

Quarterly Trends of Financial Results

1. Consolidated Financial Results

(Unit: Yen in millions)

	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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	%
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	297,726	100.0%	310,705	100.0%	11,668	3.9%	12,979	4.4%
Profit from operations	33,313	10.9%	34,450	11.5%	20,610	7.3%	9,302	3.0%	-2,002	—	27,893	9.0%	-6,557	-19.0%	29,895	—
Income before income taxes	39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	4,727	1.6%	31,005	10.0%	-4,638	-13.0%	26,278	555.9%
Net income attributable to shareholders of Kyocera Corporation	24,804	8.1%	21,964	7.3%	25,342	9.0%	7,247	2.4%	6,570	2.2%	18,801	6.1%	-3,163	-14.4%	12,231	186.2%
Average exchange rate (Yen)	US\$	¥82	¥78	¥77	¥79				¥80	¥79						
	Euro	¥117	¥110	¥104	¥104				¥103	¥98						

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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%	133,111	44.7%	141,737	45.6%	12	0.0%	8,626	6.5%
Asia	55,731	18.3%	53,730	18.0%	44,916	16.0%	51,092	16.7%	55,527	18.7%	57,208	18.4%	3,478	6.5%	1,681	3.0%
United States of America	46,750	15.3%	39,126	13.1%	32,985	11.7%	47,845	15.7%	49,498	16.6%	51,226	16.5%	12,100	30.9%	1,728	3.5%
Europe	53,271	17.4%	50,333	16.8%	47,645	17.0%	53,638	17.6%	47,166	15.8%	46,060	14.8%	-4,273	-8.5%	-1,106	-2.3%
Others	15,247	5.0%	14,123	4.7%	12,168	4.3%	12,926	4.2%	12,424	4.2%	14,474	4.7%	351	2.5%	2,050	16.5%
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	297,726	100.0%	310,705	100.0%	11,668	3.9%	12,979	4.4%

3. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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	16,011	5.2%	18,513	6.2%	16,920	6.0%	14,964	4.9%	13,191	4.4%	13,335	4.3%	-5,178	-28.0%	144	1.1%
Depreciation	14,017	4.6%	14,981	5.0%	16,161	5.7%	17,215	5.6%	13,849	4.7%	14,835	4.8%	-146	-1.0%	986	7.1%
R&D expenses	11,939	3.9%	11,726	3.9%	11,453	4.1%	10,441	3.4%	11,745	3.9%	12,121	3.9%	395	3.4%	376	3.2%

4. Consolidated Results by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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	20,515	6.7%	21,466	7.2%	19,365	6.9%	19,026	6.2%	19,069	6.4%	19,330	6.2%	-2,136	-10.0%	261	1.4%
Semiconductor Parts Group	40,775	13.3%	40,979	13.7%	35,979	12.8%	35,687	11.7%	38,400	12.9%	44,083	14.2%	3,104	7.6%	5,683	14.8%
Applied Ceramic Products Group	45,435	14.9%	45,277	15.1%	42,888	15.3%	46,184	15.1%	42,600	14.3%	42,824	13.8%	-2,453	-5.4%	224	0.5%
Electronic Device Group	59,417	19.5%	56,413	18.9%	49,530	17.6%	63,361	20.8%	69,891	23.5%	70,924	22.8%	14,511	25.7%	1,033	1.5%
Components Business	166,142	54.4%	164,135	54.9%	147,762	52.6%	164,258	53.8%	169,960	57.1%	177,161	57.0%	13,026	7.9%	7,201	4.2%
Telecommunications Equipment Group	48,949	16.1%	41,075	13.7%	46,544	16.6%	42,101	13.8%	41,521	14.0%	42,812	13.8%	1,737	4.2%	1,291	3.1%
Information Equipment Group	60,190	19.7%	61,000	20.4%	57,777	20.5%	64,490	21.1%	58,483	19.6%	58,304	18.8%	-2,696	-4.4%	-179	-0.3%
Equipment Business	109,139	35.8%	102,075	34.1%	104,321	37.1%	106,591	34.9%	100,004	33.6%	101,116	32.6%	-959	-0.9%	1,112	1.1%
Others	36,269	11.9%	39,917	13.4%	35,079	12.5%	40,722	13.3%	34,689	11.6%	40,172	12.9%	255	0.6%	5,483	15.8%
Adjustments and eliminations	-6,319	-2.1%	-7,090	-2.4%	-6,041	-2.2%	-6,090	-2.0%	-6,927	-2.3%	-7,744	-2.5%	-654	—	-817	—
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	297,726	100.0%	310,705	100.0%	11,668	3.9%	12,979	4.4%

(Unit: Yen in millions)

Operating Profit	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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	3,452	16.8%	3,816	17.8%	2,350	12.1%	3,004	15.8%	2,334	12.2%	2,201	11.4%	-1,615	-42.3%	-133	-5.7%
Semiconductor Parts Group	9,305	22.8%	8,568	20.9%	4,421	12.3%	5,460	15.3%	5,705	14.9%	8,157	18.5%	-411	-4.8%	2,452	43.0%
Applied Ceramic Products Group	4,311	9.5%	2,045	4.5%	875	2.0%	-772	—	1,483	3.5%	3,805	8.9%	1,760	86.1%	2,322	156.6%
Electronic Device Group	9,406	15.8%	8,217	14.6%	4,274	8.6%	-5,861	—	-17,503	—	5,624	7.9%	-2,593	-31.6%	23,127	—
Components Business	26,474	15.9%	22,646	13.8%	11,920	8.1%	1,831	1.1%	-7,981	—	19,787	11.2%	-2,859	-12.6%	27,768	—
Telecommunications Equipment Group	-741	—	1,067	2.6%	485	1.0%	658	1.6%	-206	—	1,007	2.4%	-60	-5.6%	1,213	—
Information Equipment Group	7,614	12.6%	8,214	13.5%	6,779	11.7%	6,844	10.6%	5,702	9.7%	5,404	9.3%	-2,810	-34.2%	-298	-5.2%
Equipment Business	6,873	6.3%	9,281	9.1%	7,264	7.0%	7,502	7.0%	5,496	5.5%	6,411	6.3%	-2,870	-30.9%	915	16.6%
Others	794	2.2%	2,701	6.8%	2,037	5.8%	2,522	6.2%	1,244	3.6%	3,101	7.7%	400	14.8%	1,857	149.3%
Operating profit	34,141	11.2%	34,628	11.6%	21,221	7.5%	11,855	3.9%	-1,241	—	29,299	9.4%	-5,329	-15.4%	30,540	—
Corporate gains and Equity in earnings of affiliates and unconsolidated subsidiaries	5,950	—	1,409	—	6,035	—	446	—	6,030	—	2,106	—	697	49.5%	-3,924	-65.1%
Adjustments and eliminations	-169	—	-394	—	-217	—	-12	—	-62	—	-400	—	-6	—	-338	—
Income before income taxes	39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	4,727	1.6%	31,005	10.0%	-4,638	-13.0%	26,278	555.9%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2012								FY3/2013				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2012		Q1 of FY3/2013	
	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%	19,650	6.3%	19,300	5.7%	-997	-4.9%	-350	-1.8%
Semiconductor Parts Group	43,203	13.8%	40,064	13.7%	33,563	12.0%	34,064	11.3%	41,201	13.1%	46,177	13.8%	6,113	15.3%	4,976	12.1%
Applied Ceramic Products Group	49,893	16.0%	44,127	15.1%	43,739	15.6%	49,527	16.4%	43,421	13.9%	60,982	18.2%	16,855	38.2%	17,561	40.4%
Electronic Device Group	61,659	19.8%	53,645	18.4%	46,402	16.5%	61,856	20.5%	72,989	23.3%	70,909	21.2%	17,264	32.2%	-2,080	-2.8%
Components Business	176,298	56.5%	158,133	54.1%	142,391	50.7%	163,906	54.3%	177,261	56.6%	197,368	58.9%	39,235	24.8%	20,107	11.3%
Telecommunications Equipment Group	45,313	14.5%	41,043	14.0%	49,951	17.8%	38,087	12.6%	45,234	14.4%	46,895	14.0%	5,852	14.3%	1,661	3.7%
Information Equipment Group	60,128	19.3%	60,805	20.8%	57,742	20.6%	64,390	21.3%	58,471	18.7%	58,341	17.4%	-2,464	-4.1%	-130	-0.2%
Equipment Business	105,441	33.8%	101,848	34.8%	107,693	38.4%	102,477	33.9%	103,705	33.1%	105,236	31.4%	3,388	3.3%	1,531	1.5%
Others	36,505	11.7%	39,956	13.7%	36,082	12.9%	41,861	13.9%	38,625	12.3%	40,597	12.1%	641	1.6%	1,972	5.1%
Adjustments and eliminations	-6,376	-2.0%	-7,505	-2.6%	-5,529	-2.0%	-6,458	-2.1%	-6,471	-2.0%	-8,188	-2.4%	-683	—	-1,717	—
Total	311,868	100.0%	292,432	100.0%	280,637	100.0%	301,786	100.0%	313,120	100.0%	335,013	100.0%	42,581	14.6%	21,893	7.0%

6. Number of Employees

(As of the end of each quarter)

	FY3/2012				FY3/2013	
	Q1	Q2	Q3	Q4	Q1	Q2
Total	67,073	67,072	65,916	71,489	72,121	73,101
Japan	25,118	25,004	24,919	25,529	25,525	25,423
Overseas	41,955	42,068	40,997	45,960	46,596	47,678