

October 29, 2010

Kyocera Corporation Financial Presentation(Six Months ended September 30, 2010)

Tetsuo Kuba President and Representative Director

KYOCERA Corporation



Today's Presentation

1. Financial Results of H1 FY3/2011

2. Financial Results of Q2 FY3/2011

3. Financial Forecast for FY3/2011



1. Financial Results of H1 FY3/2011



Financial Results of H1 FY3/2011

Comparison with H1 FY3/2010 —

		Six m	onths ende	ed Septembe	er 30,	Chai	200
		20	09	20 ⁻	10	Cilai	ige
		Amount	% of net sales	Amount	% of net sales	Amount	%
Net sales		483.9	100.0	637.4	100.0	153.5	31.7
Profit from opera	itions	8.9	1.8	81.8	12.8	72.9	823.0
Pre-tax income		17.1	3.5	89.5	14.0	72.4	421.9
Net income attributable to of Kyocera Corporation	shareholders	8.7	1.8	62.0	9.7	53.3	609.9
EPS attributable to sharehoof Kyocera Corporation (d		47.56	_	337.62	_	290.06	_
Capital expenditu	ures	13.6	2.8	32.7	5.1	19.1	141.0
Depreciation		29.8	6.2	26.8	4.2	-3.0	-10.2
R&D expenses		26.0	5.4	23.5	3.7	-2.5	-9.8
Average exchange r	ate (yen)	US\$: ¥ 95	€: ¥ 133	US\$: ¥89			
Foreign currency fluctuation effect on:	net sales	Approx. ¥	-45.0 billion	Approx. ¥	-32.0 billion		
(compared with the previous same period)	pre-tax income	Approx. ¥	-13.5 billion	Approx. ¥	-14.0 billion		



Sales by Reporting Segment - Six months ended September 30, 2010 -

	Six mor	nths ende	d Septemb	er 30,	Change		
Reporting Segment	200	9	201	0	Ghange		
	Amount	% of total	Amount	% of total	Amount	%	
Fine Ceramic Parts Group	21.5	4.4	36.7	5.8	15.2	70.4	
■ Semiconductor Parts Group	62.2	12.9	88.1	13.8	25.9	41.6	
■ Applied Ceramic Products Group	66.9	13.8	95.6	15.0	28.7	43.0	
■ Electronic Device Group	94.5	19.5	123.6	19.4	29.1	30.8	
Components Business: Total	245.1	50.6	344.0	54.0	98.9	40.4	
■ Telecommunications Equipment Group	79.7	16.5	122.3	19.2	42.6	53.3	
■ Information Equipment Group	111.2	23.0	117.0	18.3	5.8	5.3	
Equipment Business: Total	190.9	39.5	239.3	37.5	48.4	25.3	
■ Others	57.8	11.9	68.1	10.7	10.3	17.7	
Adjustments and eliminations	-9.9	-2.0	-13.9	-2.2	-4.0	_	
Net sales	483.9	100.0	637.4	100.0	153.5	31.7	



Operating Profit by Reporting Segment

- Six months ended September 30, 2010 -

	Six mor	nths ende	d September	· 30,	Change	
Reporting Segment	2009)	201	0	Chan	ge
	Amount	% to net sales	Amount	% to net sales	Amount	%
Fine Ceramic Parts Group	-3.6	_	5.3	14.5	8.9	_
Semiconductor Parts Group	4.5	7.2	18.5	20.9	14.0	312.8
Applied Ceramic Products Group	4.4	6.5	15.7	16.4	11.3	259.6
■ Electronic Device Group	0.3	0.3	22.2	18.0	21.9	_
Components Business: Total	5.6	2.3	61.7	17.9	56.1	_
■ Telecommunications Equipment Group	-7.5	_	1.9	1.6	9.4	_
■ Information Equipment Group	8.4	7.5	14.4	12.3	6.0	72.3
Equipment Business:Total	0.9	0.4	16.3	6.8	15.4	_
Others	1.8	3.1	4.6	6.8	2.8	157.7
Operating Profit	8.2	1.7	82.6	13.0	74.4	903.7
Corporate	7.3	_	7.4	_	0.1	1.1
Equity in earnings of affiliates and unconsolidated subsidiaries	1.5	_	0.2		-1.3	-85.2
Adjustments and eliminations	0.1	_	-0.8		-0.9	_
Pre-tax income	17.1	3.5	89.5	14.0	72.4	421.9



Summary of H1 FY3/2011 Results

Comparison with H1 FY3/2010 —

Achieved increases in sales and profit in all reporting segments despite impact of yen appreciation

1. Components Business: Expanded sales and profit due to favorable business environment and enhanced production capacity

Sales: + ¥98.9 billion (+40.4%) Operating profit: + ¥56.1 billion (Approx. 11x)

- Increased component demand for digital consumer equipment, industrial machinery and automotive markets
- Increased demand for solar energy systems, spurred by subsidies policies worldwide
- Established a system for higher production to meet strong demand
- Improved operating profit ratio substantially to 17.9%
- 2. Equipment Business: Significantly improved sales and profit in the Telecommunications Equipment Group

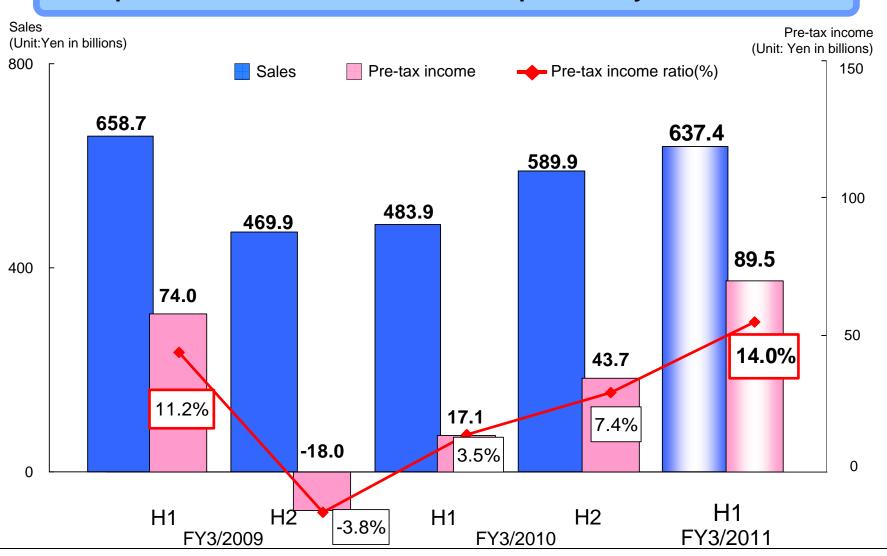
Sales: + ¥48.4 billion (+25.3%) Operating profit: + ¥15.4 billion (Approx. 19x)

- Substantially increased sales in the Telecommunications Equipment Group by augmenting mobile phone handset line-up
- Restored profitability by improved profitability in overseas mobile phone handset business.
 Improved operating profit by ¥9.4 billion compared with H1 FY3/2010



Six-Month Business Trends

Both pre-tax income and income ratio improved beyond H1 FY3/2009





2. Financial Results of Q2 FY3/2011



Financial Results of Q2 FY3/2011

Comparison with Q1 FY3/2011 —

		Three mor	ths ended		Change		
	June 3	0, 2010	Septembe	r 30, 2010	Cilai	ige	
	Amount	% of net sales	Amount	% of net sales	Amount	%	
Net sales	313.2	100.0	324.2	100.0	11.0	3.5	
Profit from operations	40.6	13.0	41.2	12.7	0.6	1.4	
Pre-tax income	46.3	14.8	43.2	13.3	-3.1	-6.8	
Net income attributable to shareholders of Kyocera Corporation	29.9	9.5	32.1	9.9	2.2	7.3	
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	162.89	-	174.74	_	11.85	_	
Capital expenditures	12.0	3.8	20.7	6.4	8.7	72.5	
Depreciation	12.7	4.1	14.1	4.3	1.4	10.9	
R&D expenses	11.4	3.6	12.1	3.7	0.7	6.1	
Average exchange rate (yen)	US\$: ¥ 92	€: ¥ 117	US\$: ¥86	€: ¥111			
Foreign currency net sales			Approx. ¥	-11.0 billion			
(compared with Q1 pre-tax income			Approx. ¥	-3.5 billion			



Sales by Reporting Segment - Three months ended September 30, 2010 -

	Т	hree mor	ths ended		Change	
Reporting Segment	June 30	, 2010	September	30, 2010	Chan	ge
	Amount	% of total	Amount	% of total	Amount	%
Fine Ceramic Parts Group	17.2	5.5	19.4	6.0	2.2	12.8
Semiconductor Parts Group	42.8	13.7	45.3	14.0	2.5	5.9
Applied Ceramic Products Group	44.8	14.3	50.8	15.7	6.0	13.2
■ Electronic Device Group	59.5	19.0	64.0	19.7	4.5	7.5
Components Business: Total	164.4	52.5	179.5	55.4	15.1	9.2
■ Telecommunications Equipment Group	64.8	20.7	57.5	17.7	-7.3	-11.2
■ Information Equipment Group	58.5	18.7	58.5	18.1	0	0.1
Equipment Business: Total	123.2	39.4	116.1	35.8	-7.1	-5.8
Others	32.6	10.4	35.4	10.9	2.8	8.6
Adjustments and eliminations	-7.1	-2.3	-6.8	-2.1	0.3	_
Net sales	313.2	100.0	324.2	100.0	11.0	3.5



Operating Profit by Reporting Segment

- Three months ended September 30, 2010 -

	Т	hree mor	ths ended		Change		
Reporting Segment	June 30,	2010	September	30, 2010	Chan	ge	
	Amount	% to net sales	Amount	% to net sales	Amount	%	
Fine Ceramic Parts Group	2.3	13.5	3.0	15.4	0.7	28.9	
Semiconductor Parts Group	9.0	21.0	9.5	20.9	0.5	5.4	
Applied Ceramic Products Group	7.4	16.6	8.3	16.3	0.9	11.1	
■ Electronic Device Group	9.5	15.9	12.8	19.9	3.3	34.7	
Components Business: Total	28.2	17.2	33.5	18.7	5.3	18.7	
■ Telecommunications Equipment Group	5.1	7.9	-3.2	_	-8.3	_	
■ Information Equipment Group	5.5	9.4	8.9	15.2	3.4	61.8	
Equipment Business: Total	10.6	8.6	5.7	4.9	-4.9	-46.6	
Others	1.9	5.7	2.8	7.8	0.9	47.4	
Operating Profit	40.7	13.0	42.0	12.9	1.3	2.9	
Corporate	5.9	-	1.5	_	-4.4	-73.9	
Equity in earnings of affiliates and unconsolidated subsidiaries	0.2		0	_	-0.2	-90.6	
Adjustments and eliminations	-0.5	_	-0.3	_	0.2	_	
Pre-tax income	46.3	14.8	43.2	13.3	-3.1	-6.8	



Summary of Q2 FY3/2011 Results

- Comparison with Q1 FY3/2011 -

1. Increased sales and profit in Components Business: Continued high demand

- Increased component sales for digital consumer equipment, industrial machinery and automotive markets
- Increased sales in solar energy business in Japan and overseas
- Achieved over 15% operating profit ratio in every reporting segment in Components Business, due to increased sales and enhanced productivity

2. Decreased sales and profit in the Telecommunications Equipment Group

- Cyclical off timing of new handset introductions worldwide
- Impact of yen appreciation
- Recorded additional loss from bad debts of approx. ¥0.7 billion relating to account receivables from WILLCOM, Inc.



3. Financial Forecast for FY3/2011



Financial Forecast for the Year Ending March 31, 2011

		Year e	nded	Year en	din	ng March	31, 2011 (F	orecast)			
		March 3		Pre	evic	ous	Revi	sed	Previous year	Previous forecast	
		Amount	% of net sales	Amount		% of net sales	Amount	% of net sales	Amount	Amount	
Net sales		1,073.8	100.0	1,200.	.0	100.0	1,260.0	100.0	186.2	60.0	
Profit from oper	ations	63.9	5.9	122.	.0	10.2	147.0	11.7	83.1	25.0	
Pre-tax income		60.8	5.7	132.	.0	11.0	160.0	12.7	99.2	28.0	
Net income attributable t shareholders of Kyocer	40.1	3.7	85.	.0	7.1	105.0	8.3	64.9	20.0		
EPS attributable to share Kyocera Corporation (d		218.47	1	463.1	6	_	572.15	_	353.68	108.99	
Capital expenditu	ıre	37.9	3.5	60.	.0	5.0	60.0	4.8	22.1	_	
Depreciation		60.6	5.6	70.	.0	5.8	70.0	5.6	9.4	I	
R&D expenses		49.9	4.6	60.	.0	5.0	60.0	4.8	10.1	ı	
				4 0040		Foreca	st for the yea	ar ending N	larch 31, 2	011	
Average exchange	e rate (yen)	Year ende	ed March 3 ^r	1, 2010		Prev	vious		Revised		
		US\$: ¥ 9	3 €:	¥ 131	U	S\$: ¥88	€: ¥110	US\$:	¥ 85 €	: ¥112	
Foreign currency fluctuation effect			x. ¥ -49.0	oillion Approx. ¥			-65.0 billion Appr		rox. ¥ -80.0 billion		
on:(compared with the previous fiscal year)	pre-tax ncome	Appro	x. ¥ -13.5	billion	Α	pprox. ¥ -	-23.0 billion	Appro	Approx. ¥ -30.0 billion		



Sales Forecast by Reporting Segment

- Year ending March 31, 2011 -

	Year ended March 31, 2010		Year	ending N (Fore	Change from			
Reporting Segment			Previous		Revised		Previous year	Previous forecast
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	Amount
Fine Ceramic Parts Group	53.1	5.0	64.0	5.3	71.5	5.7	18.4	7.5
Semiconductor Parts Group	140.5	13.1	158.0	13.2	172.0	13.6	31.5	14.0
Applied Ceramic Products Group	157.0	14.6	201.0	16.8	201.0	16.0	44.0	_
Electronic Device Group	199.9	18.6	217.0	18.1	237.5	18.8	37.6	20.5
Components business: Total	550.5	51.3	640.0	53.4	682.0	54.1	131.5	42.0
Telecommunications Equipment Group	189.1	17.6	200.0	16.7	228.0	18.1	38.9	28.0
Information Equipment Group	232.4	21.6	243.0	20.2	236.0	18.7	3.6	-7.0
Equipment business: Total	421.5	39.2	443.0	36.9	464.0	36.8	42.5	21.0
Others	124.6	11.6	142.0	11.8	142.0	11.3	17.4	_
Adjustments and eliminations	-22.8	-2.1	-25.0	-2.1	-28.0	-2.2	-5.2	-3.0
Net Sales	1,073.8	100.0	1,200.0	100.0	1,260.0	100.0	186.2	60.0



Operating Profit Forecast by Reporting Segment

- Year ending March 31, 2011 -

	Year ended		Year ending March 31, 2011 (Forecast)				Change from	
Reporting Segment	March 3	March 31, 2010		Previous		sed	Previous year	Previous forecast
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	Amount
Fine Ceramic Parts Group	-0.8	_	10.0	15.6	11.0	15.4	11.8	1.0
Semiconductor Parts Group	17.2	12.3	25.0	15.8	33.5	19.5	16.3	8.5
Applied Ceramic Products Group	19.9	12.6	29.0	14.4	29.5	14.7	9.6	0.5
Electronic Device Group	13.2	6.6	28.0	12.9	39.5	16.6	26.3	11.5
Components business: Total	49.5	9.0	92.0	14.4	113.5	16.6	64.0	21.5
■ Telecommunications Equipment Group	-14.7	_	6.0	3.0	6.0	2.6	20.7	-
Information Equipment Group	22.1	9.5	22.1	9.1	24.5	10.4	2.4	2.4
Equipment business: Total	7.4	1.7	28.1	6.3	30.5	6.6	23.1	2.4
Others	6.8	5.4	7.8	5.5	8.5	6.0	1.7	0.7
Operating profit	63.7	5.9	127.9	10.7	152.5	12.1	88.8	24.6
Corporate and others	-2.9	_	4.1	_	7.5	_	10.4	3.4
Pre-tax income	60.8	5.7	132.0	11.0	160.0	12.7	99.2	28.0



Factors behind Revisions to Forecasts for FY3/2011

- 1. Components Business:

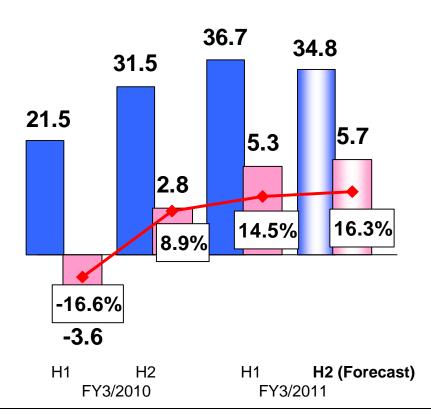
 More favorable business environment than previous forecast
 - Growing demand for sophisticated digital consumer equipment such as smartphones
 - Recovery in production in industrial machinery and automotive markets
 - Sales and operating profit increased significantly relative to previous forecast
 - Compared with previous forecast: Sales up ¥42.0 billion and operating profit up ¥21.5 billion
- 2. Equipment Business:

 Higher sales in the Telecommunications Equipment Group
 - Sales significantly exceeded previous forecast
 - Improved profitability in the Information Equipment Group
 - Compared with previous forecast: Sales up ¥21.0 billion and operating profit up ¥2.4 billion



Fine Ceramic Parts Group





Market Outlook

- Slowed component demand for digital consumer equipment
- Increase in demand for automotive parts for environmental-responsive engines in Europe

- Expand sales of parts for semiconductor fabrication equipment
- Increase sales of automotive parts for environmental-responsive engines, such as piezoelectric stacks and glow plugs
- Improve profitability by further raising productivity



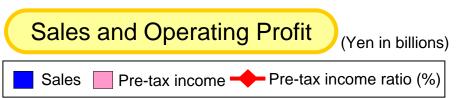
Parts for semiconductor fabrication equipment

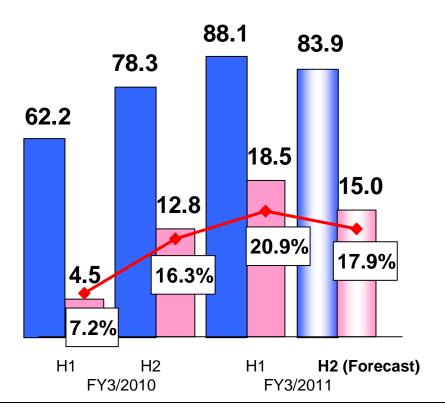


Piezoelectric stacks



Semiconductor Parts Group

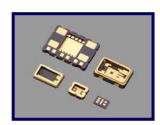




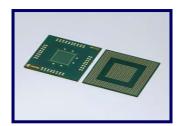
Market Outlook

- Solid demand for sophisticated digital consumer equipment such as smartphones
- Production adjustment in market related to server

- Increase sales and expand production capacity of ceramic packages
- Expand sales of organic packages for ASICs



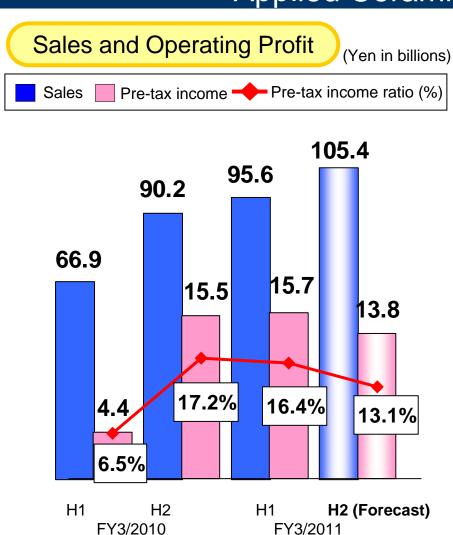
Ceramic packages for crystal and SAW devices



Organic packages for ASICs



Applied Ceramic Products Group



Solar energy business

Market Outlook

- Growing demand in Japan and overseas
- Price down of solar panels

- Expand production capacity of solar cells toward 600MW/year
- Establish a new module factory at Tianjin, China
- Improve conversion efficiency and enhance productivity



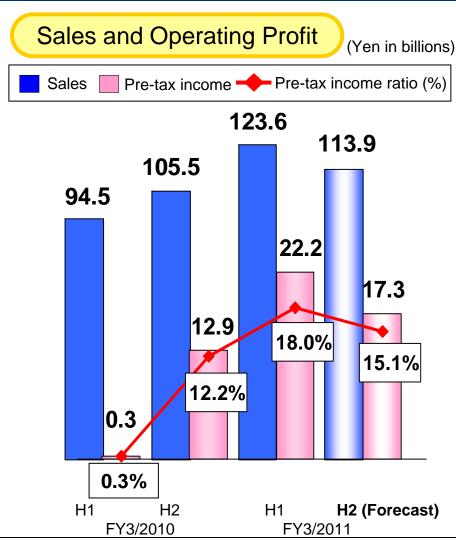
Shikoku Electric Power Co. "Matsuyama solar power plant" (Ehime Prefecture, Japan)



Solar power generating system for residential usage



Electronic Device Group



Market Outlook

 Despite robust demand for smartphones, forecast production adjustments for conventional handsets, PCs and flat panel TVs

- Expand sales of small, high-capacitance capacitors and TCXOs
- Cultivate the Chinese market



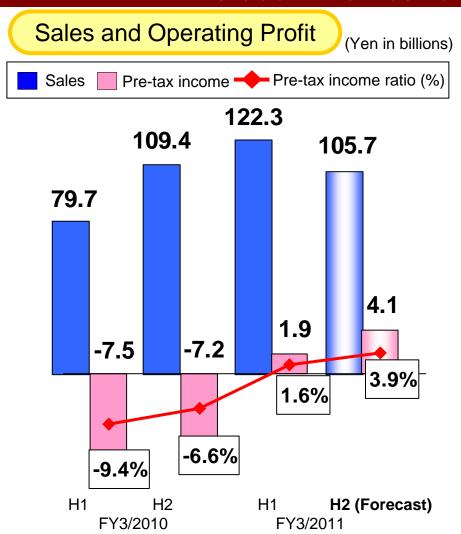
Small size, high capacitance capacitors



TCXO



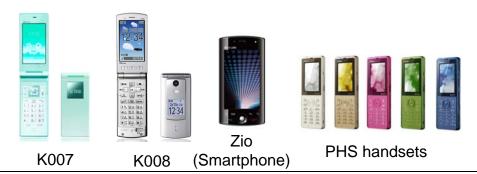
Telecommunications Equipment Group



Market Outlook

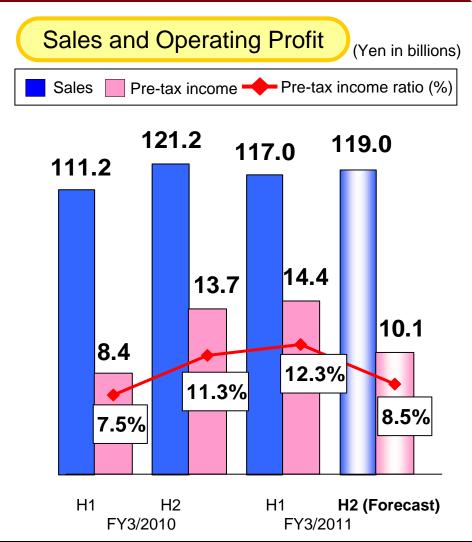
- Increase in demand for smartphones in the U.S.
- Slow demand for handsets in Japan
- Recovery of PHS handset demand

- Expand sales of smartphone "Zio" in the U.S.
- Capture replacement demand in Japan
- Expand sales of new PHS handsets





Information Equipment Group



Market Outlook

- Moderate recovery in information technology investment in developed nations
- Increase in demand for MFPs and low-priced printers in emerging nations

- Augment line-up of color printers and MFPs
- Expand sales of A4 MFPs and low-priced printers in emerging markets



Color A3 MFP TASKalfa 552Ci



Color A4 MFP NEW FS-C2126MFP

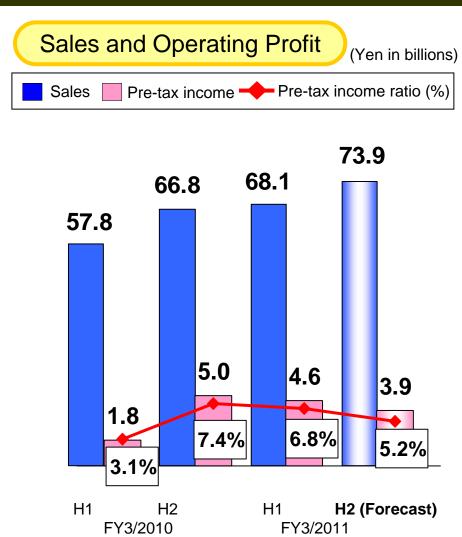


B/W A4 MFP FS-C3140MFP





Others



Kyocera Communication Systems Co., Ltd (KCCS)

Market Outlook

- Despite increase in demand for ICT*
 business, intensifying price competition
- Expect tough competition in telecommunications engineering business
 - * ICT: information and communication technology

- Expand sales in ICT business
- Capture business opportunity related to WILLCOM, Inc.



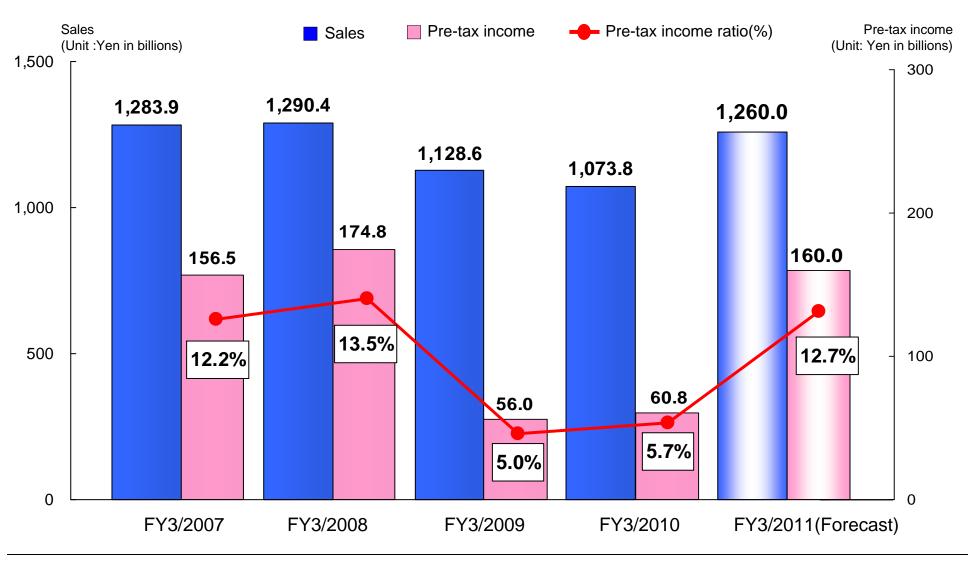
Data center



Business related to PHS Base Station



Achieve FY3/2011 Forecasts





Appendixes



Financial Results of Q2 FY3/2011

Comparison with Q2 FY3/2010 —

		Three r	nonths end	led Septem	ber 30,	Change	
		20	09	20 ⁻	10	Chai	ige
		Amount	% of net sales	Amount	% of net sales	Amount	%
Net sales		258.5	100.0	324.2	100.0	65.7	25.4
Profit from opera	tions	14.4	5.6	41.2	12.7	26.8	185.2
Pre-tax income		16.4	6.4	43.2	13.3	26.8	162.5
Net income attributable to so of Kyocera Corporation	Net income attributable to shareholders of Kyocera Corporation		3.6	32.1	9.9	22.9	249.0
EPS attributable to shareho Kyocera Corporation (dilute		50.06	_	174.74	_	124.68	_
Capital expenditu	ıres	8.0	3.1	20.7	6.4	12.7	159.8
Depreciation		15.0	5.8	14.1	4.3	-0.9	-6.1
R&D expenses	R&D expenses		5.0	12.1	3.7	-0.8	-6.3
Average exchange rate (yen)		US\$: ¥ 94	€: ¥ 134	US\$: ¥86	US\$: ¥86 €: ¥111		
Foreign currency fluctuation effect on:	net sales	Approx. ¥ -	26.0 billion	Approx. ¥ -20.0 billion			
(compared with the previous same period)	pre-tax income	Approx. ¥	-8.0 billion	Approx. ¥	-8.5 billion		



Sales by Reporting Segment - Three months ended September 30, 2010 -

	Three m	onths ended	September 3	0, 2010	Change	
Reporting Segment	200	09	201	0	Gila	iige
	Amount	% of total	Amount	% of total	Amount	% of total
Fine Ceramic Parts Group	12.3	4.8	19.4	6.0	7.1	58.7
Semiconductor Parts Group	34.1	13.2	45.3	14.0	11.2	32.7
Applied Ceramic Products Group	37.0	14.3	50.8	15.7	13.8	37.2
Electronic Device Group	49.1	19.0	64.0	19.7	14.9	30.4
Components business	132.5	51.3	179.5	55.4	47.0	35.5
Telecommunications Equipment Group	42.9	16.6	57.5	17.7	14.6	33.9
Information Equipment Group	57.4	22.2	58.5	18.1	1.1	2.0
Equipment business	100.3	38.8	116.1	35.8	15.8	15.7
Others	31.0	12.0	35.4	10.9	4.4	14.3
Adjustments and eliminations	-5.3	-2.1	-6.8	-2.1	-1.5	_
Net Sales	258.5	100.0	324.2	100.0	65.7	25.4



Operating Profit by Reporting Segment

- Three months ended September 30, 2010 -

	,	Three mon	nths ended		Change	
Reporting Segment	June 30, 2		September		Cila	e
	Amount	% of net sales	Amount	% of net sales	Amount	%
Fine Ceramic Parts Group	-0.8	_	3.0	15.4	3.8	
Semiconductor Parts Group	2.8	8.2	9.5	20.9	6.7	240.0
Applied Ceramic Products Group	3.2	8.8	8.3	16.3	5.1	155.0
■ Electronic Device Group	2.6	5.3	12.8	19.9	10.2	392.8
Components business	7.8	5.9	33.5	18.7	25.7	327.6
■ Telecommunications Equipment Group	-2.1	_	-3.2	_	-1.1	_
■ Information Equipment Group	6.3	10.9	8.9	15.2	2.6	42.2
Equipment business	4.1	4.1	5.7	4.9	1.6	37.8
Others	1.8	5.9	2.8	7.8	1.0	51.3
Operating Profit	13.8	5.3	42.0	12.9	28.2	204.4
Corporate	2.2	_	1.5	_	-0.7	-30.6
Equity in earnings of affiliates and unconsolidated subsidiaries	0.4	_	0	_	-0.4	-95.5
Adjustments and eliminations	0.1	_	-0.3	_	-0.4	_
Pre-tax income	16.4	6.4	43.2	13.3	26.8	162.5



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 lists. General economic conditions in our markets, which are primarily Japan, North America, Europe and Asia, particularly China; Unexpected changes in economic, political and legal conditions in countries where we operate; Our ability to develop, launch and produce innovative products, including meeting quality and delivery standards, and our ability to otherwise meet the advancing technological requirements of our customers, particularly in the highly competitive markets for ceramics, semiconductor parts and electronic components; Manufacturing delays or defects resulting from outsourcing or internal manufacturing processes which may adversely affect our production yields and operating results; Factors that may affect our exports, including a strong yen, political and economic instability, difficulties in collection of accounts receivable, decrease in cost competitiveness of our products, increases in shipping and handling costs, difficulty in staffing and managing international operations and inadequate protection of our intellectual property; Changes in exchange rates, particularly between the yen and the U.S. dollar and Euro, respectively, in which we make significant sales; Exposure to credit risk on trade receivables due to customers' worsening financial condition; Inability to secure skilled employees, particularly engineering and technical personnel; Insufficient protection of our trade secrets and intellectual property rights including patents; Our continuing to hold licenses to manufacture and sell certain of our products; The possibility that future initiatives and in-process research and development may not produce the desired results; The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect, and may require more cost than expected for integration; Events that may impact negatively on our markets or supply chain, including terrorist acts and outbreaks of disease or war; The occurrence of natural disasters, such as earthquakes, in locations where our manufacturing and other key business facilities are located; The possibility of future tightening of environmental laws and regulations in Japan and other countries which may increase our environmental liability and costs and expenses to observe the obligations; Fluctuations in the value of, and impairment losses on, securities and other assets held by us; The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be required; and Changes in accounting principles. Such risks, uncertainties and other factors may cause our actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements. We undertake no obligation to publicly update any forwardlooking statements included in this document.