

## Quarterly Trends of Financial Results

### 1. Financial Results

(Unit: Yen in millions)

	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	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	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	1,422,754	100.0%	345,162	100.0%	393,183	100.0%	59,925	18.0%	48,021	13.9%
Profit from operations	12,270	3.8%	21,515	6.5%	33,317	9.2%	37,440	9.2%	104,542	7.3%	31,167	9.0%	38,338	9.8%	16,823	78.2%	7,171	23.0%
Income before income taxes	24,798	7.7%	23,780	7.1%	50,128	13.9%	39,143	9.6%	137,849	9.7%	49,260	14.3%	38,580	9.8%	14,800	62.2%	-10,680	-21.7%
Net income attributable to shareholders of Kyocera Corporation	17,453	5.5%	18,700	5.6%	34,699	9.6%	32,991	8.1%	103,843	7.3%	34,981	10.1%	26,406	6.7%	7,706	41.2%	-8,575	-24.5%

Average exchange rate (yen)	US\$	¥108	¥102	¥109	¥114	¥108	¥111	¥111
	Euro	¥122	¥114	¥118	¥121	¥119	¥122	¥130

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	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	129,255	40.4%	139,639	41.9%	148,841	41.2%	180,904	44.3%	598,639	42.1%	138,883	40.2%	154,641	39.3%	15,002	10.7%	15,758	11.3%
Asia	67,316	21.0%	74,222	22.3%	81,978	22.7%	80,497	19.7%	304,013	21.4%	78,951	22.9%	94,743	24.1%	20,521	27.6%	15,792	20.0%
Europe	54,284	17.0%	52,054	15.6%	56,937	15.8%	72,080	17.7%	235,355	16.5%	63,669	18.5%	71,652	18.2%	19,598	37.6%	7,983	12.5%
United States of America	55,395	17.3%	54,502	16.4%	59,240	16.4%	59,831	14.7%	228,968	16.1%	50,125	14.5%	57,248	14.6%	2,746	5.0%	7,123	14.2%
Others	13,735	4.3%	12,841	3.8%	14,389	3.9%	14,814	3.6%	55,779	3.9%	13,534	3.9%	14,899	3.8%	2,058	16.0%	1,365	10.1%
Net sales	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	1,422,754	100.0%	345,162	100.0%	393,183	100.0%	59,925	18.0%	48,021	13.9%

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

(Unit: Yen in millions)

	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	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	17,208	5.4%	18,834	5.7%	13,596	3.8%	18,143	4.4%	67,781	4.8%	17,180	5.0%	17,644	4.5%	-1,190	-6.3%	464	2.7%
Depreciation	14,424	4.5%	15,545	4.7%	17,353	4.8%	18,697	4.6%	66,019	4.6%	14,755	4.3%	16,157	4.1%	612	3.9%	1,402	9.5%
R&D expenses	15,269	4.8%	13,682	4.1%	12,920	3.6%	13,540	3.3%	55,411	3.9%	13,584	3.9%	13,866	3.5%	184	1.3%	282	2.1%

4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	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	%
Industrial & Automotive Components Group	52,516	16.4%	55,233	16.6%	57,432	15.9%	65,048	15.9%	230,229	16.2%	61,185	17.7%	69,825	17.8%	14,592	26.4%	8,640	14.1%
Semiconductor Components Group	56,005	17.5%	61,311	18.4%	63,993	17.7%	64,418	15.8%	245,727	17.3%	60,786	17.6%	66,095	16.8%	4,784	7.8%	5,309	8.7%
Electronic Devices Group	55,453	17.4%	58,712	17.6%	62,693	17.3%	63,940	15.7%	240,798	16.9%	63,120	18.3%	74,133	18.8%	15,421	26.3%	11,013	17.4%
Components Business	163,974	51.3%	175,256	52.6%	184,118	50.9%	193,406	47.4%	716,754	50.4%	185,091	53.6%	210,053	53.4%	34,797	19.9%	24,962	13.5%
Communications Group	57,835	18.1%	56,224	16.9%	58,154	16.1%	80,428	19.7%	252,641	17.7%	57,071	16.5%	66,866	17.0%	10,642	18.9%	9,795	17.2%
Document Solutions Group	74,939	23.4%	72,496	21.7%	80,315	22.2%	96,262	23.6%	324,012	22.8%	80,973	23.5%	91,047	23.2%	18,551	25.6%	10,074	12.4%
Life & Environment Group	27,308	8.5%	34,522	10.4%	42,482	11.8%	44,895	11.0%	149,207	10.5%	24,606	7.1%	28,207	7.2%	-6,315	-18.3%	3,601	14.6%
Equipment & Systems Business	160,082	50.0%	163,242	49.0%	180,951	50.1%	221,585	54.3%	725,860	51.0%	162,650	47.1%	186,120	47.4%	22,878	14.0%	23,470	14.4%
Others	5,113	1.6%	5,622	1.7%	5,961	1.7%	5,370	1.3%	22,066	1.5%	5,245	1.5%	4,074	1.0%	-1,548	-27.5%	-1,171	-22.3%
Adjustments and eliminations	-9,184	-2.9%	-10,862	-3.3%	-9,645	-2.7%	-12,235	-3.0%	-41,926	-2.9%	-7,824	-2.2%	-7,064	-1.8%	3,798	—	760	—
Net sales	319,985	100.0%	333,258	100.0%	361,385	100.0%	408,126	100.0%	1,422,754	100.0%	345,162	100.0%	393,183	100.0%	59,925	18.0%	48,021	13.9%

(Unit: Yen in millions)

Operating Profit ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	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	%
Industrial & Automotive Components Group	1,757	3.3%	4,638	8.4%	7,104	12.4%	8,943	13.7%	22,442	9.7%	6,386	10.4%	8,366	12.0%	3,728	80.4%	1,980	31.0%
Semiconductor Components Group	4,479	8.0%	5,285	8.6%	9,345	14.6%	6,201	9.6%	25,310	10.3%	8,005	13.2%	9,932	15.0%	4,647	87.9%	1,927	24.1%
Electronic Devices Group	6,920	12.5%	6,109	10.4%	9,472	15.1%	8,057	12.6%	30,558	12.7%	8,599	13.6%	13,281	17.9%	7,172	117.4%	4,682	54.4%
Components Business	13,156	8.0%	16,032	9.1%	25,921	14.1%	23,201	12.0%	78,310	10.9%	22,990	12.4%	31,579	15.0%	15,547	97.0%	8,589	37.4%
Communications Group	-4,756	—	-74	—	4,540	7.8%	8,818	11.0%	8,528	3.4%	1,158	2.0%	1,072	1.6%	1,146	—	-86	-7.4%
Document Solutions Group	5,851	7.8%	7,016	9.7%	7,174	8.9%	8,039	8.4%	28,080	8.7%	9,237	11.4%	10,853	11.9%	3,837	54.7%	1,616	17.5%
Life & Environment Group	-1,882	—	1,142	3.3%	195	0.5%	1,890	4.2%	1,345	0.9%	-1,203	—	830	2.9%	-312	-27.3%	2,033	—
Equipment & Systems Business	-787	—	8,084	5.0%	11,909	6.6%	18,747	8.5%	37,953	5.2%	9,192	5.7%	12,755	6.9%	4,671	57.8%	3,563	38.8%
Others	-966	—	-448	—	-108	—	-237	—	-1,759	—	466	8.9%	-36	—	412	—	-502	—
Operating profit	11,403	3.6%	23,668	7.1%	37,722	10.4%	41,711	10.2%	114,504	8.0%	32,648	9.5%	44,298	11.3%	20,630	87.2%	11,650	35.7%
Corporate gains and equity in earnings of affiliates and an unconsolidated subsidiary	13,671	—	613	—	12,711	—	-2,359	—	24,636	—	16,901	—	-5,319	—	-5,932	—	-22,220	—
Adjustments and eliminations	-276	—	-501	—	-305	—	-209	—	-1,291	—	-289	—	-399	—	102	—	-110	—
Income before income taxes	24,798	7.7%	23,780	7.1%	50,128	13.9%	39,143	9.6%	137,849	9.7%	49,260	14.3%	38,580	9.8%	14,800	62.2%	-10,680	-21.7%

**5. Capital expenditures by Reporting Segment**

(Unit: Yen in millions)

Capital expenditures ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Industrial & Automotive Components Group	3,413	19.8%	2,772	14.7%	2,744	20.2%	2,864	15.8%	11,793	17.4%	4,467	26.0%	4,247	24.1%	1,475	53.2%	-220	-4.9%
Semiconductor Components Group	4,891	28.4%	5,693	30.2%	3,153	23.2%	2,674	14.7%	16,411	24.2%	2,834	16.5%	2,668	15.1%	-3,025	-53.1%	-166	-5.9%
Electronic Devices Group	4,656	27.1%	5,213	27.7%	4,270	31.4%	4,956	27.3%	19,095	28.2%	5,685	33.1%	6,027	34.1%	814	15.6%	342	6.0%
Components Business	12,960	75.3%	13,678	72.6%	10,167	74.8%	10,494	57.8%	47,299	69.8%	12,986	75.6%	12,942	73.3%	-736	-5.4%	-44	-0.3%
Communications Group	423	2.5%	367	2.0%	452	3.3%	594	3.3%	1,836	2.7%	1,233	7.2%	1,242	7.0%	875	238.4%	9	0.7%
Document Solutions Group	1,255	7.3%	2,154	11.4%	1,445	10.6%	2,037	11.2%	6,891	10.2%	987	5.8%	1,053	6.0%	-1,101	-51.1%	66	6.7%
Life & Environment Group	1,431	8.3%	1,406	7.5%	1,097	8.1%	2,251	12.4%	6,185	9.1%	1,124	6.5%	1,051	6.0%	-355	-25.2%	-73	-6.5%
Equipment & Systems Business	3,109	18.1%	3,927	20.9%	2,994	22.0%	4,882	26.9%	14,912	22.0%	3,344	19.5%	3,346	19.0%	-581	-14.8%	2	0.1%
Others	159	0.9%	383	2.0%	145	1.1%	234	1.3%	921	1.3%	180	1.0%	199	1.1%	-184	-48.0%	19	10.6%
Corporate	980	5.7%	846	4.5%	290	2.1%	2,533	14.0%	4,649	6.9%	670	3.9%	1,157	6.6%	311	36.8%	487	72.7%
Total	17,208	100.0%	18,834	100.0%	13,596	100.0%	18,143	100.0%	67,781	100.0%	17,180	100.0%	17,644	100.0%	-1,190	-6.3%	464	2.7%

**6. Depreciation by Reporting Segment**

(Unit: Yen in millions)

Depreciation ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Industrial & Automotive Components Group	2,504	17.4%	2,692	17.3%	3,043	17.5%	3,188	17.1%	11,427	17.3%	2,709	18.3%	3,171	19.6%	479	17.8%	462	17.1%
Semiconductor Components Group	3,355	23.3%	3,809	24.5%	4,374	25.2%	5,039	26.9%	16,577	25.1%	3,704	25.1%	3,955	24.5%	146	3.8%	251	6.8%
Electronic Devices Group	3,281	22.7%	3,818	24.6%	4,261	24.6%	4,445	23.8%	15,805	23.9%	3,700	25.1%	4,096	25.3%	278	7.3%	396	10.7%
Components Business	9,140	63.4%	10,319	66.4%	11,678	67.3%	12,672	67.8%	43,809	66.3%	10,113	68.5%	11,222	69.4%	903	8.8%	1,109	11.0%
Communications Group	757	5.2%	727	4.6%	706	4.1%	611	3.3%	2,801	4.3%	640	4.3%	760	4.7%	33	4.5%	120	18.8%
Document Solutions Group	2,465	17.1%	2,314	14.9%	2,558	14.7%	2,920	15.6%	10,257	15.5%	1,887	12.8%	1,925	11.9%	-389	-16.8%	38	2.0%
Life & Environment Group	1,387	9.6%	1,491	9.6%	1,649	9.5%	1,674	8.9%	6,201	9.4%	1,502	10.2%	1,333	8.3%	-158	-10.6%	-169	-11.3%
Equipment & Systems Business	4,609	31.9%	4,532	29.1%	4,913	28.3%	5,205	27.8%	19,259	29.2%	4,029	27.3%	4,018	24.9%	-514	-11.3%	-11	-0.3%
Others	334	2.3%	343	2.2%	380	2.2%	393	2.1%	1,450	2.2%	276	1.9%	288	1.8%	-55	-16.0%	12	4.3%
Corporate	341	2.4%	351	2.3%	382	2.2%	427	2.3%	1,501	2.3%	337	2.3%	629	3.9%	278	79.2%	292	86.6%
Total	14,424	100.0%	15,545	100.0%	17,353	100.0%	18,697	100.0%	66,019	100.0%	14,755	100.0%	16,157	100.0%	612	3.9%	1,402	9.5%

**7. R&D expenses by Reporting Segment**

(Unit: Yen in millions)

R&D expenses ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Industrial & Automotive Components Group	3,350	21.9%	2,453	17.9%	2,499	19.3%	2,426	17.9%	10,728	19.4%	2,401	17.7%	2,486	17.9%	33	1.3%	85	3.5%
Semiconductor Components Group	974	6.4%	944	6.9%	916	7.1%	909	6.7%	3,743	6.7%	838	6.2%	899	6.5%	-45	-4.8%	61	7.3%
Electronic Devices Group	2,299	15.1%	2,268	16.6%	2,050	15.9%	2,680	19.8%	9,297	16.8%	2,397	17.6%	2,374	17.1%	106	4.7%	-23	-1.0%
Components Business	6,623	43.4%	5,665	41.4%	5,465	42.3%	6,015	44.4%	23,768	42.9%	5,636	41.5%	5,759	41.5%	94	1.7%	123	2.2%
Communications Group	958	6.3%	800	5.8%	616	4.8%	579	4.3%	2,953	5.3%	857	6.3%	925	6.7%	125	15.6%	68	7.9%
Document Solutions Group	5,675	37.2%	5,482	40.1%	5,263	40.7%	5,254	38.8%	21,674	39.1%	5,412	39.8%	5,505	39.7%	23	0.4%	93	1.7%
Life & Environment Group	740	4.8%	797	5.8%	613	4.7%	1,007	7.4%	3,157	5.7%	1,029	7.6%	977	7.0%	180	22.6%	-52	-5.1%
Equipment & Systems Business	7,373	48.3%	7,079	51.7%	6,492	50.2%	6,840	50.5%	27,784	50.1%	7,298	53.7%	7,407	53.4%	328	4.6%	109	1.5%
Others	1,273	8.3%	938	6.9%	963	7.5%	685	5.1%	3,859	7.0%	650	4.8%	700	5.1%	-238	-25.4%	50	7.7%
<b>Total</b>	<b>15,269</b>	<b>100.0%</b>	<b>13,682</b>	<b>100.0%</b>	<b>12,920</b>	<b>100.0%</b>	<b>13,540</b>	<b>100.0%</b>	<b>55,411</b>	<b>100.0%</b>	<b>13,584</b>	<b>100.0%</b>	<b>13,866</b>	<b>100.0%</b>	<b>184</b>	<b>1.3%</b>	<b>282</b>	<b>2.1%</b>

**8. Orders by Reporting Segment**

(Unit: Yen in millions)

Orders ※	FY3/2017										FY3/2018				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2017		Q1 of FY3/2018	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Industrial & Automotive Components Group	53,836	16.3%	55,798	15.8%	58,691	16.4%	63,843	15.9%	232,168	16.1%	63,589	17.7%	72,632	18.1%	16,834	30.2%	9,043	14.2%
Semiconductor Components Group	56,513	17.1%	62,171	17.6%	64,029	17.8%	63,434	15.9%	246,147	17.1%	62,569	17.4%	68,329	17.1%	6,158	9.9%	5,760	9.2%
Electronic Devices Group	59,841	18.2%	63,152	17.9%	61,624	17.2%	65,464	16.4%	250,081	17.3%	70,738	19.7%	73,891	18.4%	10,739	17.0%	3,153	4.5%
Components Business	170,190	51.6%	181,121	51.3%	184,344	51.4%	192,741	48.2%	728,396	50.5%	196,896	54.8%	214,852	53.6%	33,731	18.6%	17,956	9.1%
Communications Group	54,184	16.4%	70,170	19.8%	61,104	17.0%	80,394	20.1%	265,852	18.4%	61,909	17.2%	68,547	17.1%	-1,623	-2.3%	6,638	10.7%
Document Solutions Group	75,709	22.9%	72,046	20.4%	80,181	22.3%	97,205	24.3%	325,141	22.6%	81,298	22.6%	90,880	22.7%	18,834	26.1%	9,582	11.8%
Life & Environment Group	33,221	10.1%	36,410	10.3%	36,840	10.3%	37,545	9.4%	144,016	10.0%	21,827	6.1%	29,086	7.2%	-7,324	-20.1%	7,259	33.3%
Equipment & Systems Business	163,114	49.4%	178,626	50.5%	178,125	49.6%	215,144	53.8%	735,009	51.0%	165,034	45.9%	188,513	47.0%	9,887	5.5%	23,479	14.2%
Others	3,763	1.1%	3,427	1.0%	4,012	1.1%	3,327	0.9%	14,529	1.0%	3,509	1.0%	3,839	1.0%	412	12.0%	330	9.4%
Adjustments and eliminations	-6,959	-2.1%	-9,883	-2.8%	-7,520	-2.1%	-11,493	-2.9%	-35,855	-2.5%	-6,050	-1.7%	-6,216	-1.6%	3,667	-	-166	-
<b>Total</b>	<b>330,108</b>	<b>100.0%</b>	<b>353,291</b>	<b>100.0%</b>	<b>358,961</b>	<b>100.0%</b>	<b>399,719</b>	<b>100.0%</b>	<b>1,442,079</b>	<b>100.0%</b>	<b>359,389</b>	<b>100.0%</b>	<b>400,988</b>	<b>100.0%</b>	<b>47,697</b>	<b>13.5%</b>	<b>41,599</b>	<b>11.6%</b>

**9. Number of Employees**

(As of the end of each quarter)

	FY3/2017			
	Q1	Q2	Q3	Q4
Total	69,364	70,567	70,473	70,153
Japan	26,208	25,963	25,679	25,217
Outside Japan	43,156	44,604	44,794	44,936

(As of the end of quarter)

FY3/2018	
Q1	Q2
69,547	70,874
25,683	25,575
43,864	45,299

※ Kyocera has changed the classification of its reporting segment from FY3/2018. Business results for FY3/2017 have been reclassified in line with the change to reporting segment classifications.