

Equalis Group Contract Information Sheet

Contract Information

Awarded Vendor:	Sharp Electronics Corporation
Contract Number:	R10-1173E
Effective Date:	March 1, 2025
Initial Term Expiration Date:	February 29, 2028
Renewable Through:	February 28, 2030

RFP Process Information

RFP Number:	RFP R10-1173
RFP Title:	Technology Software, Equipment, Services and Related Solutions
Dates Advertised:	November 8 & 15, 2024
# of Vendors that Requested RFP:	218
Questions Due:	December 5, 2024
Public Bid Opening Date and Time:	December 13, 2024, 2:00 pm
CT # of Responses Submitted:	23
Number of Awarded Vendors:	9
Date of Board Approval:	February 19, 2025

Evaluation Criteria

Products/Pricing (30 Points)
Performance Capability (25 Points)
Qualifications and Experience (25 Points)
MWBE Status/Programs (10 Points)
Commitment to Members (10 Points)

Summary

Region 10 Education Service Center solicited RFP R10-1163 in accordance with Texas State procurement laws as outlined in TEC 44.031. As stated in the RFP, this solicitation was to result in one or more cooperative (commonly known as “piggybackable”) contacts for use by Equalis Group members in addition to Region 10 ESC. In reviewing responses, Region 10 ESC determined that a multiple award was justified to satisfy the needs outlined in the RFP for the national Equalis membership.

Contract Features:

- There is no fee to public agencies for membership in Equalis Group or the usage of Equalis Group contracts.
- This procurement followed all the guidelines of 2 CFR 200 (commonly known as Uniform Guidance or “EDGAR” requirements in Texas), which explicitly encourages the use of cooperative purchasing to increase efficiencies (2 CFR 200.318e). Agencies using the contract should still conduct their own Cost/Price Analysis in compliance with 2 CFR 200.324a.
- In order to utilize the contract, agencies must reference the contract on their PO or other official purchase documentation to connect their individual purchase with Region 10’s public competitive solicitation process.

For any questions or concerns, please contact:

Clint Pechacek, Purchasing Consultant, clint.pechacek@region10.org, 972-348-1184

Your Local Equalis Representative: [Find them here](#)



Proposal Form 2

Questionnaire & Evaluation Criteria

**REQUEST FOR PROPOSAL #R10-1173 FOR:
Technology Software, Equipment, Services and
Related Solutions**

November 8, 2024

Section Two:
Proposal Submission, Questionnaire and
Required Forms

PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

Instructions:

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response. **Vendor responses are strictly limited to 100 total pages (not including Attachment B – Pricing Excel pricesheet).** Vendors who submit more than 30 additional pages may result in the proposal being deemed non-responsive at the sole discretion of Region 10.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent's proposal.

Evaluation Criteria	Question	Answer
Basic Information		
Required information for notification of RFP results	<i>What is your company's official registered name?</i>	Sharp Electronics Corporation
	<i>What is the mailing address of your company's headquarters?</i>	100 Paragon Drive Montvale, NJ 07645
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	Joe Gillio Manager Bid & Proposals gillioJ@sharpsec.com 201-529-9476
Products/Pricing (30 Points)		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Competitive pricing for all available products and services, including warranties if applicable	<i>Does pricing submitted include the required administrative fee?</i>	Yes, the submitted pricing includes the required administrative fee.
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	Sharp will provide additional price discounts for opportunities that exceed \$100,000.

Ability of Customers to verify that they received contract pricing	<i>Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections, including shipping, installation, and other peripheral costs/fees?</i>	Yes, all products/lines/services and pricing available under this contract have been provided in Attachment B.
Payment methods	<i>Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments</i>	Customer invoicing may originate from Sharp Electronics or locally by the Sharp authorized dealer. Sharp accepts payment via check or ACH.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Performance Capability (25 Points)		
Product, service and solution features and capabilities	<i>Please provide a high-level overview of the products and services being offered and how they address the scope being requested herein.</i>	<p>Sharp is proposing our full line of Dynabook Laptops and award-winning professional displays and projectors.</p> <p><u>Dynabook</u></p> <p>The Sharp Dynabook portfolio of professional-grade mobile computing solutions delivers the power, performance and security features packed into durable mobile designs ideal for K-12 and Higher Education as well as State, Local and Federal Government agencies. Sharp Dynabook designs focus on security and reliable performance. All Sharp Dynabook laptops incorporate a collection of hardware, software and optional biometric components providing leading-edge security to help protect critical data. Sharp Dynabook’s proprietary BIOS provides a unique security foundation as an additional layer of protection against attacks.</p> <p>A wide range of Intel-based processor technologies are utilized in our laptops to offer the choice of speed, power, performance and meeting budget requirements. In addition, Sharp Dynabook laptops feature ultra-fast and reliable solid-state drive options to increase productivity</p>

		<p>and performance for demanding workloads while delivering uncompromising battery life.</p> <p>All Sharp Dynabook laptops are designed and manufactured by Sharp in our ISO 14001 Certified facilities."</p> <p><u>Display Products</u></p> <p>Sharp's award-winning professional displays and projectors are engineered for business and education environments to improve the way you communicate, collaborate and disseminate information. We offer a wide range of sizes and varying capabilities to fit your needs from desktop monitors to digital cinema projectors, high-impact direct view LED video displays and ultra-narrow bezel video walls. In addition, we offer interactive displays such as the AQUOS BOARD® collaboration display and the Windows collaboration display from Sharp.</p> <p>Focus on Innovation and Quality: Sharp is committed to innovation, quality, and customer satisfaction. The company continually invests in research and development to introduce new technologies and enhance product performance, reliability, and user experience.</p> <p>Sharp will work closely with Region 10 customers to develop solutions tailored to the specific needs and requirements of each customer.</p>
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	<p><i>Outline how your products and services compare to those of your competitors.</i></p>	<p><u>Sharp Dynabook Laptop Computers:</u></p> <p>Dynabook, a Sharp company, introduced the world’s first laptop PC in 1985. The Sharp Dynabook portfolio of professional-grade mobile computing solutions delivers the power, performance and security features packed into durable mobile designs ideal for state and local government use. As the only laptop PC manufacturer that engineers, tests, and builds our own laptops, our products have resulted in some of the lowest failure rates in the industry. Keen on the importance of security, all Sharp Dynabook laptops incorporate a collection of hardware, software and optional biometric components providing leading-edge security to help protect critical data.</p> <p>Sharp Dynabook laptop installations include State, Local and Federal Government agencies, as well as K-12 and Higher Education in areas such as administration, finance, remote worker, and general city employee use.</p> <p>All Sharp Dynabook laptops are designed and manufactured by Sharp in our ISO 9001, ISO 14001, and ISO 50001 Certified facilities.</p> <p>Key Features:</p> <p>Sharp Dynabook places a premium on security including the offering of the Portege and Tecra series, a complete collection of Windows 11 Secured-core PCs, which are considered the most secure Windows 11 devices available. As a leading secured-core PC provider, Sharp Dynabook equips these laptops with a robust combination of next-level hardware, software and identity protection - including enterprise-grade encryption and authentication using optional biometrics - to enhance resistance to current and future cyber threats.</p>
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	<p>Sharp Dynabook is the only major PC provider with the ability to write its own proprietary BIOS to provide a unique security foundation as an additional layer of protection against attacks. The Portege and Tecra series of laptops in this proposal are equipped with Sharp Dynabook's proprietary BIOS.</p> <p>Select laptops also feature an integrated Webcam Privacy Shutter to ensure user privacy. Additional features available include advanced data security measures with Trusted Platform Module (TPM) 2.0, integrated IR camera for face authentication and an optional integrated fingerprint reader, optional smart card reader and built-in cable lock slot to help protect this laptop from cyber-attacks and physical theft.</p> <p>For remote workers, Sharp Dynabook equips its laptops with an HD Webcam with noise-suppressing dual microphones for reliable and clear audio and visual quality to enable users to connect, collaborate or present with colleagues or clients anywhere virtually in this era of New Age Communication. Select models also feature a world-facing camera to capture official forms and take photographs digitally.</p> <p>The company utilizes a wide-range of Intel- based processor technologies in its laptops to offer the choice of speed, power, performance and to meet budget requirements, including the latest Generation Processors. In addition, Sharp Dynabook laptops feature ultra-fast and reliable solid-state drive options to increase productivity and performance for demanding workloads while delivering uncompromising battery life.</p> <p>Sharp Dynabook specializes in the ability to shrink, lighten and streamline its laptop designs without performance compromise with select models starting at two pounds. Sharp Dynabook laptops in this offering employ an in-house approach for its laptops in design,</p>
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		<p>engineering, manufacturing and testing to ensure each laptop delivers superior quality and reliability. Sharp Dynabook also puts many of its products through additional durability testing via HALT, MIL-STD-810G and other stress tests across the chassis, hinge, keyboard and ports of this laptop to deliver the perfect blend of rigidity and flexibility to ensure its laptops can hold up to the rigors of day-to-day use. Dynabook is unique to other PC vendors.</p> <p>Key differentiators for Sharp Dynabook include:</p> <ul style="list-style-type: none"> • Sharp Dynabook is the most experienced mobile computer manufacturer. Sharp Dynabook is focused on mobile computers having marketed the very first commercial portable computer and sold more than 170 million systems globally. <p>In-House Advantage:</p> <ul style="list-style-type: none"> • In-house design, engineering and manufacturing- Sharp Dynabook is the only major laptop manufacturer that has our own design, engineering and manufacturing facilities. With these we have the flexibility and control over virtually the entire supply chain which translates into greater benefits for our customers such as product quality and stability. • In-house components – Dynabook, as a Sharp group company, has early access to a wide range of components and technologies and is able to better integrate them, resulting in products that are highly reliable while still being thin-n-light and providing high performance. <p>Product Advantage-</p> <ul style="list-style-type: none"> • Quality/Reliability – All of our products are designed with quality and reliability as a priority. Our design guidelines are based on over 35 years of product
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		<p>history, knowledge and experience. During the early development phase, designs are subject to thermal, electrical, and mechanical stress simulations. To ensure quality and reliability of our products, we have pioneered many proprietary laptop testing equipment and procedures. All of our products go through hundreds of hardware and software reliability and compatibility tests and are subjected to HALT testing to simulate years of usage in a short period of time. In addition, our products are designed to pass MIL-STD-810G testing methodologies. This results in the industry's lowest monthly failure rates.</p> <ul style="list-style-type: none">• Sharp Dynabook manufactures and QA our own products to control quality. Other laptop manufacturers rely on 3rd party ODMs.• Sharp Dynabook is driven by the Voice of the Customer (VOC) – Sharp Dynabook utilizes several customer-centric methodologies for gathering feedback from the market. We view our customers' feedback as part of an ongoing two-way exchange of information and ideas, and we use our formal and informal processes to give us a competitive advantage over our competition. We believe our approach provides unique benefits to our customers because our success is totally dependent on the mobile solution. As such, product feedback from our customers will often be incorporated into future designs and subsequent generations of products as Sharp Dynabook designs and develops its own products. In conjunction with this, our "mobile-only" differentiator gives us an agility advantage and helps us create continually improved products.• Long, Stable Product Lifecycles – Sharp Dynabook's corporate laptop products are designed for long-term image stability. Historically, this has meant a minimum of 14-18 months of consistent components on the Tecra/Portégé product lines; the tradition continues in many designated Tecra and Portégé
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		<p>mobile computing products. This means lower support costs and better TCO.</p> <ul style="list-style-type: none">• Strategic technology alliances leaders such as Microsoft and Intel. Additionally, Sharp Dynabook has taken a leading role in industry standards groups which keeps Sharp Dynabook on the forefront of relevant industry trends to the benefit of our customers. <p>Display Products:</p> <p>Sharp's award-winning professional displays and projectors are engineered for business and education environments to improve the way you communicate, collaborate and disseminate information. We offer a wide range of sizes and varying capabilities to fit your needs from desktop monitors to digital cinema projectors, high-impact direct view LED video displays and ultra-narrow bezel video walls. In addition, we offer interactive displays such as the AQUOS BOARD® collaboration display and the Windows collaboration display from Sharp.</p> <p>Background and Experience:</p> <ul style="list-style-type: none">• Focus on Innovation and Quality: Sharp is committed to innovation, quality, and customer satisfaction. The company continually invests in research and development to introduce new technologies and enhance product performance, reliability, and user experience.• Collaboration in Professional Display Solutions: Sharp offers a comprehensive portfolio of professional display solutions. These include large format displays, desktop monitors, video walls, digital signage solutions, interactive displays, and projection systems for various industries such as education, healthcare, retail,
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		<p>transportation, and corporate environments.</p> <ul style="list-style-type: none">• Sharp has a rich history in display technology, dating back to its establishment in 1899. Over the years, Sharp has been at the forefront of advancements in display technologies, including CRT, LCD, and LED displays, as well as digital signage solutions.• Sharp's Expertise in LCD Panels: Sharp Corporation is renowned for its expertise in liquid crystal display (LCD) technology. Sharp has been a pioneer in the development and mass production of LCD panels since the 1970s, contributing to the widespread adoption of LCD displays in consumer electronics and industrial applications.• Global Reach and Customer Support: With a global presence and a network of sales offices, partners, and service centers worldwide, Sharp provides customers with localized support, ensuring seamless deployment, maintenance, and after-sales service. <p>Overall, Sharp brings together the collective experience, expertise, and resources of Sharp to deliver cutting-edge display solutions that meet the evolving needs of businesses and organizations.</p>
	<p><i>Describe how you maintain multiple manufacturer brand offerings and applicable vetting strategies for onboarding new product brands.</i></p>	<p>Sharp is the manufacturer of all proposed products sold under the Sharp and Dynabook brand.</p>
	<p><i>Outline how your products, services and/or solutions meet necessary industry standards and regulatory requirements.</i></p>	<p>The following demonstrates Sharp’s commitment to regulatory compliance and adherence to industry standards:</p> <p>Regulatory and Compliance Framework</p> <p>Trade Agreements Act (TAA) Compliance</p> <p>Sharp's products, including Dynabook laptops and select display technologies, meet TAA compliance standards, ensuring eligibility for organizations requiring adherence to these guidelines. This</p>

		<p>compliance ensures that our products’ origin aligns with U.S. trade policies.</p> <p>ISO Certifications Sharp maintains ISO standards to uphold quality, environmental management, and information security:</p> <ul style="list-style-type: none">• ISO 27001: For information security management, ensuring data confidentiality and regulatory compliance.• ISO 9001: Demonstrating robust quality management systems.• ISO 14001: Reflecting a commitment to environmental responsibility. <p>Privacy and Data Security Regulations Sharp complies with U.S. data privacy regulations, including:</p> <ul style="list-style-type: none">• California Consumer Privacy Act (CCPA): Protecting consumer data and offering transparency.• Gramm-Leach-Bliley Act (GLBA): Safeguarding sensitive information in financial contexts. <hr/> <p>Product and Solution-Specific Standards</p> <p>Dynabook Laptops As a Sharp subsidiary, Dynabook brings industry-leading security and compliance to portable computing solutions:</p> <ul style="list-style-type: none">• TAA Compliance: Select Dynabook models are suitable for contracts requiring federal and international compliance standards.
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		<ul style="list-style-type: none">• Trusted Platform Module (TPM) 2.0: For robust encryption.• Smart Card Readers: For secure authentication, meeting CAC and FIPS standards.• Durability and Reliability: MIL-STD-810H-certified laptops for use in challenging environments. <p>Display Technologies</p> <p>Sharp’s advanced display solutions meet various standards to support collaborative and secure environments:</p> <ul style="list-style-type: none">• TAA-Compliant Displays: For inclusion in government and institutional purchasing contracts.• AQUOS BOARD® Collaboration Displays: Designed for secure, dynamic presentations and data sharing. <hr/> <p>Operational Standards</p> <p>Sustainability and Environmental Standards</p> <p>Sharp integrates environmental responsibility into its operations, adhering to:</p> <ul style="list-style-type: none">• RoHS Compliance: Ensuring products are free from hazardous substances.• Energy Star Compliance: Reducing energy usage in its products. <p>Supply Chain Responsibility</p> <p>Sharp is a member of the Responsible Business Alliance (RBA), ensuring ethical and sustainable practices throughout its global supply chain.</p>
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	<p><i>Describe environmental and energy efficiency practices your organization follows such as end-of-life device removal and sustainability initiatives.</i></p>	<p>Sharp Dynabook Trade-in/recycle program: Trade-in and Upgrade Programs - Dynabook has partnered with AnythingIT, they will accept products for Trade-in or Upgrade from Authorized End Users. Services include full IT Asset Recovery, Data Destruction and Disposal. Your Account Manager can provide more information.</p> <p>End-of-Life Product Recycling As part of Sharp’s Super Green Strategy, Sharp provides our customers a recycling option for Sharp products which have reached their end of life. All Sharp products, with authorizing documentation, can be shipped to one of three regional Sharp recycling centers. Sharp will be responsible for all disposition and Zero-Waste-to-Landfill recycling costs associated with the disposition of Sharp equipment. https://business.sharppusa.com/Environmental-Awareness</p> <p>EPA’s Plug-In to eCycling Program The U.S. EPA’s "Plug-In to eCycling" program has been a voluntary partnership with electronics manufacturers, retailers, recyclers and government agencies to reduce the environmental impact of electronic products during production, use, transport, recycling and disposal. Sharp is an inaugural participant and proud supporter of the EPA’s e-cycling initiative and its Sustainable Materials Management Electronics Challenge Program.</p> <p>Sharp Dynabook Trade-in/recycle program: Trade-in and Upgrade Programs - Dynabook has partnered with AnythingIT, they will accept products for Trade-in or Upgrade from Authorized End Users. Services include full IT Asset Recovery, Data Destruction and Disposal. Your Account Manager can provide more information.</p>
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	<p><i>List the number and location of offices or service centers for all states being proposed in solicitation. Additionally, if your company does not offer all products and services in all 50 states, please describe any geographical limitations on any product or service offered.</i></p>	<p>Sharp Electronics has a multi-level approach to providing goods and services to our customers. Through a combination of 350+ independently owned dealerships and 17 direct branch offices with 40 offices throughout the U.S., Sharp can meet the technology requirements of our customers. Both our direct and indirect sales and servicing operations provide sales, delivery, installation, and service of products offered to our customers. Sharp’s Direct Sales Operation, Sharp Business Systems (SBS), offers the strength of our corporate policies merged with the versatility of a local business, to understand the regional needs and dynamics for providing optimal service to our customers. Technicians and salespeople in these SBS branches are Sharp employees, under the direction of Sharp Electronics Corporation policies and management dedicated to supporting the SEC/account relationship.</p> <p>Sharp also provides customers support through hundreds of independent authorized dealers throughout the U.S. These dealers support Sharp Electronics through delivery, installation, service, and maintenance of Sharp products.</p> <p>Sharp Electronics Corporation has a long history of providing equipment and services to government agencies for over forty years. Sharp’s contract team has a combined experience of more than 50 years working with and managing State contracts as well as national cooperatives. Sharp has participated in several contracts for more than 20 years. Our commitment to providing best-in-class equipment and services to government customers has been validated by our continued success in receipt of awards and product placements throughout the U.S.</p> <p>See Attachment 1 – SBS Branch Address See Attachment 2 - Sharp Sales Team See Attachment 2.1 – SBS and Dealer Location Map</p>
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	<p><i>Outline any value-added capabilities not already addressed.</i></p>	<p>Sharp Dynabook</p> <p>Sharp Dynabook provides the following PCaaS Configuration services for Laptop Computers.</p> <p>We can provide imaging services which meet an organization's exact specifications. Sharp Dynabook can also provide customized BIOS configuration, Asset Tagging, Asset reporting and Custom Startup logo. This is part of our Configure to Order (CTO) services. Cost for these services would be provided prior to placing any purchase orders.</p> <p>As PCaaS services are customized based on each user's requirements this option would be discussed during our negotiations with the end user. CTO laptops cannot not be returned.</p> <p>Display Products (Monitors, Boards, Projectors and dvLED walls)</p> <p>Sharp and our reseller network can provide design and installation consultation for customer. Our team will review the customers' requirements and project goals and objectives to provide the best solution for each unique case. Our capabilities as outlined in the case studies above prioritize developing the best solution which meets and exceeds the customers' expectations. AV Integration Services Sharp provides end-to-end project management and quality assurance so that you can complete your project on schedule and on budget.</p> <p>Custom AV Design</p> <p>Bring your Pro AV ideas to life with a custom-built AV system for a lobby, conference room, classroom, command center or any unique</p>
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		<p>space.</p> <p>Classroom Design Interactive teaching tools pique interest, improve retention and inspire engagement. Our intelligent classroom designs give teachers intuitive AV controls for modern learning experiences.</p> <p>Digital Signage Content Creation Relay attention-grabbing messages in one location or across the globe. Sharp can create and deploy on-brand, custom content as well as provide training for your staff.</p> <p>Maintenance & Calibration Keep your Pro AV system running at optimal performance with our ongoing maintenance and support. We also provide calibration services for your video wall displays.</p>
Customer implementation and scalability	<p><i>Describe your company's implementation and training plan for new customers, including general timelines for applicable implementation services.</i></p>	<p>Implementation and training are customized to meet the needs of the Equalis member. Prior to installation, the Dealer or SBS sales rep or service manager will contact the end user to determine the best timing for equipment installation. Also, an assessment of the organization's infrastructure will be conducted in order to ensure a smooth and seamless installation. This site survey might include the following: space availability, lighting, power supply, network connectivity and compatibility with existing systems. Trained technicians will manage the mounting (if required) and setup of the equipment. As well, the display will be calibrated for optimal brightness, resolution and touch sensitivity. Accommodation can be made for off-hours installation if necessitated. Please note, this may incur additional costs if performed on weekends.</p> <p>Generally, product training is conducted at the time of equipment installation. Because these products tend to be "plug and play" and are quite intuitive, the degree of training can vary. User needs are</p>

		<p>assessed and categorized as follows:</p> <ul style="list-style-type: none"> •Primary Users: Employees, teachers, or staff who will operate the display boards. •Support Staff: IT team or facility managers responsible for maintenance. •Specialized Users: Individuals using advanced features like video conferencing or creative applications. <p>Training can range from hands-on direct interaction with the equipment, video tutorials and manuals / quick-start guides. Sharp's online training platform, MySharp, offers customers easy access to training materials and FAQs.</p>
	<i>Outline what ongoing training and consulting support is available to customers.</i>	<p>Sharp can provide ongoing training and consulting support to Equalis members. This can include in-person training, as well as video tutorials. Should business objectives shift and an organization required additional training, Sharp is well positioned to provide training and support. Our goal is to work closely with the end user to ensure that the training and consulting experience meets their expectations.</p>
	<i>Outline the scalability of the products, services and/or solutions offered for varying organizational sizes and growth trajectories.</i>	<p>Sharp's display and laptop products are designed to be flexible and efficient, providing a scalable foundation for organizations ranging from startups to global enterprises. We offer customized solutions, allowing organizations to select combinations of displays, laptops, and services that match their size and goals. In addition, as organizations grow, Sharp provides scalable service plans, ensuring seamless hardware upgrades and long-term maintenance.</p> <p>Sharp Displays</p> <ul style="list-style-type: none"> • Sharp's AQUOS BOARD® interactive displays support collaboration for small teams or large conference settings. Our

		<p>size options and multi-touch functionality enable use in huddle rooms, classrooms, and auditoriums.</p> <ul style="list-style-type: none"> • Sharp's modular video walls allow organizations to create custom-sized displays by combining multiple panels. This is ideal for customers who are looking to scale up as their communication needs grow. • We offer displays with resolutions ranging from Full HD to 8K, enabling organizations to select the level of detail needed for their purposes, whether for presentations, data analysis, or advertising. • Sharp's display solutions often include software for centralized control and remote management. For instance, IT administrators can manage settings and updates across multiple displays, making it easier to scale without increasing complexity. <p>Laptops</p> <ul style="list-style-type: none"> • Sharp's laptops are available in a range of configurations. Organizations can choose from entry-level models for basic tasks or high-performance options for demanding workloads, ensuring scalability as workforce needs evolve. • Laptops can be integrated into existing IT ecosystems, with compatibility for enterprise-grade security and management tools.
Maintenance services and staff qualifications	<i>Outline your preventative maintenance program for the offered products and services.</i>	<p>The certifications and qualifications required for technical and maintenance staff working with Sharp laptops or displays depend on the specific roles, responsibilities, and the type of equipment they handle. Generally, these qualifications include a combination of technical certifications, training programs, and practical experience. Here's an overview:</p>

		<p>Industry-Standard Certifications</p> <ul style="list-style-type: none">• CompTIA A+: Covers foundational IT skills, hardware troubleshooting, and basic repair skills.• CompTIA Network+ (for network-enabled displays): Focuses on networking concepts, which is useful for smart displays and connected systems.• CompTIA Server+ (if working with server-based display setups): Relevant for managing systems interfacing with large-scale display installations.• Microsoft Certifications: Relevant if the laptops run on Windows OS.• Apple Certified Mac Technician (if applicable): Relevant for macOS support (rare for Sharp but useful in mixed environments). <p>Manufacturer-Specific Training</p> <ul style="list-style-type: none">• Sharp Authorized Technician Programs: Sharp offers certification programs for our authorized service providers, which typically include training on repairing and maintaining Sharp laptops and displays. Our continuous service training program provides online self-paced training. As well, Sharp offers training for those organizations which elect to self-repair,• Display Calibration Certification: Sharp or third-party certification in color calibration for high-quality display systems, especially for professional or medical-grade displays.
	<p><i>Identify certifications and qualifications required by technical and maintenance staff.</i></p>	<ul style="list-style-type: none">• The certifications and qualifications required for technical and maintenance staff working with Sharp laptops or displays depend on the specific roles, responsibilities, and the type of

		<p>equipment they handle. Generally, these qualifications include a combination of technical certifications, training programs, and practical experience. Here's an overview:</p> <p>Industry-Standard Certifications</p> <ul style="list-style-type: none">• CompTIA A+: Covers foundational IT skills, hardware troubleshooting, and basic repair skills.• CompTIA Network+ (for network-enabled displays): Focuses on networking concepts, which is useful for smart displays and connected systems.• CompTIA Server+ (if working with server-based display setups): Relevant for managing systems interfacing with large-scale display installations.• Microsoft Certifications: Relevant if the laptops run on Windows OS.• Apple Certified Mac Technician (if applicable): Relevant for macOS support (rare for Sharp but useful in mixed environments). <p>Manufacturer-Specific Training</p> <ul style="list-style-type: none">• Sharp Authorized Technician Programs: Sharp offers certification programs for our authorized service providers, which typically include training on repairing and maintaining Sharp laptops and displays. Our continuous service training program provides online self-paced training. As well, Sharp offers training for those organizations which elect to self-repair,
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		<ul style="list-style-type: none"> Display Calibration Certification: Sharp or third-party certification in color calibration for high-quality display systems, especially for professional or medical-grade displays.
Integration with other platforms	<p><i>Outline any integration capabilities the proposed services and/or solutions have with existing IT infrastructure or other platforms/systems.</i></p>	<p>Sharp displays offer a range of integration capabilities that align with existing IT infrastructure and other platforms/systems. These capabilities vary depending on the specific display model and target use case but generally include LAN/Wi-Fi Connectivity, Centralized Device Management and Cloud Integration.</p> <p>Sharp's Aquos Board Interactive Displays integrate seamlessly with collaboration tools like Microsoft Teams, Zoom, and Google Meet. Many Sharp displays support wireless screen-sharing solutions (e.g., Miracast, AirPlay, Chromecast), enabling quick connections with user devices. And many models are equipped for video conferencing, integrating directly with UC platforms.</p> <p>Sharp Displays allow for software and API integration, enabling developers to integrate custom applications. AV and peripheral device integration is achievable – Displays can connect to external devices as they are compatible with HDMI, DisplayPort, and HDBaseT.</p>
	<p><i>Outline product assessment capabilities to ensure product compatibility with existing hardware systems.</i></p>	<p>It is standard practice for any Sharp Authorized Dealer or SBS technician to assess the customer's environment for network, software, security or other compatibility questions prior to proposing a specific solution. Verification of bandwidth, input port requirements and processing minimum requirements are examples of traditional vectors of our assessment and are critical to a successful installation.</p>
Security protocols and privacy protection	<p><i>Please describe protocols taken to ensure the protection of privacy and data.</i></p>	<p>Sharp Dynabook places a premium on security including the offering of the Portege and Tecra series, a complete collection of Windows 11 Secured-core PCs, which are considered the most secure Windows 11 devices available. As a leading secured-core PC provider, Sharp Dynabook equips these laptops with a robust combination of next-level hardware, software and identity protection - including enterprise-grade encryption and authentication using optional</p>

		<p>biometrics - to enhance resistance to current and future cyber threats.</p> <p>Sharp Dynabook is the only major PC provider with the ability to write its own proprietary BIOS to provide a unique security foundation as an additional layer of protection against attacks. The Portege and Tecra series of laptops in this proposal are equipped with Sharp Dynabook's proprietary BIOS.</p> <p>Select laptops also feature an integrated Webcam Privacy Shutter to ensure user privacy. Additional features available include advanced data security measures with Trusted Platform Module (TPM) 2.0, integrated IR camera for face authentication and an optional integrated fingerprint reader, optional smart card reader and built-in cable lock slot to help protect this laptop from cyber-attacks and physical theft.</p> <p>Sharp's ISO/IEC 27001:2013 certification specifies the requirements for establishing, implementing, maintaining and continually improving an information security management system within the context of the organization. As part of this certification Sharp adheres to the NIST SP 800-53, Revision 4 standards. As of today, Sharp has no products listed in the NIST National Vulnerability Database.</p> <p>Sharp's Data Breach plan includes the following provisions regarding breach detection, notification, and response time.</p> <p>Detection:</p> <p>In the event of a potential breach, the Sharp Breach Notification Team will investigate the incident. In determining whether notification is required, the Breach Notification Team will consult with other members of the organization, including contractors and consultants to determine whether Sharp has a duty to notify individuals about the breach. Sharp will document its analysis leading</p>
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		<p>to its conclusion.</p> <p>Notification: If the Breach Notification Team determines that Sharp must provide notification of the incident, the Team will prepare an appropriate notification plan.</p> <p>Response Time: Sharp must provide affected individual without reasonable delay but no later than 60 days after the date Sharp discovers the breach or should have discovered the breach if it had exercised appropriate diligence</p> <p>Sharp's Data Breach Plan is included as Attachment 3.</p>
Customer service/problem resolution	Describe your company's Customer Service Department (hours of operation, how you resolve issues, number of service centers, etc.).	Customer service is managed locally by the Sharp Authorized Dealer or SBS location responsible for the Purchasing Entity. Hours of operation may vary depending upon location, but are generally Monday through Friday, 8:00 AM to 6:00 PM . Internally, the Sharp Government & Major Account Manager assigned to this contract (Jack Coons) will work closely with our Administration Team, SBS Branch locations, and Dealers to ensure that all customer service needs are met. Jack is ultimately responsible for any problem escalation necessitated on a corporate level.
	Describe the type of emergency orders or requests your organization typically receives and how you respond to those requests.	Sharp has a proven track record of providing product and services when emergency orders warrant a quick response. In times of crisis, such as natural disasters, Sharp has responded to customers who have a need for immediate attention and response. Our infrastructure and business model enables us to quickly respond when needed. We can pull inventory from not only our TD Synnex warehouse, but we also have access to our Dealer and SBS locations. Any immediate request would be managed by Jack Coons, Government Account Manager. He will act as the corporate liaison to ensure that requests are expedited an internally managed.

	<p><i>Outline the return and exchange policy including any warranties/product guarantees offered.</i></p>	<p>Sharp Dynabook Laptops: Sharp Dynabook will accept the return of Unopened Products within 30 days or less from customer receipt. Upon receipt of a defective unit, Sharp Dynabook will confirm status of unit and if defective/DOA, a replacement unit will be shipped free of charge. Due to customization per customer requirements, Configure-To-Order (CTO) and Built-To-Order (BTO) (Laptops) cannot be returned.</p> <p>Warranty – During the warranty period, Depot Service is provided by a National Depot with free shipping and handling. Carry-in service can be provided by a local authorized provider.</p> <p>Additional warranty coverage is available for purchase.</p> <p>Display Products: Returned Equipment is limited to DOA/Defective units. Our support team needs to be contacted in regard to any product failure. If a product failure occurs a Material Return Authorization will be issued, and a replacement unit will be shipped or the unit returned for repair depending on the service level purchased.</p> <p>Warranty – Sharp offers warranty coverage for all proposed products, coverage which will vary depending on the product purchased. Details for each category can be found here https://www.sharpnecdisplays.us/warranty-center</p> <p>Additional warranty coverage is available for purchase.</p>
Financial condition of vendor	<p><i>Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters</i></p>	<p>See Attachment 4 Sharp Annual Report - 2023</p>

	<i>What was your annual sales volume over last three (3) years?</i>	<p>Sharp Corporation Global Revenue</p> <p>FY 2021 (Apr 21 – Mar 22) - \$16.5B</p> <p>FY 2022 (Apr 22-Mar 23) - \$17.0B</p> <p>FY 2023 (Apr 23- Mar 24) - \$17.3B</p>
History of meeting products and services deadlines	<i>Outline the process timeline for product pickup, delivery and any other applicable capabilities not already addressed.</i>	<p>Sharp takes several steps to ensure reliable delivery, quality service and consistent support for all Equalis member. Sharp's authorized dealers are contractually bound by the SNAP Representative Agreement under which they act on behalf of Sharp following Sharp's guidelines for providing products and services to our National Account customers. Dealer technicians are required to undergo the same thorough product training that SEC employees receive.</p> <p>Sharp plans for 60 days on hand of inventory across all models, with an additional 30 days enroute from overseas factories. Sharp has redundant manufacturing for key hardware to reduce the reliance on a single source location. Sharp has an extensive list of ocean carriers to ensure a continuous flow of inventory even during capacity constraints at origin ports. Domestically Sharp has an efficient supply chain process to ensure product moves from port to customer expeditiously.</p> <p>In addition, unlike many of our competitors, Sharp manufactures laptops in our own factory. We do not rely upon other sources to provide equipment. As a result, we can commit to meeting customer timeline delivery requirements. Sharp has the ability to deliver customized laptop solutions in less than 30 days from date of order. This ability sets us apart from the competition.</p>
Other factors relevant to this section as submitted by the Respondent	<i>Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency</i>	Sales Reports are available upon requests and can include PO date, PO Number, Model Number and Serial Number.
	<i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i>	See Attachment 5 - Sharp Experience Modification Rating

Qualification and Experience (25 Points)		
Respondent reputation in the marketplace	Provide a link to your company's website	https://business.sharppusa.com/
	Please provide a brief history of your company, including the year it was established.	<p>Since its founding in 1912, Sharp Corporation (Osaka, Japan) has endeavored to be an innovator in electronics and office technology. Our founder, Tokuji Hayakawa, coined the phrase “Make products that others want to imitate” to embody the management concept. Sharp’s vision of quality and reliability is embodied in each and every product we deliver to our customers. Sharp’s first product, the Ever-Sharp pencil, was introduced in 1913. Since then, Sharp has introduced a succession of innovative world firsts including the all-transistor desktop calculator, the long-life laser diode, the 14” color TFT LCD unit and the LCD Viewcam. In addition, Sharp developed and manufactured Japan’s first radio, television, microwave oven, electronic calculator with LCD display, solar cell, electronic organizer and LCD video projector.</p> <p>Due to success in Japan and hopes to grow and develop, Sharp Electronics Corporation (SEC), Sharp Corporation’s first overseas sales subsidiary, was incorporated in the State of New York in May 1962. The company's 500,000 square-foot headquarters is located in Montvale, New Jersey. Sharp Imaging and Information Company of America (SIICA), a division of SEC, markets Multifunction Copiers and Printers, LCD/LED Monitors and Collaboration Displays, AQUOS BOARD Interactive Display Systems and other innovative solutions including the Sharp Synappx Technology.</p> <p>Sharp started developing a photocopier in 1970 to further establish the office products category as one of its core businesses. In 1972, Sharp enters what is then called the photocopier business. Soon after facsimile functions were added to new models, and then the ability to be used as a computer printer (1996) marking the dawn of Sharp’s MFPs (multifunction printers). In 1998, a new series of MFPs was born, a 3-in-1 unit which combined copier, fax, and printer</p>

		<p>functions in one. The introduction of Digital MFPs made devices more than multi-function, they were also space savers. As Sharp introduced a number of MFPs with unique features, such as color models, production soared past 10 million units in April 2000.</p> <p>In 2005, building on our industry leading market share of the LCD (AQUOS) television market, Sharp introduced an LCD alternative to bulletin boards and posters. The 45 inch display with reduced glare from fluorescent lighting was easily viewable in bright settings for use in show windows. In 2006, Sharp released a 65 inch commercial display for use in business presentations, collaborative CAD drawing and videoconferencing.</p> <p>In 2010, as Professional Information Displays continued to grow, Sharp had the largest commercial display available and announced a new multi-display system that combined ultranarrow bezel 60 inch LCDs to achieve a giant single screen. In September 2011, Sharp introduced a 70-inch touchscreen display that could also be used as an electronic whiteboard. The lineup was quickly expanded to include 60- and 80-inch AQUOS Boards.</p> <p>Today, SIICA's products and solutions include collaboration displays, commercial displays, laptops, desktop monitors and a full suite of copier and printer solutions. SIICA markets, sells and services business products and solutions that help companies manage workflow efficiently and increase productivity so they can work smarter.</p> <p>In 2016, Sharp Corporation and Hon Hai Precision Industry (also known as Foxconn), an international Fortune 50 Company (25), formed a strategic alliance. Foxconn is a leader in all areas of information processing and its current technology development framework covers the entire spectrum. This spectrum of end-</p>
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		<p>products and devices includes a wide range of screens, from screens that are held at the nearest to end-users to screens displayed at the furthest, including wearable, smartphone, tablet, notebook, desktop computing, portable TV, digital whiteboard, digital signage, electric vehicle, and robot. Foxconn is also expanding into content creation, cloud data management services – such as software, platform and infrastructure as-a service – and wireless 4G-LTE and broadband network transmission services. This corporate alliance of manufacturing expertise positions Sharp to expand on our product offering.</p> <p>In 2018, Sharp Corporation acquired Dynabook, Inc as a subsidiary and re-entered the business of PC development, manufacture, and sales. The Sharp Dynabook portfolio of professional grade mobile computing solutions delivers the power, performance and security features packed into durable mobile designs ideal for K-12 and Higher Education as well as State, Local and Federal Government agencies. All Sharp Dynabook laptops are designed and manufactured by Sharp in our ISO 14001 Certified facilities.</p> <p>To leverage the strength of the display division, Sharp and NEC created a joint venture in 2020 with Sharp obtaining controlling shares. They are combining synergies to address the visualization needs of their global customers focusing on the production and development of high-quality products and professional service offerings.</p> <p>Sharp’s ability to create a turn-key solution, providing equipment, service and installation on a nationwide basis assures Equalis customers, regardless of location, will receive consistent service and attention. Sharp utilizes a nationwide dealer network as well as Sharp Business Systems branches to distribute its products throughout the country. Sharp’s nationwide dealer network consists of nearly 400</p>
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		<p>Sharp authorized dealer locations, including more than 3,400 Sales Managers, Sales Representatives and Sales Specialists. Additionally, Sharp Business Systems organization includes 16 branch locations with over 40 satellite sales offices.</p>
Past relationship with Region 10 ESC and/or Region 10 ESC members	<p><i>Have you worked with Region 10 in the past? If so, provide the timeframe and main contact for that work?</i></p>	<p>Sharp is a current Region 10 partner. Sharp currently has (2) awarded contracts.</p> <p>The primary sales contact for the Equalis contract is Jack Coons.</p> <p>Contract R10-1169E 11/1/24 – 10/31/27 Print, Scan, Copy Equipment, Managed Print Solutions and Related Products and Services</p> <p>Contract EQ-013120-01D 5/1/20 – 4/30/25 Technology Software, Equipment, Services and Related Solutions.</p>
Experience and qualification of key employees	<p><i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following:</i></p> <ul style="list-style-type: none"> * Executive Support * Account Manager * Contract Manager * Marketing * Billing, reporting & Accounts Payable 	<p>Executive Contact Contact Person: Jeff Ashida Title: President and CEO, SEC Company: Sharp Electronics Corporation Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 201-529-8200 Fax: Email: ashidaJ@sharpec.com</p> <p>Executive Contact Contact Person: Mike Marusic Title: President and CEO, SIICA Company: Sharp Electronics Corporation Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 201-529-8200 Fax:</p>

		<p>Email: marusicm@sharpec.com</p> <p>Account Manager / Sales Lead Contact Person: Jack Coons Title: Government & Major Account Manager Company: Sharp Electronics Corporation Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 817-909-0152 Fax: Email: Coonsj@sharpsec.com</p> <p>Contract Management (if different than the Sales Lead) Contact Person: Maureen Tighe Title: Senior Marketing Manager Company: Sharp Electronics Corporation Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 201-529-0325 Fax: Email: Tighem@sharpsec.com</p> <p>Billing & Reporting/Accounts Payable Contact Person: Jessica Gerhold Title: Manager Business Operations Company: Sharp Electronics Corporation Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 201-529-9557 Fax: Email: gerholdj@sharpsec.com</p> <p>Marketing Contact Person: Maureen Tighe Title: Marketing Manager Company: Sharp Electronics Corporation</p>
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		Address: 100 Paragon Drive City: Montvale State: NJ Zip: 07645 Phone: 201-529-0325 Fax: Email: Tighem@sharpsec.com
Past experience working with the public sector	<i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i>	The following represents public sector sales via Sharp held cooperative and statewide contracts: FY 2021 - \$44,098,207 FY 2022 - \$66,500,631 FY 2023 - \$63,622,816
	<i>What is your strategy to increase market share in the public sector?</i>	Sharp's strategy to improve market share in the public sector will be through the development of marketing campaigns specific to education and the public sector. In Additionally, Sharp works closely with our dealer network and SBS locations to help identify opportunities. Through the enhancement of training materials and providing sales with contract specific marketing tools, Sharp is confident that the end result will be increased market share in the public sector.
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i>	Sharp Electronics Corporation has not filed (or had filed against it) any bankruptcy or insolvency proceeding, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee, or assignee for the benefit of creditors, in the last 10+ years.
Minimum of 5 public sector customer references relating to the products and services within this RFP	<i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for K12, Higher Education, City/County and State entities. Provide the entity; contact name & title; city & state; phone number; years serviced; description of services; and annual volume</i>	Reference 1 Entity Name: Orange Unified School District Contact Name and Title: Tam Nguyen, Chief Technology Officer City and State: Orange, CA Phone Number: 714-628-4550 Years Serviced: 2 years Description of Services: District Wide Laptop deployment to multiple delivery locations Reference 2 Entity Name: Walton County School District

		<p>Contact Name and Title: Rick Rothgeb, Technical Support Services Manager City and State: Defuniak Springs, FL Phone Number: 850-892-1100 ext 1543 Years Serviced: 10+ years Description of Services: District Wide Laptop deployment</p> <p>Reference 3 Entity Name: Duchesne Academy of the Sacred Heart Contact Name and Title: Debbie Maza, Educational Technology Support Manager City and State: Houston, TX Phone Number: 713-468-8211 Years Serviced: 15+ years Description of Services: District Wide Laptop deployment to multiple locations</p> <p>Reference 4 Entity Name: Rutherford Public Schools Contact Name and Title: Chris Redmond, Network Systems Administrator an IT Manager City and State: Rutherford, NJ Phone Number: 201-438-7675 Years Serviced: 4 years Description of Services: AV (AQUOS Boards in classrooms and displays for digital signage throughout district)</p> <p>Reference 5 Entity Name: United States Institute of Peace (USIP) Contact Name and Title: Jonathan Ford, AV Engineer City and State: Washington DC Phone Number: 202-457-1700 Years Serviced: 2022</p>
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		<p>Description of Services: Monitors and dvLED Video Walls</p> <p>Reference 6 Entity Name: The Peddie School Contact Name and Title: Emily Miller, Director of Technology City and State: Hightstown, NJ Phone Number: 609-944-8696 Years Serviced: 14 Description of Services: AQUOS Boards in every classroom and dvLED video wall in their large auditorium</p>
Company profile and capabilities	<p><i>Do you plan to sell to customers directly, use resellers or subcontractors, or a combination of both? If you intend to use resellers and/or subcontractors, describe your process for ensuring that resellers and subcontractors comply with the pricing and terms of the contract.</i></p>	<p>Sharp will use a combination of direct (Sharp Business Systems) and Authorized Dealers to support and service Region10.</p> <p>Sharp's Authorized Dealers are contractually bound by the Sharp National Account Program (SNAP) Representative Agreement under which they act on behalf of Sharp following Sharp's guidelines for providing products and services as required and defined in an awarded contract.</p> <p>Requirements of the SNAP Representative Agreement include the following:</p> <ul style="list-style-type: none"> • Be fully trained and certified on all products they are servicing • Carry adequate parts and supplies in order to support accounts • Provide Sharp provision of warranty and service • Meet Sharp's stringent service response times • Pull equipment from Dealer inventory when needed <p>Eligibility to participate in the contract can be revoked if a Dealer fails to comply with the terms and conditions of the award or for non-compliance with the SNAP Representative Agreement</p>
Exhibited understanding of cooperative purchasing	<p>No answer is required. Region 10 will utilize your overall response to this questionnaire to make this determination. Previous experience with cooperatives is not necessary to score well for this criterion.</p>	

Other factors relevant to this section as submitted by the Respondent	<p><i>If your company is a privately held organization, please indicate if the company is owned or operated by anyone who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i></p>	<p>Sharp Electronics Corporation has not been convicted of, pled guilty to, or pled nolo contendere to any felony. To our knowledge none of any of its employees, agents, independent contractors, or subcontractors, involved in the delivery of goods or performance of services on a contract pursuant to this RFP, have been convicted of, pled guilty to, or pled nolo contendere to any felony.</p>
	<p>Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services. These will be provided in the space provided in Form 3. No answer is required here.</p>	
<p>MWBE Status and/or Program Capabilities (10 Points)</p>		
MWBE status, subcontractor plan, and/or joint venture program	<p><i>Please indicate whether you hold any diversity certifications, including, but not limited to MWBE, SBE, DBE, DVBE, HUB, or HUBZone</i></p>	<p>Although Sharp Electronics Corporation does not hold any diversity certifications, Sharp is an equal opportunity employer with a commitment to affirmative action and welcomes applications from all qualified candidates. We make special efforts to recruit females, minority groups, and persons with disabilities, disabled veterans and veterans of the Vietnam Era for managerial, professional, technical, administrative, and sales positions. It is the intention of Sharp Electronics Corporation to grow hand-in-hand with our employees, encouraging and assisting them to reach their full potential. Sharp Electronics is not a minority owned business but sends out "self-certification" forms to all potential suppliers/subcontractors. The supplier/subcontractor fills out the form according to what type of supplier/subcontractor they are:</p> <ol style="list-style-type: none"> 1) Large or Small Business 2) Disabled Veteran Business 3) Minority Owned Business 4) Woman Owned Business <p>24% of Sharp's MFP Dealer Network are represented in these Classifications.</p>
	<p><i>Do you currently have a diversity program in place, such as a Mentor Protégé Program or subcontractor program? If you have a diversity program, please describe it and indicate whether you plan to offer your program or partnership through Equalis Group?</i></p>	<p>Our supplier diversity commitment is rooted in the following principles:</p> <ol style="list-style-type: none"> 1. Inclusivity: We actively seek suppliers from diverse backgrounds, including minority-owned, women-owned, veteran-owned, LGBTQ+-owned, and other underrepresented

		<p>groups. We embrace diversity in all its forms and strive to provide equal opportunities for businesses to participate in our procurement processes.</p> <ol style="list-style-type: none">2. Economic Empowerment: We recognize that diverse suppliers play a vital role in driving local economies and job creation. By partnering with diverse businesses, we contribute to the growth and prosperity of communities and promote economic empowerment for historically marginalized groups.3. Collaboration and Mentorship: We are dedicated to supporting diverse suppliers by providing resources, mentoring, and development opportunities to help them enhance their capabilities and competitiveness. We actively engage in mentorship programs and foster collaborative relationships to promote the long-term success of diverse suppliers.4. Measurement and Accountability: We set measurable goals and track our progress to ensure continuous improvement in supplier diversity. By monitoring our performance, we hold ourselves accountable for achieving meaningful results and making a positive impact on supplier diversity efforts.5. Advocacy and Partnerships: We actively collaborate with organizations and advocacy groups that promote supplier diversity to share best practices, exchange ideas, and drive collective action. By leveraging these partnerships, we amplify our impact and contribute to industry-wide efforts in advancing supplier diversity. <p>We understand that supplier diversity is not just a checkbox, but a strategic imperative that drives innovation, fosters creativity, and improves customer satisfaction. By embracing supplier diversity, we create an environment that celebrates diversity, respects unique perspectives, and unlocks new opportunities for growth.</p>
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		Through our commitment to supplier diversity, we aim to create a more inclusive economy, empower underrepresented businesses, and make a lasting positive impact on the communities we serve.
	Please attach any certifications you have as part of your response to Form 3.	
Good faith efforts to involve MWBE subcontractors in response	<i>Did your company contact MWBEs or minority chambers of commerce by telephone, written correspondence, or trade associations at least one week before the due date of this RFP to provide information relevant to this opportunity and to determine whether any MWBEs were interested in subcontracting and/or joint ventures?</i>	<p>Several of Sharp's Dealer partners who would support this contract are Texas HUB certified, These partners include Platinum Copier Solutions LLC, Southwest Office Systems Inc., Spectrum Imaging Technologies dba Spectrum Technologies and Complete Office Technologies.</p> <p>As noted above Sharp proactively seeks partners with MWBE certifications.</p> <p>Sharp currently has 15 Dealer partners in Texas that are MWBE certified and a total of 77 Dealer partners across the country.</p> <p>A list of these dealers is attached.</p> <p>See Attachment 6 – MWBE Texas Dealers See Attachment 7 – MWBE All Dealers (National)</p>
Demonstrated ongoing MWBE program	<i>Outline your subcontractor strategy and efforts your organization takes to include MWBE subcontractors in future work, including but not limited to efforts to reach out to individual MWBE businesses, minority chambers of commerce, and other minority business and trade associations.</i>	<p>Although Sharp Electronics Corporation does not hold any diversity certifications, Sharp is an equal opportunity employer with a commitment to affirmative action and welcomes applications from all qualified candidates. We make special efforts to recruit females, minority groups, and persons with disabilities, disabled veterans and veterans of the Vietnam Era for managerial, professional, technical, administrative, and sales positions. It is the intention of Sharp Electronics Corporation to grow hand-in-hand with our employees, encouraging and assisting them to reach their full potential.</p> <p>Sharp Electronics is not a minority owned business but sends out "self-certification" forms to all potential suppliers/subcontractors. The supplier/subcontractor fills out the form according to what type of supplier/subcontractor they are:</p>

		<p>1) Large or Small Business 2) Disabled Veteran Business 3) Minority Owned Business 4) Woman Owned Business</p> <p>24% of Sharp's MFP Dealer Network are represented in these Classifications.</p>
Commitment to Service Equalis Group Members (10 Points)		
Marketing plan, capability, and commitment	<p><i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization's current go-to-market strategy in the public sector.</i></p>	<p>Sharp will actively promote the Contract to our national dealer network, as well our SBS Branch locations. Upon contract award, Sharp will issue a co-branded press release. Sharp's marketing strategy includes educating our dealer network and customers on the benefits of the contract. This effort is multi-tiered and includes a customized web link accessible via Sharp's intranet, customized brochures and flyers, dealer training materials and by the participation in recommended national and regional trade shows. Sharp will design and create co-branded banners for dealers to display at trade shows and meetings.</p> <p>Sharp will participate in cooperation with Region 10 in national and regional trade shows to promote this contract. On a regional basis, Sharp will encourage our Dealers and Branches to participate in state and/or regional government and education tradeshow to represent Sharp and promote our relationship with Region 10.</p> <p>Sharp Marketing will work closely with Sharp Sales to identify key geographic locations and/or Sharp Dealers and hold in depth training sessions on the value of selling an awarded Equalis contract. This approach has proven to be highly effective at increasing awareness, adoption and resulting sales success.</p> <p>Sharp will provide incentives for using the contract to dealer sales people through our Ultimate Rewards program. This program is a</p>

		versatile, online sales and merchandise program designed to reward Sharp dealer and SBS sales reps for selling Sharp products through the contract. All Sharp dealer sales reps and sales managers are encouraged to improve their level of sales and technical competency by completing the Sharp Academy online training program - the best in-depth and up-to-date education on Sharp products, software and solutions. The Ultimate Rewards point values earned are directly related to the Sharp Academy level of training completed. This business model encourages our dealer sales reps to continuously train and maintain a high level of industry and product knowledge.
	<i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i>	<p>Salesforce Training</p> <p>We are committed to supporting contract compliance and ensuring that our sales team has access to the latest resources, training and tools they will need to successfully support an awarded contract. Our sales intranet - the Sharp Success Center – is an online training site that includes a contract specific landing page with a Contract Overview, Customer Benefits flyer, Dealer Benefits flyer and a link to a customized customer website. The Success Center not only includes information specific to an awarded Equalis contract, but also information on Sharp’s full line of equipment, a configurator, sales success stories, and more.</p> <p>Customer Service Training</p> <p>Upon award of a contract, our Marketing Team develops a Contract Award Document which outlines the contract requirements, terms, etc. The Marketing Team then meets with the Customer Service Team to review the contract and all customer service and reporting requirements associated with the award. This document is also posted on a shared Teams folder for future reference.</p>
	<i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i>	Agreed

Ability to manage a cooperative contract	<i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i>	Sharp respectfully requests that the reporting requirement be modified to a Quarterly Report. We have a dedicated resource for all contract reporting and can provide data for the fields indicated on a quarterly basis to Equalis Group.
	<i>Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:</i>	<p>Sharp currently holds several National and Regional contracts. Our proven track record with cooperative contracts has been confirmed by large accounts who have chosen to remain with Sharp over the years. Sharp's long, multi-year, history with many of these contracts affirms our commitment and dedication to the cooperative contract market and its customers.</p> <p>Sharp current contracts include: NASPO Sourcewell Texas BuyBoard Texas DIR PEPPM</p>
Commitment to supporting agencies to utilize the contract	<i>If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.</i>	<p>Account interaction is managed by our authorized Dealer Network and SBS salespeople. Sharp is committed to providing information and training on our products and processes as they relate to an awarded contract. In addition, we continually update our sales training via the Sharp Success Center.</p> <p>Sharp is in a unique position because we currently hold (2) Equalis contracts. This enables us to have greater reach with both our current and potential customers. We can target current customers and discuss the merits of the additional technology offering Sharp can provide and vice versa.</p>
Other factors relevant to this section as submitted by the Respondent	<i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i>	Sharp has a dedicated Government Account team that works closely with our Sharp authorized dealers and SBS locations. The team is comprised of (2) Sales Directors, (9) Government and Major Account Managers and (1) Inside Sales person. This team is wholly responsible for supporting an awarded contract. The GMAMs work closely with

		<p>our Territory Business Managers who are responsible for supporting our Dealer Network, as well as dedicated government salespeople within our SBS organization. The GMAMs work closely with corporate marketing to ensure that all individuals are trained and fully versed in the value of an Equalis contract award.</p> <p>See Attachment 2.2 – GMAM Territory Map</p>
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Attachment 1
Sharp Business Systems
Branch Locations

SBS Branch Phone Directory

Name	Main Office		
ARIZONA	Main Office Sharp Business Systems 610 West Alameda Tempe, Arizona 85282 Main Phone: (480) 303-9700 Main Fax: (480) 303-2565	Tucson Sales Office 1131 East Palmdale Tucson, Arizona 85714 Ph. (520) 770-9700 Fax (520) 573-9701	Albuquerque Sales Office 3901 Singer Blvd, N.E., Ste C Albuquerque, NM 87109 Ph. (505) 924-9700 Fax (505) 271-9206
SAN FRANCISCO	Main Office and Warehouse Sharp Business Systems 5700 Stoneridge Drive, Suite 300 Pleasanton, CA 94588 Main Phone: (925) 417-8400 Main Fax: (925) 417-8404	San Jose Sales Office 224 Airport Parkway, Suite 525 San Jose, CA 95110 Main Phone: (925) 417-8400 Main Fax: (925) 417-8404	
MIAMI	Main Office Main Phone: (305) 558-2721	Tampa Sales Office Tripointe Plaza 4488 Boy Scout Blvd, Suite 300 Tampa , Florida 33607-5731 Ph. (813) 384-3881 Fax (813) 384-3882	Delray Beach Office 1395 NW 17 Avenue, Suite 115 Delray Beach , FL 33445 Ph. (305) 779-6361
INDIANAPOLIS	Main Office Main Phone: (317) 844-0033	Cincinnati Sales Office 9031 Meridian Way West Chester , OH 45069 Ph. (513) 645-0111	
SAN DIEGO	Main Office Sharp Business Systems 8670 Argent Street Santee, CA 92071 Main Phone: (619) 258-1400. 888-258-2802 Service: (619) 258-6800 Main Fax: (619) 258-1402	Orange County Sales Office 5241 California Ave #100 Irvine, CA 92617 Ph. (888) 258-2802	Santa Fe Springs Sales Office 12985 Los Nietos Rd. Santa Fe Springs, CA 90670 Ph. 888-258-2802
CHARLOTTE	Main Office Main Phone: (704) 523-3333 Main Fax: (704) 525-1506 Winston Salem Sales Office 102 West 3rd Street Suite 190 Winston Salem, NC 27101 Ph. (336) 759-0212 Fax (336) 759-2669 Lynchburg Office 2246 LAKESIDE DRIVE LYNCHBURG, VA 24501	High Point Sales Office 4050 Piedmont Parkway, Ste 100 High Point, NC 27265 Ph. (336) 275-1011 Morrisville Sales Office 5001 Hospitality Court, Suite 150 Morrisville, NC 27560 Ph. (919) 465-3123 Fax (919) 465-3320 Asheville Sales Office 51 Thompson Rd Ste A Asheville, NC 28303 (828) 650-9755	Hickory Sales Office 1359 N. Center St. Hickory, NC 28601 Phone: 828-466-1322 Fax: 828-466-1312 Lumberton Office 325 North Elm Street Lumberton, NC 28358 Phone: (704) 523-3333
WASHINGTON	Main Office Main Phone: (703) 313-9400 Main Fax: (703) 245-3813		
SEATTLE	Main Office Sharp Business Systems 11201 SE 8th Street, Suite 210 Bellevue, Washington 98004 Main Phone: 425-885-4755	Tukwila Office - Main Warehouse SBS – Preferred Business Solutions 374 Upland Drive Tukwila, WA 98188 (425) 251-1202	
NEW JERSEY	Main Office Main Phone: (201) 644-2800 Main Fax: (201) 644-2897		
SOUTH CAROLINA	Main Office Main Phone: (864) 675-2000 Main Fax: (864) 675-2153	SBS – Digital Office Solutions 1400 Browning Road Ste. 175 Columbia, SC 29210	
GEORGIA	Main Office Main Phone: (770) 663 8400 Main Fax: (770) 663 0505 Macon Sales Office 519 Bartlett St Macon, GA 31204 478-750-7444	Rome Sales Office 316 Broad Street Rome, GA 30161 (770) 663 8400 Columbus Sales Office 7290 North Lake Drive Suite 506 Columbus, GA 31909 706-577-4339	Birmingham Sales Office 2704 7th Ave South Birmingham, AL 35233 (205)815-6030

MEMPHIS	Main Office Sharp Business Systems 4050 Mendenhall Rd. Memphis, TN 38115 Main Phone: (901) 367-5499 Main Fax:(901) 367-5143		
CHICAGO	Main Office Main Phone: (630) 620-6024 Main Fax:(630) 621-5191		
DALLAS	Main Office Sharp Business Systems Pinnacle Tower 5005 Lyndon B Johnson Freeway Suite 800 Dallas, TX 75244		
Chicago MNS	Main Office Sharp Business Systems 2300 Warrenville Road, Suite 170 Downers Grove, IL 60515 Main Phone: 888-817-1115 Main Fax:888-817-1115		
HOUSTON	Main Office Sharp Business Systems 7303 West Sam Houston Pkwy N. Houston, TX 77040 Main Phone: (713)688-8873 Main Fax: (733)688-1162		
TENNESSEE	Sharp Business Systems 7 Sheridan Square, 2nd floor Kingsport, TN 37660 Main Phone: (888) 525-4220	SBS – Knoxville 410 N Cedar Bluff Road, Suite 50 Knoxville, TN 37932 (888) 525-4220	SBS - Tri-Cities Warehouse 1065 Wilcox Court Kingsport, TN 37660 888-525-4220
AUSTIN/SAN ANTONIO	Main Office Sharp Business Systems - Austin 14400 The Lakes Blvd. Suite 201, Building C Pflugerville, TX 78660 Main Phone: 512-835-1000 Main Fax: 512-832-8255	SBS - San Antonio 5627 UNIVERSITY HEIGHTS SAN ANTONIO, TX 78249 P: 210-822-3500 F: 210-826-9286	



Attachment 2
Sharp Sales Team

Attachment 1 – Sales Team**National Channel Sales Team****MFP East**

Director	East
Territory Business Manager	AR,KY,LA,TN,WV
Sales Rep	Bahamas,Barbados,CI,FL,PR,TT,VI
Regional Color Production Mgr	East
Territory Business Manager	DE,MD,PA
Regional Color Production Mgr	East
Territory Business Manager	AL,FL,GA,MS
Territory Business Manager	CT,MA,ME,NH,NY,RI
Territory Business Manager	NY
Territory Business Manager	NJ,PA
Territory Business Manager	MD,NC,SC,VA

MFP Central

Sales Director	Central
Territory Business Manager	MN
Territory Business Manager	OK,TX
Territory Business Manager	MI,OH
Territory Business Manager	IL,KS,MN,MO,ND,OK
Regional Color Production Mgr	Central
Territory Business Manager	OK,TX
Strategic Account Support Rep	Central
Territory Business Manager	IL,KS,MO
Territory Business Manager	IA,NE
Territory Business Manager	IL,IN,WI

MFP West

Sales Director	West
Territory Business Manager	AK,CO,HI,MT,WA
Territory Business Manager	AZ,CO,MT,NM
Territory Business Manager	CA,OR
Territory Business Manager	CA,GUAM,ID,OR,WA,WY
Territory Business Manager	CA
Territory Business Manager	CA,ID,UT
Regional Color Production Mgr	West
Strategic Account Support Rep	West



MFP GOV & MAJOR ACCTS

Director	East
Govt and Major Acct Manager	AL,DC,GA,MD,NC,SC,VA,PR,(Bermuda)
Govt and Major Acct Manager	MA,ME,NH,NY,RI,VT
Govt and Major Acct Manager	MN,WI
Inside Sales	East
Govt and Major Acct Manager	Bermuda,CT,DE,NJ,PA
Govt and Major Acct Manager	IL,IN,KY,OH,TN,WV
Govt and Major Acct Manager	FL,LA,MS

Director	West
Govt and Major Acct Manager	AR,OK,TX
Govt and Major Acct Manager	IA,KS,MO,ND,NE,SD
Govt and Major Acct Manager	AK,ID,OR,WA
Govt and Major Acct Manager	AZ,CO,HI,MT,NM,WY
Govt and Major Acct Manager	CA,NV,UT

TECHNOLOGY INTEGRATION

Director, Technology Integration	Nationwide
Technology Integration Manager	CA,HI,NV,UT
Technology Integration Manager	AK,ID,MT,ND,OR,SD,WA
Technology Integration Manager	IA,IL,MN,MO,WI
Technology Integration Manager	AZ,CO,KS,NE,NM,WY
Technology Integration Manager	IN,KY,MI,OH,TN,VA,WV
Technology Integration Manager	CT,DE,MA,MD,ME,NH,NJ,NY,PA,RI,VT
Technology Integration Manager	AL,FL,GA,MS,NC,SC
Technology Integration Manager	AR,LA,OK,TX

INSIDE SALES

Director	Nationwide
Document Inside Territory Business Manager	
Document Inside Territory Business Manager	
IDP Inside Territory Business Manager	
IDP Sr. Inside Territory Business Manager	
IDP Inside Territory Business Manager	
Document Inside Territory Business Manager	

IDP SALES

Director	Nationwide
Sr. Engineer/Strategic Accounts	Nationwide
IDP Sales Manager	AL,DC,DE,FL,GA,KY,MD,NC,SC,TN,VA,WV
IDP Sales Manager	AR,IA,KS,LA,MO,MS,NE,NM,OK,TX
IDP Sales Manager	IL,IN,MI,MN,OH,WI
IDP Sales Manager	CA,HI,NV
IDP Sales Manager	CT,MA,ME,NH,NJ,NY,PA,RI,VT
IDP Sales Manager	AK,AZ,CO,ID,MT,ND,OR,SD,UT,WA,WY

IDP NATIONAL ACCOUNTS

Director	Nationwide
(5) IDP National Account Salespeople	Nationwide

SBS Branch

of Sales Employees

SBS Arizona/New Mexico	10
SBS Austin / San Antonio	8
SBS Dallas / Ft Worth	9
SBS Florida	13
SBS Georgia	17
SBS Houston TX	10
SBS Memphis, TN	1
SBS Midwest-Chicago	3
SBS Midwest – Indiana	11
SBS New Jersey	8
SBS NoCal - San Francisco	16
SBS North Carolina	38
SBS SoCal - San Diego	20
SBS South Carolina	15
SBS Tennessee	6
SBS Washington DC	5
SBS Washington State	10

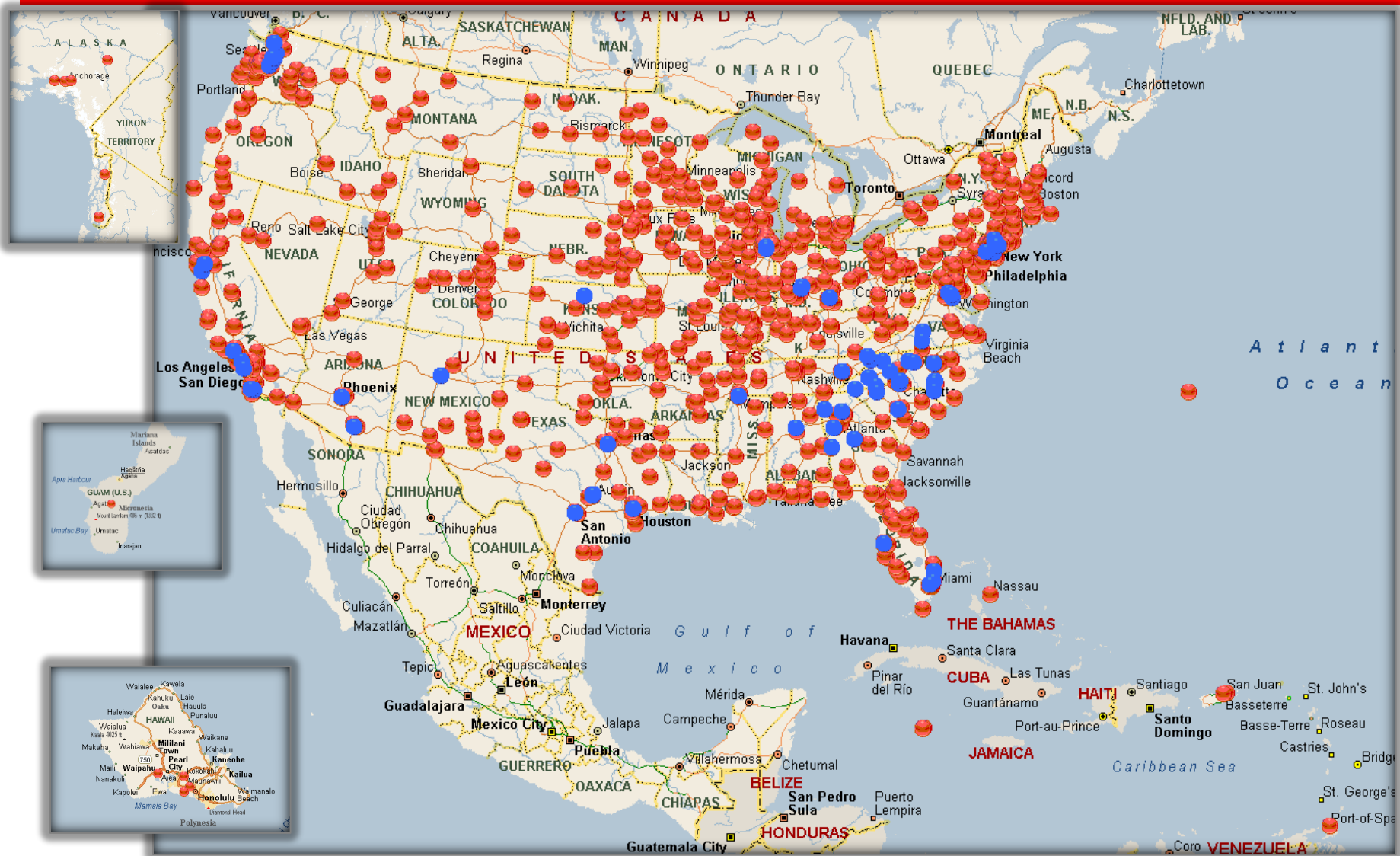


Attachment 2.1

SBS and Dealer Location Map

Nationwide Coverage

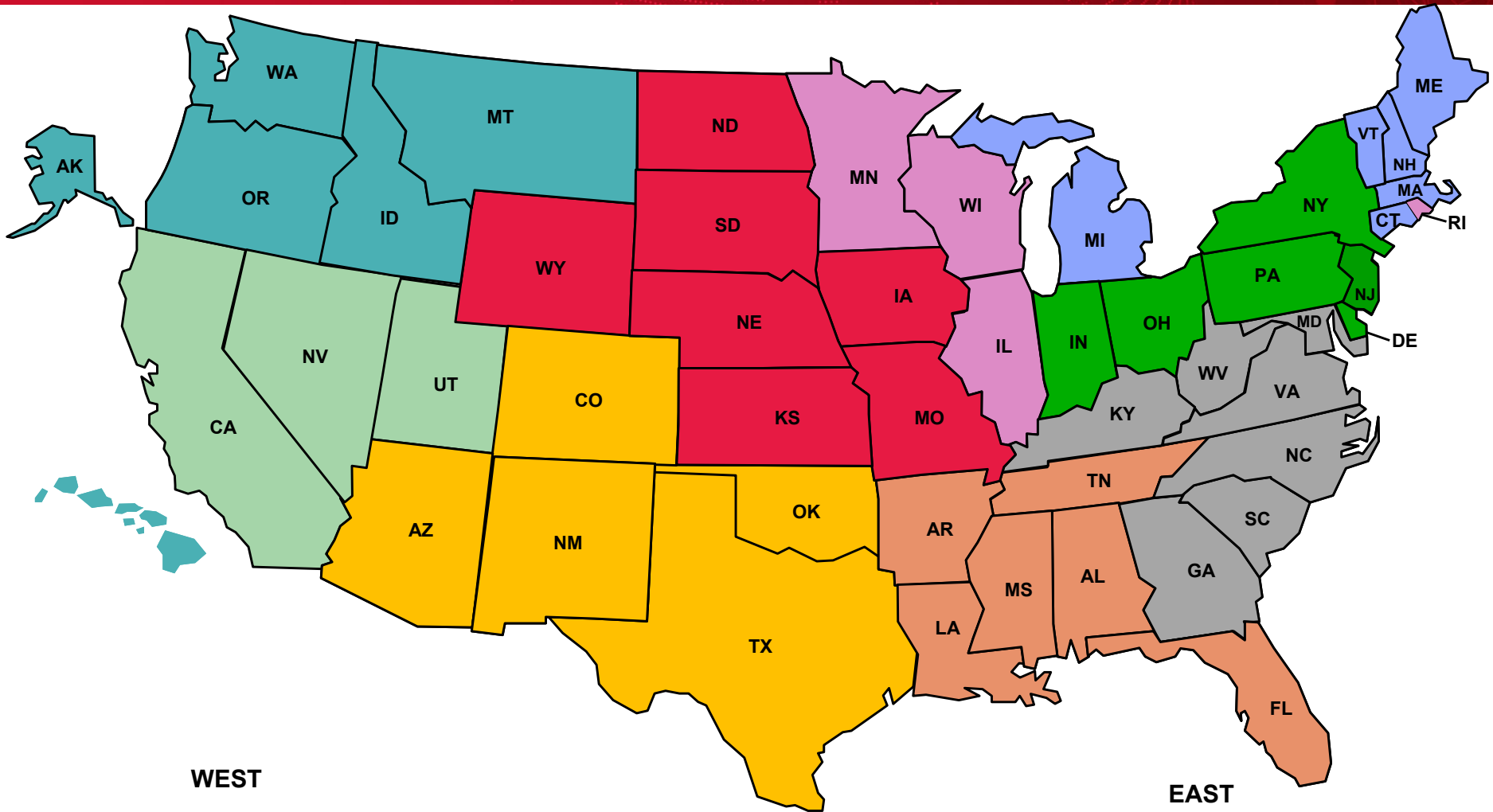
- Sharp Authorized Dealers
- SBS Locations





Attachment 2.2

GMAM Territory Map



WEST

Matt Euston
Director

816-588-1962 | eustonM@sharpsec.com

AK, OR, MT, WA
Ryan Kirchhoff, GMAM
303-588-0908 | kirchhoffr@sharpsec.com

CA, HI, ID, NV, UT
Laurie Williams, GMAM
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KS, IA, MO, ND, NE, SD
Dan DeVore, GMAM
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AZ, CO, NM, OK, TX, WY
Jack Coons, GMAM
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Paul Cingire, Inside Sales

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EAST

Jeff Alexander
Director

404-805-9800 | alexanderj@sharpsec.com

MARCO, DEX, IL, MN, WI
Kelly Haack, GMAM
612-810-2705 | haackk@sharpsec.com

DC, DE, GA, KY, MD, NC, SC, VA,
WV and Centric & Fraser
Tom Rihn, GMAM
301-788-4263 | rihnt@sharpsec.com

AL, AR, FL, LA, MS, TN
Nicole Wronsky, GMAM
315-382-5000
wronskyn@sharpsec.com

CT, MA, ME, MI, NH, RI, VT
NY STATE
Matt Huggins, GMAM
201-669-9669 | hugginsm@sharpsec.com

IN, NJ, OH, PA,
NYC / LONG ISLAND
Mike Moat, GMAM
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**Attachment 3
Data Breach Plan and
Security Incident
Response**



SOP#	SECITAD10121		
TITLE:	INCIDENT RESPONSE PLAN		
MAINTAINER:	Information Security	APPROVER:	Office of CIO
STATUS:		VERSION:	1.3
ISSUE DATE:	12/15/2019	PUBLICATION DATE:	7/27/2021
EFFECTIVE DATE:	8/01/2022	REVIEW DATE:	07/30/2022

Title: SECITAD10121 – INCIDENT RESPONSE PLAN

Policy: This Incident Response Plan is a formal set of rules by which those people who are given access to Sharp technology and information assets must abide.

Purpose: The Plan serves several purposes. The main purpose is to inform Sharp users: employees, contractors and other authorized users of their obligatory requirements for protecting the technology and information assets of the Sharp. This is covered separately in The Cyber Security Policy which describes the technology and information assets that we must protect and identifies many of the threats to those assets. The Incident Response Plan describes when to use, Characteristics of a significant or high visibility Incident, Workforce responsibilities, Incident response Team, reporting, Triage and scoping, preparation, remediation, post incident review, forensic evidence, and incident response checklist.

Scope: This policy applies to Sharp Headquarters, Montvale, and all other Business Units.

SECTION 1: GOVERNANCE

A. OVERVIEW

This document and governance structure provide the oversight of and guidance for the required processes for Sharp Electronics Corporation privacy and data security breach response in compliance with federal and state privacy laws.

B. WHEN TO USE THIS DOCUMENT

This plan is intended to be scalable. Its use is not necessary for every privacy and data security incident, as many incidents are small and routine, requiring only a single responder. It is left to the judgment of any member of the Senior Staff (*defined below*), to determine when to convene an **Incident Response Team (IRT)**, however, it will generally be necessary for all "significant" or "high-visibility" incidents (described below). If an IRT is convened, this plan document must be consulted, and the elements appropriate to the individual incident must be used.

SENIOR STAFF

The CIO Tom McElligott and Director of Managed Network Services Nick Champagne is required to designate either an individual or a functional position to be responsible for the oversight of the investigation of and the determination of notification for breaches. The functional position of the **lead site authority** is required to be at a level high enough to allow that individual to speak with authority for the company.

The lead site authority, or their designee, will determine whether to convene an Incident Response Team (IRT) and will appoint the **IRT Coordinator**.

C. CHARACTERISTICS OF "SIGNIFICANT" OR "HIGH-VISIBILITY" INCIDENTS

An IRT will almost always be convened for all "significant" or "high-visibility" incidents. This is an inherently subjective criterion, requiring individual judgment. However, for the purposes of guidance, some examples of such incidents include, but are not limited to:

- Incidents involving VIP's and executives.
- Incidents involving key personnel.
- Incidents for which a press release may or will be issued, or media coverage is anticipated.
- Incidents involving 10 or more affected individuals (incidents involving fewer individuals may still be "significant" or "high-visibility," e.g., VIPs, executives).
- Incidents likely to result in litigation or regulatory investigation.
- Incidents involving criminal activity.
- Any other incident that is likely to involve reputational, regulatory, and/or financial risk of which senior management should be aware.

D. WORKFORCE RESPONSIBILITIES

Every employee has the responsibility to immediately report suspected or known breaches of the privacy or security of restricted information to the IT Service Desk/ Sharp Support Center. 2

Criminal acts, such as thefts, or suspected criminal acts, should also be reported to Kevin Fox SVP and general Counsel for SEC.

E. INCIDENT RESPONSE TEAM

The following are the minimum required individuals or functional areas for the IRT for every breach for which the IRT is convened (*smaller breaches will likely be handled by the Chief Information Security Officer or their staff*):

- IRT Coordinator
- Chief Information Security Officer (may also serve as IRT Coordinator)
- Chief Information Officer (may also serve as IRT Coordinator)
- Legal Counsel
- Senior Director Risk Management

- Department Leadership of affected department or their designee

Any others not listed, may be added to the IRT, as appropriate to the incident:

- Information technology/records management
- Security Operations
- Business Development
- Government Relations/Legislative Liaison
- Regulatory Affairs
- Senior Director Human Resources
- Law enforcement, including FBI, as appropriate
- Other executives, as appropriate
- Internal Audit

F. RESPONSIBILITIES FOR INCIDENT RESPONSE

- i. Upon initial determination of a possible breach, departmental management shall notify the CIO/Director MNS designee immediately, who will serve as or appoint the IRT Coordinator.
- ii. The IRT Coordinator is responsible for the execution of all the Sections of this plan that are applicable to the specific incident, and may deviate from this plan, after consultation with the IRT, to the extent necessary to respond to the incident.
- iii. The IRT Coordinator shall consult with legal counsel to identify possible conflicts of interest in the investigation – in particular, **individuals or teams may not lead investigations within their own areas of responsibility**. Counsel should also be consulted regarding possible law enforcement involvement, and/or the need for forensic investigation.
- iv. The IRT Coordinator shall consult with the General Counsel, or their designate to determine whether Insurance Programs might provide insurance coverage for the incident.
- v. The IRT shall ensure that resources are assigned to conduct the investigation, as applicable to the incident. In the event of possible conflicts of interest, those **resources must be sufficiently independent to avoid the appearance of a conflict of interest**. For electronic breaches, in the event of a possible conflict of interest, the **assigned IT resources must be external to the affected department**.
- vi. For electronic incidents, the designated IT resources shall conduct the initial forensic investigation and liaise continuously with the IRT.
- vii. The IRT is responsible for the decision to notify affected individuals and/or regulatory agencies based on data elements that are individually identifiable, and current laws or regulations requiring notification. Policy regarding breach notification must also be considered, as well as the risk of harm to the individuals impacted by the breach. In some cases, even though notification may not be required by law, it may be prudent to notify affected individuals.
- viii. The IRT is responsible to ensure that, if necessary, evidence is preserved, and each incident is adequately documented. "Adequate" documentation will stand on its own, without requiring further explanation. The rationale to notify or not to notify must be clearly documented (*Further information on Incident Documentation is in Section 2, below.*)

G. REPORTING RESPONSIBILITIES

The IRT Coordinator must contact the CIO and Director of Managed Network Services as soon as it appears that a "significant" or potentially "high-visibility" incident has occurred, or as soon as an IRT is convened, whichever occurs first. The CIO and Director of Managed Network Services is responsible for notifying appropriate personnel.

The CIO and Director of Managed Network Services designee is responsible for reporting electronic incidents to the authorities, if warranted.

SECTION 2: TRIAGE AND SCOPING

A. OVERVIEW

The triage and scoping phase involve the process of analyzing the information about the situation to determine whether a security incident has occurred. This Section includes guidance for incident identification, initial reporting, priority-setting based on data and system criticality and sensitivity, required collection and analysis of incident information, information preservation, documentation, and communication.

B. WHAT IS A SECURITY INCIDENT?

A security incident may involve one or more of the following:

- A violation of computer security policies and standards.
- Unauthorized computer access.
- Loss of information confidentiality.
- Loss of information availability.
- Compromise of information integrity.
- Denial of service condition against data, network or computer.
- Misuse of service, systems or information.
- Physical or logical damage to systems.

Security incident examples include the presence of a malicious application, such as a virus; establishment of an unauthorized account for a computer or application; unauthorized network activity; presence of unexpected or unusual programs; and computer theft.

C. INCIDENT REPORTING

All suspected or confirmed privacy or data security incidents must be reported in accordance with the Sharp Incident Response Plan Policy. Workforce members that identify a potential incident will initially classify the incident severity based on their perception. The initial severity level may be escalated or de-escalated by the Information Technology staff for an electronic incident. All incident reports are to be made as soon as possible after the incident is identified, and with minimum delay for medium to high severity incidents.

D. REPORTING DESCRIPTION TEMPLATE

Workforce member incident reports are required to be created by the SEC Security Team and must include the following incident descriptors when describing the incident to their designated reporting point:

- Contact information.
- Date and time of incident discovery.
- General description of the incident.
- Systems and/or data at possible risk.
- Actions taken since incident discovery.
- Additional relevant information known at the time.

E. INITIAL INCIDENT DOCUMENTATION

4

Most incidents will not be directly reported to the IRT Coordinator, but most likely will be processed through some form of first level support such as IT service desk support structure or business unit management. If an IRT is convened for an incident, the information identified in *Figure 1* below, or as much of the information as is available, must be collected, documented, and shared with the IRT from first level support.

Figure 1

Information to Record	Description
Ticket #	Use the assigned Help Desk/Sharp Support Ticket number if available.
Reporter Information	<p>Contact information of the Incident Reporter, including full name, user ID, organizational / department unit, email address, phone number, location.</p> <p>If an automated system reported the event, include the name of the alerting software, name of the host the software is installed, IP address, MAC address, physical location of the host.</p>
Impacted Information	<p>Contact information for all parties involved or impacted by the incident.</p> <p>Suggested Severity Level:</p> <p>Severe - Poses an immediate threat to long-term viability of the organization. Catastrophic impact on technology assets and/or data. Likely broad in scope.</p> <p>Limited Scope - Poses a significant negative financial or reputational impact to the organization. Limited to a portion of the organization (<i>e.g. a business unit</i>)</p> <p>Security Weakness - Could cause a negative financial or reputational impact to the organization if exploited.</p> <p>Informational - Unlikely to cause a negative financial ore reputational impact to the organization.</p> <p>Note all types that apply, including but not limited to:</p> <ul style="list-style-type: none">- Compromised System(s).- Compromised User Credentials(s).- Network Attacks (<i>DOS, Scanning/Sniffing, etc.</i>)- Malware/Virus (<i>Ransomware, Trojan, Worm</i>)- Data Theft / Exfiltration.- Lost Equipment / Theft.- Physical Break-in.- Social Engineering (<i>Phishing, Vishing, SMishing, In person, Mail, Package, etc.</i>)- Law Enforcement Request.- Policy Violation.
Severity Level	
Type of Incident	
Incident Timeline	<p>Date, Time, Location that Incident was discovered. Information on the timeline of the incident to date (<i>i.e. how long ago did the incident occur before discovery</i>)</p> <p>Description of the incident, how it was detected, what occurred:</p> <ul style="list-style-type: none">- Affected resources.- Affected hosts and workstations (<i>include host name, IP, MAC address, user name, etc.</i>)- Affected organizations.- Estimated technical impact of the incident (<i>i.e. data encrypted, system crashed, business function no longer available</i>).- Summary of actions taken to date.- Other organizations contacted (<i>internal and external</i>).- Cause of the incident if known (<i>i.e. unpatched host, misconfiguration, etc.</i>)- List of evidence gathered to date.- Time spent on incident handling and / or additional costs involved.- Comments and information applicable to the incident.
Event Detail	

F. PRIVACY / SECURITY INCIDENT REPORT FORM

The online Security Incident Report form located on the Sharp Intranet must be used when reporting incidents. It is likely that complete information will not be available during the initial incident phase however reporting must not be delayed due to lack of information. It is the responsibility of the incident reporter to update the form as additional information becomes available. It is recommended to have more than one repository for this document and the Security Incident Report Form. If an incident impacts the system(s) this documentation is stored on, delays in response to the incident could be experienced.

G.INCIDENT CLASSIFICATION

All incidents that are processed by an IRT shall be classified by the IRT. Incident classification informs those involved of the severity and impact of the incident and ensures that the incident receives the appropriate level of attention. Classification also ensures that the incident is reported timely to management.

If the incident was previously classified before being reported to the IRT (by an IT organization, for example), the IRT must re-evaluate that classification-preferably with a clean-slate approach-and come to its own determination, based on the collective input of the IRT.

The incident classification table, Figure 2 below, provides several incident factors to assist in proper incident classification. Depending on the nature of the incident, some of the incident criteria represented in the table may not be present in a incident. Moreover, if an incident contains characteristics in several different severity columns, the severity of an incident must reflect the highest category. For example: if an incident affects a service that possibly involves personally identifiable information (medium severity) with a likely definite public impact (high severity), the incident should be classified as high severity.

Incident classification is a dynamic process. Incident severity may change one or more times as incident details emerge over time during the investigation process.

Figure 2

Incident Factors	Low	Medium	High
Criticality - Application	Internal Systems and Applications	Internal or External Systems and Applications	Internal or External Systems and Applications
Criticality - Infrastructure	No	Limited Scope	Site-wide Impact
Impact - User / System	Affects few people or systems	Department-wide impact	Site-wide Impact
Impact - Public	None	Potential Impact	Definite Impact
Curtainness	Solutions are readily available	Weak curtainness	No curtainness
Encryption	Robust encryption algorithm (i.e. FIPS 140 compliant)	Weak algorithm	No encryption, easily defeated encryption
Resolution Procedures	Available and well-defined	Resolution procedure not well-defined, bypass	No resolution procedures or bypass available.
Information Sensitivity	Affects an individual or system	Affects a site	Site-wide Impact
Protected Information (Personally Identifiable)	None	Possible	Definite

H. CONTAINMENT STRATEGY

A containment strategy must be implemented that will limit the damage to the organization's resources. The containment strategy must include contact information for various departments and personnel who may be involved in incident response. Containment may involve a combination of technical controls, such as network and system disconnect, as well as media and communications to the public and to staff, depending upon the scope of the breach.

PRESERVATION OF EVIDENCE

Preservation of evidence is discussed in detail in the following Section; however, consideration should be given to preserving evidence during the *Triage and Scoping Phase*, particularly if it becomes apparent that the incident involves criminal activity. **Containment, however, takes precedence over preservation while the incident is active.** Proper preservation of evidence requires establishment of chain of custody procedures prior to an incident. Any electronic evidence should be properly tracked in a documented and repeatable process. Preservation of evidence is also required for the purposes of insurance coverage, and failure to do so may limit or impact insurance claim coverage – consult with Risk Management/Services for incident-specific guidance.

INCIDENT DOCUMENTATION

The importance of adequate and sufficiently detailed documentation cannot be over-emphasized, especially if regulatory investigation(s) or lawsuit(s) arise as a result of the incident. Very serious consideration must be given to dedicating a single, full-time resource to adequately document the decisions that are made, and the actions taken, particularly for larger incidents. It is especially important to begin this type of documentation as soon as the need for an IRT is identified, so that documentation is not done retrospectively (*to the greatest extent practically possible*).

Here are some kinds of questions that the documentation should consider:

- a. Objective: prove that no other systems (*and hence forensic data*) need to be considered by the analysts and be sure we have a complete inventory of what's in-scope.
 1. How was the decision made on how the incident was scoped, and thus what forensic data is in-scope or out-of-scope?
 2. How do we know we have all the relevant data in the hands of the analyst team?
 3. Why did we look at these systems, and no others?
- b. Objective: a repeatable procedure that stands on its own, so that the original forensic data would not need to be turned over to opposing counsel.
 4. How the determination was made about which people were potentially affected by the incident?
 5. How could this decision process be repeated to generate the same list, by another analyst?
 6. Are the data and the scripts processing the data organized and documented enough to allow for this?
- c. Objective: show the details of notification clearly met due diligence.
 7. How were notifications made to the affected people?
 8. Where did you get the notification addresses (*email, US mail, etc.*)?
 - 7
 9. How were bounces/returns handled?
 10. How were conflicting or multiple addresses handled?
 11. What did you do if you didn't have an address for people?

I. IDENTIFY AND ENGAGE RELEVANT EXPERTISE

Identifying and engaging groups and individuals with relevant expertise is critical to accurately triage an incident and determine its scope. In large or complex cases, the IRT should consider bringing in a third party, to assist in the triage and scoping effort. The insurance carrier may conduct a forensic investigation and participate in the incident response activities. Cooperation with the insurance carrier's forensic investigator is required under the terms and conditions of the insurance policy.

J. COMMUNICATION DISCLOSURE STRATEGY

Proper handling of internal and external communications is critical in the initial phases of incident response. It is quite possible that an initially small incident could blossom into a large multi-site incident. It is also quite possible that a suspected incident could be determined to be unfounded.

Improper handling of communications could lead to embarrassment and possible reputation damage in the event of a false positive or could tip off any malicious attackers to cover their tracks, thus exposing the organization to more risk.

Communication of incidents should be handled on a need-to-know basis, especially early on. Preferably these communications should be handled via an encrypted or "out-of-band" mechanism (*such as cell phone, be wary of VoIP telephony systems during the incident*) to avoid exposing information to an attacker.

Legal counsel should be consulted to determine whether the investigation will proceed under the direction of counsel and attorney-client privilege. If so, counsel may establish procedures for communication and documentation.

All communications about the incident external to the IRT should be approved by the IRT.

All communications about the incident external to the organization must be approved by the IRT.

If it is suspected that other locations are vulnerable to a similar attack, the IRT Coordinator should alert the other locations.

In Exhibit D, lists the contact information for the senior staff via cell phone and personal email address. These email addresses should only be used if communicated up front, and then only from non-company devices.

REFERENCES

NIST 800-61, Computer Security Incident Handling Guide SECTION 3: EXECUTION

SECTION 3: PREPARATION

The IRT should collect and/or review the incident documentation and event reports. This information should first be verified as being factual (*information may have been miss-reported, or incorrectly documented*). The IRT should assign the incident severity or reconsider its appropriateness if already assigned. The IRT should determine who, outside of the IRT, needs to be notified of the incident, both internal and external to the affected site and the organization, and make those notifications. Information should be restricted to a need-to-know basis.

If the incident requires computer forensic analysis, arrangements must be made to gain access to the data and devices involved in the incident. Refer to Exhibit A: Forensic Evidence Methodology.

8

At this stage, thoroughness is more important than speed. The primary objective is to maintain and restore business continuity.

Every incident should be treated as if it will lead to a court case. Establish robust documentation procedures, by, for example, including the date and time of every entry in the incident log, and signing every page of the log. Document each individual's time spent on the incident, and any other incident response costs.

Refer to Exhibit B: Incident Response Check List.

A. CONTAINMENT

The IRT Coordinator must ensure that enough staff with appropriate technical skills are assigned to do an effective job of containment.

The IRT must assess whether to disrupt services to internal or external customers. Decisions of this nature must be made in consultation with the appropriate senior leadership and an evaluation of whether the systems impact critical services.

If not already accomplished:

- Document how the incident was detected and contained.
- Document all activities and include a date *I* time log as appropriate (*i.e. who did what and when*).

B. ANALYSIS: DATA & SYSTEMS ASSESS THE CAUSE AND TYPE OF BREACH

Depending on the documentation provided to the IRT, it should either validate or determine what types of data is involved (*e.g., customer information, personally identified information (PII)*), which identifiers were involved, whether the data was encrypted (and the method / strength of encryption), adequacy of password security, the type of incident, and whether logging was active and adequate. It is particularly important to validate information provided to the IRT as some breaches have initially overlooked PII. The cause of the breach is determined by technical analysis and investigation, as described below.

FORENSIC ANALYSIS

Forensic analysis entails a technical examination of evidence, preservation of that evidence, preservation of the chain-of-custody of the evidence, documentation of observations, and analysis drawn from logical conclusions based on the evidence, absent opinion or conjecture. When conducting a forensic analysis, the analyst must adhere to the following principles:

- Analysis must be an unbiased examination of the evidence submitted.
- The original evidence must be preserved intact; every effort must be made to work only on copies of the original.
- Forensic analysis does not pronounce or imply guilt. The purpose is to determine whether indicators exist to confirm the incident under investigation.

Develop and record an incident hypothesis:

- How does the evidence support / contradict it?
- What did you do, what evidence did you find, and how did you test the hypothesis?
- What important interactions took place?
- Were there any other ideas at the time?

9

Record anything that helps the organization collectively remember things accurately.

- Report only verifiable information.
- Unless critical to the analysis, do not use names of persons, companies or organizations in the report. Instead refer to "subject", "suspect", or "victim".
- Be precise. Statements such as "numerous", "many", "multiple hundreds", etc. should be avoided.
- Specifically state the finding, as well as the precise locations of information.
- Identify the evidence being analyzed as thoroughly as possible.

C. REPORTING FINDINGS

The complete evidence collection and subsequent analysis process should be documented thoroughly and in detail.

Complete and submit the Incident Report, ensuring that the following information is included:

- High-level description of the incident and its scope.
- Impact on the organization.
- Actions taken to prevent future occurrences.

Recommendations for further action create a technical report that includes:

- Detailed information about the event, including actions taken and personnel involved.
- Detailed information about the investigation.
- When, where, and from whom the evidence was received (*or taken*).
- The physical analysis (*visual evaluation*), including brand names, model numbers, and serial numbers.
- The forensic duplication, including how the image was made (*for digital evidence*), the software and hardware used to make the image, and the hash comparison results.
- Every step taken in the analysis of media. Explain what tools were used and what was or was not discovered as a result of these processes. Document other information such as: number and size of sectors, operating systems, significant software, anti-virus, crash-guard software, etc.
- All conclusions reached.
- How and when the evidence was returned or the way it was disposed.
- Data used in this report should reference collected evidence and be verifiable.

D. NOTIFICATION PROCESS

General categories to consider in the notification processes:

- Identify the victims of data theft and cross-reference with other databases to compile the most recent contact addresses.
- Develop a Call Center: Decide on using an internal vs. external; toll-free telephone number; determine the staffing (*numbers*) and coverage hours and days of week; train staff to respond to incident calls (*provide standard scripts*); comfortable setting (*headsets, quiet area, computer*), etc.
- Communications Plan: identify who needs to be notified (*internal I external*), who is responsible, co-ordinate the response and message; develop internal FAQs; press release draft; escalation guide for call center; formal notification to other agencies, vendors, donors, politicians; media contact persons; press briefing.
- Notification methods: internal e-mail, US mail, media alert / press release; mail house / breach response company; type of letterhead and whose signature; envelope style; finalize the letter and determine whether to include FAQs with the letter.
- Refer to Exhibit C: Components of a Notification Letter.
- Administrative issues: Determine who signs the letter, which letterhead, style of envelopes, establish a separate account *I* index # for mailing expenses and for tracking all expenses, order stationery and envelopes for the mailing.
- Regulatory agencies: determine which agencies, if any, require notification; provide each agency with their required information, in the format and manner (*electronic, written, etc.*) each requires.
- Policy *I* Legal Issues: Consult with Organization Counsel to identify possible legal issues that may need clarification; develop responses.
- Notification Launch & Co-Ordination: Update relevant stakeholders prior to sending the letters.
- Document:
 - Responses to letters and concerns.
 - Include any unauthorized disclosure of PHI on the Disclosures log.
 - Include any sanctions in the HIPAA sanctions log.

E. TIMING OF NOTIFICATIONS

Timing of notification may be impacted by regulatory requirements of the organization and / or impacted external customers. Understanding this impact and reacting accordingly will be the responsibility of the IRT and the organizations legal counsel.

If applicable, refer to the most recent versions of the documents entitled [Comparison of US State and Federal Security Breach Notification Laws](#) for guidance on regulatory requirements for the timing of notifications to affected individuals, regulatory agencies, and the media, if appropriate.

SECTION 4: REMEDIATION AND POST-INCIDENT REVIEW

A. RESPONSIBILITIES

The IRT Coordinator initiates and coordinates remediation and post-incident activities as soon as basic risk mitigation activities have been taken to stabilize the environment. The IRT Coordinator keeps the CIO and Director of Managed Network Services designee informed of status and actions being taken throughout the remediation and post-incident review process.

Based on reviews of findings at the time, and an assessment of project size and complexity, the IRT Coordinator convenes one or more **Remediation and Post-Incident Review Teams (PIRTs)**.

- The IRT Coordinator and PIRTs document findings and activities continuously throughout the post-incident review.
- Scopes of various PIRTs may be segmented by type of technical expertise required, and/or by required knowledge of policy or organizational issues, as appropriate for the situation.
- The IRT Coordinator may be a participating member of PIRTs or may delegate the work to other individuals. In any case, the IRT Coordinator maintains continuous, close communication with PIRTs, and over-all control of remediation and post incident review activities.
- PIRTs analyze conditions in the IT environment local to the incident, including technical, policy, and organizational aspects. Scope of review includes circumstances and activities before the incident as well as during the response.
- Throughout the process, the IRT Coordinator and PIRTs continue to analyze implications of local IT environment issues and assess scope of areas potentially affected, potentially including other IT environments throughout the network.
- The IRT Coordinator and PIRTs prepare an action plan for recommended changes to improve the local environment going forward.
- PIRTs document lessons learned, including aspects that were good as well as those which were problematic.

B. TECHNICAL ACTIONS

Specific technical review activities should include:

- Review whether remediation of affected local system(s) is complete.
- Vulnerable hardware or software has been hardened against any break-ins, future attacks, or other security issues (*e.g. installed patches, updated versions, replaced vulnerable sections of code*).
- Conduct a root-cause analysis.
- Assess whether security vulnerabilities can be adequately remediated by making changes within the current environment or a new/replacement environment should be created.
- Take needed actions to restore essential systems to functioning status, either in the original or a repaired environment, or determine that the activities must cease or be suspended until a different or rebuilt environment can be created.
- If replacing the environment:
 - Review technology choices
 - Design proposed new environment
 - Create new (replacement) environment
 - Bring in preserved data or re-create the data anew
- Identify any areas where different technical measures would have prevented the breach or improved results in this environment. Also identify what technical measures worked well.
- Consider whether continuous monitoring of the local environment needs to be implemented or enhanced, including what type(s), and whether an outside neutral party should conduct the monitoring.
- Consider whether issues before the breach or during the response had detrimental impact on any out-of-scope systems, either locally, on the local network, or on the Internet at large. If so, conduct outreach to alert other appropriate contacts of possible need for reviews to discover whether they experienced impact.
- Analyze whether to recommend additional types of reviews in the local environment or elsewhere throughout the network.
- Share lessons learned with appropriate contacts.

C. POLICY AND ORGANIZATION

Analyze sufficiency of policies and procedures, efficacy of organizational structure, and accountability of those who were involved, or should have been involved, in risk mitigation and in the response. Include internal and external environments and individuals who are staff, management, and organizational leaders.

Review performance by individuals prior to the incident, including whether:

- Sufficient roles and responsibilities relevant to this particular type of incident had been identified and were adequately documented in written procedures;
- Role holders had been clearly informed of their responsibilities, and provided with requisite knowledge and skills to fulfill those responsibilities;
- Role holders were regularly reviewed for performance of risk mitigation responsibilities (*i.e. security assessment and implementation of commensurate protective measures*).
- Review performance during the incident response, including whether individuals:
 - Proactively assumed appropriate level and type of involvement in the response.
 - Followed documented response procedures when available and appropriate.
 - Acted productively and responsively to directions given by the response team and/or other leadership individuals, as appropriate.
 - Created and maintained adequate documentation of the incident response.
 - Acted with honesty and integrity to obtain needed information and perform appropriate investigatory actions.

13

The IRT Coordinator will review whether, in the response to this incident, reporting lines were clear and organizational structures worked effectively (*e.g. lines of communication were sufficient and effective, escalation was paced appropriately, media communications were handled well, sufficient expert resources were available*).

D. RECOMMENDATIONS AND NEXT STEPS

The IRT Coordinator assesses findings and recommendations of the PIRT(s), and then issues a report of the incident and its response to the CIO and Director of Managed Network Services designee, including findings and recommendations. The report should be formatted in a modular manner for discrete use in varied communications with audiences having different levels of security clearance. The IRT Coordinator then leads follow-up actions, including:

- Document the vulnerabilities (including information from the Triage and Scoping Phase):
- Locations and/or events where the failures or compromises occurred.
- Likely causes of the problems with supporting details.
 - hardware, software
 - operational procedures
 - staff misconduct or insufficient skills
- Identify any areas where different technical remediation measures would have improved results in this environment. Analyze whether upgrades could and should be applied to other areas within the larger environment. If so, recommend how to apply improvements to other areas.
- Upon approval of the CIO and Director of Managed Network Services designee, works with the CIO and other stakeholders to convene appropriate team(s) to start remediation activities throughout the environment.
- Prepare detailed action plans and/or project descriptions to improve the technical environment both locally and throughout the network.
- Identify any areas where policy, guideline, or organizational structure changes would have improved results; then work with responsible site authorities (*e.g. IT Policy Controller, Security Committee, Policy Review Board, and/or executives*) to propose, refine, and issue any new or updated policies, guidelines, procedures, or organizational structures as deemed appropriate.
- Determine whether broad education, training, and/or awareness efforts are necessitated. If appropriate, develop and deploy general or targeted education, training, and/or awareness.
- In close cooperation with organizational contacts responsible for providing "due process" rights, ensure that responsive personnel actions or misconduct actions are considered and are pursued when appropriate.
 - Organizational responses may range from education or documented advisements up through escalation to dismissal.
 - Some actions may be referred to outside agencies for investigation and possible imposition of criminal proceedings.
- Identify and document needed corrective actions
 - Begin corrective actions
 - Track progress of corrective actions
 - Verify that the actions corrected the problem or re-assess needed corrective actions.
- Identify aspects of the response environment that served the organization well and analyze how/whether to apply the tenets of those to other areas within the larger environment, through outreach, cloning of local procedures, or other means.

EXHIBIT A: FORENSIC EVIDENCE METHODOLOGY

Once an incident has been declared and a decision has been made to preserve electronic evidence for use in either administrative, civil or criminal remedies, specific steps should be taken to ensure integrity of data and preservation of evidence.

Maintain a chronological log (date and time) of actions taken and sign each page.

DETECTION

Type of incident and possible locations for evidence. The list below is not all-inclusive and should not limit the scope of evaluation as to where digital evidence may only be found.

Type of Incident	Possible Locations of Relevant Evidence
Network Intrusions	System logs, User logs, Proxy logs, Router & Firewall logs.
Email	Mail servers, Router & Firewall logs, Individual workstations, Backups, Proxy or mail journaling services.
Internal Employee or Contractor Activity	System Logs, Mail Server Logs, User Logs, Proxy Logs, Router & Firewall logs, Individual workstations, removable media.

PRESERVATION OF EVIDENCE

Consult with Legal counsel prior to searching or seizing computers.

Chain-of-custody: utilize a chain-of-custody form for documenting and securing evidence items recovered during an incident, and the date/time and identity of team members involved.

The following concepts should be applied:

- Actions taken to secure and collect electronic evidence should not change the evidence.
- Persons conducting examination of electronic evidence should be trained and preferably certified for this purpose.
- Activity relating to the seizure, examination, storage, or transfer of electronic evidence should be fully documented, preserved, and available for review. 15
- Incident responders should use caution when seizing electronic evidence devices. The improper access of data stored on electronic devices may violate provisions of federal law, such as the [Electronic Communications Privacy Act \(ECPA\)](#). Consult with Legal Counsel.

COLLECTING EVIDENCE

Securing and evaluating the scene: the first responder should evaluate the scene and formulate a search plan. The condition of electronic devices should not be altered unless a threat to the safety of persons is indicated, or business operations are such that continued operation or non-operation threatens vital business operations. The decision should be made in consultation with the IRT.

Protect perishable data both physically and electronically, such as data found on tablets, caller

ID boxes, cell phones, smart phones and other similar devices.

"Volatile" data, such as network connections, processes, login sessions, open files, network interface configurations, and the contents of memory, should be carefully captured from active systems.

HANDLING OF EVIDENCE

Full forensic disk images should be made to sanitized write-protectable or write-once media. File system backups should not be used for investigatory and evidentiary purposes. The analysis should be performed on an image, rather than the original, which should be preserved in its original state to the greatest extent possible.

FORENSIC DOCUMENTATION

Description of the incident and how it was detected. Determine when the incident started (if possible) and how soon the organization detected it.

Record exact dates and times if known.

Observations about the condition and location of the computer system including power status of the computer and related electronic components.

- Photograph, if possible, the entire scene to create a visual record as noted by the first responder.
- Preservation of evidence. Document how and when the evidence was returned or the way it was disposed.
-

EXHIBIT B: INCIDENT RESPONSE CHECKLIST

An Incident response checklist should be established to cover key milestones and adjusted with more granular detailed steps as part of the Preparation process.

INCIDENT RESPONSE CHECKLIST HEADER INFORMATION

Date:	[DATE PRODUCED]
Last Update:	[DATE OF LAST UPDATE]
Version:	[VERSION NUMBER]
Author:	[AUTHOR]
Last Updater:	[LAST PERSON TO MAKE AN UPDATE]
Maintainer:	[PERSON RESPONSIBLE FOR MAINTAINING]

INCIDENT RESPONSE CHECKLIST KEY MILESTONES

1. Identification
 - 1.1. Identify the victims impacted by the incident.
 - 1.2. Identify impacted systems.
 - 1.3. Incident Response Team assembles
 - 1.4. Document.
2. Containment
 - 2.1. Triage to reduce incident from spreading.
 - 2.2. Preserve data when possible, unless doing so will increase risk during containment. 16
 - 2.3. Document.
3. Forensics
 - 3.1. Evidence collection following proper evidence handling.
 - 3.2. Document.
4. Notification
 - 4.1. IRT works with executives to develop communication plan.
 - 4.2. Document.
5. Remediation
 - 5.1. IRT involves necessary technical experts to resolve incident.
 - 5.2. Document.
6. Post-Incident Review

- 6.1. Post-Incident Response Team assembled.
- 6.2. Detailed review of incident.
- 6.3. Report with Findings & Recommendations delivered to IRT and Executives.

EXHIBIT C: COMPONENTS OF A NOTIFICATION LETTER

Edit the following components into a letter of notification or a web site statement. The letter or statement must be written in plain language. Do not disclose anything that might hamper the investigation or give additional information to those who would do harm.

- What happened?
- When did the breach occur and/or when was it detected?
- How was it detected?
- What data was potentially compromised?
- How much data was compromised?
- Whose data was compromised.
- Why you are being notified.
- What steps are being taken, *e.g., machine off the net, law enforcement notified (local, FBI), credit card companies notified (for cases where contact information is needed about cardholders), etc.*
- Is any data known to be fraudulently used or is notification precautionary?
- Was the notification delayed as a result of a law enforcement investigation?
- What steps should individuals take? *Example: Place a fraud alert with credit bureaus, contact credit card companies, close accounts, etc.*
- Suggested Text: Although there is no evidence that an unauthorized person has obtained your personal information and is using it, there are some steps you can take to protect yourself...
- Apology or statement of commitment to security. *Example: We regret that your information may have been subject to unauthorized access and have taken remedial measures to ensure that this situation is not repeated. We are committed to maintaining the privacy of <category of> personally identified information and takes many precautions for the security of personal information. In response to incidents of theft like this one and the increasing number of internet-enabled computer attacks, we are continually modifying its systems and practices to enhance the security of sensitive information. We sincerely regret any inconvenience this incident presents to you.*
- Anticipated next steps, if any. *e.g., intention to notify if any additional information becomes available.*
- Who to contact for additional information? Contact name, number, hours of availability, website, hotline, e-mail address, etc. Should you have further questions about this matter, please contact [name of contact], at [e-mail address of contact] or [phone number].
- Signature. Who makes the most sense – CEO, President, CIO, other contact familiar to the individual, consider multiple signatures for different constituent groups?
- Letterhead. Decide which institutional / facility letterhead to use.

EXHIBIT D: EXECUTIVE PHONE NUMBERS AND ADDRESSES

It is recommended that an active list of key individuals contact information is maintained in multiple formats and locations. Below is an example of the information that should be captured. Additional information as deemed necessary should be included.

Name	Role	Corporate email	Personal email	Mobile Phone	Home Phone	Alternative Contact
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EXHIBIT E: OFFSITE STORAGE OF INCIDENT RESPONSE DOCUMENTATION

It is recommended that this plan and supporting Incident Response documentation, including those of an active or past incident are stored in one or more repositories. The purpose of the below example is to illustrate the need for this information to be stored and available to the IRT as applicable.

Do not store passwords here, please use a more secure method.

Name	Role	URL	Account Username	Password
				<i>Listed for illustrative purposes only – do not store passwords here.</i>

EXHIBIT F: INCIDENT NOTIFICATION LIST

A documented list of impacted internal and external individuals and organizations should be maintained along with a log of when and with whom communication has taken place. Assigning a documentation reference number to any correspondence (electronic or otherwise) and tracking on the notification list is recommended.

Name / Organization	Status	<small>Added</small>	Date Contact	Email	Phone	Documentation Reference	Notes
------------------------	--------	----------------------	-----------------	-------	-------	----------------------------	-------

EXHIBIT G: EXTERNAL CONTACT LIST

A documented list of external individuals and organizations that the IRT needs to contact should be maintained. Contact with these entities should be made only after consultation with Executives and Legal counsel.

Name	Role	Organization	Email	Phone Number
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Attachment 4
Sharp 2023
Annual Report

SHARP

Be Original.



111th ANNIVERSARY

Annual Report 2023

For the fiscal year ended March 31, 2023

Annual Report 2023

For the fiscal year ended March 31, 2023

Business Philosophy, Business Creed

Business Philosophy

We do not seek merely to expand our business volume. Rather, we are dedicated to the use of our unique, innovative technology to contribute to the culture, benefits and welfare of people throughout the world. It is the intention of our corporation to grow hand-in-hand with our employees, encouraging and aiding them to reach their full potential and improve their standard of living. Our future prosperity is directly linked to the prosperity of our customers, dealers and shareholders ...indeed, the entire Sharp family.

Business Creed

Sharp Corporation is dedicated to two principal ideals:

"Sincerity and Creativity"

By committing ourselves to these ideals, we can derive genuine satisfaction from our work, while making a meaningful contribution to society.

Sincerity is a virtue fundamental to humanity ... always be sincere.

Harmony brings strength ... trust each other and work together.

Politeness is a merit ... always be courteous and respectful.

Creativity promotes progress ... remain constantly aware of the need to innovate and improve.

Courage is the basis of a rewarding life ... accept every challenge with a positive attitude.

Contents

1	Message to Our Shareholders	11	Environmental Initiatives
2	Accelerating the Establishment of SHARP as a Powerful Corporate Brand	14	Social Initiatives
5	R&D, Intellectual Property, and Standardization	16	Corporate Governance
6	Financial and Non-Financial Highlights	19	Risk Factors
7	Fiscal 2022 Review	23	Members of the Board and Executives
9	Sustainability	24	Financial Section
		71	Corporate Information

Corporate Motto

Be Original.

From the beginning, Sharp has been driven by originality.

We originate technologies that enhance lifestyles,

Inspire innovations that support individual expression,

And create products that let you be you.

There is only one Sharp.

There is only one you.

Be Original.

SHARP

Forward-Looking Statements

This annual report 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 performance 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 such 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 Japanese 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.

Message to Our Shareholders

Contributing to the Achievement of a Sustainable Society through Business and Technology Innovation

We believe it is our social responsibility to contribute solutions to social issues through our business activities, including solutions addressing climate change and human rights.

Beginning in the previous fiscal year, we placed greater emphasis on ESG-focused management, focusing primarily on (1) Strengthening our technological capabilities; (2) Fostering a global mindset; and (3) Pursuing management that makes the most of our people (HITO). We intend to create new businesses even more rapidly, supported by these three initiatives.

To this end, we reorganized our business group structure into three brand businesses and two device businesses. Our brand businesses consist of Smart Life & Energy, Smart Office, and Universal Network, while our device businesses consist of Display Device and Electronic Device. In addition, we established organizations specializing in new business development under the umbrella of each of these businesses.

We also established a new Incubation Committee and Innovation Committee to strengthen our technological capabilities further.

The Sharp organization intends to work together as One SHARP, developing innovative technologies and devices that embody our ambition to be a game changer, creating uniquely Sharp innovations across multiple fields, including life and work styles. Our aim is to redefine SHARP as a powerful corporate brand representing a company closest to people and society, constantly proposing new value.

In May 2023, we established the Sustainability Committee, chaired by me. We are stepping up our efforts to create a sustainable society, and this committee will play a central role in delivering on medium-term environmental goals to ensure we achieve the *SHARP Eco Vision 2050*, which includes our commitment to achieve net zero CO₂ emissions from Sharp business activities.

At the same time, we are accelerating initiatives to solve global social issues effectively. In 2009, we signed the United Nations Global Compact. As a participant in this compact, we continue to support the 10 principles related to human rights, labor, the environment, and anti-corruption. We also share the vision and mission of the Responsible Business Alliance (RBA)*, which we joined in 2021, across the Sharp Group.

As we state in our Business Philosophy, our future prosperity is directly linked to the prosperity of our customers, dealers, shareholders...indeed the entire Sharp family. We strive for ESG-focused management in unison with our stakeholders, contributing to the achievement of the SDGs and the creation of a sustainable, better world that leaves no one behind.

* A non-profit organization that promotes social responsibility in the global supply chain.

October 2023



Robert Wu
President & Chief Executive Officer

Accelerating the Establishment of SHARP as a Powerful Corporate Brand



See the following for more information on Sharp's history.
<https://global.sharp/corporate/info/history/>

Business Philosophy and Business Creed

The founder of Sharp, Tokuji Hayakawa, once said, "Make products that others want to imitate." This message of Sharp's founder Tokuji Hayakawa encapsulates management's stance of aiming to become a trusted company by contributing to society as a manufacturer that is among the first to grasp the needs of the next era.

Sharp clearly stated this founding spirit in our business philosophy and business creed in 1973. Furthermore, in 2016, Sharp announced our corporate motto of "Be Original," which incorporates a strong commitment to continue operating as a company that inherited the spirit of sincerity and creativity of founder Hayakawa. Our promise to customers around the world is that we will continue as a brand that creates new and unique value.

We are committed to help develop society going forward by continuing to embody our business philosophy and business creed.



Founder Tokuji Hayakawa

Business Philosophy

We do not seek merely to expand our business volume. Rather, we are dedicated to the use of our unique, innovative technology to contribute to the culture, benefits and welfare of people throughout the world.

It is the intention of our corporation to grow hand-in-hand with our employees, encouraging and aiding them to reach their full potential and improve their standard of living.

Our future prosperity is directly linked to the prosperity of our customers, dealers and shareholders ...indeed, the entire Sharp family.

Business Creed

Sharp Corporation is dedicated to two principal ideals:

"Sincerity and Creativity"

By committing ourselves to these ideals, we can derive genuine satisfaction from our work, while making a meaningful contribution to society.

Sincerity is a virtue fundamental to humanity ...
always be sincere.

Harmony brings strength ...
trust each other and work together.

Politeness is a merit ...
always be courteous and respectful.

Creativity promotes progress ...
remain constantly aware of the need to innovate and improve.
Courage is the basis of a rewarding life ...
accept every challenge with a positive attitude.

Future Direction of Sharp: Accelerating the Establishment of SHARP as a Powerful Corporate Brand

Sharp integrates the unique technologies and innovative devices that we have accumulated over the years to provide hardware, services, and solutions to society that are unique to our company. Through these efforts, we work to solve various social issues.

Sharp has two business segments: the brand businesses, which includes refrigerators, solar cells, digital multi-function printers (MFPs), PCs, TVs, and mobile phones; and the device businesses, which includes display modules, camera modules, and other devices.

In the brand businesses, we will continue to expand overseas business and create high-value-added products to strengthen the Sharp brand globally.

In the device businesses, we will strengthen competition by leveraging collaborations with other companies while creating unique devices that support the advantages of our brand business and expanding sales as One SHARP.

At the same time, we will accelerate the creation of new businesses by developing innovative technologies and devices that will enable us to be a game changer.

Through these efforts, we will build a business promotion system centered on brand businesses and accelerate the establishment of SHARP as a powerful corporate brand that is closest to people and society, constantly providing new value.

Establishing a New Business Promotion System to Accelerate Business Reform

Sharp reviewed the company business promotion system aiming to further accelerate business reform.

We reorganized the business group structure into three brand businesses (Smart Life & Energy, Smart Office, and Universal Network) and two device businesses (Display Device and Electronic Device) to clarify focus areas and maximize synergies among our businesses.

Sharp also newly established the Incubation Committee and the Innovation Committee to strengthen our technological capabilities, including cutting-edge technologies such as AI and robotics.

Furthermore, we established organizations under each business group that are dedicated to new businesses. These organizations will play a central role in the accelerated establishment of businesses that will serve as pillars for future growth.

Specifically, we will strengthen the following initiatives in the following businesses: food, water, environment, healthcare, B2B, and next-generation solar cell initiatives in Smart Life & Energy; MFP strategic products and AI-based solutions in Smart Office; and XR, local 5G/pre-6G, and other initiatives in Universal Network.

Accelerating the Establishment of SHARP as a Powerful Corporate Brand

■ New Business Promotion System to Accelerate Business Reform

Brand Businesses

Smart Life & Energy Business

A Lifestyle True to Oneself
Creating Clean Societies

Smart Office Business

Pursue Creativity and
Improved Work Efficiency

Universal Network Business

Contribute to Prosperous,
New Societies by Connecting People,
Goods, and Information

Device Businesses

Display Device Business

Drive DX with
Advanced Display Technologies

Electronic Device Business

Contribute to the Development of
Smart Societies Through Unique Technologies

R&D

Incubation Committee and Innovation Committee

Support Company-Wide Innovation to
Establish New Businesses

Accelerating the Establishment of SHARP as a Powerful Corporate Brand



See the following for the latest financial information.
<https://global.sharp/corporate/ir/library/financial/>

Initiatives in Fiscal 2023

Initiative Policies

We expect overall demand in fiscal 2023 to retain the overall sluggishness in fiscal 2022 due to a rebound resulting from the special needs during COVID-19, as well as global inflation, rising energy costs, and geopolitical issues.

However, we expect carbon neutrality and digital transformation-related fields to see solid demand. We expect the outlook to remain uncertain, despite the easing of impacts from supply chain disruptions, such as semiconductor shortages, soaring raw material prices, and rising logistics costs.

In such an environment, Sharp will make a united effort to reach annual profitability in fiscal 2023

by conducting a fundamental review of each business, developing high-value-added products and services, creating new products, and strengthening our overseas business.

We will also pursue efforts to build a business promotion system centered on our brand businesses by thoroughly implementing (開源節流), i.e., business expansion (開源) through the development of new products, new markets, and new businesses, as well as the establishment (節流) of a more muscular management structure.

Major Initiatives by Business

Brand Businesses			Device Businesses			
Initiatives in Fiscal 2023	Smart Life & Energy	Smart Office	Universal Network	Display Device	Electronic Device	
	<div>White Goods</div> <div>Create uniquely SHARP products and expand overseas business</div> <ul style="list-style-type: none">● Gain market share with value-added products● Create new PCI-related products and cultivate B2B business● Expand Smart Kitchen in Japan and the U.S.● Transition ASEAN businesses to high-value-added● Expand sales promotion activities for models produced in our new Indonesian air conditioner plant <div>Energy Solutions</div> <div>Capture firm demand for renewable energy installations</div> <ul style="list-style-type: none">● Expand sales of residential PV/storage batteries● Win large-scale power generating projects in Asia	<div>Business Solutions</div> <div>Strengthen solutions business and improve B2B display devices business profitability</div> <ul style="list-style-type: none">● Expand smart office business● Expand MFP business lineup and strengthen product competitiveness● Expand global sales of digital imaging solutions business <div>PCs</div> <div>Strengthen domestic B2B business and expand solutions business</div> <ul style="list-style-type: none">● Launch new products for B2B business in Japan● Expand PC management service● Conduct focused expansion in North America/Asia/Oceania	<div>TV System</div> <div>Improve profitability through more competitive products and supply chain reforms</div> <ul style="list-style-type: none">● Expand global sales of XLEDs● Expand high-value-added lineup● Strengthen competitiveness of production plants and utilize ODM effectively <div>Mobile Communications</div> <div>Strengthen the brand power of our smartphone business and expand non-smartphone business</div> <ul style="list-style-type: none">● Increase high-end/middle-range handset mix● Expand sales of new wireless products (routers, etc.)	<div>Medium/Small</div> <div>Expand medium-size panel business, maximize/optimize factory utilization</div> <ul style="list-style-type: none">● Expand sales for VR● Expand sales of panels for automotive applications● Improve profitability of general-purpose panels (for entry-level PCs, etc.) <div>Large</div> <div>Engage in business operations with top priority on improving profitability</div> <ul style="list-style-type: none">● Manage production and sales activities reflecting panel prices● Promote category shift	<div>Camera Modules</div> <div>Develop new businesses/new customers</div> <ul style="list-style-type: none">● Expand sales of devices for the XR market● Improve profit structure of existing businesses <div>Sensors/Semiconductors</div> <div>Accelerate developing new business fields</div> <ul style="list-style-type: none">● Expand sales of vital sensing devices● Develop applications of CMOS imagers	
	Sharp Corporation	● Smart Appliances & Solutions Business	● Smart Business Solutions Business	● TV System Business ● Mobile Communications Business		
	Subsidiaries	● Sharp Energy Solutions Corporation ● Sharp Cocoro Life Inc.	● Dynabook Inc.		● Sharp Display Technology Corporation ● Sakai Display Products Corporation	● Sharp Sensing Technology Corporation ● Sharp Semiconductor Innovation Corporation ● Sharp Fukuyama Laser Co., LTD.

* For more information on major initiatives by business, please also refer to the Management Meeting presentation materials (June 27, 2023).
https://global.sharp/corporate/ir/event/shareholder_meeting/

R&D, Intellectual Property, and Standardization

(As of October 1, 2023)

Research and Development Efforts and Directions



Mototaka Taneya

Executive Managing Officer

Chief Technical Officer,
Head of R&D

Head of Corporate Research &
Development Group,
President of SBPJ

The Corporate Research & Development Group works towards the mission of contributing to achieving a sustainable society by creating and expanding new businesses through the creation of a new ecosystem based on the world's first and best unique technologies that impact society.

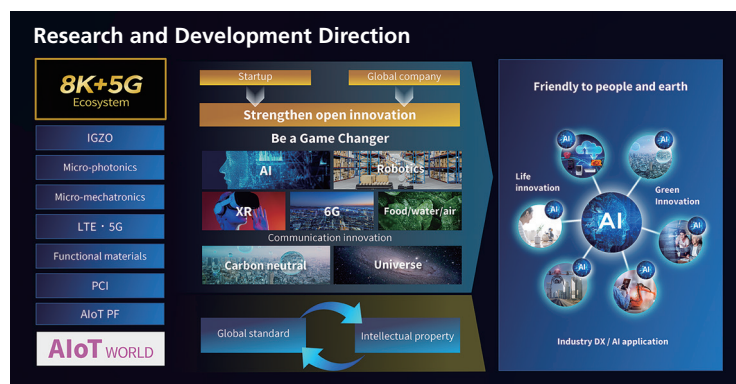
The group accelerates new business development in digital healthcare and strengthens efforts to contribute to carbon neutrality through collaboration and cooperation as One SHARP. In doing so, the group aims to implement ESG-focused management. Furthermore, the Corporate Research & Development Group pursues the creation of unique technologies by expanding industry digital transformation solutions through the application of AI technology, which is undergoing ongoing technological innovation.

The group focuses on creating innovative technologies that drive innovation throughout Sharp in addition to building platforms with our unique technologies. Through these efforts, the group aims to further strengthen our technological capabilities.

In addition, our open incubation activities include collaborating with companies that generate technological innovation and supporting start-ups in developing their businesses. Aiming to develop R&D results into

new business areas, the Corporate Research & Development Group established a specialized task force within the group to pursue collaboration with internal and external parties and we are actively engaged in cross-industry co-creation centered on industry digital transformation.

The group aims to help make society both people and environmentally friendly by tackling the challenge of new business creation and accelerating innovation achievement through the rapid deployment in society of the fruits of development.



Intellectual Property Strategy

Sharp positions its intellectual property strategy as one of the most important management strategies, pursuing it together with business and R&D strategies. We work to enhance our business advantage and strengthen our management foundation by actively obtaining patents. In 2016, we spun off the Intellectual Property Department and established ScienBiziP Japan Co., Ltd. (SBPJ) with the aim of making the department a profit center. SBPJ has thorough knowledge of Sharp products, technologies, and businesses. Utilizing this knowledge, SBPJ will provide advanced services as the company further enforces improvements in the quality and efficiency of professional services. In doing so, SBPJ will enhance the driving force of intellectual property management and generate strong patents and various economic values with the advanced technologies of Sharp.

In regard to patent acquisition, Sharp clarifies the core technological fields for each of our businesses and works closely with the field to make strategic patent applications. We also actively work to obtain useful patents generated through alliances with other companies or industry-academia collaborations.

Standardization Strategy

In recent years, standardization activities have become increasingly important as a tool for corporate management strategies, such as strategies to create markets and secure competitive advantages. At the same time, there is an urgent need in Japan to strengthen competitiveness by acquiring international standards.

In 2003, we established a research institute to acquire patents for wireless communication technology standards and participated in the standardization of LTE launched at the 3GPP*1 meeting in 2004. Since then, we have continued to participate up through the standardization of Beyond 5G. Our stock of more than 6,000 communication standard essential patents in more than 50 countries around the world serves as an important management resource to the company.

Furthermore, we actively engage in international collaborations with overseas companies and universities, focused on pursuing international standardization of next-generation communication and video coding technologies in particular. We also actively send young employees to international conferences to gain various experiences, aiming to develop highly skilled human resources.

Contributions

Contributed to formulating the 5G-Advanced standard specifications

Contributed to the development of the world's first physical layer standard specification for 5G-Advanced, which aims to expand the functionality and improve the performance of 5G (5G-Advanced is expected to be put into practical use in the late 2020s)

Awards

2022 Industrial Science and Technology Policy and Environment Bureau Director-General's Award*2, given to industry standardization projects

Recognized for our contributions to the development of the HEVC/VVC standard used in video transmission around the world as well as the extended standard that enables multi-view video and multi-bit high-precision video recording

*1 Abbreviation for 3rd Generation Partnership Project, an organization that develops international standard specifications for mobile communication systems

*2 The Ministry of Economy, Trade and Industry (METI) sponsors awards in recognition of achievements in activities to promote industrial standardization, such as standard formulation and conformity assessment activities

Financial and Non-Financial Highlights

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Years Ended March 31

	Yen (millions)				
	2019	2020	2021	2022	2023
Net Sales	¥2,394,767	¥2,262,284	¥2,425,910	¥2,495,588	¥2,548,117
Domestic sales	719,395	778,976	863,154	817,794	800,315
Overseas sales	1,675,372	1,483,308	1,562,755	1,677,794	1,747,802
Operating Profit (Loss)	77,388	51,464	83,112	84,716	(25,719)
Profit (Loss) before Income Taxes	58,428	32,331	66,442	89,802	(239,043)
Profit (Loss) Attributable to Owners of Parent	64,012	13,726	53,263	73,991	(260,840)
Net Assets	357,331	270,959	364,139	469,269	222,362
Total Assets	1,848,551	1,811,907	1,927,226	1,956,288	1,772,961
Capital Investment	56,461	60,583	91,572	51,719	44,512
R&D Expenditures	108,545	100,591	86,793	86,290	78,712
Per Share Data					
Income (Loss) per share (yen)	100.08	22.47	87.20	121.14	(407.31)
Cash dividends per share (yen)	20.00	18.00	30.00	40.00	—
Net assets per share (yen)	377.53	419.54	573.59	743.70	321.05
Return on Equity (ROE)	17.8%	4.6%	17.6%	18.4%	(78.7%)
Number of Outstanding Shares (Common Shares) (thousands of shares)	531,311	531,307	610,801	610,821	649,273
Number of Employees	54,156	52,876	50,478	47,941	46,200
Ratio of Disabled Employees	2.45%	2.43%	2.46%	2.46%	2.45%
Greenhouse Gas Emissions (thousand tons CO ₂)	1,077	974	951	1,365	1,125

Notes 1: The amount of leased assets is included in capital investment.

2: Income (loss) per share is calculated by dividing profit (loss) attributable to owners of parent by the weighted average number of shares outstanding during the relevant period. For the fiscal years ended March 31, 2019 through 2021, the number of Class C shares, after considering the conversion rate to common shares, is included in the number of shares outstanding for the purposes of calculating the weighted average number of shares during the relevant period, since the dividend priority of the Class C shares is equal to that of the common shares.

3: Number of outstanding shares (common shares) is shown by deducting the treasury shares.

4: Of the 200,000 Class A shares issued, Sharp acquired and canceled 92,000 shares on January 30, 2019 and 108,000 shares on June 21, 2019. The effects of the said acquisition and cancellation of treasury stock are taken into consideration in the income per share for the fiscal years ended March 31, 2019 and 2020.

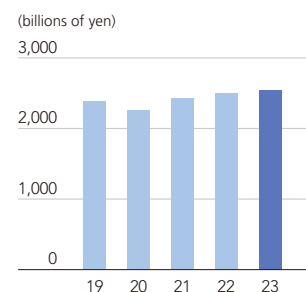
5: Sharp acquired and canceled all the 795,363 Class C shares outstanding in exchange for 79,536,300 common shares on February 26, 2021.

6: Sharp has adopted the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) and other standards from the beginning of the fiscal year ended March 31, 2022. The figures for the fiscal years ended March 31, 2022 and thereafter represent those after the application of the said accounting standard and other standards.

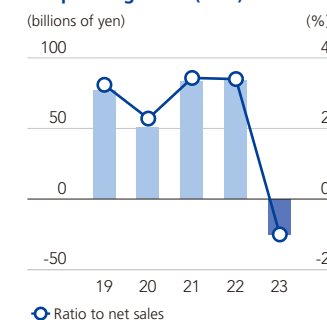
7: Ratio of Disabled Employees includes data for Sharp, special subsidiaries, and group companies as of June 1 for each fiscal year.

8: Sharp made Sakai Display Products Corporation a wholly-owned subsidiary in June 2022. To ensure comparability, greenhouse gas emissions for the fiscal year ended March 31, 2022, include emissions from the company.

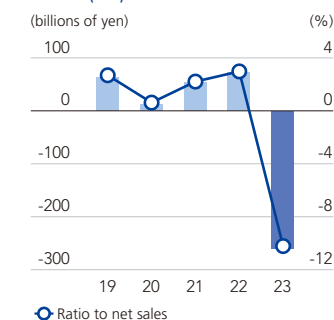
Net Sales



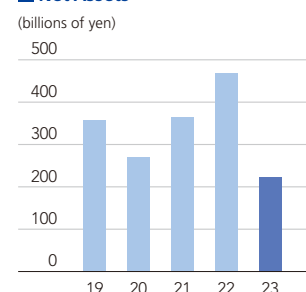
Operating Profit (Loss)



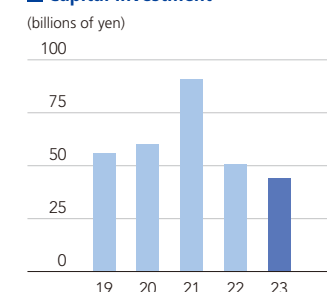
Profit (Loss) Attributable to Owners of Parent



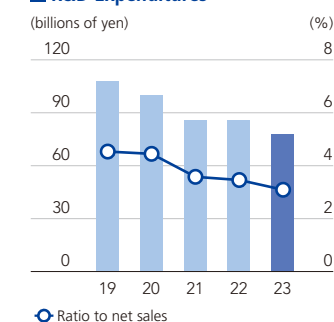
Net Assets



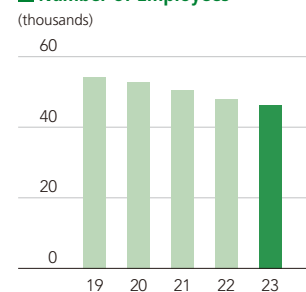
Capital Investment



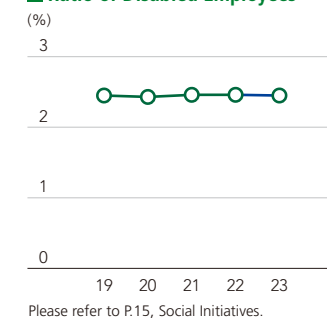
R&D Expenditures



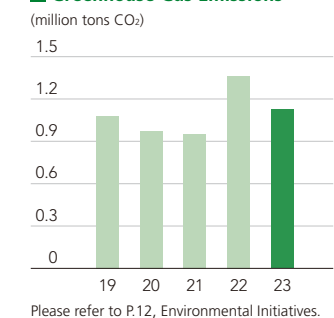
Number of Employees



Ratio of Disabled Employees



Greenhouse Gas Emissions



Fiscal 2022 Review

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Year Ended March 31

The global economy continued to recover moderately from the COVID-19 pandemic during the consolidated fiscal year. However, inflation rose due to soaring energy and raw materials prices linked to the situation in Ukraine and other factors. To control inflation, monetary tightening was initiated in various countries, and the spread of financial instability, including the collapse of banks in the United States, has led to an uncertain outlook.

In addition, the business environment for Sharp remained extremely challenging due to the weak yen and deteriorating conditions in the display market.

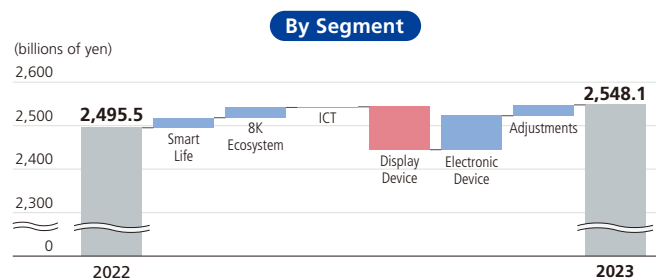
Amid these circumstances, Sharp pursued three initiatives: (1) Strengthen our overseas businesses; (2) Expand into new areas (new products/services, new markets, and new businesses); and (3) Strengthen ability to respond to risks.

Consolidated net sales for fiscal 2022 amounted to 2,548.1 billion yen, up 2.1% year on year, as sales in Smart Life, 8K Ecosystem, ICT, and Electronic Device grew, despite a decline in Display Device sales. Operating loss amounted to 25.7 billion yen, compared with operating profit of 84.7 billion yen in the previous fiscal year. This operating loss was due to a significant decrease in four segments under other, reflecting the impact of the weakening yen and deteriorating display market conditions, despite an increase in Electronic Device profit. Ordinary loss was 30.4 billion yen (ordinary profit of 114.9 billion yen in the previous fiscal year) due to the posting of an operating loss and non-operating losses of 4.7 billion yen, including share of loss of entities accounted for using equity method among other factors. Loss attributable to owners of parent amounted to 260.8 billion yen, compared with profit attributable to owners of parent of 73.9 billion yen in the previous fiscal year. This loss was mostly due to impairment loss of 220.5 billion yen, mainly in Display Device.

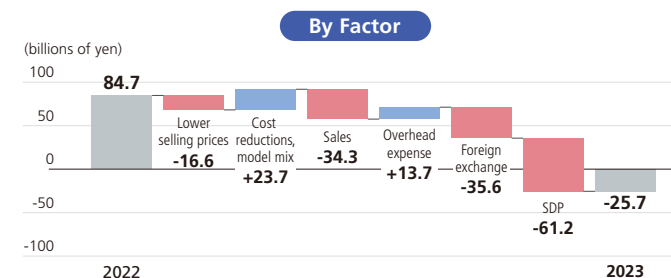
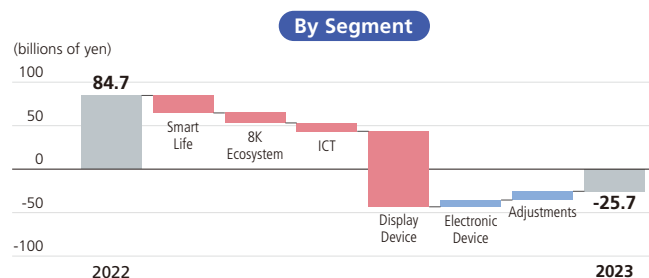
Sharp decided there would be no dividend payment for fiscal 2022, as the company posted a net loss for this period.

- The outlook remained uncertain despite a moderate recovery in the global economy
- The business environment was extremely challenging due to the weak yen and deteriorating conditions in the display market
- Sharp recorded an operating loss and ordinary loss for the first time since fiscal 2015 despite increased net sales from the previous year
- Sharp recorded significant net loss, mainly due to an impairment loss related to Display Device
- No dividend payment for fiscal 2022 due to net loss

Analysis of Changes in Net Sales

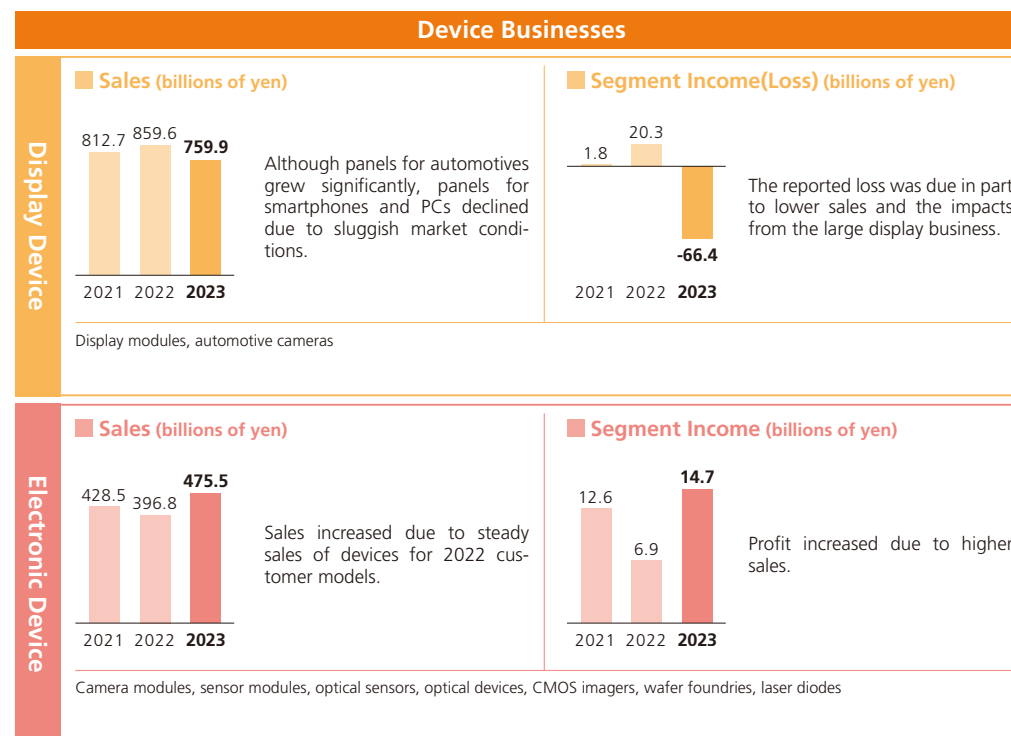
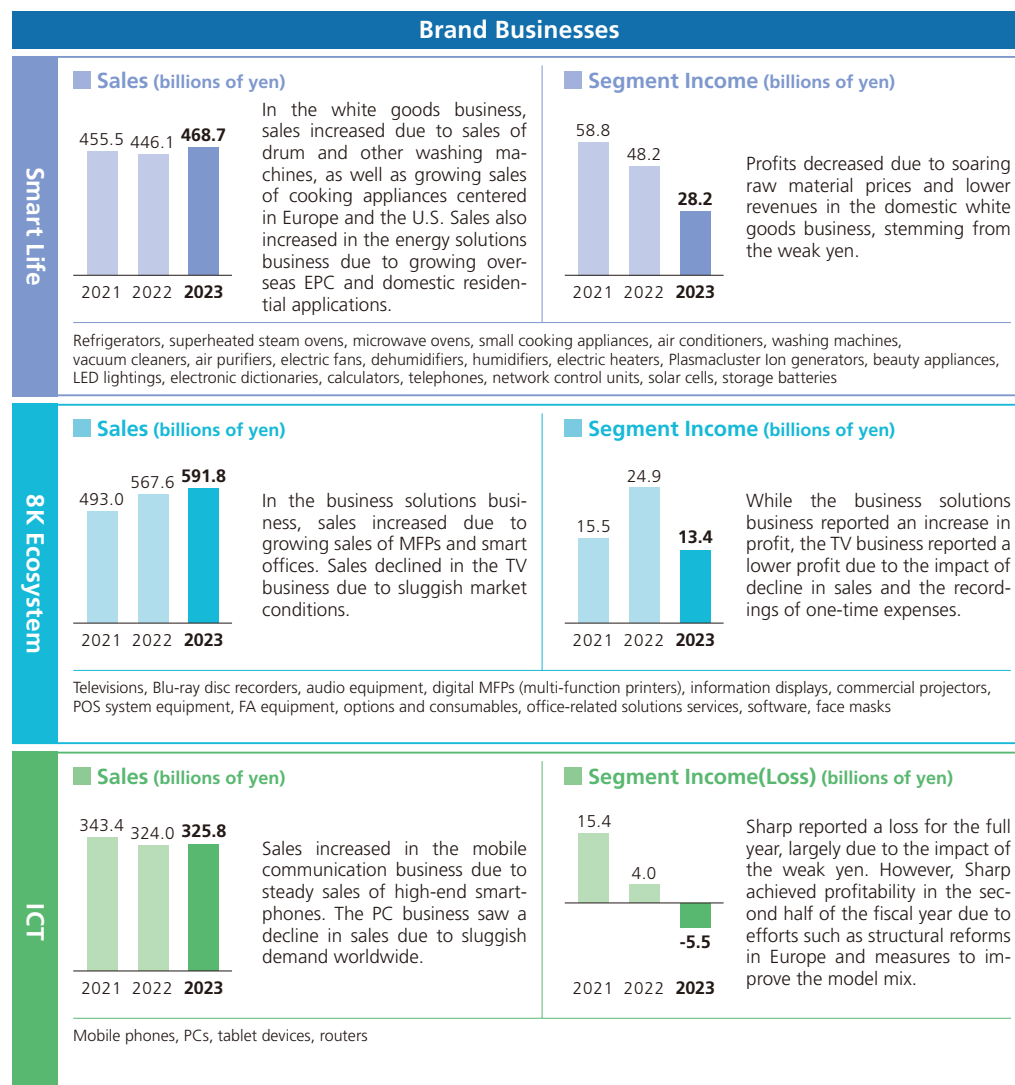


Analysis of Changes in Operating Profit

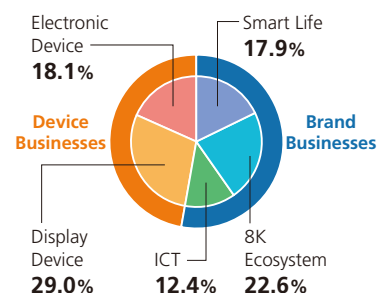


Fiscal 2022 Review

Sales, Segment Income(Loss) by Segment



Sales by Segment



- Sales figures include internal sales between segments. The percentage of sales in pie charts has been calculated accordingly.
- Segment income figures are the amounts before adjustments for intersegment trading.
- Beginning with the consolidated fiscal year ended March 31, 2022, Sharp classified three segments of Smart Life, 8K Ecosystem, and ICT into five segments, consisting of Smart Life, 8K Ecosystem, ICT, Display Device, and Electronic Device. Figures for the fiscal year ended March 31, 2021, have been adjusted to reflect the new classification.
- Beginning with the consolidated fiscal year ended March 31, 2024, Sharp has classified five segments, consisting of Smart Life & Energy, Smart Office, Universal Network, Display Device, and Electronic Device. (Please refer to P.2 to P.4.)

Sustainability



See the following for more information on sustainability.
<https://global.sharp/corporate/eco/management>

Basic Approach to Sustainability

As stated in our business philosophy, the founding spirit of Sharp aims to contribute to the culture, benefits, and welfare of people throughout the world and expects mutual prosperity with all who cooperate with Sharp. Based on this spirit, our basic approach to Sustainability is to answer the expectations of society and our stakeholders, aiming for the sustainable development of both Sharp and society.

To embody this business philosophy and business creed^{*1}, we established the Sharp Group Charter of Corporate Behavior as a code of conduct for group companies and the Sharp Code of Conduct^{*2} for all directors, executives, and employees. We work to ensure each officer and employee is thoroughly informed of these policies.

^{*1} See below for more about our business philosophy and business creed.

<https://global.sharp/corporate/info/philosophy/>

^{*2} See below for more about the Sharp Group Charter of Corporate Behavior and Sharp Code of Conduct.

<https://global.sharp/corporate/info/charter/>

Sustainability Strategy and Promotion Structure

Sharp takes initiative to achieve the Sustainable Development Goals (SDGs). We set our medium- to long-term vision as contributing to the achievement of these goals based on our basic approach to sustainability. The SDGs were adopted by the United Nations in September 2015 and set high expectations for companies.

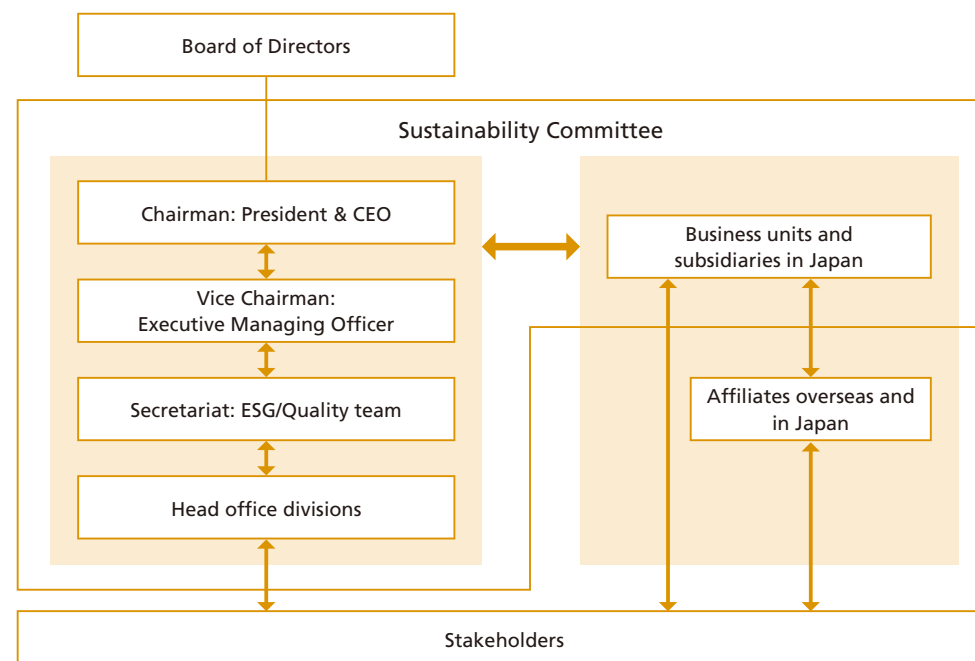
In fiscal 2018, we accelerated our efforts to realize this medium- to long-term vision by aiming to contribute to the achievement of the SDGs through both “solving social issues through business and technological innovation” and “reducing the burden on society and the environment through sustainable business activities” as our basic strategy for sustainable management.



To reduce these strategies to actionable measures managed via the PDCA cycle, Sharp launched the Sustainability Committee. The committee is chaired by the Representative President and CEO, and consists of senior executives, headquarters functional divisions (e.g., environment/HR/procurement), business units, and subsidiaries. This committee deliberates and pursues various measures, implements policies and vision, and conducts activities that include communicating the latest trends related to social issues. In addition, the committee reports important policies and decisions to the Board of directors.

Organization for Sustainability Management

(As of August, 2023)



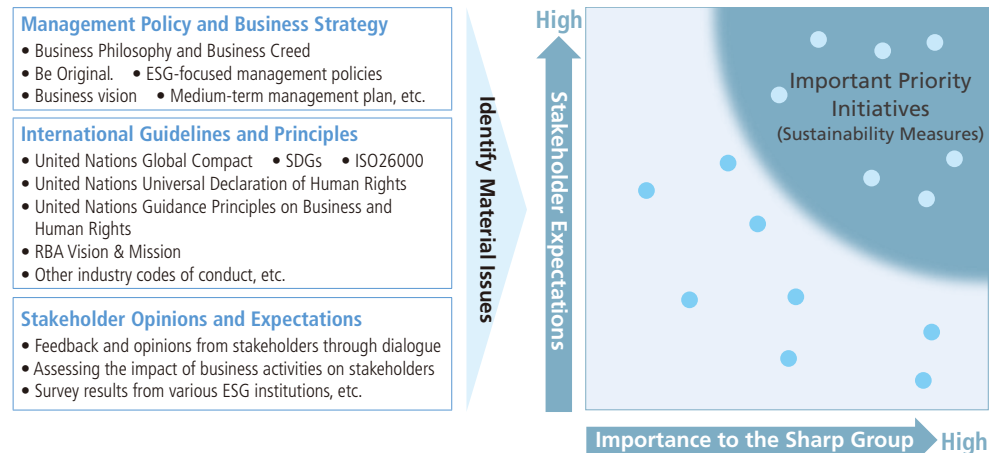
Materialities

There are successive announcements of international medium- to long-term goals aimed at resolving global social issues, such as the SDGs and the Paris Agreement*. Amid growing concern about human rights issues, such as forced labor in global supply chains, expectations for corporate sustainability initiatives are further increasing.

Against this background, we identify and make efforts in materialities to promote sustainable management from both the perspectives of contributing to the resolution of global social issues and achieving medium- to long-term growth for the Sharp Group.

In identifying materiality, we take into account international guidelines and principles, such as the UN Global Compact, SDGs, and RBA vision and mission, in addition to our management policies and business strategies. We also consider opinions and expectations from various stakeholders, the impact of our business activities on stakeholders, and evaluation results from ESG rating and rating agencies.

Process for Identifying Material Issues



Identified materialities are mapped based on the level of stakeholder expectations and level of importance to the Sharp Group. Topics that are prioritized at the company-wide level are then determined to be sustainability measures.

Each business unit and subsidiary sets targets, goals, KPIs, and action plans for each measure. We review the performance and status of these initiatives at the Sustainability Committee, which meets semiannually.

FY2023 Company-Wide Sustainability Measures

Sustainability measures	Related SDGs
Pursue energy-saving products	
Reduce the use of virgin plastic in products and packaging materials	
Create sustainable products	
Reduce greenhouse gas emissions from business activities	
Reduce waste emissions from business activities	
Reduce ESG risks at company-owned factories in Japan and overseas	
Reduce ESG risks in the supply chain	

* Multilateral international consensus agreement on climate change control adopted at the 21st Conference of the Parties to the United Nations Framework Convention on Climate Change (COP21) in Paris in 2015. States that efforts will be pursued to keep the increase in global average temperature well below 2°C above pre-industrial revolution levels as well as to limit the increase to 1.5°C.

Environmental Initiatives



See the following for more information on Sharp's environmental activities.
<https://global.sharp/corporate/eco/environment/>

The SHARP Eco Vision 2050, Our Long-Term Environmental Vision

Global environmental issues such as climate change, resource depletion, and the problems presented by plastic waste are becoming more serious and are recognized as important issues among the international community. Under these circumstances, global movements aimed at resolving social issues are accelerating, such as those designed to respond to Sustainable Development Goals (SDGs) and carbon neutrality^{*1}, as well as initiatives to realize a circular economy^{*2}.

In 2019, Sharp established its long-term environmental vision *SHARP Eco Vision 2050* based on its principal environmental philosophy of “Creating an Environmentally Conscious Company with Sincerity and Creativity,” which was established in 1992. Our aim is to realize a sustainable global environment by setting long-term goals for 2050 in the three areas of climate change, resource recycling, and safety and security.

Furthermore, in order to realize our long-term environmental vision, we are formulating “medium-term environmental goals” that set specific initiatives and quantitative goals for each area^{*3}. With respect

to climate change, we set a target of reducing CO₂ emissions by 40% by 2030 and 60% by 2035. Our aim is to achieve net zero CO₂ emissions arising from our own business activities by 2050^{*4}.

Sharp is engaged in initiatives to solve social issues and sustainably raise corporate value. We are doing so by working more closely with our stakeholders through corporate and environmental conservation activities.

^{*1} A state in which the total amount of greenhouse gas emissions minus the absorption volume is effectively zero.

^{*2} An economic system in which discarded products and raw materials are considered as new resources and in which resources are circulated without generating waste products.

^{*3} See below for more about our medium-term environment goals.

https://global.sharp/corporate/eco/environment/climate_change/#anc01

^{*4} Compared with fiscal 2021. Includes post-2021 emissions of Sakai Display Products Corporation (SDP), which became a wholly owned subsidiary in June 2022.

Long-Term Environmental Targets

Toward achieving the *SHARP Eco Vision 2050*, we have defined long term goals in the three following areas to generate clean energy in excess of energy consumed and minimize the environmental impact of corporate activities on the global environment.

Climate Change



Throughout our history, Sharp has endeavored to reduce the energy we use as an organization, while making more energy-efficiency products to help reduce the amount of energy consumed in the home and by society.

As our founder, Tokuji Hayakawa, said, “Everything we produce uses electricity. As we become a bigger company, we will be responsible for using more electricity, so I propose that we also begin making electricity.” Following this course, Sharp began development of solar cell, striving to popularize photovoltaic power generation for more than 50 years.

As a company that makes products that use electricity, we must take responsibility for the environmental impact of this electricity usage.

Sharp supports the global goal of achieving carbon neutrality, and we have set ourselves the challenge of meeting the following two goals by 2050 in our own activities and throughout the supply chain as a whole, so that we can achieve a decarbonized society.

Goals

- Achieve net zero CO₂ emissions due to our own business activities
- Generate clean energy in excess of the energy consumed throughout our supply chain

Resource Recycling



Sharp has created new products that offer a variety of value to the world. At the same time, we have used many of the world's resources.

Our desire is to continue to offer a variety of value to our stakeholders amid the constraints of limited resources.

Sharp intends to reach new levels of effective resource use, maximizing value from minimal resources and constructing a circular economy. We have defined two goals to achieve by the year 2050 in efforts to create a recycling-oriented society.

Goals

- Eliminate the use of new mined resources* in products
- Eliminate final disposal of waste products generated through our business activities

Safety and Security



Sharp factories use a variety of chemical substances in the product manufacturing process. Our products also contain a variety of chemical substances. Chemical substances include substances that have a negative impact on the human body, the environment, and ecosystems. Accordingly, these chemicals must be managed in a careful and detailed manner.

Sharp corporate activities must not do harm to human health, the global environment, or ecosystems.

Sharp follows current international standards, as well as our own standards oriented toward the future, for the strict management of these relevant chemical substances. We are striving to eliminate any chemicals that harm human health, the global environment, or ecosystems.

Goals

- Conduct proper management of chemical substances to protect human health, the global environment, and ecosystems

*Excludes those items not suitable for recycling from an environmental standpoint

Environmental Initiatives

Information Disclosure based on TCFD

Addressing TCFD Recommendations

The Task Force on Climate-Related Financial Disclosures (TCFD) formed by the Financial Stability Board (international body that works toward financial systems stability) put forth recommendations that companies disclose information on the risks and opportunities presented by climate change in 2017. Sharp declared its support for the recommendations of the TCFD, and intends to expand disclosure of information regarding climate change in accordance with the TCFD framework.



1. Governance

The Representative President and CEO, who chairs the Sustainability Committee^{*1}, has the responsibility for monitoring and supervising climate-related issues. The Sustainability Committee consists of the committee chair, senior management, headquarters functional divisions, business units, and subsidiaries. The Committee is responsible for the thorough implementation of policies and vision on ESG, including those on climate change. They also deliberate and promote measures and share the latest trends in social issues.

Through monitoring and review by management at committee meetings, Sharp continuously strengthens climate change action to play a part in making society sustainable.

2. Strategy

Sharp considers climate change as one of our medium- to long-term risks and opportunities. We explore strategies and organizational resilience in light of related risks and opportunities. We conducted a scenario analysis referring to climate change scenarios (1.5°C scenario^{*2} and 4°C scenario^{*3}) by the International Energy Agency (IEA) and Intergovernmental Panel on Climate Change (IPCC) to consider long-term impacts up to the year 2050.

Details of each risk and opportunity, as well as the measures taken to address them, are summarized on the following page, P.13.

3. Risk Management

Based on the Business Risk Management Guidelines which defines the basic concept of business risk management, Sharp manages and assesses risks, including climate-related risks, in an integrated manner. We identify high-probability climate risks by analyzing projected future climate scenarios. We report the details of the analysis to senior management and the Internal Control Planning Division (secretariat of the Risk Management Office) as necessary. Measures for improvement are discussed among the related departments.

4. Metrics and Target

Sharp set a medium-term environmental target of reducing CO₂ emissions by 60%^{*4} by 2035 to achieve its long-term environmental vision *SHARP Eco Vision 2050*, which includes "net zero CO₂ emissions arising from our own business activities. This target is in compliance with the SBT 1.5°C target and aims to reduce CO₂ emissions by 4.2% or more per year.

Progress towards Reducing of Greenhouse Gas Emissions (Fiscal 2022)

Base year (Fiscal 2021 results ^{*4})	Fiscal 2035 targets (60% reduction over fiscal 2021)	Fiscal 2022 results	Vs. base year
1,365 thousand tons CO ₂	546 thousand tons CO ₂	1,125 thousand tons CO ₂	17.6% reduction

^{*1} Please refer to P.9.

^{*2} Referenced the IEA Net Zero Emission 2050 Scenario and the IPCC Sixth Assessment Report (AR6) SSP1-1.9 scenario, etc.

^{*3} Referenced the IPCC Fifth Assessment Report (AR5) RCP8.5 scenario

^{*4} Compared to fiscal 2021. To ensure comparability, Sharp retroactively included emissions from Sakai Display Products Corporation to the fiscal 2021 base year since the company became a subsidiary in June 2022.

Environmental Initiatives

Disclosures Based on the TCFD Recommendations

Business Risks and Opportunities; Sharp's Response

Scenario	Factors	Changes	Impact on Sharp	Risks and opportunities	Degree of influence	Time frame of impact*	Sharp's response
1.5°C	Introduction of carbon pricing	Increase in procurement costs of raw materials	Pass on of purchase prices resulting from an introduction of a carbon tax on our purchased products	Risks	Large	Short term	<ul style="list-style-type: none"> ● Explore raw materials with low greenhouse gas (GHG) emissions ● Develop suppliers that strive to reduce their environmental impact ● Optimize purchase volume (further control inventories)
		Increase in cost of direct operations	Increase in expenditures resulting from an introduction of a carbon tax on our Scope 1 and 2 emissions	Risks	Large	Short term	<ul style="list-style-type: none"> ● Reduce GHG emissions by saving energy ● Pursue investment in low-carbon emission facilities through the introduction of internal carbon pricing
	Pressure to decarbonize and pursue environmental friendliness in the supply chain	Reduced competitiveness through inability to meet users' environmentally-friendly needs	Decrease in sales due to failure to meet users' expectations regarding environmental friendliness	Risks	Medium	Short term	<ul style="list-style-type: none"> ● Understand market needs through continuous communication with users ● Continue research and development on saving energy
		Increase in cost of switching to environmentally-friendly materials	Increase in costs accompanying the switch to low-carbon electric furnace materials, recycled plastics, biomass plastics, and other materials	Risks	Medium	Medium Term	<ul style="list-style-type: none"> ● Find sources of low-cost, environmentally friendly materials ● Maintain consumer price elasticity through external disclosure of company use of environmentally friendly materials
		Increase in energy procurement costs due to the switch to renewable energy	Increase in costs due to in-house power generation, Power Purchase Agreements (PPAs), the switch to renewable energy, and purchase of environmental value certificates	Risks	Small	Medium Term	<ul style="list-style-type: none"> ● Reduce GHG emissions by saving energy ● Explore partners to pursue low-cost PPAs and renewable energy
	Market expansion for renewable energy	Growing demand for solar power-related products and systems from renewable energy power generation providers and users	Increased potential for revenue growth through expanding Sharp products and systems	Opportunities	Medium	Short term	<ul style="list-style-type: none"> ● Continue to develop solar power-related products and systems in response to market demand
		Growing demand for net zero energy houses (ZEHs)	Increased potential for revenue growth through strengthening the provision of fixed-price solar power generation services and home energy management systems (HEMS) for residential use	Opportunities	Medium	Short term	<ul style="list-style-type: none"> ● Provide energy solutions (systems and services) that meet market demand
	Expansion of our environmental protection business	Expansion of circular economy business models	Increase in customer support through the establishment of a waste-free circular economy business model amid growing social efforts to decarbonize	Opportunities	Small	Medium Term	<ul style="list-style-type: none"> ● Encourage recycling of waste plastics through the use of self-circulating material recycling technologies and other methods ● Proactively create new business opportunities through ongoing information collection of solar cell recycling
4°C	Intensifying weather disasters	Supply chain disruptions	Loss of sales opportunities from damaged suppliers and sites, as well as impacts to our supply chain due to intensifying weather disasters	Risks	Medium	Long Term	<ul style="list-style-type: none"> ● Make multiple purchases from multiple suppliers ● Survey the status of business continuity plans (BCPs) at major suppliers and strengthen their countermeasures ● Further improve BCPs at our own sites

* We expect manifestations to begin in the following time frames:

Short term: three years or less; medium term: by around 2030; long term: by around 2050

Social Initiatives

Promoting CSR across the Entire Supply Chain

The Sharp Group Charter of Corporate Behavior stipulates that Sharp does not sanction any form of forced labor, including child labor, and supports its effective abolition. Based on this policy, we have formulated and published the SHARP Supply-Chain CSR Deployment Guidebook in accordance with the RBA Code of Conduct, and, in our basic agreements for ongoing transactions, have established mandatory compliance with Guidebook-based CSR initiatives for our suppliers.

In order to identify, assess, and appropriately address CSR risks such as forced labor in the supply chain, we conduct CSR/green procurement surveys for each of our suppliers' plants on a regular basis in accordance with the RBA Self-Assessment Questionnaire. We also provide feedback on assessment results and ask suppliers with plants that scored low in any area to submit improvement plans. In this way, we work to enhance CSR initiatives. In fiscal 2022, we conducted CSR/green procurement surveys at 409 bases of 93 companies in Japan*.

We will continue to strengthen our CSR efforts throughout the supply chain, aiming to build a globally responsible supply chain.

* Information pertaining to the evaluation distribution status of CSR/green procurement surveys can be found on the following website.
<https://global.sharp/corporate/eco/social/procurement/#anc02>

Human Rights Due Diligence Initiatives for the Supply Chain

In recent years, expectations and demands related to supply chain due diligence initiatives have been increasing in light of the emergence of human rights and environmental risks in the global supply chain, as well as the strengthening of related laws, regulations, and import/export restrictions in various countries.

Sharp joined the RBA officially in December 2021. We are now strengthening related initiatives while utilizing RBA tools and mechanisms. One such initiative is our use of the RBA e-learning Academy. The academy has been providing employees with a deeper understanding of international CSR standards since February 2022.

We also assess the risk of human rights violations through the aforementioned CSR/green procurement surveys. As a result of these efforts, we have not identified any serious problems such as forced labor or child labor in our supply chain. However, in the unlikely event that a problem such as a human rights violation is identified, we will immediately take the necessary corrective and relief measures in consultation with our suppliers based on our agreement. If no improvement is expected, we will take strict measures including suspending transactions.

Sharp is also working to strengthen our grievance-handling mechanism. We established the Crystal Hotline, our whistleblowing contact desk, on our external website to receive reports from suppliers and other stakeholders. In October 2022, we joined the Japan Center for Engagement and Remedy on Business and Human Rights (JaCER) to establish a mechanism that enables a wide range of stakeholders in the global supply chain to file human rights grievances in both Japanese and English.



See the following for more information on CSR procurement.
<https://global.sharp/corporate/eco/social/procurement/>
See the following for more information on quality.
https://global.sharp/corporate/eco/social/customer_satisfaction/

Initiatives for Responsible Mineral Procurement

In recent years, in addition to legal frameworks such as the U.S.'s Dodd-Frank Wall Street Reform and Consumer Protection Act and the EU's Conflict Minerals Convention, the scope of responsible mineral procurement has been expanding in terms of minerals, regions, and risks. Society demands that companies practice responsible mineral procurement from CSR perspectives against the backdrop of child labor and environmental destruction at mineral mining sites. Sharp's basic policy is to take appropriate measures to ensure that we are neither complicit in human rights abuses or environmental destruction nor interfering with sound and legitimate local business activities in our supply chain for procuring minerals mined in conflict-affected and high-risk areas.

Under this basic policy, we established an investigation system at each of our major business units and manufacturing subsidiaries. Through our membership in industry associations such as the Responsible Minerals Initiative (RMI) and Japan Electronics and Information Technology Industries Association (JEITA), we monitor the latest global trends and pursue relevant measures based on the OECD Due Diligence Guidance for Responsible Supply Chains of Minerals from Conflict-Affected and High-Risk Areas.

Furthermore, the Sustainability Committee*, chaired by the Representative President and CEO, designates responsible mineral procurement as a key theme for initiatives and monitors the progress of related measures.

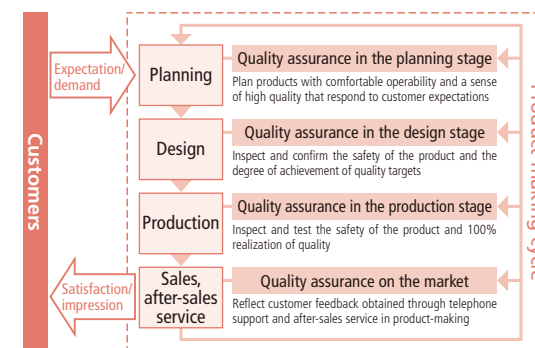
* Please refer to P.9.

Ensuring Quality and Safety

To gain customer trust and improve satisfaction, Sharp responds to customer needs and demands, offering high-quality products and services that are safe, reliable, and environmentally conscious.

Quality Assurance System

Sharp specifies the quality levels we promise to customers, thereby ensuring all employees in every department involved in product planning, design, production, sales, and after-sales service continue to strive for improved quality.



Corporate Governance

Basic Concepts

Sharp's business philosophy contains this statement: "Our future prosperity is directly linked to the prosperity of our customers, dealers and shareholders... indeed, the entire Sharp family." Under this philosophy, Sharp's basic concept concerning corporate governance is to maximize corporate value through swift and accurate management that preserves transparency, objectivity and soundness.

Based on this stance, Sharp appoints outside directors who have deep insight and a wealth of experience in the fields of social and economic trends, management, and so forth. In the institutional design of the company, we have chosen to become a company with an audit & supervisory committee. This format increases the agility

of our decision-making, while strengthening oversight of the execution of duties.

With regard to the execution of business, Sharp separates the supervisory and decision-making functions from the business execution functions through the introduction of the Executive Officers System. This system enables the prompt, efficient, and consistent conduct of business. Sharp has also organized its business structure by decentralizing management to clarify the profit responsibilities of each business unit. In this way we have been strengthening our individual businesses and operations, exercising control through the CEO's Office and the Business Strategy Planning Office, organizations within our headquarters.

Status of Corporate Governance System

Sharp's corporate governance system comprises the Board of Directors, which supervises directors' execution of duties, and the Audit & Supervisory Committee, which audits the directors' execution of duties, together with Executive Officers System which separates the supervisory and decisionmaking functions from the business execution functions.

Meetings of the Board of Directors of Sharp Corporation are as a rule held on a monthly basis to make decisions on matters stipulated by law and management-related matters of importance, as well as to supervise the state of business execution. The Company also has an Internal Control Committee, the Compensation Committee, and the Nominating Committee. These committees serve as advisory bodies to the Board of Directors. In addition, important transactions between the parent company group and Sharp Group are reviewed and approved by the Board of Directors, the majority of whom are independent outside directors, to determine the necessity, rationality, and appropriateness of the transaction in

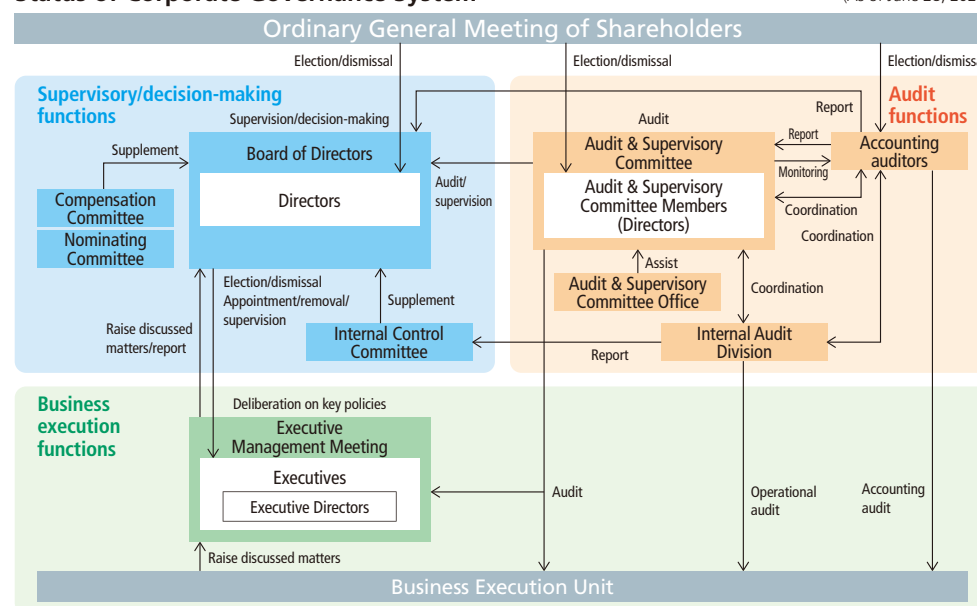
question before being submitted to the Executive Management Meeting for decision.

In addition to the Board of Directors, the Company has set up an Executive Management Committee whose members are executive officers (CEO, executive vice president, CFO). The Executive Management Meeting deliberates in an appropriate and timely manner on matters of importance related to corporate management and business operations. This committee facilitates prompt executive decision-making.

The Audit & Supervisory Committee is comprised of three directors, all of whom are outside directors having high levels of professional knowledge. Two of the Audit & Supervisory Committee members are independent directors and one member is a full-time Audit & Supervisory Committee member. The Audit & Supervisory Committee members hold regular meetings with executive directors, accounting auditors, the head of the Internal Audit Division and others to exchange opinions and endeavor to ensure that business is conducted legally, appropriately, and efficiently.

Status of Corporate Governance System

(As of June 28, 2023)



Organization Membership

(◎ : Committee chair) (As of October 1, 2023)

Title	Name	Board of Directors	Audit & Supervisory Committee	Executive Management Meeting	Nominating Committee	Compensation Committee	Internal Control Committee
President & CEO, Member of the Board	Po-Hsuan Wu	◎		◎	○	○	◎
Executive Vice President, Member of the Board	Masahiro Okitsu	○		○			○
Member of the Board(Outside Director)	Limin Hu	○					
Member of the Board(Outside Director)	Steve Shyh Chen	○					
Member of the Board(Outside Director)*	Hsu-Tung Lu	○	◎				○
Member of the Board(Outside Director)*	Yasuo Himejiwa	○	○		○	○	○
Member of the Board(Outside Director)*	Yutaka Nakagawa	○	○		◎	◎	○
Executive Vice President & CFO	Hsin-Shu Chen			○			○
Executive Managing Officer	Taimi Oketani			○			
Executive Managing Officer	Yoshio Kosaka			○			○
Executive Managing Officer	Chien-Erh Wang			○			
Executive Managing Officer	Mototaka Taneya			○			
Executive Officer	Yasufumi Sugahara			○			
Executive Officer	Tetsuji Kawamura			○			
Executive Officer	Yoshiro Nakano			○			

* Member of Audit & Supervisory Committee

Appointment of Outside Directors

(As of June 28, 2023)

Name	Member of Audit & Supervisory Committee	Independent Director	Reason for selection	Attendance at Board/ Committee in fiscal 2022 (Meetings attended/ No. of meetings held)
Hsu-Tung Lu	○		Mr. Lu has worked for many years in accounting operations. Given his wealth of experience and knowledge based on his professional experience, we have determined that he is well suited to serve as an outside director at Sharp.	Board of Directors (13/13) Audit & Supervisory Committee (18/18)
Yasuo Himeiwa	○	○	Mr. Himeiwa has worked for many years in the accounting business. Given his wealth of professional experience and knowledge, we have determined that he is well suited to serve as an outside director at Sharp. Further, we have designated Mr. Himeiwa as an independent director based on the Standards for Independence of Outside Directors.	Board of Directors (13/13) Audit & Supervisory Committee (18/18) Nominating Committee (3/3) Compensation Committee (6/6)
Yutaka Nakagawa	○	○	Mr. Nakagawa has worked for many years in the audio visual equipment and semiconductor businesses, etc. Given his experience in corporate management as an executive officer and his wealth of professional experience and knowledge, we have determined that he is well suited to serve as an outside director at Sharp. Further, we have designated Mr. Nakagawa as an independent director based on the Standards for Independence of Outside Directors.	Board of Directors (13/13) Audit & Supervisory Committee (18/18) Nominating Committee (3/3) Compensation Committee (6/6)
Limin Hu		○	Mr. Hu has been involved in management as a co-founder of the FinTech company Ellie Mae Inc. Given his wealth of experience and knowledge, we have determined that he is well suited to serve as an outside director at Sharp. Further, we have designated Mr. Hu as an independent director based on the Standards for Independence of Outside Directors.	—
Steve Shyh Chen		○	Mr. Chen has been involved in the founding of many businesses, including YouTube Inc. Given his wealth of experience and knowledge as an entrepreneur, we have determined that he is well suited to serve as an outside director at Sharp. Further, we have designated Mr. Chen as an independent director based on the Standards for Independence of Outside Directors.	—

Director Remuneration

Disclosure Status of Remuneration for Each Director, and Policy for Deciding Remuneration Amount or Calculation Methods

Regarding remuneration for directors (excluding directors on the Audit & Supervisory Committee), the Ordinary General Meeting of Shareholders, held June 27, 2023, resolved to cap cash remuneration at ¥500 million per fiscal year (of which a maximum of ¥50 million may be paid to outside directors).

The Company grants restricted stock as nonmonetary remuneration or stock acquisition rights as stock options to directors, up to a limit of ¥300 million (150,000 shares or 1,500 units) per fiscal year, of which a maximum of ¥30 million (15,000 shares or 150 units) may be granted to outside directors. This allows us to better align values between Sharp directors and shareholders, as well as to strengthen the sense of responsibility and increase motivation related to corporate performance.

The Compensation Committee, delegated authority by the Board of Directors, determines monetary remuneration for individual directors (excluding members of the Audit & Supervisory Committee) within the scope approved by the Ordinary General Meeting of Shareholders. The Compensation Committee provides advice regarding nonmonetary remuneration, which is determined by a resolution of the Board of Directors in consideration of said advice.

Monetary remuneration is limited to ¥100 million per fiscal year for directors who are Audit & Supervisory Committee members per resolution of the Ordinary General Meeting of Shareholders, held June 29, 2021.

To better align values between Sharp directors who are members of the Audit & Supervisory Committee and shareholders, the Company grants restricted stock as nonmonetary remuneration separate from the framework for monetary remuneration to directors who are members of the Audit & Supervisory Committee, up to a limit of ¥60 million (30,000 shares) per fiscal year. This remuneration is designed to improve a greater awareness of the need for complete and comprehensive audits, to prevent loss of corporate value, and to maintain trust in the company.

The Ordinary Meeting of General Shareholders approves the scope of monetary and nonmonetary remuneration for individual directors who are members of the Audit & Supervisory Committee, the amounts of which are then determined according to discussions among directors who are members of the Audit & Supervisory Committee.

Remuneration, etc., for Sharp directors (excluding directors who are members of the Audit & Supervisory Committee) for the fiscal year ended March 31, 2023 was ¥183 million (six directors, including three directors who retired during the term). Remuneration, etc., for directors who are members of the Audit & Supervisory Committee was ¥67 million (three outside directors).

The company does not disclose remuneration for individual directors.

Ongoing Development of the Internal Control System

In May 2006, the Board of Directors passed a resolution to adopt the Basic Policy for Internal Control (final revision in August 2022). Sharp is currently engaged in the development and operation of internal control systems in accordance with this Basic Policy. The Internal Control Committee, which serves as an advisory body to the Board of Directors, deliberates on basic policies regarding internal controls, internal audits, and the status of internal controls-related policies and operations. The committee reports on or refers matters to the Board of Directors as necessary. Sharp has established departments to supervise and implement measures and initiatives related to internal controls on a company-wide

basis. Sharp has also established an independent internal audit division to evaluate the effectiveness of internal control and provide feedback on a continuing basis.

To enhance compliance throughout the Group, Sharp introduced the Sharp Group Charter of Corporate Behavior, a set of principles to guide corporate behavior, and the Sharp Code of Conduct, which clarifies the conduct expected of all directors, executives, and employees of Sharp. Disseminating these throughout the Company and conducting annual trainings fosters a mindset of preventing problems before they occur. In accordance with the basic rules of compliance, Sharp is also developing a companywide

compliance promotion system. Sharp is also formulating the Sharp Group Compliance Guidebook which points out specific standards for items to be observed, prohibited items, and actions to be taken by all directors, executives, and employees. This is being provided to the whole company in order to ensure thorough compliance.

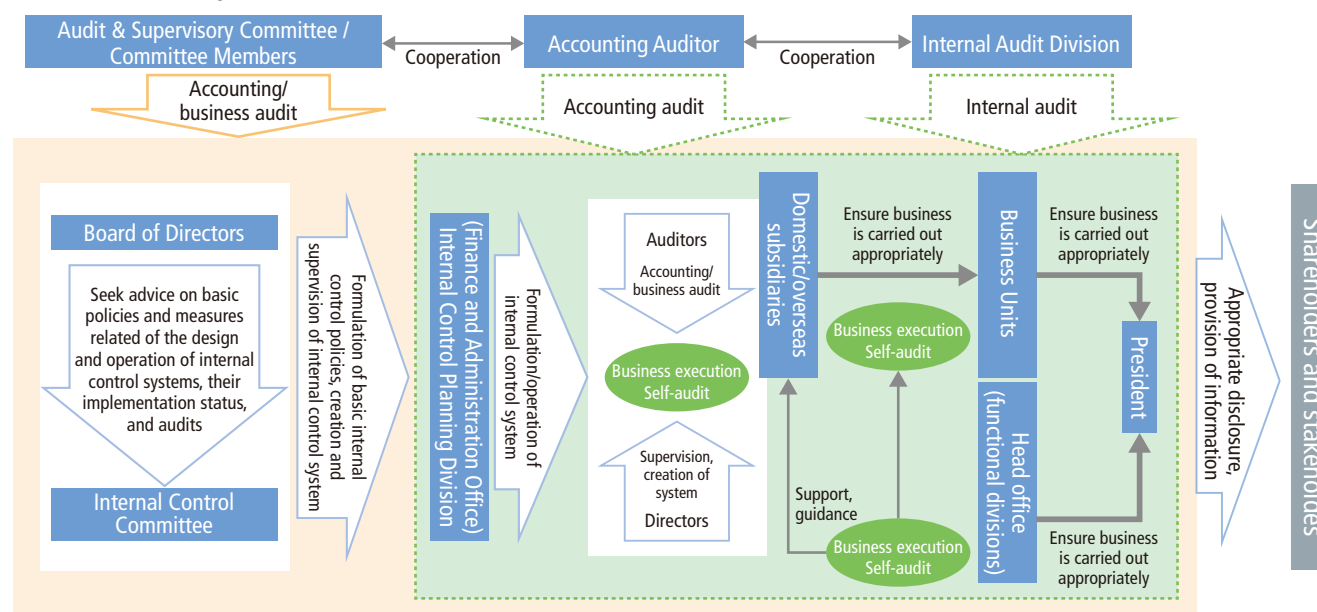
On the subject of compliance-related whistleblowing systems, we have established the Crystal Hotline to handle various issues regarding compliance, including organizational or individual violations of the law or ethics, and the workplace occurring at Sharp or domestic subsidiaries as well as the Competition Law Hotline to handle issues regarding competition laws.

These hotlines have been established both internally and externally (making use of advisory law firm services) in keeping with the Whistleblower Protection Act and may be used by any employees or temporary employees of the Sharp Group in Japan, or employees of its business partners, etc*. In addition, our major overseas bases have also established similar whistleblowing and consultation facilities.

To deal comprehensively and systematically with a wide range of business risks, Sharp formulated its Business Risk Management Guidelines for the prevention of risk and for the swift response to any emerging risks.

* Business partners may only use the Crystal Hotline.

Internal Control System (As of June 2023)



Risk Factors

Listed below are the principal business risks of Sharp that may have a significant influence on investors' decisions and countermeasures.

Note that in addition to these, there exist certain other risks that are difficult to foresee.

Each of these risks has the potential to impact the operations, business results, and financial position of Sharp.

All references to possible future developments in the following text were made by Sharp as of March 31, 2023 (or June 28, 2023 as appropriate).

(1) Global market trends and overseas businesses (Risk)

Sharp conducts its business not only in Japan but also in different regions around the world. Business results and financial position are thus subject to economic trends (especially private consumption and corporate capital investment trends), competition with other companies, product demand, raw material supply, and price fluctuations in each region around the world, including Japan.

At present, the performance and financial position of Sharp may be adversely affected by the economic slowdown resulting from the prolonged situation in Ukraine, global inflation, and monetary tightening in various countries.

(Countermeasure)

Business units that control Sharp's overseas subsidiaries collect risk and other information that may impact Sharp's operations, including global market trends, in cooperation with their local

offices and make necessary operational decisions. Business results of the overseas subsidiaries and business units are reported to management regularly, and changes from those in the previous report are analyzed with prescribed necessary measures taken against risks.

(2) Exchange rate fluctuations (Risk)

The proportion of consolidated net sales accounted for by overseas sales was 67.2% in fiscal 2021 and 68.6% in fiscal 2022. Sharp sells products made overseas in the Japanese market, and also sells products in countries where it does not manufacture the products. Therefore, Sharp's business results may be impacted by exchange rate fluctuations.

(Countermeasure)

Sharp hedges the risk of exchange rate fluctuations by employing forward exchange contracts and expanding and strengthening optimally located production.

(3) Dependence on certain businesses, products, and clients (Risk)

Sharp's device businesses account for nearly half of Sharp's sales. Accordingly, Sharp's earnings may be impacted negatively by factors including slowing customer demand for related products, falling product prices, or increasing competition due to the emergence of substitute or competitive

products, or the emergence of new competitors.

Sharp's device businesses have high dependence on a small number of specific clients for the sales of some of their products. Sharp's business results and financial position could be affected if sales to such important clients languish due not to only factors related to Sharp's products but reasons outside of Sharp's control. These include declining demand for the clients' products, changes in product specifications, and changes in the clients' sales strategies.

(Countermeasure)

Sharp aims to gain superior competitive advantages by accelerating a business model shift achieved by launching new high value-added service solutions; accelerating the global business expansion; and simultaneous entry to the B2C and B2B markets, in addition to maintaining and expanding the existing business segments by expanding the traditional hardware business.

(4) Strategic alliances and collaborations (Risk)

Sharp has forged strategic alliances and collaborations with other companies in order to enhance corporate competitiveness, improve profitability, and bolster the development of new technologies and products in various business fields. If, however, any strategic issues with such strategic partners or other business issues arise, or goals change, it may become difficult to maintain such alliances and collaborative ties with these companies, or to generate adequate results. In such

cases, Sharp's business results and financial position may be impacted.

(Countermeasure)

Sharp believes that importance of strategic alliances and collaborations will grow in the future. To lead them to success, Sharp thoroughly verifies the business strategic necessity, profitability, and financial appropriateness beforehand at the stage of executing strategic alliances and collaborations, and makes decisions after deliberation at the Executive Management Meeting and the Board of Directors.

After executing them, Sharp monitors the progress of the alliances and collaborations under close cooperation with the relevant business units, and reports to management early if it is determined that the expected results cannot be achieved, to ensure that measures can be taken to minimize the impact they may have on Sharp's business results and financial position.

(5) Relations with parent company group (Risk)

The equity investments from our parent company group (including Hon Hai Precision Industry, subsidiaries, and affiliates) allowed Sharp to invest in growth, and to pursue operational synergies using the technological, productivity, and cost capabilities of our parent company group. However, we cannot guarantee that operational synergies between Sharp and the parent company group will occur as envisioned.

A change in the parent company group's

Risk Factors

business strategies or competitive relationship with the parent company group arising in the future may adversely affect Sharp's operations, business results, and financial position.

Decision making of important matters, such as management policy and business development may be biased by the parent company group and maintaining our independence and autonomy may not be possible.

(Countermeasure)

Sharp conducts business operations by maximizing operational synergies with the parent company group while fully respecting independence and autonomy between both entities and in close cooperation with the parent company group. Sharp identifies areas where Sharp can create synergy effects with the parent company group, such as its operational efficiency improvement and expansion of its sales and profits, and Sharp appropriately verifies the expected synergies in those areas in cooperation with the parent company group in an effort to implement them.

The parent company group engages mainly in outsourced production of electronic equipment, and given that our manufactures and sells telecommunications equipment, electrical appliances, and general electronics application equipment and components under the Sharp and other our brands. We believe that there is no competition within the parent group that would impact group businesses in conflict. Therefore, Sharp believes that there is no competition in the parent company group that may impact Sharp's operations.

Sharp strives to grow, develop, and improve its

performance in close cooperation with the parent company group, while fully respecting independence and autonomy between both entities. Sharp recognizes that working together with the parent company group to increase Sharp's operational efficiency and expand its sales and profits will benefit the interests of non-controlling shareholders.

(6) Dealings with suppliers

(Risk)

Sharp procures materials and receives services from a large number of business partners. However, there is a risk that business partners may suffer deterioration in performance due to slumping demand or severe price erosion, unexpected M&A, or natural disasters or accidents. They may also be affected by the U.S.-China trade friction, the situation in Ukraine, rising raw materials prices and energy costs, legal regulations concerning human rights environmental issues such as the problem of conflict minerals in the supply chain, shortages in semiconductors due to strong demand, or limited suppliers with the capability of providing certain material provisions. Due to these and other factors, Sharp may be unable to access sufficient supplies of materials/parts from procurement sources.

In such an event, Sharp may be forced to do business with alternative suppliers subject to conditions less favorable than with its current suppliers, or Sharp may be unable to find an alternative supplier in a timely manner. Any of these factors could lead to increases in costs and/or delays in deliveries

to customers, which may adversely affect Sharp's business results and financial position.

(Countermeasure)

Sharp conducts business with suppliers after carrying out thorough credit checks. Additionally, Sharp has introduced a supply chain CSR management system to address risks in the supply chain, and regularly evaluates suppliers at domestic and overseas production sites, providing thorough education and guidance. Furthermore, in order to ensure a stable supply of parts and materials and to optimize costs of procurement, Sharp is strengthening partnerships with suppliers such as for long-term quotas, and is also promoting purchasing from multiple companies.

(7) Other factors affecting financial position

(Risk)

Sharp raises funds through borrowings from financial institutions such as banks. The debt to total assets ratio is 39.9% as of fiscal year ending March 31, 2023. Sharp might become subject to restrictions on how it uses its cash flows in order to repay debt, and also face the possibility of an increase in expenses due to rising interest rates. Sharp has the possibility of increases in fund raising costs as well as limitations on fund raising. This may be because necessary funds cannot be raised at the required time with adequate conditions, including for the refinancing of existing debt. These factors may affect Sharp's business results and financial position.

Sharp has borrowing agreements with multiple

financial institutions, and some of the agreements entail financial covenants. Sharp may forfeit the benefit of time with respect to such borrowings at the request of the lender's financial institution due to any of the following reasons: (1) If consolidated net assets fall below the levels specified under such financial covenants, (2) if Sharp fails to undertake faithful consultations in the event that its consolidated operating profit and profit attributable to owners of parent fall below specified levels, (3) if its consolidated ordinary profit cannot be kept at certain levels, or (4) if Sharp or any of our consolidated subsidiaries becomes insolvent.

Sharp's dependence on borrowings, credit ratings reduction caused by it, or deterioration of Sharp's financial position may work to its disadvantage with respect to competition with other companies with robust financial positions, and contract-related issues could also arise between Sharp and its lenders or business partners.

(Countermeasure)

Sharp's major lending institutions are Mizuho Bank, Ltd. and MUFG Bank, Ltd. As necessary, Sharp consults with both banks about ways to improve its financial position and other matters. Sharp also shares information about its financial position with other financial institutions with which Sharp has borrowing agreements. Sharp has a system in place to discuss matters when necessary, keeps good relations with its correspondent financial institutions, and maintains and continues borrowings.

To procure stable funding, the Company syndicated loan agreement, which is the main borrowing

Risk Factors

agreement for the Group, is a long-term loan agreement through April 2026. We also entered into commitment line agreements with two main banks totaling 200,000 million yen in loans.

(Material events related to the going concern assumption)

In fiscal 2022 the Company recorded an impairment loss of 220,553 million yen mainly due to deteriorating market conditions for large LCD panels and other factors. As a result, net loss attributable to owners of the parent amounted to 260,840 million yen, and consolidated net assets decreased to 222,362 million yen, down 52.6% year on year. The insolvency of certain consolidated subsidiaries at the end of fiscal 2022 was a cause for which the lender financial institutions could claim for forfeiture of the benefit of time under the Company syndicated loan agreement. However, the lending institutions have agreed to not make this claim for forfeiture based on the occurrence of the said events, and we expect to continue our good business relationship with the lender as in the past.

On the business front, we aim to return to profitability from the fiscal year ending March 31, 2024. To do so, we will work towards achieving sustainable future growth and build a business structure centered on the brand business, accelerate the materialization of new businesses, and develop innovative technologies and devices that will enable us to “Be a Game Changer.”

We determined that there are no significant concerns about cash flow in working capital and investment funds for the time being, as the

impairment loss is not one that involves an outflow of funds. Although events and circumstances exist that may raise significant doubts about our premise of a going concern, no significant uncertainties have been identified. As such, Notes Related to the Going Concern Assumption is not applicable.

(8) Technological innovation

(Risk)

Rapid technological advancement and proper response to changes in the business areas where Sharp operates improves the competitiveness of Sharp's products and services, whereas insufficient response to the following items may adversely affect the growth and business results.

- Prediction and response to the technological advancement and rise and fall, and their social significance
- Selection and concentration in R&D, and proper resource allocation
- Technological enhancement for new areas
- Acceleration of R&D in collaboration with external partners

In addition, there are moves to strengthen export control of advanced technologies from the perspective of international security. Export restrictions on products containing more than a certain amount of added value from the targeted technologies could have an indirect impact on our business.

(Countermeasure)

Group research and development is not limited to mere improvement of technological standards,

but also focuses on creating technologies that solve issues arising with rapid changes in society, particularly in growth areas such as digital healthcare, carbon neutrality, and industry digital transformation. We advance the creation of new services and solutions by effectively utilizing our business foundation built to date to promptly implement necessary technologies in society. We also work to strengthen our technological capabilities and accelerate development through active collaboration outside the company. Through these initiatives, Sharp reduces risks associated with social changes and technological innovations, and aims to become a brand company that continues to grow sustainably through technological advancement.

In addition to complying with export and import control laws and regulations in the operational activities, Sharp executes control for export and import in conformance with laws and regulations as well as regulatory situation in each country and region in R&D to deal with the tightening of control of emerging technologies involving social platforms for global infrastructure, defense, security, and so on.

(9) Intellectual property rights

(Risk)

Sharp strives to protect its unique technologies by acquiring intellectual property rights in Japan and in other countries, and by concluding contracts with other companies. There may also be instances in which no rights are granted to the

group's patent applications, or where a third party launches litigation against Sharp, claiming infringement of intellectual property rights.

Resolution of cases may place a significant financial burden on Sharp. Furthermore, if a third party claim against Sharp is recognized, Sharp may be subject to damages, including by having to pay a large amount of compensation, or by having to cease using the technology in question.

In addition, intellectual property that Sharp holds may not result in a superior competitive advantage, or Sharp may not be able to make effective use of such intellectual property, such as when a third party infringes on the intellectual property rights of Sharp.

If any of the above problems related to intellectual property rights were to occur, it could impact Sharp's business results and financial position.

(Countermeasure)

Under recognition that the intellectual property rights are important assets for a company, Sharp strives to actively create intellectual properties, and tries to acquire strong rights by mainly using Sharp's subsidiary ScienBiziP Japan Co., Ltd., its intellectual property rights application and acquisition division.

Before releasing its products, Sharp checks the clearance of intellectual property rights by thoroughly checking the intellectual property rights of third parties, and at the same time, Sharp improves clearance accuracy by standardizing the clearance process. Thus, Sharp implements measures against the risk of infringing on the intellectual property rights of third parties.

Risk Factors

Further, Sharp maximizes the use of intellectual property rights in conjunction with the business and R&D strategies, and at the same time, protects its intellectual property rights and fully respects the intellectual property rights of third parties. In principle, Sharp resolves a dispute concerning an infringement of rights through dialogue, but if its intellectual property rights are not respected by a third party, Sharp does not hesitate to seek a judgment by a third party, such as a court.

(10) Product liability

(Risk)

Many of Sharp's products are for consumer use, and also incorporate innovative technologies. If defects arise in any of these products, Sharp may incur responsibility as a manufacturer and other obligations.

There is a risk of a large-scale product recall or litigation caused by unforeseen events, which may adversely affect Sharp's brand image or influence its business results and financial position.

(Countermeasure)

Sharp not only complies with public safety standards in each country to ensure the safety of its products but also improves safety by combining the risk assessment policy with its unique safety criteria. To ensure safety even if an unexpected problem arises, in particular criteria for inflammable structure, malfunction test, etc. were established, and they are revised when necessary to pursue a higher level of safety, and training is performed for internal stakeholders to ensure that

the safety criteria are understood and shared by the design and quality departments. Sharp has established a system to ensure safety to make sure that an emergency action can be taken quickly and appropriately when a problem arises. In order to fulfill its responsibility as a manufacturer in case product defects do arise, Sharp has taken out insurance to cover compensations based on product liability.

(11) Competition to secure skilled personnel **(Risk)**

Failure to secure skilled personnel in the technology and management fields could affect Sharp's business results and financial position.

(Countermeasure)

Sharp implements the following measures to secure skilled personnel in the technology and management fields.

Sharp actively hires new graduates in order to acquire new talents according to its business policies. Sharp also actively hires experienced personnel in order to secure core personnel responsible for new businesses.

Sharp created education and training programs that allow all employees to acquire basic and professional knowledge by self-driven learning to develop professional personnel who can fulfill their professional duties.

As a platform where diverse human resources can work with peace of mind, Sharp actively implements initiatives in consideration of the work-life balance of employees, such as creating various

programs to strike a balance between work and child upbringing/care/treatment.

(12) The impact of climate change **(Risk)**

Group business results and financial position could be affected by stricter regulations on greenhouse gas emissions, increased energy costs associated with the introduction of a carbon tax, and tighter measures to reduce greenhouse gas emissions. In addition, disasters caused by increasingly larger typhoons and greater precipitation due to climate change may cause production sites to suspend operations or interrupt parts supply.

(Countermeasure)

Sharp ensures compliance with existing regulations and standards. In addition, we strive to remain abreast of legal and regulatory trends and participate in policy-making opportunities. We also endeavor to reduce or minimize our cost burden by improving production efficiency and energy conservation. Further, Sharp has formulated a business continuity plan in the event that production sites or employees suffer damage from natural disasters. We maintain and improve our organization's business continuity capabilities through regular reviews and drills.

In addition to the risks above, there are various potential risks, including a risk of dealing with a large number of clients, capital investment risk, regulatory risk, or large-scale natural disaster risk.

There are other potential risks that are not mentioned in this section which may adversely affect Sharp's business results and financial position.

(Risk management system)

Sharp sees the risk management as "one of the important activities to fulfill our social responsibilities by growing the business sustainably and meeting the expectations of our stakeholders." Specifically, Sharp has established the Business Risk Management Guidelines as basic rules for the risk management, created a company-wide risk management system in line with the guidelines, and selected risks that have significant impact on the business as "specific risks" and manages them.

To respond to changes in the business and market environments, Sharp considers adding or changing specific risks every fiscal year for all specific risks, and reviews, scores, and prioritizes the added or changed specific risks. The functional department that manages company-wide risks works together with business units in charge of managing their business segments to minimize and mitigate risks and take the necessary measures to prevent them. In addition, in case a specific risk arises, the department where the incident arises reports it to the internal control department that serves as risk management secretariat as well as management, works together with the relevant departments to respond to the relevant incident, and, when necessary, considers company-wide improvement measures to prevent recurrence.

Members of the Board and Executives

(As of October 1, 2023)

Members of the Board



Member of the Board
(Representative)
Po-Hsuan Wu



Member of the Board
(Representative)
Masahiro Okitsu



Member of the Board
Limin Hu
○ ■



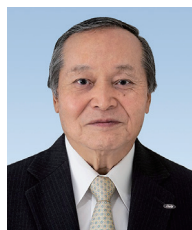
Member of the Board
Steve Shyh Chen
○ ■



Member of the Board
(Member of Audit & Supervisory Committee)
Hsu-Tung Lu
○



Member of the Board
(Member of Audit & Supervisory Committee)
Yasuo Himejiwa
○ ■



Member of the Board
(Member of Audit & Supervisory Committee)
Yutaka Nakagawa
○ ■

○ Outside Directors
■ Independent Directors

Skills Matrix

Name	Corporate management and business strategy	International business and overseas expertise	Engineering and technology	Finance and accounting	Risk management and compliance
Po-Hsuan Wu	○	○			○
Masahiro Okitsu	○	○	○		○
Limin Hu	○	○	○		
Steve Shyh Chen	○	○	○		
Hsu-Tung Lu		○		○	○
Yasuo Himejiwa		○		○	○
Yutaka Nakagawa	○	○	○		○

Executives

President & Chief Executive Officer	Po-Hsuan Wu
Executive Vice President	Masahiro Okitsu
Executive Vice President & Chief Financial Officer	Hsin-Shu Chen
Executive Managing Officer	Taimi Oketani
Executive Managing Officer	Yoshio Kosaka
Executive Managing Officer	Chien-Erh Wang
Executive Managing Officer	Mototaka Taneya
Executive Officer	Yasufumi Sugahara
Executive Officer	Tetsuji Kawamura
Executive Officer	Yoshiro Nakano

Financial Section

- 25 Financial Review
- 28 Consolidated Balance Sheets
- 29 Consolidated Statements of Operations
- 29 Consolidated Statements of Comprehensive Income
- 30 Consolidated Statements of Changes in Equity
- 31 Consolidated Statements of Cash Flows
- 32 Notes to Consolidated Financial Statements
- 70 Consolidated Subsidiaries

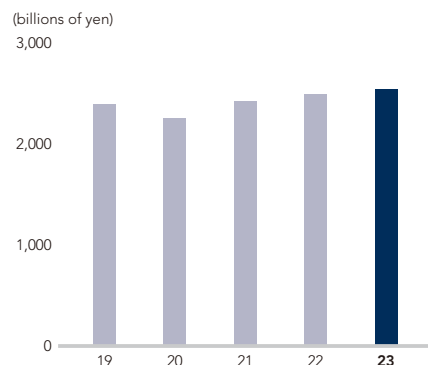
Financial Review

Sharp Corporation and Consolidated Subsidiaries

Net Sales

Consolidated net sales for the fiscal year ended March 31, 2023 amounted to ¥2,548,117 million, up ¥52,529 million (2.1%) year on year.

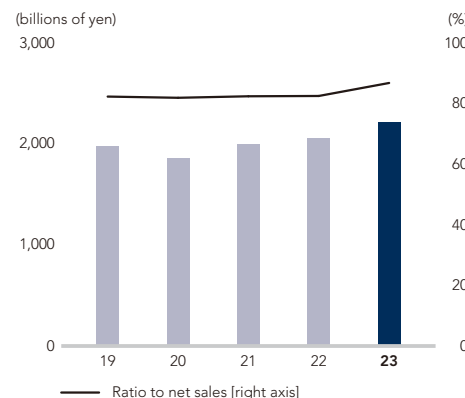
Net Sales



Financial Results

Cost of sales increased ¥153,420 million to ¥2,217,285 million, while our cost of sales ratio increased from 82.7% to 87.0% year on year.

Cost of Sales



Selling, general and administrative (SG&A) expenses increased ¥9,544 million to ¥356,550 million. The ratio of SG&A expenses against net sales increased from 13.9% to 14.0% year on year. SG&A expenses included salaries and allowances of ¥121,538 million, retirement benefit expenses of ¥3,188 million, transportation and storage costs of ¥44,606 million, and research and development expenses of ¥17,013 million.

As a result, operating loss amounted to ¥25,719 million, compared to operating profit of ¥84,716 million in the previous fiscal year.

Non-operating income decreased ¥9,355 million to ¥40,683 million due to a decrease in share of profit of entities accounted for using equity method and foreign exchange gains, while

non-operating expenses increased ¥25,661 million to ¥45,451 million due to the recording of share of loss of entities accounted for using equity method.

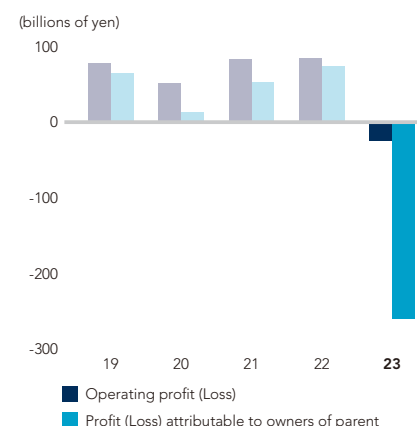
Extraordinary income increased ¥6,839 million to ¥19,833 million, mainly due to the recording of gain on step acquisitions, etc. Extraordinary losses increased ¥190,232 million to ¥228,389 million, mainly due to an increase in impairment losses.

As a result, loss before income taxes totaled ¥239,043 million, compared to profit before income taxes of ¥89,802 million in the previous fiscal year.

Loss attributable to owners of parent amounted ¥260,840 million compared to profit attributable to owners of parent of ¥73,991 million in the previous fiscal year.

Loss per share of common stock was ¥407.31.

Operating Profit (Loss)/ Profit (Loss) Attributable to Owners of Parent



Segment Information

<Brand Businesses>

[Smart Life]

Sales increased 5.1% year on year to ¥468,743 million. Sales in the white goods business increased, even though market conditions in Japan, ASEAN, and other regions around the world began to weaken in the second half. Sales of cooking appliances rose significantly in Europe and the Americas, and washing machines increased due to strong performance of drum washing machines, etc. In addition, sales in the energy solution business increased, driven by the overseas EPC business and household products in Japan. Segment income decreased 41.6% year on year to ¥28,209 million, mainly due to a soaring raw materials prices and a decline in profit from the domestic white goods business caused by weakening of the yen.

[8K Ecosystem]

Sales increased 4.3% year on year to ¥591,832 million. Sales in the business solutions business rose more than 10% year on year. The MFP business and smart office business grew significantly in Europe, the Americas, and Asia. In addition, information displays saw growth in Europe and the Americas, and other regions. Meanwhile, sales in the TV business declined due to deteriorating market conditions. Segment income decreased 46.2% year on year to ¥13,421 million. Business solutions business posted higher profit by shifting toward high-value-added offerings. Meanwhile, TV business recorded a lower profit due to the impact of a decrease in sales and the

Financial Review

recording of one-time expenses.

[ICT]

Sales increased 0.6% year on year to ¥325,873 million. Sales in the mobile communication business increased due to a sales expansion of high-end models as we expanded our lineup of smartphones. Meanwhile, sales in the PC businesses decreased due to weak global demand. Segment loss amounted to ¥5,530 million compared to segment profit of ¥4,038 million in the previous fiscal year. This was mainly due

to the weakening of the yen. However, ICT began profit improvement initiative ahead of other businesses, including structural reforms in Europe and improved product mix. These measures resulted in net operating profit for the mobile communication business and the PC business in the second half.

<Device Businesses>

[Display Device]

Sales decreased 11.6% year on year to ¥759,953 million. While panels sales grew for automotive,

sales of panels for smartphones and PCs declined due to challenging market condition. Segment loss amounted to ¥66,482 million compared to segment profit of ¥20,316 million in the previous fiscal year. This was mainly due to lower sales and the impact of large-size display business.

[Electronic Device]

Sales increased 19.8% year on year to ¥475,589 million, mainly due to the firm device sales for customer 2022 models. Segment income increased 111.8% year on year to ¥14,799 million, mostly as a result of higher sales.

By business segment, capital investment was ¥4,703 million for Smart Life, ¥9,710 million for 8K Ecosystem, ¥282 million for ICT, ¥14,262 million for Display Device, and ¥14,453 million for Electronic Device. Unallocated capital investment amounted to ¥1,102 million.

Depreciation and amortization increased by 24.3% to ¥94,547 million year on year.

Assets, Liabilities and Net Assets

Total assets at fiscal year-end amounted to ¥1,772,961 million, down ¥183,327 million from the previous fiscal year.

Sales by Segment

	Yen (millions)	
	2022	2023
Smart Life	¥ 446,192	¥ 468,743
8K Ecosystem	567,690	591,832
ICT	324,017	325,873
Display Device	859,674	759,953
Electronic Device	396,834	475,589
Subtotal	2,594,410	2,621,992
Adjustments	(98,822)	(73,875)
Total	2,495,588	2,548,117

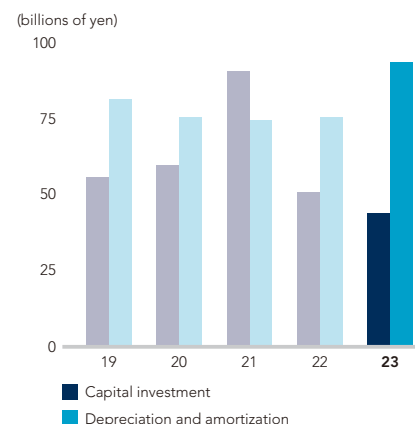
Segment Income (Loss) by Segment

	Yen (millions)	
	2022	2023
Smart Life	¥ 48,291	¥ 28,209
8K Ecosystem	24,966	13,421
ICT	4,038	(5,530)
Display Device	20,316	(66,482)
Electronic Device	6,988	14,799
Subtotal	104,601	(15,582)
Adjustments	(19,884)	(10,137)
Total	84,716	(25,719)

Capital Investment and Depreciation

Capital investment totaled ¥44,512 million, down 13.9% year on year, mainly due to the introduction of camera module production equipment.

Capital Investment/ Depreciation and Amortization



Assets

Beginning with the consolidated fiscal year ended March 31, 2023, we included Sakai Display Products Corporation ("SDP") in the scope of consolidation. Non-current assets and goodwill recorded in connection with this inclusion were subject to impairment, while Sharp Corporation's receivables, etc. from SDP, included in total assets at the end of the previous consolidated fiscal year, were eliminated in consolidation. These factors led to a decrease in total assets.

Current assets amounted to ¥1,087,087 million, down ¥143,540 million from the end of the previous fiscal year. This result was mainly due to the changes in cash and deposits, notes and accounts receivable-trade and contract assets, and inventories decreased by ¥25,302 million, ¥49,102 million, and ¥10,975 million, respectively from the end of the previous fiscal year. Notes and accounts receivable-trade and contract assets amounted to ¥438,057

Financial Review

million. Inventories amounted to ¥299,307 million. Within total inventories, finished goods increased ¥6,209 million to ¥171,835 million, work in process decreased ¥15,605 million to ¥76,908 million, and raw materials and supplies decreased ¥1,579 million to ¥50,564 million.

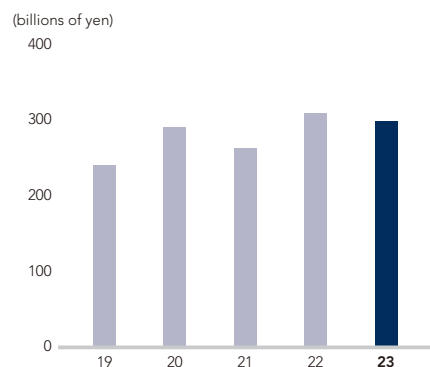
Property, plant and equipment decreased ¥29,003 million from the end of the previous fiscal year to ¥389,257 million.

Investments and other assets amounted to ¥260,770 million, down ¥4,343 million from the end of the previous fiscal year.

Liabilities

Current liabilities increased ¥74,364 million from the end of the previous fiscal year to ¥882,563 million. This result was mainly due to an increase of ¥109,596 in short-term borrowings from the end of the previous fiscal year, which was offset in part by a decrease of ¥50,494 million in notes and accounts payable-trade.

Inventories



Non-current liabilities decreased ¥10,785 million from the end of the previous year to ¥668,034 million. This result was mainly due to a decrease of ¥29,542 million in long-term borrowings.

Interest-bearing debt at fiscal year-end stood at ¥751,138 million, up ¥110,424 million from the end of the previous fiscal year.

Net Assets

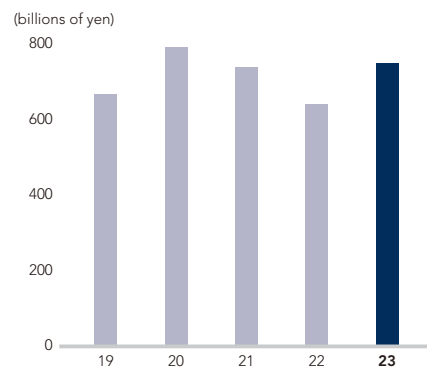
Net assets amounted to ¥222,362 million, down ¥246,906 million compared to the previous fiscal year-end balance of ¥469,269 million. This result was mainly due to a decrease in retained earnings by the recording of loss attributable to owners of parent.

Our equity ratio was 11.8%.

Cash Flows

Cash and cash equivalents were ¥206,612 million, down ¥32,746 million from the end of

Interest-Bearing Debt

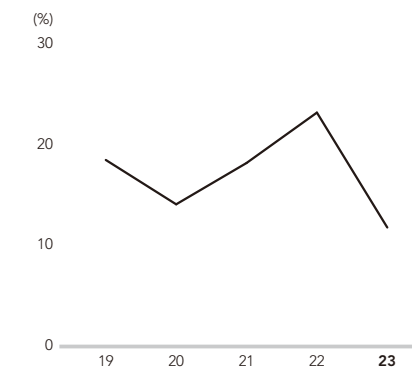


the previous fiscal year. The combined capital outflows from investing activities and financing activities exceeded the capital inflows from operating activities.

Cash provided by operating activities amounted to ¥14,746 million, down ¥60,411 million compared to cash provided of ¥75,157 million in the previous fiscal year. The reason for this decrease was mainly due to a decrease of ¥328,845 million in profit before income taxes, despite the changes in inventories increased by ¥66,820 million and trade receivables and contract assets increased by ¥48,452 million compared to the previous fiscal year.

Cash used in investing activities totaled ¥40,967 million, up ¥9,518 million compared to cash used of ¥31,448 million in the previous fiscal year. The result was mainly due to decreases of ¥2,249 million in proceeds from sale of investment securities and ¥3,647 million in proceeds from sale of businesses compared to

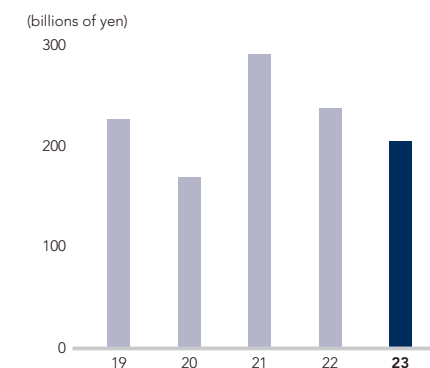
Equity Ratio



the previous fiscal year.

Cash used in financing activities was ¥18,483 million, down ¥105,807 million compared to cash used of ¥124,291 million in the previous fiscal year. This is mainly due to an increase of ¥128,347 million in net increase (decrease) in short-term borrowings, despite a decrease of ¥6,112 million in dividends paid compared to the previous fiscal year.

Cash and Cash Equivalents



Notes:

1. Sales figures by segment shown in Segment Information include internal sales and transfers among segments (Smart Life, 8K Ecosystem, ICT, Display Device, Electronic Device). Segment income figures are amounts before adjustment for inter segment trading.
2. Effective from the consolidated fiscal year ending March 31 2024, Sharp has amended its segment classification. Please refer to "20. Significant Subsequent Events (a) Segment reclassification", P.68, for information on net sales, income or loss of each reclassified reportable segment for the fiscal year ended March 31, 2023 based on the new segmentation.
3. Capital investment figures shown in Capital Investment and Depreciation include the amount of leased assets.

Consolidated Balance Sheets

Sharp Corporation and Consolidated Subsidiaries as of March 31, 2022 and 2023

	Yen (millions)	
	2022	2023
ASSETS		
Current Assets		
Cash and deposits (Notes 2 (c) and 6)	¥ 287,361	¥ 262,058
Notes and accounts receivable - trade and contract assets (Notes 2 (c), 2 (f), and 8)	487,160	438,057
Inventories (Notes 2 (b) and (c))	310,283	299,307
Other (Notes 2 (c) and 7)	148,165	90,713
Allowance for doubtful accounts	(2,342)	(3,049)
Total current assets	1,230,628	1,087,087
Non-current Assets		
Property, plant and equipment		
Buildings and structures (Note 2 (c))	689,458	695,180
Machinery, equipment and vehicles (Note 2 (c))	1,191,042	1,181,932
Tools, furniture and fixtures (Note 2 (c))	177,359	170,801
Land (Note 2 (c))	83,711	76,467
Construction in progress (Note 2 (c))	18,395	24,982
Other	48,109	57,352
Accumulated depreciation	(1,789,815)	(1,817,459)
Total property, plant and equipment	418,260	389,257
Intangible assets		
Software	25,954	23,322
Goodwill	8,439	6,284
Other	7,890	6,237
Total intangible assets	42,285	35,845
Investments and other assets		
Investment securities (Notes 2 (a), 2 (c), 8 and 9)	171,392	216,207
Retirement benefit asset (Note 12)	10,293	6,214
Deferred tax assets (Note 14)	22,391	18,127
Other (Notes 2 (c) and 7)	63,595	22,667
Allowance for doubtful accounts	(2,559)	(2,445)
Total investments and other assets	265,114	260,770
Total non-current assets	725,660	685,873
Total assets	¥ 1,956,288	¥ 1,772,961

	Yen (millions)	
	2022	2023
LIABILITIES		
Current Liabilities		
Notes and accounts payable — trade	¥ 379,394	¥ 328,899
Electronically recorded obligations — operating	42,980	42,973
Short-term borrowings (Notes 2 (c) and 11)	54,300	163,896
Lease liabilities	2,283	18,966
Accrued expenses	106,398	114,638
Provision for bonuses	18,506	15,791
Provision for product warranties	19,750	12,165
Provision for loss on litigation	12,288	614
Provision for sales promotion expenses	9,586	4,120
Provision for restructuring	174	1,024
Other (Notes 2 (c), 2 (f) and 11)	162,534	179,472
Total current liabilities	808,198	882,563
Non-current Liabilities		
Long-term borrowings (Notes 2 (c), 8 and 11)	572,270	542,727
Retirement benefit liability (Note 12)	73,630	72,019
Other (Notes 11 and 14)	32,919	53,287
Total non-current liabilities	678,820	668,034
Total liabilities	1,487,018	1,550,598
NET ASSETS		
Shareholders' equity		
Share capital	5,000	5,000
Capital surplus	108,623	148,929
Retained earnings	345,218	59,802
Treasury shares	(13,747)	(13,749)
Total shareholders' equity	445,094	199,982
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	20,169	26,469
Deferred gains or losses on hedges	1,835	475
Foreign currency translation adjustment	(9,085)	(2,266)
Remeasurements of defined benefit plans	(3,745)	(16,211)
Total accumulated other comprehensive income	9,173	8,467
Share acquisition rights (Note 5 (b))	304	293
Non-controlling interests	14,696	13,618
Total net assets	469,269	222,362
Total liabilities and net assets	¥ 1,956,288	¥ 1,772,961

The accompanying notes to consolidated financial statements are an integral part of these statements.

Consolidated Statements of Operations

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Years Ended March 31, 2022 and 2023

	Yen (millions)	
	2022	2023
Net Sales (Notes 3 (a), 16 and 17)	¥ 2,495,588	¥ 2,548,117
Cost of Sales (Notes 3 (b) and (d))	2,063,864	2,217,285
Gross profit	431,723	330,831
Selling, General and Administrative Expenses (Notes 3 (c) and (d))	347,006	356,550
Operating profit (loss) (Note 17)	84,716	(25,719)
Non-operating Income		
Interest income	2,583	2,681
Dividend income	1,543	1,533
Rental income from non-current assets	3,465	4,396
Foreign exchange gains	18,947	17,223
Share of profit of entities accounted for using equity method	3,630	—
Investment income	9,263	6,907
Other	10,605	7,942
Total non-operating income	50,038	40,683
Non-operating Expenses		
Interest expenses	4,448	9,296
Share of loss of entities accounted for using equity method	—	20,401
Other	15,342	15,753
Total non-operating expenses	19,790	45,451
Ordinary profit (loss)	114,964	(30,487)
Extraordinary Income		
Gain on sale of non-current assets (Note 3 (e))	5,124	7,126
Gain on receipt of donated non-current assets (Note 3 (f))	1,329	—
Gain on sale of investment securities	631	17
Gain on step acquisitions (Note 3 (g))	—	12,422
Gain on change in equity	—	261
Gain on bargain purchase	182	—
Gain on sale of businesses (Note 3 (h))	5,725	—
Gain on reversal of share acquisition rights	—	4
Total extraordinary income	12,993	19,833
Extraordinary Losses		
Loss on sale and retirement of non-current assets (Note 3 (i))	588	1,269
Impairment losses (Note 3 (j))	22,703	220,553
Loss on valuation of investment securities	77	138
Loss on sale of investment securities	7	—
Loss on sale of shares of subsidiaries and associates	268	—
Business restructuring expenses (Note 3 (k))	—	4,451
Settlement payments (Note 3 (l))	2,763	—
Provision for loss on litigation (Note 3 (m))	11,747	1,976
Total extraordinary losses	38,156	228,389
Profit (loss) before income taxes	89,802	(239,043)
Income Taxes (Note 14)		
Current	17,230	15,660
Deferred	(1,184)	6,950
Total income taxes	16,045	22,610
Profit (Loss)	73,756	(261,654)
Loss attributable to non-controlling interests	(234)	(814)
Profit (loss) attributable to owners of parent	¥ 73,991	¥ (260,840)

The accompanying notes to consolidated financial statements are an integral part of these statements.

Consolidated Statements of Comprehensive Income

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Years Ended March 31, 2022 and 2023

	Yen (millions)	
	2022	2023
Profit (Loss)	¥ 73,756	¥ (261,654)
Other Comprehensive Income:		
Valuation difference on available-for-sale securities	3,546	6,301
Deferred gains or losses on hedges	675	(1,345)
Foreign currency translation adjustment	29,409	14,868
Remeasurements of defined benefit plans, net of tax	13,996	(12,657)
Share of other comprehensive income of entities accounted for using equity method	2,368	(7,882)
Total other comprehensive income (Note 4)	49,996	(714)
Comprehensive Income	¥ 123,752	¥ (262,369)
Comprehensive income attributable to:		
Owners of parent	¥ 122,440	¥ (261,546)
Non-controlling interests	1,312	(822)

The accompanying notes to consolidated financial statements are an integral part of these statements.

Consolidated Statements of Changes in Equity

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Years Ended March 31, 2022 and 2023

	Yen (millions)												
	Shareholders' equity					Accumulated other comprehensive income							
	Share capital	Capital surplus	Retained earnings (Note 5 (c))	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Share acquisition rights (Note 5 (b))	Non-controlling interests	Total net assets
Balance at beginning of the year ended March 31, 2022	¥ 5,000	¥ 109,126	¥ 289,551	¥ (14,053)	¥ 389,624	¥ 16,617	¥ 1,086	¥ (39,362)	¥ (17,617)	¥ (39,275)	¥ 297	¥ 13,493	¥ 364,139
Changes during period													
Dividends of surplus			(18,324)		(18,324)								(18,324)
Profit attributable to owners of parent			73,991		73,991								73,991
Change in ownership interest of parent due to transactions with non-controlling interests		(216)			(216)								(216)
Purchase of treasury shares				(8)	(8)								(8)
Disposal of treasury shares		(286)		314	28								28
Net changes in items other than shareholders' equity						3,551	748	30,277	13,872	48,449	7	1,202	49,659
Total changes during period	—	(503)	55,667	306	55,470	3,551	748	30,277	13,872	48,449	7	1,202	105,129
Balance at end of the year ended March 31, 2022	¥ 5,000	¥ 108,623	¥ 345,218	¥ (13,747)	¥ 445,094	¥ 20,169	¥ 1,835	¥ (9,085)	¥ (3,745)	¥ 9,173	¥ 304	¥ 14,696	¥ 469,269

	Yen (millions)												
	Shareholders' equity					Accumulated other comprehensive income							
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Share acquisition rights (Note 5 (b))	Non-controlling interests	Total net assets
Balance at beginning of the year ended March 31, 2023	¥ 5,000	¥ 108,623	¥ 345,218	¥ (13,747)	¥ 445,094	¥ 20,169	¥ 1,835	¥ (9,085)	¥ (3,745)	¥ 9,173	¥ 304	¥ 14,696	¥ 469,269
Cumulative effects of changes in accounting policies			(143)		(143)								(143)
Restated balance	5,000	108,623	345,075	(13,747)	444,951	20,169	1,835	(9,085)	(3,745)	9,173	304	14,696	469,126
Changes during period													
Dividends of surplus			(24,432)		(24,432)								(24,432)
Loss attributable to owners of parent			(260,840)		(260,840)								(260,840)
Increase by share exchanges		40,337			40,337								40,337
Change in ownership interest of parent due to transactions with non-controlling interests		(31)			(31)								(31)
Purchase of treasury shares				(2)	(2)								(2)
Net changes in items other than shareholders' equity						6,300	(1,359)	6,818	(12,466)	(706)	(11)	(1,077)	(1,795)
Total changes during period	—	40,306	(285,273)	(2)	(244,968)	6,300	(1,359)	6,818	(12,466)	(706)	(11)	(1,077)	(246,763)
Balance at end of the year ended March 31, 2023	¥ 5,000	¥ 148,929	¥ 59,802	¥ (13,749)	¥ 199,982	¥ 26,469	¥ 475	¥ (2,266)	¥ (16,211)	¥ 8,467	¥ 293	¥ 13,618	¥ 222,362

Consolidated Statements of Cash Flows

Sharp Corporation and Consolidated Subsidiaries for the Fiscal Years Ended March 31, 2022 and 2023

	Yen (millions)	
	2022	2023
Cash Flows from Operating Activities:		
Profit (loss) before income taxes	¥ 89,802	¥ (239,043)
Depreciation	72,397	89,799
Interest and dividend income	(4,126)	(4,214)
Interest expenses	4,448	9,296
Share of loss (profit) of entities accounted for using equity method	(3,630)	20,401
Investment expenses (income)	(9,263)	(6,907)
Loss (gain) on sale and retirement of non-current assets	(4,535)	(5,857)
Gain on receipt of donated non-current assets	(1,329)	—
Impairment losses	22,703	220,553
Loss (gain) on valuation of investment securities	77	138
Loss (gain) on sale of investment securities	(623)	(17)
Loss (gain) on step acquisitions	—	(12,422)
Loss (gain) on change in equity	—	(261)
Gain on reversal of share acquisition rights	—	(4)
Loss (gain) on sale of businesses	(5,725)	—
Business restructuring expenses	—	4,451
Settlement payments	2,763	—
Provision for loss on litigation	11,747	1,976
Decrease (increase) in trade receivables and contract assets	(6,873)	41,579
Decrease (increase) in accounts receivable — other	(5,362)	2,207
Decrease (increase) in inventories	(21,466)	45,354
Increase (decrease) in trade payables	6,100	(82,201)
Other, net	(45,324)	(44,484)
Subtotal	101,778	40,343
Interest and dividends received	8,001	8,078
Interest paid	(4,453)	(8,918)
Income taxes (paid) refund	(27,425)	(13,946)
Payments for business restructuring	—	(998)
Settlement paid	(2,742)	(9,813)
Net cash provided by (used in) operating activities	75,157	14,746

	Yen (millions)	
	2022	2023
Cash Flows from Investing Activities:		
Payments into time deposits	(133,685)	(98,943)
Proceeds from withdrawal of time deposits	135,143	91,739
Purchase of property, plant and equipment	(47,590)	(43,565)
Proceeds from sale of property, plant and equipment	9,216	9,828
Purchase of intangible assets	(15,483)	(13,449)
Purchase of investment securities	(10,003)	(2,472)
Proceeds from sale of investment securities	2,440	191
Proceeds from sale of businesses (Note 6 (b))	4,267	619
Other, net	24,246	15,083
Net cash provided by (used in) investing activities	(31,448)	(40,967)
Cash Flows from Financing Activities:		
Net increase (decrease) in short-term borrowings	(102,493)	25,854
Proceeds from long-term borrowings	15,648	1
Repayments of long-term borrowings	(14,513)	(10,908)
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	(216)	—
Dividends paid	(18,312)	(24,425)
Other, net	(4,403)	(9,006)
Net cash provided by (used in) financing activities	(124,291)	(18,483)
Effect of Exchange Rate Change on Cash and Cash Equivalents	27,148	9,859
Net Increase (Decrease) in Cash and Cash Equivalents	(53,433)	(34,845)
Cash and Cash Equivalents at Beginning of Period	292,792	239,359
Increase in Cash and Cash Equivalents Resulting from Share Exchanges (Note 6(c))	—	2,099
Cash and Cash Equivalents at End of Period (Note 6 (a))	¥ 239,359	¥ 206,612

The accompanying notes to consolidated financial statements are an integral part of these statements.

Notes to Consolidated Financial Statements

Sharp Corporation and Consolidated Subsidiaries

1. Summary of Significant Accounting and Reporting Policies

(a) Basis of presenting consolidated financial statements

The accompanying consolidated financial statements of Sharp Corporation ("the Company") have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in conformity with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards ("IFRS").

The financial statements of the Company's overseas consolidated subsidiaries for consolidation purposes have been prepared in conformity with IFRS or generally accepted accounting principles in the United States of America ("US GAAP"), with adjustments for the specified five items where applicable according to Practical Issues Task Force No. 18 "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements".

The accompanying consolidated financial statements have been translated into English (with no reclassifications) from the consolidated financial statements of the Company prepared in accordance with Japanese GAAP and filed with the appropriate local Finance Bureau of the Ministry of Finance as required by the Japanese Financial Instruments and Exchange Act.

In preparing the accompanying consolidated financial statements and notes, Japanese yen figures less than one million yen have been rounded down to the nearest million yen. Therefore, total or subtotal amounts shown in the accompanying consolidated financial statements and notes thereto are not necessarily equal to the sum of individually presented amounts.

(b) Principles of consolidation

The accompanying consolidated financial statements include the accounts of the Company and 118 companies over which the Company has power of control through the holding of majority voting rights or with the existence of other certain conditions. Investments in 1 nonconsolidated subsidiary and 16 affiliates on which the Company has significant influence regarding their operating and financial policies are accounted for using equity method.

Changes in the consolidated subsidiaries for the fiscal year ended March 31, 2023 were as follows:

(Included in scope)

Sakai Display Products Corporation

And 1 other

(Excluded from scope)

Midshire Business Systems Ltd.

Change in the nonconsolidated subsidiaries and affiliates accounted for using equity method for the fiscal year ended March 31, 2023 was as follows:

(Excluded from scope)

Lacamas Life Sciences, Inc.

Sharp India Ltd. is the main nonconsolidated subsidiary.

Sharp Tokusen Industry Co., Ltd. is the main nonconsolidated subsidiary not accounted for using equity method.

(c) Investment securities

Other securities

Securities other than shares with no available market prices

Valued at fair market value (All valuation differences are directly charged or credited to net assets, with the cost of sales calculated primarily using the periodic average method.)

Shares with no available market prices

Valued primarily by the periodic average method.

Regarding the investments in partnerships, the Company and its consolidated subsidiaries recognize their share in the profits or losses resulting from the operations of the partnerships as non-operating income or expenses, and reflect such income or expenses to the balance of investment securities.

(d) Derivative financial instruments

Derivative financial instruments are stated at fair value.

(e) Inventories

Inventories held by the Company and its domestic consolidated subsidiaries are primarily measured at moving average cost. Inventories are written down when their profitability decreases. Inventories held by overseas consolidated subsidiaries are measured at the lower of moving average cost and net realizable value.

(f) Depreciation and amortization

For the Company and its domestic consolidated subsidiaries, depreciation of property, plant and equipment other than leased assets and right-of-use assets is computed by the declining-balance method.

Meanwhile, machinery and equipment at the LCD plants in Mie and Kameyama and a part of the Sakai Plant are depreciated by the straight-line method.

Buildings (excluding facilities attached to buildings) acquired on or after April 1, 1998, and facilities attached to buildings and structures acquired on or after April 1, 2016 are depreciated by the straight-line method.

Notes to Consolidated Financial Statements

Property, plant and equipment at overseas consolidated subsidiaries are depreciated by the straight-line method.

Amortization of intangible assets (excluding leased assets) is computed by the straight-line method.

Software used in-house is amortized by the straight-line method over the estimated useful life of principally 5 years, and software embedded in products is amortized over the forecasted sales quantity.

Depreciation of leased assets related to finance lease transactions that transfer ownership is computed by the same method as applied to non-current assets owned by the Company.

Depreciation of leased assets related to finance lease transactions that do not transfer ownership is computed by the straight-line method with the lease period as the useful life and the residual value as zero.

Right-of-use assets are depreciated by the straight-line method over the shorter of the useful life of the asset or the term of the lease.

(g) Allowance for doubtful accounts

The Company and its consolidated subsidiaries accrue possible credit losses regarding monetary claims and other receivables.

The estimated amounts of allowance for general receivables are primarily determined based on the historical bad debt ratio. The estimated amounts of allowance for particular receivables, including those from debtors at risk of bankruptcy are consider of recoverable amounts on a case-by-case basis.

(h) Provision for bonuses

The Company and its consolidated subsidiaries accrue estimated amounts of employees' bonuses based on the estimated amounts to be paid in the subsequent period which relate to their performance in the current period.

(i) Provision for product warranties

The Company and its consolidated subsidiaries accrue the estimated amounts of future warranty based on the past experiences, so as to prepare for possible expenses related to after-sales service within the warranty period in respect of sales recorded prior to the balance sheet date.

(j) Provision for loss from litigation

The Company and its consolidated subsidiaries accrue the estimated amount deemed to be necessary for possible future losses from lawsuits.

(k) Provision for sales promotion expenses

The Company and its consolidated subsidiaries accrue sales promotion expenses based on estimated amounts to be paid to agencies and dealers in the subsequent period in respect of revenue recorded by the balance sheet date.

(l) Provision for restructuring

The Company and its consolidated subsidiaries accrue the estimated amounts of restructuring to prepare for future expenses related to structural reform.

(m) Defined benefit pension plan

The estimated amount of defined benefit pension plans to be paid at future retirement dates is allocated to each service year based on the plan's benefit formula.

Past service costs are amortized primarily by the straight-line method over the average remaining service period of employees (9 years) commencing from the current period. Actuarial gains and losses are primarily amortized by the straight-line method over the average service period of employees (9 years) commencing from the period following that in which the gain or loss was incurred.

(n) Major recognition criteria for revenues and expenses

The Group recognizes revenue based on the following five-step approach.

Step 1: Identify a contract with customer

Step 2: Identify the performance obligations in the contract

Step 3: Determine the transaction price

Step 4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when the Group satisfies a performance obligation

Details of the main performance obligations related to revenue from contracts with customers in the Group's key businesses and the point of time when such performance obligations are typically satisfied (the point of time when revenues are usually recognized) are as follows.

The Group manufactures and sells telecommunications equipment, electrical equipment and electronic application equipment, and electronic components. In principle, revenue from these transactions is recognized at the point in time when the customer obtains control of products delivered by the Group as the performance obligation is deemed to have been satisfied by then. At that point in time, the legal title to the products, physical possession, and significant risks and rewards of ownership of the products are transferred to the customer, and the Group is entitled to receive payment for the transaction. For some domestic sales, revenue is recognized upon shipment if the period of time from the shipment to the completion of the transfer of control of the products to the customer is considered to be normal.

The Group is also engaged in contracted construction in addition to maintenance and warranty services that are mainly related to products. In these transactions, the Group transfers goods or services to customers over time to satisfy performance obligations. Thus, in principle, revenue is recognized according to the degree of progress towards complete satisfaction or over time for the service period.

Revenue is measured in the amount of consideration that the Group expects to be entitled in return for the transfer of products or services to the customers (hereinafter, "transaction price"). In determining a transaction price, if the consideration promised with the customer includes a variable component

Notes to Consolidated Financial Statements

(hereinafter, “variable consideration”), the transaction price is estimated by subtracting any variable considerations. The amount of a variable consideration is included in the transaction price only to the extent that it is highly probable that the subsequent resolution of uncertainty concerning the amount of the variable consideration will not result in a significant reversal in the cumulative revenue recognized until then.

When multiple performance obligations, such as product and warranty services, are identifiable in a contract, a transaction price is allocated to each performance obligation primarily based on the ratio of observable stand-alone selling prices.

If a product warranty provides a customer with a service beyond the assurance that the product complies with agreed-upon specifications, it is treated as a separate performance obligation. A portion of the transaction price is allocated to that performance obligation and revenue is recognized over the extended warranty period.

The Group determines whether it acts as a principal or an agent in a transaction based on whether the Group controls the promised product or service before transferring to the customer. When the Group is deemed to be involved as an agent, the Group recognizes revenue at the net amount of consideration that the Group retains after paying the other party the consideration received in exchange for goods or services to be provided by that party.

Considerations for transactions related to the sale of products, etc., contracted construction, and the provision of warranty or other services is usually received within approximately one year from the time each performance obligation is satisfied. The Group applies exemption rule to these contracts, and no adjustments for financing components have been made.

(o) Hedge accounting

The Company and some of its consolidated subsidiaries use derivative financial instruments, including foreign exchange forward contracts in order to hedge the risk exposure arising from fluctuations in foreign currency exchange rates associated with assets and liabilities denominated in foreign currencies. Furthermore, the Company uses interest rate swaps in order to hedge the interest rate fluctuation risks associated with some borrowings from financial institutions.

All derivative financial instruments are stated at fair value and recorded on the balance sheets. The deferred method is used for recognizing gains and losses on hedging instruments and the hedged items. When foreign exchange forward contracts meet certain conditions, the hedged items are stated at the forward exchange contract rates.

For borrowings from financial institutions, interest rate swaps are used to hedge the risks of interest rate fluctuations.

Derivative financial instruments are used based on internal policies and procedures related to risk management. The risks of fluctuations in foreign currency exchange rates and variable interest rates have been assumed to be completely hedged over the period of hedging contracts as the major conditions of the hedging instruments and the hedged items are consistent. Accordingly, an evaluation of the effectiveness of the hedging contracts is not required.

(p) Method and period for amortization of goodwill

Goodwill is amortized by the straight-line method over the expected life. Goodwill recorded in the consolidated subsidiaries in the U.S.A. is amortized by the straight-line method over 10 years.

However, if the amount of goodwill is insignificant, the entire amount is amortized during the fiscal year in which the goodwill arises.

(q) Cash and cash equivalents in the consolidated statements of cash flows

Cash and cash equivalents in the consolidated statements of cash flows comprise cash on hand, demand deposits in banks, and highly liquid short-term investments with original maturities of three months or less for which the risks of fluctuations in value are not considered to be significant.

(r) Major accounting estimates

(1) Valuation of inventories

i) Amount recorded in the consolidated financial statements as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Inventories	¥ 310,283	¥ 299,307

ii) Information related to the contents of major accounting estimates for identified items

The Group reduces the book value of inventories when the net realizable value falls below the book value. In addition, some inventories deemed slow-moving for more than a certain period of time are devalued regularly over time, assuming that it becomes less possible for those inventories to be sold. Moreover, the book value of some inventories is also devalued individually when they are deemed difficult to sell.

However, it may become necessary to record further devaluation in the consolidated financial statements in the next fiscal year or onward if the Group faces disadvantageous situations such as price declines resulting from unpredictable environment changes in the future.

Notes to Consolidated Financial Statements

(2) Impairment losses on non-current assets

i) Amount recorded in the consolidated financial statements as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Property, plant and equipment	¥ 418,260	¥ 389,257
Intangible assets	42,285	35,845
Investment securities	171,392	216,207

ii) Information related to the contents of major accounting estimates for identified items

The Group conducts an impairment test of an asset or asset group, when there is an indication of impairment such as continued operating loss or negative cash flow from operating activities, and if the book value exceeds the higher of its value in use and its net realizable value, the Company recognizes impairment loss for the excess. The future business plan, which forms the basis for calculating the value in use, is established in consideration of information available at the time of financial closing, such as market prices and demand outlook provided by external information research companies. Additionally, the net realizable value is determined by reasonable approaches such as asset valuation by a third party.

However, the Group may record additional impairment losses in the consolidated financial statements in the next fiscal year or thereafter, when the assumptions in the business plan, such as the market environments, change in the future.

Additionally, investment securities of ¥216,207 million recorded in the fiscal year ended March 31, 2023 include investments in equity-method affiliates of ¥88,772 million. If the equity-method affiliates recognize impairment losses in the next fiscal year or thereafter, the Group may recognize the share of loss of entities accounted for using equity method in the consolidated financial statements.

(s) Changes in accounting policies

US GAAP ASC 842 "Leases"

The Group's overseas consolidated subsidiaries adopting US GAAP have applied ASC 842 "Leases" from the fiscal year ended March 31, 2023.

In applying this accounting standard, right-of-use assets and lease liabilities are recognized for leases as lessee. However, no right-of-use asset or lease liability is recognized for short-term leases. As a permitted transitional measure at the adoption of this standard, the cumulative effect of the adoption is recognized at the date of initial application.

As the result, the Group recorded increases of ¥6,032 million in "Property, plant and equipment," ¥1,452 million in "Other" under "Current liabilities," and ¥6,231 million in "Other" under "Non-current liabilities" as of March 31, 2023.

The impact of this change on consolidated earnings for the fiscal year ended March 31, 2023 is minimal.

(t) Unapplied accounting standard

The accounting standards issued by March 31, 2023 but not yet applied as of March 31, 2023 were as follows.

The monetary impact amounts arising through the application of this standard are under evaluation.

The Company and its domestic subsidiaries

Name of the standards		Description of the standards	Planned adoption period
ASBJ Statement No. 27 (October 28, 2022)	Accounting Standard for Current Income Taxes	Revision of classification of tax expenses (taxation on other comprehensive income)	From the year ended March 31, 2025
ASBJ Statement No. 25 (October 28, 2022)	Accounting Standard for Presentation of Comprehensive Income	Revision of the tax effect on the sale of subsidiary shares, etc. (shares of subsidiaries or affiliates) when applying the group tax relief system	
ASBJ Guidance No. 28 (October 28, 2022)	Guidance on Accounting Standard for Tax Effect Accounting		

(u) Changes in presentation method

(Consolidated balance sheets)

(1) "Goodwill," which was included in "Other" under "Intangible assets" in the fiscal year ended March 31, 2022, has been separately presented in the fiscal year ended March 31, 2023 since its materiality has increased in the consolidated balance sheets. In order to reflect this change in presentation method, the consolidated financial statements for the fiscal year ended March 31, 2022 have been reclassified.

As a result, ¥16,330 million included in "Other" under "Intangible assets" in the consolidated balance sheets as of March 31 2022, has been reclassified as ¥8,439 million in "Goodwill" and ¥7,890 million in "Other."

(2) "Lease liabilities," which was included in "Other" under "Current liabilities" in the fiscal year ended March 31, 2022, has been separately presented in the fiscal year ended March 31, 2023 since its materiality has increased in the consolidated balance sheets. In order to reflect this change in presentation method, the consolidated financial statements for the fiscal year ended March 31, 2022 have been reclassified.

As a result, ¥164,817 million included in "Other" under "Current liabilities" in the consolidated balance sheets as of March 31 2022, has been reclassified as ¥2,283 million in "Lease liabilities" and ¥162,534 million in "Other."

Notes to Consolidated Financial Statements

(Consolidated statements of operations)

“Rental expenses on non-current assets”(¥3,471 million for the fiscal year ended March 31, 2023) and “Inactive assets expenses”(¥4,221 million for the fiscal year ended March 31, 2023), which were separately presented in the fiscal year ended March 31, 2022, are included in “Other” under “Non-operating expenses” since their amounts decreased to less than 10/100 of the total non-operating expenses. The consolidated financial statements for the fiscal year ended March 31, 2022 have been reclassified to reflect this change in presentation method.

As a result, in the consolidated statements of operations for the fiscal year ended March 31, 2022, “Other” under “Non-operating expenses” which was ¥7,818 million, now includes ¥2,323 million of “Rental expenses on non-current assets” and ¥5,199 million of “Inactive assets expenses,” totaling ¥15,342 million.

(Consolidated statements of cash flows)

(1) “Loss (gain) on sale of shares of subsidiaries and associates,” “Gain on bargain purchase,” and “Increase (decrease) in accrued expenses,” which were separately presented under “Cash flows from operating activities” in the fiscal year ended March 31, 2022, are included in “Other, net” since their materiality has diminished. The consolidated financial statements for the fiscal year ended March 31, 2022 have been reclassified to reflect this change in presentation method.

As a result, ¥268 million in “Loss (gain) on sale of shares of subsidiaries and associates,” ¥(182) million in “Gain on bargain purchase,” ¥(2,590) million in “Increase (decrease) in accrued expenses,” and ¥(42,819) million in “Other, net” have been reclassified as ¥(45,324) million in “Other, net.”

(2) “Proceeds from long-term borrowings” and “Repayments of long-term borrowings,” which were included in “Other, net” under “Cash flows from financing activities” in the fiscal year ended March 31, 2022, are separately presented since their materiality has increased. In order to reflect this change in presentation method, the consolidated financial statements for the fiscal year ended March 31, 2022 have been reclassified.

As a result, ¥(3,268) million in “Other, net,” which was presented under “Cash flows from financing activities” has been reclassified as ¥15,648 million in “Proceeds from long-term borrowings,” ¥(14,513) million in “Repayments of long-term borrowings,” and ¥(4,403) million in “Other, net.”

2. Notes to Consolidated Balance Sheets

(a) Investment in nonconsolidated subsidiaries and affiliates

Investment in nonconsolidated subsidiaries and affiliates as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Investment securities	¥ 55,135	¥ 89,855

(b) Inventories

Inventories as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Finished goods	¥ 165,625	¥ 171,835
Work in process	92,513	76,908
Raw materials and supplies	52,144	50,564
	¥ 310,283	¥ 299,307

(c) Collateral assets and liabilities secured by collateral

Collateral assets and liabilities secured by collateral as of March 31, 2022 and 2023 were as follows:

(1) Assets pledged as collateral

	Yen (millions)	
	2022	2023
Cash and deposits	¥ 43,830	¥ 50,023
Notes and accounts receivable - trade and contract assets	63,245	69,283
Inventories	75,732	81,591
Other (Current assets)	52,340	3,848
Buildings and structures	165,087	159,247
Machinery, equipment and vehicles	11,440	12,019
Tools, furniture and fixtures	1,620	1,237
Land	68,632	60,852
Construction in progress	26	—
Investment securities	36,810	39,616
Other (Investments and other assets)	35,859	639
	¥ 554,626	¥ 478,361

Notes to Consolidated Financial Statements

(2) Liabilities secured by collateral

	Yen (millions)	
	2022	2023
Short-term borrowings	¥ 928	¥ 46,430
Other (Current liabilities)	32,555	27,587
Long-term borrowings	426,722	426,693
	¥ 460,207	¥ 500,711

In addition, certain shares of consolidated subsidiaries, which were subject to elimination through inter-company transactions, were pledged as collateral of long-term borrowings as of March 31, 2022 and 2023.

(d) Contingent liabilities

(1) Guarantee liabilities

	Yen (millions)	
	2022	2023
Loans guaranteed for employees	¥ 3,866	¥ 3,073
Guarantee for accounts payable		
Sharp FIT Automotive Technology Co., Ltd.	14	—
Guarantee for borrowing of invested companies		
Sermasang Power Corporation Public Company Limited	182	198
	¥ 4,063	¥ 3,272

(2) Endorsed trade notes receivable

	Yen (millions)	
	2022	2023
Endorsed trade notes receivable	¥ 1,018	¥ 191

(3) Matters related to long-term electricity and other supply contracts

The Company entered into long-term contracts with several suppliers with respect to electricity and other inputs at the Sakai plant. The total amounts of future minimum payments under such contracts as of March 31, 2022 and 2023 were ¥8,615 million (longest remaining term was 7 years) and ¥4,891 million (longest remaining term was 6 years), respectively. No contract can be terminated before expiration.

(e) Investment commitment

The Company entered into contract to participate in the SoftBank Vision Fund, a private fund established by SoftBank Group Corp., in May 2017. Total amount of investment commitment is USD 1 billion. The balance of remaining committed contribution as of March 31, 2022 and 2023 were as follows.

Conversion to yen is calculated based on market exchange rate as of closing dates.

	Yen (millions)	
	2022	2023
Total amount of investment commitment	¥ 121,410	¥ 132,540
Contribution made	105,983	115,755
Remaining committed contribution	¥ 15,426	¥ 16,784

(f) Receivables arising from contracts with customers, contract assets and contract liabilities

	Yen (millions)	
	2022	2023
Receivables arising from contracts with customers	¥ 477,269	¥ 433,106
Notes receivable	6,599	5,123
Accounts receivable	470,670	427,983
Contract assets	¥ 9,890	¥ 4,951
Contract liabilities	76,682	86,838

On the consolidated balance sheets, receivables arising from contracts with customers and contract assets are included in "Notes and accounts receivable - trade and contract assets," and contract liabilities are included in "Other" under "Current liabilities."

3. Notes to Consolidated Statements of Operations

(a) Revenue from contracts with customers

Regarding net sales, revenue from contracts with customers is not presented separately from other revenues. The amount of revenue arising from contracts with customers is presented in "(a) Information on disaggregated revenue from contracts with customers" under "16. Revenue recognition."

Notes to Consolidated Financial Statements

(b) Inventory valuation loss

Ending balances of inventories are presented in amounts after deducting valuation losses resulted from a decline in profitability.

Net inventory valuation losses (after offsetting the reversal amount) included in the cost of sales for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Cost of sales	¥ (19,401)	¥ 3,204

(c) Selling, general and administrative expenses

Major components of selling, general and administrative expenses for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Salaries and allowances	¥ 117,715	¥ 121,538
Provision for bonuses	9,717	8,632
Retirement benefit expenses	8,223	3,188
Transportation and storage costs	44,545	44,606
Research and development expenses	21,708	17,013
Provision for bonuses	757	750

(Change in presentation method)

“Outsourcing expenses” has been excluded from major components since it decreased to less than 10/100 of selling, general and administrative expenses.

(d) Research and development expenses

Research and development expenses included in general and administrative expenses and cost of manufacturing were ¥86,290 million for the fiscal year ended March 31, 2022 and ¥78,712 million for the fiscal year ended March 31, 2023.

(e) Gain on sale of non-current assets

Major components of gain on sale of non-current assets for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Buildings and structures	¥ 364	¥ 45
Machinery, equipment and vehicles	570	805
Tools, furniture and fixtures	173	308
Land	4,013	5,934
Other	2	33
	¥ 5,124	¥ 7,126

(f) Gain on receipt of donated non-current assets

Fiscal year ended March 31, 2022

Of the gain on receipt of donated non-current assets, ¥1,245 million was the free of charge receipt of utility equipment at the Hakusan Plant.

(g) Gain on step acquisitions

Fiscal year ended March 31, 2023

Sakai Display Products Corporation, which was previously an equity-method affiliate, has been made a wholly owned subsidiary of the Group through a share exchange and included in the scope of consolidation. As a result, gain on step acquisitions was recorded.

(h) Gain on sale of businesses

Fiscal year ended March 31, 2022

Kantatsu Corporation, a consolidated subsidiary of the Company (hereinafter, “Kantatsu”), transferred all of its equity in its subsidiary Lianyungang Kantatsu Fine Technology Co., Ltd. and related assets of Kantatsu to Liaoning Zhonglan Electronic Technology Co., Ltd. As a result, gain on sale of businesses was recorded.

Notes to Consolidated Financial Statements

(i) Loss on sale and retirement of non-current assets

Major components of loss on sale and retirement of non-current assets for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Loss on sale:		
Buildings and structures	¥ 0	¥ 166
Machinery, equipment and vehicles	28	1
Tools, furniture and fixtures	1	2
Land	12	—
Other	1	—
	¥ 44	¥ 170
Loss on retirement:		
Buildings and structures	¥ 239	¥ 300
Machinery, equipment and vehicles	235	583
Tools, furniture and fixtures	27	28
Software	35	184
Other	5	1
	¥ 543	¥ 1,098
Total:		
Buildings and structures	¥ 239	¥ 467
Machinery, equipment and vehicles	264	585
Tools, furniture and fixtures	28	31
Land	12	—
Software	35	184
Other	7	1
	¥ 588	¥ 1,269

(j) Impairment losses

With regards to accounting for impairment of assets, the Company and its consolidated subsidiaries identify cash generating units through consideration of business characteristics and business operations. Idle assets are identified as separate cash generating units.

Fiscal year ended March 31, 2022

A business in Osaka, where cash generating unit is identified on a consolidated basis, recognized an impairment loss of ¥14,791 million for the fiscal year ended March 31, 2022, with the book value reduced to the recoverable value, for the OLED production facilities at the Sakai Plant owned by the Company

and Sharp Display Technology Corporation, a consolidated subsidiary of the Company. Earnings in this business operated by Sharp Display Technology Corporation have so far not been significantly below the initial plan formulated at the launch of the business but are expected to fall much below the initial plan in the next fiscal year and beyond as competition intensifies. Details were ¥3,193 million for buildings and structures and ¥11,598 million for machinery, equipment and vehicles. The estimated recoverable amount was measured by its value in use, and important assumptions included future selling prices, sales volume, unit variable cost, fixed cost, discount rate, etc. The discount rate was 7.8% (before tax).

Some consolidated subsidiaries in China recognized an impairment loss of ¥5,184 million for the Electronic Device unit, for the fiscal year ended March 31, 2022, with the book value reduced to the recoverable value, because the investment amount became unrecoverable due to decreasing profitability. Details were ¥2,671 million for machinery, equipment and vehicles, ¥2,030 million for tools, furniture and fixtures, and ¥482 million for other. The estimated recoverable amount was evaluated as the net realizable value.

Some consolidated subsidiaries in Japan recognized an impairment loss of ¥2,728 million for the fiscal year ended March 31, 2022, with the book value reduced to the recoverable value, because their idle assets are no longer expected to be used in the future. Details were ¥2,669 million for machinery, equipment and vehicles, and ¥58 million for other. The estimated recoverable amount was evaluated at zero as the net realizable value.

Fiscal year ended March 31, 2023

The Company and some of its consolidated subsidiaries in Japan and the U.S.A. recognized an impairment loss of ¥3,729 million for the 8K Ecosystem unit's business assets for the fiscal year ended March 31, 2023, with the book value reduced to the recoverable value, because the investment amount became unrecoverable due to decreasing profitability. Details were ¥421 million for buildings and structures, ¥156 million for tools, furniture and fixtures, ¥0 million for construction in progress, ¥206 million for software, ¥745 million for goodwill, and ¥2,198 million for other. The estimated recoverable amount was evaluated at a net realizable value of zero.

Some consolidated subsidiaries in Japan and Europe recognized an impairment loss of ¥456 million for the ICT unit's business assets for the fiscal year ended March 31, 2023, with the book value reduced to the recoverable value, because they were no longer expected to be used in the future due to the restructuring of the ICT business. Details were ¥5 million for buildings and structures, ¥2 million for tools, furniture and fixtures, ¥116 million for software, and ¥330 million for other. The estimated recoverable amount was

Notes to Consolidated Financial Statements

evaluated at a net realizable value of zero.

LCD-related business assets of the Display Device unit in Osaka, where the cash generating unit is identified on a consolidated basis, include an LCD panel production factory, machinery and goodwill resulted from the acquisition of Sakai Display Products Corporation (hereinafter, "SDP"), a consolidated subsidiary of the Company. In the fiscal year ended March 31, 2023, the Company made SDP a wholly owned subsidiary for the purpose of expanding the display business through stable procurement of large-size LCD panels and with a shift to medium and small-size panels. However, prices of not only large-size LCD panels, which SDP produces, but also medium and small-size panels have fallen significantly, and SDP's future cash flow was expected to fall far short of the original plan. For this reason, an impairment loss of ¥188,487 million was recognized under extraordinary losses for such non-current assets, with the book value reduced to the recoverable value. Details were ¥71,884 million for buildings and structures, ¥29,295 million for machinery, equipment and vehicles, ¥1,654 million for tools, furniture and fixtures, ¥6,748 million for land, ¥2,146 million for construction in progress, ¥51 million for software, ¥64,047 million for goodwill, and ¥12,658 million for other. The estimated recoverable amount for business assets other than goodwill was evaluated at ¥7,732 million based on the appraisal results, while goodwill was evaluated at zero as the net recoverable value.

OLED-related business assets of the Display Device unit in Osaka, where the cash generating unit is identified on a consolidated basis, are production facilities and others. Amid harsher-than-expected competition in the OLED business, the investment amount became unrecoverable due to decreasing profitability. For this reason, an impairment loss of ¥21,291 million was recognized under extraordinary losses for such non-current assets, with the book value reduced to the recoverable value. Details were ¥5,440 million for buildings and structures, ¥15,076 million for machinery, equipment and vehicles, ¥177 million for tools, furniture and fixtures, ¥329 million for construction in progress, and ¥266 million for software. The estimated recoverable amount was evaluated at a net realizable value of ¥1,228 million.

Some consolidated subsidiaries in Japan and China recognized an impairment loss of ¥612 million for the Electronic Device unit's business assets, for the fiscal year ended March 31, 2023, with the book value reduced to the recoverable value, because the investment amount became unrecoverable due to decreasing profitability. Details were ¥153 million for buildings and structures, ¥8 million for machinery, equipment and vehicles, ¥118 million for tools, furniture and fixtures, ¥0 million for land, ¥5 million for software, and ¥325 million for other. The estimated recoverable amount was evaluated as the net realizable value.

Some consolidated subsidiaries recognized an impairment loss of ¥5,976 million for the fiscal year

ended March 31, 2023, with the book value reduced to the recoverable value, because some idle assets in Japan, China and others are no longer expected to be used in the future. Details were ¥4,847 million for machinery, equipment and vehicles, ¥30 million for tools, furniture and fixtures, and ¥1,098 million for other. The estimated recoverable amount was evaluated at a net realizable value of zero.

(k) Business restructuring expenses

Fiscal year ended March 31, 2023

Business restructuring expenses include severance charges associated with the ICT business restructuring in Europe and the U.S.A.

(l) Settlement payments

Fiscal year ended March 31, 2022

A lawsuit was filed by Foxconn Interconnect Technology Singapore Pte. Ltd. (hereinafter, "FIT") against the Company, with respect to the Company's transfer of shares of Kantatsu Corporation, a consolidated subsidiary of the Company, to FIT. An agreement was reached and concluded that the Company should pay the settlement amount to FIT among other terms.

(m) Provision for loss on litigation

Fiscal year ended March 31, 2022

Provision for loss on litigation was recorded regarding the case that LG Display Co., Ltd. (hereinafter, "LGD") had sought arbitration from the Singapore International Arbitration Centre. The arbitration result was that the Company should pay damages and others to LGD.

Fiscal year ended March 31, 2023

The provision for loss on litigation that had been recorded in the fiscal year ended March 31, 2022 was revaluated in accordance with exchange rate fluctuations in the fiscal year ended March 31, 2023.

Notes to Consolidated Financial Statements

4. Notes to Consolidated Statements of Comprehensive Income

Summary of amounts of reclassification adjustments and their tax effects to other comprehensive income as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Valuation difference on available-for-sale securities		
Amount arising during the year	¥ 5,107	¥ 9,169
Reclassification adjustment	—	1
Before tax effect	5,107	9,170
Tax effect	(1,561)	(2,869)
Valuation difference on available-for-sale securities	¥ 3,546	¥ 6,301
Deferred gains or losses on hedges		
Amount arising during the year	¥ 1,730	¥ (2,270)
Reclassification adjustment	(1,079)	(527)
Before tax effect	650	(2,798)
Tax effect	25	1,452
Deferred gains or losses on hedges	¥ 675	¥ (1,345)
Foreign currency translation adjustment		
Amount arising during the year	¥ 29,378	¥ 14,868
Reclassification adjustment	30	—
Foreign currency translation adjustment	¥ 29,409	¥ 14,868
Remeasurements of defined benefit plans, net of tax		
Amount arising during the year	¥ 3,591	¥ (15,412)
Reclassification adjustment	12,409	870
Before tax effect	16,000	(14,541)
Tax effect	(2,004)	1,884
Remeasurements of defined benefit plans, net of tax	¥ 13,996	¥ (12,657)
Share of other comprehensive income of entities accounted for using equity method		
Amount arising during the year	¥ 2,616	¥ (4,394)
Reclassification adjustment	(248)	(3,488)
Share of other comprehensive income of entities accounted for using equity method	¥ 2,368	¥ (7,882)
Total other comprehensive income	¥ 49,996	¥ (714)

5. Notes to Consolidated Statements of Changes in Equity

(a) Class and total number of issued shares and treasury shares

Class and total number of issued shares and treasury shares for the fiscal years ended March 31, 2022 and 2023 were as follows:

Fiscal year ended March 31, 2022

	(Thousands of shares)			
	Number of shares as of March 31, 2021	Increase in number of shares	Decrease in number of shares	Number of shares as of March 31, 2022
Issued shares				
Common shares	611,952	—	—	611,952
Total	611,952	—	—	611,952
Treasury shares				
Common shares	1,151	5	25	1,131
Total	1,151	5	25	1,131

- Notes:
1. The increase of 5 thousand shares of treasury shares consisted of an increase of 5 thousand shares due to the purchase of shares less than one trading unit.
 2. The decrease of 25 thousand shares of treasury shares consisted of a decrease of 0 thousand shares due to the sale of shares less than one trading unit and a decrease of 25 thousand shares due to the disposition of treasury shares as restricted stock compensation.

Fiscal year ended March 31, 2023

	(Thousands of shares)			
	Number of shares as of March 31, 2022	Increase in number of shares	Decrease in number of shares	Number of shares as of March 31, 2023
Issued shares				
Common shares	611,952	38,453	—	650,406
Total	611,952	38,453	—	650,406
Treasury shares				
Common shares	1,131	2	—	1,133
Total	1,131	2	—	1,133

- Notes:
1. The increase of 38,453 thousand shares of issued shares was due to the share exchange effective June 27, 2022, under which the Company became the wholly owning parent company and Sakai Display Products Corporation became the wholly owned subsidiary.
 2. The increase of 2 thousand shares of treasury shares was due to the purchase of shares less than one trading unit.

Notes to Consolidated Financial Statements

(b) Share acquisition rights and treasury share acquisition rights

Share acquisition rights and treasury share acquisition rights for the fiscal years ended March 31, 2022 and 2023 were as follows:

Fiscal year ended March 31, 2022

Classification	Description of share acquisition rights	Class of shares underlying the share acquisition rights	Number of shares underlying the share acquisition rights (Share)				Balance as of March 31, 2022 (Millions of yen)
			Number of shares as of March 31, 2021	Increase in number of shares	Decrease in number of shares	Number of shares as of March 31, 2022	
The Company	Share acquisition rights as a stock option	—	—	—	—	—	296
Consolidated subsidiaries	—	—	—	—	—	—	8
Total		—	—	—	—	—	304

Fiscal year ended March 31, 2023

Classification	Description of share acquisition rights	Class of shares underlying the share acquisition rights	Number of shares underlying the share acquisition rights (Share)				Balance as of March 31, 2023 (Millions of yen)
			Number of shares as of March 31, 2022	Increase in number of shares	Decrease in number of shares	Number of shares as of March 31, 2023	
The Company	Share acquisition rights as a stock option	—	—	—	—	—	293
Total		—	—	—	—	—	293

(c) Dividends

Fiscal year ended March 31, 2022

(1) Dividends paid

Resolutions	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date
Board of Directors meeting on May 11, 2021	Common shares	18,324	30	March 31, 2021	June 7, 2021

(2) Dividends for which the record date belonged to the fiscal year ended March 31, 2022, with effective date falling in the fiscal year ended March 31, 2023 were as follows:

Resolutions	Class of shares	Source of dividends	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date
Board of Directors meeting on May 11, 2022	Common shares	Retained earnings	24,432	40	March 31, 2022	June 8, 2022

Fiscal year ended March 31, 2023

(1) Dividends paid

Resolutions	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date
Board of Directors meeting on May 11, 2022	Common shares	24,432	40	March 31, 2022	June 8, 2022

(2) Dividends for which the record date belonged to the fiscal year ended March 31, 2023, but the effective date falling in the fiscal year ended March 31, 2024: Not applicable

Notes to Consolidated Financial Statements

6. Notes to Consolidated Statements of Cash Flows

(a) Reconciliation of the balance of cash and cash equivalents at the end of period and accounting items on the consolidated balance sheets

	Yen (millions)	
	2022	2023
Cash and deposits	¥ 287,361	¥ 262,058
Time deposits with maturity over 3 months and others	(48,002)	(55,445)
Cash and cash equivalents	¥ 239,359	¥ 206,612

(b) Major components of assets and liabilities related to business transfer with cash and cash equivalents as consideration

Fiscal year ended March 31, 2022

Kantatsu Corporation, a consolidated subsidiary of the Company (hereinafter, "Kantatsu"), transferred all of its equity in its subsidiary Lianyungang Kantatsu Fine Technology Co., Ltd. and related assets of Kantatsu to Liaoning Zhonglan Electronic Technology Co., Ltd. The relationship among major components of assets and liabilities of the business transferred, sale price of the business and the related proceeds were as follows:

	Yen (millions)
Current assets	¥ 437
Non-current assets	168
Current liabilities	(3,067)
Non-current liabilities	(103)
Foreign currency translation adjustment	431
Gain on sale of businesses	5,725
Business sale price	3,591
Proceeds from borrowing from the transferee of the subsidiary subject to business transfer	1,300
(Deduction) Accounts receivable - other	619
Cash and cash equivalents	4
Proceeds from sale of businesses	¥ 4,267

(c) Major components of assets and liabilities of newly consolidated subsidiaries acquired by share exchanges

Fiscal year ended March 31, 2023

The relationship among major components of assets and liabilities at initial consolidation of Sakai Display Products Corporation and its subsidiaries, the acquisition cost of shares and the increase in cash and cash equivalents related to this consolidation by share exchanges were as follows:

	Yen (millions)
Current assets	¥ 40,365
Non-current assets	207,701
Goodwill	69,240
Current liabilities	(163,079)
Non-current liabilities	(103,806)
Acquisition cost of shares	50,422
Cash and cash equivalents	2,099
(Deduction) Price of the Company's shares issued through the share exchange	40,337
Market value of shares held immediately before the business combination as of the date of the business combination	10,084
Increase in cash and cash equivalents resulting from the share exchange	¥ 2,099

(d) Significant non-cash transactions

	Yen (millions)	
	2022	2023
Increase in capital surplus resulting from the share exchange	¥ —	¥ 40,337

Notes to Consolidated Financial Statements

7. Leases

Finance leases

(a) As lessee

The information is omitted as it was immaterial.

(b) As lessor

Amount of lease receivables to be collected on and after March 31, 2022

(1) Current assets

	Yen (millions)					
	2022					
	Within 1 year	Over 1 year and no more than 2 years	Over 2 years and no more than 3 years	Over 3 years and no more than 4 years	Over 4 years and no more than 5 years	Over 5 years
Lease receivables	¥ 8,233	¥ —	¥ —	¥ —	¥ —	¥ —

(2) Investments and other assets

	Yen (millions)					
	2022					
	Within 1 year	Over 1 year and no more than 2 years	Over 2 years and no more than 3 years	Over 3 years and no more than 4 years	Over 4 years and no more than 5 years	Over 5 years
Lease receivables	¥ —	¥ 6,552	¥ 4,873	¥ 3,493	¥ 2,798	¥ 29,289

Note: Information on finance leases as a lessor for the fiscal year ended March, 31, 2023 is omitted as it was immaterial.

Operating leases

(a) As lessee

The balance of remaining lease payments for non-cancelable contracts as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Due within one year	¥ 1,464	¥ 6
Due after one year	4,231	73
Total	¥ 5,696	¥ 79

Note: The Group's overseas consolidated subsidiaries adopting US GAAP have applied ASC 842 "Leases" from the fiscal year ended March 31, 2023. Consequently, operating leases of these subsidiaries are included only in the amounts for the fiscal year ended March 31, 2022.

(b) As lessor

Future lease receipts for non-cancelable contracts as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Due within one year	¥ 1,558	¥ 1,383
Due after one year	2,045	1,795
Total	¥ 3,603	¥ 3,179

Notes to Consolidated Financial Statements

8. Financial Instruments

(a) Qualitative information on financial instruments

(1) Policies for financial instruments

The Company and its consolidated subsidiaries obtain necessary funds mainly through bank loans, according to its capital investment plan for its main business of manufacturing and distributing electronic communication equipment, electronic equipment, electronic application equipment and electronic components. Short-term operating funds are obtained through bank loans. Transactions involving such financial instruments are conducted with creditworthy financial institutions.

The Company utilizes derivative transactions for minimizing risks and does not intend to use them for speculative or dealing purposes.

(2) Description and risks of financial instruments

Notes and accounts receivable are exposed to customer credit risks. Some notes and accounts receivable are denominated in foreign currencies because the Company conducts business globally and, therefore, are exposed to foreign currency risks. Notes and accounts payable - trade and electronically recorded obligations - operating are due within one year. Some notes and accounts payable arising from the import of raw materials, etc. are denominated in foreign currencies and, therefore, are exposed to foreign currency risks. The Company makes use of forward exchange contracts to hedge the foreign currency risk exposure on the net position of foreign currency denominated notes and accounts receivable and notes and accounts payable.

Other securities are held for long term to develop better business alliances and relationships with the Company's customers and suppliers, and are exposed to market price fluctuation risks. The main purpose of long-term borrowings is to procure funds necessary for capital investments. The longest repayment term is 14 years and 4 months from March 31, 2023.

Derivative transactions consist primarily of forward exchange contracts, which are used to hedge the foreign currency risk exposure, and interest rate swaps. For hedging instruments, hedged items, hedging policies and assessment methods of effectiveness of hedging instruments, see "(o) Hedge accounting" in "1. Summary of Significant Accounting and Reporting Policies."

(3) Risk management of financial instruments

i) Management of credit risks

For notes and accounts receivable, the Finance Division and Accounting Division of Finance

and Administration Office of the Company periodically reviews the status of its key customers, monitoring their respective payment deadlines and remaining outstanding. The Company strives to recognize and reduce the risks of irrecoverability as a result of deteriorating financial conditions or other factors at an early stage. The Company's consolidated subsidiaries also follow the same monitoring and administration process.

ii) Management of market risks

The Company decides basic policies for derivative transactions at the Foreign Exchange Administration Committee meeting and the Finance Administration Committee meeting which are required to be held monthly by the Company's internal procedure. The Finance Division of Finance and Administration Office executes transactions and reports the results of such transactions to the Accounting Division of Finance and Administration Office on a daily basis. The Accounting Division has set up a specialized section for monitoring transaction results and position management and reports the results of transactions to the head of Finance and Administration Office on a daily basis.

In addition, the Finance Division reports the results of transactions to the Foreign Exchange Administration Committee and the Finance Administration Committee on a monthly basis. The consolidated subsidiaries also manage forward foreign exchange transactions in accordance with the rules established by the Company and report the content of such transactions to the Company on a monthly basis.

For other securities and investments in capital, the Company monitors their fair values and the issuers' financial positions, and continually reviews the need to increase or decrease the holdings of such financial instruments based on the factors mentioned above as well as the relationship with the issuers.

iii) Management of liquidity risks in financing activities

The Finance Division manages liquidity risks by preparing and updating cash management plans based on reports from each section and by maintaining liquidity on hand.

(4) Supplementary explanation of fair value, etc. of financial instruments

Since variable factors are incorporated into the estimation of the fair value of financial instruments, the value may fluctuate when different assumptions are adopted.

The contract amounts regarding the derivative transactions are shown in "10. Derivative Transactions," however, the amount themselves do not indicate the magnitude of the market risks associated with derivative transactions.

Notes to Consolidated Financial Statements

(b) Fair value of financial instruments

The consolidated balance sheet amounts, fair values and differences between the two as of March 31, 2022 and 2023 are included in the tables below.

	Yen (millions)		
	2022		
	Consolidated balance sheet amount	Fair Value	Difference
(1) Notes and accounts receivable — trade* ¹	¥ 477,269	¥ 475,631	¥ (1,638)
(2) Securities and investment securities* ²			
1) Shares of subsidiaries and affiliates	0	1,729	1,729
2) Other securities	38,017	38,017	—
Total assets	¥ 515,286	¥ 515,377	¥ 91
(1) Long-term borrowings	572,270	574,219	1,949
Total liabilities	¥ 572,270	¥ 574,219	¥ 1,949
Derivative transactions* ³			
1) Derivative transactions — hedge accounting not applied	¥ 3,591	¥ 3,591	¥ —
2) Derivative transactions — hedge accounting applied	3,711	1,334	(2,376)
Total derivative transactions	¥ 7,303	¥ 4,926	¥ (2,376)

*1 Cash and deposits, notes and accounts payable — trade, electronically recorded obligations — operating, and short-term borrowings, lease liabilities (current liabilities) are omitted because their fair values approximate their book values as they are cash-based and settled in a short period of time.

*2 Stocks and others that do not have available market prices are not included in “(2) Securities and investment securities.” The amounts recognized on the consolidated balance sheets for these financial instruments were as follows:

	Yen (millions)
	2022
Unlisted stocks	¥ 56,780
Investment in capital	76,594

*3 Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

	Yen (millions)		
	2023		
	Consolidated balance sheet amount	Fair Value	Difference
(1) Notes and accounts receivable — trade* ¹	¥ 433,106	¥ 431,799	¥ (1,307)
(2) Securities and investment securities* ²			
1) Shares of subsidiaries and affiliates	0	1,514	1,514
2) Other securities	40,899	40,899	—
Total assets	¥ 474,005	¥ 474,212	¥ 207
(1) Long-term borrowings	542,727	542,743	15
Total liabilities	¥ 542,727	¥ 542,743	¥ 15
Derivative transactions* ³			
1) Derivative transactions — hedge accounting not applied	¥ 2,535	¥ 2,535	¥ —
2) Derivative transactions — hedge accounting applied	524	80	(444)
Total derivative transactions	¥ 3,060	¥ 2,615	¥ (444)

*1 Cash and deposits, notes and accounts payable — trade, electronically recorded obligations — operating, and short-term borrowings, lease liabilities (current liabilities) are omitted because their fair values approximate their book values as they are cash-based and settled in a short period of time.

*2 Stocks and others that do not have available market prices are not included in “(2) Securities and investment securities.” The amounts recognized on the consolidated balance sheets for these financial instruments were as follows:

	Yen (millions)
	2023
Unlisted stocks	¥ 50,104
Investment in capital	125,203

*3 Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

Note 1: Aggregate maturity of cash and deposits, and receivables as of March 31, 2022 and 2023 were as follows:

	Yen (millions)		
	2022		
	Cash and deposits	Notes and accounts receivable - trade	Total
Due within one year	¥ 287,361	¥ 469,975	¥ 757,336
Due after one year, within five years	—	7,002	7,002
Due after five years, within ten years	—	291	291
Due after ten years	—	—	—

Notes to Consolidated Financial Statements

	Yen (millions)		
	2023		
	Cash and deposits	Notes and accounts receivable – trade	Total
Due within one year	¥ 262,058	¥ 428,336	¥ 690,394
Due after one year, within five years	—	4,650	4,650
Due after five years, within ten years	—	119	119
Due after ten years	—	—	—

Note 2: Repayment plan for loans after closing date

	Yen (millions)		
	2022		
	Short-term borrowings	Long-term borrowings	Total
Due within one year	¥ 54,300	¥ —	¥ 54,300
Due after one year, within two years	—	29,360	29,360
Due after two years, within three years	—	18,397	18,397
Due after three years, within four years	—	10,506	10,506
Due after four years, within five years	—	513,994	513,994
Due after five years	—	11	11

	Yen (millions)		
	2023		
	Short-term borrowings	Long-term borrowings	Total
Due within one year	¥ 163,896	¥ —	¥ 163,896
Due after one year, within two years	—	18,715	18,715
Due after two years, within three years	—	10,003	10,003
Due after three years, within four years	—	513,994	513,994
Due after four years, within five years	—	2	2
Due after five years	—	12	12

(c) Matters regarding financial statements' categorization by levels of fair value hierarchy

The fair values of financial instruments are categorized into the following three levels depending on the observability and significance of inputs used in the fair value measurement.

Level 1 fair value: Of the observable inputs in the fair value measurement, the fair value is measured based on the quoted price in an active market for the subject asset or liability.

Level 2 fair value: Of the observable inputs in the fair value measurement, the fair value is measured using inputs other than those used for Level 1.

Level 3 fair value: The fair value is measured using inputs that cannot be observed.

When there are multiple inputs that are significant to the measurement of the fair value, and those inputs are at different levels of the fair value hierarchy, the fair value measurement is categorized in the same level of fair value hierarchy as the lowest level input.

(1) Financial instruments reported on the consolidated balance sheets at fair value

Classification	Yen (millions)			
	2022			
	Fair value			
	Level 1	Level 2	Level 3	Total
Securities and investment securities				
Other securities	¥ 38,017	¥ —	¥ —	¥ 38,017
Derivative transactions*				
Currency-related	—	7,356	—	7,356
Interest rate-related	—	(52)	—	(52)
Total assets	¥ 38,017	¥ 7,303	¥ —	¥ 45,320

* Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

Classification	Yen (millions)			
	2023			
	Fair value			
	Level 1	Level 2	Level 3	Total
Securities and investment securities				
Other securities	¥ 40,899	¥ —	¥ —	¥ 40,899
Derivative transactions*				
Currency-related	—	3,070	—	3,070
Interest rate-related	—	(10)	—	(10)
Total assets	¥ 40,899	¥ 3,060	¥ —	¥ 43,959

* Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

Notes to Consolidated Financial Statements

(2) Financial instruments other than those reported on the consolidated balance sheets at fair value

Classification	Yen (millions)			
	2022			
	Fair value			
	Level 1	Level 2	Level 3	Total
Notes and accounts receivable — trade	¥ —	¥ 475,631	¥ —	¥ 475,631
Securities and investment securities				
Shares of subsidiaries and affiliates	1,729	—	—	1,729
Derivative transactions*				
Currency-related	—	(2,376)	—	(2,376)
Total assets	¥ 1,729	¥ 473,254	¥ —	¥ 474,983
Long-term borrowings	—	574,219	—	574,219
Total liabilities	¥ —	¥ 574,219	¥ —	¥ 574,219

* Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

Classification	Yen (millions)			
	2023			
	Fair value			
	Level 1	Level 2	Level 3	Total
Notes and accounts receivable — trade	¥ —	¥ 431,799	¥ —	¥ 431,799
Securities and investment securities				
Shares of subsidiaries and affiliates	1,514	—	—	1,514
Derivative transactions*				
Currency-related	—	(444)	—	(444)
Total assets	¥ 1,514	¥ 431,354	¥ —	¥ 432,869
Long-term borrowings	—	542,743	—	542,743
Total liabilities	¥ —	¥ 542,743	¥ —	¥ 542,743

* Net receivables and payables arising from derivative transactions. Net payables are indicated by “().”

Note: Explanation of valuation techniques and inputs used in fair value measurements

Securities and investment securities

Listed stocks are valued using the quoted price. Because they are traded in active markets, their fair value is classified as Level 1 fair value.

Derivative transactions

The fair value of items subject to the allocation method for forward exchange contracts is calculated based on the forward exchange rate as of the last day of the fiscal year, and is classified as Level 2 fair value.

In addition, the fair value of interest-swap transactions is determined based on the prices quoted by counterparty financial institutions, and is classified as Level 2 fair value.

Notes and accounts receivable — trade

For those settled in a short period of time among notes and accounts receivable — trade, their fair value approximates their book value, and, therefore, the fair value is determined based on the book value.

The fair value of accounts receivable that take a long time to collect is calculated based on the present value discounted by the interest rate that takes into account the period to maturity and credit risks for each receivable classified by a certain period, and is classified as Level 2 fair value.

Long-term borrowings

For long-term borrowings, the fair value is based on the present value calculated by discounting the total amount of principal and interest at an interest rate that would be charged for similar new loans, and is classified as Level 2 fair value.

9. Investment Securities

Information on other securities as of March 31, 2022 was as follows:

	Yen (millions)			
	2022			
	Acquisition cost	Unrealized gains	Unrealized losses	Fair market value
Equity securities	¥ 16,905	¥ 21,129	¥ (18)	¥ 38,017
	¥ 16,905	¥ 21,129	¥ (18)	¥ 38,017

Equity securities and others that do not have market prices (¥78, 239 million as of March 31, 2022) are not included in the above table.

The proceeds from sales of other securities were ¥714 million for the fiscal year ended March 31, 2022. The gross realized gains on those sales were ¥631 million for the fiscal year ended March 31, 2022. The gross realized losses on those sales were ¥7 million for the fiscal year ended March 31, 2022.

Impairment losses recorded for unlisted stocks of other securities were ¥77 million for the fiscal year ended March 31, 2022.

Information on other securities as of March 31, 2023 was as follows:

	Yen (millions)			
	2023			
	Acquisition cost	Unrealized gains	Unrealized losses	Fair market value
Equity securities	¥ 16,905	¥ 23,993	¥ (0)	¥ 40,899
	¥ 16,905	¥ 23,993	¥ (0)	¥ 40,899

Notes to Consolidated Financial Statements

Equity securities and others that do not have market prices (¥85,452 million as of March 31, 2023) are not included in the above table.

The proceeds from sales of other securities were ¥40 million for the fiscal year ended March 31, 2023. The gross realized gains on those sales were ¥17 million for the fiscal year ended March 31, 2023.

Impairment losses recorded for unlisted stocks of other securities were ¥138 million for the fiscal year ended March 31, 2023.

10. Derivative Transactions

(a) Derivative transactions — hedge accounting not applied

Currency-related transactions

		Yen (millions)			
		2022			
Classification	Type of derivatives	Contract amount	Amount of contract due after one year	Fair value	Profit (loss) from valuation
Off-market transactions	Forward exchange contracts				
	Sell				
	U.S. dollar	¥ 23,097	¥ —	¥ (690)	¥ (690)
	Euro	3,370	—	(101)	(101)
	Canadian dollar	241	—	(16)	(16)
	Russian rouble	218	—	61	61
	New Zealand dollar	63	—	(3)	(3)
	Australian dollar	55	—	(3)	(3)
	Chinese yuan	0	—	0	0
	Buy				
	U.S. dollar	79,024	—	4,012	4,012
	Euro	10,480	—	186	186
	Pound sterling	4,572	—	109	109
	Singapore dollar	875	—	36	36
	Chinese yuan	50	—	1	1
Total		¥ 122,051	¥ —	¥ 3,591	¥ 3,591

		Yen (millions)			
		2023			
Classification	Type of derivatives	Contract amount	Amount of contract due after one year	Fair value	Profit (loss) from valuation
Off-market transactions	Forward exchange contracts				
	Sell				
	U.S. dollar	¥ 35,985	¥ —	¥ (66)	¥ (66)
	Euro	2,541	—	(44)	(44)
	Canadian dollar	152	—	1	1
	Australian dollar	97	—	5	5
	Chinese yuan	6	—	(0)	(0)
	New Zealand dollar	5	—	0	0
	Buy				
	U.S. dollar	107,210	—	1,892	1,892
	Euro	13,462	—	416	416
	Pound sterling	5,586	—	330	330
	Chinese yuan	15	—	0	0
Total		¥ 165,062	¥ —	¥ 2,535	¥ 2,535

Notes to Consolidated Financial Statements

(b) Derivative transactions — hedge accounting applied

(1) Currency-related transactions

Hedge accounting method	Type of derivatives	Main hedged item	Yen (millions)		
			2022		
			Contract amount	Amount of contract due after one year	Fair value
Principle-based accounting	Forward exchange contracts				
	Sell				
	U.S. dollar	Accounts receivable — trade	¥ 37,627	¥ —	¥ (1,407)
	Euro		16,111	—	(474)
	Pound sterling		1,344	—	12
	Canadian dollar		770	—	(63)
	Australian dollar		305	—	(34)
	Russian rouble		293	—	31
	Swedish krona		182	—	(1)
	Swiss franc		175	—	(1)
	New Zealand dollar		153	—	(15)
	Polish zloty		68	—	(0)
	Norwegian krone		50	—	(1)
	Czech koruna		47	—	(0)
	Danish krone		39	—	(0)
	Hungarian forint		25	—	(0)
	Chinese yuan		2	—	(0)
	Singapore dollar		2	—	(0)
	Buy				
	U.S. dollar	Accounts payable — trade	93,084	—	5,676
	Euro		6,665	—	44
	Japanese yen		2	—	(0)
	Pound sterling		1	—	(0)
	Singapore dollar		0	—	0
Allocation accounting	Forward exchange contracts				
	Sell				
	U.S. dollar	Accounts receivable — trade	94,239	—	(5,580)
	Euro		8,293	—	(380)
	Pound sterling		624	—	(19)
	Russian rouble		81	—	6
	Canadian dollar		0	—	(0)
	Buy				
	U.S. dollar	Accounts payable — trade	63,962	—	3,596
	Japanese yen		131	—	(2)
	Euro		104	—	2
	Singapore dollar		8	—	0
	Pound sterling		0	—	0
Total			¥ 324,398	¥ —	¥ 1,387

Hedge accounting method	Type of derivatives	Main hedged item	Yen (millions)		
			2023		
			Contract amount	Amount of contract due after one year	Fair value
Principle-based accounting	Forward exchange contracts				
	Sell				
	Euro	Accounts receivable — trade	¥ 9,179	¥ —	¥ (68)
	U.S. dollar		7,424	—	29
	Pound sterling		860	—	(7)
	Swiss franc		152	—	1
	Swedish krona		145	—	(0)
	Polish zloty		132	—	(1)
	Czech koruna		67	—	(0)
	Norwegian krone		54	—	0
	Danish krone		53	—	0
	New Zealand dollar		26	—	0
	Hungarian forint		18	—	(0)
	Canadian dollar		2	—	(0)
	Buy				
	U.S. dollar	Accounts payable — trade	73,676	—	443
	Euro		7,185	—	138
	Pound sterling		18	—	0
	Japanese yen		2	—	(0)
Allocation accounting	Forward exchange contracts				
	Sell				
	U.S. dollar	Accounts receivable — trade	99,298	—	(562)
	Euro		2,610	—	(80)
	Buy				
	U.S. dollar	Accounts payable — trade	66,924	—	142
	Euro		815	—	56
	Japanese yen		86	—	(0)
Total			¥ 268,736	¥ —	¥ 90

Notes to Consolidated Financial Statements

(2) Interest rate-related transactions

Hedge accounting method	Type of derivatives	Main hedged item	Yen (millions)		
			Contract amount	Amount of contract due after one year	Fair value
Principle-based accounting	Interest rate swaps	Long-term borrowings	¥ 20,000	¥ 20,000	¥ (52)
	Pay fixed/receive floating				
Total			¥ 20,000	¥ 20,000	¥ (52)

Hedge accounting method	Type of derivatives	Main hedged item	Yen (millions)		
			Contract amount	Amount of contract due after one year	Fair value
Principle-based accounting	Interest rate swaps	Long-term borrowings	¥ 20,000	¥ —	¥ (10)
	Pay fixed/receive floating				
Total			¥ 20,000	¥ —	¥ (10)

11. Bonds Payable, Borrowings and Lease liabilities

(a) Bonds payable

Not applicable for the fiscal years ended March 31, 2022 and 2023

(b) Borrowings and lease liabilities

Borrowings and lease liabilities as of March 31, 2022 and 2023 consisted of the following:

	Yen (millions)	
	2022	2023
Short-term borrowings with the following interest rates		
0.5% as of March 31, 2022 and 1.1% as of March 31, 2023	¥ 47,095	¥ 86,387
Current portion of long-term borrowings with the following interest rates		
0.9% as of March 31, 2022 and 2.5% as of March 31, 2023	7,204	77,508
Current portion of lease liabilities with the following interest rates		
2.9% as of March 31, 2022 and 1.9% as of March 31, 2023	2,283	18,966
Long-term borrowings (except portion due within one year) with the following interest rates		
0.5% as of March 31, 2022 and 0.5% as of March 31, 2023	572,270	542,727
Lease liabilities (except portion due within one year) with the following interest rates		
1.7% as of March 31, 2022 and 2.2% as of March 31, 2023	4,907	10,083
	¥ 633,761	¥ 735,674

- Notes:
- Interest rates shown are weighted average interest rates for the balance outstanding as of March 31, 2022 and 2023 respectively.
 - The aggregate annual maturities of long-term borrowings due within 5 years (except portion due within one year) as of March 31, 2023 were as follows:

Years ending March 31	Yen (millions)
2025	¥ 18,715
2026	10,003
2027	513,994
2028	2

The aggregate annual maturities of lease liabilities due within 5 years (except portion due within one year) as of March 31, 2023 were as follows:

Years ending March 31	Yen (millions)
2025	¥ 4,726
2026	3,709
2027	570
2028	180

- Current portion of lease liabilities and lease liabilities (excluding current portion) do not include those recorded on the consolidated balance sheets by the application of IFRS 16 "Leases" and US GAAP ASC 842 "Leases". The balance of those lease liabilities as of March 31, 2023 was as follows:

Current portion of lease liabilities	¥4,286 million
Lease liabilities (excluding current portion)	¥11,178 million

Notes to Consolidated Financial Statements

12. Pension Plans

(a) Overview of the applied pension plans

The Company and its domestic consolidated subsidiaries have primarily a trustee non-contributory defined benefit pension plan for their employees to supplement a governmental welfare pension plan. Certain overseas consolidated subsidiaries primarily have defined contribution pension plans and lump-sum retirement benefit plans.

(b) Defined benefit pension plans

(1) Reconciliations of the defined benefit obligations

Reconciliations of the defined benefit obligations of the Company and its consolidated subsidiaries as of March 31, 2022 and 2023 consisted of the following:

	Yen (millions)	
	2022	2023
Balance at beginning of year	¥ 347,069	¥ 338,057
Service cost	9,503	9,093
Interest cost	3,008	3,365
Actuarial loss (gain)	(2,959)	(12,850)
Benefits paid	(23,618)	(27,223)
Increase from newly consolidated subsidiaries	—	4,878
Other	459	(4,825)
Foreign currency exchange differences	4,594	2,689
Balance at end of year	¥ 338,057	¥ 313,185

(2) Reconciliations of the fair value of plan assets

Reconciliations of the fair value of plan assets of the Company and its consolidated subsidiaries as of March 31, 2022 and 2023 consisted of the following:

	Yen (millions)	
	2022	2023
Balance at beginning of year	¥ 269,094	¥ 274,720
Expected return on plan assets	6,759	7,389
Actuarial gain (loss)	1,014	(28,826)
Employer contribution	16,128	14,603
Benefits paid	(22,612)	(25,783)
Increase from newly consolidated subsidiaries	—	7,079
Other	45	(4,717)
Foreign currency exchange differences	4,290	2,914
Balance at end of year	¥ 274,720	¥ 247,381

(3) Reconciliations of the defined benefit obligations and the fair value of the plan assets and the amount recognized in the consolidated balance sheets

Reconciliations of the defined benefit obligations and the fair value of the plan assets and the amount recognized in the consolidated balance sheets as of March 31, 2022 and 2023 consisted of the following:

	Yen (millions)	
	2022	2023
Funded defined benefit obligations at end of year	¥ 331,487	¥ 304,051
Fair value of plan assets at end of year	(274,720)	(247,381)
Funded status at end of year	56,766	56,669
Unfunded defined benefit obligations at end of year	6,570	9,134
Total net retirement benefit liability	¥ 63,336	¥ 65,804
Retirement benefit liability	73,630	72,019
Retirement benefit asset	(10,293)	(6,214)
Total net retirement benefit liability	¥ 63,336	¥ 65,804

Notes to Consolidated Financial Statements

(4) Retirement benefit expenses

Retirement benefit expenses of the Company and its consolidated subsidiaries for the fiscal years ended March 31, 2022 and 2023 consisted of the following:

	Yen (millions)	
	2022	2023
Service cost	¥ 9,503	¥ 9,093
Interest cost	3,008	3,365
Expected return on plan assets	(6,759)	(7,389)
Amortization of net actuarial loss	12,819	1,187
Amortization of past service cost	73	67
Other	31	774
Total retirement benefit expenses	¥ 18,677	¥ 7,098

(5) Amounts recognized in remeasurements of defined benefit plans

Amounts recognized in remeasurements of defined benefit plans (other comprehensive income) for the fiscal years ended March 31, 2022 and 2023 before the effect of income taxes consisted of the following:

	Yen (millions)	
	2022	2023
Past service cost	¥ 169	¥ (25)
Net actuarial gain (loss)	15,831	(14,515)
Total	¥ 16,000	¥ (14,541)

(6) Amounts recognized in remeasurements of defined benefit plans

Amounts recognized in remeasurements of defined benefit plans (accumulated other comprehensive income) as of March 31, 2022 and 2023 before the effect of income taxes consisted of the following:

	Yen (millions)	
	2022	2023
Unrecognized past service cost	¥ 641	¥ 667
Unrecognized net actuarial loss	5,261	19,777
Total	¥ 5,903	¥ 20,444

(7) Classification of the fair value of plan assets

Classification of the fair value of plan assets of the Company and its consolidated subsidiaries as of March 31, 2022 and 2023 consisted of the following:

	2022	2023
Bonds	29%	23%
Equity securities	20%	19%
Cash and cash equivalents	4%	4%
Life insurance company general accounts	13%	15%
Alternatives	27%	32%
Other	7%	7%
Total	100%	100%

Note: Alternatives mainly consisted of investments in hedge funds

(8) Long-term expected rate of return

Current and target asset allocations, historical and expected returns on various categories of plan assets have been considered in determining the long-term expected rate of return.

(9) Actuarial assumptions

Major actuarial assumptions

	2022	2023
Discount rate	mainly 0.5%	mainly 0.5%
Expected long-term rate of return	mainly 2.4%	mainly 2.4%

(c) Defined contribution pension plans

The required contribution of certain consolidated subsidiaries for the defined contribution pension plans was ¥1,496 million for the fiscal year ended March 31, 2022 and ¥1,723 million for the fiscal year ended March 31, 2023.

Notes to Consolidated Financial Statements

13. Stock Options

(a) Expensed amount and account

The expensed amount and account for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Selling, general and administrative expenses	¥ 7	¥ 1

(b) Amount recorded as profit due to expiration of unexercised rights

The amount recorded as profit due to expiration of unexercised rights for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Gain on reversal of share acquisition rights	¥ —	¥ 4

(c) Description, size and changes of stock options

(1) Description of stock option

	First stock options (resolved on April 19, 2017)	Second stock options (resolved on September 26, 2017)	Third stock options (resolved on August 28, 2018)
Grantee categories and numbers of grantees	5 directors of the Company 43 employees of the Company	7 directors of the Company 22 employees of the Company	5 directors of the Company 15 employees of the Company
Number of stock options by class of shares (Note 1)	81,100 common shares	45,300 common shares	104,500 common shares
Grant date	April 21, 2017	September 28, 2017	September 3, 2018
Vesting conditions	See Note 2	See Note 2	See Note 2
Service period	From April 21, 2017 to April 20, 2019	From September 28, 2017 to September 27, 2019	From September 3, 2018 to September 2, 2020
Exercise period	From April 21, 2019 to April 21, 2024	From September 28, 2019 to September 28, 2024	From September 3, 2020 to September 3, 2025

- Notes: 1. Equivalent number of shares has been described instead of the number of stock options.
The Company performed a share consolidation at a ratio of 10 shares to 1 share on October 1, 2017. With regard to first and second stock options, figures shown above are the number of shares after the conversion.
2. Eligible persons shall be directors, executives, audit & supervisory board members or employees of the Company, or the Company's subsidiaries and affiliates at the time of the exercise. However, the grantees can exercise their stock options without satisfying the above conditions in special cases when the Board of Directors permits in writing.

(2) Size and changes of stock options

Stock options that existed for the fiscal year ended March 31, 2023 were as follows:

i) Number of stock options

Equivalent number of shares has been described instead of the number of stock options.

	First stock options (resolved on April 19, 2017)	Second stock options (resolved on September 26, 2017)	Third stock options (resolved on August 28, 2018)
Unvested stock options (shares)			
Balance on March 31, 2022	—	—	12,000
Granted	—	—	—
Nullified	—	—	—
Vested	—	—	12,000
Balance on March 31, 2023	—	—	—
Vested stock options (shares)			
Balance on March 31, 2022	74,300	38,100	75,500
Vested	—	—	12,000
Exercised	—	—	—
Nullified	2,300	—	—
Balance on March 31, 2023	72,000	38,100	87,500

Note: The Company performed a share consolidation at a ratio of 10 shares to 1 share on October 1, 2017.

With regard to first and second stock options, figures shown above are the number of shares after the conversion.

ii) Unit price

	Yen		
	First stock options (resolved on April 19, 2017)	Second stock options (resolved on September 26, 2017)	Third stock options (resolved on August 28, 2018)
Exercise price	¥ 4,120	¥ 3,400	¥ 2,717
Weighted-average share price at exercise	—	—	—
	(74,400 shares) 1,970		(54,500 shares) 1,010
Fair value at the grant date	(7,000 shares) 2,110	1,570	(35,000 shares) 1,041
			(15,000 shares) 1,139

Note: The Company performed a share consolidation at a ratio of 10 shares to 1 share on October 1, 2017.

With regard to first and second stock options, figures shown above are the number of shares after the conversion.

Notes to Consolidated Financial Statements

(d) Estimation method of the number of vested stock options

The method used is to deduct only the number of actual nullified stock options as the estimation method of the number of vested stock options since a reasonable estimation of the number of stock options nullified in the future is difficult.

14. Income Taxes

The Company is subject to a number of different income taxes, which in the aggregate indicate a statutory tax rate in Japan of approximately 30.4% for the fiscal years ended March 31, 2022 and 2023.

The Company and its wholly owned domestic subsidiaries have adopted the Group Tax Relief System in Japan from the fiscal year ended March 31, 2023.

(a) Significant differences between the statutory tax rate and the effective tax rate for financial statement purposes

The significant differences between the statutory tax rate and the effective tax rate for financial statement purposes for the fiscal years ended March 31, 2022 and 2023 were as follows:

	2022	2023
Statutory tax rate	30.4%	—
Foreign withholding tax	3.0	—
Tax credit	(3.2)	—
Net Increase (Decrease) in valuation allowance and other	(10.4)	—
Differences in normal tax rates of overseas consolidated subsidiaries	(3.0)	—
Other	1.1	—
Effective tax rate	17.9%	—

Note: Information for the fiscal year ended March 31, 2023 is omitted since the Group recorded a loss before income taxes.

(b) Significant components of deferred tax assets and deferred tax liabilities

The significant components of deferred tax assets and deferred tax liabilities as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Deferred tax assets:		
Inventories	¥ 11,868	¥ 18,433
Allowance for doubtful accounts	7,444	40,898
Accrued expenses	14,047	16,917
Provision for bonuses	4,643	3,971
Provision for sales promotion expenses	1,603	1,519
Retirement benefit liability	21,646	20,704
Buildings and structures	18,582	53,727
Machinery, equipment and vehicles	2,122	17,666
Software	3,534	3,770
Long-term prepaid expenses	5,635	5,263
Shares of subsidiaries and associates	110,593	136,129
Tax loss carried forward*2	143,364	163,229
Other	41,672	73,132
Gross deferred tax assets	386,759	555,365
Valuation allowance for tax loss carried forward*2	(143,272)	(163,137)
Valuation allowance for future deductible temporary difference and other	(217,171)	(369,860)
Total valuation allowance*1	(360,444)	(532,998)
Total deferred tax assets	¥ 26,314	¥ 22,367
Deferred tax liabilities:		
Retained earnings appropriated for tax allowable reserves	¥ (1,055)	¥ (997)
Valuation difference on available-for-sale securities	(8,907)	(11,776)
Other	(4,106)	(6,530)
Total deferred tax liabilities	¥ (14,069)	¥ (19,305)
Net deferred tax assets	¥ 12,245	¥ 3,062

*1 Valuation allowance increased by ¥172,553 million in the fiscal year ended March 31, 2023. This is primarily due to an increase in the future deductible temporary difference arising from posting an impairment loss of non-current assets and an increase in tax loss carried forward arising from the increase of newly consolidated subsidiaries.

*2 Tax loss carried forward and its deferred tax assets amount by carry forward period as of March 31, 2023 were as follows:

Notes to Consolidated Financial Statements

	Yen (millions)		
	2023		
	Tax loss carried forward*	Valuation allowance	Deferred tax assets
Expire within one year	¥ 26,645	¥ (26,645)	¥ —
Expire after one year, within two years	42,759	(42,759)	—
Expire after two years, within three years	54,293	(54,262)	31
Expire after three years, within four years	7,313	(7,313)	—
Expire after four years, within five years	667	(667)	—
Expire after five years	31,550	(31,489)	61
Total	¥ 163,229	¥ (163,137)	¥ 92

* Tax loss carried forward shown is the amount which is multiplied by effective statutory tax rate.

(Change in presentation method)

“Allowance for doubtful accounts” and “Shares of subsidiaries and associates,” which were included in “Other” under “Deferred tax assets” in the fiscal year ended March 31, 2022, are separately presented since their materiality has increased. In order to reflect this change in presentation method, notes to the fiscal year ended March 31, 2022 have been reclassified.

As a result, ¥159,710 million in “Other” that was presented under “Deferred tax assets” has been reclassified as ¥7,444 million in “Allowance for doubtful accounts,” ¥110,593 million in “Shares of subsidiaries and associates,” and ¥41,672 million in “Other.”

(c) Accounting treatment for corporate tax and local corporate tax, and tax effect accounting treatment thereof

From the fiscal year ended March 31, 2023, the Company and some of its domestic consolidated subsidiaries transitioned from the consolidated taxation system to the group tax relief system. Accounting treatment and disclosure of corporate tax, local corporate tax, and tax effect accounting are in accordance with the “Practical Solution to Accounting and Disclosures Under the Group Tax Relief System” (Practical Issues Task Force No. 42, August 12, 2021, hereinafter “PITF No. 42”).

In addition, based on PITF No. 42, Paragraph 32-1, changes in accounting policy due to the application of the PITF No. 42 are treated as they have no impact.

15. Business Combinations

The main business combinations conducted during the fiscal year ended March 31, 2023 were as follows:

Business combination through acquisition

(Making Sakai Display Products Corporation a wholly owned subsidiary through a share exchange)

On March 3, 2022, the Company entered into a share purchase agreement with World Praise Limited (hereinafter, “WPL”), a shareholder of Sakai Display Products Corporation (hereinafter, “SDP”), that sets out the Company’s acquisition of SDP shares by way of a share exchange under which the Company became a wholly owing parent company and SDP became a wholly owned subsidiary company (hereinafter, the “Share Exchange”).

After that, the Company obtained all the approvals and licenses required by competition laws, etc. necessary for the execution of this transaction. Based on the Board of Directors resolution on the Share Exchange made on May 11, 2022, the Company signed a share exchange agreement with SDP on May 31, 2022. The procedures of the Share Exchange were completed, effective June 27, 2022.

Business combination through the Share Exchange is outlined below.

(a) Overview of the business combination

(1) Name and field of business of the acquired company

Name of the acquired company: Sakai Display Products Corporation (SDP)

Field of business: Development, manufacture, sales, import and export of liquid crystal displays and other display devices

(2) Main reasons for the business combination

From 2009, when SDP started its operations, the Company had procured large-size LCD panels for its main lineup of products in TV and commercial display business, from SDP. Based on the judgment that complete subsidiarization of SDP (rejoining the Group) would bring the following benefits to the Company’s business, the Share Exchange was executed with WPL, a shareholder of SDP.

- i) As the Company strives to expand its TV and commercial display business on a global scale, stable and advantageous procurement of high-definition panels, which accounts for a large proportion of the cost structure, is critical.

Notes to Consolidated Financial Statements

- ii) This business combination would help the Company's Display Device unit expand applications, improve production capacity, and strengthen competitiveness in the future when demand for displays is expected to increase further driven by the current New Normal, digital transformation, automotive, metaverse, and other new trends.
- iii) While China, which holds onto high share of the large-size LCD market, has been in the midst of the trade conflict with the U.S.A., SDP is expected to have an advantage in supplying panels to the markets in the Americas, as it is the only 10th generation (2,880 mm x 3,130 mm mother glass) or larger LCD panel plant outside China.

(3) Date of business combination

June 27, 2022 (Deemed acquisition date: June 30, 2022)

(4) Legal form of business combination

Share exchange

(5) Company name after business combination

The company's name is unchanged.

(6) Ratio of voting rights acquired

Voting rights held immediately before the business combination:	20%
Voting rights additionally acquired through the share exchange:	80%
Voting rights after the acquisition:	100%

(7) Main reason for identifying the acquired company

Due to the fact that the Company acquired 100% of SDP's voting rights through the share exchange and made it a wholly owned subsidiary.

(b) Period of performance of the acquired company included in the consolidated financial statements

From July 1, 2022 to March 31, 2023

In addition, the portion of SDP's performance attributable to the Company for the period from April 1, 2022 to June 30, 2022 was recorded as a share of losses of entities accounted for using the equity method since SDP was an equity-method affiliate of the Company.

(c) Cost of acquisition of the acquired company and breakdown thereof by type of consideration

	Yen (millions)
Market value of shares held immediately before the business combination as of the date of the business combination	¥ 10,084
Market value of common shares of the Company issued on the date of the business combination:	40,337
Total acquisition costs:	¥ 50,422

(d) Exchange ratio by class of shares and calculation method thereof, and number of shares issued

(1) Exchange ratio by class of shares

The Company allotted and issued 11.45 shares of its common shares for each SDP common share. However, 839,600 SDP shares, which the Company owned, was not allocated by the Share Exchange.

(2) Calculation method of share exchange ratio

The Company requested a third-party institution independent from both companies, to calculate the share exchange ratio. The exchange ratio was determined based on the submitted report and discussions between both parties.

(3) Number of shares delivered

38,453,680 shares

Notes to Consolidated Financial Statements

(e) Major component of acquisition-related expenses and the amount thereof

Advisory fee, etc. ¥74 million

(f) Difference between the acquisition cost of the acquired company and total amount of individual investment costs leading to the acquisition

Gain on step acquisitions ¥12,422 million

(g) Amount of goodwill recognized, reason for recognition, amortization method and amortization period

(1) Amount of goodwill recognized

¥69,240 million

(2) Reason for recognition

Goodwill was recognized in relation to the excess earning power anticipated at the time of the business combination.

(3) Amortization method and amortization period

The Company started to amortize the goodwill using the straight-line method with an amortization period of 10 years, but recorded an impairment loss at the end of the fiscal year ended March 31, 2023. For details, please refer to “(j) Impairment losses” under “3. Notes to Consolidated Statements of Operations.”

(h) Amount of assets accepted and liabilities assumed on the date of business combination and major breakdown thereof

	Yen (millions)
Current assets	¥ 40,365
Non-current assets	207,701
Total assets	248,067
Current liabilities	163,079
Non-current liabilities	103,806
Total liabilities	¥ 266,885

(i) Estimated amounts of impact on the consolidated statements of operations for the fiscal year ended March 31, 2023 assuming the business combination was completed on the first day of the fiscal year and calculation method thereof

	Yen (millions)
Net sales	¥ 6,831
Operating loss	(23,626)
Ordinary loss	(27,492)
Loss before income taxes	(22,301)

(Calculation method of estimated amounts)

The estimated amounts of impact indicate the difference between net sales and profit/loss information with the assumption that the business combination had been completed on the first day of the fiscal year ended March 31, 2023 and with adjustments for the elimination of internal transactions, and net sales and profit/loss information reported in the consolidated statements of operations of the acquiring company. In addition, the goodwill recognized upon the business combination was assumed to be booked at the first day of the fiscal year ended March 31, 2023, and was included in the estimated amounts.

This note is not subject to audit.

Notes to Consolidated Financial Statements

16. Revenue Recognition

(a) Information on disaggregated revenue from contracts with customers

The Group's net sales mainly consist of revenue recognized from contracts with customers. The components of the Group's reportable segments disaggregated by type of goods or services were as follows. With the organizational changes made in the fiscal year ended March 31, 2023, the Digital Imaging Solutions business, which was included in Other under the 8K Ecosystem in the fiscal year ended March 31, 2022, is now included in the Smart Business Solutions business. The components for the fiscal year ended March 31, 2022 have been prepared based on the information that reflects the organizational changes, etc.

	Yen (millions)
	2022
Reportable Segment:	
Smart Life:	
Smart Appliances & Solutions business	¥ 356,682
Other	89,357
Sales to external customers	446,039
8K Ecosystem:	
Smart Business Solutions business	341,086
Smart Display Systems business	207,121
Other	9,737
Sales to external customers	557,945
ICT:	
Mobile Communication business	139,803
PC business	177,003
Sales to external customers	316,807
Display Device:	
Display Device business	817,082
Sales to external customers	817,082
Electronic Device:	
Electronic Device business	357,713
Sales to external customers	357,713
Total	¥ 2,495,588

	Yen (millions)
	2023
Reportable Segment:	
Smart Life:	
Smart Appliances & Solutions business	¥ 374,628
Other	93,923
Sales to external customers	468,552
8K Ecosystem:	
Smart Business Solutions business	392,668
Smart Display Systems business	186,215
Other	6,544
Sales to external customers	585,428
ICT:	
Mobile Communication business	147,639
PC business	163,712
Sales to external customers	311,351
Display Device:	
Display Device business	736,224
Sales to external customers	736,224
Electronic Device:	
Electronic Device business	446,560
Sales to external customers	446,560
Total	¥ 2,548,117

The Smart Life segment consists of the Smart Appliances & Solutions business and the other business. The Smart Appliances & Solutions business includes white goods such as refrigerators, washing machines and air conditioners.

The 8K Ecosystem segment consists of the Smart Business Solutions business, the Smart Display Systems business and other businesses. The Smart Business Solutions business includes digital multifunction printers. The Smart Display Systems business includes televisions.

The ICT segment consists of the Mobile Communication business and the PC business. The Mobile Communication business includes mobile phones.

The Display Device segment includes display modules.

The Electronic Device segment includes camera modules.

Notes to Consolidated Financial Statements

(b) Basic information for understanding revenue from contracts with customers

(1) Product sales

The Group manufactures and sells telecommunications equipment, electrical equipment, and electronic application equipment as “brand business” (white goods such as refrigerators, washing machines, and air conditioners in the Smart Life segment; digital multi-function printers, televisions, etc. in the 8K Ecosystem segment; and mobile phones, personal computers, etc. in the ICT segment). The Group also manufactures and sells electronic components as “device business” (display modules, etc. in the Display Device segment; and camera modules, etc. in the Electronic Device segment).

In principle, revenue from these transactions is recognized at the point when the customer obtains control of products delivered by the Group as the performance obligation is deemed to have been satisfied then. At that point in time, the legal title to the products, physical possession, and significant risks and rewards of the ownership of the products are transferred to the customer, and the Group is entitled to receive payment for the transaction. For some domestic sales, revenue is recognized upon shipment if the period of time from the shipment to the transfer of control of the products to the customer is considered to be normal.

Revenue is measured at the amount of consideration that the Group expects to be entitled (hereinafter, “transaction price”) in return for transfer of products or services to customers. The Group deducts sales rebates paid primarily to retailers from revenue. In this way, in determining a transaction price, if the consideration promised to the customer includes a variable component (hereinafter, “variable consideration”), the transaction price is estimated by subtracting any variable considerations. The amount of a variable consideration is included in the transaction price only to the extent that it is highly probable that the subsequent resolution of uncertainty concerning the amount of the variable consideration will not result in a significant reversal in revenue.

In addition, the Group has product warranty obligations under product sales agreements to repair or replace defective products free of charge within a certain period of time. Such warranty obligations provide assurance to the customer that the product will perform as intended in accordance with the specifications set forth in the agreement with the customer, and are therefore recognized as a provision for product warranties.

(2) Construction contracts

In the energy solution business (“Other” in the Smart Life segment), the Group enters into construction contracts that include design and construction of solar power plants. In such contracts, the performance obligation is deemed to be satisfied over time as the construction progresses, and revenue is recognized according to the degree of progress made in satisfying that performance obligation. The degree of progress is measured by the percentage-of-completion method, which uses the ratio of the cost incurred to the estimated total cost of each contract.

However, for construction contracts that have a very short period of time from the contract commencement date to the date when the performance obligation is expected to be fully satisfied, the Group does not recognize revenue over time, but upon a completion of an acceptance inspection because the performance obligation is deemed to have been satisfied at that point in time.

(3) Services

The Group offers maintenance contracts and product warranty services associated with (1) Product sales contracts and (2) Construction contracts. For maintenance contracts, the Group provides maintenance services over the contract period and recognizes revenue according to the contract period. In some cases, an extended warranty contract is concluded as product warranty services, separately from the normal product warranties provided in accordance with agreed-upon specifications. In such cases, the Group recognizes revenue over the extended warranty period because the performance obligation of the product warranty services is satisfied over time.

(4) Licensing

The Group receives consideration for patent licensing by entering into an agreement that permits a customer to manufacture or sell the Group's products or use its technologies.

Revenue from licensing is recognized over time if the nature of the Group's promise in granting the license to the customer is the right to access the intellectual property over the term of the license. If it is the right to use the intellectual property at the point of time when the license is granted, revenue is recognized at that point.

In addition, for sales-based or usage-based royalties, revenue is measured based on sales etc. of the licensee while the timing of recognition is decided based on when sales, etc. are generated at the licensee side.

Notes to Consolidated Financial Statements

(c) Information on the relationship between satisfaction of performance obligations based on contracts with customers and cash flows arising from such contracts, and the amount and timing of revenue expected to be recognized in the next fiscal year and beyond from the contracts with customers outstanding at the end of the current fiscal year

(1) Balance of contract assets and contract liabilities, etc.

	Yen (millions)	
	2022	2023
Balance at beginning of year:		
Receivables arising from contracts with customers	¥ 457,649	¥ 477,269
Contract assets	12,210	9,890
Contract liabilities	74,843	76,682

	Yen (millions)	
	2022	2023
Balance at end of year:		
Receivables arising from contracts with customers	¥ 477,269	¥ 433,106
Contract assets	9,890	4,951
Contract liabilities	76,682	86,838

Notes: 1. Contract assets are, mainly generated from construction contracts, those related to the rights of the Company and its consolidated subsidiaries regarding the consideration for promised goods or services where performance obligations have been satisfied or partially satisfied as of the end of the fiscal year but have not yet been invoiced. Contract assets are transferred to receivables arising from contracts with customers once the right to consideration becomes unconditional.
Contract liabilities mainly consist of advances received from customers for products and consideration received for performance obligation of promised services that will be satisfied on a continuous basis.

2. Of the amount of revenue recognized in the fiscal year ended March 31, 2023, ¥26,504 million was transferred from the beginning balance of contract liabilities.

3. There were no significant changes in the balances of contract assets and liabilities for the fiscal year ended March 31, 2023.

4. The amount of revenue generated from performance obligations satisfied (or partially satisfied) in prior periods and recognized in the fiscal year ended March 31, 2023 (e.g., change in transaction price) was immaterial.

(2) Transaction price allocated to remaining performance obligations

Applying practical expedients to notes to the transaction price allocated to the remaining performance obligations, contracts with an initially expected contract period of one year or less and sales-based or usage-based royalties from intellectual property license agreements of the Company and its consolidated subsidiaries are not stated. Transaction price allocated to the remaining performance obligations as of March 31, 2023 totals ¥48,085 million. These performance obligations are mainly related to construction contracts, but also include maintenance and warranty services and intellectual property license agreements, etc.

Approximately 48% of this transaction price is expected to be recognized as revenue within one year after March 31, 2023, approximately 40% within a timeframe of more than one year and less than five years, and the rest, approximately 12%, is expected to be recognized after five years.

17. Segment Information

(a) General information about reportable segments

The Group's reportable segments are components of the Group for which discrete financial information is available and whose operating results are reviewed regularly by the Board of Directors. The Board uses this information to make decisions about resources to be allocated among the segments and to assess segment performance.

The Group is working to establish business structure centering brand businesses, while at the same time promoting ESG-focused management to achieve sustainable growth. Specifically, the Group is focusing on the four major goals of (1) Further strengthening healthcare-related business, (2) Contributing to carbon neutrality, (3) HITO (people)-based management and (4) Becoming a true global company. To achieve these goals, the Group defined three brand business domains: Smart Life, 8K Ecosystem, and ICT, as well as two device business domains: Display Device and Electronic Device, as reportable segments.

Notes to Consolidated Financial Statements

(b) Basis of measurement of reportable segment sales, income or loss, segment assets and other material items

The accounting policies for the reportable segments are consistent with the Group's accounting policies used in the preparation of its consolidated financial statements. Intersegment sales and income (loss) are recognized based on properly negotiated prices.

Depreciable assets of the administration groups of the Company's headquarters are not allocated to reportable segments. However, depreciation and amortization of these assets are properly allocated to reportable segments.

Additionally, as stated in "(s) Changes in accounting policies" under "1. Summary of Significant Accounting and Reporting Policies" beginning from the fiscal year ended March 31, 2023, the US GAAP ASC 842 "Leases" has been applied to the Group's overseas consolidated subsidiaries that have adopted the US GAAP.

As a result, segment assets as of March 31, 2023 increased by ¥5,636 million for 8K Ecosystem, ¥206 million for ICT, and ¥189 million for Display Device, respectively.

(c) Information on reportable segment sales, income or loss, segment assets and other material items

Segment information as of and for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Net sales:		
Smart Life:		
Customers	¥ 446,039	¥ 468,552
Intersegment	152	191
Total	446,192	468,743
8K Ecosystem:		
Customers	557,945	585,428
Intersegment	9,745	6,404
Total	567,690	591,832
ICT:		
Customers	316,807	311,351
Intersegment	7,210	14,521
Total	324,017	325,873
Display Device:		
Customers	817,082	736,224
Intersegment	42,592	23,729
Total	859,674	759,953
Electronic Device:		
Customers	357,713	446,560
Intersegment	39,120	29,028
Total	396,834	475,589
Adjustments	(98,822)	(73,875)
Consolidated net sales	¥ 2,495,588	¥ 2,548,117
Segment income (loss):		
Smart Life	¥ 48,291	¥ 28,209
8K Ecosystem	24,966	13,421
ICT	4,038	(5,530)
Display Device	20,316	(66,482)
Electronic Device	6,988	14,799
Adjustments	(19,884)	(10,137)
Consolidated operating profit (loss)	¥ 84,716	¥ (25,719)
Segment assets:		
Smart Life	¥ 168,996	¥ 147,982
8K Ecosystem	301,192	309,655
ICT	120,272	108,239
Display Device	480,925	355,103
Electronic Device	199,087	198,078
Adjustments	685,814	653,901
Consolidated assets	¥ 1,956,288	¥ 1,772,961

Notes to Consolidated Financial Statements

	Yen (millions)	
	2022	2023
Other material items		
Depreciation:		
Smart Life	¥ 3,546	¥ 3,678
8K Ecosystem	13,766	15,881
ICT	8,606	8,207
Display Device	18,182	27,508
Electronic Device	18,372	18,972
Adjustments	3,750	4,892
The amount presented in consolidated financial statements	¥ 66,225	¥ 79,141
Amortization of goodwill:		
Smart Life	¥ 35	¥ 39
8K Ecosystem	1,906	1,856
ICT	119	135
Display Device	—	5,193
Electronic Device	—	—
Adjustments	—	—
The amount presented in consolidated financial statements	¥ 2,062	¥ 7,224
Investments in nonconsolidated subsidiaries and affiliates accounted for using equity method:		
Smart Life	¥ 434	¥ 478
8K Ecosystem	2,964	3,133
ICT	—	—
Display Device	6,753	42,971
Electronic Device	—	—
Adjustments	40,139	42,189
The amount presented in consolidated financial statements	¥ 50,291	¥ 88,772
Increase in property, plant, equipment and intangible assets:		
Smart Life	¥ 2,322	¥ 5,236
8K Ecosystem	9,535	17,147
ICT	8,164	6,119
Display Device	18,243	14,753
Electronic Device	25,277	14,717
Adjustments	4,785	2,893
The amount presented in consolidated financial statements	¥ 68,328	¥ 60,867

Adjustments of segment income were ¥(19,884) million and ¥(10,137) million for the fiscal years ended March 31, 2022 and 2023, respectively, including elimination of intersegment transactions and corporate expenses not allocated to each reportable segment.

Elimination of intersegment transactions for segment income were ¥(4) million and ¥(0) million, respectively. Corporate expenses not allocated to each reportable segment were ¥(17,235) million and ¥(15,929) million for the fiscal years ended March 31, 2022 and 2023, respectively.

Corporate expenses were mainly attributable to basic R&D expenses and expenses related to the administrative groups of the Company's headquarters.

Adjustments of segment assets were ¥685,814 million and ¥653,901 million as of March 31, 2022 and 2023, respectively, and comprised elimination of intersegment transactions and corporate assets not allocated to each reportable segment.

Elimination of intersegment transactions for segment assets were ¥(8,516) million and ¥(5,086) million, respectively. Corporate assets not allocated to each reportable segment were ¥694,330 million and ¥658,987 million as of March 31, 2022 and 2023, respectively.

Corporate assets not allocated to each reportable segment were attributable mainly to cash and deposits, the Company's investment securities, and depreciable assets related to the Company's R&D groups as well as the administrative groups of the Company's headquarters.

Adjustments of investments in nonconsolidated subsidiaries and affiliates accounted for using equity method were ¥40,139 million and ¥42,189 million as of March 31, 2022 and 2023, respectively, and mainly comprised investments in Sharp Finance Corporation.

Adjustments of increase in property, plant, equipment and intangible assets were ¥4,785 million and ¥2,893 million for the fiscal years ended March 31, 2022 and 2023, respectively, and mainly comprised increases in the Company's R&D groups and the administrative groups of the Company's headquarters.

Depreciation includes the amortization of long-term prepaid expenses.

Increase in property, plant, equipment and intangible assets includes the increase in long-term prepaid expenses.

Notes to Consolidated Financial Statements

(d) Related information

(1) Net sales by product/service

Net sales by product/service for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Net sales to outside customers:		
Display modules	¥ 817,082	¥ 736,224
Sensing devices	315,919	415,717
Other	1,362,586	1,396,174
Total	¥ 2,495,588	¥ 2,548,117

Note: From the fiscal year ended March 31, 2023, the product/service name of "LCD display modules" has been changed to "Display modules." This change of name does not affect the information of each product/service. As was done with the information for the fiscal year ended March 31, 2023, "LCD display modules" have been renamed "Display modules" for the fiscal year ended March 31, 2022.

(2) Net sales by region/country

Net sales by region/country for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Net sales:		
Japan	¥ 817,794	¥ 800,315
China	1,001,698	988,194
Asia	240,445	258,004
Other	435,649	501,601
Total	¥ 2,495,588	¥ 2,548,117

Net sales are classified according to regions or countries where customers are located.

(Change in presentation method)

From the fiscal year ended March 31, 2023, "Asia" has been separately presented since its materiality as a region has increased. As a result, ¥676,095 million, which was presented as "Other" in the fiscal year ended March 31, 2022, has been reclassified as ¥240,445 million for "Asia" and ¥435,649 million for "Other."

(3) Property, plant and equipment by region/country

Property, plant and equipment by region/country as of March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Property, plant and equipment, at cost less accumulated depreciation:		
Japan	¥ 301,956	¥ 275,737
Asia	71,093	70,121
Other	45,211	43,397
Total	¥ 418,260	¥ 389,257

(4) Major customers and related sales amount

Major customers and related sales amount for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Net sales:		
APPLE INC.	¥ 427,824	¥ 509,959
Related segments:		
Display Device and Electronic Device for the years ended March 31, 2022 and 2023		
Net sales:		
General Interface Solution Limited	¥ 345,123	¥ 315,668
Related segment:		
Display Device for the years ended March 31, 2022 and 2023		

(e) Impairment losses on non-current assets by reportable segment

Impairment losses on non-current assets by reportable segment for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Impairment losses:		
Smart Life	¥ —	¥ —
8K Ecosystem	—	3,729
ICT	—	456
Display Device	14,791	213,384
Electronic Device	7,912	2,983
Corporate Assets and Elimination	—	—
Total	¥ 22,703	¥ 220,553

Notes to Consolidated Financial Statements

(f) Goodwill amortization and unamortized balance by reportable segment

Goodwill amortization and the unamortized balance by reportable segment as of and for the fiscal years ended March 31, 2022 and 2023 were as follows:

	Yen (millions)	
	2022	2023
Amortization of goodwill:		
Smart Life	¥ 35	¥ 39
8K Ecosystem	1,906	1,856
ICT	119	135
Display Device	—	5,193
Electronic Device	—	—
Corporate Assets and Elimination	—	—
Total	¥ 2,062	¥ 7,224
Balance at end of year:		
Smart Life	¥ 56	¥ 19
8K Ecosystem	8,191	6,199
ICT	191	66
Display Device	—	—
Electronic Device	—	—
Corporate Assets and Elimination	—	—
Total	¥ 8,439	¥ 6,284

Note: An impairment loss was recorded for ¥745 million of goodwill attributable to the 8K Ecosystem segment and ¥64,047 million of goodwill attributable to the Display Device segment.

(g) Gain on bargain purchase by reportable segment

Fiscal year ended March 31, 2022

The information is omitted as it was immaterial.

Fiscal year ended March 31, 2023

Not applicable

18. Transactions with Related Parties

(a) Transactions with related parties

(1) Transactions between the Company and related parties

i) Parent company and major corporate shareholders, etc. of the Company

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

ii) Nonconsolidated subsidiaries and affiliates, etc. of the Company

Principal transactions with related parties for the fiscal year ended March 31, 2022 were as follows:

Category	Company name	Location	Share capital	Details of business	Holding or held ratio	Relationship with the related party	Detail of transaction	Transaction amount (millions of yen)	Account	Ending balance (millions of yen)
Affiliate	Sakai Display Products Corporation	Sakai City, Osaka	32,485 million yen	Development, manufacture, distribution, export and import of LCD and other displays	20.0% holding directly	Manufacture of the Company's products and lease of real estate, etc.	Payment of costs and expenses on behalf of the affiliate	42,418	Accounts receivable - other	40,844
							Collection of lease receivables	2,240	Other (Current assets) Other (Investments and other assets)	2,463 39,200

Note: Transaction prices and other transaction terms are determined appropriately upon negotiation.

Principal transactions with related parties for the fiscal year ended March 31, 2023 are omitted as they were immaterial.

iii) Subsidiaries owned by the same parent company as the Company and subsidiaries of other related companies of the Company, etc.

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

Notes to Consolidated Financial Statements

iv) Directors and major individual shareholders, etc. of the Company

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

(2) Transactions between the consolidated subsidiaries of the Company and related parties

i) Parent company and major corporate shareholders, etc. of the Company

Principal transactions with related parties for the fiscal year ended March 31, 2022 are omitted as they were immaterial.

Principal transactions with related parties for the fiscal year ended March 31, 2023 were as follows:

Category	Company name	Location	Share capital	Details of business	Holding or held ratio	Relationship with the related party	Detail of transaction	Transaction amount (millions of yen)	Account	Ending balance (millions of yen)
Parent	Hon Hai Precision Industry Co., Ltd.	New Taipei City, Taiwan	NT \$138,629 million	Electronic equipment contract manufacturing service	(Held) 22.3% Directly 11.8% Indirectly [23.2%]	Contract manufacturing, sale of products,	Contract manufacturing, sale of products	12,029	Accounts receivable	21,048
						purchase of raw materials and products	Purchase of raw materials and products	25,600	Accounts payable	20,523

Notes: 1. Transaction prices and other transaction terms are determined appropriately through negotiation.
 2. The holding or held ratio in brackets is not included in the figures above it and indicates the ratio held by the entities which are regarded to exercise their voting rights in the same manner as Hon Hai Precision Industry Co., Ltd. due to their close relationship.
 3. The transaction amount of contract manufacturing is the net of product price less the amount of raw materials supplied.

ii) Nonconsolidated subsidiaries and affiliates, etc. of the Company

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

iii) Subsidiaries owned by the same parent company as the Company and subsidiaries of other related companies of the Company, etc.

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

iv) Directors and major individual shareholders, etc. of the Company

Principal transactions with related parties for the fiscal years ended March 31, 2022 and 2023 are omitted as they were immaterial.

(b) Information on the parent company and significant affiliates

(1) Information on the parent company

Hon Hai Precision Industry Co., Ltd. (Listed on the Taiwan Stock Exchange)

(2) Summary of financial statements of significant affiliated company

For the fiscal year ended March 31, 2022, the significant affiliated company was Sakai Display Products Corporation.

Summary of its financial statements was as follows:

	Yen (millions)
	2022
Current assets	¥ 250,385
Non-current assets	839,793
Current liabilities	270,524
Non-current liabilities	591,146
Net assets	228,507
Net sales	308,541
Profit before income taxes	11,891
Profit attributable to owners of parent	4,444

Notes to Consolidated Financial Statements

For the fiscal year ended March 31, 2023, the significant affiliated company was SDP Global (China) Co., Ltd.

Summary of its financial statements was as follows:

	Yen (millions)
	2023
Current assets	¥ 155,107
Non-current assets	765,944
Current liabilities	187,975
Non-current liabilities	510,337
Net assets	222,738
Net sales	110,901
Loss before income taxes	(65,939)
Loss	(65,939)

19. Per Share Data

Per share data as of March 31, 2022 and 2023 were as follows:

	Yen	
	2022	2023
Net assets per share	¥ 743.70	¥ 321.05
Income (loss) per share	121.14	(407.31)
Fully diluted income per share	—	—
	"Fully diluted income per share" is not stated because potentially dilutive shares existed but they had no dilutive effects.	"Fully diluted income per share" is not stated because potentially dilutive shares existed but a loss per share was recorded.

Income (loss) per share and fully diluted income per share as of March 31, 2022 and 2023 were calculated on the following basis:

	2022	2023
Income (loss) per share		
Profit (loss) attributable to owners of parent (millions of yen)	¥ 73,991	¥ (260,840)
Amounts not allocated to common shares (millions of yen)	—	—
Profit (loss) attributable to owners of parent allocated to common shares (millions of yen)	73,991	(260,840)
Average number of common shares outstanding during each year (thousands of shares)	610,799	640,400
Details of potentially dilutive shares that were not included in the calculation of fully diluted income per share because they have no dilutive effects	743 share acquisition rights resolved by the Board of Directors meeting on April 19, 2017 (First Share acquisition rights)	720 share acquisition rights resolved by the Board of Directors meeting on April 19, 2017 (First Share acquisition rights)
	381 share acquisition rights resolved by the Board of Directors meeting on September 26, 2017 (Second Share acquisition rights)	381 share acquisition rights resolved by the Board of Directors meeting on September 26, 2017 (Second Share acquisition rights)
	875 share acquisition rights resolved by the Board of Directors meeting on August 28, 2018 (Third Share acquisition rights)	875 share acquisition rights resolved by the Board of Directors meeting on August 28, 2018 (Third Share acquisition rights)
	A brief summary is in Note 13. Stock Options.	A brief summary is in Note 13. Stock Options.

Notes to Consolidated Financial Statements

20. Significant Subsequent Events

(a) Segment reclassification

In the fiscal year ended March 31, 2023, the Group operated in five reportable business segments: Smart Life, 8K Ecosystem, ICT, Display Device, and Electronic Device. Starting from the fiscal year ending March 31, 2024, the reportable business segments have been changed to the following five: Smart Life & Energy, Smart Office, Universal Network, Display Device, and Electronic Device.

This change is intended to reorganize the group structure of the brand businesses to clarify areas of focus and maximize synergies among businesses. The Company will speed up business transformation for renewed growth toward early materialization of new businesses.

With this segment reclassification, the Smart Appliances & Solutions business and Energy Solution business (formerly under Smart life) are now included in the Smart Life & Energy business segment. The Smart Business Solutions business (formerly under 8K Ecosystem) and the PC business (formerly under ICT) are included in the Smart Office business segment. The Smart Display Systems business (formerly under 8K Ecosystem) and the Mobile Communication business (formerly under ICT) are included in the Universal Network business segment. Additionally, the Smart Display Systems business is renamed as TV Systems business along with this segment reclassification.

Information on net sales, income (loss) of each reclassified reportable segment for the fiscal year ended March 31, 2023 was as follows.

	Yen (millions)
	2023
Net sales:	
Smart Life & Energy:	
Customers	¥ 475,096
Intersegment	1,736
Total	476,832
Smart Office:	
Customers	556,380
Intersegment	5,388
Total	561,768
Universal Network:	
Customers	333,855
Intersegment	261
Total	334,116
Display Device:	
Customers	736,224
Intersegment	23,729
Total	759,953
Electronic Device:	
Customers	446,560
Intersegment	29,028
Total	475,589
Adjustments	(60,144)
Consolidated net sales	¥ 2,548,117
Segment income (loss):	
Smart Life & Energy	¥ 29,381
Smart Office	14,526
Universal Network	(7,807)
Display Device	(66,482)
Electronic Device	14,799
Adjustments	(10,137)
Consolidated operating loss	¥ (25,719)

Adjustments of segment income (loss) of ¥(10,137) million included elimination of intersegment transactions of ¥(0) million and corporate expenses not allocated to each reportable segment of ¥(15,929) million. Corporate expenses were mainly attributable to basic R&D expenses and expenses related to the administrative groups of the Company's headquarters.

Notes to Consolidated Financial Statements

(b) Allotment of stock options (share acquisition rights)

The Company adopted a resolution at the Board of Directors meeting held on May 11, 2023, to submit a proposal at the Ordinary General Meeting of Shareholders held on June 27, 2023, that the Company be authorized to allot share acquisition rights as stock options to directors, executive officers and employees (hereinafter collectively called "Officers and Employees") of the Company and its subsidiaries and to delegate to its Board of Directors the determination of the subscription requirements of such share acquisition rights.

The proposal was approved at the same Ordinary General Meeting of Shareholders.

(1) Purpose of adopting the stock option plan

The Company implemented the stock option plan that would help the Company retain and recruit human resources required for the Company's revitalization and growth, and would serve as an incentive to increase their motivation to participate in the Group's business management and contribute to higher performance, as well as the increased corporate value of the Company. The Company will issue share acquisition rights as stock options as one of the types of remuneration for Officers and Employees of the Group.

(2) Class and number of shares to be issued upon exercise of share acquisition rights

The class of shares to be issued upon the exercise of share acquisition rights shall be common stock of the Company, and the maximum number of shares to be issued shall be 9,750,000.

If the Company splits or consolidates its common stock, the number of shares to be issued upon the exercise of share acquisition rights shall be adjusted.

(3) Total number of share acquisition rights to be allotted

The maximum number of share acquisition rights to be allotted shall be 97,500.

100 shares shall be issued per unit of share acquisition rights; provided that, in the event of any adjustment of the number of shares stipulated in (2) above, the number of shares to be issued per unit of share acquisition rights shall be adjusted accordingly. The date of allotment of share acquisition rights shall be determined by the Board of Directors, and the Board of Directors may make multiple allotments within the allotments up to the aforementioned maximum number of share acquisition rights.

(4) Cash payment for share acquisition rights

No cash payment is required for share acquisition rights.

(5) Value of assets to be contributed upon the exercise of share acquisition rights

The value of assets to be contributed upon the exercise of each share acquisition right shall be the value per share to be issued by the exercise of each share acquisition right (hereinafter, "Exercise Value") multiplied by the number of shares to be issued upon the exercise of one unit of share acquisition rights.

The Exercise Value shall be the closing price on the Tokyo Stock Exchange on the day immediately prior to the date of the resolution by the Board of Directors of the Company determining the subscription requirements of the share acquisition rights or the closing price on the date of the allotment, whichever is higher. If the Company splits or consolidates its common stock after the issuance of share acquisition rights, the Exercise Value shall be adjusted.

(6) Exercise period of share acquisition rights

The exercise period shall be from the second anniversary to the tenth anniversary of the allotment date. If the last day of the exercise period falls on a Company holiday, the final day shall be the working day immediately preceding the last day.

(7) Increase in capital due to the issuance of shares arising from the exercise of share acquisition rights

Amount of increase in capital as a result of issuing shares upon exercise of share acquisition rights shall be half of the upper limit of capital increase as calculated pursuant to the provisions of Article 17, Paragraph 1 of the Ordinance on Accounting of Companies, where any resultant fraction less than one yen shall be rounded up.

Consolidated Subsidiaries

(As of March 31, 2023)

Domestic

Sharp Marketing Japan Corporation
Sharp Energy Solutions Corporation
Sharp Yonago Corporation
Sharp Display Manufacturing Corporation
Sakai Display Products Corporation
Sharp Support & Service Corporation
ScienBiziP Japan Co., Ltd.
Dynabook Inc.

Kantatsu Co., Ltd.
Sharp Semiconductor Innovation Corporation
Sharp Fukuyama Laser Co., Ltd.
Sharp Cocoro Life Inc.
Sharp Display Technology Corporation
Sharp NEC Display Solutions, Ltd.
Sharp Sensing Technology Corporation

Overseas

<Countries and Areas>

Sharp Electronics Corporation <New Jersey, U.S.A.>
Sharp Laboratories of America, Inc. <Washington, U.S.A.>
Dynabook Americas, Inc. <Delaware, U.S.A.>
Sharp NEC Display Solutions of America, Inc. <Illinois, U.S.A.>
Sharp Electronics of Canada Ltd. <Ontario, Canada>
Sharp Corporation Mexico S.A. de C.V. <Mexico City, Mexico>
Sharp Electronics (Europe) Limited <Middlesex, U.K.>
Sharp Business Systems UK Plc. <Wakefield, U.K.>
Sharp International Finance (U.K.) Plc. <Middlesex, U.K.>
Sharp Electronics (Europe) GmbH <Hamburg, Germany>
Sharp Devices Europe GmbH <Munich, Germany>
Sharp NEC Display Solutions Europe GmbH <Munich, Germany>
Sharp Business Systems Deutschland GmbH <Cologne, Germany>
Dynabook Europe GmbH <Neuss, Germany>
Sharp Business Systems Sverige AB <Bromma, Sweden>
Sharp Electronics (Schweiz) AG <Rüschlikon, Switzerland>
Sharp Business Systems France S.A.S. <Toulouse, France>
Sharp Manufacturing France S.A. <Soulitz, France>
Sharp Electronics Benelux B.V. <Utrecht, the Netherlands>
Sharp Consumer Electronics Poland Sp. z o.o. <Toruń, Poland>
Sharp Middle East Free Zone Establishment <Dubai, U.A.E.>
Sharp Universal Technology (Shenzhen) Co., Ltd. <Shenzhen, China>
Sharp NEC Display Solutions (China), Ltd. <Shenzhen, China>
Sharp Universal Technology (Shanghai) Co., Ltd. <Shanghai, China>
Shanghai Sharp Electronics Co., Ltd. <Shanghai, China>

Sharp Electronics Sales (China) Co., Ltd. <Shanghai, China>
Nanjing Sharp Electronics Co., Ltd. <Nanjing, China>
Sharp Office Equipments (Changshu) Co., Ltd. <Changshu, China>
Wuxi Sharp Electronic Components Co., Ltd. <Wuxi, China>
Wuxi Sharp Display Technology Co., Ltd. <Wuxi, China>
Pinghu Kantatsu Fine Technology Co., Ltd. <Pinghu, China>
Dynabook Technology (Hangzhou) Inc. <Hangzhou, China>
Yantai Xia Ye Electrons Co., Ltd. <Yantai, China>
Sharp Hong Kong Limited <Hong Kong>
Sharp (Taiwan) Electronics Corporation <New Taipei, Taiwan>
Dynabook Technology (Taiwan) Co., Ltd. <Taoyuan, Taiwan>
Cocorolife Co., Ltd. <New Taipei, Taiwan>
Sharp Electronics (Malaysia) Sdn. Bhd. <Selangor, Malaysia>
Sharp Manufacturing Corporation (M) Sdn. Bhd. <Johor, Malaysia>
Sharp North Malaysia Sdn. Bhd. <Kedah, Malaysia>
Sharp Singapore Electronics Corporation Pte. Ltd. <Singapore>
Sharp Appliances (Thailand) Ltd. <Chachoengsao, Thailand>
Sharp Manufacturing (Thailand) Co., Ltd. <Nakornpathom, Thailand>
Sharp Solar Solution Asia Co., Ltd. <Bangkok, Thailand>
P.T. Sharp Electronics Indonesia <West Jawa, Indonesia>
P.T. Sharp Semiconductor Indonesia <West Jawa, Indonesia>
SAIGON STEC Co.,LTD. <Thu Dau Mot, Vietnam>
Sharp Manufacturing Vietnam CO., LTD. <Tan Uyen, Vietnam>
Sharp Business Systems (India) Private Ltd. <New Delhi, India>
Sharp Corporation of Australia Pty. Ltd. <New South Wales, Australia>

* There are 53 other consolidated subsidiaries in addition to the companies listed above.

Corporate Information

(As of March 31, 2023)

Corporate Overview

Corporate Name	Sharp Corporation
Incorporation	May 1935 (Founding: September 1912)
Head Office	1 Takumi-cho, Sakai-ku, Sakai City, Osaka 590-8522, Japan
Capital Stock	5 billion yen
Employees	Consolidated: 46,200 Japan: 18,099 / Overseas: 28,101

Stock Information

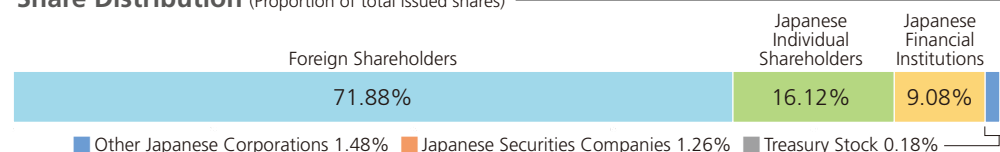
Number of Shares Authorized	1,000,000,000
Number of Shares Issued	650,406,538
Number of Shareholders	180,212
Stock Exchange Listings	Tokyo

Principal Shareholders

	Number of shares held	Percentage of total shares (%)
HON HAI PRECISION INDUSTRY CO., LTD.	144,900,000	22.32
SIO INTERNATIONAL HOLDINGS LIMITED	85,884,845	13.23
FOXCONN (FAR EAST) LIMITED	76,655,069	11.81
FOXCONN TECHNOLOGY PTE. LTD.	64,640,000	9.96
CLEARSTREAM BANKING S. A.	38,864,993	5.99
The Master Trust Bank of Japan, Ltd. (Trust Account)	34,253,100	5.28
LGT BANK LTD	15,626,514	2.41
Custody Bank of Japan, Ltd. (Trust Account)	8,794,100	1.35
Nippon Life Insurance Company	4,731,738	0.73
Meiji Yasuda Life Insurance Company	4,578,100	0.71

Note: Percentage of total shares is calculated by the number of shares issued excluding 1,133,210 treasury shares.

Share Distribution (Proportion of total issued shares)



External recognitions

As of August 2023, Sharp has been included in the following indexes and recognitions.

•FTSE4Good Index Series



•FTSE Blossom Japan Index



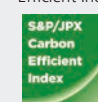
FTSE Blossom Japan Index

•FTSE Blossom Japan Sector Relative Index



FTSE Blossom Japan Sector Relative Index

•S&P/JPX Carbon Efficient Index



•MSCI ESG Leaders Indexes



•MSCI Japan ESG Select Leaders Index

2023 CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX

THE INCLUSION OF Sharp Corporation IN ANY MSCI INDEX, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT OR PROMOTION OF Sharp Corporation BY MSCI OR ANY OF ITS AFFILIATES. THE MSCI INDEXES ARE THE EXCLUSIVE PROPERTY OF MSCI. MSCI AND THE MSCI INDEX NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI OR ITS AFFILIATES.

•EcoVadis Sustainability Rating

EcoVadis evaluates the sustainability performance of supplier companies. Its aim is to improve those companies' environmental and social practices by taking into account the impact that global supply chains have on the environment and society. Sharp has received a Silver rating from EcoVadis.



Investor Relations

Sharp Corporation Investor Relations Department

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Phone: +81-50-5358-0980

Osaka 1 Takumi-cho, Sakai-ku, Sakai City, Osaka 590-8522, Japan

Websites [Japanese https://corporate.jp.sharp/ir/index.html](https://corporate.jp.sharp/ir/index.html)
[English https://global.sharp/corporate/ir/index.html](https://global.sharp/corporate/ir/index.html)



Attachment 5
Sharp's Experience
Modification Rating



Mina Cho
Vice President

Marsh USA Inc.
1166 Avenue of the Americas
New York, NY 10036-2774
+1 212 345 3653
Mina.cho@marsh.com
www.marsh.com

Sharp Electronics Corporation
100 Paragon Drive
Montvale, NJ 07645

5/30/2024

Subject:
Experience Modification
Rating

To Whom It May Concern:

Please see below for Sharp Electronics Corporation's Experience Ratings:

Effective 6/1/2024
NCCI – .80
CA – 1.01
MI - .85
NJ - .825

Effective 6/1/2023
NCCI – .90
CA – 1.14
MI- .85
NJ- .898

Effective 6/1/2022
NCCI – .91
CA – 1.11
NJ – 1.021

Effective 6/1/2021
NCCI - 1.45
CA - .79
MI - .95
NJ - .994



Page 2

Should you have any questions, or comments please do not hesitate to contact us.

Sincerely,

Mina Pho

Vice President



Attachment 6
MWBE Texas Dealer List

Attachment 1 M-W-B-DV Dealers

Account Name	DV	W	SB	M	State
Allen Young Office Machines	x				TX
ARCHER BUSINESS SYSTEMS INC			x		TX
AUSTIN TECHNOLOGY GROUP			x		TX
COMPLETE OFFICE TECHNOLOGIES		x	x	x	TX
HOGLAND OFFICE EQUIPMENT			x		TX
Integrated Business Technologies, Incorporated	x				TX
KNIGHT OFFICE SOLUTIONS INC			x		TX
MF Dallas LLC		x		x	TX
PLATINUM COPIER SOLUTIONS INC		x		x	TX
Smart Office Automation		x			TX
SOUTHWEST OFFICE SYSTEMS INC		x		x	TX
SPECTRUM TECHNOLOGIES INC			x	x	TX
Tascosa Office Solutions			x		TX
TEXAS BUSINESS SYSTEMS INC			x		TX
TEXAS DOCUMENT SOLUTIONS INC			x		TX



**Attachment 7
MWBE National
Dealer List**

Account Name	DV	W	SB	M	State
A OK OFFICE SYSTEMS INC	x		X		OK
ABERDEEN OFFICE EQUIPMENT INC			x		WA
ACTIVE OFFICE SOLUTIONS LLC				x	IL
AD SOLUTIONS		x		x	FL
ADVANCED COPIERS & PRINTERS INC			x	x	CA
AE TOUCH TECHNOLOGIES				x	LA
Alexander Printing Co., Inc.		x			GA
Allen Young Office Machines	x				TX
AM COPIER SERVICE		x		x	CA
ARCHER BUSINESS SYSTEMS INC			x		TX
ATLANTIC OFFICE AUTOMATION				x	CA
AUSTIN TECHNOLOGY GROUP			x		TX
Axis Business Consultants		x			PA
B & C Business Products		x		x	OK
BARLOP BUSINESS SYSTEMS INC		x		x	FL
BBE SOLUTIONS	x				TN
BMC INC			x		CA
C3 TECH		x		x	CA
CALTRONICS BUSINESS SYSTEMS				x	CA
Century Business Technologies		x			KS
CHATTANOOGA BUSINESS MACHINES INC		x			TN
Choice Technical Services, Inc	x				CA
COASTAL BUSINESS SYSTEMS INC			x		CA
COMMON SENSE BUSINESS SOLUTIONS INC		x		x	CA
COMPLETE OFFICE TECHNOLOGIES		x	x	x	TX
COPIER EXPO INC				x	CA
COPYWRITE OF NORTH MISSISSIPPI INC	x				MS
Definitive Technology Solutions, Inc.			x		MN
Delaware Business Systems		x			NY
DIGITAL IMAGING SOLUTIONS (WA)		x	x		WA
DIGITAL OFFICE SOLUTIONS INC				x	MI
DOCUMENT SOLUTIONS INC		x	x	x	NM
DOING BETTER BUSINESS, INC.		x			PA
Eastern Office Supply of Upstate NY, Inc		x			NY
EBE OFFICE SOURCE		x			NY
Forrest Office Machines Inc		x			AR
FRONTIER BUSINESS PRODUCTS		x			CO
HEARTLAND OFFICE SYSTEMS		x			KS
HOGLAND OFFICE EQUIPMENT			x		TX
Integrated Business Technologies, Incorporated	x				TX
INTEGRATED TECHNOLOGIES			x		ID
Intrinsic Technology Solutions, Inc.		x			NY
KNIGHT OFFICE SOLUTIONS INC			x		TX
LOGAN BUSINESS MACHINES	x		x		KS
MF Dallas LLC		x		x	TX
MOS OFFICE SYSTEMS		x			OH
NUBE Group		x		x	NM
Office Machines Company		x			MI
ONE OFFICE SOLUTION		x	x		NE
OZARK BUSINESS SYSTEMS			x		MO
Piazza Office Supply Inc	x				LA
PIKE BUSINESS MACHINES INC		x			MS
PLATINUM COPIER SOLUTIONS INC		x		x	TX
POWERS BUSINESS MACHINES INC		x	x		VA
PRECISION COPY PRODUCTS INC		x			PA
RITE TECHNOLOGY INC		x			FL
SCHOON CORPORATION		x			CA
Smart Office Automation		x			TX
SOUTHERN OFFICE SUPPLY			x		KS
Southern Office Support Corporation		x			TN
SOUTHWEST COPY SYSTEMS INC			x		NM
SOUTHWEST OFFICE SYSTEMS INC		x		x	TX
SPECTRUM TECHNOLOGIES INC			x	x	TX
STERLING BUSINESS MACHINES		x			IL
Tascosa Office Solutions			x		TX
TEXAS BUSINESS SYSTEMS INC			x		TX
TEXAS DOCUMENT SOLUTIONS INC			x		TX
THE OFFICE PEOPLE		x			SC
THE OFFICE TECHNOLOGY GROUP INC		x			WI
THE PERFORMANCE GROUP			x		CA
THE WILSON GROUP LLC		x		x	PA
TOTAL CORPORATE SOLUTIONS				x	CA
VELOCITY IMAGING PRODUCTS INC		x	x	x	CA
WATTS COPY SYSTEMS INC		x			IL
Williams Office Products	x	x			IL
XCEL BUSINESS SOLUTIONS			x		OK
YOUNG SYSTEMS CORPORATION				x	CA



Dynabook Retail Price List



Product Price List

Part #	Description	MSRP
16-INCH LAPTOPS		
PNL11U-0DH011	A60-M/ULTRA 5 125U/16.0WUXGA/8G/256G SSD/W11PRO/3YR	\$ 980.00
PNL11U-15C011	A60-M/ULTRA 5 125U/16.0WUXGA/16G/512G SSD/W11PRO/3YR	\$ 1,080.00
PNL11U-158011	A60-M/ULTRA 7 155U/16.0WUXGA/16G/512G SSD/W11PRO/3YR	\$ 1,170.00
PNL11U-161011	A60-M/ULTRA 7 155U/16.0WUXGA/32G/1T SSD/W11PRO/3YR	\$ 1,320.00
15.6-INCH LAPTOPS		
PSY29U-0D101D	C50-K/CORE 5 120U/15.6FHD/8G/256G SSD/W11PRO/1YR	\$ 880.00
PSY29U-0FV01D	C50-K/CORE 5 120U/15.6FHD/16G/512G SSD/W11PRO/1YR	\$ 960.00
PSY29U-0CY01D	C50-K/CORE 7 150U/15.6FHD/16G/512G SSD/W11PRO/1YR	\$ 1,050.00
PSY29U-4K901D	C50-K/CORE 7 150U/15.6FHD/32G/1T SSD/W11PRO/1YR	\$ 1,200.00
14.0-INCH LAPTOPS		
PSY25U-06E01V	C40-K/CORE 5 120U/14FHD/8G/256G SSD/W11PRO/1YR	\$ 860.00
PSY25U-08501V	C40-K/CORE 5 120U/14FHD/16G/512G SSD/W11PRO/1YR	\$ 940.00
PSY25U-07M01V	C40-K/CORE 7 150U/14FHD/16G/512G SSD/W11PRO/1YR	\$ 1,030.00
PSY25U-09501V	C40-K/CORE 7 150U/14FHD/32G/1T SSD/W11PRO/1YR	\$ 1,180.00
PNM11U-0QK015	A40-M/ULTRA 5 125U/14WUXGA/8GB/256G SSD/W11PRO/3YR	\$ 980.00
PNM11U-0RS015	A40-M/ULTRA 5 125U/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,060.00
PNM11U-0RN015	A40-M/ULTRA 7 155U/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,050.00
PNM11U-0VY015	A40-M/ULTRA 7 155U/14WUXGA/32GB/1T SSD/W11PRO/3YR	\$ 1,300.00
PNM1BU-0EM00U	X40-M/ULTRA 5 125U/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,120.00
PNM1BU-0EK00U	X40-M/ULTRA 7 155U/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,210.00
PZA31U-02201E	X40L-M/ULTRA 5 125H/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,280.00
PZA31U-02101E	X40L-M/ULTRA 7 155H/14WUXGA/16GB/512G SSD/W11PRO/3YR	\$ 1,380.00
11.6-INCH LAPTOPS		
EDU10U-002004	E11-A/N100/11.6HD/8G/128G/W11PRO EDU/1YR	\$ 329.99
EDU11U-001003	E11-A/N100/11.6HD Touch/8G/128G/W11PRO EDU/1YR	\$ 349.99
11.6-INCH CONVERTIBLE LAPTOPS		
EDU12U-001001	E11W-A/N100/11.6HD Touch/8G/128G/W11PRO EDU/1YR	\$ 379.99
EDU13U-001001	E11W-A/N100/11.6HD Touch/Pen/8G/128G/W11PRO EDU/1YR	\$ 419.99
DYNABOOK ACCESSORIES		
PS0234UA1HDC	Hard Shell Case for Tecra A40-K	\$ 39.99
PS0239UA1HDC	Hard Shell Case for Dynabook E11-A & Dynabook E11W-A	\$ 39.99
PS0097NA1PEN	Dynabook Universal Pen	\$ 59.99
PA5356U-1PRP	Dynabook USB-C Dock	\$ 239.99
PS0120UA1PRP	Dynabook Thunderbolt 4 dock	\$ 349.99
PS0001UA1PRP	USB-C to HDMI/VGA/LAN/USB Adapter w/ Power Delivery	\$ 89.99
PS0089UA1PRP	USB-C to VGA/LAN Adapter w/ Power Delivery	\$ 49.99
PS0130UA1TAC	Thunderbolt 4 2-meter Active Cable	\$ 79.99
PA5367U-1ACA	Dynabook 65W AC Adapter 19V, 3.42A	\$ 69.99
PA5352U-1ACA	10W/18W/45W/65W AC Adapter (USB-C)	\$ 69.99
THIRD PARTY ACCESSORIES		
3203771	Case Logic Vigil 11.6" Work-in-Case	\$ 49.99
3204679	Case Logic Vigil 11.6" Work-in-Sleeve	\$ 17.99
3204082	THULE Subterra 13" Sleeve	\$ 54.95
3204083	THULE Subterra 15" Sleeve	\$ 54.95



Product Price List

Part #	Description	MSRP
3201339	Case Logic Laps 11.6" - Traditional Sleeve	\$ 24.99
3201344	Case Logic Laps 13.3" - Traditional Sleeve	\$ 31.99
3201354	Case Logic Laps 14.0" - Traditional Sleeve	\$ 31.99
3201357	Case Logic Laps 15.6" - Traditional Sleeve	\$ 31.99
3204389	Case Logic Ibira 11.6" - Textured Style Sleeve	\$ 22.99
3204390	Case Logic Ibira 13.3" - Textured Style Sleeve	\$ 29.99
3204393	Case Logic Ibira 14.0" - Textured Style Sleeve	\$ 29.99
3204396	Case Logic Ibira 15.6" - Textured Style Sleeve	\$ 29.99
3204680	Case Logic Quantic 12" - Vertical Sleeve	\$ 27.99
3204734	Case Logic Quantic 14" - Vertical Sleeve	\$ 29.99
3204071	THULE Chronical 26L Backpack	\$ 89.95
3204812	THULE Accent 20L Backpack	\$ 104.95
3204813	THULE Accent 23L Backpack	\$ 124.95
3204167	THULE Construct 24L Backpack	\$ 129.95
3204201	Case Logic Notion 15.6" Backpack	\$ 99.99
3204200	Case Logic Notion 14" Backpack	\$ 79.99
3204192	Case Logic Era 15.6" Backpack	\$ 59.99
3204193	Case Logic Key 15.6" Backpack	\$ 34.99
3204817	THULE Accent 15.6" Briefcase	\$ 124.95
3204086	THULE Subterra 15.6" Briefcase	\$ 109.95
3204196	Case Logic Notion 15.6" Briefcase	\$ 79.99
3204198	Case Logic Notion 14" Briefcase	\$ 69.99
TBS927GL	Targus Bonafide Sleeve	\$ 16.99
TBS646GL	Targus 13-14" Cypress Sleeve with EcoSmart®	\$ 27.99
TSB966GL	Targus Intellect Essentials Backpack [Black] 15.6"	\$ 32.99
TBS92602GL	Targus Cypress Slimcase with EcoSmart®	\$ 52.99
TBB594GL	Targus Urban Essentials™ Backpack	\$ 52.99
TBT240US	Targus 15.6" Intellect Sleeve with Strap	\$ 29.99
TBT260US	Targus 14" Intellect Slipcase	\$ 29.99
AKB30US	Targus USB Standard Size Keyboard [Black]	\$ 16.99
AMU81USZ	Targus USB Full-Size Optical Mouse (3 button) [Black (Matte)]	\$ 9.99
AMW575TT	Targus Wireless Optical Mouse (Black) [Black]	\$ 16.99
ASP48USX	Targus DEFCON T-Lock Keyed Cable Lock	\$ 32.99

WARRANTIES & SERVICES

WSN-PSQN1V	1 Year Upgrade to 1 Year + OnSite	\$ 89.00
WSN-EXTONLY-13YRA	Warranty Extension 1 to 3 Years (Laptop Selling Price up to 499)	\$ 99.00
WSN-EXTONLY-14YRA	Warranty Extension 1 to 4 Years (Laptop Selling Price up to 499)	\$ 189.00
WSN-EXTONLY-13YRB	Warranty Extension 1 to 3 Years (Laptop Selling Price 500-999)	\$ 109.00
WSN-EXTONLY-14YRB	Warranty Extension 1 to 4 Years (Laptop Selling Price 500-999)	\$ 189.00
WSN-EXTONLY-13YRC	Warranty Extension 1 to 3 Years (Laptop Selling Price 1000-1499)	\$ 159.00
WSN-EXTONLY-14YRC	Warranty Extension 1 to 4 Years (Laptop Selling Price 1000-1499)	\$ 219.00
WSN-ADHONLY-11YRA	1 Year, ADH Only (Laptop Selling Price up to 499)	\$ 49.00
WSN-ADHEXT-13YRA	1 Year ADH + Warranty Extension to 3 Years (Laptop Selling Price up to 499)	\$ 189.00
WSN-ADHEXT-14YRA	1 Year ADH + Warranty Extension to 4 Years (Laptop Selling Price up to 499)	\$ 309.00
WSN-ADHONLY-11YRB	1 Year, ADH Only (Laptop Selling Price 500-999)	\$ 59.00
WSN-ADHEXT-13YRB	1 Year ADH + Warranty Extension to 3 Years (Laptop Selling Price 500-999)	\$ 229.00
WSN-ADHEXT-14YRB	1 Year ADH + Warranty Extension to 4 Years (Laptop Selling Price 500-999)	\$ 339.00
WSN-ADHONLY-11YRC	1 Year, ADH Only (Laptop Selling Price 1000-1499)	\$ 69.00
WSN-ADHEXT-13YRC	1 Year ADH + Warranty Extension to 3 Years (Laptop Selling Price 1000-1499)	\$ 309.00



Product Price List

Part #	Description	MSRP
WSN-ADHEXT-14YRC	1 Year ADH + Warranty Extension to 4 Years (Laptop Selling Price 1000-1499)	\$ 389.00
WSN-PQQN3V	3 Year Upgrade to 3 Year + OnSite	\$ 99.00
WSN-EXTONLY-34YRA	Warranty Extension 3 to 4 Years (Laptop Selling Price up to 499)	\$ 109.00
WSN-EXTONLY-34YRB	Warranty Extension 3 to 4 Years (Laptop Selling Price 500-999)	\$ 129.00
WSN-EXTONLY-34YRC	Warranty Extension 3 to 4 Years (Laptop Selling Price 1000-1499)	\$ 139.00
WSN-ADHONLY-33YRA	3 Year, ADH Only (Laptop Selling Price up to 499.99)	\$ 79.00
WSN-ADHEXT-34YRA	3 Year ADH + Warranty Extension to 4 Years (Laptop Selling Price up to 499)	\$ 299.00
WSN-ADHONLY-33YRB	3 Year, ADH Only (Laptop Selling Price 500-999)	\$ 99.00
WSN-ADHEXT-34YRB	3 Year ADH + Warranty Extension to 4 Years (Laptop Selling Price 500-999)	\$ 359.00
WSN-ADHONLY-33YRC	3 Year, ADH Only (Laptop Selling Price 1000-1499)	\$ 129.00
WSN-ADHEXT-34YRC	3 Year ADH + Warranty Extension to 3 Years (Laptop Selling Price 1000-1499)	\$ 419.00

CTO SERVICES		
PCAUTO-CSV	PCAUTO-CSV, Windows AutoPilot Device ID Report (CSV File)	\$ 10.00
PC-APLT-UPLD	Autopilot Deployment Service - Upload .CSV for Microsoft Autopilot program	\$ 16.00
PCASSET-RPT	PCASSET-RPT, Asset Report (Asset Tag, Serial #, Part #, MAC Address)	\$ 10.00
PCASSET-TAG	PCASSET-TAG, Asset Tag (Physical & DMI)	\$ 20.00
SWH-PUQR1V	HDD Retention Program*** - 1 Yr	\$ 6.00
SWH-PUQR2V	HDD Retention Program*** - 2 Yrs	\$ 12.00
SWH-PUQR3V	HDD Retention Program*** - 3 Yrs	\$ 18.00
SWH-PUQR4V	HDD Retention Program*** - 4 Yrs	\$ 24.00
SWH-PUQR5V	HDD Retention Program*** - 5 Yrs	\$ 30.00



Audio Visual Retail Price List



Model Number		Description	MSRP
MC / ME / M Series Standard Projector			
NP-MC453X		XGA LCD, 4500 Lumen, 1.2x zoom, 10,000/20,000 hour lamp projector - Dual HDMI, MultiPresenter, 6.9 lbs., 3 Year Warranty - No Longer Accepting Orders	\$ 929.00
NP-ME453X		XGA LCD, 4500 Lumen, 1.7x zoom, 10,000/20,000 hour lamp projector - Dual HDMI, MultiPresenter, 7.1 lbs., 3 Year Warranty (Suggested Replacement Model for the NP-ME402X) - No Longer Accepting Orders	\$ 1,319.00
NP-ME403U		WUXGA LCD, 4000 Lumen, 1.6x zoom, 10,000/20,000 hour lamp projector - Dual HDMI, MultiPresenter, 7.7 lbs., 3 Year Warranty (Suggested Replacement Model for the NP-ME382U)	\$ 1,639.00
NP-M430WL		WXGA DLP, 4300 Lumen, 1.6x zoom, 20,000/30,000 hour laser projector - V Lens Shift, Dual HDMI, VGA, 9.7 lbs., 5 Year Warranty - Limited Availability	\$ 1,699.00
XP-M421W-W		WXGA DLP, 4200 Lumen, Laser Projector - Filter Free, Dual HDMI, 6.6 lbs., 5 Year Warranty	\$ 1,499.00
XP-M401H-W		1080p DLP, 4000 Lumen, Laser Projector - Filter Free, Dual HDMI, 6.6 lbs., 5 Year Warranty	\$ 1,813.00
PE/P Series Entry Installation Projector			
NP-PE456USL		WUXGA LCD, Laser Light Source, 20,000 hours light source life, 4500 Lumen, Short Throw Entry Installation Projector - Dual HDMI, VGA, 17.9 lbs., 5 Year Warranty	\$ 3,819.00
NP-PE506WL		WXGA LCD, Laser Light Source, 20,000 hours light source life, 5200 Lumen Entry Installation Projector - Lens Shift, Dual HDMI, VGA, 17.3 lbs., 5 Year Warranty	\$ 3,195.00
NP-PE506UL		WUXGA LCD, Laser Light Source, 20,000 hours light source life, 5200 Lumen Entry Installation Projector - Lens Shift, Dual HDMI, VGA, 17.5 lbs., 5 Year Warranty	\$ 3,675.00
NP-P547UL		WUXGA LCD, 5400 Lumen, Entry Installation Laser Projector - Laser Phosphor Light Source, Filter-Free, Whisper Quiet, Manual H&V Lens Shift, HDBaseT, Dual HDMI, MultiPresenter, 20.7 lbs., 5 Year Warranty (Suggested Replacement Model for the NP-P525UL)	\$ 4,499.00
NP-P627UL		WUXGA LCD, 6200 Lumen, Entry Installation Laser Projector - Laser Phosphor Light Source, Filter-Free, Whisper Quiet, Manual H&V Lens Shift, HDBaseT, Dual HDMI, MultiPresenter, 20.7 lbs., 5 Year Warranty (Suggested Replacement Model for the NP-P605UL)	\$ 4,999.00
XP-P601Q-W		4K UHD DLP, 6000 Lumen, Entry Installation Laser Projector - Filter Free, Motorized Zoom, Focus and Lens Shift, Dual HDMI, HDBaseT, 32 lbs., 5 Year Warranty	\$ 7,427.00
XP-P721Q-W		4K UHD DLP, 7200 Lumen, Entry Installation Laser Projector - Filter Free, Motorized Zoom, Focus and Lens Shift, Dual HDMI, HDBaseT, 32 lbs., 5 Year Warranty	\$ 9,284.00
PV Series Installation Projector			
NP-PV710UL-B1-13ZL		WUXGA LCD, 7100 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITH THE NP13ZL LENS) - 3,000,000:1 Contrast (with Light Adjust), Laser Light Source, 4K Ready, Center lens design, HDBaseT Input, Dual HDMI, Manual Lens, ProAssist Software with Geometric Correction, BLACK CABINET, 24.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 5,959.00
NP-PV710UL-W1-13ZL		WUXGA LCD, 7100 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITH THE NP13ZL LENS) - 3,000,000:1 Contrast (with Light Adjust), Laser Light Source, 4K Ready, Center lens design, HDBaseT Input, Dual HDMI, Manual Lens, ProAssist Software with Geometric Correction, WHITE CABINET, 24.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 5,959.00
NP-PV800UL-B1		WUXGA LCD, 8000 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Light Adjust), Laser Light Source, 4K Ready, Center lens design, HDBaseT Input, Dual HDMI, VGA, Motorized Lenses, ProAssist Software with Geometric Correction, BLACK CABINET, 24.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 10,579.00
NP-PV800UL-B1-41ZL		NP-PV800UL-B1 with NP41ZL lens. Bundle includes PV800UL-B1 projector and NP41ZL lens, BLACK CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 11,339.00
NP-PV800UL-W1		WUXGA LCD, 8000 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Light Adjust), Laser Light Source, 4K Ready, Center lens design, HDBaseT Input, Dual HDMI, VGA, Motorized Lenses, ProAssist Software with Geometric Correction, WHITE CABINET, 24.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 10,579.00
NP-PV800UL-W1-41ZL		NP-PV800UL-W1 with NP41ZL lens. Bundle includes PV800UL-W1 projector and NP41ZL lens, WHITE CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 11,339.00
PA Series Installation Projector			
NP-PA803U		WUXGA LCD, 8000 Lumen Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 12,000:1 Contrast (with iris), Center lens design, 10W speaker, HDBaseT Input, Dual HDMI, VGA, DisplayPort, 3D Sync, 4K Ready, Motorized Lenses, Full Geometric Correction Including Edge Blending and Stacking, 22.5 lbs., 3 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) - No Longer Accepting Orders	\$ 8,399.00
NP-PA803U-41ZL		NP-PA803U with NP41ZL lens. Bundle includes PA803U projector and NP41ZL lens, 3 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) - No Longer Accepting Orders	\$ 9,350.00
NP-PA804UL-B		WUXGA LCD, 8,200 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Dynamic Contrast), Laser Phosphor Light Source, 4K Ready, Cinema Quality Video, Center lens design, HDBaseT Input and HDBaseT Repeater, Dual HDMI, VGA, DisplayPort, 3D Sync, Motorized and Manual Lenses, Full Geometric Correction (Including Edge-blending and Stacking), BLACK CABINET, 53.1 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 14,559.00
NP-PA804UL-W		WUXGA LCD, 8,200 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Dynamic Contrast), Laser Phosphor Light Source, 4K Ready, Cinema Quality Video, Center lens design, HDBaseT Input and HDBaseT Repeater, Dual HDMI, VGA, DisplayPort, 3D Sync, Motorized and Manual Lenses, Full Geometric Correction (Including Edge-blending and Stacking), WHITE CABINET, 53.1 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 14,559.00



	Model Number	Description	MSRP
	NP-PA804UL-B-41	NP-PA804UL with NP41ZL lens. Bundle includes PA804UL projector and NP41ZL lens, BLACK CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 15,119.00
	NP-PA804UL-W-41	NP-PA804UL with NP41ZL lens. Bundle includes PA804UL projector and NP41ZL lens, WHITE CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 15,119.00
	NP-PA1004UL-B	WUXGA LCD, 10,000 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Dynamic Contrast), Laser Phosphor Light Source, 4K Ready, Center lens design, HDBaseT Input and HDBaseT Repeater, Dual HDMI, VGA, DisplayPort, 3D Sync, Motorized Lenses, Full Geometric Correction (Including Edge-blending and Stacking), BLACK CABINET, 50.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 19,539.00
	NP-PA1004UL-W	WUXGA LCD, 10,000 Lumen Advanced Professional Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Dynamic Contrast), Laser Phosphor Light Source, 4K Ready, Center lens design, HDBaseT Input and HDBaseT Repeater, Dual HDMI, VGA, DisplayPort, 3D Sync, Motorized Lenses, Full Geometric Correction (Including Edge-blending and Stacking), WHITE CABINET, 50.7 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 19,539.00
	NP-PA1004UL-B-41	NP-PA1004UL with NP41ZL lens. Bundle includes PA1004UL projector and NP41ZL lens, BLACK CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 20,209.00
	NP-PA1004UL-W-41	NP-PA1004UL with NP41ZL lens. Bundle includes PA1004UL projector and NP41ZL lens, WHITE CABINET, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 20,209.00
	NP-PA1505UL-B	NEC's PA1505UL-B (black cabinet) is a 14,000-lumen (Center: 15,000lm) LCD laser projector with advanced professional installation features for higher education and corporate users. With its multitude of digital inputs, connection to any computer or high definition device is possible. Enjoy design and installation flexibility with a complete line of optional motorized lenses (lens shift, focus and zoom), roll free installation capabilities. The HDBaseT input provides a single connection for uncompressed full HD digital video, audio, ethernet power and various control signals. HDBaseT Repeater allows cascading of the signal for edge-blending or stacking applications.	\$ 26,187.00
	NP-PA1505UL-W	NEC's PA1505UL-W (white cabinet) is a 14,000-lumen (Center: 15,000lm) LCD laser projector with advanced professional installation features for higher education and corporate users. With its multitude of digital inputs, connection to any computer or high definition device is possible. Enjoy design and installation flexibility with a complete line of optional motorized lenses (lens shift, focus and zoom), roll free installation capabilities. The HDBaseT input provides a single connection for uncompressed full HD digital video, audio, ethernet power and various control signals. HDBaseT Repeater allows cascading of the signal for edge-blending or stacking applications.	\$ 26,187.00
	NP-PA1705UL-B	NEC's PA1705UL-B (black cabinet) is a 16,000-lumen (Center: 17,000lm) LCD laser projector with advanced professional installation features for higher education and corporate users. With its multitude of digital inputs, connection to any computer or high definition device is possible. Enjoy design and installation flexibility with a complete line of optional motorized lenses (lens shift, focus and zoom), roll free installation capabilities. The HDBaseT input provides a single connection for uncompressed full HD digital video, audio, ethernet power and various control signals. HDBaseT Repeater allows cascading of the signal for edge-blending or stacking applications.	\$ 29,999.00
	NP-PA1705UL-W	NEC's PA1705UL-W (white cabinet) is a 16,000-lumen (Center: 17,000lm) LCD laser projector with advanced professional installation features for higher education and corporate users. With its multitude of digital inputs, connection to any computer or high definition device is possible. Enjoy design and installation flexibility with a complete line of optional motorized lenses (lens shift, focus and zoom), roll free installation capabilities. The HDBaseT input provides a single connection for uncompressed full HD digital video, audio, ethernet power and various control signals. HDBaseT Repeater allows cascading of the signal for edge-blending or stacking applications.	\$ 29,999.00
A Series Installation Projector			
	XP-A201U	WUXGA LCD, 20,000 Lumen Advanced Professional RB Laser Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with Dynamic Contrast), RB Laser Phosphor Light Source, 4K Ready, Center lens design, HDBaseT Input and HDBaseT Repeater, Dual HDMI, Motorized Lenses, Full Geometric Correction (Including Edge-blending and Stacking), BLACK CABINET, 86.3 lbs, 5yr Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 41,599.00
PX Series Installation Projector			
	NP-PX1004UL-WH	WUXGA 1-Chip DLP, Laser Light Source, 20,000 hours light source life, 10,000 Lumen Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 10,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI, 2 analog RGB, DisplayPort, 3D Sync, Closed Captioning, Full Geometric Correction Including Edge Blending and Stacking, WHITE CABINET, 63.9 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) - Limited Availability	\$ 21,959.00
	NP-PX1004UL-BK	WUXGA 1-Chip DLP, Laser Light Source, 20,000 hours light source life, 10,000 Lumen Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 10,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI, 2 analog RGB, DisplayPort, 3D Sync, Closed Captioning, Full Geometric Correction Including Edge Blending and Stacking, BLACK CABINET, 63.9 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) (Can only be sold to authorized integrators and cannot be sold on the internet) - Limited Availability	\$ 21,959.00
	NP-PX1004UL-W-18	NP-PX1004UL-WH with NP18ZL lens. Bundle includes PX1004UL-WH projector and NP18ZL lens, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) - Limited Availability	\$ 25,195.00
	NP-PX1004UL-B-18	NP-PX1004UL-BK with NP18ZL lens. Bundle includes PX1004UL-BK projector and NP18ZL lens, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) - Limited Availability	\$ 25,195.00



	Model Number	Description	MSRP
	NP-PX2201UL	WUXGA 1-Chip DLP, RB Laser (Red Assist) Light Source, 20,000 hours light source life, 21,500 Lumen Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 10,000:1 Contrast (with Dynamic Black), Center lens design, HDBaseT, Dual HDMI, DVI-D, DisplayPort, RGBHV, VGA, 3D Sync, Full Geometric Correction Including Edge Blending, BLACK CABINET, 119 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet) (Can only be sold	\$ 45,599.00
	NP-PX2201UL-48ZL	NP-PX2201UL with NP48ZL lens. Bundle includes PX2201UL projector and NP48ZL lens, 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 51,199.00
X Series Installation Projector			
	XP-X141Q-B	4K UHD (3840x2400) screen resolution 1-Chip DLP, RB Laser Light Source, 13,500 Lumen, 20,000 hours light source life Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI (2), DisplayPort (2), 12G-SDI, Full Geometric Correction Including Edge Blending and Stacking, BLACK CABINET, 61.7 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 42,457.00
	XP-X141Q-W	4K UHD (3840x2400) screen resolution 1-Chip DLP, RB Laser Light Source, 13,500 Lumen, 20,000 hours light source life Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI (2), DisplayPort (2), 12G-SDI, Full Geometric Correction Including Edge Blending and Stacking, WHITE CABINET, 61.7 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 42,457.00
	XP-X171Q-B	4K UHD (3840x2400) screen resolution 1-Chip DLP, RB Laser Light Source, 16,500 Lumen, 20,000 hours light source life Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI (2), DisplayPort (2), 12G-SDI, Full Geometric Correction Including Edge Blending and Stacking, BLACK CABINET, 61.7 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 48,969.00
	XP-X171Q-W	4K UHD (3840x2400) screen resolution 1-Chip DLP, RB Laser Light Source, 16,500 Lumen, 20,000 hours light source life Advanced Professional Installation Projector (THIS PRODUCT SHIPS WITHOUT A LENS) - 3,000,000:1 Contrast (with iris), Center lens design, HDBaseT, HDMI (2), DisplayPort (2), 12G-SDI, Full Geometric Correction Including Edge Blending and Stacking, WHITE CABINET, 61.7 lbs., 5 Year Warranty (Can only be sold to authorized integrators and cannot be sold on the internet)	\$ 48,969.00
PH Series Installation Projector			
	NP-PH3501QL	4K 3-Chip DLP, RB Laser Light Source, 20,000 hours light source life, 40,000 Lumen Integration Projector (THIS PRODUCT SHIPS WITHOUT A LENS), (Includes NP-LV01BD) - 2000:1 Contrast (with iris), Liquid Cooled, Portrait & Tilt Free, 3D Sync, Full Geometric Correction Including Edge Blending, 372.6 lbs., 5 Year Warranty. (Can only be sold to authorized integrators and cannot be sold on the internet) - No Longer Accepting Orders	\$ 158,359.00
Lenses			
	L2K-10F1	0.93:1 Motorized Fixed Lens (lens shift) for NP-PH2601QL and NP-PH3501QL projectors	\$ 12,469.00
	L2K-30ZM	2.71 - 3.89:1 Motorized Zoom Lens (lens shift) for the PH1201QL, PH2601QL and PH3501QL projectors: Requires lens adapter ring NC-50LA01	\$ 9,385.00
	L2K-43ZM1	3.70-5.30 Motorized Zoom Lens (lens shift) for the PH1201QL, PH2601QL and PH3501QL projectors: Requires lens adapter ring NC-50LA01	\$ 11,829.00
	L4K-11ZM	1.10-1.70:1 Motorized Zoom Lens (lens shift) for NP-PH2601QL and NP-PH3501QL projectors	\$13,238.00
	L4K-15ZM	1.50-2.10:1 Motorized Zoom Lens (lens shift) for NP-PH2601QL and NP-PH3501QL projectors	\$7,355.00
	L4K-20ZM	2.00-3.40:1 Motorized Zoom Lens (lens shift) for NP-PH2601QL and NP-PH3501QL projectors	\$8,221.00
	L2K-55ZM1	5.00-7.80:1 Motorized Zoom Lens (lens shift) for NP-PH2601QL and NP-PH3501QL projectors	\$11,829.00
	NP-9LS12ZM1	1.2 - 1.72:1 Zoom Lens (lens shift) w/Lens Memory for the NC900C, NC1000C, NC1100L, NC1201L, NC1201L1, NC1202L/NC1402L, NC603L, NC1503L and NC1700L projectors	\$ 2,405.00
	NP-9LS13ZM1	1.33 - 2.1:1 Zoom Lens (lens shift) w/Lens Memory for theNC900C, NC1000C, NC1100L, NC1201L, NC1201L1, NC1202L/NC1402L, NC603L, NC1503L and NC1700L projectors	\$ 2,405.00
	NP-9LS16ZM1	1.62 - 2.7:1 Zoom Lens (lens shift) w/Lens Memory for theNC900C, NC1000C, NC1100L, NC1201L, NC1201L1, NC1202L/NC1402L, NC603L, NC1503L and NC1700L projectors	\$ 2,405.00
	NP-9LS20ZM1	2.09 - 3.9:1 Zoom Lens (lens shift) w/Lens Memory for theNC900C, NC1000C, NC1100L, NC1201L, NC1201L1, NC1202L/NC1402L, NC603L, NC1503L and NC1700L projectors	\$ 2,405.00
	NP06FL	0.77:1 Fixed Short Throw Lens for the NP4100/4100W, NP-PX700W/PX800X and NP-PX700W2/PX800X2 projectors.	\$ 3,300.00
	NP08ZL	1.78 - 2.35:1 Zoom Lens (lens shift) for the NP4100/4100W, NP-PX700W/PX800X and NP-PX700W2/PX800X2 projectors	\$ 1,999.00
	NP09ZL	2.22 - 4.43:1 Zoom Lens (lens shift) for the NP4100/4100W, NP-PX700W/PX800X and NP-PX700W2/PX800X2 projectors	\$ 2,750.00
	NP30ZL	0.79 - 1.04:1 Manual Zoom Lens (lens shift) for the NP-PA653U/PA803U/PA853W/PA903X projectors	\$ 2,199.00
	NP52ZL	0.63-0.85 Short Throw Zoom Lens (lens shift) for the NP-PA1505UL, NP-PA1705UL and XP-A201U-B projectors	\$ 5,359.00



Model Number	Description	MSRP
NP53ZL	0.86-1.25 Short Throw Zoom Lens (lens shift) for the NP-PA1505UL, NP-PA1705UL and XP-A201U-B projectors	\$ 4,826.00
NP54ZL	1.24-2.01 Standard Throw Zoom Lens (lens shift) for the NP-PA1505UL, NP-PA1705UL and XP-A201U-B projectors	\$ 2,714.00
NP55ZL	1.98-3.95 Long Throw Zoom Lens (lens shift) for the NP-PA1505UL, NP-PA1705UL and XP-A201U-B projectors	\$ 4,385.00
NP56ZL	3.95-7.51 Ultra Long Throw Zoom Lens (lens shift) for the NP-PA1505UL, NP-PA1705UL and XP-A201U-B projectors	\$ 5,058.00
XP-59ZL	0.74-1.08 Standard Throw Zoom Lens (lens shift) for the XP-X141Q-B/X141Q-W and XP-X171Q-B/X171Q-W projectors	\$ 4,204.00
XP-60ZL	1.05-1.41 Standard Throw Zoom Lens (lens shift) for the XP-X141Q-B/X141Q-W and XP-X171Q-B/X171Q-W projectors	\$ 4,365.00
XP-61ZL	1.40-2.11 Long Throw Zoom Lens (lens shift) for the XP-X141Q-B/X141Q-W and XP-X171Q-B/X171Q-W projectors	\$ 2,797.00
XP-62ZL	2.10-4.00 Long Throw Zoom Lens (lens shift) for the XP-X141Q-B/X141Q-W and XP-X171Q-B/X171Q-W projectors	\$ 3,333.00
NP44ML-01LK	0.32:1 Motorized Ultra-Short Throw Lens for the NP-PA653U/PA803U/PA853W/PA903X, NP-PA653UL/PA703UL/PA803UL and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1 projectors	\$ 6,600.00
NP44ML-02LK	0.32:1 Motorized Ultra-Short Throw Lens for the NP-PA804UL-B/PA804UL-W and NP-PA1004UL-B/PA1004UL-W projectors	\$ 6,600.00
NP50ZL	0.6 - 0.76:1 Motorized Zoom Lens (lens shift) for the NP-PA653U/PA803U/PA853W/PA903X, NP-PA653UL/PA703UL/PA803UL, NP-PA804UL-B/PA804UL-W and NP-PA1004UL-B/PA1004UL-W projectors	\$ 4,095.00
NP51ZL	0.53-0.63 Short Throw Zoom Lens (lens shift) for the NP-PA1505UL and PA1705UL projectors	\$ 6,107.00
NP12ZL	1.18 - 1.54:1 Manual Zoom Lens (lens shift) for the NP-PA521U/PA571W/PA621X, NP-PA622U/PA672W/PA722X, NP-PA653U/PA803U/PA853W/PA903X, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1	\$ 2,199.00
NP13ZL	1.5 - 3.0:1 Manual Zoom Lens (lens shift) for the NP-PA521U/PA571W/PA621X, NP-PA622U/PA672W/PA722X, NP-PA653U/PA803U/PA853W/PA903X, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV800UL-B1/PV800-W1 projectors	\$ 749.00
NP15ZL	4.62 - 7.02:1 Manual Zoom Lens (lens shift) for the NP-PA521U/PA571W/PA621X, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1 projectors	\$ 2,639.00
NP40ZL	0.79 - 1.1:1 Motorized Zoom Lens (lens shift) for the NP-PA653U/PA803U/PA853W/PA903X, NP-PA653UL/PA703UL/PA803UL, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1 projectors	\$ 3,219.00
NP41ZL	1.3 - 3.02:1 Motorized Zoom Lens (lens shift) for the NP-PA653U/PA803U/PA853W/PA903X, NP-PA653UL/PA703UL/PA803UL, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1 projectors	\$ 1,460.00
NP43ZL	2.99 - 5.93:1 Motorized Zoom Lens (lens shift) for the NP-PA653U/PA803U/PA853W/PA903X, NP-PA653UL/PA703UL/PA803UL, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W and NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1 projectors	\$ 2,069.00
NP39ML	0.38:1 Ultra-Short Throw Lens for the NP-PX700W/PX750U/PX800X, NP-PX700W2/PX750U2/PX800X2, NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors.	\$ 5,169.00
NP16FL	0.76:1 Fixed Short Throw Lens for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors.	\$ 4,290.00
NP17ZL	1.25 - 1.79:1 Motorized Short Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 3,247.00
NP18ZL	1.73 - 2.27:1 Motorized Standard Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 2,435.00
NP19ZL	2.22 - 3.67:1 Motorized Medium Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 3,850.00
NP20ZL	3.60 - 5.40:1 Motorized Long Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 3,850.00
NP21ZL	5.30 - 8.30:1 Motorized Long Zoom Lens (lens shift) w/Lens Memory for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 3,850.00
NP31ZL	0.75 - 0.93:1 Motorized Zoom Lens (lens shift) for the NP-PX803UL-BK/PX803UL-WH and NP-PX1004UL-BK/PX1004UL-WH projectors	\$ 3,850.00
NP45ZL	0.9-1.2 Motorized Ultra Wide Zoom Lens (lens shift) for the NP-PX2000UL and NP-PX2201UL projectors	\$ 5,419.00
NP46ZL	1.2-1.56 Motorized Short Throw Zoom Lens (lens shift) for the NP-PX2000UL and NP-PX2201UL projectors	\$ 4,606.00
NP47ZL	1.5-2.0 Motorized Standard Zoom Lens (lens shift) for the NP-PX2000UL and NP-PX2201UL projectors	\$ 2,611.00
NP48ZL	2.0-4.0 Motorized Long Throw Zoom Lens (lens shift) for the NP-PX2000UL and NP-PX2201UL projectors	\$ 4,094.00
NP49ZL	4.0-7.0 Motorized Ultra Long Throw Zoom Lens (lens shift) for the NP-PX2000UL and NP-PX2201UL projectors	\$ 4,662.00
NP39ML-4K	0.38:1 Motorized Ultra-Short Throw Lens for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 5,169.00



	Model Number	Description	MSRP
	NP31ZL-4K	0.75 - 0.93:1 Motorized Zoom Lens (lens shift) for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 3,850.00
	NP16FL-4K	0.76:1 Motorized Fixed Short Throw Lens for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 4,290.00
	NP17ZL-4K	1.25 - 1.79:1 Motorized Short Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 3,850.00
	NP18ZL-4K	1.73 - 2.27:1 Motorized Standard Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 2,435.00
	NP19ZL-4K	2.22 - 3.67:1 Motorized Medium Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 3,850.00
	NP20ZL-4K	3.60 - 5.40:1 Motorized Long Throw Zoom Lens (lens shift) w/Lens Memory for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 3,850.00
	NP21ZL-4K	5.30 - 8.30:1 Motorized Long Zoom Lens (lens shift) w/Lens Memory for the NP-PX1005QL-B/PX1005QL-W projectors	\$ 3,850.00
Ceiling Mounts/Mount Accessories			
	NP01UCM	Universal ceiling mount for installation of projectors that weigh less than 50 lbs.	\$ 109.00
	PRG-UNV	Universal ceiling mount for installation of projectors that weigh less than 30 lbs., black (Suggested replacement for NP01UCM)	\$ 239.00
	SCP200	Lightweight adjustable suspended ceiling plate for use with NEC ceiling mounts (Direct Replacement Model for the SCP100)	\$ 149.00
	AE022020	Universal Adapter Plate for use on the NPSTWM with the M332XS/M352WS projectors	\$ 66.00
	AEC006009	6" to 9" adjustable extension column for use with projector ceiling mounts. 1-1/2 diameter pipe extension adjusts in one inch increments. Replacement for AEC0609	\$ 109.00
	AEC012018	12" to 18" adjustable extension column for use with projector ceiling mounts. 1-1/2 diameter pipe extension adjusts in one inch increments. Replacement for AEC12018	\$ 119.00
	AEC0203	2' to 3' adjustable extension column for use with projector ceiling mounts. 1-1/2 diameter pipe extension adjusts in one inch increments	\$ 139.00
	AEC0305	3' to 5' adjustable extension column for use with projector ceiling mounts. 1-1/2 diameter pipe extension adjusts in one inch increments	\$ 165.00
	PA600CM	Ceiling Mount for the NP-P547UL/P627UL, XP-P601Q/P721Q and NP-PV710UL-B1-13ZL/PV710UL-W1-13ZL/PV800UL-B1/PV800UL-W1 projectors.	\$ 299.00
	IPJ2000CM	Ceiling Mount for the NP-PA653UL/PA703UL/PA803UL, NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W, NP-PA1505UL-B/PA1505UL-W, NP-PA1705UL-B/PA1705UL-W, NP-PX803UL-BK/PX803UL-WH, NP-PX1004UL-BK/PX1004UL-WH, NP-PX1005QL-B/PX1005QL-W, NP-PX2000UL, NP-PX2201UL, NC1000C, NC603L, NC1202L/NC1402L, NC1503L, NP-PA653UL/PA703UL/PA803UL w/NP44ML-01LK, XP-A201U-B, XP-X141Q-B/XP-X141Q-W and XP-X171Q-B/XP-X171Q-W projectors	\$ 708.00
Lamps			
	NP06LP	Replacement Lamp for NP1150, NP2150, NP3150, NP3151W, NP1250, NP2250, NP3250, NP3250W, NP1200 and NP2200 projectors.	\$ 517.00
	NP07LP	Replacement Lamp for NP300/400/500/500W/500WS/600/600S, NP410W/510W/510WS/610 and NP610S projectors	\$ 329.00
	NP08LP	Replacement Lamp for NP41 and NP43 projectors.	\$ 423.00
	NP13LP	Replacement Lamp for NP110/115/215216 and NP-V260X/V260 projectors	\$ 205.00
	NP14LP	Replacement Lamp for NP310/410 and NP510 projectors.	\$ 329.00
	NP15LP	Replacement Lamp for NP-M260X/M260W/M300X and NP-M271X/M311X projectors	\$ 329.00
	NP16LP	Replacement Lamp for NP-M300W/M300XS, NP-P350X and NP-M311W/M361XG projectors	\$ 329.00
	NP17LP	Replacement Lamp for NP-M300WS, NP-P350W/P420X and NP-M420XG projectors	\$ 329.00
	NP17LP-UM	Replacement Lamp for NP-UM330X/UM330W, NP-UM330X-WK/UM330W-WK, NP-UM330Xi-WK1/UM330Wi-WK1, NP-UM330Xi-WK/UM330Wi-WK and NP-UM330Xi2-WK/UM330Wi2-WK projectors	\$ 191.00
	NP18LP	Replacement lamp for the NP-V300X/V300W and NP-V311X/V311W projectors	\$ 267.00
	NP20LP	Replacement Lamp for NP-U300X and NP-U310W projectors	\$ 339.00
	NP21LP	Replacement Lamp for the NP-PA500X/PA500U/PA550W/PA600X	\$ 404.00
	NP22LP	Replacement lamp for the NP-PX700W/PX750U/PX800X, NP-PX700W2/PX750U2/PX800X2 and NP-PH1000U projectors	\$ 900.00
	NP23LP	Replacement Lamp for NP-P401W/P451X/P451W and NP-P501X projectors	\$ 222.00
	NP24LP	Replacement Lamp for NP-PE401H projector	\$ 516.00
	NP25LP	Replacement lamp for the NP-PH1400U projector	\$ 905.00
	NP26LP	Replacement lamp (includes filters) for the NP-PA521U/PA571W/PA621X, NP-PA622U/PA672W/PA722X projectors	\$ 408.00
	NP27LP	Replacement Lamp for NP-M282X and M283X projectors	\$ 153.00
	NP29LP	Replacement Lamp for NP-M363X and M363W projectors	\$ 155.00
	NP30LP	Replacement Lamp for NP-M332XS/M352WS, NP-M333XS/M353WS NP-M402X, NP-M402H, NP-403X and NP-M403H projectors	\$ 163.00



	Model Number	Description	MSRP
	NP33LP	Replacement Lamp for NP-UM361X/UM351W/UM352W, NP-UM361X-WK/UM351W-WK/UM352W-WK, NP-UM361Xi-WK/UM351Wi-WK and NP-UM361Xi-TM/UM351Wi-TM/UM352W-TM projectors	\$ 196.00
	NP34LP	Replacement lamp for the NP-U321H, NP-U321H-WK, NP-U321Hi-WK and NP-U321Hi-TM projectors	\$ 339.00
	NP35LP	Replacement lamp for the NP-V302H/V332X/V332W projectors	\$ 191.00
	NP38LP	Replacement Lamp (includes filters) for NP-P452W and NP-P452H projectors	\$ 276.00
	NP39LP	Replacement Lamp (includes filters) for NP-P502W and NP-P502H projectors	\$ 436.00
	NP42LP	Replacement Lamp for NP-PA653U/PA803U/PA853W/PA903X projectors	\$ 545.00
	NP43LP	Replacement Lamp for NP-ME301X/ME331X/ME361X/ME401X/ME301W/ME331W/ME361W/ME401W projectors	\$ 150.00
	NP44LP	Replacement lamp (includes filters) for the NP-P474W/P474U/P554W/P554U projectors	\$ 220.00
	NP47LP	Replacement lamp for NP-MC372X/MC382W, NP-ME402X/ME372W/ME382U, NP-MC453X/MC423W, NP-ME453X/ME423W/ME403U projectors	\$ 157.00
	VT75LPE	Replacement Lamp for LT280, LT380, VT470, VT670, VT676 and VT676E	\$ 423.00
Remotes			
	RMT-PJ24	Replacement Remote for NP4000, NP4001, NP4100 and NP4100W projectors.	\$ 83.00
	RMT-PJ26	Replacement remote for NP1150, NP2150, NP3150, NP3151W, NP1250, NP2250, NP3250 and NP3250W projectors (No Longer Accepting Orders, order RMT-PJ31)	\$ 83.00
	RMT-PJ31	Replacement remote for NP-M271X/M311X/M311W, NP-P350X/P350W/P420X, NP-P401W/P451X/P451W/P501X, NP-UM330X/UM330W, NP-UM330Xi-WK1/UM330Wi-WK1, NP-UM330Xi-WK/UM330Wi-WK, NP-UM330Xi2-WK/UM330Wi2-WK NP1150, NP2150, NP3150, NP3151W, NP1250, NP2250, NP3250 and NP3250W projectors (Direct replacement for RMT-PJ22, RMT-PJ26 and RMT-PJ30)	\$ 83.00
	RMT-PJ32	Replacement remote for NP-U300/U310W and NP-PE401H projectors	\$ 83.00
	RMT-PJ33	Replacement remote for NP-PA500X/PA500U/PA5520W/PA600X, NP-PX700W/750U/800X and NP-PH1000U projectors.	\$ 83.00
	RMT-PJ35	Replacement remote control for the NP-PX602WL-BK/PX602WL-WH/PX602UL-BK/PH602UL-WH, NP-PX700W/PX750U/PX800X, NP-PX700W2/PX750U2/PX800X2, NP-PX803UL-BK/PX803UL-WH, NP-PX1004UL-BK/PX1004UL-WH, NP-PX1005QL-B/PX1005QL-W, NP-PX2000UL, NP-PX2201UL, NP-PH1000U/1400U, NP-PH1201QL, NP-PH1202HL/NP-PH1202HL1, NP-PH2601QL and NP-PH3501QL projectors	\$ 83.00
	RMT-PJ36	Replacement remote control for NP-M282X/M322X/M322W/M402X, NP-M283X/M323X/M323W/M363X/M363W/M403X/M403H, NP-M322XS/M352WS, NP-M333XS/M353WS, NP-M402H, NP-ME301X/ME331X/ME361X/ME401X/ME301W/ME331W/ME361W/ME401W, NP-UM361X/UM351W/UM352W, NP-UM361X-WK/UM351W-Wk/UM352W-WK, NP-UM361Xi-WK/UM351Wi-WK and NP-UM361Xi-TM/UM351Wi-TM/UM352W-TM, NP-V302H/V332X/V332W, NP-VE303/VE303X projectors	\$ 83.00
	RMT-PJ38	Replacement remote control for the NP-P452W/P452H/P502W/P502H, NP-P502W/P502HL, NP-P502WL-2/P502HL-2 and NP-P474W/P474U/P554W/P554U projectors	\$ 83.00
	RMT-PJ39	Replacement remote for NP-MC372X/MC382W, NP-ME402X/ME372W/ME382U, NP-MC453X/MC423W, NP-ME453X/ME423W/ME403U, NP-P506QL, NP-P525WL/P525UL/P605UL, NP-PE455WL/PE455UL, NP-PE506WL/PE506UL/PE456USL, NP-P547UL/P627UL	\$ 83.00
	RMT-PJ40	Replacement remote control for the NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W, NP-PA1505UL-B/PA1505UL-W, NP-PA1705UL-B/PA1705UL-W, NP-PV710UL-B1-13ZL/PV710-W1-13ZL/PV800UL-B1/PV800-W1, NP-PX1004UL, NP-PX2201UL, XP-A201U-B, XP-X141Q-B/XP-X141Q-W and XP-X171Q-B/XP-X171Q-W projectors	\$ 83.00
Travel Cases			
	NP402CASE	Soft-sided carrying case for NP-MC453X/MC423W, NP-ME453X/ME423W/ME403U and XP-M421W/M401H projectors	\$ 39.00
Miscellaneous Accessories			
	NC-50LA01-B	Lens Adapter Ring required for NC-50LS12Z, NC-50LS14Z, NC-50LS16Z, NC-50LS18Z, NC-50LS21Z and L2K-30Zm lenses	\$ 369.00
	NP07CV	Portrait Installation Safety Cover for the NP-PX602WL-BK/PX602WL-WH and PX602UL-BK/PH602UL-WH projectors	\$ 108.00
	NP08CV	Input Panel Cover for NP-P502WL/P502HL and NP-P502WL-2/P502HL-2 projectors	\$ 52.00
	NP09CV	Input Panel Cover for NP-P452W/P452H/P502W and NP-P502H projectors	\$ 70.00
	NP10CV	Input Panel Cover for the NP-PA653U/PA803U/PA853W/PA903X and NP-PV710-W1-13ZL/PV800-W1 projectors	\$ 93.00
	NP10CV-B	Input Panel Cover for the NP-PV710-B1-13ZL and NP-PV800-B1 projectors	\$ 93.00
	NP12CV	Input Panel Cover for the NP-P474W/P474U/P554W/P554U projectors	\$ 70.00



	Model Number	Description	MSRP
	NP13CV-B	Black Input Terminal Cover works with NP-PA804UL-B/PA804UL-W, NP-PA1004UL-B/PA1004UL-W, NP-PA1505UL-B/PA1505UL-W and NP-PA1705UL-B/PA1705UL-Wprojectors	\$ 87.00
	NP13CV-W	White Input Terminal Cover works with NP-PA804UL-B/PA804UL-W and NP-PA1004UL-B/PA1004UL-W projectors	\$ 87.00
	NP02FT	Replacement Filter for the NP-PX700W/PX750U/PX800X and NP-PX700W2/PX750U2/PX800X2 projectors	\$ 130.00
	NP03FT	Replacement Filter for the NP-PH1000U and NP-PH1400U projectors	\$ 249.00
	NP06FT	Replacement Filter for NP-PA653U/PA803U/PA853W/PA903X projectors	\$ 97.00
	NP02Pi	Interactive Stylus Pen for the NP03Wi and NP04Wi Interactive camera modules	\$ 39.00
	NP04Wi	Interactive camera module with dual pens for the NP-U321H/UM351W/UM361X and NP-U321H-WK/UM351W-WK/UM361X-WK projectors	\$ 640.00
	NP01TM	Interactive Touch Module for NP-UM361X/UM351W/UM352W, NP-UM361X-WK/UM351W-WK/UM352W-WK, NP-UM361Xi-WK/UM351Wi-WK, NP-UM361Xi-TM/UM351Wi-TM/UM352W-TM, NP-U321H, NP-U321H-WK, NP-U321Hi-WK, NP-U321Hi-TM and NP-M332XS/M352WS projectors	\$ 323.00
	NP05LM1	Wireless LAN module for the NP-MC453X/MC423W, NP-ME453X/ME423W/ME403U, NP-P474W/P474U/P554W/P554U, NP-P525WL/P525UL/P605UL, NP-P547UL/P627UL and NP-PE506WL/PE506UL/PE456USL projectors IR receiver connects to computer USB input. Compatible with NP-M271A/M311A/M311W, NP-M282X/M322X/M402X/M322W/M402H, NP-M283X/M323X/M363X/M403X/M323W/M363W/M403H, NP-M333XS/M353WS, NP-P401W/P451X/P451W/P501X, NP-P502WL/P502HL, NP-PA500X/PA500U/PA550W/PA600X, NP-PH1000U/PH1400U, NP-PX700W/750U/800X,NP-UM330X/UM330W, NP-UM330Xi-WK1/UM330Wi-WK1 and NP-UM330Xi-WK/UM330Wi-WK remotes	\$ 85.00
	NP01MR		\$ 50.00
EP-C Series ePaper Displays			
	EP-C131	Sharp's EP-C131 ePaper is an always on 13.3" display for digital signage users. With as low as 0W power consumption, it creates remarkably brilliant images even in brightly lit environments. With a paper like view, wide viewing angle and no backlight its easy on your eyes. Updating content is easy using either the Wired, Wireless or Bluetooth connections.	\$ 1,575.00
	EP-C251	Sharp's EP-C251 ePaper is an always on 25.3" display for digital signage users. With as low as 0W power consumption, it creates remarkably brilliant images even in brightly lit environments. With a paper like view, wide viewing angle and no backlight its easy on your eyes. Updating content is easy using either the Wired, Wireless or Bluetooth connections.	\$ 2,775.00
MultiSync AS Series Desktop LCD			
	AS173M-BK	AccuSync AS173M-BK, 17" LED Backlit LCD monitor, 1280 X 1024 , NaViSet, HDMI, DisplayPort & VGA Inputs, Speakers, Black, 3 Year Warranty	\$ 326.00
	AS194Mi-BK	AccuSync AS19Mi-BK, 19" LED Backlit LCD monitor, IPS, 1280 X 1024, NaViSet, HDMI, DisplayPort & VGA Inputs, Speakers, Black, 3 Year Warranty	\$ 380.00
MultiSync E Series Desktop LCD			
	E172M-BK	MultiSync E172M-BK, 17" LED backlit LCD monitor, 1280 x 1024, Height-Adjustable Stand, HDMI, DisplayPort, VGA inputs, No Touch Auto Adjust, NaViSet Software, Integrated Speakers, Black Cabinet, 3 Year Warranty	\$ 362.00
	E224F-BK	MultiSync E224F-BK, 21.5" LED Backlit LCD monitor with 3-sided Ultra Narrow Bezels, 1920 X 1080, HDMI 1.4, DisplayPort, VGA Inputs, NaViSet, No Touch Auto Adjust, 120mm Height-Adjustable Stand, Dual Direction Pivot, Integrated Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for AS221F-BK and E221N-BK)	\$ 326.00
	E244F-BK	MultiSync E243F-BK, 23.8" IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, USB-C / HDMI / DisplayPort inputs, USB 3.0 Hub, USB-C Power Delivery - 65W, No Touch Auto Adjust, NaViSet Administrator, 110mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	\$ 362.00
	E274F-BK	MultiSync E274F-BK, 27" LED Backlit LCD monitor with 3-sided Ultra Narrow Bezels, 1920 X 1080, HDMI 1.4, DisplayPort, VGA Inputs, NaViSet, No Touch Auto Adjust, 120mm Height-Adjustable Stand, Dual Direction Pivot, Integrated Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for AS271F-BK and E271N-BK)	\$ 417.00
	E224FL-BK	MultiSync E224FL-BK, 21.5" LED Backlit LCD monitor with 3-sided Ultra Narrow Bezels, 1920 X 1080, USB-C, HDMI 1.4, DisplayPort, Inputs, USB 3.1 Hub, 60W USB-C Power Delivery, LAN (RJ45), NaViSet, 120mm Height-Adjustable Stand, Dual Direction Pivot, Integrated Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for EA224WMi-BK)	\$ 417.00
	E244FL-BK	MultiSync E244FL-BK, 23.8" LED Backlit LCD monitor with 3-sided Ultra Narrow Bezels, 1920 X 1080, USB-C, HDMI 1.4, DisplayPort, Inputs, USB 3.1 Hub, 60W USB-C Power Delivery, LAN (RJ45), NaViSet, 120mm Height-Adjustable Stand, Dual Direction Pivot, Integrated Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for E242N-BK and E243F-BK)	\$ 453.00
	E274FL-BK	MultiSync E274FL-BK, 27" LED Backlit LCD monitor with 3-sided Ultra Narrow Bezels, 1920 X 1080, USB-C, HDMI 1.4, DisplayPort, Inputs, USB 3.1 Hub, 60W USB-C Power Delivery, LAN (RJ45), NaViSet, 120mm Height-Adjustable Stand, Dual Direction Pivot, Integrated Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for E273F-BK)	\$ 508.00
MultiSync EA Series Desktop LCD			
	EA241F-BK	MultiSync EA241F-BK, 24" IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, VGA / DVI / HDMI / DisplayPort inputs, USB hub, Human Sensor, ControlSync, No Touch Auto Adjust, NaViSet Administrator, 150mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	\$ 526.00



	Model Number	Description	MSRP
	EA242F-BK	MultiSync EA242F-BK, 24" IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, USB-C, VGA / HDMI / DisplayPort in / out, USB hub, Human Sensor, ControlSync, No Touch Auto Adjust, NaViSet Administrator, 150mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	\$ 690.00
	EA242WU-BK	MultiSync EA242WU-BK, 24" LED Backlit LCD Monitor, IPS, 1920x1200, Ultra-narrow Bezel, HDMI / DisplayPort (in / out) / USB-C inputs, LAN, NaViSet, Height Adjustable stand, Pivot, USB Hub, Integrated Speakers, Human Sensor, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for EA245WMi-BK)	\$ 659.00
	EA271F-BK	MultiSync EA271F-BK, 27" IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, VGA / DVI / HDMI / DisplayPort inputs, USB hub, Human Sensor, ControlSync, No Touch Auto Adjust, NaViSet Administrator, 150mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	\$ 755.00
	EA271Q-BK	MultiSync EA271Q-BK, 27" IPS LED backlit WQHD LCD Monitor with 3-sided Ultra Narrow Bezels, 2560x1440, DisplayPort / HDMI / DVI, USB Type-C inputs, USB hub, 60W USB-C Power Delivery, Human Sensor, ControlSync, NaViSet Administrator, 150mm Height Adjustable Stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for the EA275WMi-BK)	\$ 1,156.00
	EA272F-BK	MultiSync EA272F-BK, 27" IPS LED backlit LCD Monitor with 3-sided Ultra Narrow Bezels, 1920x1080, USB-C, VGA / HDMI / DisplayPort in / out, USB hub, Human Sensor, ControlSync, No Touch Auto Adjust, NaViSet Administrator, 150mm Height Adjustable stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty	\$ 726.00
	DD-EA272U	MultiSync EA272U, 27" IPS LED backlit 4K UHD LCD Monitor with 3-sided Ultra Narrow Bezels, 3840x2160, DisplayPort, HDMI, USB-C inputs, USB hub, 90W USB-C Power Delivery, Human Sensor, NaViSet Administrator, 150mm Height Adjustable Stand, Dual Direction Pivot, Speakers, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for the EA271U-BK)	\$ 999.00
	DD-EA272Q	MultiSync EA272Q, 27" IPS LED backlit WQHD LCD Monitor with 3-sided Ultra Narrow Bezels, 2560x1440, DisplayPort, HDMI, USB Type-C inputs, USB hub, 90W USB-C Power Delivery, Human Sensor, NaViSet Administrator, 150mm Height Adjustable Stand, Dual Direction Pivot, Black Cabinet, 3 Year Warranty (Suggested Replacement Model for the EA271Q-BK)	\$ 908.00
MultiSync Desktop Accessories			
	KT-SS1	The KT-SS1 is a human sensor and ambient sensor option for ultra-narrow bezel desktop monitors, including the MultiSync EX241UN. This provides both ambient and human sensing functionality similar to other models in the MultiSync EA Series. - Limited Availability	\$ 54.00
	SVII-PRO-KIT	Display Calibration Bundle with Custom sensor Colorimeter and Software for display calibration	\$ 329.00
	SVII-EA-KIT	Entry level Display Calibration Bundle with Colorimeter and Software for display calibration.	\$ 199.00
	SVIISOFT	SPECTRAVIEW SOFTWARE	\$ 109.99
	SVIISOFT-W	SPECTRAVIEW SOFTWARE (For B2C Matrix Only) Download Only from WebStore	-
	HD2PA2427	Adjustable monitor hood for 24" and 27" displays - Limited Availability	\$ 120.00
	CA-HDMI90-2	HDMI male to HDMI 90 degree male cable, 2m, black	\$ 35.00
	MDSVSENSOR3	SpectraSensor Pro color calibration sensor, customized by NEC for MD and SpectraView displays. Replacement for CC-SPYDER5	\$ 229.00
E Series Large Format Display			
	E328-2	32" LED Public Display Monitor with built-in ATSC (8-VSB, Clear-QAM)/NTSC tuner. High Haze, Anti-Reflective 1920 x 1080 native resolution panel, HDMI x3, VGA, Shared Composite/Component, Intuitive Joystick, ON/OFF Scheduler, USB Media Player, USB-C Power Delivery (5V/3A), CEC, Integrated 5W x 2 Speakers, Wake On HDMI Functionality, RS-232C / LAN Control, 3 Year Warranty. Tabletop Stand not included (ST-32E2) (Suggested replacement model for E328)	\$ 739.00
	E758	75" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, High Haze, 350 cd/m2, Even Bezel Design, Landscape/Portrait, Metal Chassis, HDMI In x3, VGA in, RS-232C, LAN (Control), USB-A (Media Player), USB-C (5V/3A Power), No tuner, Audio Mini-Jack in, Integrated 10W x 2 Speakers, Input Detect Functionality (Limited - Custom/First), Integrated Ambient Light Sensor, 3 Year Commercial Warranty, Stand not included (ST-801)	\$ 3,149.00
	E868	86" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, High Haze, 350 cd/m2, Even Bezel Design, Landscape/Portrait, Metal Chassis, HDMI In x3, VGA in, RS-232C, LAN (Control), USB-A (Media Player), USB-C (5V/3A Power), No tuner, Audio Mini-Jack in, Integrated 10W x 2 Speakers, Input Detect Functionality (Limited - Custom/First), Integrated Ambient Light Sensor, 3 Year Commercial Warranty, Stand not included (ST-801)	\$ 4,299.00
	E988	98" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 24/7, High Haze, 350 cd/m2, Even Bezel Design, Landscape/Portrait, Metal Chassis, HDMI In x3, VGA in, RS-232C, LAN (Control), USB-A (Media Player), USB-C (5V/3A Power), No tuner, Audio Mini-Jack in, Integrated 10W x 2 Speakers, Input Detect Functionality (Limited - Custom/First), Integrated Ambient Light Sensor, 3 Year Commercial Warranty, Stand not included (ST-801)	\$ 10,899.00
4P-B Series Commercial TV's			
	4P-B43EJ2U	43" Class (42.5" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 300 cd/m2 Brightness and 5,000:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty, TAA compliant	\$ 545.00
	4P-B50EJ2U	50" Class (49.5" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 300 cd/m2 Brightness and 5,000:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty, TAA compliant	\$ 675.00
	4P-B55EJ2U	55" Class (54.6" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 300 cd/m2 Brightness and 1,300:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty, TAA compliant	\$ 725.00



	Model Number	Description	MSRP
	4P-B65EJ2U	65" Class (64.5" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 330 cd/m2 Brightness and 1,300:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty, TAA compliant	\$ 975.00
	4P-B75EJ2U	75" Class (75.0" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 380 cd/m2 Brightness and 1,200:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty, TAA compliant	\$ 1,475.00
	4P-B86EJ2U	86" Class (85.6" diagonal) Commercial LCD Display - Brilliant Ultra High Definition (3840 x 2160) resolution with 380 cd/m2 Brightness and 1,200:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, and 8W per Channel Stereo Audio System. 3-Year Limited Warranty - TAA compliant	\$ 2,700.00
MultiSync ME Series Large Format Display			
	PN-ME432	MultiSync PN-ME432 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, 400 cd/m2, Landscape/Portrait, System-on-Chip with Android™ 13 Operating System, Integrated Schedulable Media Player, High Haze Anti-Reflective Panel, HDMI In x3, USB-C In (5V/3A with DP Alt Mode), Full bidirectional control through RS232C and LAN (Sharp and NEC protocol support), USB Hub (USB-A 3.0 Downstream, USB-C for Upstream), USB-A 3.0 x1, USB-A 2.0 x1, Audio Mini-Jack Out (Fixed or Variable), Optical Audio Out, IR In, Center IR Receiver, Integrated 10W x 2 Speakers, Full Input Detect Functionality, Quick Start Setting, Key and IR Lock, Even Bezel Design, Metal Back Cover, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 1,269.00
	PN-ME502	MultiSync PN-ME502 - 50" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, 450 cd/m2, Landscape/Portrait, System-on-Chip with Android™ 13 Operating System, Integrated Schedulable Media Player, High Haze Anti-Reflective Panel, HDMI In x3, USB-C In (5V/3A with DP Alt Mode), Full bidirectional control through RS232C and LAN (Sharp and NEC protocol support), USB Hub (USB-A 3.0 Downstream, USB-C for Upstream), USB-A 3.0 x1, USB-A 2.0 x1, Audio Mini-Jack Out (Fixed or Variable), Optical Audio Out, IR In, Center IR Receiver, Integrated 10W x 2 Speakers, Full Input Detect Functionality, Quick Start Setting, Key and IR Lock, Even Bezel Design, Metal Back Cover, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 1,531.00
	PN-ME552	MultiSync PN-ME552 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, 450 cd/m2, Landscape/Portrait, System-on-Chip with Android™ 13 Operating System, Integrated Schedulable Media Player, High Haze Anti-Reflective Panel, HDMI In x3, USB-C In (5V/3A with DP Alt Mode), Full bidirectional control through RS232C and LAN (Sharp and NEC protocol support), USB Hub (USB-A 3.0 Downstream, USB-C for Upstream), USB-A 3.0 x1, USB-A 2.0 x1, Audio Mini-Jack Out (Fixed or Variable), Optical Audio Out, IR In, Center IR Receiver, Integrated 10W x 2 Speakers, Full Input Detect Functionality, Quick Start Setting, Key and IR Lock, Even Bezel Design, Metal Back Cover, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 1,629.00
	PN-ME652	MultiSync PN-ME652 - 65" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 18/7, 450 cd/m2, Landscape/Portrait, System-on-Chip with Android™ 13 Operating System, Integrated Schedulable Media Player, High Haze Anti-Reflective Panel, HDMI In x3, USB-C In (5V/3A with DP Alt Mode), Full bidirectional control through RS232C and LAN (Sharp and NEC protocol support), USB Hub (USB-A 3.0 Downstream, USB-C for Upstream), USB-A 3.0 x1, USB-A 2.0 x1, Audio Mini-Jack Out (Fixed or Variable), Optical Audio Out, IR In, Center IR Receiver, Integrated 10W x 2 Speakers, Full Input Detect Functionality, Quick Start Setting, Key and IR Lock, Even Bezel Design, Metal Back Cover, 3 Year Commercial Warranty, Stand not included (ST-65M)	\$ 2,259.00
MultiSync M Series Large Format Display			
	M321	MultiSync M321 - 32" LED LCD Public Display Monitor, 1920 x 1080, 24/7, High Haze Anti-Reflective Panel, 450 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, VGA, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Integrated 5W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-32M)	\$ 1,079.00
	M321-IR	MultiSync M321-IR - 32" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 1920 x 1080, 24/7, High Haze Anti-Reflective Panel, 450 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, VGA, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Integrated 5W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-32M)	\$ 3,439.00
	M321-PT	MultiSync M321-PT - 32" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 1920 x 1080, 24/7, High Haze Anti-Reflective Panel, 450 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, VGA, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Integrated 5W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-32M)	\$ 3,639.00
	M431-2	MultiSync M431-2 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 24/7, High Haze, 500 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate interface board), Integrated 10W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 1,565.00
	M501-2	MultiSync M501-2 - 50" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 24/7, High Haze, 500 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate interface board), Integrated 10W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 1,789.00



Model Number		Description	MSRP
M551-2		MultiSync M551-2 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 24/7, High Haze, 500 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate interface board), Integrated 10W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M)	\$ 2,799.00
M551-PT		MultiSync M551-PT - 55" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated 10W x 2 Speakers, Full Input Detect Functionality, Integrated Ambient Light Sensor, Metal Chassis, 3 Year Commercial Warranty, Stand not included - No Longer Accepting Orders	\$ 7,113.00
M651-2		MultiSync M651-2 - 65" LED LCD Public Display Monitor, 3840 x 2160 (UHD), 24/7, High Haze, 500 cd/m2, Landscape/Portrait, HDMI In x2, DisplayPort In, Audio Mini-Jack Out, Full bidirectional control through RS232C and LAN, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate interface board), Integrated 10W x 2 Speakers, Full Input Detect Functionality, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-65M)	\$ 3,245.00
M751		MultiSync® M751 - 75" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers,Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, SDM-S or L, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801)	\$ 4,505.00
M751-AVT3		MultiSync® M751-AVT3 - 75" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers, Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, ATSC/NTSC Tuner, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801) - Limited Availability	\$ 4,785.00
M861		MultiSync® M861 - 86" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers,Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, SDM-S or L, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801)	\$ 5,950.00
M861-AVT3		MultiSync® M861-AVT3 - 86" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers, Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, ATSC/NTSC Tuner, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801) - Limited Availability	\$ 6,230.00
M981		MultiSync® M981 - 98" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers,Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, SDM-S or L, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801) - Expected Delivery September 2023	\$ 14,875.00
M981-AVT3		MultiSync® M981-AVT3 - 98" LED LCD Public Display Monitor, 3840 x 2160, 24/7, High Haze Anti-Reflective Panel, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out, Audio Mini-Jack Out, Full bidirectional control through RS-232C and LAN Daisy Chain, Integrated 10W x 2 Speakers, Integrated Audio Amplifier, Spectraview Engine, USB Hub, Integrated Ambient Light Sensor, Full Input Detect Functionality, ATSC/NTSC Tuner, MPi4E/W Compatibility, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-801) - Limited Availability	\$ 15,225.00
MultiSync MA Series Large Format Display			
MA431		MultiSync MA431 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 1,789.00
MA431-IR		MultiSync MA431-IR - 43" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 5,335.00



Model Number		Description	MSRP
MA431-MPi4E		MultiSync MA431 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,040.00
MA431-PC5		MultiSync MA431 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 2,842.00
MA431-PT		MultiSync MA431-PT - 43" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 5,690.00
MA491		MultiSync MA491 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,239.00
MA491-IR		MultiSync MA491-IR - 49" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 6,165.00
MA491-MPi4E		MultiSync MA491 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,490.00
MA491-PC5		MultiSync MA491 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 3,292.00
MA491-PT		MultiSync MA491-PT - 49" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 6,758.00
MA551		MultiSync MA551 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 3,245.00
MA551-IR		MultiSync MA551-IR - 55" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 6,402.00
MA551-MPi4E		MultiSync MA551 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 3,496.00



Model Number		Description	MSRP
MA551-PC5		MultiSync MA551 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 4,298.00
MA551-PT		MultiSync MA551-PT - 55" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 500 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 3 Year Commercial Warranty, Stand not included	\$ 7,649.00
MultiSync P Series Large Format Display			
P435		MultiSync P435 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,239.00
P435-IR		MultiSync P435-IR - 43" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 5,775.00
P435-MPi4E		MultiSync P435 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,490.00
P435-PC5		MultiSync P435 - 43" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 3,292.00
P435-PT		MultiSync P435-PT - 43" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 6,243.00
P495		MultiSync P495 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,689.00
P495-IR		MultiSync P495-IR - 49" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 5,234.00
P495-MPi4E		MultiSync P495 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 2,940.00
P495-PC5		MultiSync P495 - 49" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 3,742.00



		Model Number	Description	MSRP
		P495-PT	MultiSync P495-PT - 49" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 7,079.00
		P555	MultiSync P555 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 4,479.00
		P555-IR	MultiSync P555-IR - 55" LED LCD Public Display Monitor with clear tempered 10-point IR touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 7,079.00
		P555-MPi4E	MultiSync P555 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, includes the NEC MediaPlayer on the installed Raspberry Pi Compute Module 4 SoC, Accepts Intel® Smart Display Module - Small, Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401)	\$ 4,730.00
		P555-PC5	MultiSync P555 - 55" LED LCD Public Display Monitor, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Intel Smart Display Module - Large PC with Intel Celeron installed (SDM-VICW-IS), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included (ST-43M or ST-401) - Limited Availability	\$ 5,532.00
		P555-PT	MultiSync P555-PT - 55" LED LCD Public Display Monitor with anti-glare 40-point edge to edge PCAP touch installed, 3840 x 2160 (UHD), Wide Color Gamut, 24/7, 700 cd/m2, Landscape/Portrait, HDMI In x2/Out, DisplayPort In x2/Out (SST/MST), Audio Mini-Jack Out, Full Bidirectional Control through RS232C and LAN In/Out, Accepts Intel® Smart Display Module Small, Large or Raspberry Pi Compute Module 4 (requires separate MPi4E accessory), Integrated Audio Amplifier, Full Input Detect Functionality, USB Hub, Metal Chassis, 5 Year Commercial Warranty, Stand not included	\$ 8,197.00
PN-HS Series Professional Displays				
		PN-HS501	50" Class (49.5" diagonal) Professional LCD Monitor - Brilliant Ultra High Definition (3840 x 2160) resolution with 700 cd/m2 Brightness and 4000:1 Contrast Ratio. Built-in Media Player and 10W per Channel Stereo Audio System. Landscape, Portrait, Face-up, Face-Down, and Tilt Operation. Engineered for 24/7 Commercial Use. 3-Year Limited Warranty	\$ 3,195.00
		PN-HS551	55" Class (55.6" diagonal) Professional LCD Monitor - Brilliant Ultra High Definition (3840 x 2160) resolution with 700 cd/m2 Brightness and 5000:1 Contrast Ratio. Built-in Media Player and 10W per Channel Stereo Audio System. Landscape, Portrait, Face-up, Face-Down, and Tilt Operation. Engineered for 24/7 Commercial Use. 3-Year Limited Warranty	\$ 3,495.00
MultiSync UN Series Large Format Display				
		UN552	UN552,55" LED LCD, S-IPS, 28% Haze, Ultra Narrow Bezel (3.5mm bezel to bezel) Public Display Monitor, 1920x1080 (FHD), Direct LED backlit unit, 700 cd/m2 brightness, HDMI 2.0 x2/Daisy Chain, DisplayPort 1.2 x2/Daisy Chain, UHD Capable through Daisy Chain, SpectraView Engine Color Control, Local Dimming, USB Media Player, Full External Control through LAN Daisy Chain/RS232, RPi Compute Module Compatible, OPS Slot Support, 3 Year Warranty	\$ 6,775.00
		UN552V	UN552V,55" LED LCD, S-IPS, 28% Haze, Ultra Narrow Bezel (3.5mm bezel to bezel) Public Display Monitor, 1920x1080 (FHD), Direct LED backlit unit, 500 cd/m2 brightness, HDMI 2.0 x2/Daisy Chain, DisplayPort 1.2 x2/Daisy Chain, UHD Capable through Daisy Chain, SpectraView Engine Color Control, Local Dimming, USB Media Player, Full External Control through LAN Daisy Chain/RS232, RPi Compute Module Compatible, OPS Slot Support, 3 Year Warranty (Suggested Replacement for X555UNV)	\$ 6,279.00
		UN552S	UN552S, 55" Direct-Lit LCD, S-IPS, 28% Haze, 0.44mm Even Inactive Area around all sides (0.88mm total between displays), Factory Calibration for Out-of-the-Box Usage, Localized Dimming for higher Dynamic Contrast Ratio, 1920x1080 (FHD), Direct LED backlit unit, 700 cd/m2 brightness, HDMI x2/Daisy Chain, DisplayPort 1.2 x2/Daisy Chain, UHD Capable through Daisy Chain, SpectraView Engine Color Control, USB Media Player, Full External Control through LAN Daisy Chain/RS232, RPi Compute Module Compatible, OPS Slot Support, 3 Year Warranty (Suggested replacement for UN551S)	\$ 7,889.00
		UN552VS	UN552VS, 55" Direct-Lit LCD, S-IPS, 28% Haze, 0.44mm Even Inactive Area around all sides (0.88mm total between displays), Factory Calibration for Out-of-the-Box Usage, Localized Dimming for higher Dynamic Contrast Ratio, 1920x1080 (FHD), Direct LED backlit unit, 500 cd/m2 brightness, HDMI x2/Daisy Chain, DisplayPort 1.2 x2/Daisy Chain, UHD Capable through Daisy Chain, SpectraView Engine Color Control, USB Media Player, Full External Control through LAN Daisy Chain/RS232, RPi Compute Module Compatible, OPS Slot Support, 3 Year Warranty (Suggested replacement for UN551VS) - No Longer Accepting Orders	\$ 7,065.00
BarType Commercial Display BT Series				



	Model Number	Description	MSRP
	BT421	BT421, 42" 16:4 aspect ratio stretch type LCD display, VA glass, 700 cd/m2, 44% haze, 1920 x 480 native resolution, DVI-D x2 / Out, LAN or RS232C Control, Landscape/Portrait, 3 year warranty	\$ 3,999.00
Video Wall Bundles			
	UN552V-TMX4P	Qty 4 - UN552V bundled with four ONSTEMN-3Y-15 warranties, 25ft cat5e patch cable, 2 x 2 pull-out fully adjustable mounting system, Qty 2 - SurgeX four port power conditioners, Overframe Bezel Kit, Color Calibration Kit, IR/Remote Kit, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 25,085.00
	UN552V-TMX9P	Qty 9 - UN552V bundled with nine ONSTEMN-3Y-15 warranties, 25ft cat5e patch cable, 3 x 3 pull-out fully adjustable mounting system, Qty 3 - SurgeX four port power conditioners, Overframe Bezel Kit, Color Calibration Kit, IR/Remote Kit, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 56,499.00
	UN552-TMX4P	Qty 4 - UN552 bundled with four ONSTEMN-3Y-16 warranties, 25ft cat5e patch cable, 2 x 2 pull-out fully adjustable mounting system, Qty 2 - SurgeX four port power conditioners, Overframe Bezel Kit, Color Calibration Kit, IR/Remote Kit, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 25,085.00
	UN552-TMX9P	Qty 9 - UN552 bundled with nine ONSTEMN-3Y-16 warranties, 25ft cat5e patch cable, 3 x 3 pull-out fully adjustable mounting system, Qty 3 - SurgeX four port power conditioners, Overframe Bezel Kit, Color Calibration Kit, IR/Remote Kit, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 56,499.00
	UN552S-TMX4P	Qty 4 - UN552S bundled with four ONSTEMN-3Y-16 warranties, 25ft cat5e patch cable, 2 x 2 pull-out fully adjustable mounting system, Qty 2 - SurgeX four port power conditioners, IR/Remote Kit, Drop Ship Only, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 33,089.00
	UN552S-TMX9P	Qty 9 - UN552S bundled with nine ONSTEMN-3Y-16 warranties, 25ft cat5e patch cable, 3 x 3 pull-out fully adjustable mounting system, Qty 3 - SurgeX four port power conditioners, IR/Remote Kit, Drop Ship Only, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 73,699.00
	UN552VS-TMX4P	Qty 4 - UN552VS bundled with four ONSTEMN-3Y-15 warranties, 25ft cat5e patch cable, 2 x 2 pull-out fully adjustable mounting system, Qty 2 - SurgeX four port power conditioners, IR/Remote Kit, Drop Ship Only, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 29,789.00
	UN552VS-TMX9P	Qty 9 - UN552VS bundled with nine ONSTEMN-3Y-15 warranties, 25ft cat5e patch cable, 3 x 3 pull-out fully adjustable mounting system, Qty 3 - SurgeX four port power conditioners, IR/Remote Kit, Drop Ship Only, FREE Standard Ground Freight. - No Longer Accepting Orders	\$ 66,135.00
AQUOS BOARD™ LCD INTERACTIVE DISPLAY SYSTEMS			
	4W-B55FT5U	Value priced 55" Class (54.6" diagonal) AQUOS BOARD interactive display with 20-point multi-touch screen. Brilliant Ultra High Definition (3840 x 2160) resolution with 270 cd/m2 Brightness and 1,300:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, Wireless Casting, and 8W per Channel Stereo Audio System. 5-Year Limited Warranty, TAA Compliant	\$ 1,695.00
	4W-B65FT5U	Value priced 65" Class (64.5" diagonal) AQUOS BOARD interactive display with 20-point multi-touch screen. Brilliant Ultra High Definition (3840 x 2160) resolution with 300 cd/m2 Brightness and 1,300:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, Wireless Casting, and 8W per Channel Stereo Audio System. 5-Year Limited Warranty, TAA Compliant	\$ 2,195.00
	4W-B75FT5U	Value priced 75" Class (75.0" diagonal) AQUOS BOARD interactive display with 20-point multi-touch screen. Brilliant Ultra High Definition (3840 x 2160) resolution with 350 cd/m2 Brightness and 1,200:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, Wireless Casting, and 8W per Channel Stereo Audio System. 5-Year Limited Warranty, TAA Compliant	\$ 3,465.00
	4W-B86FT5U	Value priced 86" Class (85.6" diagonal) AQUOS BOARD interactive display with 20-point multi-touch screen. Brilliant Ultra High Definition (3840 x 2160) resolution with 350 cd/m2 Brightness and 1,200:1 Contrast Ratio. Built-in USB Media Player, Digital Tuner, HTML5 Web Browser, Wireless Casting, and 8W per Channel Stereo Audio System. 5-Year Limited Warranty, TAA Compliant	\$ 4,995.00
	PN-LA652	High Performance Enterprise grade 4K Ultra-HD 65" class (64 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point In-glass IR touch screen, wireless connectivity, and SDM Expansion slot with pre-installed Windows 11 Pro PC. PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 12,295.00
	PN-LA752	High Performance Enterprise grade 4K Ultra-HD 75" class (74 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point In-glass IR touch screen, wireless connectivity, and SDM Expansion slot with pre-installed Windows 11 Pro PC. PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 14,195.00
	PN-LA862	High Performance Enterprise grade 4K Ultra-HD 86" class (85 - 9/16" diagonal) AQUOS BOARD interactive display system with 20-point In-glass IR touch screen, wireless connectivity, and SDM Expansion slot with pre-installed Windows 11 Pro PC. PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 16,995.00
	PN-LC652	Next generation 4K Ultra-HD 65" class (64 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 2,750.00



			Model Number	Description	MSRP
			PN-LC752	Next generation 4K Ultra-HD 75" class (74 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 4,450.00
			PN-LC862	Next generation 4K Ultra-HD 86" class (85 - 9/16" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 5,995.00
			PN-L652B	Spectacular 4K Ultra-HD 65" class (64 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 3,995.00
			PN-L752B	Spectacular 4K Ultra-HD 75" class (74 - 1/2" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 4,895.00
			PN-L862B	Spectacular 4K Ultra-HD 86" class (85 - 9/16" diagonal) AQUOS BOARD interactive display system with 20-point PrecisionTouch screen, built-in SoC controller, wireless connectivity, and OPS Expansion slot. PN-SPCi5W11A PC and PN-ZCMS1 AV Soundbar sold separately. 5 Year limited warranty.	\$ 6,495.00
AQUOS BOARD™ ACCESSORIES					
			EP31605SH	Custom Engineered 5 meter active USB-C hybrid optical cable for PN-LA, PN-LC, and PN-L2B series AQUOS Boards. Allows connection a of Windows PC to the AQUOS Board with a single cable providing power, video, audio, and touch connections to the connected PC. Supports DisplayPort Alternate Mode.	\$ 395.00
			OPS-SNI5WP	11th Gen Intel® Core™ i5 OPS PC with Windows 11 Pro for PN-LC series and PN-L2B series AQUOS BOARDS with OPS slot.	\$ 1,850.00
			PN-SL2C	Sharp Display Connect Software License Key for Chrome OS/Chromebook Support	\$ 99.00
			PN-SU01	Advanced Feature License for Sharp Pen Software v.3.7 and above	\$ 99.00
			PN-SPCi5W11A	Optional Standard PC for use with all Sharp AQUOS BOARD displays. Intel® Alder Lake Core™ i5 processor with Windows® 11 Pro and 8GB RAM.	\$ 2,035.00
			PN-SPCi7W11A	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Alder Lake Core™ i7 processor with Windows® 11 Pro and 16GB RAM	\$ 2,615.00
			PN-SR898	Optional rolling cart floor stand for use with all AQUOS BOARD models	\$ 1,149.00
			PN-ZCMS1	AV Soundbar with 4K resolution, 8 watts, and 6 Element microphone array for use with AQUOS Board PN-L2B, PN-LC2 and PN-LA series interactive displays.	\$ 1,549.00
Large Format Display Speakers and Stands					
			SP-RM3	Premium full range passive speaker for V404, V484, V554, P404, P484, P554, X474HB, X554HB, X754HB, X551UHD, X651UHD(-2), X841UHD(-2), X981UHD(-2), V654Q, C651Q, V754Q, C750Q, C751Q, V864Q, C860Q, C861Q, V984Q, C981Q, E988, UN462A/VA, UN492S/VS, UN552/V, UN552S/VS, C431, C501, C551, M431, M491, M551, M651, M751, M861, M981, MA431, MA491, MA551, P435, P495 and P555	\$ 475.00
			SP-RM3a	Premium full range active speaker for V404, V484, V554, P404, P484, P554, X474HB, X554HB, X754HB, X551UHD, X651UHD(-2), X841UHD(-2), X981UHD(-2), V654Q, C651Q, V754Q, C750Q, C751Q, V864Q, C860Q, C861Q, V984Q, C981Q, E988, UN462A/VA, UN492S/VS, UN552/V, UN552S/VS, C431, C501, C551, PN-ME432, PN-ME502, PN-ME552, PN-ME652, MA431, MA491, MA551, P435, P495 and P555	\$ 839.00
			ST-32M	Optional table top stand accessory for M321 and V323-2/3	\$ 79.99
			ST-43M	Optional table top stand accessory for the Vxx4, Pxx4, Cxx1, ME431, ME501, ME551, M431, M431-2, M491, M501-2, M551, M551-2, MA431, MA491, MA551, P435, P495, P555, PN-ME432, PN-ME502, PN-ME552 and all associated bundles	\$ 125.00



	Model Number	Description	MSRP
	ST-551	Optional table top stand accessory for the UN552, UN552V, UN551S, UN551VS, UN552S, UN552VS,	\$ 140.00
	ST-65M	Optional table top stand accessory for the ME651, PN-ME652, M651 and M651-2	\$ 235.00
	ST-801	Stand for all versions of the C651Q, V654Q, C750Q, C751Q, V754Q, C860Q, C861Q, V864Q, C981Q, V984Q, E705, E805, P703, V801, X841UHD(-2), M751, E758, M861, E868, M981, E988, E905 and X981UHD(-2). Note if a touch overlay is installed on any product, the stand will not screw in.	\$ 170.00
	ST-32E2	Optional table top stand accessory for the E328, E328-2, E438 and E498	\$ 79.99
	ST-55E	Optional table top stand accessory for the E558 and E658 - No Longer Accepting Orders	\$ 80.00
SDM Accessories			
	DS1-TM01	Internal SDM tuner, NTSC, ATSC Standard (8-VSB, Clear-QAM), 1920x1080 supported, 3yr warranty - Limited Availability	\$ 419.00
	SDM-DOCK	SDM-DOCK- SDM Standalone Adapter, 2x USB 3.0, 1x HDMI, 1x DisplayPort, 1x RS232, SDM compliant slot-in PCs and signal adapters, 3 Year Warranty	\$ 475.00
	SDM-12GSDI	12G SDI SDM interface card with full 4K/60Hz support. Compatible with ME, M, MA and Pxx5 Series.	\$ 1,959.00
	SDM-HDBT	HDBaseT SDM receiver module. Receive an HDBaseT (video, audio and control) signal via a single UTP/STP category 5e or category 6 cable. Compatible with ME, M, MA and Pxx5 Series.	\$ 629.00
	SDM-E2-0812	SDM PC with Intel Atom® x6413E Processor 4x1.5GHZ, Intel UHD Graphics for 10th Gen Intel® Processors, 4GB dual channel RAM, 128GB M.2 SSD (SATA), Gigabit Ethernet ,2xUSB 3.1, 1x MiniDP++ 1.2, Audio, Windows 10 IoT Enterprise LTSC 2021, Intel® PTT, 3yr warranty. Compatible with all NEC displays supporting SDM -	\$ 1,429.00
	SDM-M2-0812	SDM PC with Intel® Pentium® Gold Processor 8505; 5 Cores (1x Performance, 4x Efficient), max. 4.4, GHAMI uEFI 128 Mbit, 8GB dual channel, 128 GB, Intel® UHD Graphics for 12th Gen Intel® Processors, HW Codec: H.265/HEVC, VP8, VP9, MPEG2, JPEG, AVC; VC-1 Decode, AV1 Decode Direct3D 12.1; OpenGL 4.6; OpenCL 3.0. Windows 10 IoT LTSC 2021. Not compatible with ME2 series	\$ 1,775.00
	SDM-A2V-0812	SDM PC with Intel® Core i5-8400H 4x3GHZ, Intel UHD Graphics 630, 8GB DDR4 RAM, 128GB M.2 SSD (SATA), Gigabit Ethernet, 4xUSB 3.1, MiniDP++ 1.2, Audio, Windows 10 IoT LTSC 2019 x64bit (preloaded), Intel® PTT, 3yr warranty. Compatible with ME, M, MA, and P Series. Not compatible with ME2 series	\$ 2,939.00
	SDM-USBC	SDM-L. Upstream for AV equipment: 2x USB-A (up to USB3.1 Gen 1 speed), 1x USB-C (up to USB3.1 speed); Gbit/s,Ethernet, 1x USB-C (video/data/power); Service: 1x micro USB. Optional USB Type C Interface Board is compatible with any NEC display that has an Intel Smart for display module (SDM) slot.	\$ 899.00
SoC RaspberryPi Compute Module			
	MPI4E	NEC MediaPlayer installed on the NEC Edition Raspberry Pi Compute Module 4 System on a Chip, Broadcom BCM2711, Quad-core Cortex-A72 (ARM v8) 64-bit SoC @ 1.5GHz, 4 GB LPDDR4-3200 SDRAM, 32GB eMMC on board memory. Includes NEC MediaPlayer w/ CMS platform. Compatible with ME, M, MA and Pxx5 Series. The MPI4W provides an out of the box simple signage solution compatible with select NEC displays. The NEC MediaPlayer is pre-installed on the RaspberryPi 4 system on a chip solution with WiFi that slots easily into the MultiSync ME, M, MA and 5th generation P Series displays. The MediaPlayer provides easy playback, playlist creation and scheduling of media files and utilizes the display's remote for navigation. In addition, the MediaPlayer can install a variety of content management systems directly on the system on a chip. For more information on the MediaPlayer, see https://www.sharpnecdisplays.us/mphelp/content/home.htm .	\$ 279.00
	MPI4W		\$ 357.00
OPS Accessories			
	OPS-SDI-BND	OPS 12G SDI SDM interface card with full 4K/60Hz support. Compatible with most NEC displays supporting OPS (excluding CB Series).	\$ 2,239.00
	OPS-TAA8R-PS	OPS PC with AMD A8-5550M, 2.1GHz Quad-Core CPU, Radeon HD8550, 4GB DDR3 Dual Channel, Windows 10 IoT OS, 64GB SSD, DisplayPort Out, USB 2.0 x 1, USB 3.0 x 2, Compatible with all NEC displays supporting OPS (Replacement for OPS-APIS-PS) - Limited Availability	\$ 1,609.00
Large Format Display Accessories			
	SI07B	Slot-in WiFi6 module accessory for the PN-ME432, PN-ME502, PN-ME552 and PN-ME652.	\$ 115.00



			Model Number	Description	MSRP
			KT-46UN-OF5	Overframe Bezel Kit for the X464UNS-2, UN462A and UN462VA; Match kit number to highest dimension in TileMatrix - Limited Availability	\$ 526.70
			KT-RC3	External IR/Human/Ambient Light Sensor and Remote Control Kit recommended for UN462A and UN462VA video walls. Can also be used with the Vxx4Q and Cxx1Q products. May only act as external IR sensor if used with older generation display. Recommended one kit per video wall.	\$ 160.00
			KT-LFD-CC2	Display Wall Calibration Kit, Includes X-Rite MDSVSENSOR3 sensor and Display Wall Calibrator Software (Suggested Replacement for the KT-LFD-CC)	\$ 899.00
			KT-55UN-OF5	UN552 and UN552V Overframe Bezel Kit; Match the kit number to the largest dimension in the wall	\$ 559.00
			SR598ML3E	Motorized Height Adjustable Cart. Supports displays 55"-86", VESA 200x200-800x600, 280lbs max, black powder coat finish - Limited Availability	\$ 2,301.00
			WMK-7598T	Large Tilt Wall Mount for large format displays in portrait or landscape up to 350lbs, integrated kick stand, auto-latching rails, fits VESA patterns up to 1000 x 600, Tilt range from +15/-5 with interlocking increments, 3.38" depth when flat, 45.75" backplate width, compatible with displays 75" and up for landscape and 86"+ for landscape/portrait, use with PN-ME652/E758/M751 for landscape only.	\$ 342.00
			WMK-3298T	Tilt Wall Mount for large format displays Portrait or landscape. Mount depth 2.99" Landscape tilt max 15° Portrait tilt max 9° Compatible with displays under 210lbs and VESA 200x200 up to 400x400. 17.5" backplate width. Recommended display sizes 32"-65" (Replacement for WMK-6598 & WMK-3257). Does not work with PN-ME652, E758 or M751 - use WMK-7598T instead.	\$ 265.00
FC Series Direct View LED Kits					
			LED-FC009i-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) COB Flip Chip dvLED 0.9mm pitch Video Wall - 165" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 293,975.00
			LED-FC012i-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) COB Flip Chip dvLED 1.2mm pitch Video Wall - 110" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 73,920.00
			LED-FC012i-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) COB Flip Chip dvLED 1.2mm pitch Video Wall - 220" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 305,195.00
			LED-FC015i-137	(Must be purchased with LED-INST-5x5, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) COB Flip Chip dvLED 1.5mm pitch Video Wall - 137" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 92,000.00
FA Series Direct View LED Kits					
			LED-FA009i2-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 0.9mm pitch Video Wall - 165" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty.DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 253,000.00
			LED-FA019i2-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.9mm pitch Video Wall - 110" diagonal HD (1280 x 720) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 49,170.00
			LED-FA012i2-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 110" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 69,300.00
			LED-FA015i2-137	(Must be purchased with LED-INST-5x5, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.5mm pitch Video Wall - 137" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 85,800.00
			LED-FA019i2-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.9mm pitch Video Wall - 165" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 91,300.00
			LED-FA012i2-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 220" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 279,100.00



	Model Number	Description	MSRP
	LED-FA025i2-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 2.5mm pitch Video Wall - 220" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, redundant controllers and power supplies, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 128,260.00
FE Series Direct View LED Kits			
	LED-FE009i2-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 0.9mm pitch Video Wall - 165" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 206,800.00
	LED-FE009i2-104	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 0.9mm pitch Video Wall - 104" diagonal 21:9 UW-FHD LED kit (2560 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 72,450.00
	LED-FE019i2-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.9mm pitch Video Wall - 110" diagonal HD (1280 x 720) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 40,315.00
	LED-FE012i2-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 110" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 62,700.00
	LED-FE012i3-110	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) Low power consumption dvLED 1.2mm pitch Video Wall - 110" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 68,759.00
	LED-FE015i2-137	(Must be purchased with LED-INST-5x5, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.5mm pitch Video Wall - 137" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 75,900.00
	LED-FE015i3-137	(Must be purchased with LED-INST-5x5, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) Low power consumption dvLED 1.5mm pitch Video Wall - 137" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 79,789.00
	LED-FE019i2-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.9mm pitch Video Wall - 165" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 78,430.00
	LED-FE019i3-165	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) Low power consumption dvLED 1.9mm pitch Video Wall - 165" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY	\$ 89,777.00
	LED-FE012i2-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 220" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 245,300.00
	LED-FE012i3-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) Low power consumption dvLED 1.2mm pitch Video Wall - 220" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 268,480.00
	LED-FE025i2-220	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 2.5mm pitch Video Wall - 220" diagonal Full HD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 3yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 81,380.00
E Series Direct View LED Kits			
	LED-E012i-108	(Must be purchased with LED-INST-4x4, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 108" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 2yr warranty. DROP SHIP ONLY	\$ 38,280.00
	LED-E015i-135	(Must be purchased with LED-INST-5x5, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.5mm pitch Video Wall - 135" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 2yr warranty. DROP SHIP ONLY	\$ 46,200.00



	Model Number	Description	MSRP
	LED-E018i-162	(Must be purchased with LED-INST-6x6, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.8mm pitch Video Wall - 162" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 2yr warranty. DROP SHIP ONLY	\$ 50,680.00
	LED-E012i-217	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 1.2mm pitch Video Wall - 217" diagonal 4K UHD (3840 x 2160) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 2yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 155,050.00
	LED-E025i-217	(Must be purchased with LED-INST-8x8, unless an authorized dvLED install reseller. Contact your NEC rep for further information.) dvLED 2.5mm pitch Video Wall - 217" diagonal FHD (1920 x 1080) native resolution. Includes wall LED modules, controller, wall mount, frame and spare parts kit. Standard 2yr warranty. DROP SHIP ONLY, BUILD TO ORDER ONLY	\$ 70,400.00
Direct View LED Services			
	LED-INST-4X4	Standard dvLED installation for a 4x4 LED solution (108"-110"). Price includes complete installation services with non-union labor(US ONLY). Must be purchased at the time of LED solution purchase. DOES NOT INCLUDE SITE SURVEY - LED-SRV-ONSITE may be purchased separately.	\$ 12,100.00
	LED-INST-5X5	Standard dvLED installation for a 5x5 LED solution (135"-137"). Price includes complete installation services with non-union labor (US ONLY). Must be purchased at the time of LED solution purchase. DOES NOT INCLUDE SITE SURVEY - LED-SRV-ONSITE may be purchased separately.	\$ 15,125.00
	LED-INST-6X6	Standard dvLED installation for a 6x6 LED solution (162"-165"). Price includes complete installation services with non-union labor (US ONLY). Must be purchased at the time of LED solution purchase. DOES NOT INCLUDE SITE SURVEY - LED-SRV-ONSITE may be purchased separately.	\$ 18,150.00
	LED-INST-8X8	Standard dvLED installation for a 8x8 LED solution (216"-220"). Price includes complete installation services with non-union labor (US ONLY). Must be purchased at the time of LED solution purchase. DOES NOT INCLUDE SITE SURVEY - LED-SRV-ONSITE may be purchased separately.	\$ 24,200.00
	LED-SRV-ONSITE	On location site survey by Sharp/NEC technicians (US ONLY). Recommended for all dvLED installations with Sharp/NEC installers.	\$ 4,180.00
SYNAPPX COLLABORATION SUITE			
	SW-COLLABSUITEY1	Synappx Go: 1 Room, 20 Users x 1 Year Subscription	\$ 549.00
	SW-COLLABSUITEY3	Synappx Go: 1 Room, 20 Users x 3 Year Subscription	\$ 1,304.00
	SW-COLLABTRIAL	Synappx Go: 1 Room, 20 Users x 90 Day Trial	-
Additional Synnappx Go User Licenses			
	SW-S02U01Y1-S	Synappx Go: 1 User x 1 Year Subscription	\$ 39.00
	SW-S02U01Y3-S	Synappx Go: 1 User x 3 Year Subscription	\$ 99.00
Additional Synappx Meeting Room Licenses			
	SW-S01R01Y1	Synappx Go: 1 Room x 1 Year Subscription	\$ 119.00
	SW-S01R01Y3	Synappx Go: 1 Room x 3 Year Subscription	\$ 340.00
CASTING DEVICES FOR SYNAPPX MEETING			
	R9866210NA	wePresent WICS-2100 Wireless Casting Device from Barco	\$ 549.00
SYNAPPX NFC TAGS			
	SYNAPPX-NFC100	Synappx NFC Tags 100 Count (Blue)	\$ 199.00
	SYNAPPX-NFC100BLK	Synappx NFC Tags 100 Count (Black)	\$ 199.00



Security Guide

IT Reference Guide



Proposal Form 3

Certifications and Licenses

PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.

CERTIFICATE OF EMPLOYEE INFORMATION REPORT RENEWAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-May-2023** to **15-May-2026**

SHARP ELECTRONICS CORPORATION**100 PARAGON DR.****MONTVALE****NJ 07645**

A handwritten signature in black ink, appearing to read "Elizabeth Maher Muoio".

ELIZABETH MAHER MUOIO

State Treasurer

ISO 9001

Management System Certificate



Certificate Number : JMI-0015

Organization :

SHARP CORPORATION
SMART BUSINESS SOLUTIONS BUSINESS UNIT
492 MINOSHO-CHO, YAMATOKORIYAMA-SHI, NARA, JAPAN



MS
CM009

JQA certifies that the above organization operates the Quality Management System, within the scope of the Appendix attached, which has been assessed and found to comply with the requirements of;

ISO 9001 :2015 / JIS Q 9001 :2015



091

Registration Date : May 20, 1992
Last Renewal Date : June 18, 2022

Expiry Date : June 17, 2025

Feel free to contact JQA for the validity of this certificate.

N. Kobayashi

NORIAKI KOBAYASHI
PRESIDENT

1-25 KANDASUDACHO, CHIYODA-KU, TOKYO, JAPAN

JAPAN QUALITY ASSURANCE ORGANIZATION

To be used in conjunction with attached Appendix.



21.02 D7501128E

ISO 9001

Appendix



Certificate Number : JMI-0015

1 / 1

Organization :

SHARP CORPORATION
SMART BUSINESS SOLUTIONS BUSINESS UNIT

Scope of Registration:

THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF THE FOLLOWING PRODUCTS:

- 1) PHOTOCOPIERS, SCANNERS, PRINTERS AND MULTIFUNCTION EQUIPMENT, AND TONER, DEVELOPER, DRUM, AND PERIPHERAL EQUIPMENT
- 2) PHOTOCATALYST AND APPLIED PRODUCTS
- 3) SYSTEM EQUIPMENT (POS, ECR, HANDY TERMINAL, CARD READER, ETC.) AND PERIPHERAL EQUIPMENT
- 4) CLEANSING SYSTEMS, CONTROL COMPONENTS (PLC, NETWORK CAMERA) AND PERIPHERAL EQUIPMENT
- 5) LIQUID CRYSTAL COLOR MONITORS/DISPLAYS (INCLUDING UNITS), PROJECTOR AND PERIPHERAL EQUIPMENT

NOTE: THE SERVICE SUPPORT: PREPARATION OF SERVICING DATA AND TRAINING OF SERVICE PERSONNEL

Registration Date : May 20, 1992
Last Renewal Date : June 18, 2022

Expiry Date : June 17, 2025

Feel free to contact JQA for the validity of this certificate.

A handwritten signature in black ink, reading "N. Kobayashi".

NORIAKI KOBAYASHI
PRESIDENT

JAPAN QUALITY ASSURANCE ORGANIZATION

This Appendix is an integral part of the Certificate and should only be used in conjunction with the Certificate.



ISO 14001

Management System Certificate



Certificate Number : JQA-EM6192

Organization :

SHARP CORPORATION
SMART BUSINESS SOLUTIONS BUSINESS UNIT
492 MINOSHO-CHO, YAMATOKORIYAMA-SHI, NARA, JAPAN



MS
CM009

JQA certifies that the above organization operates the Environmental Management System, within the scope of the Appendix attached, which has been assessed and found to comply with the requirements of;

ISO 14001 :2015 / JIS Q 14001 :2015



091

Registration Date : September 12, 2008
Last Renewal Date : June 18, 2022

Expiry Date : June 17, 2025

Feel free to contact JQA for the validity of this certificate.

N. Kobayashi

NORIAKI KOBAYASHI
PRESIDENT

1-25 KANDASUDACHO, CHIYODA-KU, TOKYO, JAPAN

JAPAN QUALITY ASSURANCE ORGANIZATION

To be used in conjunction with attached Appendix.



21.02 D7501177E

ISO 14001

Appendix



Certificate Number : JQA-EM6192

1 / 1

Organization :

SHARP CORPORATION
SMART BUSINESS SOLUTIONS BUSINESS UNIT

Scope of Registration:

- 1) THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF PHOTOCOPIERS, SCANNERS, PRINTERS AND MULTIFUNCTION EQUIPMENT, AND TONER, DEVELOPER, DRUM
 - 2) THE DESIGN / DEVELOPMENT AND MANUFACTURE OF PHOTOCATALYST, AND DESIGN / DEVELOPMENT OF APPLIED PRODUCTS
 - 3) THE DESIGN / DEVELOPMENT, MANUFACTURING SUPPORT AND SERVICE SUPPORT OF SYSTEM EQUIPMENT (POS, ECR, HANDY TERMINAL, CARD READER, ETC.) AND PERIPHERAL EQUIPMENT
 - 4) THE DESIGN / DEVELOPMENT AND MANUFACTURE OF CLEANSING SYSTEMS, CONTROL COMPONENTS, AUTOMATIC CONVEYING, AND PERIPHERAL EQUIPMENT
 - 5) THE DESIGN / DEVELOPMENT AND MANUFACTURE OF AUTOMATION AND LABOR-SAVINGS EQUIPMENT
 - 6) THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF LIQUID CRYSTAL COLOR MONITORS/DISPLAYS (INCLUDING UNITS), PROJECTOR AND THE DESIGN / DEVELOPMENT, MANUFACTURING SUPPORT AND SERVICE SUPPORT OF PERIPHERAL EQUIPMENT
- NOTE: THE SERVICE SUPPORT: PREPARATION OF SERVICING DATA AND TRAINING OF SERVICE PERSONNEL

Registration Date : September 12, 2008
Last Renewal Date : June 18, 2022

Expiry Date : June 17, 2025

Feel free to contact JQA for the validity of this certificate.


NORIAKI KOBAYASHI
PRESIDENT

JAPAN QUALITY ASSURANCE ORGANIZATION
This Appendix is an integral part of the Certificate and should only be used in conjunction with the Certificate.



14.07 D7501028E

Certificate

Standard **ISO 9001:2015**

Certificate Registr. No. **01 100 038820**


Certificate Holder: **Dynabook Technology (Hangzhou) Inc.**
Unified Social Credit Code: 913301007399294409
Registration Address: 2/F, Building 2, No. 3, East Gate,
Comprehensive Bonded Zone,
Hangzhou Economic and Technical Development Zone,
310018 Zhejiang, P. R. China
Operation Address: same as above

Scope: Design and Manufacturing of Computer; Manufacturing of Printed
Circuit Board; Manufacturing of Mobile Communication Terminal
Device and Interactive Flat Panel Display

Proof has been furnished by means of an audit that the
requirements of ISO 9001:2015 are met.

Validity: The certificate is valid from 2024-04-05 until 2027-04-04.
It remains valid subject to satisfactory surveillance audits.
First certification 2005
This certificate information can be searched on CNCA official
website <http://www.cnca.gov.cn>

2024-03-26


TÜV Rheinland Cert GmbH
Am Grauen Stein · 51105 Köln

Authorized responsible office: TÜV Rheinland China Ltd., Room 301, 3F and Room 1203,
12F, Building 4, No.15, Ronghua South Road, Beijing Economic-Technological
Development Area, Beijing (Yizhuang group in high-end industrial area of Beijing Pilot Free
Trade Zone), 100176, P. R. China

www.tuv.com



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Precisely Right.

PROPOSAL FORM 4: CLEAN AIR WATER ACT

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: Sharp Electronics Corporation

Title of Authorized Representative: Chairman, President & CEO, Sharp Electronics Corporation

Mailing Address: 100 Paragon Drive, Montvale, NJ 07645

Signature: 

PROPOSAL FORM 5: DEBARMENT NOTICE

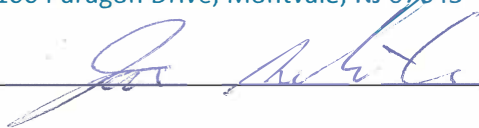
I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: Sharp Electronics Corporation _____

Title of Authorized Representative: Chairman, President & CEO, Sharp Electronics Corporation

Mailing Address: 100 Paragon Drive, Montvale, NJ 07645

Signature: _____

A handwritten signature in blue ink, appearing to read "John White", is written over a horizontal line.

PROPOSAL FORM 6: LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



Signature of Respondent

December 13, 2024

Date

PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

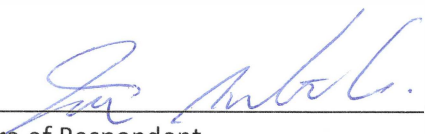
Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.



Signature of Respondent

December 13, 2024

Date

PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

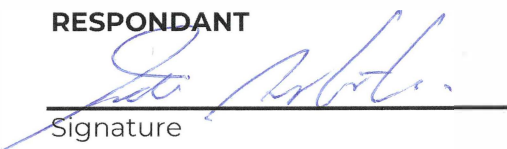
VENDOR Sharp Electronics Corporation

ADDRESS 100 Paragon Drive
Montvale, NJ 07645

PHONE 201-529-8200

FAX _____

RESPONDANT



Signature

Jun Ashida

Printed Name

Chairman, President & CEO, SEC

Position with Company

AUTHORIZING OFFICIAL

Signature

Printed Name

Position with Company

PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

Certificate of Interested Parties (Form 1295):

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

Filing Process:

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.

https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION

BOYCOTT CERTIFICATION

Respondent must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Does vendor agree? JA
(Initials of Authorized Representative)

Respondent must certify that it does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association; and will not discriminate during the term of the contract against a firearm entity or firearm trade association. Respondent must also certify that it does not boycott energy companies; and will not boycott energy companies during the term of the contract.

Does vendor agree? JA
(Initials of Authorized Representative)

TERRORIST STATE CERTIFICATION

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

Does vendor agree? JA
(Initials of Authorized Representative)

PROPOSAL FORM 11: RESIDENT CERTIFICATION

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- ☐ I certify that my company is a "resident Bidder"
- ☒ I certify that my company qualifies as a "nonresident Bidder"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

Sharp Electronics Corporation	100 Paragon Drive	
Company Name	Address	
Montvale	New Jersey	07645
City	State	Zip

PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Vendor should certify Vendor's agreement and ability to comply, where applicable, by having Vendor's authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? _____
(Initials of Authorized Representative)

2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best

interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? *JA*

(Initials of Authorized Representative)

3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? *JA*

(Initials of Authorized Representative)

4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? _____

(Initials of Authorized Representative)

5. Contract Work Hours and Safety Standards Act:

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? _____

(Initials of Authorized Representative)

6. Right to Inventions Made Under a Contract or Agreement:

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? _____

(Initials of Authorized Representative)

7. Clean Air Act and Federal Water Pollution Control Act:

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended –Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? _____

(Initials of Authorized Representative)

8. Debarment and Suspension:

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? _____

(Initials of Authorized Representative)

9. Byrd Anti-Lobbying Amendment:

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? _____

(Initials of Authorized Representative)

10. Procurement of Recovered Materials:

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery,

and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? *RF*
(Initials of Authorized Representative)

11. Profit as a Separate Element of Price:

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor's Cooperative Contract.

Does vendor agree? *RF*
(Initials of Authorized Representative)

12. Domestic Preference

Vendor must be prepared to provide a comprehensive list of the number of goods, products, and/or materials (including but not limited to iron, aluminum, steel, cement, and other manufactured products) being used for specific purchase orders under the contract award which were produced in the United States upon request to Region 10 ESC or any Equalis member who intends to use this contract with federal funds.

Does vendor agree? *RF*
(Initials of Authorized Representative)

13. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does vendor agree? *RF*
(Initials of Authorized Representative)

14. General Compliance and Cooperation with Participating Agencies:

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? JA
(Initials of Authorized Representative)

15. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? JA
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Sharp Electronics Corporation

Company Name

Jun Ashida
Signature of Authorized Company Official

Jun Ashida

Printed Name

Chairman, President & CEO, Sharp Electronics Corporation

Title

December 13, 2024

Date

PROPOSAL FORM 13: FEMA REQUIREMENTS

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). Additionally, Appendix II to Part 200 authorizes FEMA to require or recommend additional provisions for contracts.

All respondents submitting proposals must complete this FEMA Recommended Contract Provisions Form regarding respondent's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using FEMA funds. This completed form will be made available to Members for their use while considering their purchasing options when using FEMA grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Respondent should certify Respondent's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item in this form, Region 10 ESC will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.


1. Access to Records

For All Procurements

The Winning Supplier agrees to provide the participating agency, the pass-through entity (if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.


The Winning Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

The Winning Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

Does Respondent agree? 
(Initials of Authorized Representative)


For Contracts Entered into After August 1, 2017 Under a Major Disaster or Emergency Declaration

In compliance with section 1225 of the Disaster Recovery Reform Act of 2018, the participating agency, and the Winning Supplier acknowledge and agree that no language in this contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States."

Does Respondent agree? 
(Initials of Authorized Representative)


2. Changes

FEMA recommends that all contracts include a changes clause that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may depend on the nature of the contract and the procured item(s) or service(s). The participating agency should also consult their servicing legal counsel to determine whether and how contract changes are permissible under applicable state, local, or tribal laws or regulations.

Does Respondent agree? 
(Initials of Authorized Representative)

3. Use of DHS Seal, Logo, and Flags

The Winning Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The contractor shall include this provision in any subcontracts.

Does Respondent agree? 
(Initials of Authorized Representative)


4. Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding

This is an acknowledgement that when FEMA financial assistance is used to fund all or a portion of the participating agency's contract with the Winning Supplier, the Winning Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

Does Respondent agree? ____.
(Initials of Authorized Representative)


5. No Obligation by Federal Government

The federal government is not a party to this or any contract resulting from this or future procurements with the participating agencies and is not subject to any obligations or liabilities to the non-federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

Does Respondent agree? 
(Initials of Authorized Representative)


6. Program Fraud and False or Fraudulent Statements or Related Acts

The Winning Supplier acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor's actions pertaining to this contract.

Does Respondent agree? 
(Initials of Authorized Representative)

7. Affirmative Socioeconomic Steps

If subcontracts are to be let, the Winning Supplier is required to take all necessary steps identified in 2 C.F.R. § 200.321(b)(1)-(5) to ensure that small and minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

Does Respondent agree? 
(Initials of Authorized Representative)

8. License and Delivery of Works Subject to Copyright and Data Rights

The Winning Supplier grants to the participating agency, a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Winning Supplier will identify such data and grant to the participating agency or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Winning Supplier will deliver to the participating agency data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of the non-federal entity).

Does Respondent agree?

(Initials of Authorized Representative)

PROPOSAL FORM 14: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

AZ Compliance with Federal and state requirements: Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements: Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program" Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Contractor Employee Work Eligibility: By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

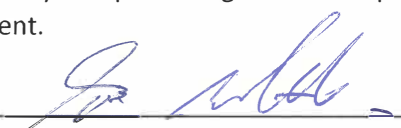
AZ Non-Compliance: All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona): For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited: Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments: In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.



Signature of Respondent

December 13, 2024

Date

PROPOSAL FORM 15: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: Sharp Electronics Corporation

Street: 100 Paragon Drive

City, State, Zip Code: Montvale, NJ 07645

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

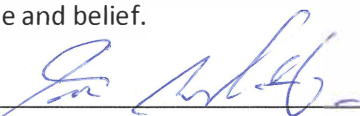
OR:

I _____, an authorized representative of _____, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
Sharp Corporation – 1 Takumi-cho, Sakai-ku, Sakai City, Osaka 590-8522, Japan	Sharp Electronics Corporation Stockholder	100%
The following entities own more than 10% of the stock of Sharp Corporation:		
Hon Hai Precision Industry Ltd. No 2 Zihyou Street Tucheng Xinbel Taiwan		22.32%
SIO International Holdings, Grand Pavilion, Hibiscus Way 802 West Bay Road, Grand Cayman, KY1-1205, Cayman Islands		13.23%
Foxconn (Far East) Limited – No 2 Zihyou Street Tucheng Xinbel Taiwan		11.81%

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Authorized Signature and Title

Chairman, President & CEO, Sharp Electronics Corporation

12/13/2024

Date

PROPOSAL FORM 16: NON-COLLUSION AFFIDAVIT

Company Name:

Street:

City, State, Zip Code:

State of New Jersey

County of Bergen

I, Jun Ashida of the City of Montvale
Name City

in the County of Bergen, State of New Jersey
of full age, being duly sworn according to law on my oath depose and say that:

I am the Chairman, President & CEO of the firm of Sharp Electronics Corporation
Title Company Name

the Respondent making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

Sharp Electronics Corporation
Company Name

[Signature]
Authorized Signature & Title

Subscribed and sworn before me

this 13 day of December, 20 24

Lucy Jarvis
Notary Public of New Jersey
My commission expires 10/21, 2026



SEAL

PROPOSAL FORM 17: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: Sharp Electronics Corporation

Street: 100 Paragon Drive

City, State, Zip Code: Montvale, NJ 07645

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval _____
OR
2. A photo copy of their Certificate of Employee Information Report _____
OR
3. A complete Affirmative Action Employee Information Report (AA302) **X**

Public Work – Over \$50,000 Total Project Cost:

A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form _____
AA201-A upon receipt from the Harrison Township Board of Education

B. Approved Federal or New Jersey Plan – certificate enclosed _____

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Authorized Signature and Title

Chairman, President & CEO, SEC

12/13/2024
Date

P.L. 1995, c. 127 (N.J.A.C. 17:27)

MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color,

national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

PROPOSAL FORM 18: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information is available in Local Finance Notice 2006-1 (https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html They will be updated from time-to-time as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used “as-is”, subject to edits as described herein.
 - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

1. any State, county, or municipal committee of a political party
2. any legislative leadership committee*
3. any continuing political committee (a.k.a., political action committee)
4. any candidate committee of a candidate for, or holder of, an elective office:
 1. of the public entity awarding the contract
 2. of that county in which that public entity is located
 3. of another public entity within that county
 4. or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

5. individuals with an "interest" ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
6. all principals, partners, officers, or directors of the business entity or their spouses
7. any subsidiaries directly or indirectly controlled by the business entity
8. IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor's submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

* N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker

of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant To N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than 10 days prior to the award of the contract.

Part I – Vendor Information

Vendor Name:	Sharp Electronics Corporation		
Address:	100 Paragon Drive		
City:	Montville	State: NJ	Zip: 07645

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form


Signature

Jun Ashida
Printed Name

Chairman, President & CEO, SEC
Title

Part II – Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
			\$

☐ Check here if the information is continued on subsequent page(s)

Continuation Page

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant To N.J.S.A. 19:44A-20.26

Page ____ of ____

Vendor Name:

[illegible]☐ Check here if the information is continued on subsequent page(s)

List of Agencies with Elected Officials Required for Political Contribution Disclosure

N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

PROPOSAL FORM 19: STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

☐ Partnership

☐ Sole Proprietorship

☐ Limited Liability

☐ Limited Partnership

Partnership

☒ Corporation

☐ Limited Liability
Corporation

☐ Subchapter S
Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Sharp Corporation – 100%	Name:
Home Address: 1 Takumi-cho, Sakai-ku Sakai City, Osaka 590-8522	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>29th</u> day of <u>August</u> , 20 <u>24</u> .	
(Notary Public) <u>Jennifer J. Brown</u>	<u>Deborah Tyler</u> (Affiant)
My Commission expires: <u>04/11/2027</u>	<u>Deborah Tyler, Deputy GC & Asst GC</u> (Print name & title of affiant) <u>Asst. Corp Secretary</u>
	(Corporate Seal)

PROPOSAL FORM 20: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

☐ We take no exceptions/deviations to the general terms and conditions

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

X We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additional terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)

PROPOSAL FORM 21: EQUALIS GROUP ADMINISTRATION AGREEMENT

Requirements for Master Agreement To be administered by Equalis Group

Attachment A, Equalis Group Administrative Agreement is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response.**

☐

Respondent agrees to all terms and conditions outlined in each of the Administration Agreement.

☒

Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

**SHARP ELECTRONICS CORPORATION
EXCEPTIONS TO REQUEST FOR PROPOSAL FOR
EQUALIS GROUP
Request for Proposal #R10-1173
(the “RFP”)**

GENERAL CONDITIONS

Sharp Electronics Corporation (“Sharp”), as part of its response to the Equalis Group (“Equalis”), submits the following conditions and/or exceptions with respect to the above referenced RFP.

Sharp understands that the terms of any final agreement may be subject to further negotiations between Equalis and Sharp, and is willing to discuss the matters, as well as any other proposed agreement terms, if Equalis proposes to award a contract to Sharp pursuant to the RFP.

SPECIFIC CONDITIONS AND EXCEPTIONS

Without in any way limiting the generality of the foregoing, Sharp’s response to the RFP is subject to the following specific conditions or exceptions.

Section 3, Vendor Contract and Signature Form

Article 4 – Formation of Contract

- **4.4 Assignment of Contract**

Sharp takes exception to this language. Sharp requests to retain the right to assign its rights without prior written approval from Region 10 ESC, in the event of a merger or acquisition.

Article 5 – Termination of Contract

5.1 Cancellation for cause

Sharp take exception to this language and request this language be modified as follows:

“If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract ~~immediately~~ and pursue all other applicable remedies afforded by law, **provided Vendor is provided ten (10) days to cure such default, following written notice from Region 10 ESC.** Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, participating Member shall retain sole ownership of all data or intellectual property provided to vendor for the performance of services, as well as any material, reports, or data which the participating Member has already paid the vendor for. Vendor shall retain sole ownership of its own intellectual property and may reclaim or otherwise remove access to any material the participating Member has not paid for. If such event does occur, then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed. **This Agreement is separate from the lease agreement between the parties and this termination does not govern the lease agreement in any way.**”

5.2 Delivery/Service failures

Sharp takes exception to this language and requests paragraph 2 be modified as follows:

“Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or corrections of rejected

articles/services when so requested shall constitute grounds for the contract to be terminated. **This Agreement is separate from the lease agreement between the parties and this termination does not govern the lease agreement in any way.”**

5.4 Cancellation for Convenience

Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time. **If a Participating Member elects to cancel a purchase order they will be required to pay the Sharp the equivalent amount of the remaining stream of Equipment payments.**

Article 7 – Delivery Provisions

7.1 Delivery

Sharp take exception to this language and request this language be modified as follows:

“Vendor shall deliver physical materials purchased on this contract to the participating Member issuing a Purchase Order. Conforming product shall be shipped within the timeframe agreed upon by the **Vendor and** participating Member. If delivery is not or cannot be made within the time specified by the Purchase Order the vendor must receive authorization from the participating Member for the delayed delivery, ~~at which time the participating Member may cancel the order if estimated shipping time is not acceptable.~~

Article 10 – Pricing Audit

10.1 Audit Rights

Sharp takes exception to this language. Sharp grants Region 10, the right to inspect their records associated with this contract during normal business hours, with 30 days written notice. If Region 10 uses a third party to conduct such inspection, the third party will be subject to a reasonable non-disclosure or confidentiality agreement.

Article 13 – Miscellaneous

13.3 Indemnity

Sharp take exception to this language and request this language be modified as follows:

“Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its Members, administrators, employees and agents against all **third-party** claims, damages, losses and expenses ~~caused by out of or resulting from~~ the actions **or omissions** of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with Members. **Vendor is not responsible for and will not indemnify Region 10 and Equalis Group for any indirect damages to include loss revenues, lost profits, incidental, special, punitive or consequential damages.** Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating Members shall be in the jurisdiction of the participating Member.”

13.6 Insurance

Sharp takes exception to this language and requests same be modified as follows:

“Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating Member, ~~Vendor contractor~~ shall procure, provide and maintain during the life of this agreement ~~comprehensive public~~ **general** liability insurance to include **bodily injury or property damage** ~~course of construction insurance~~ and automobile liability, providing limits of not less than \$1,000,000.00

per occurrence. ~~The insurance form will be an “all risk” type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment.~~ Contractor shall pay for the deductibles required by the insurance provided under this agreement.”

- 13.6.1 Insurance – Page 12

Sharp takes exception to this language and requests the deletion of the following language:

“Vendor shall give the participating entity a minimum of ten (10) days’ notice prior to any modifications or cancellation of policies.”

- Section 3 Appendix A- Page 1
 - Winning Supplier Reporting Requirements

Reports are due on the fifteenth (15th) day after the end of the previous month. It is the responsibility of Winning Supplier to collect and compile all sales under the Master Agreement from Program Participants and submit one (1) monthly report.

Sharp will provide Equalis Group with quarterly reports showing the dollar volume of all member product sales under the contract. Reports will be sent to Equalis by the 15th day after the close of each calendar quarter.

- Section 3 Appendix C - Page 1
 - Administrative Fee

On or before the fifteenth (15th) ~~day~~ after the close of each quarter ~~of each month~~, Winning Supplier shall remit to Equalis an administrative fee payment (the “**Administrative Fee**”) (percentage to be negotiated) of the total Winning Supplier revenue (the “**Equalis Group Spend**” or “**Spend**”) invoiced to Program Participants during the prior calendar month. “Spend” shall mean the cumulative purchases of Products & Services by Program Participants under the Master Agreement net of taxes, shipping costs, returns, and credits. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full.

PROPOSAL FORM 22: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE
OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:

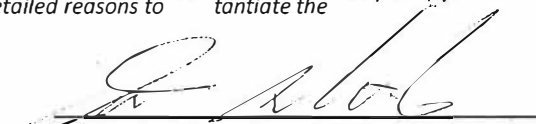
☒ We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act. (Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)

☐ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to ^{substantiate} the ^{exception(s)}.)

December 13, 2024

Date


Authorized Signature & Title

Chairman, President & CEO, Sharp Electronics Corporation

PROPOSAL FORM 23: VENDOR CONTRACT AND SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED

Company name **Sharp Electronics Corporation**

Address **100 Paragon Drive**

City/State/Zip **Montvale NJ 07645**

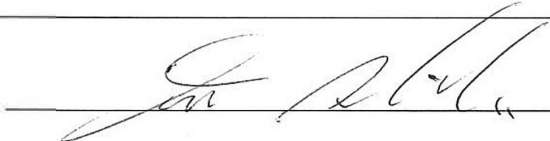
Telephone No. **201-529-8200**

Fax No. _____

Email address **ashidaj@sharpsec.com**

Printed name **Jun Ashida**

Position with company **Chairman, President & CEO Sharp Electronics Corporation**

Authorized signature _____


Term of contract March 1, 2025 to February 28, 2028

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional two (2) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.



Region 10 ESC Authorized Agent

Feb 24, 2025

Date

Dr. Rickey Williams

Print Name

Equalis Group Contract Number R10-1173E