

## Financial Results and Segment Information

### 1. Consolidated Financial Results

(Unit: Yen in millions)

	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	%
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	-25,180	-7.8%	-6,194	-2.0%
Profit from operations	40,603	13.0%	41,155	12.7%	38,011	11.9%	36,155	11.7%	33,313	10.9%	34,450	11.5%	-6,705	-16.3%	1,137	3.4%
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%	39,922	13.1%	35,643	11.9%	-7,527	-17.4%	-4,279	-10.7%
Net income attributable to shareholders of Kyocera Corporation	29,893	9.5%	32,067	9.9%	31,757	9.9%	28,731	9.3%	24,804	8.1%	21,964	7.3%	-10,103	-31.5%	-2,840	-11.4%

Average exchange rate	US\$	¥92	¥86	¥83	¥82
	Euro		¥117	¥111	¥112

¥82	¥78
¥117	¥110

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	138,756	44.3%	145,951	45.0%	139,805	43.8%	135,371	43.7%	134,232	44.0%	141,725	47.4%	-4,226	-2.9%	7,493	5.6%
Asia	50,940	16.3%	55,818	17.2%	54,883	17.2%	54,272	17.5%	55,731	18.3%	53,730	18.0%	-2,088	-3.7%	-2,001	-3.6%
Europe	52,898	16.9%	52,184	16.1%	53,761	16.8%	51,288	16.5%	53,271	17.4%	50,333	16.8%	-1,851	-3.5%	-2,938	-5.5%
United States of America	56,040	17.9%	54,651	16.9%	55,737	17.4%	54,278	17.5%	46,750	15.3%	39,126	13.1%	-15,525	-28.4%	-7,624	-16.3%
Others	14,541	4.6%	15,613	4.8%	15,336	4.8%	14,801	4.8%	15,247	5.0%	14,123	4.7%	-1,490	-9.5%	-1,124	-7.4%
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	-25,180	-7.8%	-6,194	-2.0%

### 3. Capital Expenditures, Depreciation, R&D Expenses

(Unit: Yen in millions)

	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	%
Capital expenditures	11,997	3.8%	20,690	6.4%	18,383	5.8%	19,610	6.3%	16,011	5.2%	18,513	6.2%	-2,177	-10.5%	2,502	15.6%
Depreciation	12,705	4.1%	14,090	4.3%	15,782	4.9%	17,217	5.6%	14,017	4.6%	14,981	5.0%	891	6.3%	964	6.9%
R&D expenses	11,387	3.6%	12,076	3.7%	13,231	4.1%	12,780	4.1%	11,939	3.9%	11,726	3.9%	-350	-2.9%	-213	-1.8%

4. Consolidated Results by Reporting Segment

(Unit: Yen in millions)

Net Sales by Reporting Segment	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	%
Fine Ceramic Parts Group	17,233	5.5%	19,441	6.0%	19,577	6.1%	20,018	6.4%	20,515	6.7%	21,466	7.2%	2,025	10.4%	951	4.6%
Semiconductor Parts Group	42,808	13.7%	45,317	14.0%	44,515	13.9%	42,047	13.6%	40,775	13.3%	40,979	13.7%	-4,338	-9.6%	204	0.5%
Applied Ceramic Products Group	44,847	14.3%	50,773	15.7%	54,880	17.2%	47,142	15.2%	45,435	14.9%	45,277	15.1%	-5,496	-10.8%	-158	-0.3%
Electronic Device Group	59,549	19.0%	64,005	19.7%	60,286	18.9%	58,801	19.0%	59,417	19.5%	56,413	18.9%	-7,592	-11.9%	-3,004	-5.1%
Components Business	164,437	52.5%	179,536	55.4%	179,258	56.1%	168,008	54.2%	166,142	54.4%	164,135	54.9%	-15,401	-8.6%	-2,007	-1.2%
Telecommunications Equipment Group	64,756	20.7%	57,526	17.7%	53,486	16.8%	49,400	15.9%	48,949	16.1%	41,075	13.7%	-16,451	-28.6%	-7,874	-16.1%
Information Equipment Group	58,465	18.7%	58,544	18.1%	59,544	18.6%	63,363	20.5%	60,190	19.7%	61,000	20.4%	2,456	4.2%	810	1.3%
Equipment Business	123,221	39.4%	116,070	35.8%	113,030	35.4%	112,763	36.4%	109,139	35.8%	102,075	34.1%	-13,995	-12.1%	-7,064	-6.5%
Others	32,640	10.4%	35,431	10.9%	34,362	10.7%	36,950	11.9%	36,269	11.9%	39,917	13.4%	4,486	12.7%	3,648	10.1%
Adjustments and eliminations	-7,123	-2.3%	-6,820	-2.1%	-7,128	-2.2%	-7,711	-2.5%	-6,319	-2.1%	-7,090	-2.4%	-270	—	-771	—
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	-25,180	-7.8%	-6,194	-2.0%

(Unit: Yen in millions)

Operating Profit by Reporting Segment	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	%
Fine Ceramic Parts Group	2,322	13.5%	2,992	15.4%	3,152	16.1%	3,503	17.5%	3,452	16.8%	3,816	17.8%	824	27.5%	364	10.5%
Semiconductor Parts Group	8,984	21.0%	9,468	20.9%	9,953	22.4%	8,926	21.2%	9,305	22.8%	8,568	20.9%	-900	-9.5%	-737	-7.9%
Applied Ceramic Products Group	7,432	16.6%	8,260	16.3%	7,502	13.7%	5,855	12.4%	4,311	9.5%	2,045	4.5%	-6,215	-75.2%	-2,266	-52.6%
Electronic Device Group	9,480	15.9%	12,768	19.9%	11,023	18.3%	8,375	14.2%	9,406	15.8%	8,217	14.6%	-4,551	-35.6%	-1,189	-12.6%
Components Business	28,218	17.2%	33,488	18.7%	31,630	17.6%	26,659	15.9%	26,474	15.9%	22,646	13.8%	-10,842	-32.4%	-3,828	-14.5%
Telecommunications Equipment Group	5,132	7.9%	-3,228	—	-2,858	—	3,075	6.2%	-741	—	1,067	2.6%	4,295	—	1,808	—
Information Equipment Group	5,503	9.4%	8,902	15.2%	5,928	10.0%	5,512	8.7%	7,614	12.6%	8,214	13.5%	-688	-7.7%	600	7.9%
Equipment Business	10,635	8.6%	5,674	4.9%	3,070	2.7%	8,587	7.6%	6,873	6.3%	9,281	9.1%	3,607	63.6%	2,408	35.0%
Others	1,873	5.7%	2,760	7.8%	2,934	8.5%	2,084	5.6%	794	2.2%	2,701	6.8%	-59	-2.1%	1,907	240.2%
Operating profit	40,726	13.0%	41,922	12.9%	37,634	11.8%	37,330	12.0%	34,141	11.2%	34,628	11.6%	-7,294	-17.4%	487	1.4%
Corporate, and Equity in earnings or losses of affiliates and unconsolidated subsidiaries	6,067	—	1,547	—	6,632	—	2,476	—	5,950	—	1,409	—	-138	-8.9%	-4,541	-76.3%
Adjustments and eliminations	-470	—	-299	—	-623	—	-610	—	-169	—	-394	—	-95	—	-225	—
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%	39,922	13.1%	35,643	11.9%	-7,527	-17.4%	-4,279	-10.7%

5. Orders Results by Reporting Segment

(Unit: Yen in millions)

Orders by Reporting Segment	FY3/2011								FY3/2012				Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q2 of FY3/2011		Q1 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	%
Fine Ceramic Parts Group	19,317	5.9%	20,460	6.0%	19,507	6.0%	20,430	6.8%	21,543	6.9%	20,297	6.9%	-163	-0.8%	-1,246	-5.8%
Semiconductor Parts Group	45,761	14.0%	46,991	13.9%	44,975	13.7%	41,611	13.8%	43,203	13.8%	40,064	13.7%	-6,927	-14.7%	-3,139	-7.3%
Applied Ceramic Products Group	48,120	14.8%	51,738	15.3%	55,118	16.9%	44,518	14.7%	49,893	16.0%	44,127	15.1%	-7,611	-14.7%	-5,766	-11.6%
Electronic Device Group	68,947	21.2%	67,442	20.0%	60,424	18.5%	58,550	19.4%	61,659	19.8%	53,645	18.4%	-13,797	-20.5%	-8,014	-13.0%
Components Business	182,145	55.9%	186,631	55.2%	180,024	55.1%	165,109	54.7%	176,298	56.5%	158,133	54.1%	-28,498	-15.3%	-18,165	-10.3%
Telecommunications Equipment Group	59,286	18.2%	63,491	18.8%	57,425	17.6%	46,903	15.6%	45,313	14.5%	41,043	14.0%	-22,448	-35.4%	-4,270	-9.4%
Information Equipment Group	57,686	17.7%	58,714	17.4%	59,350	18.1%	63,179	20.9%	60,128	19.3%	60,805	20.8%	2,091	3.6%	677	1.1%
Equipment Business	116,972	35.9%	122,205	36.2%	116,775	35.7%	110,082	36.5%	105,441	33.8%	101,848	34.8%	-20,357	-16.7%	-3,593	-3.4%
Others	33,436	10.3%	36,107	10.7%	37,189	11.4%	33,731	11.2%	36,505	11.7%	39,956	13.7%	3,849	10.7%	3,451	9.5%
Adjustments and eliminations	-6,818	-2.1%	-7,018	-2.1%	-7,192	-2.2%	-7,137	-2.4%	-6,376	-2.0%	-7,505	-2.6%	-487	—	-1,129	—
Orders	325,735	100.0%	337,925	100.0%	326,796	100.0%	301,785	100.0%	311,868	100.0%	292,432	100.0%	-45,493	-13.5%	-19,436	-6.2%

6. Employees

(Unit: Number of employees at the end of each quarter)

	FY3/2011				FY3/2012	
	Q1	Q2	Q3	Q4	Q1	Q2
Employees	65,925	66,175	65,876	66,608	67,073	67,072
Japan	24,765	24,821	24,809	24,983	25,118	25,004
Outside Japan	41,160	41,354	41,067	41,625	41,955	42,068