

## 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		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	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%	383,330	100.0%	370,453	100.0%	-16,910	-4.4%	-12,877	-3.4%
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%	29,366	7.7%	4,071	1.1%	-31,400	-88.5%	-25,295	-86.1%
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%	30,990	8.1%	19,390	5.2%	-27,159	-58.3%	-11,600	-37.4%
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%	19,217	5.0%	8,712	2.4%	-21,610	-71.3%	-10,505	-54.7%
Average exchange rate (yen)	US\$	¥102	¥104	¥115	¥119	¥110					¥121	¥122	¥122							
	Euro	¥140	¥138	¥143	¥134	¥139					¥134	¥136	¥133							

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2015										FY3/2016						Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	137,474	41.1%	157,930	41.6%	151,896	39.2%	196,277	46.2%	643,577	42.2%	125,029	36.8%	155,674	40.6%	151,737	41.0%	-159	-0.1%	-3,937	-2.5%
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%	80,814	21.1%	77,042	20.8%	-4,760	-5.8%	-3,772	-4.7%
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%	68,734	17.9%	64,222	17.3%	-3,188	-4.7%	-4,512	-6.6%
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%	62,485	16.3%	62,689	16.9%	-4,234	-6.3%	204	0.3%
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%	15,623	4.1%	14,763	4.0%	-4,569	-23.6%	-860	-5.5%
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%	383,330	100.0%	370,453	100.0%	-16,910	-4.4%	-12,877	-3.4%

### 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		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	14,984	4.5%	15,486	4.1%	11,346	2.9%	14,854	3.5%	56,670	3.7%	16,014	4.7%	18,601	4.9%	16,276	4.4%	4,930	43.5%	-2,325	-12.5%
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%	15,938	4.2%	17,251	4.7%	806	4.9%	1,313	8.2%
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%	14,716	3.8%	14,976	4.0%	1,038	7.4%	260	1.8%

#### 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		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	%
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%	24,044	6.3%	23,397	6.3%	493	2.2%	-647	-2.7%
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%	55,975	14.6%	53,806	14.5%	-3,582	-6.2%	-2,169	-3.9%
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%	61,122	15.9%	64,127	17.3%	-492	-0.8%	3,005	4.9%
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%	75,678	19.7%	73,569	19.9%	-638	-0.9%	-2,109	-2.8%
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%	216,819	56.5%	214,899	58.0%	-4,219	-1.9%	-1,920	-0.9%
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%	50,016	13.1%	45,481	12.3%	-9,310	-17.0%	-4,535	-9.1%
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%	82,860	21.6%	82,864	22.4%	-1,232	-1.5%	4	0.0%
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%	132,876	34.7%	128,345	34.7%	-10,542	-7.6%	-4,531	-3.4%
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%	44,886	11.7%	37,908	10.2%	-1,811	-4.6%	-6,978	-15.5%
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%	-11,251	-2.9%	-10,699	-2.9%	-338	—	552	—
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%	383,330	100.0%	370,453	100.0%	-16,910	-4.4%	-12,877	-3.4%

(Unit: Yen in millions)

Operating Profit	FY3/2015										FY3/2016						Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	%
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%	4,068	16.9%	3,593	15.4%	-565	-13.6%	-475	-11.7%
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%	8,231	14.7%	7,488	13.9%	-2,474	-24.8%	-743	-9.0%
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%	4,442	7.3%	4,475	7.0%	681	17.9%	33	0.7%
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%	8,965	11.8%	-14,627	—	-26,224	—	-23,592	—
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%	25,706	11.9%	929	0.4%	-28,582	-96.9%	-24,777	-96.4%
Telecommunications Equipment Group	-3,584	—	2,326	4.4%	-1,965	—	-16,989	—	-20,212	—	-6,142	—	521	1.0%	1,676	3.7%	3,641	—	1,155	221.7%
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%	5,629	6.8%	5,445	6.6%	-2,780	-33.8%	-184	-3.3%
Equipment Business	4,019	3.5%	11,930	9.0%	6,260	4.5%	-7,852	—	14,357	2.7%	268	0.2%	6,150	4.6%	7,121	5.5%	861	13.8%	971	15.8%
Others	642	1.5%	1,852	4.4%	1,601	4.0%	2,753	5.5%	6,848	4.0%	11,402	28.6%	-140	—	72	0.2%	-1,529	-95.5%	212	—
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%	31,716	8.3%	8,122	2.2%	-29,250	-78.3%	-23,594	-74.4%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,718	—	-609	—	9,124	—	-1,489	—	13,744	—	10,168	—	-1,266	—	11,348	—	2,224	—	12,614	—
Adjustments and eliminations	-193	—	-365	—	53	—	-218	—	-723	—	-449	—	540	—	-80	—	-133	—	-620	—
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%	30,990	8.1%	19,390	5.2%	-27,159	-58.3%	-11,600	-37.4%

**5. Orders by Reporting Segment**

(Unit: Yen in millions)

Orders	FY3/2015										FY3/2016						Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q3 of FY3/2015		Q2 of FY3/2016	
	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	%
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%	24,670	6.3%	23,098	6.2%	-32	-0.1%	-1,572	-6.4%
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%	54,364	13.9%	51,769	13.8%	-4,940	-8.7%	-2,595	-4.8%
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%	64,506	16.6%	66,161	17.7%	-11,330	-14.6%	1,655	2.6%
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%	77,393	19.9%	75,385	20.1%	1,365	1.8%	-2,008	-2.6%
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%	220,933	56.7%	216,413	57.8%	-14,937	-6.5%	-4,520	-2.0%
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%	55,895	14.4%	47,344	12.6%	-10,281	-17.8%	-8,551	-15.3%
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%	82,784	21.2%	82,802	22.1%	-1,134	-1.4%	18	0.0%
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%	138,679	35.6%	130,146	34.7%	-11,415	-8.1%	-8,533	-6.2%
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%	43,847	11.2%	40,976	10.9%	-10,238	-20.0%	-2,871	-6.5%
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%	-13,556	-3.5%	-12,761	-3.4%	1,601	—	795	—
<b>Total</b>	<b>358,087</b>	<b>100.0%</b>	<b>402,864</b>	<b>100.0%</b>	<b>409,763</b>	<b>100.0%</b>	<b>393,797</b>	<b>100.0%</b>	<b>1,564,511</b>	<b>100.0%</b>	<b>347,698</b>	<b>100.0%</b>	<b>389,903</b>	<b>100.0%</b>	<b>374,774</b>	<b>100.0%</b>	<b>-34,989</b>	<b>-8.5%</b>	<b>-15,129</b>	<b>-3.9%</b>

**6. Number of Employees**

(As of the end of each quarter)

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

	FY3/2016		
	Q1	Q2	Q3
Total	68,162	69,050	69,073
Japan	25,932	26,080	25,984
Outside Japan	42,230	42,970	43,089