

April 26, 2013

Financial Presentation

For the Year ended March 31, 2013

Today's Presentation

Goro Yamaguchi
President and Representative Director

1. Financial Results
for the Year ended March 31, 2013

2. Financial Forecast
for the Year ending March 31, 2014

1. Financial Results for the Year ended March 31, 2013

Financial Results for the Year ended March 31, 2013

- Comparison with the Year ended March 31, 2012 -

(Unit: Yen in millions)

	Year ended March 31,				Change	
	2012		2013		Amount	%
	Amount	% to net sales	Amount	% to net sales		
Net sales	1,190,870	100.0	1,280,054	100.0	89,184	7.5
Profit from operations	97,675	8.2	76,926	6.0	-20,749	-21.2
Pre-tax income	114,893	9.6	101,363	7.9	-13,530	-11.8
Net income attributable to shareholders of Kyocera Corporation	79,357	6.7	66,473	5.2	-12,884	-16.2
EPS attributable to shareholders of Kyocera Corporation	432.58	—	362.36	—	—	—
Capital expenditures	66,408	5.6	56,688	4.4	-9,720	-14.6
Depreciation	62,374	5.2	63,119	4.9	745	1.2
R&D expenses	45,559	3.8	47,519	3.7	1,960	4.3
Average exchange rate (yen)	US \$	¥ 79	¥ 83			
	Euro	¥ 109	¥ 107			
Foreign currency fluctuation effect on:(compared with the previous year)	Net sales	Approx. ¥ -40.0 billion		Approx. ¥ 21.0 billion		
	Pre-tax income	Approx. ¥ -10.0 billion		Approx. ¥ 2.5 billion		

Sales by Reporting Segment for the Year ended March 31, 2013

- Comparison with the Year ended March 31, 2012 - (Unit: Yen in millions)

■ Reporting Segment	Year ended March 31,				Change	
	2012		2013		Amount	%
	Amount	% of net sales	Amount	% of net sales		
■ Fine Ceramic Parts Group	80,372	6.7	74,852	5.9	-5,520	-6.9
■ Semiconductor Parts Group	153,420	12.9	167,241	13.1	13,821	9.0
■ Applied Ceramic Products Group	179,784	15.1	211,439	16.5	31,655	17.6
■ Electronic Device Group	228,721	19.2	271,570	21.2	42,849	18.7
Components Business	642,297	53.9	725,102	56.7	82,805	12.9
■ Telecommunications Equipment Group	178,669	15.0	177,314	13.8	-1,355	-0.8
■ Information Equipment Group	243,457	20.4	250,534	19.6	7,077	2.9
Equipment Business	422,126	35.4	427,848	33.4	5,722	1.4
■ Others	151,987	12.8	159,902	12.5	7,915	5.2
Adjustments and eliminations	-25,540	-2.1	-32,798	-2.6	-7,258	-
Net sales	1,190,870	100.0	1,280,054	100.0	89,184	7.5

Operating Profit by Reporting Segment for the Year ended March 31, 2013 - Comparison with the Year ended March 31, 2012 -

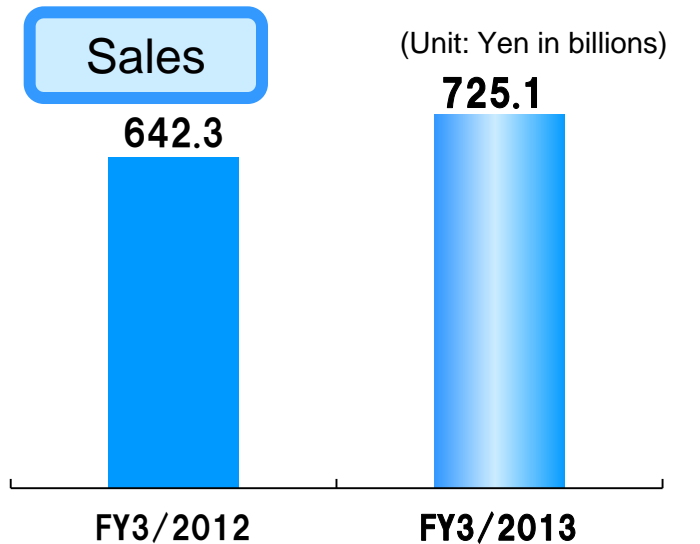
(Unit: Yen in millions)

■ Reporting Segment	Year ended March 31,				Change	
	2012		2013		Amount	%
	Amount	% to net sales	Amount	% to net sales		
■ Fine Ceramic Parts Group	12,622	15.7	7,614	10.2	-5,008	-39.7
■ Semiconductor Parts Group	27,754	18.1	30,379	18.2	2,625	9.5
■ Applied Ceramic Products Group	6,459	3.6	17,924	8.5	11,465	177.5
■ Electronic Device Group	16,036	7.0	-4,014	-	-20,050	-
Components Business	62,871	9.8	51,903	7.2	-10,968	-17.4
■ Telecommunications Equipment Group	1,469	0.8	1,340	0.8	-129	-8.8
■ Information Equipment Group	29,451	12.1	21,750	8.7	-7,701	-26.1
Equipment Business	30,920	7.3	23,090	5.4	-7,830	-25.3
■ Others	8,054	5.3	10,542	6.6	2,488	30.9
Operating profit	101,845	8.6	85,535	6.7	-16,310	-16.0
Corporate and others	13,048	-	15,828	-	2,780	21.3
Pre-tax income	114,893	9.6	101,363	7.9	-13,530	-11.8

Operating profit represents profit from operating activities.

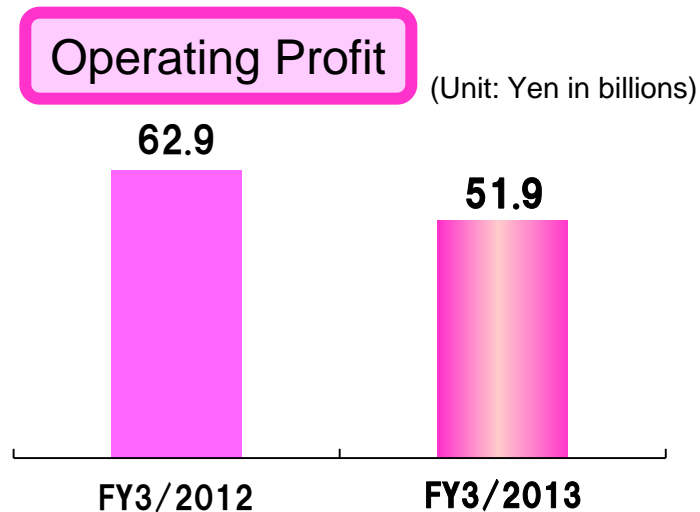
Summary of Financial Results for the Year ended March 31, 2013 (1)

- Components Business -



Compared with FY3/2012: up ¥82.8 billion

- Electronic Device Group: up ¥42.8 billion
Contribution of Kyocera Display Corp.
- Applied Ceramic Products Group: up ¥31.7 billion
Expanded solar energy business in Japan
- Semiconductor Parts Group: up ¥13.8 billion
Higher demand for ceramic packages



Compared with FY3/2012: down ¥11.0 billion

- Posted additional charge for environmental remediation at AVX Corp. : an increase of ¥ 13.4 billion

[Recorded environmental remediation charge at AVX Corp.]

FY3/2012	¥7.9 billion
FY3/2013	¥21.3 billion

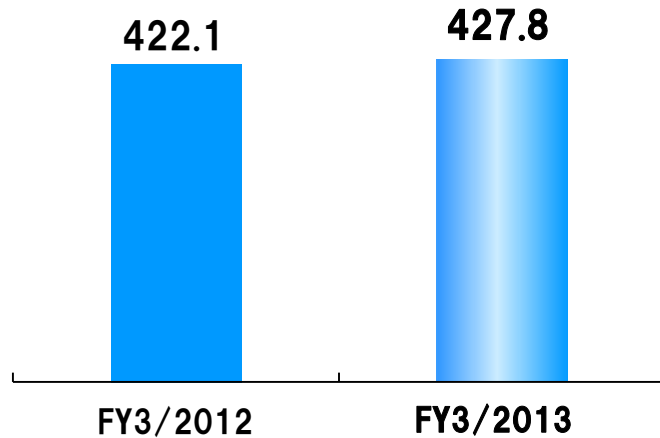
Summary of Financial Results for the Year ended March 31, 2013 (2)

- Equipment Business -

Sales

(Unit: Yen in billions)

Compared with FY3/2012: up ¥5.7 billion

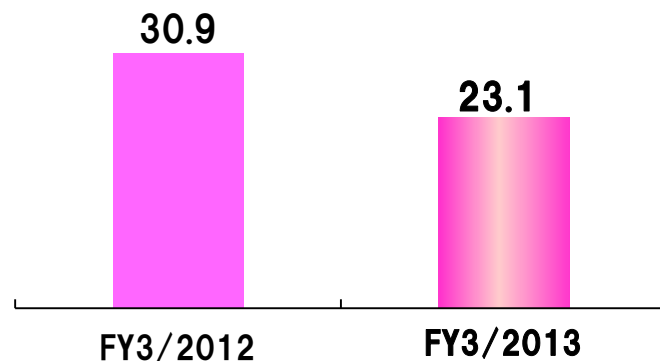


- Information Equipment Group: up ¥7.1 billion
Higher unit sales in emerging and advanced countries

Operating Profit

(Unit: Yen in billions)

Compared with FY3/2012: down ¥7.8 billion



- Information Equipment Group: down ¥7.7 billion
Price decline due to intensified competition coupled with weak Euro

Initiatives Implemented in the Year ended March 31, 2013

1 Strengthen production base

- Start production of information equipment at a new plant in Vietnam.



KYOCERA Document Technology Vietnam Co., Ltd.

2 Strengthen businesses through M&As

Electronic Device Group

Strengthen LCD and tantalum capacitor businesses

- Sales contribution of Kyocera Display Corporation
- Expand product line-up by acquiring tantalum capacitor division from Nichicon Corporation

Information Equipment Group

Strengthen software development and expand sales channel

- Consolidated AKI GmbH, a software developer in Germany, a subsidiary
- Acquired information equipment sales business from Nevill Business Machines, Inc. in the U.S.

Others

Strengthen ICT business

- Develop business in Asia through the acquisition of MOTEX Inc.

2. Financial Forecast for the Year ending March 31, 2014

Management Policy for the Year ending March 31, 2014

Aim to be a high-growth, high-profitable company

**Exploit Kyocera
Group's collective
capabilities**

**Increase
market share**

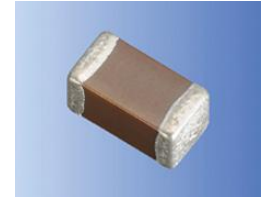
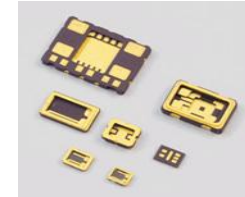
**Strengthen
new product
development**

Major Initiatives (1): Expand Sales in Growing Markets

Information and Communication Market

Components Business

Expand sales of miniature and high-performance components



Equipment Business

Expand sales channels overseas



Environment and Energy Market

Expand sales of environmental and energy related products by utilizing Kyocera Group's comprehensive management resources



Major Initiatives (2): Strengthen Business Foundation Overseas

Reduce costs and increase production to meet growing demand

- Start production at a new plant in Vietnam

Production items: Ceramic packages, connectors

Start of operations: Summer of 2013 (planned)



KYOCERA VIETNAM COMPANY LIMITED

- Start production at a new plant in India

Production item: Cutting tools

Start of operations: Summer of 2013 (planned)



Artist rendering of the completed KYOCERA CTC Precision Tools Private Limited

Major Initiatives (3): Strengthen Business Foundation in Japan

Increase production in Japan by leveraging technological advantages

Expand into volume zone

- Expand production facilities of organic packages

Production items: FC-CSP (flip-chip chip scale packaging) substrates

Start of construction: May 2013 (planned)

Start of operations: Summer of 2014 (planned)



Second facility at the Kyoto Ayabe Plant of Kyocera SLC Technologies Corporation

Increase production of high-value-added products

- Expand toner plant

Production item: Toner

Start of construction: around May 2013 (planned)

Start of operations: June 2014 (planned)



Tamaki Plant of Kyocera Document Solutions Inc. in Mie Pref.

Pictures are artist rendering of the completed facility

Financial Forecast of FY3/2014

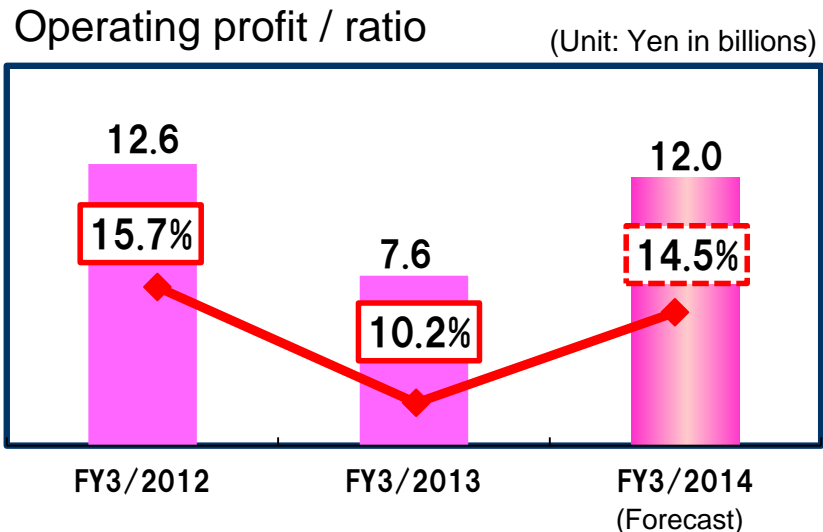
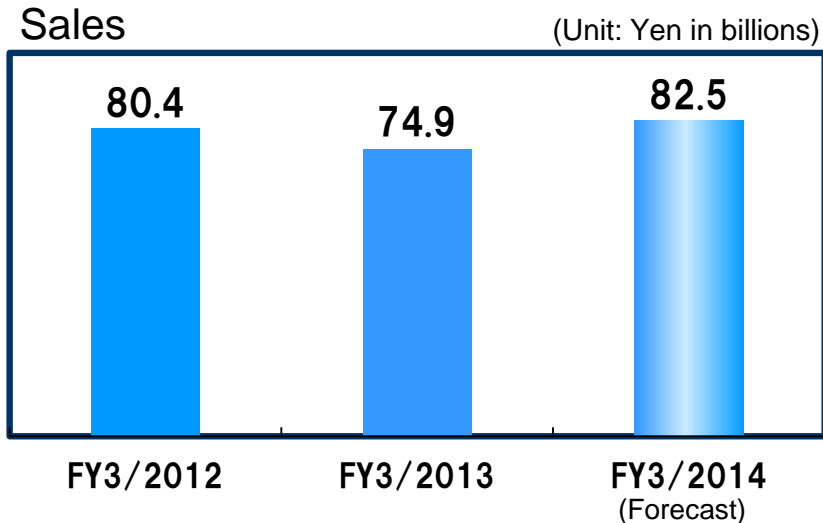
(Unit: Yen in millions)

	Year ended March 31, 2013		Year ending March 31, 2014 (Forecast)		Changes in amount compared with	
	Amount	% to net sales	Amount	% to net sales	Amount	%
Net sales	1,280,054	100.0	1,400,000	100.0	119,946	9.4
Profit from operations	76,926	6.0	140,000	10.0	63,074	82.0
Pre-tax income	101,363	7.9	150,000	10.7	48,637	48.0
Net income attributable to shareholders of Kyocera Corporation	66,473	5.2	96,000	6.9	29,527	44.4
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	362.36	—	523.33	—	—	—
Capital expenditures	56,688	4.4	75,000	5.4	18,312	32.3
Depreciation	63,119	4.9	74,000	5.3	10,881	17.2
R&D expenses	47,519	3.7	52,000	3.7	4,481	9.4
Average exchange rate (yen)	US\$: ¥83	€: ¥107	US\$: ¥95	€: ¥123		
Foreign currency fluctuation effect on: (compared with the previous fiscal year)	Net sales	Approx. ¥ 21.0 billion		Approx. ¥ 95.0 billion		
	Pre-tax income	Approx. ¥ 2.5 billion		Approx. ¥ 30.0 billion		

Forecast of EPS attributable to shareholders of Kyocera Corporation is computed based on the diluted average number of shares outstanding ended March 31, 2013. Please refer to forward-looking statements on the final page.

Financial Forecasts by Reporting Segment for FY3/2014

Fine Ceramic Parts Group



Compared with FY3/2013	
Sales	+7.6 billion (+10.2%)
Operating Profit	+4.4 billion (+57.6%)

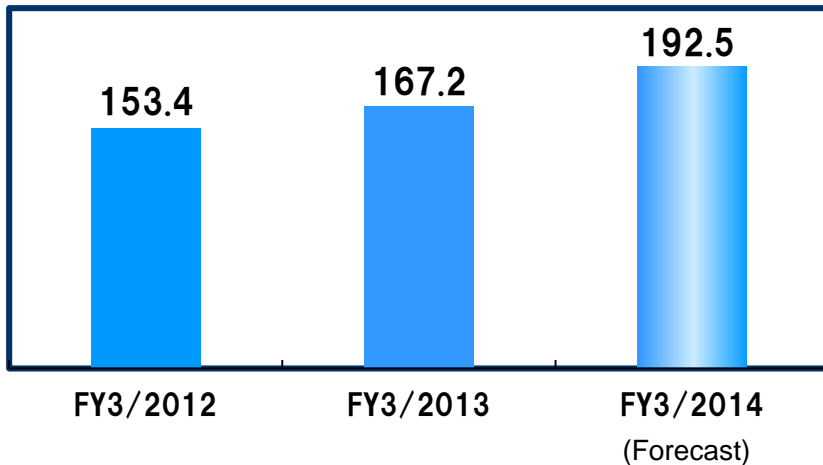
Major Initiatives

- Expand sales by increasing share of components for the industrial machinery market such as for semiconductor fabrication equipment and launching new products
- Expand sales by increasing share of automotive parts in North America, Japan and Asia
- Significantly increase profit by promoting cost reductions such as through streamlining of production processes as well as the effect of sales growth

Financial Forecasts by Reporting Segment for FY3/2014

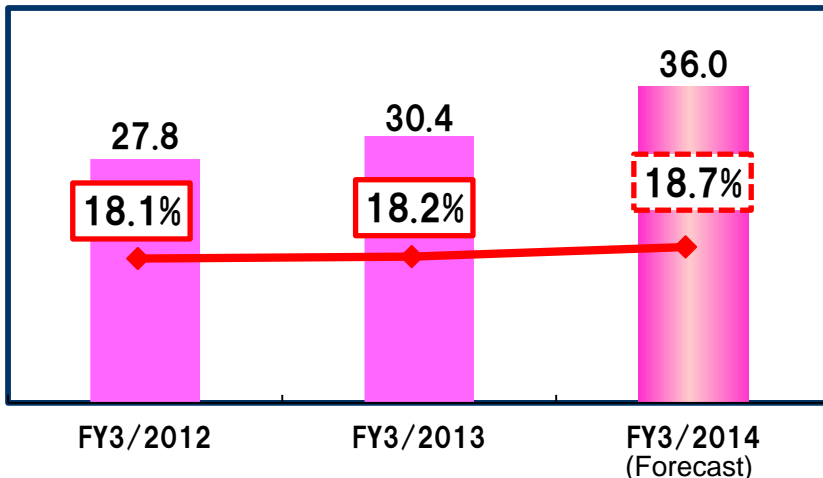
Semiconductor Parts Group

Sales (Unit: Yen in billions)



Compared with FY3/2013	
Sales	+25.3 billion (+15.1%)
Operating Profit	+5.6 billion (+18.5%)

Operating profit / ratio (Unit: Yen in billions)

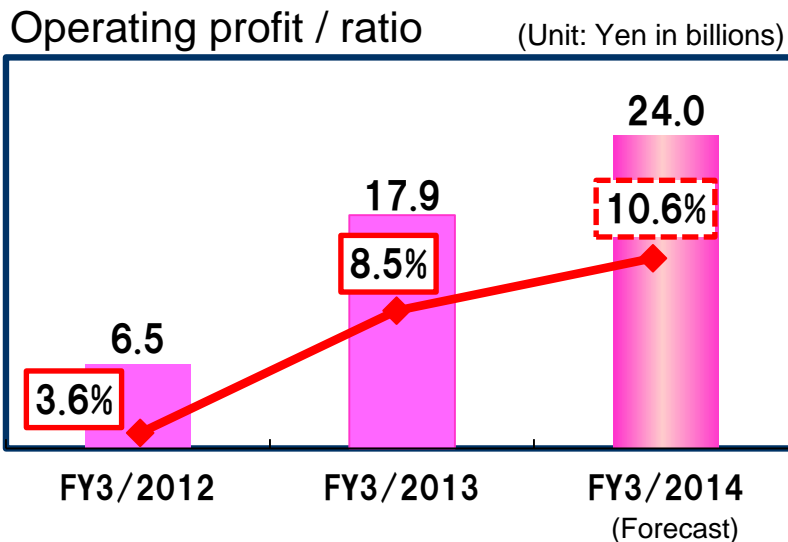
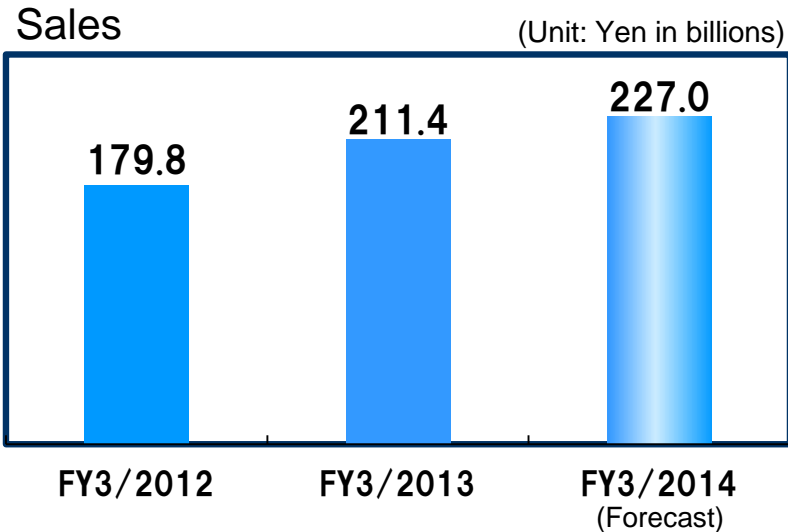


Major Initiatives

- Expand sales and profit by increasing sales of packages for digital consumer equipment, particularly smartphones
- Increase production at a new plant in Vietnam and increase profit by cost reductions

Financial Forecasts by Reporting Segment for FY3/2014

Applied Ceramic Products Group



Compared with FY3/2013

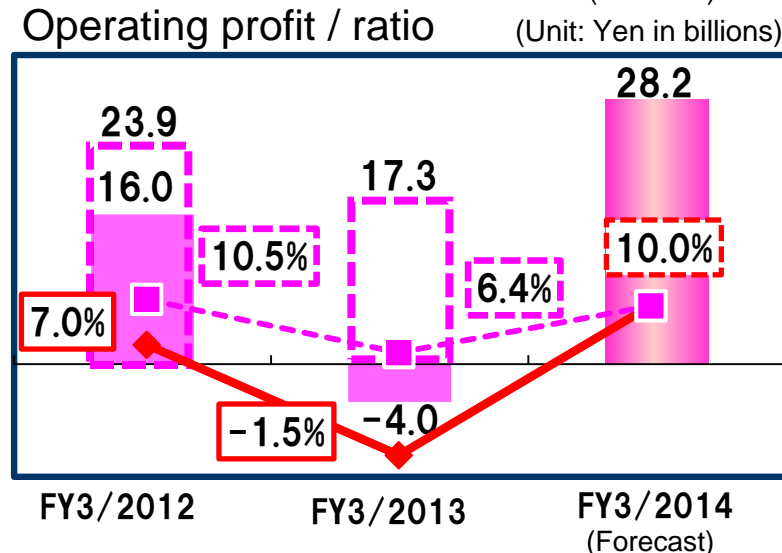
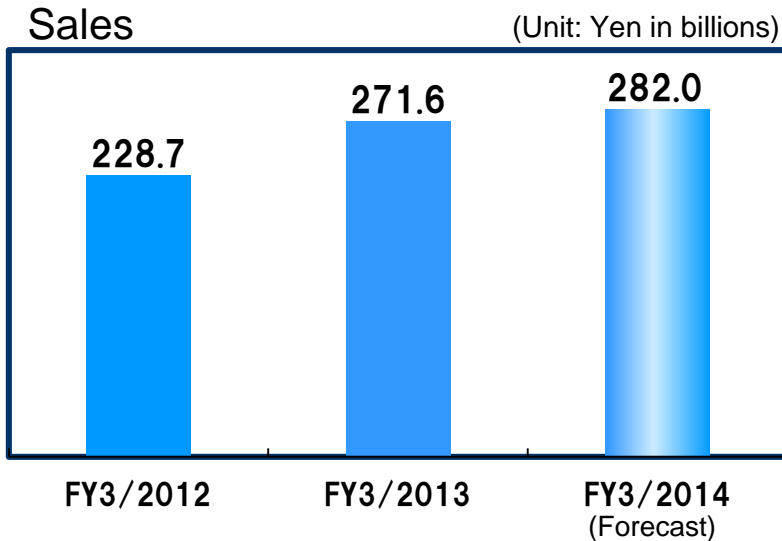
Sales	+ 15.6 billion (+7.4%)
Operating Profit	+ 6.1 billion (+33.9%)

Major Initiatives

- Solar energy business:
Increase sales and profit by boosting sales in Japan and reducing costs
- Cutting tool business:
Increase sales and profit by expanding sales in emerging and advanced countries

Financial Forecasts by Reporting Segment for FY3/2014

Electronic Device Group



Compared with FY3/2013	
Sales	+10.4 billion (+3.8%)
Operating Profit	+32.2 billion (-)

Major Initiative

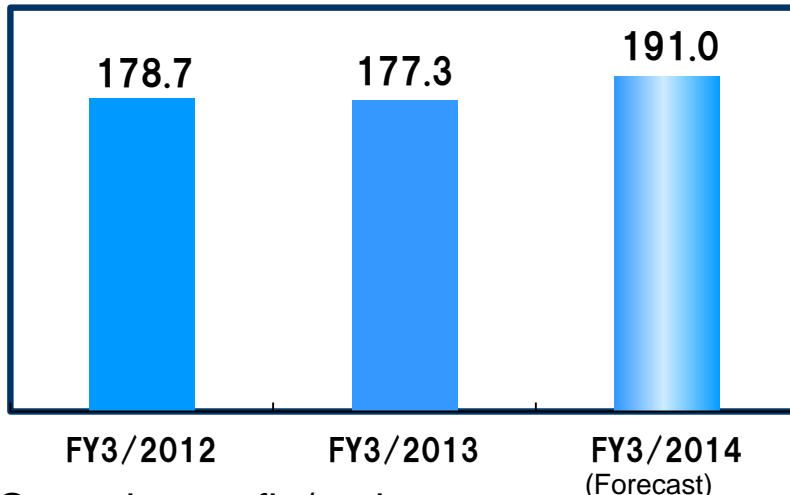
- Focus on improving profitability and aim to achieve double-digits operating profit ratio by reviewing product line-up

Excluding environmental remediation charge at AVX Corp.

Financial Forecasts by Reporting Segment for FY3/2014

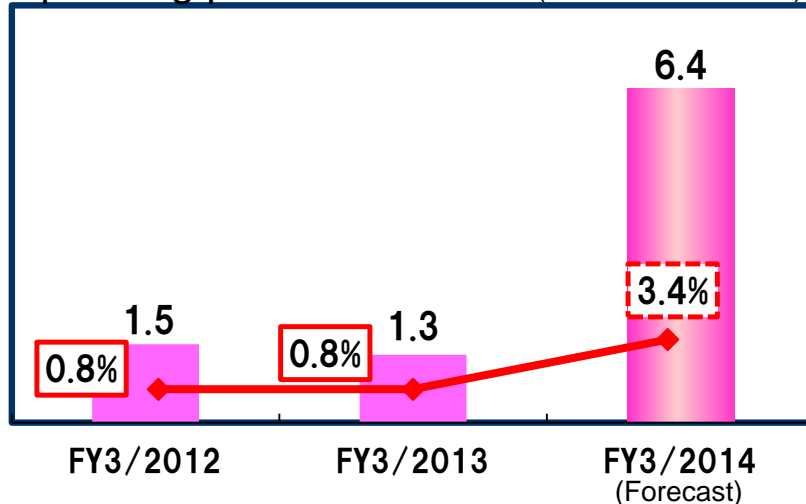
Telecommunications Equipment Group

Sales (Unit: Yen in billions)



Compared with FY3/2013	
Sales	+13.7 billion (+7.7%)
Operating Profit	+5.1 billion (+377.6%)

Operating profit / ratio (Unit: Yen in billions)



Major Initiatives

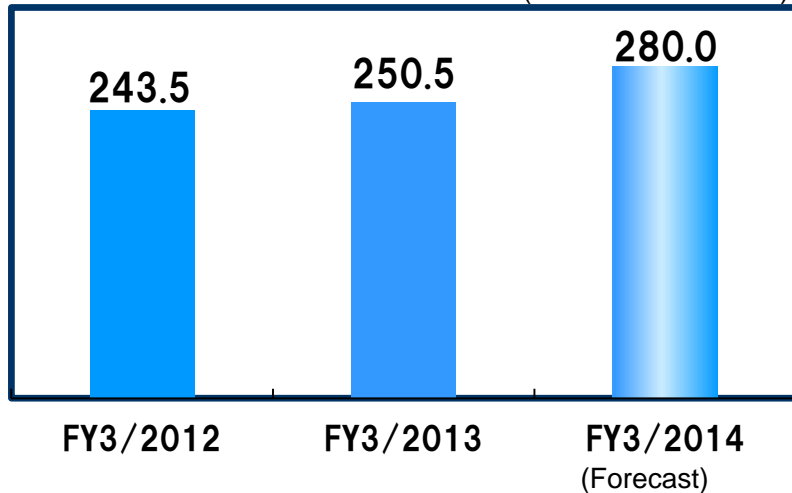
- Increase sales by expanding sales channels in the North American market
- Enhance profitability by increasing sales and reducing costs as well as through the effects of the yen's depreciation

Financial Forecasts by Reporting Segment for FY3/2014

Information Equipment Group

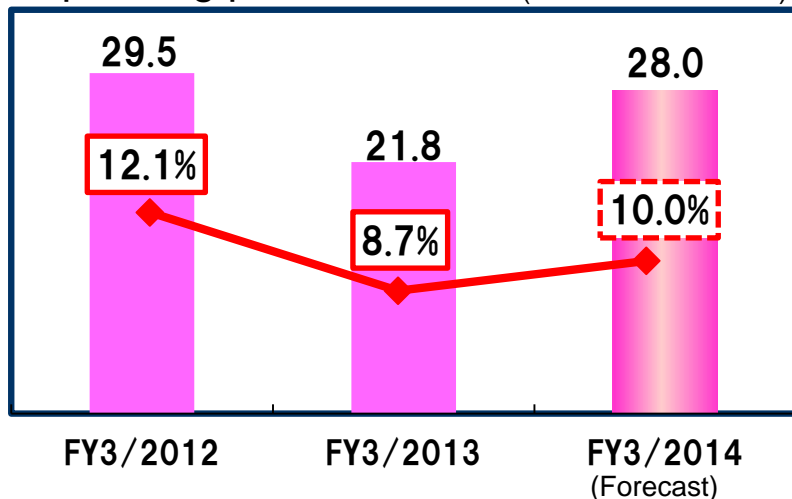
Sales

(Unit: Yen in billions)



Operating profit / ratio

(Unit: Yen in billions)



Compared with FY3/2013

Sales	+29.5 billion (+11.8%)
Operating Profit	+6.2 billion (+28.7%)

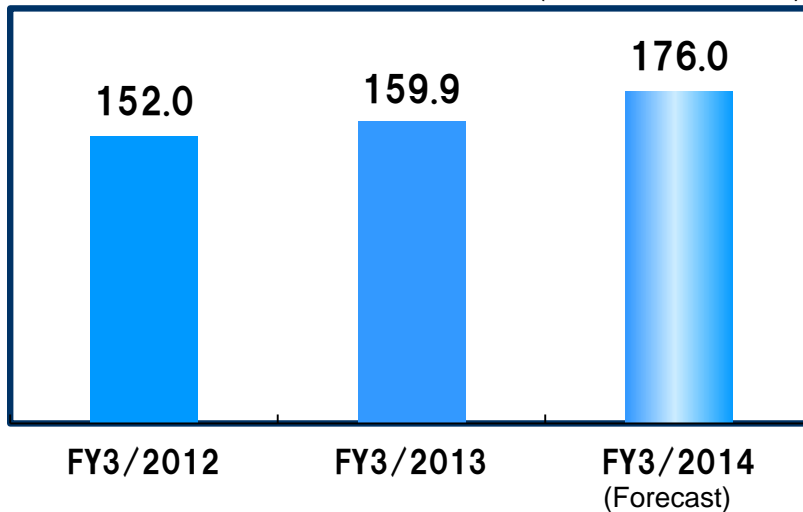
Major Initiatives

- Increase sales by actively launching new models and expanding sales areas
- Enhance profitability by increasing production in Vietnam
- Increase profit through the effects of the yen's depreciation

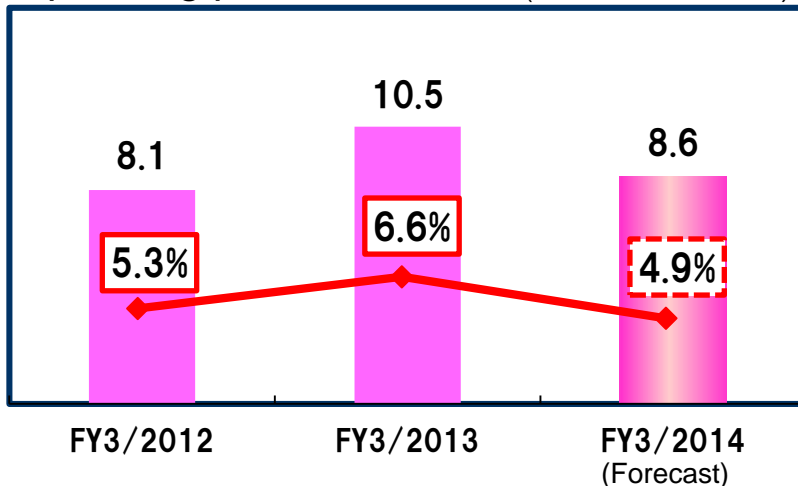
Financial Forecasts by Reporting Segment for FY3/2014

Others

Sales (Unit: Yen in billions)



Operating profit / ratio (Unit: Yen in billions)



Compared with FY3/2013

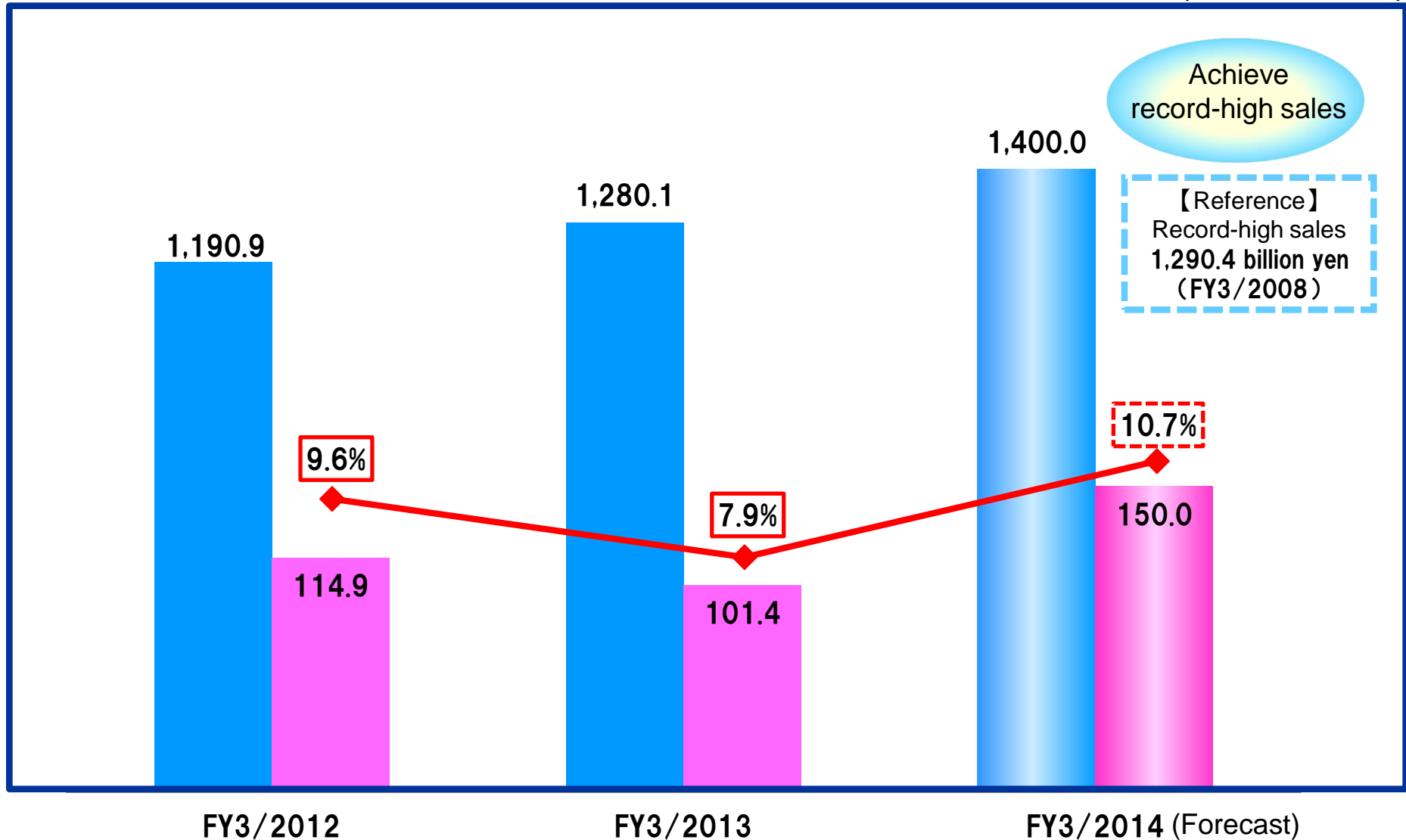
Sales	+16.1 billion (+10.1%)
Operating Profit	-1.9 billion (-18.4%)

Major Initiatives

- Increase sales and profit at Kyocera Communication Systems Co., Ltd.
- Expand sales of energy management systems
- Increase R&D expenses to develop new technologies and products, which may result in decreased profit

Achieve Financial Forecasts for FY3/2014

(Unit: Yen in billions)

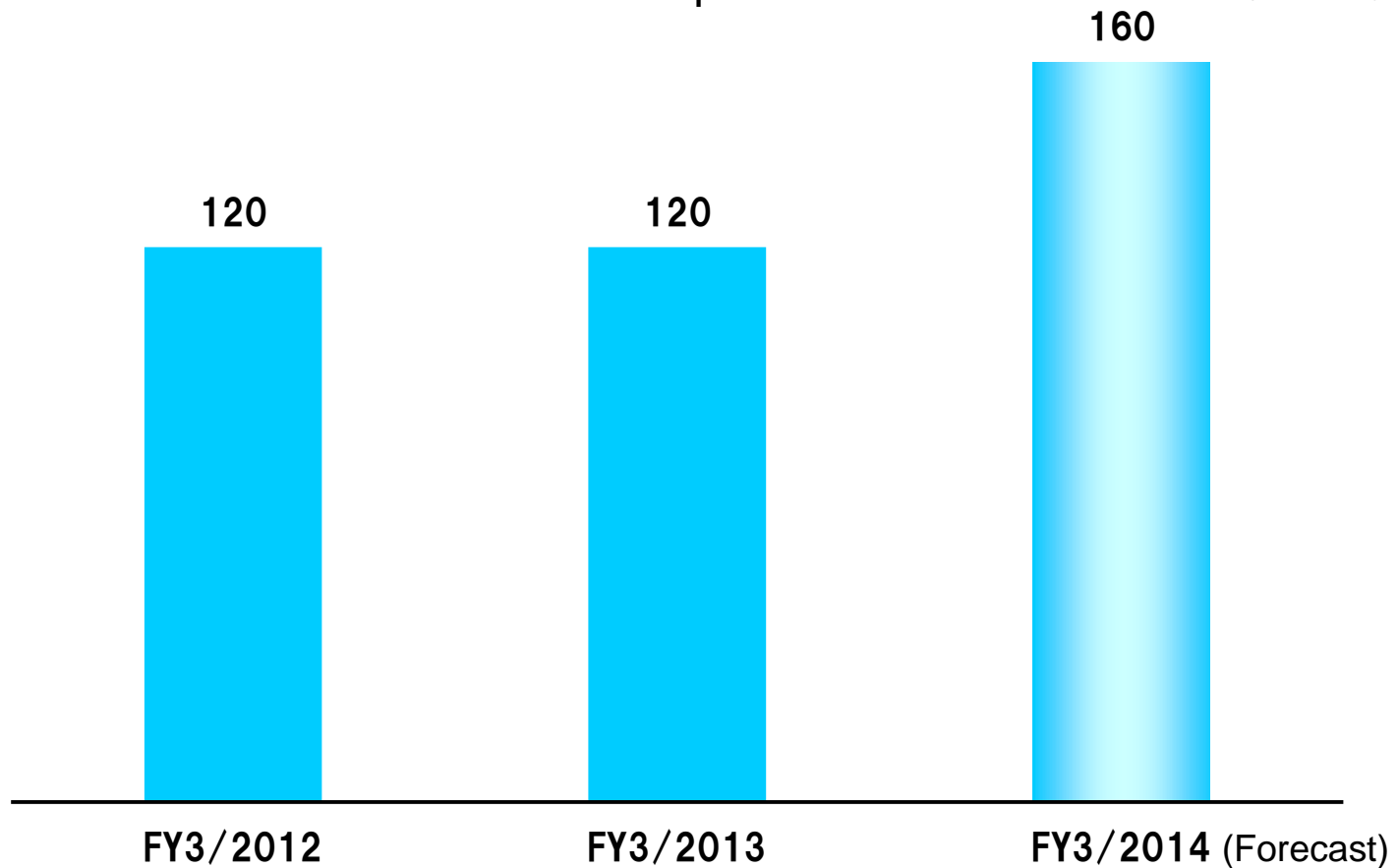


Dividend Forecast for FY3/2014

Dividend Policy: Maintain a consolidated payout ratio at a level of 30% or more

Annual Dividend per Share

(Unit: Yen)



Sales Forecast by Reporting Segment for FY3/2014

Reference

(Unit: Yen in millions)

■ Reporting Segment	Year ended March 31, 2013		Year ending March 31, 2014 (Forecast)		Change	
	Amount	% of net sales	Amount	% of net sales	Amount	%
■ Fine Ceramic Parts Group	74,852	5.9	82,500	5.9	7,648	10.2
■ Semiconductor Parts Group	167,241	13.1	192,500	13.8	25,259	15.1
■ Applied Ceramic Products Group	211,439	16.5	227,000	16.2	15,561	7.4
■ Electronic Device Group	271,570	21.2	282,000	20.1	10,430	3.8
Components Business	725,102	56.7	784,000	56.0	58,898	8.1
■ Telecommunications Equipment Group	177,314	13.8	191,000	13.6	13,686	7.7
■ Information Equipment Group	250,534	19.6	280,000	20.0	29,466	11.8
Equipment Business	427,848	33.4	471,000	33.6	43,152	10.1
■ Others	159,902	12.5	176,000	12.6	16,098	10.1
Adjustments and eliminations	-32,798	-2.6	-31,000	-2.2	1,798	-
Net sales	1,280,054	100.0	1,400,000	100.0	119,946	9.4

Operating Profit Forecast by Reporting Segment for FY3/2014

Reference

(Unit: Yen in millions)

■ Reporting Segment	Year ended March 31, 2013		Year ending March 31, 2014 (Forecast)		Change	
	Amount	% to net sales	Amount	% to net sales	Amount	%
■ Fine Ceramic Parts Group	7,614	10.2	12,000	14.5	4,386	57.6
■ Semiconductor Parts Group	30,379	18.2	36,000	18.7	5,621	18.5
■ Applied Ceramic Products Group	17,924	8.5	24,000	10.6	6,076	33.9
■ Electronic Device Group	-4,014	-	28,200	10.0	32,214	-
Components Business	51,903	7.2	100,200	12.8	48,297	93.1
■ Telecommunications Equipment Group	1,340	0.8	6,400	3.4	5,060	377.6
■ Information Equipment Group	21,750	8.7	28,000	10.0	6,250	28.7
Equipment Business	23,090	5.4	34,400	7.3	11,310	49.0
■ Others	10,542	6.6	8,600	4.9	-1,942	-18.4
Operating profit	85,535	6.7	143,200	10.2	57,665	67.4
Corporate and others	15,828	-	6,800	-	-9,028	-57.0
Pre-tax income	101,363	7.9	150,000	10.7	48,637	48.0

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

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 the yen's appreciation, 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 the possibility that 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.