

## Quarterly Trends of Financial Results

### 1. Financial Results

(Unit: Yen in millions)

	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 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	%	Amount	%
Net sales	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	1,479,627	100.0%	319,985	100.0%	-19,262	-5.7%	-66,612	-17.2%
Profit from operations	32,583	9.6%	29,366	7.7%	4,071	1.1%	26,636	6.9%	92,656	6.3%	12,270	3.8%	-20,313	-62.3%	-14,366	-53.9%
Income before income taxes	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	145,583	9.8%	24,798	7.7%	-22,212	-47.2%	-23,395	-48.5%
Net income attributable to shareholders of Kyocera Corporation	31,575	9.3%	19,217	5.0%	8,712	2.4%	49,543	12.8%	109,047	7.4%	17,453	5.5%	-14,122	-44.7%	-32,090	-64.8%
Average exchange rate (yen)	US\$	¥121	¥122	¥122	¥115	¥120	¥108									
	Euro	¥134	¥136	¥133	¥127	¥133	¥122									

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 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	%	Amount	%
Japan	125,029	36.8%	155,674	40.6%	151,737	41.0%	175,202	45.3%	607,642	41.1%	129,255	40.4%	4,226	3.4%	-45,947	-26.2%
Asia	79,597	23.5%	80,814	21.1%	77,042	20.8%	70,291	18.2%	307,744	20.8%	67,316	21.0%	-12,281	-15.4%	-2,975	-4.2%
United States of America	58,748	17.3%	68,734	17.9%	64,222	17.3%	58,499	15.1%	250,203	16.9%	55,395	17.3%	-3,353	-5.7%	-3,104	-5.3%
Europe	60,376	17.8%	62,485	16.3%	62,689	16.9%	67,832	17.6%	253,382	17.1%	54,284	17.0%	-6,092	-10.1%	-13,548	-20.0%
Others	15,497	4.6%	15,623	4.1%	14,763	4.0%	14,773	3.8%	60,656	4.1%	13,735	4.3%	-1,762	-11.4%	-1,038	-7.0%
Net sales	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	1,479,627	100.0%	319,985	100.0%	-19,262	-5.7%	-66,612	-17.2%

### 3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 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	%	Amount	%
Capital expenditures	16,014	4.7%	18,601	4.9%	16,276	4.4%	18,042	4.7%	68,933	4.7%	17,208	5.4%	1,194	7.5%	-834	-4.6%
Depreciation	14,535	4.3%	15,938	4.2%	17,251	4.7%	18,129	4.7%	65,853	4.5%	14,424	4.5%	-111	-0.8%	-3,705	-20.4%
R&D expenses	14,386	4.2%	14,716	3.8%	14,976	4.0%	14,677	3.8%	58,755	4.0%	15,269	4.8%	883	6.1%	592	4.0%

#### 4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales ※	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 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	%	Amount	%
Fine Ceramic Parts Group	22,901	6.7%	24,044	6.3%	23,397	6.3%	24,750	6.4%	95,092	6.4%	22,513	7.0%	-388	-1.7%	-2,237	-9.0%
Semiconductor Parts Group	60,298	17.8%	61,037	15.9%	58,790	15.9%	56,140	14.5%	236,265	16.0%	56,005	17.5%	-4,293	-7.1%	-135	-0.2%
Applied Ceramic Products Group	52,514	15.5%	61,122	16.0%	64,127	17.3%	69,753	18.1%	247,516	16.7%	45,557	14.3%	-6,957	-13.2%	-24,196	-34.7%
Electronic Device Group	70,533	20.8%	75,678	19.7%	73,569	19.9%	71,122	18.4%	290,902	19.7%	65,243	20.4%	-5,290	-7.5%	-5,879	-8.3%
Components Business	206,246	60.8%	221,881	57.9%	219,883	59.4%	221,765	57.4%	869,775	58.8%	189,318	59.2%	-16,928	-8.2%	-32,447	-14.6%
Telecommunications Equipment Group	28,681	8.4%	50,016	13.1%	45,481	12.3%	46,805	12.1%	170,983	11.6%	34,134	10.7%	5,453	19.0%	-12,671	-27.1%
Information Equipment Group	79,651	23.5%	82,860	21.6%	82,864	22.3%	90,933	23.5%	336,308	22.7%	74,939	23.4%	-4,712	-5.9%	-15,994	-17.6%
Equipment Business	108,332	31.9%	132,876	34.7%	128,345	34.6%	137,738	35.6%	507,291	34.3%	109,073	34.1%	741	0.7%	-28,665	-20.8%
Others	34,542	10.2%	39,593	10.3%	32,720	8.8%	40,042	10.4%	146,897	9.9%	30,837	9.6%	-3,705	-10.7%	-9,205	-23.0%
Adjustments and eliminations	-9,873	-2.9%	-11,020	-2.9%	-10,495	-2.8%	-12,948	-3.4%	-44,336	-3.0%	-9,243	-2.9%	630	—	3,705	—
Net sales	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	1,479,627	100.0%	319,985	100.0%	-19,262	-5.7%	-66,612	-17.2%

(Unit: Yen in millions)

Operating Profit ※	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 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	%	Amount	%
Fine Ceramic Parts Group	4,199	18.3%	4,068	16.9%	3,593	15.4%	3,885	15.7%	15,745	16.6%	2,359	10.5%	-1,840	-43.8%	-1,526	-39.3%
Semiconductor Parts Group	20,986	34.8%	8,616	14.1%	7,833	13.3%	4,797	8.5%	42,232	17.9%	4,585	8.2%	-16,401	-78.2%	-212	-4.4%
Applied Ceramic Products Group	3,581	6.8%	4,442	7.3%	4,475	7.0%	3,888	5.6%	16,386	6.6%	1,526	3.3%	-2,055	-57.4%	-2,362	-60.8%
Electronic Device Group	9,446	13.4%	8,965	11.8%	-14,627	—	7,190	10.1%	10,974	3.8%	5,211	8.0%	-4,235	-44.8%	-1,979	-27.5%
Components Business	38,212	18.5%	26,091	11.8%	1,274	0.6%	19,760	8.9%	85,337	9.8%	13,681	7.2%	-24,531	-64.2%	-6,079	-30.8%
Telecommunications Equipment Group	-6,142	—	521	1.0%	1,676	3.7%	-613	—	-4,558	—	-5,551	—	591	—	-4,938	—
Information Equipment Group	6,410	8.0%	5,629	6.8%	5,445	6.6%	9,622	10.6%	27,106	8.1%	5,851	7.8%	-559	-8.7%	-3,771	-39.2%
Equipment Business	268	0.2%	6,150	4.6%	7,121	5.5%	9,009	6.5%	22,548	4.4%	300	0.3%	32	11.9%	-8,709	-96.7%
Others	-1,191	—	-523	—	-274	—	266	0.7%	-1,722	—	-2,573	—	-1,382	—	-2,839	—
Operating profit	37,289	11.0%	31,718	8.3%	8,121	2.2%	29,035	7.5%	106,163	7.2%	11,408	3.6%	-25,881	-69.4%	-17,627	-60.7%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	10,168	—	-1,266	—	11,348	—	19,284	—	39,534	—	13,671	—	3,503	34.5%	-5,613	-29.1%
Adjustments and eliminations	-447	—	538	—	-79	—	-126	—	-114	—	-281	—	166	—	-155	—
Income before income taxes	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	145,583	9.8%	24,798	7.7%	-22,212	-47.2%	-23,395	-48.5%

## 5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders ※	FY3/2016										FY3/2017		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2016		Q4 of FY3/2016	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Fine Ceramic Parts Group	23,581	6.8%	24,670	6.3%	23,098	6.2%	23,558	6.2%	94,907	6.4%	23,306	7.1%	-275	-1.2%	-252	-1.1%
Semiconductor Parts Group	60,980	17.5%	59,704	15.3%	56,893	15.1%	53,802	14.2%	231,379	15.5%	56,513	17.1%	-4,467	-7.3%	2,711	5.0%
Applied Ceramic Products Group	58,575	16.9%	64,506	16.6%	66,161	17.7%	64,083	16.9%	253,325	17.0%	52,003	15.8%	-6,572	-11.2%	-12,080	-18.9%
Electronic Device Group	71,706	20.6%	77,393	19.9%	75,385	20.1%	69,523	18.4%	294,007	19.7%	69,529	21.1%	-2,177	-3.0%	6	0.0%
Components Business	214,842	61.8%	226,273	58.1%	221,537	59.1%	210,966	55.7%	873,618	58.6%	201,351	61.1%	-13,491	-6.3%	-9,615	-4.6%
Telecommunications Equipment Group	32,207	9.3%	55,895	14.4%	47,344	12.6%	45,287	12.0%	180,733	12.1%	32,108	9.7%	-99	-0.3%	-13,179	-29.1%
Information Equipment Group	79,637	22.9%	82,784	21.2%	82,802	22.1%	91,349	24.1%	336,572	22.6%	75,709	22.9%	-3,928	-4.9%	-15,640	-17.1%
Equipment Business	111,844	32.2%	138,679	35.6%	130,146	34.7%	136,636	36.1%	517,305	34.7%	107,817	32.6%	-4,027	-3.6%	-28,819	-21.1%
Others	29,178	8.4%	38,507	9.8%	35,852	9.6%	46,465	12.3%	150,002	10.1%	27,978	8.5%	-1,200	-4.1%	-18,487	-39.8%
Adjustments and eliminations	-8,166	-2.4%	-13,556	-3.5%	-12,761	-3.4%	-15,416	-4.1%	-49,899	-3.4%	-7,038	-2.2%	1,128	—	8,378	—
<b>Total</b>	<b>347,698</b>	<b>100.0%</b>	<b>389,903</b>	<b>100.0%</b>	<b>374,774</b>	<b>100.0%</b>	<b>378,651</b>	<b>100.0%</b>	<b>1,491,026</b>	<b>100.0%</b>	<b>330,108</b>	<b>100.0%</b>	<b>-17,590</b>	<b>-5.1%</b>	<b>-48,543</b>	<b>-12.8%</b>

## 6. Number of Employees

(As of the end of each quarter)

	FY3/2016			
	Q1	Q2	Q3	Q4
Total	68,162	69,050	69,073	69,229
Japan	25,932	26,080	25,984	26,176
Outside Japan	42,230	42,970	43,089	43,053

(As of the end of quarter)

FY3/2017
Q1
69,364
26,208
43,156

※ Former Kyocera Chemical Group, included in "Others" until FY3/2016, has been reclassified and included in the "Semiconductor Parts Group" commencing from FY3/2017. Due to this change, results for FY3/2016 have been reclassified to conform to the current presentation.