

January 30, 2012

Conference Call Material

For the Nine Months Ended December 31, 2011

Financial Results of First Nine Months of FY3/2012

- Comparison with first nine months of FY3/2011-

(Unit: Yen in billions)

	Nine months ended December 31,				Change	
	2010		2011			
	Amount	% of net sales	Amount	% of net sales	Amount	%
Net sales	956.9	100.0	885.4	100.0	-71.5	-7.5
Profit from operations	119.8	12.5	88.4	10.0	-31.4	-26.2
Pre-tax income	133.1	13.9	102.6	11.6	-30.5	-22.9
Net income attributable to shareholders of Kyocera Corporation	93.7	9.8	72.1	8.1	-21.6	-23.1
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	510.67	—	393.07	—	—	—
Capital expenditures	51.1	5.3	51.4	5.8	0.3	0.7
Depreciation	42.6	4.4	45.2	5.1	2.6	6.1
R&D expenses	36.7	3.8	35.1	4.0	-1.6	-4.3

Sales by Reporting Segment

- Nine months ended December 31, 2011 -

(Unit: Yen in billions)

■ Reporting Segment	Nine months ended December 31,				Change	
	2010		2011			
	Amount	% of total	Amount	% of total	Amount	%
■ Fine Ceramic Parts Group	56.3	5.9	61.3	6.9	5.0	9.1
■ Semiconductor Parts Group	132.6	13.9	117.7	13.3	-14.9	-11.2
■ Applied Ceramic Products Group	150.5	15.7	133.6	15.1	-16.9	-11.2
■ Electronic Device Group	183.8	19.2	165.4	18.7	-18.4	-10.1
Components Business: Total	523.2	54.7	478.0	54.0	-45.2	-8.6
■ Telecommunications Equipment Group	175.8	18.4	136.6	15.4	-39.2	-22.3
■ Information Equipment Group	176.5	18.4	178.9	20.2	2.4	1.4
Equipment Business: Total	352.3	36.8	315.5	35.6	-36.8	-10.4
■ Others	102.4	10.7	111.3	12.6	8.9	8.6
Adjustments and eliminations	-21.0	-2.2	-19.4	-2.2	1.6	—
Net sales	956.9	100.0	885.4	100.0	-71.5	-7.5

Operating Profit by Reporting Segment

- Nine months ended December 31, 2011 -

(Unit: Yen in billions)

■ Reporting Segment	Nine months ended December 31,				Change	
	2010		2011			
	Amount	% of net sales	Amount	% of net sales	Amount	%
■ Fine Ceramic Parts Group	8.4	15.1	9.6	15.7	1.2	13.6
■ Semiconductor Parts Group	28.4	21.4	22.3	18.9	-6.1	-21.5
■ Applied Ceramic Products Group	23.2	15.4	7.3	5.4	-15.9	-68.8
■ Electronic Device Group	33.3	18.1	21.9	13.2	-11.4	-34.2
Components Business: Total	93.3	17.8	61.1	12.8	-32.2	-34.6
■ Telecommunications Equipment Group	-0.9	—	0.8	0.6	1.7	—
■ Information Equipment Group	20.3	11.5	22.6	12.6	2.3	11.2
Equipment Business: Total	19.4	5.5	23.4	7.4	4.0	20.8
■ Others	7.6	7.4	5.5	5.0	-2.1	-26.9
Operating profit	120.3	12.6	90.0	10.2	-30.3	-25.2
Corporate and othres	12.8	—	12.6	—	-0.2	-1.9
Pre-tax income	133.1	13.9	102.6	11.6	-30.5	-22.9

Summary of First Nine Months of FY3/2012 (1)

- Comparison with first nine months of FY3/2011 -

1. Sales and profit down in Components Business due to sluggish demand in key markets

Weak demand in digital consumer equipment market

- Continued component inventory adjustments by equipment manufacturers
- Lower production volume of equipment due to impact of Thai floods

Deteriorated business environment in solar energy market

Persistent global price erosion in addition to slow demand in Europe

Increased demand in the general industrial market

Increase in component demand for automotive market

Summary of First Nine Months of FY3/2012 (2)

- Comparison with first nine months of FY3/2011 -

2. Operating profit up in Equipment Business despite sales decline

Telecommunications Equipment Group

- Sales down due to lower sales volume of mobile phone handsets overseas
- Operating profit up due to cost reductions and contribution of smartphone in Japan

Information Equipment Group

- Sales up in emerging nations due to new product launches and sales network expansion
- Operating profit up due to higher sales of consumables and cost reductions

3. Impact of yen's appreciation

Average exchange rate (yen)		Nine months ended December 31,	
		2010	2011
US\$		¥87	¥79
Euro		¥113	¥111

Foreign currency fluctuation effect on (compared with previous nine months)

Sales: Approximately ¥ -32.5 billion

Pre-tax income: Approximately ¥ -7.5 billion

Financial Results of Three Months ended December 31, 2011

- Comparison with three months ended September 30, 2011 -

(Unit: Yen in billions)

	Three months ended				Change	
	September 30, 2011		December 31, 2011			
	Amount	% of net sales	Amount	% of net sales	Amount	%
Net sales	299.0	100.0	281.1	100.0	-17.9	-6.0
Profit from operations	34.5	11.5	20.6	7.3	-13.9	-40.2
Pre-tax income	35.6	11.9	27.0	9.6	-8.6	-24.1
Net income attributable to shareholders of Kyocera Corporation	22.0	7.3	25.3	9.0	3.3	15.4
Capital expenditures	18.5	6.2	16.9	6.0	-1.6	-8.6
Depreciation	15.0	5.0	16.2	5.7	1.2	7.9
R&D expenses	11.7	3.9	11.5	4.1	-0.2	-2.3

Sales by Reporting Segment

- Three months ended December 31, 2011 -

(Unit: Yen in billions)

■ Reporting Segment	Three months ended				Change	
	September 30, 2011		December 31, 2011			
	Amount	% of total	Amount	% of total	Amount	%
■ Fine Ceramic Parts Group	21.4	7.2	19.4	6.9	-2.0	-9.8
■ Semiconductor Parts Group	41.0	13.7	36.0	12.8	-5.0	-12.2
■ Applied Ceramic Products Group	45.3	15.1	42.9	15.3	-2.4	-5.3
■ Electronic Device Group	56.4	18.9	49.5	17.6	-6.9	-12.2
Components Business: Total	164.1	54.9	147.8	52.6	-16.3	-10.0
■ Telecommunications Equipment Group	41.1	13.7	46.5	16.6	5.4	13.3
■ Information Equipment Group	61.0	20.4	57.8	20.5	-3.2	-5.3
Equipment Business: Total	102.1	34.1	104.3	37.1	2.2	2.2
■ Others	39.9	13.4	35.1	12.5	-4.8	-12.1
Adjustments and eliminations	-7.1	-2.4	-6.1	-2.2	1.0	—
Net sales	299.0	100.0	281.1	100.0	-17.9	-6.0

Operating Profit by Reporting Segment

- Three months ended December 31, 2011 -

(Unit: Yen in billions)

■ Reporting Segment	Three months ended				Change	
	September 30, 2011		December 31, 2011		Amount	%
	Amount	% of net sales	Amount	% of net sales		
■ Fine Ceramic Parts Group	3.8	17.8	2.3	12.1	-1.5	-38.4
■ Semiconductor Parts Group	8.6	20.9	4.4	12.3	-4.2	-48.4
■ Applied Ceramic Products Group	2.0	4.5	0.9	2.0	-1.1	-57.2
■ Electronic Device Group	8.2	14.6	4.3	8.6	-3.9	-48.0
Components Business: Total	22.6	13.8	11.9	8.1	-10.7	-47.4
■ Telecommunications Equipment Group	1.1	2.6	0.5	1.0	-0.6	-54.5
■ Information Equipment Group	8.2	13.5	6.8	11.7	-1.4	-17.5
Equipment Business: Total	9.3	9.1	7.3	7.0	-2.0	21.7
■ Others	2.7	6.8	2.0	5.8	-0.7	-24.6
Operating profit	34.6	11.6	21.2	7.5	-13.4	-38.7
Corporate	1.0	—	5.8	—	4.8	-473.2
Pre-tax income	35.6	11.9	27.0	9.6	-8.6	-24.1

Summary of Financial Results for Three Months ended December 31, 2011 (1)

- Comparison with three months ended September 30, 2011 -

1. Sales and profit down in Components Business due to deteriorating market environment

Component demand down in digital consumer equipment market

- Continued component inventory adjustments by equipment manufacturers
- Lower equipment production volume due to impact of Thai floods

Continued stagnation in solar energy market

Consistent price erosion with no sign of improvement in supply/demand balance

Slowdown in component demand in general industrial market

Blunted growth in demand in third quarter due to economic downturn

Summary of Financial Results for Three Months ended December 31, 2011 (2)

- Comparison with three months ended September 30, 2011 -

2. Sales up and profit down in Equipment Business

Telecommunications Equipment Group

- Sales up due to contribution of DIGNO® smartphone
- Profit down due to inventory adjustments by key customers overseas

Information Equipment Group

Sales and profit down due to European economic downturn and weak euro/strong yen

3. Impact of yen's appreciation

Average exchange rate (yen)		Three months ended	
		September 30, 2011	December 31, 2011
US\$	US\$	¥78	¥77
	Euro	¥110	¥104

Foreign currency fluctuation effect on (compared with Q2 FY3/2012)

Sales: Approximately ¥ -4 billion

Pre-tax income: Approximately ¥ -1 billion

Financial Forecast

- Year ending March 31, 2012 -

(Unit: Yen in billions)

	Year ended March 31, 2011		Year ending March 31, 2012 (Forecast)				Changes in amount compared with	
	Amount	% of net sales	Previous (Oct. 2011)		Revised (Jan. 2012)		Year ended March 31, 2011	Previous forecast
			Amount	% of net sales	Amount	% of net sales		
Net sales	1,266.9	100.0	1,230.0	100.0	1,180.0	100.0	-86.9	-50.0
Profit from operations	155.9	12.3	125.0	10.2	100.0	8.5	-55.9	-25.0
Pre-tax income	172.3	13.6	140.0	11.4	113.0	9.6	-59.3	-27.0
Net income attributable to shareholders of Kyocera Corporation	122.4	9.7	87.0	7.1	78.0	6.6	-44.4	-9.0
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	667.23	—	474.23	—	425.18	—	—	—
Capital expenditures	70.7	5.6	70.0	5.7	65.0	5.5	-5.7	-5.0
Depreciation	59.8	4.7	60.0	4.9	60.0	5.1	0.2	—
R&D expenses	49.5	3.9	47.0	3.8	47.0	4.0	-2.5	—
Average exchange rate (yen)	US\$: ¥86	€: ¥ 113	US\$: ¥78	€: ¥ 109	US\$: ¥78	€: ¥107		
Foreign currency fluctuation effect on: (compared with the previous fiscal year) billion yen	net sales	Approx. ¥ -68.0		Approx. ¥ -53.0		Approx. ¥ -45.0		
	pre-tax income	Approx. ¥ -28.0		Approx. ¥ -14.5		Approx. ¥ -11.5		

Sales Forecast by Reporting Segment

- Year ending March 31, 2012 -

(Unit: Yen in billions)

■ Reporting Segment	Year ended March 31, 2011		Year ending March 31, 2012 (Forecast)				Changes in amount compared with	
			Previous		Revised		Year ended March 31, 2011	Previous forecast
	Amount	% of total	Amount	% of total	Amount	% of total		
■ Fine Ceramic Parts Group	76.3	6.0	83.0	6.7	80.0	6.8	3.7	-3.0
■ Semiconductor Parts Group	174.7	13.8	159.0	12.9	152.0	12.9	-22.7	-7.0
■ Applied Ceramic Products Group	197.6	15.6	206.0	16.8	177.0	15.0	-20.6	-29.0
■ Electronic Device Group	242.6	19.2	224.0	18.2	225.0	19.0	-17.6	1.0
Components Business: Total	691.2	54.6	672.0	54.6	634.0	53.7	-57.2	-38.0
■ Telecommunications Equipment Group	225.2	17.8	190.0	15.4	180.0	15.3	-45.2	-10.0
■ Information Equipment Group	239.9	18.9	241.0	19.6	240.0	20.3	0.1	-1.0
Equipment Business: Total	465.1	36.7	431.0	35.0	420.0	35.6	-45.1	-11.0
■ Others	139.4	11.0	156.0	12.7	152.0	12.9	12.6	-4.0
Adjustments and eliminations	-28.8	-2.3	-29.0	-2.3	-26.0	-2.2	2.8	3.0
Net sales	1,266.9	100.0	1,230.0	100.0	1,180.0	100.0	-86.9	-50.0

Operating Profit Forecast by Reporting Segment

- Year ending March 31, 2012 -

(Unit: Yen in billions)

■ Reporting Segment	Year ended March 31, 2011		Year ending March 31, 2012 (Forecast)				Changes in amount compared with	
			Previous		Revised		Year ended March 31, 2011	Previous forecast
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales		
■ Fine Ceramic Parts Group	12.0	15.7	12.0	14.5	10.5	13.1	-1.5	-1.5
■ Semiconductor Parts Group	37.3	21.4	30.0	18.9	24.0	15.8	-13.3	-6.0
■ Applied Ceramic Products Group	29.1	14.7	14.5	7.0	7.3	4.1	-21.8	-7.2
■ Electronic Device Group	41.6	17.2	33.0	14.7	22.5	10.0	-19.1	-10.5
Components Business: Total	120.0	17.4	89.5	13.3	64.3	10.1	-55.7	-25.2
■ Telecommunications Equipment Group	2.1	0.9	3.0	1.6	2.7	1.5	0.6	-0.3
■ Information Equipment Group	25.9	10.8	26.0	10.8	26.0	10.8	0.1	—
Equipment Business: Total	28.0	6.0	29.0	6.7	28.7	6.8	0.7	-0.3
■ Others	9.6	6.9	8.0	5.1	7.0	4.6	-2.6	-1.0
Operating profit	157.6	12.4	126.5	10.3	100.0	8.5	-57.6	-26.5
Corporate and others	14.7	—	13.5	—	13.0	—	-1.7	-0.5
Pre-tax income	172.3	13.6	140.0	11.4	113.0	9.6	-59.3	-27.0

Operating profit represents profit from operating activities.
Please refer to forward-looking statements on the final page.

Factors behind Revisions to Forecast for FY3/2012

1. Sales and profit down in Components Business due to a decline in business environment beyond expectations

Digital consumer equipment market

- Prolonged component inventory adjustments by equipment manufacturers
- Impact of temporary drop in equipment production due to Thailand floods

Solar energy market

Continued price erosion beyond expectations

2. Sales down in the Telecommunications Equipment Group

- Decrease in sales volume of mobile phone handsets due to inventory adjustments by key customers overseas

Notes regarding the numbers in this material

- Amounts are rounded to the nearest 0.1 billion yen.
- Percentages are computed based on amounts rounded to the nearest million yen.

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: (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) The possibility that expansion of production capacity and in-process R&D activities may not produce the desired results; (8) The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect; (9) Inability to secure skilled employees, particularly engineering and technical personnel; (10) The possibility of divulgence of our trade secrets and infringement of our intellectual property rights; (11) The possibility that we may receive notice of claims of infringement of other parties' intellectual property rights and claims for royalty payments; (12) 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; (13) Newly enacted laws and regulations or stricter interpretation of existing laws and regulations that may limit our business operations; (14) Events that may negatively impact our markets or supply chain, including terrorist acts, plague, war and similar events; (15) Earthquakes and other related natural disasters affecting our operational facilities and our markets or supply chain, as well as social and economic infrastructure; (16) Exposure to difficulties in collection of trade receivables due to customers' worsening financial condition; (17) The possibility of recognition of impairment losses on investment securities held by us due to declines in their value; (18) The possibility that we may record impairment losses on long-lived assets, goodwill and intangible assets; (19) The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be incurred; and (20) 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.