

Quarterly Trends of Financial Results

1. Consolidated Financial Results

(Unit: Yen in millions)

		FY3/2012										FY3/2013		Change compared with				FY3/2013 Forecast		Change compared with FY3/2012	
		Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012		FY3/2013 Forecast		Change compared with FY3/2012	
		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	%	Amount	% of net sales	Amount	%
Net sales		305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	1,190,870	100.0%	297,726	100.0%	-7,505	-2.5%	-7,755	-2.5%	1,370,000	100.0%	179,130	15.0%
Profit from operations		33,313	10.9%	34,450	11.5%	20,610	7.3%	9,302	3.0%	97,675	8.2%	-2,002	-0.7%	-35,315	-	-11,304	-	118,700	8.7%	21,025	21.5%
Income before income taxes		39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	114,893	9.6%	4,727	1.6%	-35,195	-88.2%	-7,562	-61.5%	129,900	9.5%	15,007	13.1%
Net income attributable to shareholders of Kyocera Corporation		24,804	8.1%	21,964	7.3%	25,342	9.0%	7,247	2.4%	79,357	6.7%	6,570	2.2%	-18,234	-73.5%	-677	-9.3%	86,400	6.3%	7,043	8.9%
Average exchange rate	US\$	¥82		¥78		¥77		¥79		¥79		¥80						¥79			
	Euro	¥117		¥110		¥104		¥104		¥109		¥103						¥97			

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2012										FY3/2013		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012	
	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	134,232	44.0%	141,725	47.4%	143,407	51.0%	139,980	45.8%	559,344	47.0%	133,111	44.7%	-1,121	-0.8%	-6,869	-4.9%
Asia	55,731	18.3%	53,730	18.0%	44,916	16.0%	51,092	16.7%	205,469	17.2%	55,527	18.7%	-204	-0.4%	4,435	8.7%
United States of America	46,750	15.3%	39,126	13.1%	32,985	11.7%	47,845	15.7%	166,706	14.0%	49,498	16.6%	2,748	5.9%	1,653	3.5%
Europe	53,271	17.4%	50,333	16.8%	47,645	17.0%	53,638	17.6%	204,887	17.2%	47,166	15.8%	-6,105	-11.5%	-6,472	-12.1%
Others	15,247	5.0%	14,123	4.7%	12,168	4.3%	12,926	4.2%	54,464	4.6%	12,424	4.2%	-2,823	-18.5%	-502	-3.9%
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	1,190,870	100.0%	297,726	100.0%	-7,505	-2.5%	-7,755	-2.5%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2012										FY3/2013		Change compared with				FY3/2013 Forecast		Change compared with FY3/2012	
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012		FY3/2013 Forecast		Change compared with FY3/2012	
	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	%	Amount	% of net sales	Amount	%
Capital expenditures	16,011	5.2%	18,513	6.2%	16,920	6.0%	14,964	4.9%	66,408	5.6%	13,191	4.4%	-2,820	-17.6%	-1,773	-11.8%	70,000	5.1%	3,592	5.4%
Depreciation	14,017	4.6%	14,981	5.0%	16,161	5.7%	17,215	5.6%	62,374	5.2%	13,849	4.7%	-168	-1.2%	-3,366	-19.6%	73,000	5.3%	10,626	17.0%
R&D expenses	11,939	3.9%	11,726	3.9%	11,453	4.1%	10,441	3.4%	45,559	3.8%	11,745	3.9%	-194	-1.6%	1,304	12.5%	55,000	4.0%	9,441	20.7%

4. Consolidated Results by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2012										FY3/2013						Change compared with FY3/2012			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012		FY3/2013 Forecast		Change compared with FY3/2012	
	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	%	Amount	% of net sales	Amount	%
Fine Ceramic Parts Group	20,515	6.7%	21,466	7.2%	19,365	6.9%	19,026	6.2%	80,372	6.7%	19,069	6.4%	-1,446	-7.0%	43	0.2%	90,000	6.6%	9,628	12.0%
Semiconductor Parts Group	40,775	13.3%	40,979	13.7%	35,979	12.8%	35,687	11.7%	153,420	12.9%	38,400	12.9%	-2,375	-5.8%	2,713	7.6%	180,000	13.1%	26,580	17.3%
Applied Ceramic Products Group	45,435	14.9%	45,277	15.1%	42,888	15.3%	46,184	15.1%	179,784	15.1%	42,600	14.3%	-2,835	-6.2%	-3,584	-7.8%	220,000	16.1%	40,216	22.4%
Electronic Device Group	59,417	19.5%	56,413	18.9%	49,530	17.6%	63,361	20.8%	228,721	19.2%	69,891	23.5%	10,474	17.6%	6,530	10.3%	310,000	22.6%	81,279	35.5%
Components Business	166,142	54.4%	164,135	54.9%	147,762	52.6%	164,258	53.8%	642,297	53.9%	169,960	57.1%	3,818	2.3%	5,702	3.5%	800,000	58.4%	157,703	24.6%
Telecommunications Equipment Group	48,949	16.1%	41,075	13.7%	46,544	16.6%	42,101	13.8%	178,669	15.0%	41,521	14.0%	-7,428	-15.2%	-580	-1.4%	180,000	13.1%	1,331	0.7%
Information Equipment Group	60,190	19.7%	61,000	20.4%	57,777	20.5%	64,490	21.1%	243,457	20.4%	58,483	19.6%	-1,707	-2.8%	-6,007	-9.3%	259,000	18.9%	15,543	6.4%
Equipment Business	109,139	35.8%	102,075	34.1%	104,321	37.1%	106,591	34.9%	422,126	35.4%	100,004	33.6%	-9,135	-8.4%	-6,587	-6.2%	439,000	32.0%	16,874	4.0%
Others	36,269	11.9%	39,917	13.4%	35,079	12.5%	40,722	13.3%	151,987	12.8%	34,689	11.6%	-1,580	-4.4%	-6,033	-14.8%	160,000	11.7%	8,013	5.3%
Adjustments and eliminations	-6,319	-2.1%	-7,090	-2.4%	-6,041	-2.2%	-6,090	-2.0%	-25,540	-2.1%	-6,927	-2.3%	-608	-	-837	-	-29,000	-2.1%	-3,460	-
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	1,190,870	100.0%	297,726	100.0%	-7,505	-2.5%	-7,755	-2.5%	1,370,000	100.0%	179,130	15.0%

Operating Profit	FY3/2012										FY3/2013						Change compared with FY3/2012			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012		FY3/2013 Forecast		Change compared with FY3/2012	
	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	%	Amount	% of net sales	Amount	%
Fine Ceramic Parts Group	3,452	16.8%	3,816	17.8%	2,350	12.1%	3,004	15.8%	12,622	15.7%	2,334	12.2%	-1,118	-32.4%	-670	-22.3%	14,100	15.7%	1,478	11.7%
Semiconductor Parts Group	9,305	22.8%	8,568	20.9%	4,421	12.3%	5,460	15.3%	27,754	18.1%	5,705	14.9%	-3,600	-38.7%	245	4.5%	32,600	18.1%	4,846	17.5%
Applied Ceramic Products Group	4,311	9.5%	2,045	4.5%	875	2.0%	-772	-	6,459	3.6%	1,483	3.5%	-2,828	-65.6%	2,255	-	17,000	7.7%	10,541	163.2%
Electronic Device Group	9,406	15.8%	8,217	14.6%	4,274	8.6%	-5,861	-	16,036	7.0%	-17,503	-	-26,909	-	-11,642	-	5,700	1.8%	-10,336	-64.5%
Components Business	26,474	15.9%	22,646	13.8%	11,920	8.1%	1,831	1.1%	62,871	9.8%	-7,981	-	-34,455	-	-9,812	-	69,400	8.7%	6,529	10.4%
Telecommunications Equipment Group	-741	-	1,067	2.6%	485	1.0%	658	1.6%	1,469	0.8%	-206	-	535	-	-864	-	9,000	5.0%	7,531	512.7%
Information Equipment Group	7,614	12.6%	8,214	13.5%	6,779	11.7%	6,844	10.6%	29,451	12.1%	5,702	9.7%	-1,912	-25.1%	-1,142	-16.7%	29,500	11.4%	49	0.2%
Equipment Business	6,873	6.3%	9,281	9.1%	7,264	7.0%	7,502	7.0%	30,920	7.3%	5,496	5.5%	-1,377	-20.0%	-2,006	-26.7%	38,500	8.8%	7,580	24.5%
Others	794	2.2%	2,701	6.8%	2,037	5.8%	2,522	6.2%	8,054	5.3%	1,244	3.6%	450	56.7%	-1,278	-50.7%	10,000	6.3%	1,946	24.2%
Operating profit	34,141	11.2%	34,628	11.6%	21,221	7.5%	11,855	3.9%	101,845	8.6%	-1,241	-	-35,382	-	-13,096	-	117,900	8.6%	16,055	15.8%
Corporate gains and Equity in earnings of affiliates and unconsolidated subsidiaries	5,950	-	1,409	-	6,035	-	446	-	13,840	-	6,030	-	80	1.3%	5,584	-	12,000	-	-1,048	-8.0%
Adjustments and eliminations	-169	-	-394	-	-217	-	-12	-	-792	-	-62	-	107	-	-50	-	129,900	9.5%	15,007	13.1%
Income before income taxes	39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	114,893	9.6%	4,727	1.6%	-35,195	-88.2%	-7,562	-61.5%				

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2012										FY3/2013		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2012		Q4 of FY3/2012	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Fine Ceramic Parts Group	21,543	6.9%	20,297	6.9%	18,687	6.6%	18,459	6.1%	78,986	6.7%	19,650	6.3%	-1,893	-8.8%	1,191	6.5%
Semiconductor Parts Group	43,203	13.8%	40,064	13.7%	33,563	12.0%	34,064	11.3%	150,894	12.7%	41,201	13.1%	-2,002	-4.6%	7,137	21.0%
Applied Ceramic Products Group	49,893	16.0%	44,127	15.1%	43,739	15.6%	49,527	16.4%	187,286	15.8%	43,421	13.9%	-6,472	-13.0%	-6,106	-12.3%
Electronic Device Group	61,659	19.8%	53,645	18.4%	46,402	16.5%	61,856	20.5%	223,562	18.8%	72,989	23.3%	11,330	18.4%	11,133	18.0%
Components Business	176,298	56.5%	158,133	54.1%	142,391	50.7%	163,906	54.3%	640,728	54.0%	177,261	56.6%	963	0.5%	13,355	8.1%
Telecommunications Equipment Group	45,313	14.5%	41,043	14.0%	49,951	17.8%	38,087	12.6%	174,394	14.7%	45,234	14.4%	-79	-0.2%	7,147	18.8%
Information Equipment Group	60,128	19.3%	60,805	20.8%	57,742	20.6%	64,390	21.3%	243,065	20.5%	58,471	18.7%	-1,657	-2.8%	-5,919	-9.2%
Equipment Business	105,441	33.8%	101,848	34.8%	107,693	38.4%	102,477	33.9%	417,459	35.2%	103,705	33.1%	-1,736	-1.6%	1,228	1.2%
Others	36,505	11.7%	39,956	13.7%	36,082	12.9%	41,861	13.9%	154,404	13.0%	38,625	12.3%	2,120	5.8%	-3,236	-7.7%
Adjustments and eliminations	-6,376	-2.0%	-7,505	-2.6%	-5,529	-2.0%	-6,458	-2.1%	-25,868	-2.2%	-6,471	-2.0%	-95	—	-13	—
Total	311,868	100.0%	292,432	100.0%	280,637	100.0%	301,786	100.0%	1,186,723	100.0%	313,120	100.0%	1,252	0.4%	11,334	3.8%

6. Number of Employees

(As of the end of each quarter)

	FY3/2012				FY3/2013
	Q1	Q2	Q3	Q4	Q1
Total	67,073	67,072	65,916	71,489	72,121
Japan	25,118	25,004	24,919	25,529	25,525
Overseas	41,955	42,068	40,997	45,960	46,596

Note: Forward-Looking Statements

Certain of the statements made in this document are forward-looking statements (within the meaning of Section 21E of the U.S. Securities and Exchange Act of 1934), which are based on our current assumptions and beliefs in light of the information currently available to us. These forward-looking statements involve known and unknown risks, uncertainties and other factors. Such risks, uncertainties and other factors include, but are not limited to the following:

- (1) General economic conditions in our markets, which are primarily Japan, North America, Europe and Asia;
- (2) Economic, political and legal conditions and unexpected changes therein in countries or areas where we operate;
- (3) Factors that may affect our exports, including a strong yen, political and economic instability, customs, and inadequate protection of our intellectual property;
- (4) Fluctuation in exchange rates that may affect the value of our foreign assets or the prices of our products;
- (5) Intensified competition in product pricing, technological innovation, R&D activities, product quality and speed of delivery;
- (6) Manufacturing delays or defects resulting from outsourcing or internal manufacturing processes;
- (7) Shortages and rising costs of electricity affecting our production and sales activities;
- (8) The possibility that expansion of production capacity and in-process R&D activities may not produce the desired results;
- (9) The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect;
- (10) Inability to secure skilled employees, particularly engineering and technical personnel;
- (11) The possibility of divulgence of our trade secrets and infringement of our intellectual property rights;
- (12) The possibility that we may receive notice of claims of infringement of other parties' intellectual property rights and claims for royalty payments;
- (13) Increases in our environmental liability and in costs and expenses required to observe obligations imposed by environmental laws and regulations in Japan and other countries;
- (14) Unintentional conflict with laws and regulations or newly enacted laws and regulations may limit our business operations;
- (15) Events that may negatively impact our markets or supply chain, including terrorist acts, plague, war and similar events;
- (16) Earthquakes and other related natural disasters affecting our operational facilities and our markets or supply chain, as well as social and economic infrastructure;
- (17) Exposure to difficulties in collection of trade receivables due to customers' worsening financial condition;
- (18) The possibility of recognition of impairment losses on investment securities held by us due to declines in their value;
- (19) The possibility that we may record impairment losses on long-lived assets, goodwill and intangible assets;
- (20) The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be incurred; and
- (21) Changes in accounting principles.

Such risks, uncertainties and other factors may cause our actual results, performance, achievements or financial condition to be materially different from any future results, performance, achievements or financial condition expressed or implied by these forward-looking statements. We undertake no obligation to publicly update any forward-looking statements included in this document.