

## 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		Q3		Q3 of FY3/2017		Q2 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	% 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%	406,671	100.0%	45,286	12.5%	13,488	3.4%
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%	38,338	9.8%	39,479	9.7%	6,162	18.5%	1,141	3.0%
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%	57,024	14.0%	6,896	13.8%	18,444	47.8%
Net income attributable to Kyocera Corporation's shareholders	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%	28,880	7.1%	-5,819	-16.8%	2,474	9.4%

Average exchange rate (yen)	US\$	¥108	¥102	¥109	¥114	¥108	¥111	¥111	¥113
	Euro	¥122	¥114	¥118	¥121	¥119	¥122	¥130	¥133

### 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		Q3		Q3 of FY3/2017		Q2 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	% 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%	150,567	37.0%	1,726	1.2%	-4,074	-2.6%
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%	100,166	24.7%	18,188	22.2%	5,423	5.7%
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%	83,019	20.4%	26,082	45.8%	11,367	15.9%
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%	56,594	13.9%	-2,646	-4.5%	-654	-1.1%
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%	16,325	4.0%	1,936	13.5%	1,426	9.6%
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%	393,183	100.0%	406,671	100.0%	45,286	12.5%	13,488	3.4%

### 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		Q2		Q3		Q3 of FY3/2017		Q2 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	% 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%	24,230	6.0%	10,634	78.2%	6,586	37.3%
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%	16,157	4.1%	18,679	4.6%	1,326	7.6%	2,522	15.6%
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%	14,900	3.7%	1,980	15.3%	1,034	7.5%

**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		Q3		Q3 of FY3/2017		Q2 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	% 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%	74,446	18.3%	17,014	29.6%	4,621	6.6%
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%	69,345	17.0%	5,352	8.4%	3,250	4.9%
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%	86,198	21.2%	23,505	37.5%	12,065	16.3%
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%	210,053	53.4%	229,989	56.5%	45,871	24.9%	19,936	9.5%
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%	57,384	14.1%	-770	-1.3%	-9,482	-14.2%
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%	94,882	23.4%	14,567	18.1%	3,835	4.2%
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%	26,934	6.6%	-15,548	-36.6%	-1,273	-4.5%
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%	179,200	44.1%	-1,751	-1.0%	-6,920	-3.7%
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%	4,749	1.2%	-1,212	-20.3%	675	16.6%
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%	-7,267	-1.8%	2,378	—	-203	—
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%	406,671	100.0%	45,286	12.5%	13,488	3.4%

(Unit: Yen in millions)

Operating Profit ※	FY3/2017										FY3/2018						Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q3 of FY3/2017		Q2 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	% 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%	9,347	12.6%	2,243	31.6%	981	11.7%
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%	9,340	13.5%	-5	-0.1%	-592	-6.0%
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%	14,539	16.9%	5,067	53.5%	1,258	9.5%
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%	33,226	14.4%	7,305	28.2%	1,647	5.2%
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%	61	0.1%	-4,479	-98.7%	-1,011	-94.3%
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%	9,321	9.8%	2,147	29.9%	-1,532	-14.1%
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%	-1,897	—	-2,092	—	-2,727	—
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%	7,485	4.2%	-4,424	-37.1%	-5,270	-41.3%
Others	-966	—	-448	—	-108	—	-237	—	-1,759	—	466	8.9%	-36	—	664	14.0%	772	—	700	—
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%	41,375	10.2%	3,653	9.7%	-2,923	-6.6%
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	—	16,235	—	3,524	27.7%	21,554	—
Adjustments and eliminations	-276	—	-501	—	-305	—	-209	—	-1,291	—	-289	—	-399	—	-586	—	-281	—	-187	—
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%	57,024	14.0%	6,896	13.8%	18,444	47.8%

**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		Q3		Q3 of FY3/2017		Q2 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	% 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%	4,993	20.6%	2,249	82.0%	746	17.6%
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%	5,337	22.0%	2,184	69.3%	2,669	100.0%
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%	6,243	25.8%	1,973	46.2%	216	3.6%
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%	16,573	68.4%	6,406	63.0%	3,631	28.1%
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%	1,282	5.3%	830	183.6%	40	3.2%
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%	2,619	10.8%	1,174	81.2%	1,566	148.7%
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%	1,754	7.2%	657	59.9%	703	66.9%
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%	5,655	23.3%	2,661	88.9%	2,309	69.0%
Others	159	0.9%	383	2.0%	145	1.1%	234	1.3%	921	1.3%	180	1.0%	199	1.1%	375	1.6%	230	158.6%	176	88.4%
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%	1,627	6.7%	1,337	461.0%	470	40.6%
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%	24,230	100.0%	10,634	78.2%	6,586	37.3%

**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		Q3		Q3 of FY3/2017		Q2 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	% 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%	3,672	19.6%	629	20.7%	501	15.8%
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%	4,410	23.6%	36	0.8%	455	11.5%
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%	5,262	28.2%	1,001	23.5%	1,166	28.5%
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%	13,344	71.4%	1,666	14.3%	2,122	18.9%
Communications Group	757	5.2%	727	4.6%	706	4.1%	611	3.3%	2,801	4.3%	640	4.3%	760	4.7%	907	4.8%	201	28.5%	147	19.3%
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%	2,088	11.2%	-470	-18.4%	163	8.5%
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%	1,527	8.2%	-122	-7.4%	194	14.6%
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%	4,522	24.2%	-391	-8.0%	504	12.5%
Others	334	2.3%	343	2.2%	380	2.2%	393	2.1%	1,450	2.2%	276	1.9%	288	1.8%	298	1.6%	-82	-21.6%	10	3.5%
Corporate	341	2.4%	351	2.3%	382	2.2%	427	2.3%	1,501	2.3%	337	2.3%	629	3.9%	515	2.8%	133	34.8%	-114	-18.1%
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%	18,679	100.0%	1,326	7.6%	2,522	15.6%

## 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		Q3		Q3 of FY3/2017		Q2 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	% 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%	2,626	17.6%	127	5.1%	140	5.6%
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%	913	6.1%	-3	-0.3%	14	1.6%
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%	3,119	21.0%	1,069	52.1%	745	31.4%
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%	6,658	44.7%	1,193	21.8%	899	15.6%
Communications Group	958	6.3%	800	5.8%	616	4.8%	579	4.3%	2,953	5.3%	857	6.3%	925	6.7%	676	4.5%	60	9.7%	-249	-26.9%
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%	5,796	38.9%	533	10.1%	291	5.3%
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%	1,075	7.2%	462	75.4%	98	10.0%
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%	7,547	50.6%	1,055	16.3%	140	1.9%
Others	1,273	8.3%	938	6.9%	963	7.5%	685	5.1%	3,859	7.0%	650	4.8%	700	5.1%	695	4.7%	-268	-27.8%	-5	-0.7%
<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>14,900</b>	<b>100.0%</b>	<b>1,980</b>	<b>15.3%</b>	<b>1,034</b>	<b>7.5%</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		Q3		Q3 of FY3/2017		Q2 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	% 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%	76,505	18.5%	17,814	30.4%	3,873	5.3%
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%	68,501	16.5%	4,472	7.0%	172	0.3%
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%	88,763	21.4%	27,139	44.0%	14,872	20.1%
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%	214,852	53.6%	233,769	56.4%	49,425	26.8%	18,917	8.8%
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%	63,129	15.2%	2,025	3.3%	-5,418	-7.9%
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%	94,986	22.9%	14,805	18.5%	4,106	4.5%
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%	25,125	6.1%	-11,715	-31.8%	-3,961	-13.6%
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%	183,240	44.2%	5,115	2.9%	-5,273	-2.8%
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%	3,357	0.8%	-655	-16.3%	-482	-12.6%
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%	-5,930	-1.4%	1,590	—	286	—
<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>414,436</b>	<b>100.0%</b>	<b>55,475</b>	<b>15.5%</b>	<b>13,448</b>	<b>3.4%</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 each quarter)

	FY3/2018		
	Q1	Q2	Q3
Total	69,547	70,874	74,069
Japan	25,683	25,575	25,634
Outside Japan	43,864	45,299	48,435

※ 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.