

Quarterly Trends of Financial Results

1. Financial Results

(Unit: Yen in millions)

	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	297,726	100.0%	310,705	100.0%	318,093	100.0%	353,530	100.0%	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	22,451	6.4%	4,256	1.1%
Profit from operations	-2,002	-0.7%	27,893	9.0%	25,343	8.0%	25,692	7.3%	25,398	7.7%	32,805	8.9%	31,493	8.5%	30,886	8.2%	5,194	20.2%	-607	-1.9%
Income before income taxes	4,727	1.6%	31,005	10.0%	33,150	10.4%	32,481	9.2%	34,813	10.5%	34,240	9.3%	41,291	11.1%	35,924	9.6%	3,443	10.6%	-5,367	-13.0%
Net income attributable to shareholders of Kyocera Corporation	6,570	2.2%	18,801	6.1%	19,599	6.2%	21,503	6.1%	22,651	6.8%	20,279	5.5%	26,434	7.1%	19,392	5.2%	-2,111	-9.8%	-7,042	-26.6%
Average exchange rate	US\$	¥80	¥79	¥81	¥92	¥99	¥99	¥100	¥103	¥129	¥131	¥137	¥141							
	Euro	¥103	¥98	¥105	¥122															

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	133,111	44.7%	141,737	45.6%	138,467	43.5%	160,887	45.5%	139,118	41.9%	160,312	43.6%	169,769	45.7%	174,224	46.3%	13,337	8.3%	4,455	2.6%
Asia	55,527	18.7%	57,208	18.4%	59,288	18.6%	63,497	18.0%	68,243	20.6%	70,958	19.3%	69,271	18.6%	66,040	17.6%	2,543	4.0%	-3,231	-4.7%
Europe	47,166	15.8%	46,060	14.8%	48,637	15.3%	57,005	16.1%	56,282	17.0%	57,837	15.7%	63,358	17.1%	70,223	18.7%	13,218	23.2%	6,865	10.8%
United States of America	49,498	16.6%	51,226	16.5%	57,259	18.0%	57,049	16.1%	52,189	15.7%	61,681	16.7%	54,046	14.5%	49,314	13.1%	-7,735	-13.6%	-4,732	-8.8%
Others	12,424	4.2%	14,474	4.7%	14,442	4.6%	15,092	4.3%	15,823	4.8%	17,220	4.7%	15,281	4.1%	16,180	4.3%	1,088	7.2%	899	5.9%
Net sales	297,726	100.0%	310,705	100.0%	318,093	100.0%	353,530	100.0%	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	22,451	6.4%	4,256	1.1%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	13,191	4.4%	13,335	4.3%	14,181	4.5%	15,981	4.5%	15,228	4.6%	13,379	3.6%	11,251	3.0%	16,753	4.5%	772	4.8%	5,502	48.9%
Depreciation	13,849	4.7%	14,835	4.8%	16,438	5.2%	17,997	5.1%	14,274	4.3%	15,599	4.2%	17,255	4.6%	18,632	5.0%	635	3.5%	1,377	8.0%
R&D expenses	11,745	3.9%	12,121	3.9%	11,749	3.7%	11,904	3.4%	12,193	3.7%	11,987	3.3%	12,194	3.3%	12,456	3.3%	552	4.6%	262	2.1%

4. Sales and Profit by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	19,069	6.4%	19,330	6.2%	18,538	5.8%	17,915	5.1%	18,716	5.7%	19,471	5.3%	20,742	5.6%	21,091	5.6%	3,176	17.7%	349	1.7%
Semiconductor Parts Group	38,400	12.9%	44,083	14.2%	44,879	14.1%	39,879	11.3%	41,474	12.5%	45,589	12.4%	52,459	14.1%	48,369	12.9%	8,490	21.3%	-4,090	-7.8%
Applied Ceramic Products Group	42,600	14.3%	42,824	13.8%	51,302	16.1%	74,713	21.1%	61,496	18.5%	66,019	17.9%	68,339	18.4%	76,941	20.4%	2,228	3.0%	8,602	12.6%
Electronic Device Group	69,891	23.5%	70,924	22.8%	66,986	21.1%	63,769	18.0%	73,315	22.1%	74,136	20.2%	68,844	18.5%	68,027	18.1%	4,258	6.7%	-817	-1.2%
Components Business	169,960	57.1%	177,161	57.0%	181,705	57.1%	196,276	55.5%	195,001	58.8%	205,215	55.8%	210,384	56.6%	214,428	57.0%	18,152	9.2%	4,044	1.9%
Telecommunications Equipment Group	41,521	14.0%	42,812	13.8%	43,027	13.5%	49,954	14.1%	38,512	11.6%	58,045	15.8%	51,221	13.8%	38,971	10.4%	-10,983	-22.0%	-12,250	-23.9%
Information Equipment Group	58,483	19.6%	58,304	18.8%	61,658	19.4%	72,089	20.4%	70,713	21.3%	73,812	20.0%	77,025	20.7%	86,298	22.9%	14,209	19.7%	9,273	12.0%
Equipment Business	100,004	33.6%	101,116	32.6%	104,685	32.9%	122,043	34.5%	109,225	32.9%	131,857	35.8%	128,246	34.5%	125,269	33.3%	3,226	2.6%	-2,977	-2.3%
Others	34,689	11.6%	40,172	12.9%	40,148	12.6%	44,893	12.7%	38,061	11.5%	41,652	11.3%	43,464	11.7%	49,960	13.3%	5,067	11.3%	6,496	14.9%
Adjustments and eliminations	-6,927	-2.3%	-7,744	-2.5%	-8,445	-2.6%	-9,682	-2.7%	-10,632	-3.2%	-10,716	-2.9%	-10,369	-2.8%	-13,676	-3.6%	-3,994	—	-3,307	—
Net sales	297,726	100.0%	310,705	100.0%	318,093	100.0%	353,530	100.0%	331,655	100.0%	368,008	100.0%	371,725	100.0%	375,981	100.0%	22,451	6.4%	4,256	1.1%

(Unit: Yen in millions)

Operating Profit	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	2,334	12.2%	2,201	11.4%	1,894	10.2%	1,185	6.6%	2,903	15.5%	2,859	14.7%	2,722	13.1%	3,352	15.9%	2,167	182.9%	630	23.1%
Semiconductor Parts Group	5,705	14.9%	8,157	18.5%	8,986	20.0%	7,531	18.9%	7,923	19.1%	8,118	17.8%	8,915	17.0%	6,933	14.3%	-598	-7.9%	-1,982	-22.2%
Applied Ceramic Products Group	1,483	3.5%	3,805	8.9%	4,618	9.0%	8,018	10.7%	8,041	13.1%	6,793	10.3%	7,982	11.7%	10,685	13.9%	2,667	33.3%	2,703	33.9%
Electronic Device Group	-17,503	—	5,624	7.9%	4,656	7.0%	3,209	5.0%	6,170	8.4%	8,492	11.5%	6,578	9.6%	-80	—	-3,289	—	-6,658	—
Components Business	-7,981	—	19,787	11.2%	20,154	11.1%	19,943	10.2%	25,037	12.8%	26,262	12.8%	26,197	12.5%	20,890	9.7%	947	4.7%	-5,307	-20.3%
Telecommunications Equipment Group	-206	—	1,007	2.4%	870	2.0%	-331	—	-1,406	—	1,672	2.9%	1,604	3.1%	-433	—	-102	—	-2,037	—
Information Equipment Group	5,702	9.7%	5,404	9.3%	4,646	7.5%	5,998	8.3%	6,067	8.6%	4,382	5.9%	6,663	8.7%	11,081	12.8%	5,083	84.7%	4,418	66.3%
Equipment Business	5,496	5.5%	6,411	6.3%	5,516	5.3%	5,667	4.6%	4,661	4.3%	6,054	4.6%	8,267	6.4%	10,648	8.5%	4,981	87.9%	2,381	28.8%
Others	1,244	3.6%	3,101	7.7%	2,975	7.4%	3,222	7.2%	752	2.0%	1,249	3.0%	1,478	3.4%	2,797	5.6%	-425	-13.2%	1,319	89.2%
Operating profit	-1,241	—	29,299	9.4%	28,645	9.0%	28,832	8.2%	30,450	9.2%	33,565	9.1%	35,942	9.7%	34,335	9.1%	5,503	19.1%	-1,607	-4.5%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,030	—	2,106	—	5,214	—	3,898	—	4,645	—	725	—	5,491	—	1,028	—	-2,870	-73.6%	-4,463	-81.2%
Adjustments and eliminations	-62	—	-400	—	-709	—	-249	—	-282	—	-50	—	-142	—	561	—	810	—	703	—
Income before income taxes	4,727	1.6%	31,005	10.0%	33,150	10.4%	32,481	9.2%	34,813	10.5%	34,240	9.3%	41,291	11.1%	35,924	9.6%	3,443	10.6%	-5,367	-13.0%

5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2013								FY3/2014								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2013		Q3 of FY3/2014	
	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	19,650	6.3%	19,300	5.7%	18,197	5.5%	17,081	5.1%	19,447	5.6%	19,911	5.3%	20,304	5.5%	19,870	5.4%	2,789	16.3%	-434	-2.1%
Semiconductor Parts Group	41,201	13.1%	46,177	13.8%	40,404	12.2%	38,676	11.6%	43,751	12.6%	45,642	12.2%	50,142	13.6%	46,472	12.6%	7,796	20.2%	-3,670	-7.3%
Applied Ceramic Products Group	43,421	13.9%	60,982	18.2%	67,556	20.4%	61,085	18.3%	66,517	19.2%	70,415	18.7%	67,796	18.5%	67,495	18.4%	6,410	10.5%	-301	-0.4%
Electronic Device Group	72,989	23.3%	70,909	21.2%	65,434	19.8%	65,508	19.6%	75,877	21.9%	72,952	19.4%	69,507	18.9%	69,929	19.0%	4,421	6.7%	422	0.6%
Components Business	177,261	56.6%	197,368	58.9%	191,591	57.9%	182,350	54.6%	205,592	59.3%	208,920	55.6%	207,749	56.5%	203,766	55.4%	21,416	11.7%	-3,983	-1.9%
Telecommunications Equipment Group	45,234	14.4%	46,895	14.0%	46,329	14.0%	42,748	12.8%	42,312	12.2%	62,138	16.6%	51,017	13.9%	43,548	11.8%	800	1.9%	-7,469	-14.6%
Information Equipment Group	58,471	18.7%	58,341	17.4%	61,469	18.6%	72,263	21.6%	71,275	20.6%	73,785	19.6%	76,960	20.9%	86,205	23.5%	13,942	19.3%	9,245	12.0%
Equipment Business	103,705	33.1%	105,236	31.4%	107,798	32.6%	115,011	34.4%	113,587	32.8%	135,923	36.2%	127,977	34.8%	129,753	35.3%	14,742	12.8%	1,776	1.4%
Others	38,625	12.3%	40,597	12.1%	40,590	12.2%	47,970	14.3%	38,056	11.0%	43,468	11.6%	43,688	11.9%	46,280	12.6%	-1,690	-3.5%	2,592	5.9%
Adjustments and eliminations	-6,471	-2.0%	-8,188	-2.4%	-8,997	-2.7%	-11,018	-3.3%	-10,635	-3.1%	-12,557	-3.4%	-11,809	-3.2%	-12,139	-3.3%	-1,121	—	-330	—
Total	313,120	100.0%	335,013	100.0%	330,982	100.0%	334,313	100.0%	346,600	100.0%	375,754	100.0%	367,605	100.0%	367,660	100.0%	33,347	10.0%	55	0.0%

6. Number of Employees

(As of the end of each quarter)

	FY3/2013				FY3/2014			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	72,121	73,101	71,535	71,645	71,209	70,466	71,077	69,789
Japan	25,525	25,423	25,438	25,809	25,652	25,610	26,260	26,267
Outside Japan	46,596	47,678	46,097	45,836	45,557	44,856	44,817	43,522