

# Consolidated Financial Results for the First Quarter Fiscal 2015

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SHARP CORPORATION July 31, 2015

### **Forward-Looking Statements**

This presentation material contains certain statements describing the future plans, strategies and performance of Sharp Corporation and its consolidated subsidiaries (hereinafter "Sharp"). These statements are not based on historical or present fact, but rather assumptions and estimates based on information currently available. These future plans, strategies and performances are subject to known and unknown risks, uncertainties and other factors. Sharp's actual performance, business activities and financial position may differ materially from the assumptions and estimates provided on account of the risks, uncertainties and other factors. Sharp is under no obligation to update these forward-looking statements in light of new information, future events or any other factors. The risks, uncertainties and other factors that could affect actual results include, but are not limited to:

- (1) The economic situation in which Sharp operates;
- (2) Sudden, rapid fluctuations in demand for Sharp's products and services, as well as intense price competition;
- (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.

<sup>\*</sup>Amounts less than 100 million yen shown in this presentation material have been rounded down. Copyright © 2015 SHARP CORPORATION, all rights reserved.



# I. Financial Results for 1Q Fiscal 2015 Financial Results Forecast for Fiscal 2015



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## **Financial Results for 1Q Fiscal 2015**

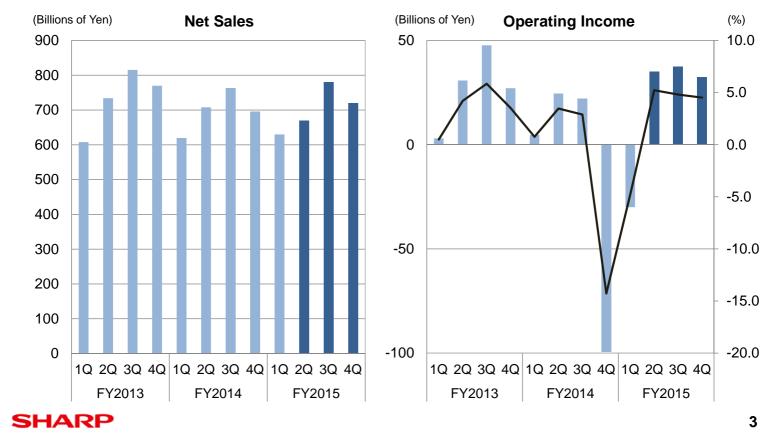
- Net sales in 1Q FY2015 remained roughly flat compared to the same period last year.
- An operating loss and a net loss attributable to Sharp Corporation were recorded during this quarter.
   This was the result of planned production adjustments and sales of existing inventory as a priority for small- and medium-size LCDs, and of increased cost measures associated with structural reforms, including costs relating to reductions in the distribution inventory of LCD TVs.

	FY2014	FY2	015
	1Q	1Q	Change (Y on Y)
Net Sales	619.7	618.3	-0.2%
Operating Income	4.6	-28.7	-
(margin)	(0.8%)	(-4.7%)	
Net Income Attributable to			
<b>Sharp Corporation</b>	-1.7	-33.9	-
(margin)	(-0.3%)	(-5.5%)	



## **Net Sales and Operating Income by Quarter** [Re-statement]

- The goal is a V-shaped recovery for financial results, which hit bottom in 4Q FY2014.
- In 2H FY2015, a dramatic recovery is expected due to factors including a reduction in fixed costs as a result of structural reforms.



# Other Income (Expenses)

	FY2014	FY2015	
	1Q	1Q	Difference (Y on Y)
Operating Income	4.6	-28.7	-33.4
Other Income (Expenses)	-6.0	-1.5	+4.4
Equity in earnings of affiliates	+2.3	+1.7	-0.6
Gain on sales of investment securities	+0.1	+1.7	+1.5
Reversal of provision for loss on litigation	+19.2	+2.0	-17.1
Receipt of settlement package	-	+6.2	+6.2
Interest expense	-6.0	-5.5	+0.5
Impairment loss	-0.8	-6.5	-5.7
Settlement	-14.3	-	+14.3
Pretax Income	-1.3	-30.3	-28.9
Income Taxes, etc.	-0.4	-3.6	-3.2
Net Income Attributable to Sharp Corporation	-1.7	-33.9	-32.1



### Implementation Status of Medium-Term Management Plan

Implementation of the three key strategies announced in the Medium-Term Management Plan is currently making steady progress.

Medium-Term Management Plan Three Key Strategies

### **Current Implementation Status**

Restructure business portfolio

Withdraw from TV production/sale and shift to brand license business in the Americas (form an alliance with Hisense Group, a major Chinese consumer electronics company)

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Start voluntary retirement program (around 3,500 employees)

Reduce fixed costs

Open bidding for sale of head office

Cut remuneration/salary and bonuses of board of directors and employees

Review various allowances and benefits

Reorganize and strengthen corporate/governance systems

Looking ahead to the transition of the company system, reorganize and restructure (into 5 product groups)

Revamp management structure and expand number of outside directors

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### **Financial Results Forecast for Fiscal 2015**

Results for 1Q progressed nearly as expected. Based on the current situation and future outlook, forecasts remain unchanged from previously announced values. We plan to make another announcement once it becomes possible to make a reasonable estimate of the impact on profit/loss arising from completion of a voluntary retirement program and materialization of structural reforms currently under consideration or in progress, including reforms of the LCD TV business in the Americas.

	FY2014	<b>FY201</b> 5				
	Full Year	1H Forecast	2H Forecast	Full Year Forecast	Change (Y on Y)	
Net Sales	2,786.2	1,300.0	1,500.0	2,800.0	+0.5%	
Operating Income (margin)	<b>-48.0</b> (-1.7%)	<b>10.0</b> (0.8%)	<b>70.0</b> (4.7%)	<b>80.0</b> (2.9%)	-	



## **Sales by Product Group**

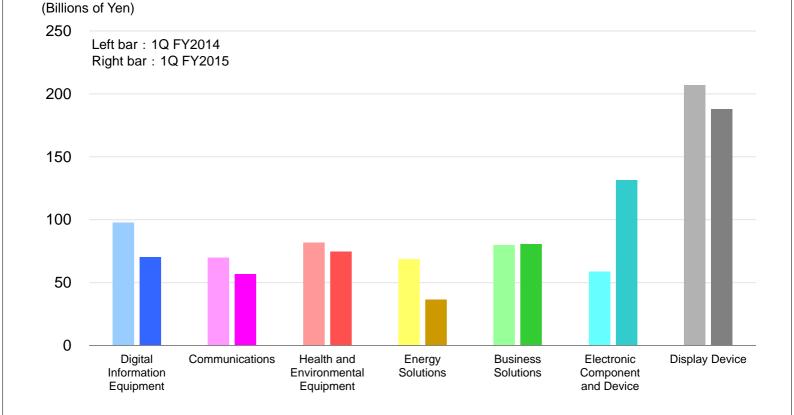
(Billions of Yen)

	FY2	014		FY20	015	
	1Q	Full Year	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Digital Information Equipment	97.8	417.6	70.3	-28.1%	370.0	-11.4%
Communications	70.1	249.6	56.8	-18.9%	240.0	-3.9%
Health and Environmental Equipment	82.1	315.0	74.7	-9.0%	340.0	+7.9%
Consumer Electronics	250.1	982.4	201.9	-19.3%	950.0	-3.3%
Energy Solutions	69.0	270.8	36.8	-46.6%	180.0	-33.5%
<b>Business Solutions</b>	79.9	343.3	80.6	+0.8%	350.0	+1.9%
Product Business	399.1	1,596.6	319.4	-20.0%	1,480.0	-7.3%
Electronic Components and Devices	58.9	441.4	131.7	2.2-fold	480.0	+8.7%
Display Devices	206.9	907.1	187.8	-9.2%	1,000.0	+10.2%
Device Business	265.9	1,348.5	319.6	+20.2%	1,480.0	+9.7%
Subtotal	665.0	2,945.2	639.0	-3.9%	2,960.0	+0.5%
Adjustments	-45.3	-158.9	-20.7		-160.0	
Total	619.7	2,786.2	618.3	-0.2%	2,800.0	+0.5%

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

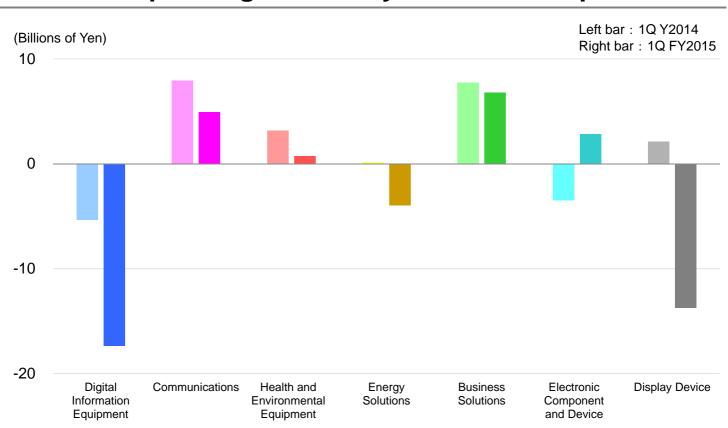
# **Sales by Product Group**



## **Operating Income by Product Group**

					(Bil	lions of Yen)
	FY2	014		FY20	015	
	1Q	Full Year	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)
Digital Information Equipment	-5.3	-12.6	-17.3	-	-3.0	-
Digital Information Equipment	(-5.4%)	(-3.0%)	(-24.7%)		(-0.8%)	
Communications	7.9	15.7	4.9	-37.8%	11.0	-30.2%
Communications	(11.3%)	(6.3%)	(8.7%)		(4.6%)	
Health and Environmental	3.1	15.9	0.7	-77.4%	14.0	-12.1%
Equipment	(3.9%)	(5.1%)	(1.0%)		(4.1%)	
Consumer Electronics	5.7	19.0	-11.7	-	22.0	+15.3%
	(2.3%)	(1.9%)	(-5.8%)		(2.3%)	
Energy Solutions	0.1	-62.6	-3.9	-	5.0	-
	(0.3%)	(-23.1%)	(-10.7%)		(2.8%)	
<b>Business Solutions</b>	7.7	31.3	6.8	-11.9%	33.0	+5.4%
	(9.7%)	(9.1%)	(8.4%)		(9.4%)	
Product Business	13.7	-12.2	-8.8	-	60.0	
Toduct Business	(3.4%)	(-0.8%)	(-2.8%)		(4.1%)	
Electronic Components and Devices	-3.5	0.6	2.8	-	10.0	14.8-fold
Electronic Components and Devices	(-5.9%)	(0.2%)	(2.2%)		(2.1%)	
Display Devices	2.1	0.5	(-13.7)	_	45.0	75.8-fold
Display Devices	(1.0%)	(0.1%)	(-7.3%)		(4.5%)	
Device Business	-1.3	1.2	-10.8	-	55.0	43.3-fold
Device Busiliess	(-0.5%)	(0.1%)	(-3.4%)		(3.7%)	
Subtotal	12.3	-11.0	-19.7	_	115.0	
Subtotal	(1.9%)	(-0.4%)	(-3.1%)		(3.9%)	
Adjustments	-7.6	-37.0	-9.0	-	-35.0	-
Fotol	4.6	-48.0	-28.7	_	80.0	
Total	(0.8%)	(-1.7%)	(-4.7%)		(2.9%)	
<b>ARP</b>	,	,	*Figures withi	n parentheses	s indicate opera	ting margin.

# **Operating Income by Product Group**



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### **Consolidated Balance Sheets**

- Cash and time deposits at the end of Jun. 2015 were 214.2 billion yen, a decrease of 44.2 billion yen compared to the end of Mar. 2015.
- The equity ratio increased from 1.5% at the end of Mar. 2015 to 12.3% as a result of strengthening equity through the issuance of preferred shares.

(Billions of Yen)

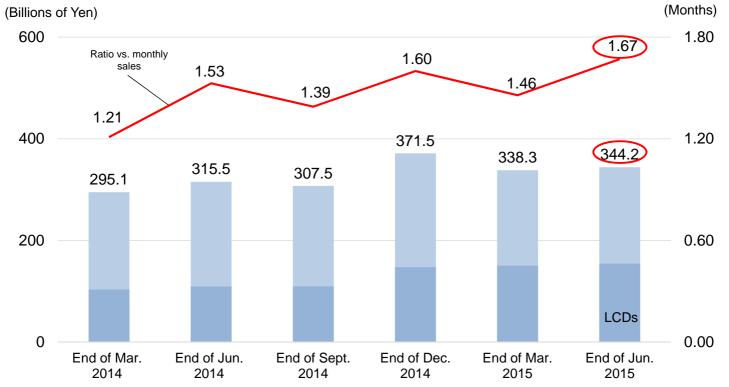
	FY2	2014	FY2015		FY2	014	FY2015
	End of Jun. 2014	End of Mar. 2015	End of Jun. 2015		End of Jun. 2014	End of Mar. 2015	End of Jun. 2015
Cash, time deposits and restricted cash	358.9	258.4	214.2	Short-term borrowings	809.8	848.9	661.5
Notes and accounts receivable	517.1	605.6	557.1	Notes and accounts payable	395.4	468.0	422.3
Inventories	315.5	338.3	344.2	Other current liabilities	298.4	369.9	326.1
Other current assets	120.8	96.7	97.7				
				<b>Current Liabilities</b>	1,503.6	1,686.9	1,410.0
Current Assets	1,312.5	1,299.1	1,213.4				
Plant and Equipment	510.6	400.5	390.9	Long-term Liabilities	399.7	230.4	216.8
Investments and Other Assets	289.2	262.0	265.5	Liabilities	1,903.4	1,917.3	1,626.8
Deferred Assets	0.1	0.0	0.0	Net Assets	209.0	44.5	243.0
Total Assets	2,112.5	1,961.9	1,869.9	Total Liabilities and Net Assets	2,112.5	1,961.9	1,869.9
				Equity Ratio	9.4%	1.5%	12.3%

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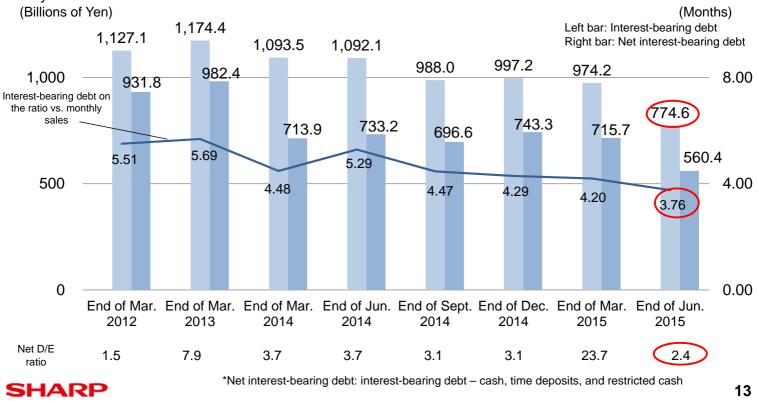
### **Transition of Inventories**

- Inventory was 344.2 billion yen, an increase of 5.9 billion yen compared to the end of Mar. 2015.
- Even as we pursued sales from inventory of LCDs for mobile devices, inventory increased as a result of a strategic increase of inventory for LCDs and air conditioners, etc., in preparation for the demand season in the second quarter and beyond and for the summer season.



## **Transition of Interest-Bearing Debt**

- Interest-bearing debt at the end of Jun. 2015 declined by 199.6 billion yen compared to the end of Mar. 2015, due to repayment of debt using paid-in capital accompanying the preferred share issue. The ratio vs. monthly sales decreased from 4.20 months to 3.76 months.
- Net interest-bearing debt\* decreased from 715.7 billion yen at the end of Mar. 2015 to 560.4 billion ven.



## **II.** Information by Product Group



### **Consumer Electronics**

(Billions of Yen)

	FY2014	FY2015				
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)	
Sales	250.1	201.9	-19.3%	950.0	-3.3%	
Digital Information Equipment	97.8	70.3	-28.1%	370.0	-11.4%	
Communications	70.1	56.8	-18.9%	240.0	-3.9%	
Health and Environmental Equipment	82.1	74.7	-9.0%	340.0	+7.9%	
Operating Income	5.7	-11.7	-	22.0	+15.3%	
(margin)	(2.3%)	(-5.8%)		(2.3%)		
Digital Information Equipment	-5.3	-17.3	-	-3.0	-	
Communications	7.9	4.9	-37.8%	11.0	-30.2%	
Health and Environmental Equipment	3.1	0.7	-77.4%	14.0	-12.1%	

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

### [1Q Fiscal 2015 Results]

• While Communications and Health and Environmental Equipment remained profitable, Digital Information Equipment posted a loss amid structural reforms.

#### [Future Efforts]

• Improve profitability by promoting structural reforms and by creating products that integrate communications into user-friendly consumer electronics products—products that take advantage of our strengths in having TV, white goods, and communications businesses.



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# (Consumer Electronics) Digital Information Equipment

(Billions of Yen)

	FY2014	FY2015				
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)	
Sales	97.8	70.3	-28.1%	370.0	-11.4%	
LCD TVs	85.7	64.1	-25.2%	340.0	-8.1%	
Operating Income	-5.3	-17.3	-	-3.0	-	
(margin)	(-5.4%)	(-24.7%)		(-0.8%)		

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

### [1Q Fiscal 2015 Results]

- Even as sales of LCD TVs in Japan expanded, overall sales were significantly lower than in the same period last year. This result reflected a shift to a license business in Europe, intensifying competition centered on large-size models in the Americas, and a downturn in the Chinese market.
- Operating loss grew due to several factors: increased expenditure resulting from, for example, measures to liquidate distribution inventory in China; and declining sales, intensifying price competition, and deteriorating profitability caused by a weakening of the yen.

- Japan: Expand sales of 4K TVs; strengthen BtoB sales channels.
- North America: Promote structural reforms through alliances with other companies.
- China: Introduce new high-value-added 4K TVs; review sales channels—for example, strengthen e-commerce; reduce distribution inventories.



# (Consumer Electronics) Communications

(Billions of Yen)

	FY2014	FY2015					
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)		
Sales	70.1	56.8	-18.9%	240.0	-3.9%		
Mobile Phones	49.6	44.1	-11.2%	195.0	+0.7%		
Operating Income	7.9	4.9	-37.8%	11.0	-30.2%		
(margin)	(11.3%)	(8.7%)		(4.6%)			

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

### [1Q Fiscal 2015 Results]

• Reduced sales and operating income were caused by factors such as the release timing of a new tablet and intensifying competition in the Japanese mobile phone market.

#### [Future Efforts]

- Continue to develop "Emopa", Sharp's proprietary voice-activated digital assistant, and strengthen promotion of new products with enhanced specifications, such as cameras and displays.
- Strengthen multi-carrier deployment of the next-generation feature phones.
- Expand introduction to MVNO wireless service providers.
- Strengthen new business development built around a core of communication technologies.



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# (Consumer Electronics) Health and Environmental Equipment

(Billions of Yen)

	FY2014	FY2015					
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)		
Sales	82.1	74.7	-9.0%	340.0	+7.9%		
Operating Income	3.1	0.7	-77.4%	14.0	-12.1%		
(margin)	(3.9%)	(1.0%)		(4.1%)			

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

### [1Q Fiscal 2015 Results]

Japan: Weak sales of seasonal products due to unseasonable weather, and a decrease in profitability as a result of a weaker yen.

Overseas: Reduced sales of air purifiers as a result of intensifying competition in China.

- Expand sales of new products and uniquely featured products that will excite new demand.
- Strengthen sales structure and introduce new local-fit products offering excellent energy efficiency and cooling performance in ASEAN countries.



# **Energy Solutions**

(Billions of Yen)

	FY2014	FY2015					
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)		
Sales	69.0	36.8	-46.6%	180.0	-33.5%		
Operating Income	0.1	-3.9	-	5.0	-		
(margin)	(0.3%)	(-10.7%)		(2.8%)			

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

#### [1Q Fiscal 2015 Results]

- As a result of declining sales of both residential- and industrial-use products (which reflects a downturn in the Japanese market), and also as a result of the Mar. 2015 sale of our U.S. subsidiary (a solar power generation developer), sales from this product group decreased significantly compared to the same period last year.
- Losses widened due to the appropriation of a reserve of 2.2 billion yen to cover the difference in the long-term contracted price and the current lower market price for polysilicon.

### [Future Efforts]

- Strengthen sales of residential solar power generation systems featuring high-efficiency single-crystal solar cell modules at their core.
- Promote cost reductions by revamping the supply chain for modules procured from overseas.
- Strengthen solution businesses such as our storage battery business and EPC business.



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## **Business Solutions**

(Billions of Yen)

	FY2014	FY2015						
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)			
Sales	79.9	80.6	+0.8%	350.0	+1.9%			
Operating Income	7.7	6.8	-11.9%	33.0	+5.4%			
(margin)	(9.7%)	(8.4%)		(9.4%)				

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

### [1Q Fiscal 2015 Results]

- Even as sales of information displays were lower than the same period last year, sales growth was ensured as a result of an expansion in color MFPs overseas.
- We still maintained a high profit level, despite a slight decline in profit caused by intensifying price competition for services.

- In Europe, restructure based on consolidation of direct sales companies and some other organizations, to build a highly efficient management system.
- Strengthen the office solution business around a nucleus of large-size displays, MFPs, and tablets.



# **Electronic Components and Devices**

(Billions of Yen)

	FY2014	FY2015							
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)				
Sales	58.9	131.7	2.2-fold	480.0	+8.7%				
Operating Income	-3.5	2.8	-	10.0	14.8-fold				
(margin)	(-5.9%)	(2.2%)		(2.1%)					

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

### [1Q Fiscal 2015 Results]

- Sales of camera modules for mobile devices increased significantly.
- Operating income experienced a turnaround to profitability from a loss in the same period last year.
- Continuing to post consistent profits as a result of previous efforts to implement structural reforms.

### [Future Efforts]

- Develop new customer bases for camera modules.
- Create new devices that take advantage of advanced sensing technologies.
- Expand sales of high-value-added devices such as high-color-reproduction LEDs and touchscreen controllers, based on sales collaborations with the display device product group.



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## **Display Device**

(Billions of Yen)

	FY2014	FY2015						
	1Q	1Q	Change (Y on Y)	Full Year Forecast	Change (Y on Y)			
Sales	206.9	187.8	-9.2%	1,000.0	+10.2%			
Operating Income	2.1	-13.7	-	45.0	75.8-fold			
(margin)	(1.0%)	(-7.3%)		(4.5%)				

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

#### [1Q Fiscal 2015 Results]

- Even as sales to major smartphone manufacturers continued to be strong, overall sales declined due to slower growth and increased competition in the China smartphone market.
- Make sales of existing inventory a priority, and implement planned production adjustments for smartphone application LCDs.
- Begin mass production of in-cell type touch displays.

- Strengthen marketing organization in China's Huanan county.
- Enforce marketing power through local recruitment.
- Strengthen cost competitiveness through supply chain innovations and a drastic revamping of the entire production process.
- Create unique devices based on low-power consumption technology and "Free-Drawing" touchscreen technology (user-interface innovations), etc.



# **Ⅲ.** Supplementary Data



# **Financial Results by Quarter**

(Billions of Yen)

		FY2014						
	1Q	2Q	3Q	4Q	1Q			
Net Sales	619.7	707.9	762.7	695.8	618.3			
Operating Income	4.6	24.5	22.0	-99.3	-28.7			
(margin)	(0.8%)	(3.5%)	(2.9%)	(-14.3%)	(-4.7%)			
Net Income Attributable to Sharp Corporation	-1.7	6.5	-11.9	-215.1	-33.9			
(margin)	(-0.3%)	(0.9%)	(-1.6%)	(-30.9%)	(-5.5%)			



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## **Sales of Main Products**

(Billions of Yen)

		FY2014		FY2015		
	1H	2H	Full Year	Full Year Forecast	Change (Y on Y)	
LCD TVs	189.1	180.8	370.0	340.0	-8.1%	
Unit (million units)	3.60	3.43	7.03	6.50	-7.6%	
Mobile Phones	85.9	107.6	193.6	195.0	+0.7%	
Unit (million units)	2.41	3.15	5.56	5.30	-4.8%	
Refrigerators	47.9	45.6	93.5	100.0	+6.9%	
Air Conditioners	42.1	21.3	63.5	68.0	+7.0%	
Copiers / Printers	73.4	78.5	152.0	160.0	+5.2%	
CCD / CMOS Imagers	103.5	235.5	339.1	385.0	+13.5%	



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# Sales of Main Products by Quarter

		FY20	14		FY2015
	1Q	2Q	3Q	4Q	1Q
LCD TVs	85.7	103.3	104.3	76.5	64.1
Unit (million units)	1.73	1.86	1.74	1.68	1.41
Mobile Phones	49.6	36.2	64.1	43.5	44.1
Unit (million units)	1.23	1.17	1.79	1.35	1.01
Refrigerators	23.9	24.0	22.1	23.4	23.0
Air Conditioners	23.6	18.4	8.0	13.3	20.6
Copiers / Printers	34.3	39.1	38.2	40.3	37.2
CCD / CMOS Imagers	38.8	64.7	129.3	106.2	110.8



# **Capital Investment and Depreciation, etc.**

(Billions of Yen)

				(5)	
		FY2014		FY20	015
	1H	2H	Full Year	Full Year Forecast	Change (Y on Y)
Capital Investment	31.2	31.3	62.6	80.0	+27.7%
LCDs	12.9	19.0	31.9	36.3	+13.6%
Depreciation and Amortization	49.9	52.6	102.6	90.0	-12.3%
R&D Expenditures	65.8	75.1	141.0	140.0	-0.7% (Yen)
Exchange Rate		FY2014		FY20	015
	1H	2H	Full Year	Full \	
US Dollar	102.05	115.83	108.94		115.00
Euro	137.41	137.14	137.28		125.00



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# Capital Investment and Depreciation, etc. by Quarter

	(Billio						
		FY2	014		FY2015		
	1Q	2Q	3Q	4Q	1Q		
Capital Investment	14.5	16.6	9.3	22.0	9.7		
LCDs	5.7	7.1	4.3	14.7	3.8		
Depreciation and Amortization	24.4	25.5	26.5	26.0	18.0		
R&D Expenditures	34.4	31.4	38.1	37.0	36.3		
					(Yen)		
Exchange Rate		FY2	014		FY2015		
	1Q	2Q	3Q	4Q	1Q		
US Dollar	101.16	102.93	113.55	118.10	120.37		
Euro	138.56	136.26	141.59	132.68	132.66		



## **Sales by Product Group**

(Billions of Yen)

		FY2014		FY2015			
	1H	2H	Full Year	1H Forecast	2H Forecast	Full Year Forecast	Changes (Y on Y)
Digital Information Equipment	211.8	205.8	417.6	170.0	200.0	370.0	-11.4%
Communications	119.5	130.1	249.6	120.0	120.0	240.0	-3.9%
Health and Environmental Equipment	162.8	152.2	315.0	165.0	175.0	340.0	+7.9%
Consumer Electronics	494.2	488.2	982.4	455.0	495.0	950.0	-3.3%
Energy Solutions	142.9	127.9	270.8	80.0	100.0	180.0	-33.5%
<b>Business Solutions</b>	165.9	177.3	343.3	165.0	185.0	350.0	+1.9%
Product Business	803.1	793.5	1,596.6	700.0	780.0	1,480.0	-7.3%
Electronic Components and Devices	149.7	291.6	441.4	200.0	280.0	480.0	+8.7%
Display Devices	460.9	446.1	907.1	480.0	520.0	1,000.0	+10.2%
Device Business	610.7	737.8	1,348.5	680.0	800.0	1,480.0	+9.7%
Subtotal	1,413.8	1,531.3	2,945.2	1,380.0	1,580.0	2,960.0	+0.5%
Adjustments	-86.1	-72.7	-158.9	-80.0	-80.0	-160.0	-
Total	1,327.6	1,458.5	2,786.2	1,300.0	1,500.0	2,800.0	+0.5%

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



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# **Operating Income by Product Group**

		FY2014			FY2	015	
	1H	2H	Full Year	1H Forecast	2H Forecast	Full Year Forecast	Changes (Y on Y)
Digital Information Equipment	0.3	-12.9	-12.6	-9.0	6.0	-3.0	-
Digital Information Equipment	(0.2%)	(-6.3%)	(-3.0%)	(-5.3%)	(3.0%)	(-0.8%)	
Communications	7.1	8.5	15.7	4.0	7.0	11.0	-30.2%
	(6.0%)	(6.6%)	(6.3%)	(3.3%)	(5.8%)	(4.6%)	
<b>Health and Environmental</b>	7.7	8.1	15.9	6.0	8.0	14.0	-12.1%
Equipment	(4.8%)	(5.4%)	(5.1%)	(3.6%)	(4.6%)	(4.1%)	
Consumer Electronics	15.2	3.7	19.0	1.0	21.0	22.0	+15.3%
Consumer Electronics	(3.1%)	(0.8%)	(1.9%)	(0.2%)	(4.2%)	(2.3%)	
Energy Calutions	-0.2	-62.3	-62.6	1.0	4.0	5.0	-
Energy Solutions	(-0.2%)	(-48.8%)	(-23.1%)	(1.3%)	(4.0%)	(2.8%)	
<b>Business Solutions</b>	15.9	15.3	31.3	15.0	18.0	33.0	+5.4%
	(9.6%)	(8.7%)	(9.1%)	(9.1%)	(9.7%)	(9.4%)	
Duradicat Disabinasa	30.9	-43.2	-12.2	17.0	43.0	60.0	-
Product Business	(3.9%)	(-5.4%)	(-0.8%)	(2.4%)	(5.5%)	(4.1%)	
Electronic Components and	-2.4	3.1	0.6	3.0	7.0	10.0	14.8-fold
Devices	(-1.6%)	(1.1%)	(0.2%)	(1.5%)	(2.5%)	(2.1%)	
Disease Desires	20.8	-20.2	0.5	8.0	37.0	45.0	75.8-fold
Display Devices	(4.5%)	(-4.5%)	(0.1%)	(1.7%)	(7.1%)	(4.5%)	
Desides Bestives	18.3	-17.0	1.2	11.0	44.0	55.0	43.3-fold
Device Business	(3.0%)	(-2.3%)	(0.1%)	(1.6%)	(5.5%)	(3.7%)	
0	49.2	-60.3	-11.0	28.0	87.0	115.0	-
Subtotal	(3.5%)	(-3.9%)	(-0.4%)	(2.0%)	(5.5%)	(3.9%)	
Adjustments	-20.0	-16.9	-37.0	-18.0	-17.0	-35.0	-
Tatal	29.2	-77.2	-48.0	10.0	70.0	80.0	-
Total	(2.2%)	(-5.3%)	(-1.7%)	(0.8%)	(4.7%)	(2.9%)	
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