## Quarterly Trends of Financial Results [IFRS]

| 1. Consolidated Results of Operations | (Unit: Yen in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\frac{\mathrm{FY} 3 / 2021}{\mathrm{Q} 1}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | $\begin{gathered} \hline \% \text { to Sales } \\ \text { revenue } \\ \hline \end{gathered}$ | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \\ \hline \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | \% | Amount | \% |
| Sales revenue | 384,937 | 100.0\% | 414,113 | 100.0\% | 397,835 | 100.0\% | 402,168 | 100.0\% | 1,599,053 | 100.0\% | 317,094 | 100.0\% | -67,843 | -17.6\% | -85,074 | -21.2\% |
| Operating profit | 22,629 | 5.9\% | 37,691 | 9.1\% | 34,540 | 8.7\% | 5,333 | 1.3\% | 100,193 | 6.3\% | 7,574 | 2.4\% | -15,055 | -66.5\% | 2,241 | 42.0\% |
| Profit before income taxes | 45,486 | 11.8\% | 39,727 | 9.6\% | 56,416 | 14.2\% | 7,197 | 1.8\% | 148,826 | 9.3\% | 30,411 | 9.6\% | -15,075 | -33.1\% | 23,214 | 322.6\% |
| Profit attributable to owners of the parent | 32,037 | 8.3\% | 27,577 | 6.7\% | 41,651 | 10.5\% | 6,456 | 1.6\% | 107,721 | 6.7\% | 22,380 | 7.1\% | -9,657 | -30.1\% | 15,924 | 246.7\% |


| Average <br> exchange rate | US\$ | 110 | 107 | 109 | 109 | 109 | 108 |
| :--- | :--- | :--- | ---: | ---: | ---: | ---: | ---: |
|  | Euro | 123 | 119 | 120 | 120 | 121 | 118 |


| 2. Capital expenditures, Depreciation charge and R\&D expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\begin{gathered} \hline \mathrm{FY} 3 / 2021 \\ \text { Q1 } \end{gathered}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{array}{\|c} \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{array}{\|c\|} \hline \begin{array}{c} \% \text { to Sales } \\ \text { revenue } \end{array} \\ \hline \end{array}$ | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | \% | Amount | \% |
| Capital expenditures | 25,821 | 6.7\% | 30,362 | 7.3\% | 26,844 | 6.7\% | 22,976 | 5.7\% | 106,003 | 6.6\% | 26,458 | 8.3\% | 637 | 2.5\% | 3,482 | 15.2\% |
| Depreciation charge of property, plant and equipment | 14,317 | 3.7\% | 14,817 | 3.6\% | 16,179 | 4.1\% | 17,100 | 4.3\% | 62,413 | 3.9\% | 17,065 | 5.4\% | 2,748 | 19.2\% | -35 | -0.2\% |
| R\&D expenses | 18,866 | 4.9\% | 19,717 | 4.8\% | 20,325 | 5.1\% | 20,333 | 5.1\% | 79,241 | 5.0\% | 17,355 | 5.5\% | -1,511 | -8.0\% | -2,978 | -14.6\% |

3. Sales Revenue by Reporting Segment $\%$

| 3. Sales Revenue by Reporting Segment ※ (Unit: Yen in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\begin{gathered} \hline \text { FY3/2021 } \\ \text { Q1 } \end{gathered}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \% | Amount | \% |
| Industrial \& Automotive Components Group | 79,330 | 20.6\% | 87,822 | 21.2\% | 86,602 | 21.8\% | 87,339 | 21.7\% | 341,093 | 21.3\% | 80,596 | 25.4\% | 1,266 | 1.6\% | -6,743 | -7.7\% |
| Semiconductor Components Group | 57,973 | 15.1\% | 65,122 | 15.7\% | 63,995 | 16.1\% | 60,138 | 15.0\% | 247,228 | 15.5\% | 56,124 | 17.7\% | -1,849 | -3.2\% | -4,014 | -6.7\% |
| Electronic Devices Group | 83,203 | 21.6\% | 84,348 | 20.4\% | 81,229 | 20.4\% | 75,333 | 18.7\% | 324,113 | 20.3\% | 61,440 | 19.4\% | -21,763 | -26.2\% | -13,893 | -18.4\% |
| Total Components Business | 220,506 | 57.3\% | 237,292 | 57.3\% | 231,826 | 58.3\% | 222,810 | 55.4\% | 912,434 | 57.1\% | 198,160 | 62.5\% | -22,346 | -10.1\% | -24,650 | -11.1\% |
| Communications Group | 64,781 | 16.8\% | 69,506 | 16.8\% | 63,841 | 16.1\% | 72,690 | 18.1\% | 270,818 | 17.0\% | 49,737 | 15.7\% | -15,044 | -23.2\% | -22,953 | -31.6\% |
| Document Solutions Group | 87,130 | 22.6\% | 90,754 | 21.9\% | 89,640 | 22.5\% | 92,391 | 23.0\% | 359,915 | 22.5\% | 60,058 | 18.9\% | -27,072 | -31.1\% | -32,333 | -35.0\% |
| Life \& Environment Group | 16,866 | 4.4\% | 20,963 | 5.1\% | 16,391 | 4.1\% | 19,527 | 4.8\% | 73,747 | 4.6\% | 12,362 | 3.9\% | -4,504 | -26.7\% | -7,165 | -36.7\% |
| Total Equipment \& Systems Business | 168,777 | 43.8\% | 181,223 | 43.8\% | 169,872 | 42.7\% | 184,608 | 45.9\% | 704,480 | 44.1\% | 122,157 | 38.5\% | -46,620 | -27.6\% | -62,451 | -33.8\% |
| Others | 4,110 | 1.1\% | 3,691 | 0.9\% | 4,709 | 1.2\% | 4,227 | 1.1\% | 16,737 | 1.0\% | 3,757 | 1.2\% | -353 | -8.6\% | -470 | -11.1\% |
| Adjustments and eliminations | -8,456 | -2.2\% | -8,093 | -2.0\% | -8,572 | -2.2\% | -9,477 | -2.4\% | -34,598 | -2.2\% | -6,980 | -2.2\% | 1,476 | - | 2,497 | - |
| Sales revenue | 384,937 | 100.0\% | 414,113 | 100.0\% | 397,835 | 100.0\% | 402,168 | 100.0\% | 1,599,053 | 100.0\% | 317,094 | 100.0\% | -67,843 | -17.6\% | -85,074 | -21.2\% |

4. Business Profit by Reporting Segment $※$
(Unit: Yen in millions)

| 4. Business Profit by Reporting Segment $\ldots$ |  |  |  |  |  |  |  |  |  |  | (Unit: Yen in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\begin{gathered} \hline \text { FY3/2021 } \\ \text { Q1 } \end{gathered}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \\ \hline \end{array}$ | Amount | $\begin{gathered} \% \text { to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{gathered} \text { \% to Sales } \\ \text { revenue } \end{gathered}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \% \text { to Sales } \\ \text { revenue } \end{array}$ | Amount | \% | Amount | \% |
| Industrial \& Automotive Components Group | 4,798 | 6.0\% | 4,436 | 5.1\% | 3,210 | 3.7\% | 3,369 | 3.9\% | 15,813 | 4.6\% | 1,666 | 2.1\% | -3,132 | -65.3\% | -1,703 | -50.5\% |
| Semiconductor Components Group | 5,082 | 8.8\% | 9,408 | 14.4\% | 8,508 | 13.3\% | 7,513 | 12.5\% | 30,511 | 12.3\% | 5,623 | 10.0\% | 541 | 10.6\% | -1,890 | -25.2\% |
| Electronic Devices Group | 13,418 | 16.1\% | 11,560 | 13.7\% | 11,496 | 14.2\% | -4,730 | - | 31,744 | 9.8\% | 2,407 | 3.9\% | -11,011 | -82.1\% | 7,137 | - |
| Total Components Business | 23,298 | 10.6\% | 25,404 | 10.7\% | 23,214 | 10.0\% | 6,152 | 2.8\% | 78,068 | 8.6\% | 9,696 | 4.9\% | -13,602 | -58.4\% | 3,544 | 57.6\% |
| Communications Group | 2,012 | 3.1\% | 3,105 | 4.5\% | 1,949 | 3.1\% | 4,193 | 5.8\% | 11,259 | 4.2\% | 1,697 | 3.4\% | -315 | -15.7\% | -2,496 | -59.5\% |
| Document Solutions Group | 8,966 | 10.3\% | 9,917 | 10.9\% | 8,615 | 9.6\% | 6,991 | 7.6\% | 34,489 | 9.6\% | 1,809 | 3.0\% | -7,157 | -79.8\% | -5,182 | -74.1\% |
| Life \& Environment Group | -2,555 | - | -2,503 | - | -2,359 | - | -3,548 | - | -10,965 | - | -3,834 | - | -1,279 | - | -286 | - |
| Total Equipment \& Systems Business | 8,423 | 5.0\% | 10,519 | 5.8\% | 8,205 | 4.8\% | 7,636 | 4.1\% | 34,783 | 4.9\% | -328 | - | -8,751 | - | -7,964 | - |
| Others | -910 | - | -1,010 | - | -1,213 | - | -1,351 | - | -4,484 | - | -633 | - | 277 | - | 718 | - |
| Total business profit | 30,811 | 8.0\% | 34,913 | 8.4\% | 30,206 | 7.6\% | 12,437 | 3.1\% | 108,367 | 6.8\% | 8,735 | 2.8\% | -22,076 | -71.6\% | -3,702 | -29.8\% |
| Corporate gains and share of net profit of investments accounted for using the equity method | 14,938 | - | 5,137 | - | 26,222 | - | -4,320 | - | 41,977 | - | 22,197 | - | 7,259 | 48.6\% | 26,517 | - |
| Adjustments and eliminations | -263 | - | -323 | - | -12 | - | -920 | - | -1,518 | - | -521 | - | -258 | - | 399 | - |
| Profit before income taxes | 45,486 | 11.8\% | 39,727 | 9.6\% | 56,416 | 14.2\% | 7,197 | 1.8\% | 148,826 | 9.3\% | 30,411 | 9.6\% | -15,075 | -33.1\% | 23,214 | 322.6\% |

5. Orders by Reporting Segment $※$

| 5. Orders by Reporting Segment $※$ |  |  |  |  |  |  |  |  |  |  | $\frac{\mathrm{FY} 3 / 2021}{\mathrm{Q} 1}$ |  | (Unit: Yen in millions) <br> Change compared with |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \% | Amount | \% |
| Industrial \& Automotive Components Group | 77,940 | 20.6\% | 87,813 | 22.5\% | 86,149 | 22.2\% | 87,593 | 22.4\% | 339,495 | 21.9\% | 79,159 | 23.3\% | 1,219 | 1.6\% | -8,434 | -9.6\% |
| Semiconductor Components Group | 58,118 | 15.4\% | 64,395 | 16.5\% | 61,278 | 15.8\% | 59,935 | 15.3\% | 243,726 | 15.8\% | 61,213 | 18.0\% | 3,095 | 5.3\% | 1,278 | 2.1\% |
| Electronic Devices Group | 85,360 | 22.6\% | 80,172 | 20.6\% | 78,143 | 20.1\% | 75,902 | 19.4\% | 319,577 | 20.7\% | 62,767 | 18.5\% | -22,593 | -26.5\% | -13,135 | -17.3\% |
| Total Components Business | 221,418 | 58.6\% | 232,380 | 59.6\% | 225,570 | 58.1\% | 223,430 | 57.1\% | 902,798 | 58.4\% | 203,139 | 59.8\% | -18,279 | -8.3\% | -20,291 | -9.1\% |
| Communications Group | 59,796 | 15.8\% | 56,221 | 14.4\% | 59,161 | 15.2\% | 62,436 | 16.0\% | 237,614 | 15.4\% | 69,775 | 20.5\% | 9,979 | 16.7\% | 7,339 | 11.8\% |
| Document Solutions Group | 87,050 | 23.1\% | 90,337 | 23.2\% | 89,567 | 23.1\% | 92,400 | 23.6\% | 359,354 | 23.2\% | 59,917 | 17.6\% | -27,133 | -31.2\% | -32,483 | -35.2\% |
| Life \& Environment Group | 14,776 | 3.9\% | 15,412 | 3.9\% | 18,104 | 4.7\% | 22,631 | 5.8\% | 70,923 | 4.6\% | 12,679 | 3.8\% | -2,097 | -14.2\% | -9,952 | -44.0\% |
| Total Equipment \& Systems Business | 161,622 | 42.8\% | 161,970 | 41.5\% | 166,832 | 43.0\% | 177,467 | 45.4\% | 667,891 | 43.2\% | 142,371 | 41.9\% | -19,251 | -11.9\% | -35,096 | -19.8\% |
| Others | 2,841 | 0.8\% | 2,549 | 0.7\% | 2,936 | 0.7\% | 2,418 | 0.6\% | 10,744 | 0.7\% | 2,546 | 0.7\% | -295 | -10.4\% | 128 | 5.3\% |
| Adjustments and eliminations | -8,272 | -2.2\% | -7,030 | -1.8\% | -7,095 | -1.8\% | -12,113 | -3.1\% | -34,510 | -2.3\% | -8,174 | -2.4\% | 98 | - | 3,939 | - |
| Orders | 377,609 | 100.0\% | 389,869 | 100.0\% | 388,243 | 100.0\% | 391,202 | 100.0\% | 1,546,923 | 100.0\% | 339,882 | 100.0\% | -37,727 | -10.0\% | -51,320 | -13.1\% |

6. Capital expenditures by Reporting Segment $\not \approx$

|  | FY3/2020 |  |  |  |  |  |  |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  |  |  |
|  | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* |
| Industrial \& Automotive Components Group | 5,195 | 20.1\% | 6,183 | 20.4\% | 7,247 | 27.0\% | 4,344 | 18.9\% | 22,969 | 21.6\% |
| Semiconductor Components Group | 2,184 | 8.5\% | 3,560 | 11.7\% | 2,381 | 8.9\% | 3,833 | 16.7\% | 11,958 | 11.3\% |
| Electronic Devices Group | 9,672 | 37.4\% | 8,988 | 29.6\% | 5,472 | 20.4\% | 5,426 | 23.6\% | 29,558 | 27.9\% |
| Total Components Business | 17,051 | 66.0\% | 18,731 | 61.7\% | 15,100 | 56.3\% | 13,603 | 59.2\% | 64,485 | 60.8\% |
| Communications Group | 1,137 | 4.4\% | 1,295 | 4.3\% | 1,691 | 6.3\% | 2,101 | 9.1\% | 6,224 | 5.9\% |
| Document Solutions Group | 1,659 | 6.4\% | 2,104 | 6.9\% | 3,045 | 11.4\% | 2,058 | 9.0\% | 8,866 | 8.4\% |
| Life \& Environment Group | 1,569 | 6.1\% | 1,242 | 4.1\% | 1,265 | 4.7\% | 1,608 | 7.0\% | 5,684 | 5.3\% |
| Total Equipment \& Systems Business | 4,365 | 16.9\% | 4,641 | 15.3\% | 6,001 | 22.4\% | 5,767 | 25.1\% | 20,774 | 19.6\% |
| Others | 1,021 | 4.0\% | 1,220 | 4.0\% | 483 | 1.7\% | 474 | 2.1\% | 3,198 | 3.0\% |
| Corporate | 3,384 | 13.1\% | 5,770 | 19.0\% | 5,260 | 19.6\% | 3,132 | 13.6\% | 17,546 | 16.6\% |
| Total | 25,821 | 100.0\% | 30,362 | 100.0\% | 26,844 | 100.0\% | 22,976 | 100.0\% | 106,003 | 100.0\% |


| FY3/2021 |  | Change compared with |  |  |  |
| ---: | :---: | ---: | ---: | ---: | ---: |
| Q1 | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |  |
| Amount | $\%^{*}$ | Amount | $\%$ | Amount | $\%$ |
| 2,953 | $11.2 \%$ | $-2,242$ | $-43.2 \%$ | $-1,391$ | $-32.0 \%$ |
| 4,424 | $16.7 \%$ | 2,240 | $102.6 \%$ | 591 | $15.4 \%$ |
| 10,641 | $40.2 \%$ | 969 | $10.0 \%$ | 5,215 | $96.1 \%$ |
| 18,018 | $68.1 \%$ | 967 | $5.7 \%$ | 4,415 | $32.5 \%$ |
| 1,810 | $6.8 \%$ | 673 | $59.2 \%$ | -291 | $-13.9 \%$ |
| 1,913 | $7.2 \%$ | 254 | $15.3 \%$ | -145 | $-7.0 \%$ |
| 2,790 | $10.6 \%$ | 1,221 | $77.8 \%$ | 1,182 | $73.5 \%$ |
| 6,513 | $24.6 \%$ | 2,148 | $49.2 \%$ | 746 | $12.9 \%$ |
| 397 | $1.5 \%$ | -624 | $-61.1 \%$ | -77 | $-16.2 \%$ |
| 1,530 | $5.8 \%$ | $-1,854$ | $-54.8 \%$ | $-1,602$ | $-51.1 \%$ |
| 26,458 | $100.0 \%$ | 637 | $2.5 \%$ | 3,482 | $15.2 \%$ |

7. Depreciation charge of property, plant and equipment by Reporting Segment $\not \approx$

| 7. Depreciation charge of property, plant and equipment by Reporting Segment $\%$ |  |  |  |  |  |  |  |  |  |  | (Unit: Yen in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\frac{\mathrm{FY} 3 / 2021}{\mathrm{Q} 1}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \% | Amount | \% |
| Industrial \& Automotive Components Group | 3,506 | 24.5\% | 3,730 | 25.2\% | 4,096 | 25.4\% | 4,112 | 24.1\% | 15,444 | 24.8\% | 4,436 | 26.0\% | 930 | 26.5\% | 324 | 7.9\% |
| Semiconductor Components Group | 1,983 | 13.9\% | 2,110 | 14.2\% | 2,366 | 14.6\% | 2,523 | 14.8\% | 8,982 | 14.4\% | 2,697 | 15.8\% | 714 | 36.0\% | 174 | 6.9\% |
| Electronic Devices Group | 4,860 | 33.9\% | 4,932 | 33.3\% | 5,379 | 33.2\% | 5,637 | 33.0\% | 20,808 | 33.3\% | 5,287 | 31.0\% | 427 | 8.8\% | -350 | -6.2\% |
| Total Components Business | 10,349 | 72.3\% | 10,772 | 72.7\% | 11,841 | 73.2\% | 12,272 | 71.9\% | 45,234 | 72.5\% | 12,420 | 72.8\% | 2,071 | 20.0\% | 148 | 1.2\% |
| Communications Group | 759 | 5.3\% | 814 | 5.5\% | 885 | 5.4\% | 1,221 | 7.1\% | 3,679 | 5.9\% | 1,112 | 6.5\% | 353 | 46.5\% | -109 | -8.9\% |
| Document Solutions Group | 1,542 | 10.8\% | 1,543 | 10.4\% | 1,663 | 10.3\% | 1,605 | 9.4\% | 6,353 | 10.2\% | 1,582 | 9.3\% | 40 | 2.6\% | -23 | -1.4\% |
| Life \& Environment Group | 831 | 5.8\% | 863 | 5.8\% | 805 | 5.0\% | 928 | 5.4\% | 3,427 | 5.5\% | 1,031 | 6.0\% | 200 | 24.1\% | 103 | 11.1\% |
| Total Equipment \& Systems Business | 3,132 | 21.9\% | 3,220 | 21.7\% | 3,353 | 20.7\% | 3,754 | 21.9\% | 13,459 | 21.6\% | 3,725 | 21.8\% | 593 | 18.9\% | -29 | -0.8\% |
| Others | 373 | 2.6\% | 400 | 2.7\% | 434 | 2.7\% | 455 | 2.6\% | 1,662 | 2.6\% | 395 | 2.3\% | 22 | 5.9\% | -60 | -13.2\% |
| Corporate | 463 | 3.2\% | 425 | 2.9\% | 551 | 3.4\% | 619 | 3.6\% | 2,058 | 3.3\% | 525 | 3.1\% | 62 | 13.4\% | -94 | -15.2\% |
| Total | 14,317 | 100.0\% | 14,817 | 100.0\% | 16,179 | 100.0\% | 17,100 | 100.0\% | 62,413 | 100.0\% | 17,065 | 100.0\% | 2,748 | 19.2\% | -35 | -0.2\% |

8. R\&D expenses by Reporting Segment $※$

|  |
| :--- |
| Industrial \& Automotive Components Group <br> Semiconductor Components Group <br> Electronic Devices Group |
| Total Components Business |
| Communications Group <br> Document Solutions Group <br> Life \& Environment Group |
| Total Equipment \& Systems Business |
| Others |
| Total |


| FY3/2020 |  |  |  |  |  |  |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 |  | Q2 |  | Q3 |  | Q4 |  |  |  |
| Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* |
| 3,268 | 17.3\% | 3,462 | 17.5\% | 3,717 | 18.3\% | 3,920 | 19.3\% | 14,367 | 18.1\% |
| 1,007 | 5.3\% | 1,062 | 5.4\% | 1,193 | 5.9\% | 1,224 | 6.0\% | 4,486 | 5.7\% |
| 3,823 | 20.3\% | 4,057 | 20.6\% | 4,252 | 20.9\% | 4,313 | 21.2\% | 16,445 | 20.7\% |
| 8,098 | 42.9\% | 8,581 | 43.5\% | 9,162 | 45.1\% | 9,457 | 46.5\% | 35,298 | 44.5\% |
| 1,407 | 7.5\% | 1,518 | 7.7\% | 1,954 | 9.6\% | 1,671 | 8.2\% | 6,550 | 8.3\% |
| 5,272 | 27.9\% | 5,385 | 27.3\% | 5,547 | 27.3\% | 5,411 | 26.6\% | 21,615 | 27.3\% |
| 2,387 | 12.7\% | 2,334 | 11.8\% | 2,082 | 10.2\% | 2,246 | 11.1\% | 9,049 | 11.4\% |
| 9,066 | 48.1\% | 9,237 | 46.8\% | 9,583 | 47.1\% | 9,328 | 45.9\% | 37,214 | 47.0\% |
| 1,702 | 9.0\% | 1,899 | 9.7\% | 1,580 | 7.8\% | 1,548 | 7.6\% | 6,729 | 8.5\% |
| 18,866 | 100.0\% | 19,717 | 100.0\% | 20,325 | 100.0\% | 20,333 | 100.0\% | 79,241 | 100.0\% |


| FY3/20 |  | Change compared with |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
| Amount | \%* | Amount | \% | Amount | \% |
| 2,797 | 16.1\% | -471 | -14.4\% | -1,123 | -28.6\% |
| 1,053 | 6.1\% | 46 | 4.6\% | -171 | -14.0\% |
| 4,136 | 23.8\% | 313 | 8.2\% | -177 | -4.1\% |
| 7,986 | 46.0\% | -112 | -1.4\% | -1,471 | -15.6\% |
| 1,628 | 9.4\% | 221 | 15.7\% | -43 | -2.6\% |
| 4,782 | 27.5\% | -490 | -9.3\% | -629 | -11.6\% |
| 1,852 | 10.7\% | -535 | -22.4\% | -394 | -17.5\% |
| 8,262 | 47.6\% | -804 | -8.9\% | -1,066 | -11.4\% |
| 1,107 | 6.4\% | -595 | -35.0\% | -441 | -28.5\% |
| 17,355 | 100.0\% | -1,511 | -8.0\% | -2,978 | -14.6\% |


| 9. Sales Revenue by Geographic Segment (Unit: Yen in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY3/2020 |  |  |  |  |  |  |  |  |  | $\begin{gathered} \mathrm{FY} 3 / 2021 \\ \mathrm{Q} 1 \end{gathered}$ |  | Change compared with |  |  |  |
|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full year |  |  |  | Q1 of FY3/2020 |  | Q4 of FY3/2020 |  |
|  | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \%* | Amount | \% | Amount | \% |
| Japan | 143,353 | 37.3\% | 154,751 | 37.4\% | 144,544 | 36.3\% | 155,465 | 38.7\% | 598,113 | 37.4\% | 122,807 | 38.7\% | -20,546 | -14.3\% | -32,658 | -21.0\% |
| Asia | 86,277 | 22.4\% | 93,964 | 22.7\% | 97,155 | 24.4\% | 81,550 | 20.3\% | 358,946 | 22.4\% | 79,615 | 25.1\% | -6,662 | -7.7\% | -1,935 | -2.4\% |
| United States of America | 63,643 | 16.5\% | 75,288 | 18.2\% | 68,872 | 17.3\% | 68,199 | 17.0\% | 276,002 | 17.3\% | 56,190 | 17.7\% | -7,453 | -11.7\% | -12,009 | -17.6\% |
| Europe | 76,711 | 19.9\% | 75,204 | 18.2\% | 72,938 | 18.3\% | 81,473 | 20.3\% | 306,326 | 19.2\% | 50,462 | 15.9\% | -26,249 | -34.2\% | -31,011 | -38.1\% |
| Others | 14,953 | 3.9\% | 14,906 | 3.5\% | 14,326 | 3.7\% | 15,481 | 3.7\% | 59,666 | 3.7\% | 8,020 | 2.6\% | -6,933 | -46.4\% | -7,461 | -48.2\% |
| Sales revenue | 384,937 | 100.0\% | 414,113 | 100.0\% | 397,835 | 100.0\% | 402,168 | 100.0\% | 1,599,053 | 100.0\% | 317,094 | 100.0\% | -67,843 | -17.6\% | -85,074 | -21.2\% |

10. Number of employees

|  | FY3/2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 |
| Total | 77,817 | 76,786 | 76,411 | 75,505 |
| Japan | 26,222 | 26,198 | 26,085 | 26,225 |
| Outside Japan | 51,595 | 50,588 | 50,326 | 49,280 |

(As of the end of each quarter)

| $\mathrm{FY} 3 / 2021$ |
| ---: |
| Q1 |
| 77,036 |
| 26,903 |
| 50,133 |

On April 1, 2020, a domestic subsidiary Kyocera Communication Systems Co., Ltd., which is included in "Communications Group", absorbed and merged wit
was included in "Life \& Environment Group." As a result, reporting segment information in $\mathrm{FY} 3 / 2020$ are presented in the reporting segment after the merger.

