

Quarterly Trends of Financial Results

1. Financial Results

(Unit: Yen in millions)

	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	%	Amount	%
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	-38,247	-9.0%	16,144	4.4%
Profit from operations	18,782	5.6%	35,969	9.5%	35,471	9.2%	3,206	0.8%	32,583	9.6%	29,366	7.7%	4,071	1.1%	26,636	6.9%	23,430	730.8%	22,565	554.3%
Income before income taxes	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	40,998	569.8%	28,803	148.5%
Net income attributable to shareholders of Kyocera Corporation	19,467	5.8%	24,182	6.4%	30,322	7.8%	41,904	9.9%	31,575	9.3%	19,217	5.0%	8,712	2.4%	49,543	12.8%	7,639	18.2%	40,831	468.7%

Average exchange rate (yen)	US\$	¥102	¥104	¥115	¥119	¥121	¥122	¥122	¥115
	Euro	¥140	¥138	¥143	¥134	¥134	¥136	¥133	¥127

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	%	Amount	%
Japan	137,474	41.1%	157,930	41.6%	151,896	39.2%	196,277	46.2%	125,029	36.8%	155,674	40.6%	151,737	41.0%	175,202	45.3%	-21,075	-10.7%	23,465	15.5%
Asia	66,221	19.8%	76,067	20.0%	81,802	21.1%	77,188	18.2%	79,597	23.5%	80,814	21.1%	77,042	20.8%	70,291	18.2%	-6,897	-8.9%	-6,751	-8.8%
United States of America	52,103	15.6%	62,953	16.6%	67,410	17.4%	65,679	15.5%	58,748	17.3%	68,734	17.9%	64,222	17.3%	58,499	15.1%	-7,180	-10.9%	-5,723	-8.9%
Europe	63,299	18.9%	65,772	17.3%	66,923	17.3%	69,329	16.3%	60,376	17.8%	62,485	16.3%	62,689	16.9%	67,832	17.6%	-1,497	-2.2%	5,143	8.2%
Others	15,617	4.6%	16,893	4.5%	19,332	5.0%	16,371	3.8%	15,497	4.6%	15,623	4.1%	14,763	4.0%	14,773	3.8%	-1,598	-9.8%	10	0.1%
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	-38,247	-9.0%	16,144	4.4%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	%	Amount	%
Capital expenditures	14,984	4.5%	15,486	4.1%	11,346	2.9%	14,854	3.5%	16,014	4.7%	18,601	4.9%	16,276	4.4%	18,042	4.7%	3,188	21.5%	1,766	10.9%
Depreciation	13,562	4.1%	14,857	3.9%	16,445	4.2%	17,549	4.1%	14,535	4.3%	15,938	4.2%	17,251	4.7%	18,129	4.7%	580	3.3%	878	5.1%
R&D expenses	13,050	3.9%	13,430	3.5%	13,938	3.6%	14,867	3.5%	14,386	4.2%	14,716	3.8%	14,976	4.0%	14,677	3.8%	-190	-1.3%	-299	-2.0%

4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	%	Amount	%
Fine Ceramic Parts Group	20,852	6.2%	22,372	5.9%	22,904	5.9%	24,566	5.8%	22,901	6.7%	24,044	6.3%	23,397	6.3%	24,750	6.4%	184	0.7%	1,353	5.8%
Semiconductor Parts Group	48,464	14.5%	53,709	14.2%	57,388	14.8%	58,318	13.7%	55,251	16.3%	55,975	14.6%	53,806	14.5%	51,231	13.3%	-7,087	-12.2%	-2,575	-4.8%
Applied Ceramic Products Group	53,809	16.1%	70,905	18.7%	64,619	16.7%	88,296	20.8%	52,514	15.5%	61,122	15.9%	64,127	17.3%	69,753	18.0%	-18,543	-21.0%	5,626	8.8%
Electronic Device Group	66,187	19.8%	72,656	19.1%	74,207	19.2%	71,095	16.8%	70,533	20.8%	75,678	19.7%	73,569	19.9%	71,122	18.4%	27	0.0%	-2,447	-3.3%
Components Business	189,312	56.6%	219,642	57.9%	219,118	56.6%	242,275	57.1%	201,199	59.3%	216,819	56.5%	214,899	58.0%	216,856	56.1%	-25,419	-10.5%	1,957	0.9%
Telecommunications Equipment Group	38,515	11.5%	53,040	14.0%	54,791	14.2%	57,944	13.6%	28,681	8.4%	50,016	13.1%	45,481	12.3%	46,805	12.1%	-11,139	-19.2%	1,324	2.9%
Information Equipment Group	77,482	23.2%	80,166	21.1%	84,096	21.7%	90,852	21.4%	79,651	23.5%	82,860	21.6%	82,864	22.4%	90,933	23.5%	81	0.1%	8,069	9.7%
Equipment Business	115,997	34.7%	133,206	35.1%	138,887	35.9%	148,796	35.0%	108,332	31.9%	132,876	34.7%	128,345	34.7%	137,738	35.6%	-11,058	-7.4%	9,393	7.3%
Others	41,614	12.4%	41,843	11.0%	39,719	10.2%	49,749	11.7%	39,814	11.8%	44,886	11.7%	37,908	10.2%	45,185	11.7%	-4,564	-9.2%	7,277	19.2%
Adjustments and eliminations	-12,209	-3.7%	-15,076	-4.0%	-10,361	-2.7%	-15,976	-3.8%	-10,098	-3.0%	-11,251	-2.9%	-10,699	-2.9%	-13,182	-3.4%	2,794	—	-2,483	—
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	-38,247	-9.0%	16,144	4.4%

(Unit: Yen in millions)

Operating Profit	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	% to net sales	Amount	%	Amount	%
Fine Ceramic Parts Group	3,355	16.1%	3,654	16.3%	4,158	18.2%	4,967	20.2%	4,199	18.3%	4,068	16.9%	3,593	15.4%	3,885	15.7%	-1,082	-21.8%	292	8.1%
Semiconductor Parts Group	5,655	11.7%	9,000	16.8%	9,962	17.4%	9,354	16.0%	8,395	15.2%	8,231	14.7%	7,488	13.9%	4,820	9.4%	-4,534	-48.5%	-2,668	-35.6%
Applied Ceramic Products Group	2,820	5.2%	2,956	4.2%	3,794	5.9%	-6,411	—	3,581	6.8%	4,442	7.3%	4,475	7.0%	3,888	5.6%	10,299	—	-587	-13.1%
Electronic Device Group	7,664	11.6%	9,020	12.4%	11,597	15.6%	6,091	8.6%	9,446	13.4%	8,965	11.8%	-14,627	—	7,190	10.1%	1,099	18.0%	21,817	—
Components Business	19,494	10.3%	24,630	11.2%	29,511	13.5%	14,001	5.8%	25,621	12.7%	25,706	11.9%	929	0.4%	19,783	9.1%	5,782	41.3%	18,854	—
Telecommunications Equipment Group	-3,584	—	2,326	4.4%	-1,965	—	-16,989	—	-6,142	—	521	1.0%	1,676	3.7%	-613	—	16,376	—	-2,289	—
Information Equipment Group	7,603	9.8%	9,604	12.0%	8,225	9.8%	9,137	10.1%	6,410	8.0%	5,629	6.8%	5,445	6.6%	9,622	10.6%	485	5.3%	4,177	76.7%
Equipment Business	4,019	3.5%	11,930	9.0%	6,260	4.5%	-7,852	—	268	0.2%	6,150	4.6%	7,121	5.5%	9,009	6.5%	16,861	—	1,888	26.5%
Others	642	1.5%	1,852	4.4%	1,601	4.0%	2,753	5.5%	11,402	28.6%	-140	—	72	0.2%	241	0.5%	-2,512	-91.2%	169	234.7%
Operating profit	24,155	7.2%	38,412	10.1%	37,372	9.6%	8,902	2.1%	37,291	11.0%	31,716	8.3%	8,122	2.2%	29,033	7.5%	20,131	226.1%	20,911	257.5%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,718	—	-609	—	9,124	—	-1,489	—	10,168	—	-1,266	—	11,348	—	19,284	—	20,773	—	7,936	69.9%
Adjustments and eliminations	-193	—	-365	—	53	—	-218	—	-449	—	540	—	-80	—	-124	—	94	—	-44	—
Income before income taxes	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	40,998	569.8%	28,803	148.5%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2015								FY3/2016								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2015		Q3 of FY3/2016	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Fine Ceramic Parts Group	21,106	5.9%	22,329	5.5%	23,130	5.7%	23,545	6.0%	23,581	6.8%	24,670	6.3%	23,098	6.2%	23,558	6.2%	13	0.1%	460	2.0%
Semiconductor Parts Group	50,149	14.0%	56,257	14.0%	56,709	13.8%	58,172	14.8%	55,666	16.0%	54,364	13.9%	51,769	13.8%	48,729	12.9%	-9,443	-16.2%	-3,040	-5.9%
Applied Ceramic Products Group	64,109	17.9%	82,095	20.4%	77,491	18.9%	74,764	19.0%	58,575	16.9%	64,506	16.6%	66,161	17.7%	64,083	16.9%	-10,681	-14.3%	-2,078	-3.1%
Electronic Device Group	70,757	19.8%	71,726	17.8%	74,020	18.1%	69,800	17.7%	71,706	20.6%	77,393	19.9%	75,385	20.1%	69,523	18.4%	-277	-0.4%	-5,862	-7.8%
Components Business	206,121	57.6%	232,407	57.7%	231,350	56.5%	226,281	57.5%	209,528	60.3%	220,933	56.7%	216,413	57.8%	205,893	54.4%	-20,388	-9.0%	-10,520	-4.9%
Telecommunications Equipment Group	44,707	12.5%	59,015	14.7%	57,625	14.1%	45,072	11.4%	32,207	9.3%	55,895	14.4%	47,344	12.6%	45,287	12.0%	215	0.5%	-2,057	-4.3%
Information Equipment Group	77,379	21.6%	80,337	19.9%	83,936	20.5%	90,585	23.0%	79,637	22.9%	82,784	21.2%	82,802	22.1%	91,349	24.1%	764	0.8%	8,547	10.3%
Equipment Business	122,086	34.1%	139,352	34.6%	141,561	34.5%	135,657	34.4%	111,844	32.2%	138,679	35.6%	130,146	34.7%	136,636	36.2%	979	0.7%	6,490	5.0%
Others	40,168	11.2%	44,849	11.1%	51,214	12.5%	44,468	11.3%	34,492	9.9%	43,847	11.2%	40,976	10.9%	51,538	13.6%	7,070	15.9%	10,562	25.8%
Adjustments and eliminations	-10,288	-2.9%	-13,744	-3.4%	-14,362	-3.5%	-12,609	-3.2%	-8,166	-2.4%	-13,556	-3.5%	-12,761	-3.4%	-15,416	-4.1%	-2,807	—	-2,655	—
Total	358,087	100.0%	402,864	100.0%	409,763	100.0%	393,797	100.0%	347,698	100.0%	389,903	100.0%	374,774	100.0%	378,651	100.0%	-15,146	-3.8%	3,877	1.0%

6. Number of Employees

(As of the end of each quarter)

	FY3/2015				FY3/2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	69,628	69,072	69,319	68,185	68,162	69,050	69,073	69,229
Japan	26,285	26,036	25,920	25,935	25,932	26,080	25,984	26,176
Outside Japan	43,343	43,036	43,399	42,250	42,230	42,970	43,089	43,053