



Consolidated Financial Results for the Third Quarter, Fiscal 2016

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SHARP CORPORATION

February 3, 2017

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:

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- (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.

**I . Consolidated Financial Results for the
Third Quarter, Fiscal 2016
Consolidated Earnings Forecast for Fiscal
2016**

Consolidated Financial Results for the Third Quarter, Fiscal 2016

- Net sales for the third quarter of fiscal 2016 amounted to 571.5 billion yen, down 13.8% year on year. This result was mainly due to the shift to a brand licensing business for LCD TVs in the Americas and a downturn in demand for LCD panels and camera modules among major smartphone customers.
- Structural reform initiatives have resulted in significant improvements in earnings and a second consecutive quarter of operating income. Profit attributable to owners of parent swung to a profit for the quarter.

(Billions of Yen)

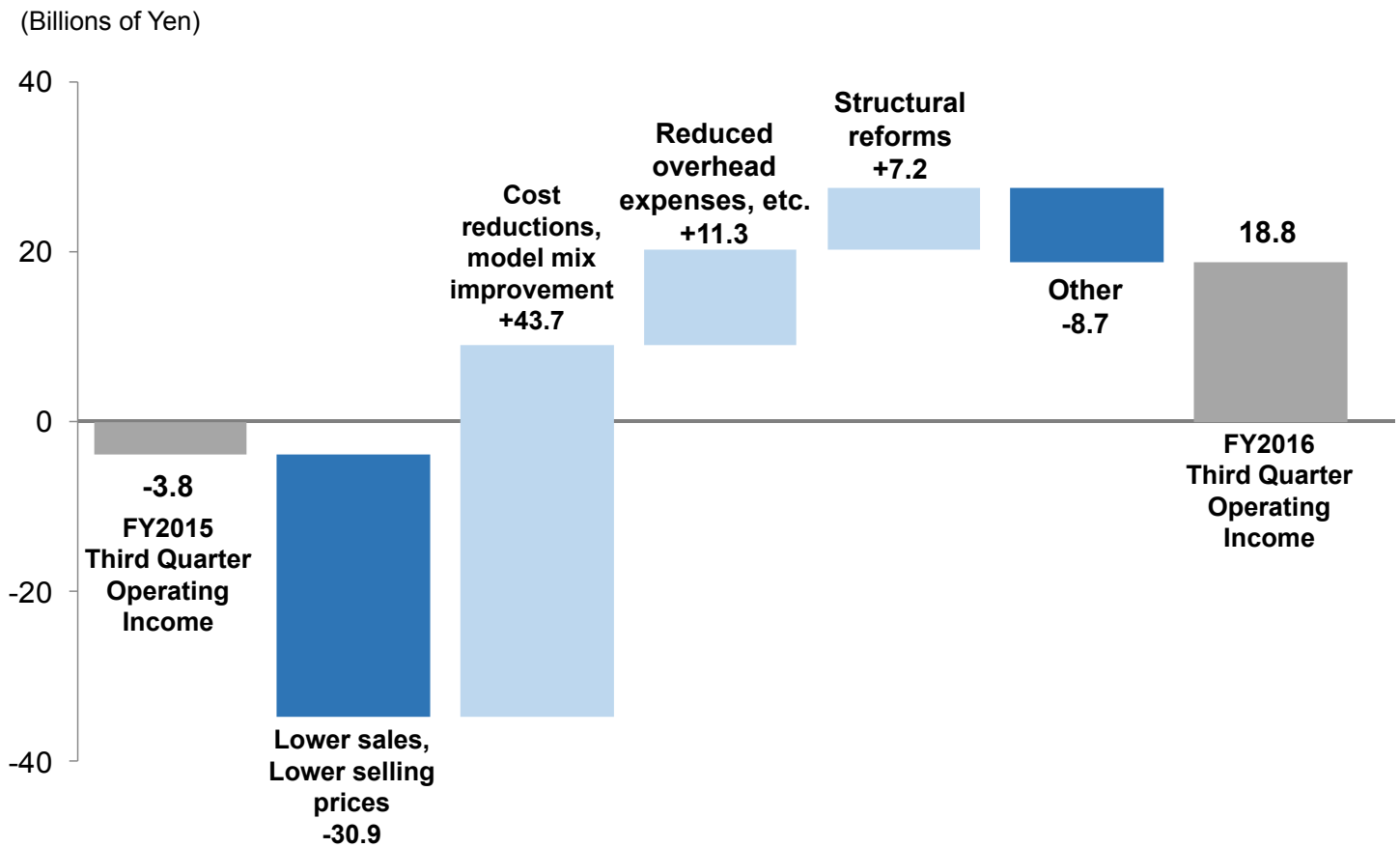
	FY2015	FY2016					
	3Q	1Q	2Q	3Q	Y on Y	1Q to 3Q Cumulative Total	Y on Y
Net Sales	663.3	423.3	496.2	571.5	-13.8%	1,491.2	-23.2%
Operating Income (margin)	-3.8 (-0.6%)	-2.5 (-0.6%)	2.5 (0.5%)	18.8 (3.3%)	-	18.9 (1.3%)	-
Profit Attributable to Owners of Parent (margin)	-24.7 (-3.7%)	-27.4 (-6.5%)	-17.9 (-3.6%)	4.2 (0.7%)	-	-41.1 (-2.8%)	-

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- First, let's take a look at consolidated earnings for the third quarter of fiscal 2016.
- Net sales were lower year on year, down 13.8% to 571.5 billion yen. Certain products such as mobile phones and air purifiers saw significant increases in sales. However, the shift to a brand licensing business for the LCD TV business in the Americas and a downturn in demand for LCD panels and camera modules from major smartphone customers combined to impact performance negatively.
- Despite a year-on-year decrease in net sales, operating income, and profit attributable to owners of parent amounted to 18.8 billion yen, and 4.2 billion yen, respectively, both swinging to a profit for the period. This improvement owed much to structural reforms, cost-reduction efforts, and measures to reduce business expenses.

Operating Income Analysis (Y on Y) for the Third Quarter, Fiscal 2016



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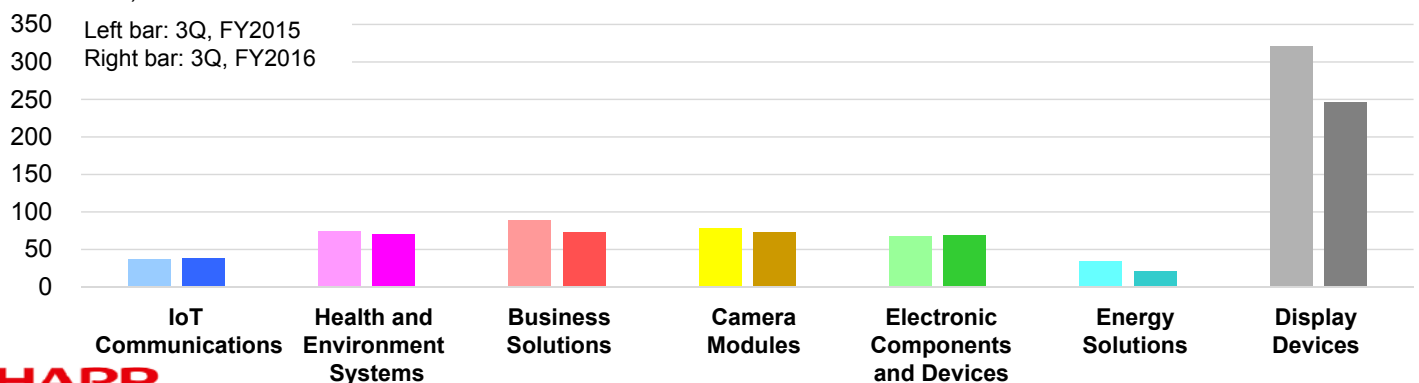
- This graph shows our analysis of year-on-year changes in operating income. As you can see, operating income improved considerably over the previous year.
- Normally, lower selling prices result in lower profits. However, we were able to compensate through cost-reduction measures, an improved model mix, and reduced business expenses. These efforts combined to improve profit by a significant margin, swinging from loss to profit for the period.

Sales by Segment

*Sales include inter-segment sales and transfers. (Billions of Yen)

	FY2015	FY2016					
	3Q	1Q	2Q	3Q	Y on Y	1Q-3Q	Y on Y
IoT Communications	36.3	35.2	37.1	37.8	+4.2%	110.1	-28.4%
Health and Environment Systems	74.0	67.8	71.1	69.9	-5.5%	208.9	-7.0%
Business Solutions	88.8	77.5	82.1	72.3	-18.6%	232.0	-11.2%
Camera Modules	78.3	32.6	51.0	72.2	-7.8%	155.9	-22.1%
Electronic Components and Devices	68.0	42.3	51.0	68.2	+0.3%	161.7	-18.1%
Energy Solutions	34.5	21.8	30.4	21.1	-38.9%	73.4	-35.2%
Display Devices	320.0	167.1	190.3	245.4	-23.3%	603.0	-31.4%
Subtotal	700.3	444.7	513.3	587.3	-16.1%	1,545.3	-23.9%
Adjustments	-36.9	-21.3	-17.0	-15.7	-	-54.0	-
Total	663.3	423.3	496.2	571.5	-13.8%	1,491.2	-23.2%

(Billions of Yen)



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- This next slide shows sales by segment.
- Our IoT Communications segment reported 37.8 billion yen in third-quarter sales, up 4.2% year on year. This increase was mainly due to revenue growth arising from higher mobile phone sales, stemming from the introduction of new models and other factors.
- The Health and Environment Systems segment reported 69.9 billion yen in sales for the quarter, which was a 5.5% year-on-year decline. Despite strong sales of air purifiers and other products, decreased sales of air conditioners and refrigerators drove performance lower overseas.
- Our Business Solutions segment reported an 18.6% year-on-year sales decrease to 72.3 billion yen. While information displays and other commercial-use displays performed well, sales of multi-function printers were lower in North America and other overseas markets.
- Camera Module segment sales decreased 7.8% to 72.2 billion yen, mainly due to weaker demand among our major smartphone customers.
- The Electronic Components and Devices segment reported sales of 68.2 billion yen, an increase of 0.3% compared to the same period in the prior fiscal year. This improvement was mainly due to stronger demand for smartphone sensor modules, despite a delay in the launch of a new systems device product.
- Our Energy Solutions segment reported sales of 21.1 billion yen, down 38.9%. This decrease was mainly due to weak demand for residential and commercial-use solar cells in Japan.
- The Display Devices segment reported sales of 245.4 billion yen, down 23.3% year on year. This result was mainly due to weaker demand for smartphone panels among major customers, as well as our shift to a brand licensing model for LCD TVs in North America.

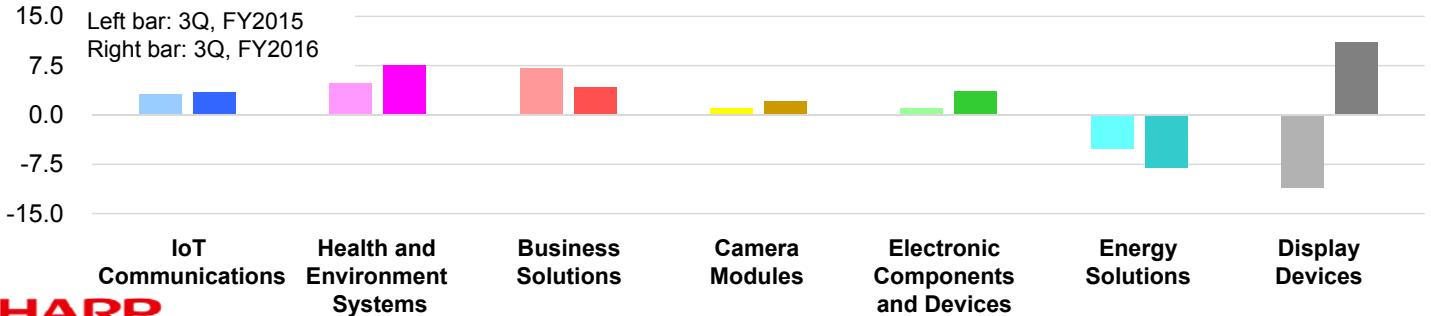
Operating Income by Segment

*Figures within parentheses indicate operating margin. (Billions of Yen)

	FY2015	FY2016					
	3Q	1Q	2Q	3Q	Y on Y	1Q-3Q	Y on Y
IoT Communications	3.1 (8.7%)	2.0 (5.8%)	4.1 (11.1%)	3.3 (8.9%)	+6.0%	9.5 (8.6%)	-30.3%
Health and Environment Systems	4.7 (6.4%)	6.5 (9.7%)	6.5 (9.2%)	7.5 (10.8%)	+60.5%	20.7 (9.9%)	2.9-fold
Business Solutions	7.1 (8.0%)	5.9 (7.7%)	5.2 (6.4%)	4.1 (5.8%)	-41.5%	15.4 (6.6%)	-35.5%
Camera Modules	1.0 (1.3%)	0.1 (0.4%)	-1.3 (-2.6%)	2.0 (2.8%)	+99.8%	0.8 (0.5%)	-91.0%
Electronic Components and Devices	0.9 (1.4%)	0.3 (0.9%)	-0.6 (-1.4%)	3.6 (5.3%)	3.7-fold	3.2 (2.0%)	4.4-fold
Energy Solutions	-5.0 (-14.7%)	-6.3 (-28.8%)	1.4 (4.9%)	-7.9 (-37.6%)	-7.6	-12.7 (-17.4%)	-
Display Devices	-11.0 (-3.5%)	-6.8 (-4.1%)	-7.8 (-4.1%)	11.0 (4.5%)	-	-3.6 (-0.6%)	-
Subtotal	0.8 (0.1%)	1.9 (0.4%)	7.6 (1.5%)	23.8 (4.1%)	27.3-fold	33.3 (2.2%)	-
Adjustments	-4.7	-4.4	-5.0	-4.9	-	-14.4	-
Total	-3.8 (-0.6%)	-2.5 (-0.6%)	2.5 (0.5%)	18.8 (3.3%)	-	18.9 (1.3%)	-

Added reserve for purchase contracts due to weakening yen

(Billions of Yen)



- Let's turn to the next slide, which shows operating income by segment.
- Our IoT Communications segment reported third-quarter operating income of 3.3 billion yen, an improvement of 6.0% year on year. Higher sales, continuing efforts to reduce business expenses, and cost-reduction measures were the main factors contributing to this improvement.
- The Health and Environment Systems segment reported operating income of 7.5 billion yen, up 60.5% year on year. This result was mainly due to cost reductions and an improved model mix in value-added products, including air purifiers and Healsio series products.
- The Business Solutions segment recorded operating income of 4.1 billion yen, down year on year. Despite efforts to reduce costs and business expenses, profits were lower, mainly due to lower sales.
- Our Camera Modules segment reported a profit, reporting 2.0 billion yen in operating income. This was a two-fold increase compared to the same period in the prior fiscal year, mainly due to cost and business expense reductions offsetting lower profits stemming from lower sales.
- Our Electronic Components and Devices segment made comprehensive cuts in costs and business expenses, resulting in a profit for the period at 3.6 billion yen, up 3.7-times compared to the same period in the prior fiscal year.
- The Energy Solutions segment reported an operating loss of 7.9 billion yen. Throughout the period, we engaged in initiatives to reduce costs and total expenses to cover profit declines due to lower sales. Unfortunately, the Company recorded an additional reserve on valuation of purchase commitments due to the weakening yen, which had a negative impact on profits.
- The Display Devices segment reported a profit for the quarter, reporting operating income of 11.0 billion yen. This improvement was mainly due to continuing profits in our digital information appliances business and efforts to reduce costs and business expenses. These factors offset the impact of decreased sales and OLED development expenses on operating income.

Other Income (Expenses)

(Billions of Yen)

	FY2015	FY2016					
	3Q	1Q	2Q	3Q	Difference (Y on Y)	1Q to 3Q Cumulative Total	Difference (Y on Y)
Operating Income	-3.8	-2.5	2.5	18.8	+22.7	18.9	+47.9
Other Income (Expenses)	-14.2	-20.8	-13.7	-7.6	+6.6	-42.2	+22.1
Gain on sales of investment securities	-0.0	-	+1.3	+0.2	+0.2	+1.5	-0.2
Reversal of provision for loss on litigation	-	-	-	-	-	-	-2.0
Receipt of settlement package	+1.3	-	-	+6.2	+4.8	+6.2	-2.3
Interest expense	-4.5	-2.4	-1.5	-1.3	+3.1	-5.3	+9.1
Equity in losses of affiliates	-0.1	-11.0	-8.1	-0.5	-0.3	-19.6	-22.5
Impairment loss (structural reforms)	-	-	-	-6.3	-6.3	-6.3	-6.3
Impairment loss (others)	-2.7	-1.5	-4.2	-5.7	-2.9	-11.4	+2.3
Restructuring charges	-1.4	-	-	-	+1.4	-	+36.7
Pretax Income	-18.1	-23.3	-11.1	11.2	+29.3	-23.3	+70.0
Income Taxes, etc.	-6.5	-4.0	-6.7	-6.9	-0.4	-17.8	-2.9
Profit Attributable to Owners of Parent	-24.7	-27.4	-17.9	4.2	+28.9	-41.1	+67.1

Tanabe Bldg. : -4.0
Mihara Plant : -2.3

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- The next slide addresses other income and expense.
- Interest expense for the third quarter decreased compared to the same period in the prior fiscal year.
- During the period, we recorded receipt of settlement package, gain on sales of investment securities, and impairment loss for idle assets.

Consolidated Balance Sheets

- Net assets as of December 31, 2016 amounted to 296.4 billion yen, an increase of 31.4 billion yen compared to September 30, 2016.
- Equity ratio was 16.1% as of December 31, 2016.

(Billions of Yen)

	FY2015	FY2016			FY2015	FY2016	
	End of Mar. 2016	End of Sep. 2016	End of Dec. 2016		End of Mar. 2016	End of Sep. 2016	End of Dec. 2016
Cash, time deposits, and restricted cash	275.3	473.9	451.7	Short-term borrowings	638.7	140.8	109.8
Notes and accounts receivable	430.0	362.4	447.3	Notes and accounts payable	312.6	318.6	385.8
Inventories	184.3	187.0	209.9	Other current liabilities	423.4	280.9	315.1
Other current assets	76.2	75.8	77.7	Current Liabilities	1,374.8	740.5	810.8
Current Assets	965.9	1,099.3	1,186.8	Long-term Liabilities	227.0	664.3	669.0
Plant and Equipment	351.2	346.0	363.9	Total Liabilities	1,601.8	1,404.8	1,479.9
Investments and Other Assets	253.4	224.3	225.5	Net Assets	-31.2	264.9	296.4
Deferred Assets	0.0	0.0	0.0	Total Liabilities and Net Assets	1,570.6	1,669.8	1,776.4
Total Assets	1,570.6	1,669.8	1,776.4	Equity Ratio	-2.7%	15.3%	16.1%

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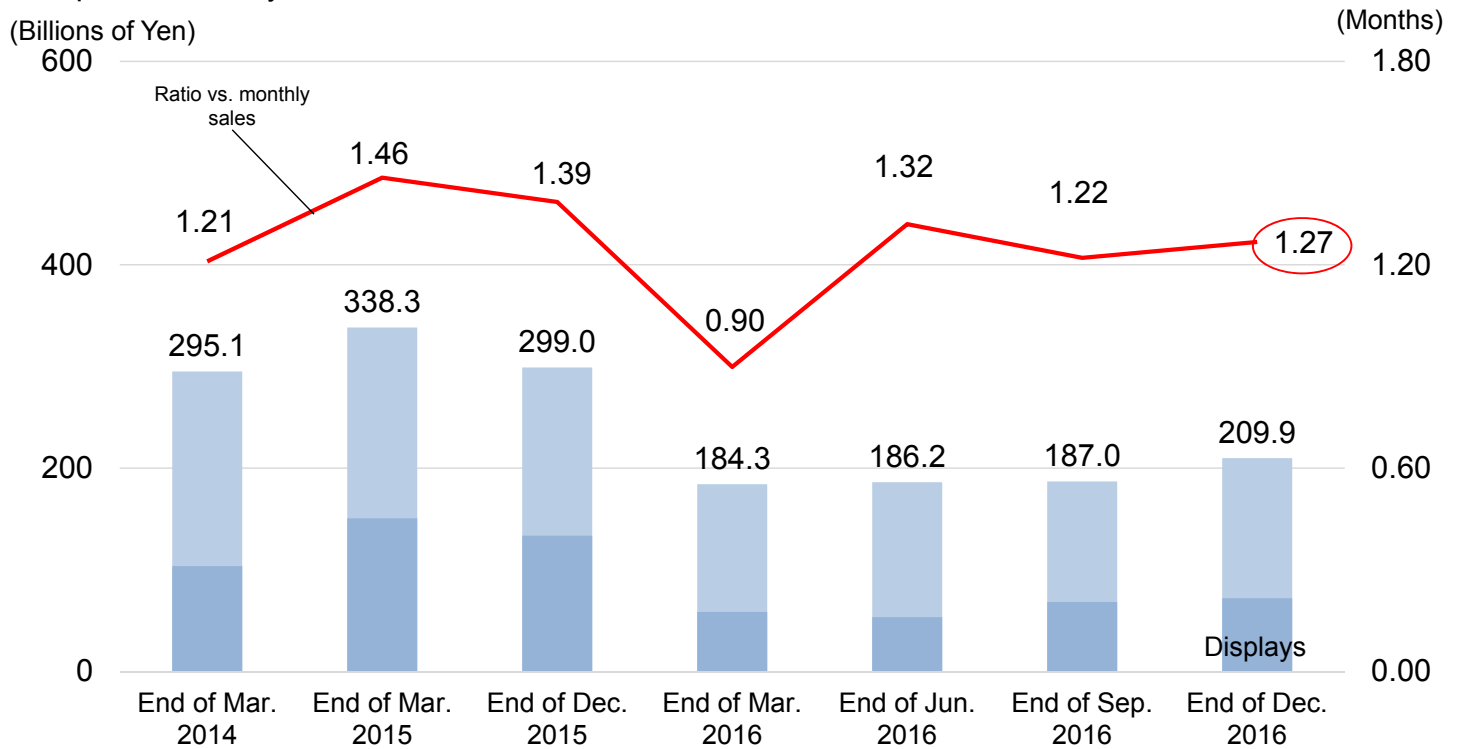
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- The next slide provides information about our balance sheets.
- Net assets as of the third quarter of fiscal 2016 amounted to 296.4 billion yen, an increase of 31.4 billion yen compared to the end of the second quarter. This result was mainly due to a swing to profit for profit attributable to owners of parent and the impact of foreign exchange. Our equity ratio likewise improved, moving from 15.3% at the end of the second quarter up to 16.1%.

Active investment, repayment of short-term borrowings, and shifts to long-term debt contributed to an improved financial structure.

Inventory Trends

- Inventory amounted to 209.9 billion yen, an increase of 22.8 billion yen compared to September 30, 2016.
- The Company intends to maintain appropriate inventory levels reflecting sales plans for the fourth quarter and beyond.



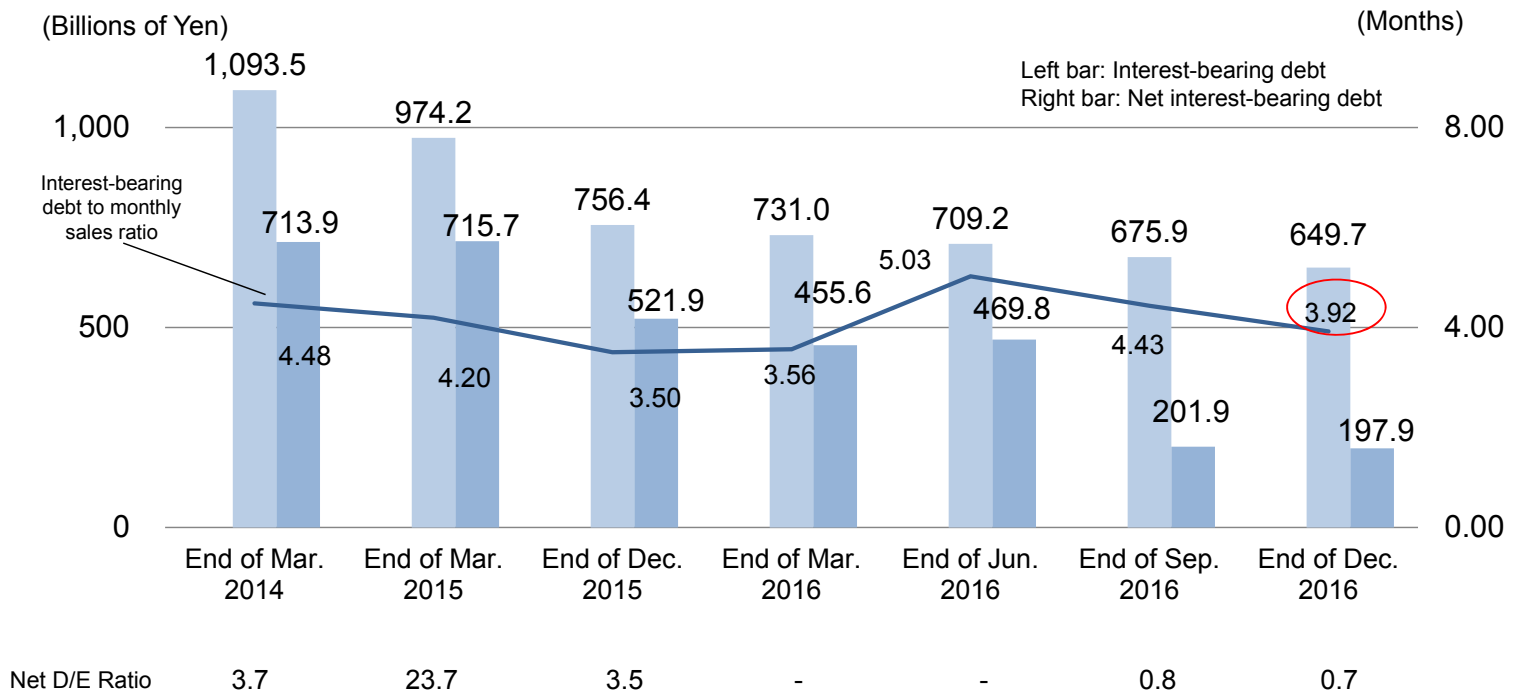
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- The next slide discusses our inventory trends.
- Inventories as of the third quarter of fiscal 2016 amounted to 209.9 billion yen, an increase of 22.8 billion yen compared to the end of the second quarter. This increase was due in part to the weak yen. Inventories rose to 1.27 months as a ratio versus monthly sales, an increase 0.05 months. The Company will continue to maintain appropriate levels of inventory in response to our sales plans.

Interest-Bearing Debt Trends

- Interest-bearing debt as of December 31, 2016 decreased 26.1 billion yen compared to September 30, 2016; interest-bearing debt to monthly sales ratio changed from 4.43 months to 3.92 months.
- Net interest-bearing debt* decreased from 201.9 billion yen as of September 30, 2016 to 197.9 billion yen as of December 31, 2016.



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*Net interest-bearing debt: interest-bearing debt – cash, time deposits, and restricted cash

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- Next, let's take a look at interest-bearing debt.
- Interest-bearing debt as of the third quarter of fiscal 2016 amounted to 649.7 billion yen, down 26.1 billion yen compared to the second quarter. This result was mainly due to repayments of short-term borrowings. Net interest-bearing debt decreased slightly at 197.9 billion yen, despite decreases in cash, time deposits, and restricted cash associated with active investments, etc.
- We will continue to optimize inventories and invest more efficiently in equipment to improve cash flows.

Consolidated Earnings Forecast for Fiscal 2016

We have made an upward revision in our full-year earnings forecast for both net sales and profits. This upward revision reflects our cumulative results through the third quarter and consideration of the expected business environment through the fourth quarter.

	FY2016			Revision	(Billions of Yen)
	1Q to 3Q Cumulative Total	Fiscal Year Forecast	Y on Y		FY2016 Previous(11/1) Fiscal Year Forecast
Net Sales	1,491.2	2,050.0	-16.7%	+50.0	2,000.0
Operating Income (margin)	18.9 (1.3%)	37.3 (1.8%)	-	+11.6	25.7 (1.3%)
Profit Attributable to Owners of Parent (margin)	-41.1 (-2.8%)	-37.2 (-1.8%)	-	+4.6	-41.8 (-2.1%)

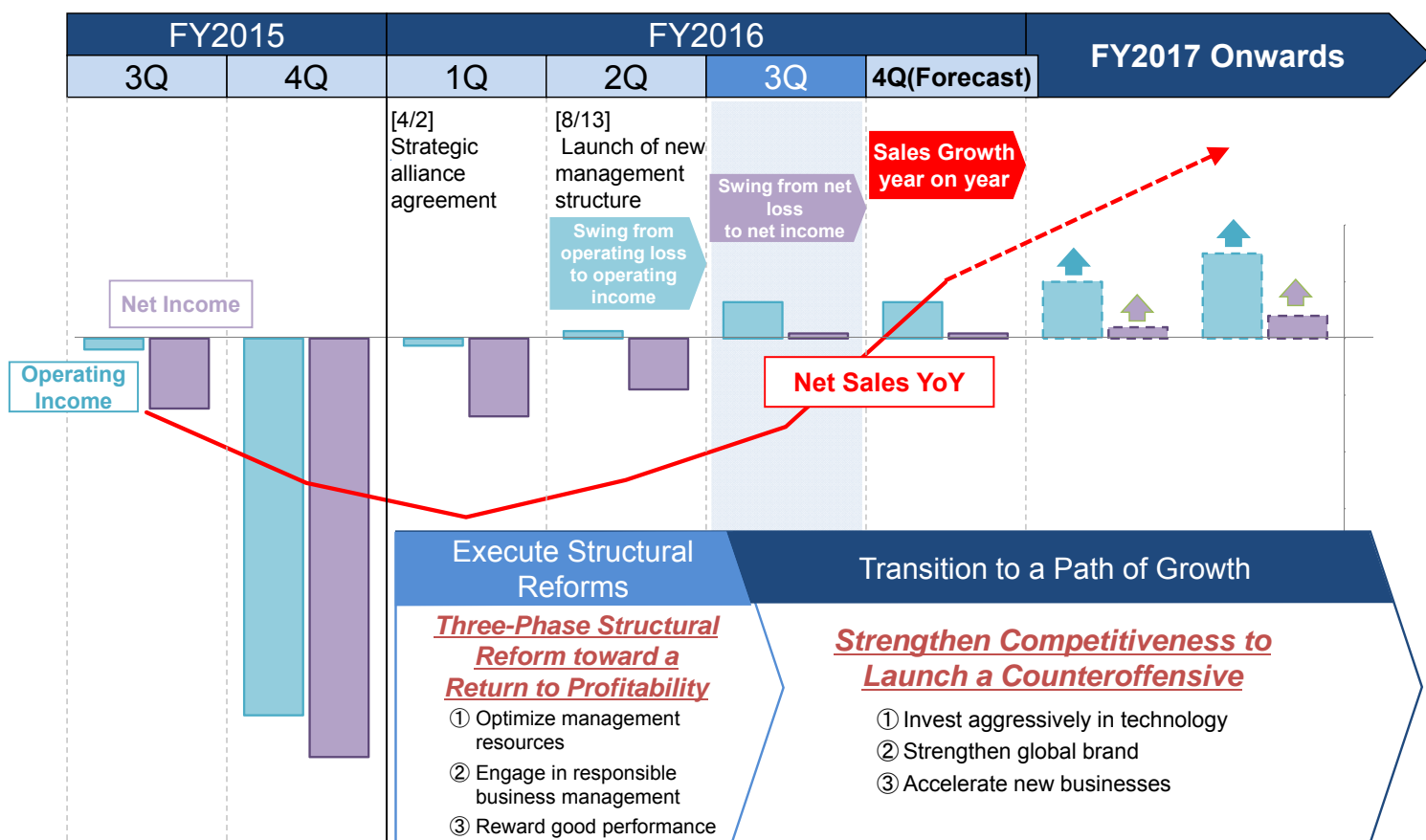
- Please turn to the next slide.
- We have made an upward revision in net sales and profits in our fiscal 2016 earnings forecast, reflecting our cumulative results through the third quarter and considerations of the expected business environment through the fourth quarter.

II . Transitioning to Growth

- Next, allow me to discuss our initiatives to transition to a path of growth.

Transitioning to a Path of Growth

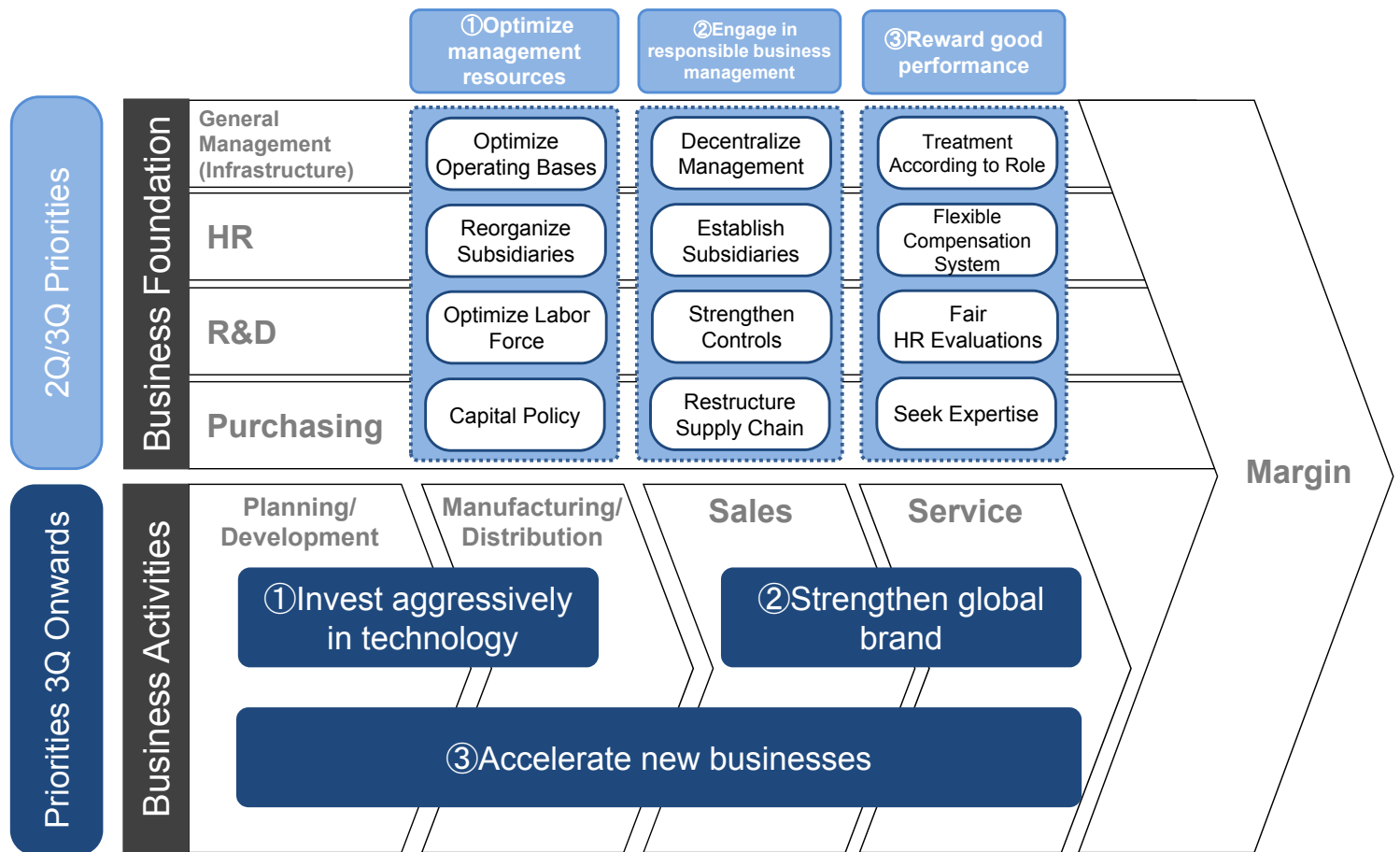
~From Structural Reform to Business Expansion~



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- We recorded wide losses for fiscal 2015. Through structural reforms, we swung from operating loss to operating income for the second quarter of fiscal 2016, and from net loss to net income in the third quarter.
- Now, we plan to pivot to initiatives for expanding the size of our businesses, transitioning to a path of growth.

Overview: Restructure the Value Chain to Accelerate Business Expansion



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- During the structural reform stage, we focused on reforms to strengthen the foundations of our business.
- While continuing these initiatives, we plan to execute on three more priorities to grow our businesses:
 - ① Invest aggressively in technology
 - ② Strengthen our global brand
 - ③ Accelerate new businesses
 Under these three priorities, we will strengthen our competitiveness to launch a counteroffensive in our markets.

Execute Structural Reforms

[◎: Completed ○: In Progress]

Priorities		Progress
① Optimize Management Resources	Optimize Operating Bases	○ Move Mihara Base ○ Optimize sales/manufacturing bases
	Reorganize Subsidiaries	◎ Absorption-type merger with Sharp Manufacturing Systems Corporation (January) ◎ Share transfer of Sharp Business Computer Software Inc. (January) ◎ Establish Sharp Universal Technology (SZ) Co., Ltd. (December)
	Optimize Labor Force	○ Reassignments, move external subcontracting in-house
	Capital Policy	◎ Reduce interest expense by revising loan portfolio (December)
② Engage in Responsible Business Management	Decentralize Management	◎ Spin off intellectual property division and logistics division (October) ○ Institute revenue management on a sub-business unit level
	Restructure Supply Chain	○ Advance central purchasing (November, established central purchasing organization)
③ Reward Good Performance	Reward Good Performance (Treatment/Compensation/Evaluation)	◎ Adopt a manager demotion system (November) ◎ Payment, future expansion of special bonus (December) ◎ Adopt role-grade compensation among all employees (January) ○ Further expansion of sales and technology development incentives
	Seek Expertise	○ Revise, restart training programs ○ Accelerate return-hires, new-grad hires, experienced hires



- With that, I will now discuss the progress of our structural reforms.
- As you can see, we have reorganized our subsidiaries, spun off our intellectual property and logistics divisions, and restructured our human resources to incorporate role-grade compensation among all employees, as well as to reward good performance.
- We have already seen numerous results from our efforts. We expect to see even greater management efficiencies as we optimize our operating bases, optimize our labor force, adopt new HR policies, and make other positive changes.

Strengthen Competitiveness to Launch a Counteroffensive (1/2)

[◎: Completed ○: In Progress]

Priorities

Progress

①
Invest Aggressively
in Technology

Expand Investment in Core Technologies of the Future

- Develop technology to structure an 8K ecosystem
- Develop voice-interactive and other technologies related to IoT
- Move forward with a 4.5G OLED production line

Accelerate Development of Priority Technologies

- Create the President's Fund

Strengthen Key Technologies through Capital Injection/Bringing In-House

- ◎ Acquire production facility for smartphone electronic components (November)
- ◎ Invest in camera component development/manufacturing companies (December)

Invest in Technical Personnel

- Hire personnel with advanced expertise through business-unit driven hiring activities
- Expand technology development incentives, including greater compensation for patents

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- Next, I want to address strengthening our competitiveness to launch a counteroffensive in our markets.
- Under the heading of investing aggressively in technology, we plan to expand our investments in developing technologies that will be future core components of 8K and IoT.
Further, we plan to create a fund to accelerate development of priority technologies, as well as invest capital to attract greater numbers of technical professionals. Our goal is to once again be the unchallenged technological leader in our industry.

Strengthen Competitiveness to Launch a Counteroffensive (2/2)

[Ⓞ: Completed ○: In Progress]

Priorities	Progress
<p>② Strengthen Global Brand</p>	<p><u>Expand Brand through M&A and Alliances</u></p> <ul style="list-style-type: none"> Ⓞ Re-enter the TV market in Europe (December, Resolution to convert SKYTEC UMC LTD to a subsidiary) Ⓞ Launch smartphone rental service for hotel guests (January, established joint venture) ○ Accelerate acquisitions of MFP dealers <p><u>Restructure Expansion Strategy in ASEAN</u></p> <ul style="list-style-type: none"> Ⓞ Establish R&D center for home appliances for China/ASEAN (January) ○ Strengthen marketing structure ○ Restructure sales subsidiary organization, refine sales promotion policies <p><u>Create Customer Membership Organizations</u></p> <ul style="list-style-type: none"> ○ Improve platforms, beginning with the SHARP i CLUB member site
<p>③ Accelerate new businesses</p>	<ul style="list-style-type: none"> ○ Spin off health and medical business units ○ Create TEKION LAB (new business using heat storage materials) ○ Create a fund to support commercialization of technologies in new fields

- To strengthen our global brand, we plan to re-enter the TV market in Europe, as well as engage in M&A and other alliances to expand our presence and brand recognition. We will restructure our expansion strategy in ASEAN and build effective systems for communicating with existing and future customers directly.
- Last, we intend to accelerate new businesses. Here, our plans include spinning off our health and medical business units, as well as accelerating the commercialization of new technologies.
- We believe these initiatives will make us more competitive and transition us to a path of growth.

Ⅲ.Supplementary Data

- As supplementary data, we have provided you with sales and operating income by segment, sales of main products, and other information which you can look over at your leisure.
- Thank you for your attention.

Quarterly Sales by Segment

(Billions of Yen)

	FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
IoT Communications	56.8	60.8	36.3	43.4	35.2	37.1	37.8
Health and Environment Systems	74.7	75.8	74.0	73.5	67.8	71.1	69.9
Business Solutions	80.6	91.7	88.8	93.9	77.5	82.1	72.3
Camera Modules	75.7	46.0	78.3	44.8	32.6	51.0	72.2
Electronic Components and Devices	60.8	68.5	68.0	47.5	42.3	51.0	68.2
Energy Solutions	36.8	41.8	34.5	43.5	21.8	30.4	21.1
Display Devices	258.2	300.3	320.0	208.0	167.1	190.3	245.4
Subtotal	643.9	685.1	700.3	554.9	444.7	513.3	587.3
Adjustments	-25.6	-23.7	-36.9	-36.3	-21.3	-17.0	-15.7
Total	618.3	661.3	663.3	518.5	423.3	496.2	571.5

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*Sales include inter-segment sales and transfers.

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Quarterly Operating Income by Segment

(Billions of Yen)

	FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
IoT Communications	4.9 (8.7%)	5.5 (9.1%)	3.1 (8.7%)	0.8 (1.9%)	2.0 (5.8%)	4.1 (11.1%)	3.3 (8.9%)
Health and Environment Systems	0.7 (1.0%)	1.8 (2.4%)	4.7 (6.4%)	4.4 (6.1%)	6.5 (9.7%)	6.5 (9.2%)	7.5 (10.8%)
Business Solutions	6.8 (8.4%)	9.9 (10.8%)	7.1 (8.0%)	11.9 (12.7%)	5.9 (7.7%)	5.2 (6.4%)	4.1 (5.8%)
Camera Modules	4.2 (5.6%)	3.9 (8.6%)	1.0 (1.3%)	-0.1 (-0.4%)	0.1 (0.4%)	-1.3 (-2.6%)	2.0 (2.8%)
Electronic Components and Devices	-1.4 (-2.4%)	1.2 (1.8%)	0.9 (1.4%)	-8.3 (-17.6%)	0.3 (0.9%)	-0.6 (-1.4%)	3.6 (5.3%)
Energy Solutions	-3.9 (-10.7%)	1.3 (3.2%)	-5.0 (-14.7%)	-10.7 (-24.6%)	-6.3 (-28.8%)	1.4 (4.9%)	-7.9 (-37.6%)
Display Devices	-31.0 (-12.0%)	-10.4 (-3.5%)	-11.0 (-3.5%)	-124.6 (-59.9%)	-6.8 (-4.1%)	-7.8 (-4.1%)	11.0 (4.5%)
Subtotal	-19.7 (-3.1%)	13.3 (2.0%)	0.8 (0.1%)	-126.6 (-22.8%)	1.9 (0.4%)	7.6 (1.5%)	23.8 (4.1%)
Adjustments	-9.0	-9.7	-4.7	-6.2	-4.4	-5.0	-4.9
Total	-28.7 (-4.7%)	3.5 (0.5%)	-3.8 (-0.6%)	-132.9 (-25.6%)	-2.5 (-0.6%)	2.5 (0.5%)	18.8 (3.3%)

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*Figures within parentheses indicate operating margin.

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Sales of Main Products

(Billions of Yen)

	FY2015			FY2016
	First Half	Second Half	Fiscal Year	First Half
LCD TVs	154.6	129.5	284.2	89.9
Unit (million units)	2.99	2.83	5.82	2.16
Mobile Phones	83.5	62.8	146.3	56.2
Unit (million units)	2.26	1.44	3.71	1.25
Refrigerators	48.2	42.5	90.8	44.3
Air Conditioners	36.0	21.6	57.6	30.4
Copiers / Printers	78.2	58.8	137.0	57.8

Quarterly Sales of Main Products

(Billions of Yen)

	FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
LCD TVs	64.1	90.5	81.8	47.7	44.4	45.4	54.2
Unit (million units)	1.41	1.58	1.72	1.10	1.00	1.15	1.38
Mobile Phones	44.1	39.4	27.4	35.3	26.5	29.6	31.1
Unit (million units)	1.01	1.25	0.54	0.89	0.57	0.68	0.94
Refrigerators	23.0	25.1	21.1	21.4	20.8	23.4	19.0
Air Conditioners	20.6	15.3	8.2	13.4	16.5	13.8	6.5
Copiers / Printers	37.2	40.9	25.0	33.7	26.8	30.9	24.1

Capital Investment/Depreciation and Amortization

(Billions of Yen)

	FY2015			FY2016		
	First Half	Second Half	Fiscal Year	First Half	Second Half Forecast	Fiscal Year Forecast
Capital Investment	20.9	24.3	45.2	27.4	82.5	110.0
Displays	8.9	13.9	22.8	12.7	43.2	56.0
Depreciation and Amortization	33.7	34.2	68.0	27.4	32.5	60.0
R&D Expenditures	68.6	61.4	130.1	55.8	74.1	130.0

(Yen)

Exchange Rate	FY2015			FY2016	
	First Half	Second Half	Fiscal Year	First Half	Second Half Forecast
US Dollar	120.80	117.50	119.15	104.30	110.00
Euro	133.57	128.59	131.08	116.66	114.00

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Quarterly Capital Investment and Depreciation, etc.

(Billions of Yen)

	FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Capital Investment	9.7	11.1	8.2	16.0	10.2	17.2	35.4
Displays	3.8	5.1	4.9	8.9	5.6	7.0	14.1
Depreciation and Amortization	18.0	15.7	17.0	17.2	13.5	13.8	16.2
R&D Expenditures	36.3	32.3	33.5	27.9	29.7	26.1	29.3

(Yen)

Exchange Rate	FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
US Dollar	120.37	121.24	120.51	114.49	107.16	101.44	108.32
Euro	132.66	134.48	131.46	125.71	120.53	112.78	116.29

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