

Quarterly Trends of Financial Results

1. Financial Results

(Unit: Yen in millions)

	FY3/2015										FY3/2016		Change compared with				
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 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	%	Amount	%	
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	1,526,536	100.0%	339,247	100.0%	4,533	1.4%	-85,597	-20.1%	
Profit from operations	18,782	5.6%	35,969	9.5%	35,471	9.2%	3,206	0.8%	93,428	6.1%	32,583	9.6%	13,801	73.5%	29,377	916.3%	
Income before income taxes	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	121,862	8.0%	47,010	13.9%	16,330	53.2%	39,815	553.4%	
Net income attributable to shareholders of Kyocera Corporation	19,467	5.8%	24,182	6.4%	30,322	7.8%	41,904	9.9%	115,875	7.6%	31,575	9.3%	12,108	62.2%	-10,329	-24.6%	
Average exchange rate	US\$	¥102		¥104		¥115		¥119		¥110		¥121					
	Euro	¥140		¥138		¥143		¥134		¥139		¥134					

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2015										FY3/2016		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 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	%	Amount	%
Japan	137,474	41.1%	157,930	41.6%	151,896	39.2%	196,277	46.2%	643,577	42.2%	125,029	36.8%	-12,445	-9.1%	-71,248	-36.3%
Asia	66,221	19.8%	76,067	20.0%	81,802	21.1%	77,188	18.2%	301,278	19.7%	79,597	23.5%	13,376	20.2%	2,409	3.1%
Europe	63,299	18.9%	65,772	17.3%	66,923	17.3%	69,329	16.3%	265,323	17.4%	60,376	17.8%	-2,923	-4.6%	-8,953	-12.9%
United States of America	52,103	15.6%	62,953	16.6%	67,410	17.4%	65,679	15.5%	248,145	16.2%	58,748	17.3%	6,645	12.8%	-6,931	-10.6%
Others	15,617	4.6%	16,893	4.5%	19,332	5.0%	16,371	3.8%	68,213	4.5%	15,497	4.6%	-120	-0.8%	-874	-5.3%
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	1,526,536	100.0%	339,247	100.0%	4,533	1.4%	-85,597	-20.1%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2015										FY3/2016		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 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	%	Amount	%
Capital expenditures	14,984	4.5%	15,486	4.1%	11,346	2.9%	14,854	3.5%	56,670	3.7%	16,014	4.7%	1,030	6.9%	1,160	7.8%
Depreciation	13,562	4.1%	14,857	3.9%	16,445	4.2%	17,549	4.1%	62,413	4.1%	14,535	4.3%	973	7.2%	-3,014	-17.2%
R&D expenses	13,050	3.9%	13,430	3.5%	13,938	3.6%	14,867	3.5%	55,285	3.6%	14,386	4.2%	1,336	10.2%	-481	-3.2%

4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2015										FY3/2016		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 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	%	Amount	%
Fine Ceramic Parts Group	20,852	6.2%	22,372	5.9%	22,904	5.9%	24,566	5.8%	90,694	5.9%	22,901	6.7%	2,049	9.8%	-1,665	-6.8%
Semiconductor Parts Group	48,464	14.5%	53,709	14.2%	57,388	14.8%	58,318	13.7%	217,879	14.3%	55,251	16.3%	6,787	14.0%	-3,067	-5.3%
Applied Ceramic Products Group	53,809	16.1%	70,905	18.7%	64,619	16.7%	88,296	20.8%	277,629	18.2%	52,514	15.5%	-1,295	-2.4%	-35,782	-40.5%
Electronic Device Group	66,187	19.8%	72,656	19.1%	74,207	19.2%	71,095	16.8%	284,145	18.6%	70,533	20.8%	4,346	6.6%	-562	-0.8%
Components Business	189,312	56.6%	219,642	57.9%	219,118	56.6%	242,275	57.1%	870,347	57.0%	201,199	59.3%	11,887	6.3%	-41,076	-17.0%
Telecommunications Equipment Group	38,515	11.5%	53,040	14.0%	54,791	14.2%	57,944	13.6%	204,290	13.4%	28,681	8.4%	-9,834	-25.5%	-29,263	-50.5%
Information Equipment Group	77,482	23.2%	80,166	21.1%	84,096	21.7%	90,852	21.4%	332,596	21.8%	79,651	23.5%	2,169	2.8%	-11,201	-12.3%
Equipment Business	115,997	34.7%	133,206	35.1%	138,887	35.9%	148,796	35.0%	536,886	35.2%	108,332	31.9%	-7,665	-6.6%	-40,464	-27.2%
Others	41,614	12.4%	41,843	11.0%	39,719	10.2%	49,749	11.7%	172,925	11.3%	39,814	11.8%	-1,800	-4.3%	-9,935	-20.0%
Adjustments and eliminations	-12,209	-3.7%	-15,076	-4.0%	-10,361	-2.7%	-15,976	-3.8%	-53,622	-3.5%	-10,098	-3.0%	2,111	—	5,878	—
Net sales	334,714	100.0%	379,615	100.0%	387,363	100.0%	424,844	100.0%	1,526,536	100.0%	339,247	100.0%	4,533	1.4%	-85,597	-20.1%

(Unit: Yen in millions)

Operating Profit	FY3/2015										FY3/2016		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 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	%	Amount	%
Fine Ceramic Parts Group	3,355	16.1%	3,654	16.3%	4,158	18.2%	4,967	20.2%	16,134	17.8%	4,199	18.3%	844	25.2%	-768	-15.5%
Semiconductor Parts Group	5,655	11.7%	9,000	16.8%	9,962	17.4%	9,354	16.0%	33,971	15.6%	8,395	15.2%	2,740	48.5%	-959	-10.3%
Applied Ceramic Products Group	2,820	5.2%	2,956	4.2%	3,794	5.9%	-6,411	—	3,159	1.1%	3,581	6.8%	761	27.0%	9,992	—
Electronic Device Group	7,664	11.6%	9,020	12.4%	11,597	15.6%	6,091	8.6%	34,372	12.1%	9,446	13.4%	1,782	23.3%	3,355	55.1%
Components Business	19,494	10.3%	24,630	11.2%	29,511	13.5%	14,001	5.8%	87,636	10.1%	25,621	12.7%	6,127	31.4%	11,620	83.0%
Telecommunications Equipment Group	-3,584	—	2,326	4.4%	-1,965	—	-16,989	—	-20,212	—	-6,142	—	-2,558	—	10,847	—
Information Equipment Group	7,603	9.8%	9,604	12.0%	8,225	9.8%	9,137	10.1%	34,569	10.4%	6,410	8.0%	-1,193	-15.7%	-2,727	-29.8%
Equipment Business	4,019	3.5%	11,930	9.0%	6,260	4.5%	-7,852	—	14,357	2.7%	268	0.2%	-3,751	-93.3%	8,120	—
Others	642	1.5%	1,852	4.4%	1,601	4.0%	2,753	5.5%	6,848	4.0%	11,402	28.6%	10,760	—	8,649	314.2%
Operating profit	24,155	7.2%	38,412	10.1%	37,372	9.6%	8,902	2.1%	108,841	7.1%	37,291	11.0%	13,136	54.4%	28,389	318.9%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,718	—	-609	—	9,124	—	-1,489	—	13,744	—	10,168	—	3,450	51.4%	11,657	—
Adjustments and eliminations	-193	—	-365	—	53	—	-218	—	-723	—	-449	—	-256	—	-231	—
Income before income taxes	30,680	9.2%	37,438	9.9%	46,549	12.0%	7,195	1.7%	121,862	8.0%	47,010	13.9%	16,330	53.2%	39,815	553.4%

5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2015										FY3/2016		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2015		Q4 of FY3/2015	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Fine Ceramic Parts Group	21,106	5.9%	22,329	5.5%	23,130	5.7%	23,545	6.0%	90,110	5.8%	23,581	6.8%	2,475	11.7%	36	0.2%
Semiconductor Parts Group	50,149	14.0%	56,257	14.0%	56,709	13.8%	58,172	14.8%	221,287	14.1%	55,666	16.0%	5,517	11.0%	-2,506	-4.3%
Applied Ceramic Products Group	64,109	17.9%	82,095	20.4%	77,491	18.9%	74,764	19.0%	298,459	19.1%	58,575	16.9%	-5,534	-8.6%	-16,189	-21.7%
Electronic Device Group	70,757	19.8%	71,726	17.8%	74,020	18.1%	69,800	17.7%	286,303	18.3%	71,706	20.6%	949	1.3%	1,906	2.7%
Components Business	206,121	57.6%	232,407	57.7%	231,350	56.5%	226,281	57.5%	896,159	57.3%	209,528	60.3%	3,407	1.7%	-16,753	-7.4%
Telecommunications Equipment Group	44,707	12.5%	59,015	14.7%	57,625	14.1%	45,072	11.4%	206,419	13.2%	32,207	9.3%	-12,500	-28.0%	-12,865	-28.5%
Information Equipment Group	77,379	21.6%	80,337	19.9%	83,936	20.5%	90,585	23.0%	332,237	21.2%	79,637	22.9%	2,258	2.9%	-10,948	-12.1%
Equipment Business	122,086	34.1%	139,352	34.6%	141,561	34.5%	135,657	34.4%	538,656	34.4%	111,844	32.2%	-10,242	-8.4%	-23,813	-17.6%
Others	40,168	11.2%	44,849	11.1%	51,214	12.5%	44,468	11.3%	180,699	11.6%	34,492	9.9%	-5,676	-14.1%	-9,976	-22.4%
Adjustments and eliminations	-10,288	-2.9%	-13,744	-3.4%	-14,362	-3.5%	-12,609	-3.2%	-51,003	-3.3%	-8,166	-2.4%	2,122	—	4,443	—
Total	358,087	100.0%	402,864	100.0%	409,763	100.0%	393,797	100.0%	1,564,511	100.0%	347,698	100.0%	-10,389	-2.9%	-46,099	-11.7%

6. Number of Employees

(As of the end of each quarter)

	FY3/2015				FY3/2016
	Q1	Q2	Q3	Q4	Q1
Total	69,628	69,072	69,319	68,185	68,162
Japan	26,285	26,036	25,920	25,935	25,932
Outside Japan	43,343	43,036	43,399	42,250	42,230