

## 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		Q2 of FY3/2015		Q1 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	%	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%	3,715	1.0%	44,083	13.0%
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%	-6,603	-18.4%	-3,217	-9.9%
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%	-6,448	-17.2%	-16,020	-34.1%
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%	-4,965	-20.5%	-12,358	-39.1%
Average exchange rate (yen)	US\$		¥102		¥104		¥115		¥119		¥121		¥122					
	Euro		¥140		¥138		¥143		¥134		¥134		¥136					

### 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		Q2 of FY3/2015		Q1 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	%	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%	-2,256	-1.4%	30,645	24.5%
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%	4,747	6.2%	1,217	1.5%
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%	5,781	9.2%	9,986	17.0%
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%	-3,287	-5.0%	2,109	3.5%
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%	-1,270	-7.5%	126	0.8%
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%	3,715	1.0%	44,083	13.0%

### 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		Q2 of FY3/2015		Q1 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	%	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%	3,115	20.1%	2,587	16.2%
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%	1,081	7.3%	1,403	9.7%
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%	1,286	9.6%	330	2.3%

#### 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		Q2 of FY3/2015		Q1 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	%	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%	1,672	7.5%	1,143	5.0%
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%	2,266	4.2%	724	1.3%
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%	61,122	15.9%	-9,783	-13.8%	8,608	16.4%
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%	3,022	4.2%	5,145	7.3%
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%	-2,823	-1.3%	15,620	7.8%
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%	-3,024	-5.7%	21,335	74.4%
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%	2,694	3.4%	3,209	4.0%
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%	-330	-0.2%	24,544	22.7%
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%	3,043	7.3%	5,072	12.7%
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%	3,825	—	-1,153	—
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%	3,715	1.0%	44,083	13.0%

(Unit: Yen in millions)

Operating Profit	FY3/2015										FY3/2016				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2015		Q1 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	%	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%	414	11.3%	-131	-3.1%
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%	-769	-8.5%	-164	-2.0%
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%	1,486	50.3%	861	24.0%
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%	-55	-0.6%	-481	-5.1%
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%	25,706	11.9%	1,076	4.4%	85	0.3%
Telecommunications Equipment Group	-3,584	—	2,326	4.4%	-1,965	—	-16,989	—	-20,212	—	-6,142	—	521	1.0%	-1,805	-77.6%	6,663	—
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%	-3,975	-41.4%	-781	-12.2%
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%	-5,780	-48.4%	5,882	—
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	—	-1,992	—	-11,542	—
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%	-6,696	-17.4%	-5,575	-14.9%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,718	—	-609	—	9,124	—	-1,489	—	13,744	—	10,168	—	-1,266	—	-657	—	-11,434	—
Adjustments and eliminations	-193	—	-365	—	53	—	-218	—	-723	—	-449	—	540	—	905	—	989	—
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%	-6,448	-17.2%	-16,020	-34.1%

## 5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2015										FY3/2016				Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q2 of FY3/2015		Q1 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	%	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%	2,341	10.5%	1,089	4.6%
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%	-1,893	-3.4%	-1,302	-2.3%
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%	64,506	16.6%	-17,589	-21.4%	5,931	10.1%
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%	5,667	7.9%	5,687	7.9%
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%	-11,474	-4.9%	11,405	5.4%
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%	55,895	14.4%	-3,120	-5.3%	23,688	73.5%
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%	82,784	21.2%	2,447	3.0%	3,147	4.0%
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%	-673	-0.5%	26,835	24.0%
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%	-1,002	-2.2%	9,355	27.1%
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%	188	—	-5,390	—
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%	389,903	100.0%	-12,961	-3.2%	42,205	12.1%

## 6. Number of Employees

	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

(As of the end of each quarter)

FY3/2016	
Q1	Q2
68,162	69,050
25,932	26,080
42,230	42,970