

# **Quarterly Trends of Financial Results**

#### 1. Financial Results

(Linit: Ven in millions)

| i. Filialiciai Nesi                             | uits       |         |                   |         |                   |         |                   |         |                |           |                   |         |                |         |                |          |          | (Unit: Yen ir | n millions) |
|---|------------|---------|-------------------|---------|-------------------|---------|-------------------|---------|----------------|-----------|-------------------|---------|----------------|---------|----------------|----------|----------|---------------|-------------|
|   |            |         |                   |         |                   | FY3/2   | 014               |         |                |           |                   |         | FY3/           | 2015    |                | Ch       | ange cor | npared with   | 1           |
|   |            | Q,      | 1                 | Q2      | 2                 | Q3      | 3                 | Q4      |                | Full year |                   | С       | 1              | Q2      | 2              | Q2 of FY | 3/2014   | Q1 of FY      | 3/2015      |
|   |            | Amount  | % to<br>net sales | Amount  | % to<br>net sales | Amount  | % to<br>net sales | Amount  | % to net sales | Amount    | % to<br>net sales | Amount  | % to net sales | Amount  | % to net sales | Amount   | %        | Amount        | %           |
| Net sales                                       |            | 331,655 | 100.0%            | 368,008 | 100.0%            | 371,725 | 100.0%            | 375,981 | 100.0%         | 1,447,369 | 100.0%            | 334,714 | 100.0%         | 379,615 | 100.0%         | 11,607   | 3.2%     | 44,901        | 13.4%       |
| Profit from opera                               | ntions     | 25,398  | 7.7%              | 32,805  | 8.9%              | 31,493  | 8.5%              | 30,886  | 8.2%           | 120,582   | 8.3%              | 18,782  | 5.6%           | 35,969  | 9.5%           | 3,164    | 9.6%     | 17,187        | 91.5%       |
| Income before in                                | come taxes | 34,813  | 10.5%             | 34,240  | 9.3%              | 41,291  | 11.1%             | 35,924  | 9.6%           | 146,268   | 10.1%             | 30,680  | 9.2%           | 37,438  | 9.9%           | 3,198    | 9.3%     | 6,758         | 22.0%       |
| Net income attributable<br>shareholders of Kyoo |            | 22,651  | 6.8%              | 20,279  | 5.5%              | 26,434  | 7.1%              | 19,392  | 5.2%           | 88,756    | 6.1%              | 19,467  | 5.8%           | 24,182  | 6.4%           | 3,903    | 19.2%    | 4,715         | 24.2%       |
|   | 1100       |         |                   |         |                   |         |                   |         |                |           |                   |         |                |         | \\\\           |          |          | ·             | •           |
| Average   | US\$       |         | ¥99               |         | ¥99               |         | ¥100              |         | ¥103           |           | ¥100              |         | ¥102           |         | ¥104           |          |          |               |             |
| exchange rate                                   | Euro       |         | ¥129              |         | ¥131              |         | ¥137              |         | ¥141           |           | ¥134              |         | ¥140           |         | ¥138           |          |          |               |             |

| 2. Net Sales by Geographic A | rea     |                |         |                |         |                |         |                   | -         |                |          |                |         |                | (Unit: Yen ir  | n millions) |                |       |
|------------------------------|---------|----------------|---------|----------------|---------|----------------|---------|-------------------|-----------|----------------|----------|----------------|---------|----------------|----------------|-------------|----------------|-------|
|                              |         |                |         |                | FY3/2   | 2014           |         |                   |           |                | FY3/2015 |                |         |                | Ch             | ange con    | npared with    | า     |
|                              | Q1      |                | Q2      | 2              | Q       | 3              | Q4      | ļ                 | Full y    | ear            | Q.       | 1              | Q2      |                | Q2 of FY3/2014 |             | Q1 of FY3/2015 |       |
|                              | Amount  | % of net sales | Amount  | % of net sales | Amount  | % of net sales | Amount  | % of<br>net sales | Amount    | % of net sales | Amount   | % of net sales | Amount  | % of net sales | Amount         | %           | Amount         | %     |
| Japan                        | 139,118 | 41.9%          | 160,312 | 43.6%          | 169,769 | 45.7%          | 174,224 | 46.3%             | 643,423   | 44.4%          | 137,474  | 41.1%          | 157,930 | 41.6%          | -2,382         | -1.5%       | 20,456         | 14.9% |
| Asia                         | 68,243  | 20.6%          | 70,958  | 19.3%          | 69,271  | 18.6%          | 66,040  | 17.6%             | 274,512   | 19.0%          | 66,221   | 19.8%          | 76,067  | 20.0%          | 5,109          | 7.2%        | 9,846          | 14.9% |
| Europe                       | 56,282  | 17.0%          | 57,837  | 15.7%          | 63,358  | 17.1%          | 70,223  | 18.7%             | 247,700   | 17.1%          | 63,299   | 18.9%          | 65,772  | 17.3%          | 7,935          | 13.7%       | 2,473          | 3.9%  |
| United States of America     | 52,189  | 15.7%          | 61,681  | 16.7%          | 54,046  | 14.5%          | 49,314  | 13.1%             | 217,230   | 15.0%          | 52,103   | 15.6%          | 62,953  | 16.6%          | 1,272          | 2.1%        | 10,850         | 20.8% |
| Others                       | 15,823  | 4.8%           | 17,220  | 4.7%           | 15,281  | 4.1%           | 16,180  | 4.3%              | 64,504    | 4.5%           | 15,617   | 4.6%           | 16,893  | 4.5%           | -327           | -1.9%       | 1,276          | 8.2%  |
| Net sales                    | 331,655 | 100.0%         | 368,008 | 100.0%         | 371,725 | 100.0%         | 375,981 | 100.0%            | 1,447,369 | 100.0%         | 334,714  | 100.0%         | 379,615 | 100.0%         | 11,607         | 3.2%        | 44,901         | 13.4% |

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

(Unit: Von in millions)

|                      |                |                   |        |                   | FY3/2  | :014              |                |                |        |                   |
|----------------------|----------------|-------------------|--------|-------------------|--------|-------------------|----------------|----------------|--------|-------------------|
|                      | Q <sup>2</sup> | 1                 | Q2     |                   | Q3     |                   | Q <sup>2</sup> | 1              | Full y | ear               |
|                      | Amount         | % to<br>net sales | Amount | % to<br>net sales | Amount | % to<br>net sales | Amount         | % to net sales | Amount | % to<br>net sales |
| Capital expenditures | 15,228         | 4.6%              | 13,379 | 3.6%              | 11,251 | 3.0%              | 16,753         | 4.5%           | 56,611 | 3.9%              |
| Depreciation         | 14,274         | 4.3%              | 15,599 | 4.2%              | 17,255 | 4.6%              | 18,632         | 5.0%           | 65,760 | 4.5%              |
| R&D expenses         | 12,193         | 3.7%              | 11,987 | 3.3%              | 12,194 | 3.3%              | 12,456         | 3.3%           | 48,830 | 3.4%              |

|                |                         |                       |      |                      |        | (Unit: Yen i | n millions) |  |  |  |
|----------------|-------------------------|-----------------------|------|----------------------|--------|--------------|-------------|--|--|--|
|                | FY3/                    | 2015                  |      | Change compared with |        |              |             |  |  |  |
| Q <sup>2</sup> | Q1 Q2                   |                       |      |                      | 3/2014 | Q1 of FY     | 3/2015      |  |  |  |
| Amount         | % to net sales          | Amount % to net sales |      | Amount               | %      | Amount       | %           |  |  |  |
| 14,984         | 4.5%                    | 15,486                | 4.1% | 2,107                | 15.7%  | 502          | 3.4%        |  |  |  |
| 13,562         | 4.1%                    | % 14,857 3.9%         |      | -742                 | -4.8%  | 1,295        | 9.5%        |  |  |  |
| 13,050         | 13,050 3.9% 13,430 3.5% |                       | 3.5% | 1,443                | 12.0%  | 380          | 2.9%        |  |  |  |

## 4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

|                                    | FY3/2014 |                |         |                   |         |                |         |                |           |                |  |  |  |
|------------------------------------|----------|----------------|---------|-------------------|---------|----------------|---------|----------------|-----------|----------------|--|--|--|
| Net Sales                          | Q1       |                | Q2      | 2                 | Q3      |                | Q4      | 1              | Full year |                |  |  |  |
|                                    | Amount   | % of net sales | Amount  | % of<br>net sales | Amount  | % of net sales | Amount  | % of net sales | Amount    | % of net sales |  |  |  |
| Fine Ceramic Parts Group           | 18,716   | 5.7%           | 19,471  | 5.3%              | 20,742  | 5.6%           | 21,091  | 5.6%           | 80,020    | 5.5%           |  |  |  |
| Semiconductor Parts Group          | 41,474   | 12.5%          | 45,589  | 12.4%             | 52,459  | 14.1%          | 48,369  | 12.9%          | 187,891   | 13.0%          |  |  |  |
| Applied Ceramic Products Group     | 61,496   | 18.5%          | 66,019  | 17.9%             | 68,339  | 18.4%          | 76,941  | 20.4%          | 272,795   | 18.9%          |  |  |  |
| Electronic Device Group            | 73,315   | 22.1%          | 74,136  | 20.2%             | 68,844  | 18.5%          | 68,027  | 18.1%          | 284,322   | 19.6%          |  |  |  |
| Components Business                | 195,001  | 58.8%          | 205,215 | 55.8%             | 210,384 | 56.6%          | 214,428 | 57.0%          | 825,028   | 57.0%          |  |  |  |
| Telecommunications Equipment Group | 38,512   | 11.6%          | 58,045  | 15.8%             | 51,221  | 13.8%          | 38,971  | 10.4%          | 186,749   | 12.9%          |  |  |  |
| Information Equipment Group        | 70,713   | 21.3%          | 73,812  | 20.0%             | 77,025  | 20.7%          | 86,298  | 22.9%          | 307,848   | 21.3%          |  |  |  |
| Equipment Business                 | 109,225  | 32.9%          | 131,857 | 35.8%             | 128,246 | 34.5%          | 125,269 | 33.3%          | 494,597   | 34.2%          |  |  |  |
| Others                             | 38,061   | 11.5%          | 41,652  | 11.3%             | 43,464  | 11.7%          | 49,960  | 13.3%          | 173,137   | 11.9%          |  |  |  |
| Adjustments and eliminations       | -10,632  | -3.2%          | -10,716 | -2.9%             | -10,369 | -2.8%          | -13,676 | -3.6%          | -45,393   | -3.1%          |  |  |  |
| Net sales                          | 331,655  | 100.0%         | 368,008 | 100.0%            | 371,725 | 100.0%         | 375,981 | 100.0%         | 1,447,369 | 100.0%         |  |  |  |

|         | FY3/           | 2015    |                | Change compared with |        |                |       |  |  |  |
|---------|----------------|---------|----------------|----------------------|--------|----------------|-------|--|--|--|
| Q1      | I              | Q2      | 2              | Q2 of FY             | 3/2014 | Q1 of FY3/2015 |       |  |  |  |
| Amount  | % of net sales | Amount  | % of net sales | Amount               | %      | Amount         | %     |  |  |  |
| 20,852  | 6.2%           | 22,372  | 5.9%           | 2,901                | 14.9%  | 1,520          | 7.3%  |  |  |  |
| 48,464  | 14.5%          | 53,709  | 14.2%          | 8,120                | 17.8%  | 5,245          | 10.8% |  |  |  |
| 53,809  | 16.1%          | 70,905  | 18.7%          | 4,886                | 7.4%   | 17,096         | 31.8% |  |  |  |
| 66,187  | 19.8%          | 72,656  | 19.1%          | -1,480               | -2.0%  | 6,469          | 9.8%  |  |  |  |
| 189,312 | 56.6%          | 219,642 | 57.9%          | 14,427               | 7.0%   | 30,330         | 16.0% |  |  |  |
| 38,515  | 11.5%          | 53,040  | 14.0%          | -5,005               | -8.6%  | 14,525         | 37.7% |  |  |  |
| 77,482  | 23.2%          | 80,166  | 21.1%          | 6,354                | 8.6%   | 2,684          | 3.5%  |  |  |  |
| 115,997 | 34.7%          | 133,206 | 35.1%          | 1,349                | 1.0%   | 17,209         | 14.8% |  |  |  |
| 41,614  | 12.4%          | 41,843  | 11.0%          | 191                  | 0.5%   | 229            | 0.6%  |  |  |  |
| -12,209 | -3.7%          | -15,076 | -4.0%          | -4,360               | _      | -2,867         | _     |  |  |  |
| 334,714 | 100.0%         | 379,615 | 100.0%         | 11,607               | 3.2%   | 44,901         | 13.4% |  |  |  |

|  | Yen |  |  |
|--|-----|--|--|
|  |     |  |  |

| Operating Profit   |
|--|
| Fine Ceramic Parts Group   |
| Semiconductor Parts Group  |
| Applied Ceramic Products Group   |
| Electronic Device Group  |
| Components Business  |
| Telecommunications Equipment Group   |
| Information Equipment Group  |
| Equipment Business   |
| Others   |
| Operating profit   |
| Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries |
| Adjustments and eliminations   |
| Income before income taxes   |

|        | FY3/2014          |        |                   |        |                   |        |                |         |                   |  |  |
|--------|-------------------|--------|-------------------|--------|-------------------|--------|----------------|---------|-------------------|--|--|
| Q1     | I                 | Q2     | 2                 | Q3     | 3                 | Q4     | 1              | Full y  | ear               |  |  |
| Amount | % to<br>net sales | Amount | % to<br>net sales | Amount | % to<br>net sales | Amount | % to net sales | Amount  | % to<br>net sales |  |  |
| 2,903  | 15.5%             | 2,859  | 14.7%             | 2,722  | 13.1%             | 3,352  | 15.9%          | 11,836  | 14.8%             |  |  |
| 7,923  | 19.1%             | 8,118  | 17.8%             | 8,915  | 17.0%             | 6,933  | 14.3%          | 31,889  | 17.0%             |  |  |
| 8,041  | 13.1%             | 6,793  | 10.3%             | 7,982  | 11.7%             | 10,685 | 13.9%          | 33,501  | 12.3%             |  |  |
| 6,170  | 8.4%              | 8,492  | 11.5%             | 6,578  | 9.6%              | -80    | _              | 21,160  | 7.4%              |  |  |
| 25,037 | 12.8%             | 26,262 | 12.8%             | 26,197 | 12.5%             | 20,890 | 9.7%           | 98,386  | 11.9%             |  |  |
| -1,406 | _                 | 1,672  | 2.9%              | 1,604  | 3.1%              | -433   | _              | 1,437   | 0.8%              |  |  |
| 6,067  | 8.6%              | 4,382  | 5.9%              | 6,663  | 8.7%              | 11,081 | 12.8%          | 28,193  | 9.2%              |  |  |
| 4,661  | 4.3%              | 6,054  | 4.6%              | 8,267  | 6.4%              | 10,648 | 8.5%           | 29,630  | 6.0%              |  |  |
| 752    | 2.0%              | 1,249  | 3.0%              | 1,478  | 3.4%              | 2,797  | 5.6%           | 6,276   | 3.6%              |  |  |
| 30,450 | 9.2%              | 33,565 | 9.1%              | 35,942 | 9.7%              | 34,335 | 9.1%           | 134,292 | 9.3%              |  |  |
| 4,645  | _                 | 725    | _                 | 5,491  | _                 | 1,028  | _              | 11,889  | _                 |  |  |
| -282   | _                 | -50    | _                 | -142   | _                 | 561    | _              | 87      | _                 |  |  |
| 34,813 | 10.5%             | 34,240 | 9.3%              | 41,291 | 11.1%             | 35,924 | 9.6%           | 146,268 | 10.1%             |  |  |

|        | FY3/   | 2015  |  | Change compared with   |  |  |   |  |  |  |
|--------|--|---|--|--|--|--|---|--|--|--|
| Q1     | I  | Q2  | 2  | Q2 of FY   | 3/2014   | Q1 of FY3/2015   |   |  |  |  |
| Amount | % to net sales   | Amount  | % to net sales   | Amount   | %  | Amount   | %   |  |  |  |
| 3,355  | 16.1%  | 3,654   | 16.3%  | 795  | 27.8%  | 299  | 8.9%  |  |  |  |
| 5,655  | 11.7%  | 9,000   | 16.8%  | 882  | 10.9%  | 3,345  | 59.2%   |  |  |  |
| 2,820  | 5.2%   | 2,956   | 4.2%   | -3,837   | -56.5%   | 136  | 4.8%  |  |  |  |
| 7,664  | 11.6%  | 9,020   | 12.4%  | 528  | 6.2%   | 1,356  | 17.7%   |  |  |  |
| 19,494 | 10.3%  | 24,630  | 11.2%  | -1,632   | -6.2%  | 5,136  | 26.3%   |  |  |  |
| -3,584 | _  | 2,326   | 4.4%   | 654  | 39.1%  | 5,910  | _   |  |  |  |
| 7,603  | 9.8%   | 9,604   | 12.0%  | 5,222  | 119.2%   | 2,001  | 26.3%   |  |  |  |
| 4,019  | 3.5%   | 11,930  | 9.0%   | 5,876  | 97.1%  | 7,911  | 196.8%  |  |  |  |
| 642    | 1.5%   | 1,852   | 4.4%   | 603  | 48.3%  | 1,210  | 188.5%  |  |  |  |
| 24,155 | 7.2%   | 38,412  | 10.1%  | 4,847  | 14.4%  | 14,257   | 59.0%   |  |  |  |
| 6,718  | _  | -609  | _  | -1,334   | -  | -7,327   | _   |  |  |  |
| -193   | _  | -365  | _  | -315   | _  | -172   | _   |  |  |  |
| 30,680 | 9.2%   | 37,438  | 9.9%   | 3,198  | 9.3%   | 6,758  | 22.0%   |  |  |  |
|        | Amount 3,355 5,655 2,820 7,664 19,494 -3,584 7,603 4,019 642 24,155 6,718 -193 | Q1       Amount     % to net sales       3,355     16.1%       5,655     11.7%       2,820     5.2%       7,664     11.6%       19,494     10.3%       -3,584     -       7,603     9.8%       4,019     3.5%       642     1.5%       24,155     7.2%       6,718     -       -193     - | Amount         % to net sales         Amount           3,355         16.1%         3,654           5,655         11.7%         9,000           2,820         5.2%         2,956           7,664         11.6%         9,020           19,494         10.3%         24,630           -3,584         —         2,326           7,603         9.8%         9,604           4,019         3.5%         11,930           642         1.5%         1,852           24,155         7.2%         38,412           6,718         —         -609           -193         —         -365 | Q1         Q2           Amount         % to net sales         Amount net sales           3,355         16.1%         3,654         16.3%           5,655         11.7%         9,000         16.8%           2,820         5.2%         2,956         4.2%           7,664         11.6%         9,020         12.4%           19,494         10.3%         24,630         11.2%           -3,584         -         2,326         4.4%           7,603         9.8%         9,604         12.0%           4,019         3.5%         11,930         9.0%           642         1.5%         1,852         4.4%           24,155         7.2%         38,412         10.1%           6,718         -         -609         -           -193         -         -365         - | Q1         Q2         Q2 of FY           Amount net sales         Amount net sales         Amount net sales         Amount net sales           3,355         16.1%         3,654         16.3%         795           5,655         11.7%         9,000         16.8%         882           2,820         5.2%         2,956         4.2%         -3,837           7,664         11.6%         9,020         12.4%         528           19,494         10.3%         24,630         11.2%         -1,632           -3,584         -         2,326         4.4%         654           7,603         9.8%         9,604         12.0%         5,222           4,019         3.5%         11,930         9.0%         5,876           642         1.5%         1,852         4.4%         603           24,155         7.2%         38,412         10.1%         4,847           6,718         -         -609         -         -1,334           -193         -         -365         -         -315 | Q1         Q2         Q2 of FY3/2014           Amount net sales         Amount net sales         Amount net sales         Amount net sales           3,355         16.1%         3,654         16.3%         795         27.8%           5,655         11.7%         9,000         16.8%         882         10.9%           2,820         5.2%         2,956         4.2%         -3,837         -56.5%           7,664         11.6%         9,020         12.4%         528         6.2%           19,494         10.3%         24,630         11.2%         -1,632         -6.2%           -3,584         -         2,326         4.4%         654         39.1%           7,603         9.8%         9,604         12.0%         5,222         119.2%           4,019         3.5%         11,930         9.0%         5,876         97.1%           642         1.5%         1,852         4.4%         603         48.3%           24,155         7.2%         38,412         10.1%         4,847         14.4%           6,718         -         -609         -         -1,334         -           -193         -         -365         - | Q1         Q2         Q2 of FY3/2014         Q1 of FY           Amount net sales         299           5,655         11.7%         9,000         16.8%         882         10.9%         3,345           2,820         5.2%         2,956         4.2%         -3,837         -56.5%         136           7,664         11.6%         9,020         12.4%         528         6.2%         1,356           19,494         10.3%         24,630         11.2%         -1,632         -6.2%         5,136           -3,584         -         2,326         4.4%         654         39.1%         5,910           7,603         9.8%         9,604         12.0%         5,222         119.2%         2,001           4,019         3.5%         11,930         9.0%         5,876         97.1%         7,911           642         1.5%         1,852         4.4%         603         48.3%         1,210           24,155         7.2%         38,412         10.1%         4,847 |  |  |  |

## 5. Orders by Reporting Segment

(Unit: Yen in millions)

|                                    |                | FY3/2014   |         |            |         |            |                |            |           |            |  |  |  |
|------------------------------------|----------------|------------|---------|------------|---------|------------|----------------|------------|-----------|------------|--|--|--|
|                                    | Q <sup>2</sup> | 1          | Q       | 2          | Q       | 3          | Q <sup>2</sup> | 1          | Full y    | ear        |  |  |  |
|                                    | Amount         | % of total | Amount  | % of total | Amount  | % of total | Amount         | % of total | Amount    | % of total |  |  |  |
| Fine Ceramic Parts Group           | 19,447         | 5.6%       | 19,911  | 5.3%       | 20,304  | 5.5%       | 19,870         | 5.4%       | 79,532    | 5.4%       |  |  |  |
| Semiconductor Parts Group          | 43,751         | 12.6%      | 45,642  | 12.2%      | 50,142  | 13.6%      | 46,472         | 12.6%      | 186,007   | 12.8%      |  |  |  |
| Applied Ceramic Products Group     | 66,517         | 19.2%      | 70,415  | 18.7%      | 67,796  | 18.5%      | 67,495         | 18.4%      | 272,223   | 18.7%      |  |  |  |
| Electronic Device Group            | 75,877         | 21.9%      | 72,952  | 19.4%      | 69,507  | 18.9%      | 69,929         | 19.0%      | 288,265   | 19.8%      |  |  |  |
| Components Business                | 205,592        | 59.3%      | 208,920 | 55.6%      | 207,749 | 56.5%      | 203,766        | 55.4%      | 826,027   | 56.7%      |  |  |  |
| Telecommunications Equipment Group | 42,312         | 12.2%      | 62,138  | 16.6%      | 51,017  | 13.9%      | 43,548         | 11.8%      | 199,015   | 13.7%      |  |  |  |
| Information Equipment Group        | 71,275         | 20.6%      | 73,785  | 19.6%      | 76,960  | 20.9%      | 86,205         | 23.5%      | 308,225   | 21.1%      |  |  |  |
| Equipment Business                 | 113,587        | 32.8%      | 135,923 | 36.2%      | 127,977 | 34.8%      | 129,753        | 35.3%      | 507,240   | 34.8%      |  |  |  |
| Others                             | 38,056         | 11.0%      | 43,468  | 11.6%      | 43,688  | 11.9%      | 46,280         | 12.6%      | 171,492   | 11.8%      |  |  |  |
| Adjustments and eliminations       | -10,635        | -3.1%      | -12,557 | -3.4%      | -11,809 | -3.2%      | -12,139        | -3.3%      | -47,140   | -3.3%      |  |  |  |
| Total                              | 346,600        | 100.0%     | 375,754 | 100.0%     | 367,605 | 100.0%     | 367,660        | 100.0%     | 1,457,619 | 100.0%     |  |  |  |

|         | FY3/                          | 2015    |            | Change compared with |        |          |        |  |  |  |
|---------|-------------------------------|---------|------------|----------------------|--------|----------|--------|--|--|--|
| Q1      |                               | Q2      | 2          | Q2 of FY             | 3/2014 | Q1 of FY | 3/2015 |  |  |  |
| Amount  | % of total                    | Amount  | % of total | Amount               | %      | Amount   | %      |  |  |  |
| 21,106  | 5.9%                          | 22,329  | 5.5%       | 2,418                | 12.1%  | 1,223    | 5.8%   |  |  |  |
| 50,149  | 14.0%                         | 56,257  | 14.0%      | 10,615               | 23.3%  | 6,108    | 12.2%  |  |  |  |
| 64,109  | 17.9%                         | 82,095  | 20.4%      | 11,680               | 16.6%  | 17,986   | 28.1%  |  |  |  |
| 70,757  | 19.8%                         | 71,726  | 17.8%      | -1,226               | -1.7%  | 969      | 1.4%   |  |  |  |
| 206,121 | 57.6%                         | 232,407 | 57.7%      | 23,487               | 11.2%  | 26,286   | 12.8%  |  |  |  |
| 44,707  | 12.5%                         | 59,015  | 14.7%      | -3,123               | -5.0%  | 14,308   | 32.0%  |  |  |  |
| 77,379  | 21.6%                         | 80,337  | 19.9%      | 6,552                | 8.9%   | 2,958    | 3.8%   |  |  |  |
| 122,086 | 34.1%                         | 139,352 | 34.6%      | 3,429                | 2.5%   | 17,266   | 14.1%  |  |  |  |
| 40,168  | 11.2%                         | 44,849  | 11.1%      | 1,381                | 3.2%   | 4,681    | 11.7%  |  |  |  |
| -10,288 | -2.9%                         | -13,744 | -3.4%      | -1,187               | _      | -3,456   | _      |  |  |  |
| 358,087 | 358,087 100.0% 402,864 100.0% |         | 100.0%     | 27,110               | 7.2%   | 44,777   | 12.5%  |  |  |  |

## 6. Number of Employees

|         | 1 7     |
|---------|---------|
|         |         |
| Total   |         |
| Japan   |         |
| Outside | e Japan |

| FY3/2014  |        |        |        |  |  |  |
|-----------|--------|--------|--------|--|--|--|
| 1 13/2014 |        |        |        |  |  |  |
| Q1        | Q2     | Q3     | Q4     |  |  |  |
| 71,209    | 70,466 | 71,077 | 69,789 |  |  |  |
| 25,652    | 25,610 | 26,260 | 26,267 |  |  |  |
| 45,557    | 44,856 | 44,817 | 43,522 |  |  |  |

(As of the end of each quarter)

| (As of the end of each quarter |        |  |  |  |
|--------------------------------|--------|--|--|--|
| FY3/2015                       |        |  |  |  |
| Q1                             | Q2     |  |  |  |
| 69,628                         | 69,072 |  |  |  |
| 26,285                         | 26,036 |  |  |  |
| 43,343                         | 43,036 |  |  |  |