

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		Q1 of FY3/2017		Q4 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	%	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%	25,177	7.9%	-62,964	-15.4%
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%	18,897	154.0%	-6,273	-16.8%
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%	24,462	98.6%	10,117	25.8%
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%	17,528	100.4%	1,990	6.0%
Average exchange rate (yen)	US\$		¥108		¥102		¥109		¥114		¥108		¥111			
	Euro		¥122		¥114		¥118		¥121		¥119		¥122			

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2017										FY3/2018		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2017		Q4 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	%	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%	9,628	7.4%	-42,021	-23.2%
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%	11,635	17.3%	-1,546	-1.9%
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%	9,385	17.3%	-8,411	-11.7%
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%	-5,270	-9.5%	-9,706	-16.2%
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%	-201	-1.5%	-1,280	-8.6%
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%	25,177	7.9%	-62,964	-15.4%

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		Q1 of FY3/2017		Q4 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	%	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%	-28	-0.2%	-963	-5.3%
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%	331	2.3%	-3,942	-21.1%
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%	-1,685	-11.0%	44	0.3%

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		Q1 of FY3/2017		Q4 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	%	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%	8,669	16.5%	-3,863	-5.9%
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%	4,781	8.5%	-3,632	-5.6%
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%	7,667	13.8%	-820	-1.3%
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%	21,117	12.9%	-8,315	-4.3%
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%	-764	-1.3%	-23,357	-29.0%
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%	6,034	8.1%	-15,289	-15.9%
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%	-2,702	-9.9%	-20,289	-45.2%
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%	2,568	1.6%	-58,935	-26.6%
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%	132	2.6%	-125	-2.3%
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%	1,360	—	4,411	—
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%	25,177	7.9%	-62,964	-15.4%

(Unit: Yen in millions)

Operating Profit ※	FY3/2017										FY3/2018		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2017		Q4 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	%	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%	4,629	263.5%	-2,557	-28.6%
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%	3,526	78.7%	1,804	29.1%
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%	1,679	24.3%	542	6.7%
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%	9,834	74.7%	-211	-0.9%
Communications Group	-4,756	—	-74	—	4,540	7.8%	8,818	11.0%	8,528	3.4%	1,158	2.0%	5,914	—	-7,660	-86.9%
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%	3,386	57.9%	1,198	14.9%
Life & Environment Group	-1,882	—	1,142	3.3%	195	0.5%	1,890	4.2%	1,345	0.9%	-1,203	—	679	—	-3,093	—
Equipment & Systems Business	-787	—	8,084	5.0%	11,909	6.6%	18,747	8.5%	37,953	5.2%	9,192	5.7%	9,979	—	-9,555	-51.0%
Others	-966	—	-448	—	-108	—	-237	—	-1,759	—	466	8.9%	1,432	—	703	—
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%	21,245	186.3%	-9,063	-21.7%
Corporate gains and equity in earnings of affiliates and an unconsolidated subsidiary	13,671	—	613	—	12,711	—	-2,359	—	24,636	—	16,901	—	3,230	23.6%	19,260	—
Adjustments and eliminations	-276	—	-501	—	-305	—	-209	—	-1,291	—	-289	—	-13	—	-80	—
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%	24,462	98.6%	10,117	25.8%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders ※	FY3/2017										FY3/2018		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2017		Q4 of FY3/2017	
	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%	9,753	18.1%	-254	-0.4%
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%	6,056	10.7%	-865	-1.4%
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%	10,897	18.2%	5,274	8.1%
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%	26,706	15.7%	4,155	2.2%
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%	7,725	14.3%	-18,485	-23.0%
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%	5,589	7.4%	-15,907	-16.4%
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%	-11,394	-34.3%	-15,718	-41.9%
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%	1,920	1.2%	-50,110	-23.3%
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%	-254	-6.7%	182	5.5%
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%	909	—	5,443	—
Total	330,108	100.0%	353,291	100.0%	358,961	100.0%	399,719	100.0%	1,442,079	100.0%	359,389	100.0%	29,281	8.9%	-40,330	-10.1%

6. Number of Employees

(As of the end of each quarter)

(As of the end of 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

FY3/2018
Q1
69,547
25,683
43,864

※ 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.

【Reference】 Sales and Profit by Reporting Segment (Reclassified)

Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2016										FY3/2017									
	Q1		Q2		Q3		Q4		Total		Q1		Q2		Q3		Q4		Total	
	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	% of net sales	Amount	% of net sales
Industrial & Automotive Components Group	55,085	16.2%	56,129	14.6%	54,793	14.8%	55,971	14.5%	221,978	15.0%	52,516	16.4%	55,233	16.6%	57,432	15.9%	65,048	15.9%	230,229	16.2%
Semiconductor Components Group	60,298	17.8%	61,037	15.9%	58,790	15.8%	56,140	14.5%	236,265	16.0%	56,005	17.5%	61,311	18.4%	63,993	17.7%	64,418	15.8%	245,727	17.3%
Electronic Devices Group	59,811	17.7%	64,573	16.9%	62,160	16.8%	59,441	15.4%	245,985	16.6%	55,453	17.4%	58,712	17.6%	62,693	17.3%	63,940	15.7%	240,798	16.9%
Components Business	175,194	51.7%	181,739	47.4%	175,743	47.4%	171,552	44.4%	704,228	47.6%	163,974	51.3%	175,256	52.6%	184,118	50.9%	193,406	47.4%	716,754	50.4%
Communications Group	55,557	16.3%	81,582	21.3%	70,098	18.9%	78,371	20.3%	285,608	19.3%	57,835	18.1%	56,224	16.9%	58,154	16.1%	80,428	19.7%	252,641	17.7%
Document Solutions Group	79,651	23.5%	82,860	21.6%	82,864	22.4%	90,933	23.5%	336,308	22.7%	74,939	23.4%	72,496	21.7%	80,315	22.2%	96,262	23.6%	324,012	22.8%
Life & Environment Group	33,179	9.8%	42,338	11.0%	46,310	12.5%	52,249	13.5%	174,076	11.8%	27,308	8.5%	34,522	10.4%	42,482	11.8%	44,895	11.0%	149,207	10.5%
Equipment & Systems Business	168,387	49.6%	206,780	53.9%	199,272	53.8%	221,553	57.3%	795,992	53.8%	160,082	50.0%	163,242	49.0%	180,951	50.1%	221,585	54.3%	725,860	51.0%
Others	5,422	1.6%	5,729	1.5%	5,850	1.6%	6,373	1.6%	23,374	1.6%	5,113	1.6%	5,622	1.7%	5,961	1.7%	5,370	1.3%	22,066	1.5%
Adjustments and eliminations	-9,756	-2.9%	-10,918	-2.8%	-10,412	-2.8%	-12,881	-3.3%	-43,967	-3.0%	-9,184	-2.9%	-10,862	-3.3%	-9,645	-2.7%	-12,235	-3.0%	-41,926	-2.9%
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%	333,258	100.0%	361,385	100.0%	408,126	100.0%	1,422,754	100.0%

Operating Profit	FY3/2016										FY3/2017									
	Q1		Q2		Q3		Q4		Total		Q1		Q2		Q3		Q4		Total	
	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	% to net sales	Amount	% to net sales
Industrial & Automotive Components Group	6,014	10.9%	5,899	10.5%	-12,735	—	4,506	8.1%	3,684	1.7%	1,757	3.3%	4,638	8.4%	7,104	12.4%	8,943	13.7%	22,442	9.7%
Semiconductor Components Group	20,853	34.6%	8,478	13.9%	7,695	13.1%	4,681	8.3%	41,707	17.7%	4,479	8.0%	5,285	8.6%	9,345	14.6%	6,201	9.6%	25,310	10.3%
Electronic Devices Group	10,496	17.5%	9,976	15.4%	3,953	6.4%	8,943	15.0%	33,368	13.6%	6,920	12.5%	6,109	10.4%	9,472	15.1%	8,057	12.6%	30,558	12.7%
Components Business	37,363	21.3%	24,353	13.4%	-1,087	—	18,130	10.6%	78,759	11.2%	13,156	8.0%	16,032	9.1%	25,921	14.1%	23,201	12.0%	78,310	10.9%
Communications Group	-4,924	—	2,251	2.8%	3,441	4.9%	2,297	2.9%	3,065	1.1%	-4,756	—	-74	—	4,540	7.8%	8,818	11.0%	8,528	3.4%
Document Solutions 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%	7,016	9.7%	7,174	8.9%	8,039	8.4%	28,080	8.7%
Life & Environment Group	-832	—	97	0.2%	693	1.5%	-1	—	-43	—	-1,882	—	1,142	3.3%	195	0.5%	1,890	4.2%	1,345	0.9%
Equipment & Systems Business	654	0.4%	7,977	3.9%	9,579	4.8%	11,918	5.4%	30,128	3.8%	-787	—	8,084	5.0%	11,909	6.6%	18,747	8.5%	37,953	5.2%
Others	-729	—	-617	—	-370	—	-1,013	—	-2,729	—	-966	—	-448	—	-108	—	-237	—	-1,759	—
Operating Profit	37,288	11.0%	31,713	8.3%	8,122	2.2%	29,035	7.5%	106,158	7.2%	11,403	3.6%	23,668	7.1%	37,722	10.4%	41,711	10.2%	114,504	8.0%
Corporate gains and equity in earnings of affiliates and an unconsolidated subsidiary	10,168	—	-1,266	—	11,348	—	19,284	—	39,534	—	13,671	—	613	—	12,711	—	-2,359	—	24,636	—
Adjustments and eliminations	-446	—	543	—	-80	—	-126	—	-109	—	-276	—	-501	—	-305	—	-209	—	-1,291	—
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%	23,780	7.1%	50,128	13.9%	39,143	9.6%	137,849	9.7%

※Kyocera has changed the classification of its reporting segment from FY3/2018. Business results for FY3/2016 and FY3/2017 have been reclassified in line with the change to reporting segment classifications.