

Quarterly Trends of Financial Results

1. Financial Results

(Unit: Yen in millions)

	FY3/2014								FY3/2015								Change compared with				
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015		
	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	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	48,863	13.0%	37,481	9.7%	
Profit from operations	25,398	7.7%	32,805	8.9%	31,493	8.5%	30,886	8.2%	18,782	5.6%	35,969	9.5%	35,471	9.2%	3,206	0.8%	-27,680	-89.6%	-32,265	-91.0%	
Income before income taxes	34,813	10.5%	34,240	9.3%	41,291	11.1%	35,924	9.6%	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	-28,729	-80.0%	-39,354	-84.5%	
Net income attributable to shareholders of Kyocera Corporation	22,651	6.8%	20,279	5.5%	26,434	7.1%	19,392	5.2%	19,467	5.8%	24,182	6.4%	30,322	7.8%	41,904	9.9%	22,512	116.1%	11,582	38.2%	
Average exchange rate	US\$	¥99		¥99		¥100		¥103		¥102		¥104		¥115		¥119					
	Euro	¥129		¥131		¥137		¥141		¥140		¥138		¥143		¥134					

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2014								FY3/2015								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015	
	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	139,118	41.9%	160,312	43.6%	169,769	45.7%	174,224	46.3%	137,474	41.1%	157,930	41.6%	151,896	39.2%	196,277	46.2%	22,053	12.7%	44,381	29.2%
Asia	68,243	20.6%	70,958	19.3%	69,271	18.6%	66,040	17.6%	66,221	19.8%	76,067	20.0%	81,802	21.1%	77,188	18.2%	11,148	16.9%	-4,614	-5.6%
Europe	56,282	17.0%	57,837	15.7%	63,358	17.1%	70,223	18.7%	63,299	18.9%	65,772	17.3%	66,923	17.3%	69,329	16.3%	-894	-1.3%	2,406	3.6%
United States of America	52,189	15.7%	61,681	16.7%	54,046	14.5%	49,314	13.1%	52,103	15.6%	62,953	16.6%	67,410	17.4%	65,679	15.5%	16,365	33.2%	-1,731	-2.6%
Others	15,823	4.8%	17,220	4.7%	15,281	4.1%	16,180	4.3%	15,617	4.6%	16,893	4.5%	19,332	5.0%	16,371	3.8%	191	1.2%	-2,961	-15.3%
Net sales	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	48,863	13.0%	37,481	9.7%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2014								FY3/2015								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015	
	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	15,228	4.6%	13,379	3.6%	11,251	3.0%	16,753	4.5%	14,984	4.5%	15,486	4.1%	11,346	2.9%	14,854	3.5%	-1,899	-11.3%	3,508	30.9%
Depreciation	14,274	4.3%	15,599	4.2%	17,255	4.6%	18,632	5.0%	13,562	4.1%	14,857	3.9%	16,445	4.2%	17,549	4.1%	-1,083	-5.8%	1,104	6.7%
R&D expenses	12,193	3.7%	11,987	3.3%	12,194	3.3%	12,456	3.3%	13,050	3.9%	13,430	3.5%	13,938	3.6%	14,867	3.5%	2,411	19.4%	929	6.7%

4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2014								FY3/2015								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015	
	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	18,716	5.7%	19,471	5.3%	20,742	5.6%	21,091	5.6%	20,852	6.2%	22,372	5.9%	22,904	5.9%	24,566	5.8%	3,475	16.5%	1,662	7.3%
Semiconductor Parts Group	41,474	12.5%	45,589	12.4%	52,459	14.1%	48,369	12.9%	48,464	14.5%	53,709	14.2%	57,388	14.8%	58,318	13.7%	9,949	20.6%	930	1.6%
Applied Ceramic Products Group	61,496	18.5%	66,019	17.9%	68,339	18.4%	76,941	20.4%	53,809	16.1%	70,905	18.7%	64,619	16.7%	88,296	20.8%	11,355	14.8%	23,677	36.6%
Electronic Device Group	73,315	22.1%	74,136	20.2%	68,844	18.5%	68,027	18.1%	66,187	19.8%	72,656	19.1%	74,207	19.2%	71,095	16.8%	3,068	4.5%	-3,112	-4.2%
Components Business	195,001	58.8%	205,215	55.8%	210,384	56.6%	214,428	57.0%	189,312	56.6%	219,642	57.9%	219,118	56.6%	242,275	57.1%	27,847	13.0%	23,157	10.6%
Telecommunications Equipment Group	38,512	11.6%	58,045	15.8%	51,221	13.8%	38,971	10.4%	38,515	11.5%	53,040	14.0%	54,791	14.2%	57,944	13.6%	18,973	48.7%	3,153	5.8%
Information Equipment Group	70,713	21.3%	73,812	20.0%	77,025	20.7%	86,298	22.9%	77,482	23.2%	80,166	21.1%	84,096	21.7%	90,852	21.4%	4,554	5.3%	6,756	8.0%
Equipment Business	109,225	32.9%	131,857	35.8%	128,246	34.5%	125,269	33.3%	115,997	34.7%	133,206	35.1%	138,887	35.9%	148,796	35.0%	23,527	18.8%	9,909	7.1%
Others	38,061	11.5%	41,652	11.3%	43,464	11.7%	49,960	13.3%	41,614	12.4%	41,843	11.0%	39,719	10.2%	49,749	11.7%	-211	-0.4%	10,030	25.3%
Adjustments and eliminations	-10,632	-3.2%	-10,716	-2.9%	-10,369	-2.8%	-13,676	-3.6%	-12,209	-3.7%	-15,076	-4.0%	-10,361	-2.7%	-15,976	-3.8%	-2,300	—	-5,615	—
Net sales	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	48,863	13.0%	37,481	9.7%

(Unit: Yen in millions)

Operating Profit	FY3/2014								FY3/2015								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015	
	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	2,903	15.5%	2,859	14.7%	2,722	13.1%	3,352	15.9%	3,355	16.1%	3,654	16.3%	4,158	18.2%	4,967	20.2%	1,615	48.2%	809	19.5%
Semiconductor Parts Group	7,923	19.1%	8,118	17.8%	8,915	17.0%	6,933	14.3%	5,655	11.7%	9,000	16.8%	9,962	17.4%	9,354	16.0%	2,421	34.9%	-608	-6.1%
Applied Ceramic Products Group	8,041	13.1%	6,793	10.3%	7,982	11.7%	10,685	13.9%	2,820	5.2%	2,956	4.2%	3,794	5.9%	-6,411	—	-17,096	—	-10,205	—
Electronic Device Group	6,170	8.4%	8,492	11.5%	6,578	9.6%	-80	—	7,664	11.6%	9,020	12.4%	11,597	15.6%	6,091	8.6%	6,171	—	-5,506	-47.5%
Components Business	25,037	12.8%	26,262	12.8%	26,197	12.5%	20,890	9.7%	19,494	10.3%	24,630	11.2%	29,511	13.5%	14,001	5.8%	-6,889	-33.0%	-15,510	-52.6%
Telecommunications Equipment Group	-1,406	—	1,672	2.9%	1,604	3.1%	-433	—	-3,584	—	2,326	4.4%	-1,965	—	-16,989	—	-16,556	—	-15,024	—
Information Equipment Group	6,067	8.6%	4,382	5.9%	6,663	8.7%	11,081	12.8%	7,603	9.8%	9,604	12.0%	8,225	9.8%	9,137	10.1%	-1,944	-17.5%	912	11.1%
Equipment Business	4,661	4.3%	6,054	4.6%	8,267	6.4%	10,648	8.5%	4,019	3.5%	11,930	9.0%	6,260	4.5%	-7,852	—	-18,500	—	-14,112	—
Others	752	2.0%	1,249	3.0%	1,478	3.4%	2,797	5.6%	642	1.5%	1,852	4.4%	1,601	4.0%	2,753	5.5%	-44	-1.6%	1,152	72.0%
Operating profit	30,450	9.2%	33,565	9.1%	35,942	9.7%	34,335	9.1%	24,155	7.2%	38,412	10.1%	37,372	9.6%	8,902	2.1%	-25,433	-74.1%	-28,470	-76.2%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	4,645	—	725	—	5,491	—	1,028	—	6,718	—	-609	—	9,124	—	-1,489	—	-2,517	—	-10,613	—
Adjustments and eliminations	-282	—	-50	—	-142	—	561	—	-193	—	-365	—	53	—	-218	—	-779	—	-271	—
Income before income taxes	34,813	10.5%	34,240	9.3%	41,291	11.1%	35,924	9.6%	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	-28,729	-80.0%	-39,354	-84.5%

5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2014								FY3/2015								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2014		Q3 of FY3/2015	
	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	19,447	5.6%	19,911	5.3%	20,304	5.5%	19,870	5.4%	21,106	5.9%	22,329	5.5%	23,130	5.7%	23,545	6.0%	3,675	18.5%	415	1.8%
Semiconductor Parts Group	43,751	12.6%	45,642	12.2%	50,142	13.6%	46,472	12.6%	50,149	14.0%	56,257	14.0%	56,709	13.8%	58,172	14.8%	11,700	25.2%	1,463	2.6%
Applied Ceramic Products Group	66,517	19.2%	70,415	18.7%	67,796	18.5%	67,495	18.4%	64,109	17.9%	82,095	20.4%	77,491	18.9%	74,764	19.0%	7,269	10.8%	-2,727	-3.5%
Electronic Device Group	75,877	21.9%	72,952	19.4%	69,507	18.9%	69,929	19.0%	70,757	19.8%	71,726	17.8%	74,020	18.1%	69,800	17.7%	-129	-0.2%	-4,220	-5.7%
Components Business	205,592	59.3%	208,920	55.6%	207,749	56.5%	203,766	55.4%	206,121	57.6%	232,407	57.7%	231,350	56.5%	226,281	57.5%	22,515	11.0%	-5,069	-2.2%
Telecommunications Equipment Group	42,312	12.2%	62,138	16.6%	51,017	13.9%	43,548	11.8%	44,707	12.5%	59,015	14.7%	57,625	14.1%	45,072	11.4%	1,524	3.5%	-12,553	-21.8%
Information Equipment Group	71,275	20.6%	73,785	19.6%	76,960	20.9%	86,205	23.5%	77,379	21.6%	80,337	19.9%	83,936	20.5%	90,585	23.0%	4,380	5.1%	6,649	7.9%
Equipment Business	113,587	32.8%	135,923	36.2%	127,977	34.8%	129,753	35.3%	122,086	34.1%	139,352	34.6%	141,561	34.5%	135,657	34.4%	5,904	4.6%	-5,904	-4.2%
Others	38,056	11.0%	43,468	11.6%	43,688	11.9%	46,280	12.6%	40,168	11.2%	44,849	11.1%	51,214	12.5%	44,468	11.3%	-1,812	-3.9%	-6,746	-13.2%
Adjustments and eliminations	-10,635	-3.1%	-12,557	-3.4%	-11,809	-3.2%	-12,139	-3.3%	-10,288	-2.9%	-13,744	-3.4%	-14,362	-3.5%	-12,609	-3.2%	-470	—	1,753	—
Total	346,600	100.0%	375,754	100.0%	367,605	100.0%	367,660	100.0%	358,087	100.0%	402,864	100.0%	409,763	100.0%	393,797	100.0%	26,137	7.1%	-15,966	-3.9%

6. Number of Employees

(As of the end of each quarter)

	FY3/2014				FY3/2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	71,209	70,466	71,077	69,789	69,628	69,072	69,319	68,185
Japan	25,652	25,610	26,260	26,267	26,285	26,036	25,920	25,935
Outside Japan	45,557	44,856	44,817	43,522	43,343	43,036	43,399	42,250