

## Quarterly Trends of Financial Results

### 1. Financial Results

(Unit: Yen in millions)

	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	21,529	5.6%	46,741	12.9%
Profit from operations	32,583	9.6%	29,366	7.7%	4,071	1.1%	26,636	6.9%	12,270	3.8%	21,515	6.5%	33,317	9.2%	37,440	9.2%	10,804	40.6%	4,123	12.4%
Income before income taxes	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	24,798	7.7%	23,780	7.1%	50,128	13.9%	39,143	9.6%	-9,050	-18.8%	-10,985	-21.9%
Net income attributable to shareholders of Kyocera Corporation	31,575	9.3%	19,217	5.0%	8,712	2.4%	49,543	12.8%	17,453	5.5%	18,700	5.6%	34,699	9.6%	32,991	8.1%	-16,552	-33.4%	-1,708	-4.9%

Average exchange rate (yen)	US\$	¥121	¥122	¥122	¥115	¥108	¥102	¥109	¥114
		Euro	¥134	¥136	¥133	¥127	¥122	¥114	¥118

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	125,029	36.8%	155,674	40.6%	151,737	41.0%	175,202	45.3%	129,255	40.4%	139,639	41.9%	148,841	41.2%	180,904	44.3%	5,702	3.3%	32,063	21.5%
Asia	79,597	23.5%	80,814	21.1%	77,042	20.8%	70,291	18.2%	67,316	21.0%	74,222	22.3%	81,978	22.7%	80,497	19.7%	10,206	14.5%	-1,481	-1.8%
Europe	60,376	17.8%	62,485	16.3%	62,689	16.9%	67,832	17.6%	54,284	17.0%	52,054	15.6%	56,937	15.8%	72,080	17.7%	4,248	6.3%	15,143	26.6%
United States of America	58,748	17.3%	68,734	17.9%	64,222	17.3%	58,499	15.1%	55,395	17.3%	54,502	16.4%	59,240	16.4%	59,831	14.7%	1,332	2.3%	591	1.0%
Others	15,497	4.6%	15,623	4.1%	14,763	4.0%	14,773	3.8%	13,735	4.3%	12,841	3.8%	14,389	3.9%	14,814	3.6%	41	0.3%	425	3.0%
Net sales	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	21,529	5.6%	46,741	12.9%

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

(Unit: Yen in millions)

	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	16,014	4.7%	18,601	4.9%	16,276	4.4%	18,042	4.7%	17,208	5.4%	18,834	5.7%	13,596	3.8%	18,143	4.4%	101	0.6%	4,547	33.4%
Depreciation	14,535	4.3%	15,938	4.2%	17,251	4.7%	18,129	4.7%	14,424	4.5%	15,545	4.7%	17,353	4.8%	18,697	4.6%	568	3.1%	1,344	7.7%
R&D expenses	14,386	4.2%	14,716	3.8%	14,976	4.0%	14,677	3.8%	15,269	4.8%	13,682	4.1%	12,920	3.6%	13,540	3.3%	-1,137	-7.7%	620	4.8%

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

(Unit: Yen in millions)

Net Sales ※	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	22,901	6.7%	24,044	6.3%	23,397	6.3%	24,750	6.4%	22,513	7.0%	24,246	7.3%	24,268	6.7%	26,418	6.4%	1,668	6.7%	2,150	8.9%
Semiconductor Parts Group	60,298	17.8%	61,037	15.9%	58,790	15.9%	56,140	14.5%	56,005	17.5%	61,311	18.4%	63,993	17.7%	64,418	15.8%	8,278	14.7%	425	0.7%
Applied Ceramic Products Group	52,514	15.5%	61,122	16.0%	64,127	17.3%	69,753	18.1%	45,557	14.3%	52,349	15.7%	61,260	17.0%	66,010	16.2%	-3,743	-5.4%	4,750	7.8%
Electronic Device Group	70,533	20.8%	75,678	19.7%	73,569	19.9%	71,122	18.4%	65,243	20.4%	69,758	20.9%	74,798	20.7%	78,712	19.3%	7,590	10.7%	3,914	5.2%
Components Business	206,246	60.8%	221,881	57.9%	219,883	59.4%	221,765	57.4%	189,318	59.2%	207,664	62.3%	224,319	62.1%	235,558	57.7%	13,793	6.2%	11,239	5.0%
Telecommunications Equipment Group	28,681	8.4%	50,016	13.1%	45,481	12.3%	46,805	12.1%	34,134	10.7%	30,698	9.2%	34,186	9.5%	46,664	11.4%	-141	-0.3%	12,478	36.5%
Information Equipment Group	79,651	23.5%	82,860	21.6%	82,864	22.3%	90,933	23.5%	74,939	23.4%	72,496	21.8%	80,315	22.2%	96,262	23.6%	5,329	5.9%	15,947	19.9%
Equipment Business	108,332	31.9%	132,876	34.7%	128,345	34.6%	137,738	35.6%	109,073	34.1%	103,194	31.0%	114,501	31.7%	142,926	35.0%	5,188	3.8%	28,425	24.8%
Others	34,542	10.2%	39,593	10.3%	32,720	8.8%	40,042	10.4%	30,837	9.6%	33,271	10.0%	32,338	8.9%	41,916	10.3%	1,874	4.7%	9,578	29.6%
Adjustments and eliminations	-9,873	-2.9%	-11,020	-2.9%	-10,495	-2.8%	-12,948	-3.4%	-9,243	-2.9%	-10,871	-3.3%	-9,773	-2.7%	-12,274	-3.0%	674	—	-2,501	—
Net sales	339,247	100.0%	383,330	100.0%	370,453	100.0%	386,597	100.0%	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	21,529	5.6%	46,741	12.9%

(Unit: Yen in millions)

Operating Profit ※	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	4,199	18.3%	4,068	16.9%	3,593	15.4%	3,885	15.7%	2,359	10.5%	3,773	15.6%	3,546	14.6%	4,834	18.3%	949	24.4%	1,288	36.3%
Semiconductor Parts Group	20,986	34.8%	8,616	14.1%	7,833	13.3%	4,797	8.5%	4,585	8.2%	5,381	8.8%	9,423	14.7%	6,273	9.7%	1,476	30.8%	-3,150	-33.4%
Applied Ceramic Products Group	3,581	6.8%	4,442	7.3%	4,475	7.0%	3,888	5.6%	1,526	3.3%	4,132	7.9%	3,600	5.9%	6,381	9.7%	2,493	64.1%	2,781	77.3%
Electronic Device Group	9,446	13.4%	8,965	11.8%	-14,627	—	7,190	10.1%	5,211	8.0%	5,288	7.6%	10,877	14.5%	8,685	11.0%	1,495	20.8%	-2,192	-20.2%
Components Business	38,212	18.5%	26,091	11.8%	1,274	0.6%	19,760	8.9%	13,681	7.2%	18,574	8.9%	27,446	12.2%	26,173	11.1%	6,413	32.5%	-1,273	-4.6%
Telecommunications Equipment Group	-6,142	—	521	1.0%	1,676	3.7%	-613	—	-5,551	—	-1,609	—	2,914	8.5%	5,330	11.4%	5,943	—	2,416	82.9%
Information Equipment Group	6,410	8.0%	5,629	6.8%	5,445	6.6%	9,622	10.6%	5,851	7.8%	7,016	9.7%	7,174	8.9%	8,039	8.4%	-1,583	-16.5%	865	12.1%
Equipment Business	268	0.2%	6,150	4.6%	7,121	5.5%	9,009	6.5%	300	0.3%	5,407	5.2%	10,088	8.8%	13,369	9.4%	4,360	48.4%	3,281	32.5%
Others	-1,191	—	-523	—	-274	—	266	0.7%	-2,573	—	-335	—	200	0.6%	2,164	5.2%	1,898	713.5%	1,964	982.0%
Operating profit	37,289	11.0%	31,718	8.3%	8,121	2.2%	29,035	7.5%	11,408	3.6%	23,646	7.1%	37,734	10.4%	41,706	10.2%	12,671	43.6%	3,972	10.5%
Corporate gains and equity in earnings of affiliates and an unconsolidated subsidiary	10,168	—	-1,266	—	11,348	—	19,284	—	13,671	—	613	—	12,711	—	-2,359	—	-21,643	—	-15,070	—
Adjustments and eliminations	-447	—	538	—	-79	—	-126	—	-281	—	-479	—	-317	—	-204	—	-78	—	113	—
Income before income taxes	47,010	13.9%	30,990	8.1%	19,390	5.2%	48,193	12.5%	24,798	7.7%	23,780	7.1%	50,128	13.9%	39,143	9.6%	-9,050	-18.8%	-10,985	-21.9%

## 5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders ※	FY3/2016								FY3/2017								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2016		Q3 of FY3/2017	
	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	23,581	6.8%	24,670	6.3%	23,098	6.2%	23,558	6.2%	23,306	7.1%	24,511	6.9%	24,406	6.8%	25,173	6.3%	1,615	6.9%	767	3.1%
Semiconductor Parts Group	60,980	17.5%	59,704	15.3%	56,893	15.2%	53,802	14.2%	56,513	17.1%	62,171	17.6%	64,029	17.8%	63,434	15.9%	9,632	17.9%	-595	-0.9%
Applied Ceramic Products Group	58,575	16.9%	64,506	16.5%	66,161	17.6%	64,083	16.9%	52,003	15.7%	54,837	15.5%	56,586	15.8%	59,183	14.8%	-4,900	-7.6%	2,597	4.6%
Electronic Device Group	71,706	20.6%	77,393	19.9%	75,385	20.1%	69,523	18.4%	69,529	21.1%	73,802	20.9%	74,044	20.6%	80,119	20.0%	10,596	15.2%	6,075	8.2%
Components Business	214,842	61.8%	226,273	58.0%	221,537	59.1%	210,966	55.7%	201,351	61.0%	215,321	60.9%	219,065	61.0%	227,909	57.0%	16,943	8.0%	8,844	4.0%
Telecommunications Equipment Group	32,207	9.3%	55,895	14.4%	47,344	12.6%	45,287	12.0%	32,108	9.7%	32,920	9.3%	36,498	10.2%	40,329	10.1%	-4,958	-10.9%	3,831	10.5%
Information Equipment Group	79,637	22.9%	82,784	21.2%	82,802	22.1%	91,349	24.1%	75,709	22.9%	72,046	20.4%	80,181	22.3%	97,205	24.3%	5,856	6.4%	17,024	21.2%
Equipment Business	111,844	32.2%	138,679	35.6%	130,146	34.7%	136,636	36.1%	107,817	32.6%	104,966	29.7%	116,679	32.5%	137,534	34.4%	898	0.7%	20,855	17.9%
Others	29,178	8.4%	38,507	9.9%	35,852	9.6%	46,465	12.3%	27,978	8.5%	42,958	12.2%	30,879	8.6%	45,825	11.5%	-640	-1.4%	14,946	48.4%
Adjustments and eliminations	-8,166	-2.4%	-13,556	-3.5%	-12,761	-3.4%	-15,416	-4.1%	-7,038	-2.1%	-9,954	-2.8%	-7,662	-2.1%	-11,549	-2.9%	3,867	—	-3,887	—
Total	347,698	100.0%	389,903	100.0%	374,774	100.0%	378,651	100.0%	330,108	100.0%	353,291	100.0%	358,961	100.0%	399,719	100.0%	21,068	5.6%	40,758	11.4%

## 6. Number of Employees

(As of the end of each quarter)

	FY3/2016				FY3/2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	68,162	69,050	69,073	69,229	69,364	70,567	70,473	70,153
Japan	25,932	26,080	25,984	26,176	26,208	25,963	25,679	25,217
Outside Japan	42,230	42,970	43,089	43,053	43,156	44,604	44,794	44,936

※ Kyocera Chemical Group, formerly 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.