

CEO



1. 第2四半期決算

11月8日に2023年度第2四半期決算を発表し、説明会を開催しました。今上期は、前年同期比減収減益となりましたが、各利益は赤字となった前期から大幅に改善し、経常利益及び最終利益については黒字となりました。

また、第2四半期としても、売上高は前年同期を下回ったものの、PC 事業や通信事業の構造改革の進展などによるスマートオフィス及びユニバーサルネットワークの収益改善、ディスプレイデバイスの赤字幅縮小等により、利益は前年同期から改善し、営業利益及び経常利益については5四半期ぶりに黒字を確保することができました。この間の社員の皆さんの努力に感謝いたします。

このように、上期の業績が期初の想定内で推移したことから、今回の決算では通期業績予想を据え置きました。しかしながら、今年度は当初から後半傾斜の収益計画であることに加え、各国における金融引き締めの影響や地政学リスクの更なる高まりなどを背景に、個人消費が今後も低迷する可能性が高いなど、引き続き予断を許さない状況です。

今後も厳しい事業環境が継続する見通しにありますが、本社、事業グループ、事業本部、事業部の各レイヤーにおいて PDCA を着実に実践し、全社一丸となって業績改善に取り組みましょう。

1. FY2023 Q2 Financial Results

On November 8, we announced our financial results for the second quarter of fiscal 2023 and held a briefing. In the first half of the current fiscal year, sales and profits decreased year on year, but profits improved significantly from the second half of the previous fiscal year, when we were in the red, and ordinary income and net income recorded surplus.

Also just for the second quarter, net sales decreased year on year, but profits improved year on year due to improvements in profitability in the Smart Office and Universal Networks due to progress in structural reforms in the PC and mobile communication businesses, as well as a narrowing of the deficit in Display Device, and operating income and ordinary income recorded surplus for the first time in five quarters. I would like to thank you all for your efforts during this time.

As the first fiscal half results were in line with the forecasts made at the beginning of the fiscal year, we maintained our full-year forecast. However, the situation remains unpredictable, as the profit plan for the current fiscal year is tilted to the second half from the beginning, and private consumption is likely to remain sluggish due to the impact of monetary tightening in various countries and further geopolitical risks.

Our business environment is expected to continue to be challenging, but let us steadily implement the PDCA cycle at each layer from the headquarters, business groups, business units, and work together as a company to improve business performance.

2. SHARP Tech-Day

11月10日から3日間に亘って、東京ビッグサイトで、当社初となる単独での大規模展示会「SHARP Tech-Day」を開催しました。

既にニュースやイントラネットでも様々な情報が公開されていますが、今回の「SHARP Tech-Day」は、“Be a Game Changer”をテーマに掲げ、「Smart Living」「Smart Industry」「Smart Cities」「Sustainability」の4つのゾーンに、AIやXR、EV関連をはじめとした計42種類の展示を行い、5,000名を超える来場者の方々に、未来に向けた当社の技術の可能性を体感していただきました。

来場者からは、「非常に盛況でエネルギー溢れる展示会で驚いた」、「展示の質が高く量も多いので取材題材の選択に苦労するほどだった」、「シャープの技術によって、人々の暮らしや産業がより便利に快適に変わっていく姿が想像できた」等、多方面から非常に好評を頂いており、今回の「SHARP Tech-Day」は無事成功を収めることができたと考えています。約1年をかけて準備して下さった全ての関係者の皆さんに、心から感謝します。本当にありがとうございます。

今回の Tech-Day 開催の狙いは大きく二つあります。一つ目は、「新規事業の創出、新産業への挑戦の加速」です。今後当社が持続的に成長していくためには、既存事業の商品力強化やサービス事業の立上げに取り組むとともに、今後市場拡大が期待される新たな分野に積極的に挑戦し、ビジネスモデルを変革していくことが重要であり、その成功の鍵は「スピード」です。

今回の Tech-Day を通じて、非常に多くの方々に当社の目指す未来に「共感」いただくことができましたが、今後はこの「共感」を「協業」へと繋げることで、社外パートナーの力も借りつつ、スピードを上げて新たな顧客価値創出を具体化していきましょう。そして、当社ならではの“Game Change”を次々と実現していきたいと思えます。

2. SHARP Tech-Day

For the three days from November 10, we held our first large-scale independent exhibition "SHARP Tech-Day" at Tokyo Big Sight.

As already announced in the news and on the intranet, this SHARP Tech-Day was held under the theme "Be a Game Changer" and was divided into four zones: "Smart Living", "Smart Industry", "Smart Cities", and "Sustainability". A total of 42 exhibits were held, including those related to AI, XR and EV, and more than 5,000 visitors experienced the potential of our technology for the future.

The exhibition has been very well received by visitors, with comments such as "I was surprised by the very successful and energetic exhibition," "The quality and quantity of the exhibits were so high that it was difficult to choose the subject to cover," and "I could imagine how Sharp's technology will change people's lives and industries more conveniently and comfortably." I believe the event ended in a big success. I would like to express my sincere gratitude to all those involved who took about a year to prepare. Thank you very much.

The purpose of this Tech-Day is twofold. The first is to accelerate the creation of new businesses and the challenge of new industries. In order for us to grow sustainably in the future, it is important to strengthen the competitiveness of our products and launch our service business in our existing businesses, as well as to actively challenge new areas that are expected to expand in the future and transform our business model, and the key to our success is “speed”.

Through Tech-Day, we were able to get a large "empathy" with the future we are aiming for, but in the future, by connecting this "empathy" to "collaboration," let us speed up the creation of new customer value with the help of external partners. In addition, I expect to realize "Game Change" unique to our company, one after another.

狙いの二つ目は、「社内にイノベーションの魂を再び呼び覚ますこと」です。今回の一連のプロセスに携わった皆さんは、様々な困難に直面する一方で、“Game Change”を目指す楽しさややりがいを改めて実感されたのではないのでしょうか。その思いこそがシャープのDNAであり、当社の成長の原動力です。このTech-Dayの取り組みは来年以降も継続していきますので、これを一つの目標として、今後も独自技術の開発、新たな価値創出に励んでいただきたいと思います。

新たな顧客価値、他社に真似されるような商品やサービスを創造し、社会のイノベーションを牽引することが私たちの使命です。今後も“Be a Game Changer”を合言葉に、全員の力で未来を切り拓いていきましょう。

3. 最後に

当社は現在、新たな成長戦略を構築すべく、既存事業の拡大戦略はもとより、新産業への参入戦略や技術戦略、構造改革等について経営層で議論を重ねています。また、既に報道もされていますが、7月以降、鴻海の劉董事長が何度もシャープを訪問され、当社の今後の方向性やその実現に向けた鴻海グループとの連携可能性などについても意見を交わしており、これらを取り纏め、来年には中期経営計画を発表する考えです。

こうした中、次の成長に向けた発射台となる今年度の業績は非常に大きな意味を持ちます。冒頭にもお話しした通り、非常に厳しい事業環境下ではありますが、オールシャープの総力を挙げて業績改善に邁進しましょう。そして、次のステージへと歩みを進めていきましょう。

以上

The second aim is to reawaken the spirit of innovation within the company. I believe that everyone who was involved in this series of processes has faced various difficulties, but also realized once again the fun and fulfillment of aiming for "Game Change". This is Sharp's DNA and the driving force behind our growth. This Tech-Day initiative will continue next year and beyond, and I hope that you will continue to work hard to develop unique technologies and create new value with this as one of your goals.

Our mission is to create new customer value, products and services that can be imitated by other companies, and to drive innovation in society. Under the slogan "Be a Game Changer," let's continue to open up the future with the help of all of us.

3. End note

In order to build a new growth strategy, we are currently discussing not only strategies for the expansion of existing businesses, but also strategies for entering new industries, technology strategies, and structural reforms at management level. In addition, as already been reported, Foxconn Chairman Mr. Liu has visited Sharp several times since July to exchange opinions on the future direction of the Company and the possibility of collaborating with the Foxconn Group to realize it. We intend to finalize these discussions and announce our mid-term management plan next year.

In this situation, this year's results, which serve as a launch pad for the next phase of growth, are of great significance. As I mentioned at the beginning, we are in an extremely difficult business environment, but let's make an all-out effort to improve our business performance. Then, let's move on to the next stage.

Thank you.