.5 billion yen thanks mainly to an improved product mix resulting from a shift to small- and medium-size LCDs, as well as the contribution from patent-related income.

By the end of the first half of fiscal 2014, we plan to have small- and medium-size LCDs account for 50% of production at the Kameyama No. 2 Plant, up from 20% in fiscal 2013. We also plan to increase the inch size of large-size LCD panels to the 70-, 80-, and 90-inch classes.

Sharp possesses not only amorphous technology but also other LCD technologies in areas such as LTPS and IGZO. We also have technologies for input devices such as camera module sensors and touchscreen systems. We will use these strengths to offer customer-oriented solutions, to maintain the plant utilization ratio, and improve profitability.

For the full year, we forecast a profit increase resulting from an improved product mix achieved by having small- and medium-size LCDs account for a higher percentage of production.

## Electronic Devices

(Billions of Yen)

	FY2012	FY2013					FY2014		
	Full Year	1H	3Q	4Q	2H	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Sales	270.6	147.8	106.4	72.0	178.5	326.3	+20.6%	450.0	+37.9%
Operating Income (margin)	-15.5 (-5.7%)	5.2 (3.5%)	4.2 (4.0%)	-6.1 (-8.6%)	-1.9 (-1.1%)	3.2 (1.0%)	-	15.0 (3.3%)	4.6-fold

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

**[ FY2013 Results ]**

- Strong results from camera modules for mobile devices such as smartphones  
Low sales of profitable models and LED device inventory disposals, among other factors, led to a deficit in the second half, however, a profit was secured over the full year

**[ Onward Actions ]**

- Approach customers by offering solution proposals through combinations of LCDs and electronic devices
- Bolster sales of our distinctive devices such as light and proximity sensors for mobile devices and touchscreen systems
- Fortify application development of sensing devices to be applied in home, monitoring (security), in-vehicle and medical fields

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Sales of Electronic Devices were up 20.6% over the previous year to 326.3 billion yen. We enjoyed robust sales of camera modules for mobile devices such as smartphones. Operating income was in the black for the full year at 3.2 billion yen, although the figure for the second half of the year was in the red due mainly to low sales of profitable models and LED device inventory disposals.

In fiscal 2014, we plan to offer customers further solution proposals involving combinations of LCDs and electronic devices.

For the full year, we forecast increased sales and profits thanks to factors including stronger sales of camera modules.

## **IV. Supplementary Data**

As I have explained, we were able to get into the black in net income in fiscal 2013. We plan to stay on the offensive and boost profitability in all businesses so that we can move towards reaching targets for this fiscal year and for fiscal 2015, the final year of our Medium-Term Management Plan.

## Sales of Main Products and Electronic Components

(Billions of Yen)

	FY2012	FY2013		FY2014	
	Full Year	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
<b>LCD TVs</b>	<b>388.4</b>	<b>413.8</b>	+6.6%	<b>440.0</b>	+6.3%
Unit (million units)	<b>8.03</b>	<b>7.81</b>	-2.7%	<b>8.20</b>	+4.9%
<b>Mobile Phones</b>	<b>229.6</b>	<b>205.5</b>	-10.5%	<b>220.0</b>	+7.0%
Unit (million units)	<b>6.11</b>	<b>5.51</b>	-9.8%	<b>6.30</b>	+14.3%
<b>Refrigerators</b>	<b>87.9</b>	<b>95.7</b>	+8.8%	<b>106.0</b>	+10.7%
<b>Air Conditioners</b>	<b>59.6</b>	<b>68.9</b>	+15.5%	<b>75.0</b>	+8.8%
<b>Solar Cells</b>	<b>259.9</b>	<b>439.0</b>	+68.9%	<b>290.0</b>	-33.9%
Volume (MW)	<b>1,319</b>	<b>2,098</b>	+59.1%	<b>2,000</b>	-4.7%
<b>Copiers / Printers</b>	<b>128.4</b>	<b>134.4</b>	+4.6%	<b>147.0</b>	+9.4%
<b>CCD / CMOS Imagers</b>	<b>153.5</b>	<b>218.1</b>	+42.1%	<b>310.0</b>	+42.1%

## Overseas Sales by Region

Top: Sales (Billions of Yen)  
Bottom: Composition Ratio (%)

		FY2012	FY2013	
		Full Year	Full Year	Change (Y on Y)
	<b>The Americas</b>	355.2	468.4	+31.9%
		24.1%	26.4%	
	<b>Europe</b>	174.3	144.8	-17.0%
		11.9%	8.1%	
	<b>China</b>	667.9	925.3	+38.5%
		45.4%	52.1%	
	<b>Other</b>	273.7	238.4	-12.9%
		18.6%	13.4%	
<b>Total</b>		1,471.3	1,777.0	+20.8%
		100.0%	100.0%	

## Other Information

(Billions of Yen)

	FY2012	FY2013		FY2014	
	Full Year	Full Year	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Capital Investment	82.4	49.4	-40.0%	80.0	+61.8%
LCDs	52.0	23.5	-54.8%	35.0	+48.7%
Depreciation and Amortization	173.3	114.6	-33.9%	120.0	+4.7%
R&D Expenditures	137.9	132.1	-4.2%	140.0	+6.0%

### Exchange Rate

	FY2012	FY2013	FY2014
	Full Year	Full Year	Full Year Forecast
U.S. Dollar	¥82.11	¥99.24	¥104.00
Euro	¥105.65	¥132.88	¥138.00

	End Mar. 2013	End Mar. 2014
Number of Employees*	50,647	50,253
Domestic	24,758	24,118
Overseas	25,889	26,135

\* Sharp Corporation and Consolidated Subsidiaries

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