

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		Q3		Q3 of FY3/2012		Q2 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	% to 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%	318,093	100.0%	36,972	13.2%	7,388	2.4%
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%	25,343	8.0%	4,733	23.0%	-2,550	-9.1%
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%	33,150	10.4%	6,111	22.6%	2,145	6.9%
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%	19,599	6.2%	-5,743	-22.7%	798	4.2%
Average exchange rate(yen)	US\$	¥82		¥78		¥77		¥79		US\$	¥80		¥79		¥81			
	Euro	¥117		¥110		¥104		¥104		Euro	¥103		¥98		¥105			

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2012								FY3/2013						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2012		Q2 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	% 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%	138,467	43.5%	-4,940	-3.4%	-3,270	-2.3%
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%	59,289	18.6%	14,373	32.0%	2,081	3.6%
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%	57,258	18.0%	24,273	73.6%	6,032	11.8%
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%	48,637	15.3%	992	2.1%	2,577	5.6%
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%	14,442	4.6%	2,274	18.7%	-32	-0.2%
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%	318,093	100.0%	36,972	13.2%	7,388	2.4%

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		Q3		Q3 of FY3/2012		Q2 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	% 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%	14,181	4.5%	-2,739	-16.2%	846	6.3%
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%	16,438	5.2%	277	1.7%	1,603	10.8%
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%	11,749	3.7%	296	2.6%	-372	-3.1%

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		Q3		Q3 of FY3/2012		Q2 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	% 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%	18,538	5.8%	-827	-4.3%	-792	-4.1%
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%	44,879	14.1%	8,900	24.7%	796	1.8%
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%	51,302	16.1%	8,414	19.6%	8,478	19.8%
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%	66,986	21.1%	17,456	35.2%	-3,938	-5.6%
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%	181,705	57.1%	33,943	23.0%	4,544	2.6%
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%	43,027	13.5%	-3,517	-7.6%	215	0.5%
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%	61,658	19.4%	3,881	6.7%	3,354	5.8%
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%	104,685	32.9%	364	0.3%	3,569	3.5%
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%	40,148	12.6%	5,069	14.5%	-24	-0.1%
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%	-8,445	-2.6%	-2,404	—	-701	—
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%	318,093	100.0%	36,972	13.2%	7,388	2.4%

(Unit: Yen in millions)

Operating Profit	FY3/2012								FY3/2013						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2012		Q2 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	% 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%	1,894	10.2%	-456	-19.4%	-307	-13.9%
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%	8,986	20.0%	4,565	103.3%	829	10.2%
Applied Ceramic Products Group	4,311	9.5%	2,045	4.5%	875	2.0%	-772	—	1,483	3.5%	3,805	8.9%	4,618	9.0%	3,743	427.8%	813	21.4%
Electronic Device Group	9,406	15.8%	8,217	14.6%	4,274	8.6%	-5,861	—	-17,503	—	5,624	7.9%	4,656	7.0%	382	8.9%	-968	-17.2%
Components Business	26,474	15.9%	22,646	13.8%	11,920	8.1%	1,831	1.1%	-7,981	—	19,787	11.2%	20,154	11.1%	8,234	69.1%	367	1.9%
Telecommunications Equipment Group	-741	—	1,067	2.6%	485	1.0%	658	1.6%	-206	—	1,007	2.4%	870	2.0%	385	79.4%	-137	-13.6%
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%	4,646	7.5%	-2,133	-31.5%	-758	-14.0%
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%	5,516	5.3%	-1,748	-24.1%	-895	-14.0%
Others	794	2.2%	2,701	6.8%	2,037	5.8%	2,522	6.2%	1,244	3.6%	3,101	7.7%	2,975	7.4%	938	46.0%	-126	-4.1%
Operating profit	34,141	11.2%	34,628	11.6%	21,221	7.5%	11,855	3.9%	-1,241	—	29,299	9.4%	28,645	9.0%	7,424	35.0%	-654	-2.2%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	5,950	—	1,409	—	6,035	—	446	—	6,030	—	2,106	—	5,214	—	-821	-13.6%	3,108	147.6%
Adjustments and eliminations	-169	—	-394	—	-217	—	-12	—	-62	—	-400	—	-709	—	-492	—	-309	—
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%	33,150	10.4%	6,111	22.6%	2,145	6.9%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2012								FY3/2013						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2012		Q2 of FY3/2013	
	Amount	% of total	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%	18,197	5.5%	-490	-2.6%	-1,103	-5.7%
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%	40,404	12.2%	6,841	20.4%	-5,773	-12.5%
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%	67,556	20.4%	23,817	54.5%	6,574	10.8%
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%	65,434	19.8%	19,032	41.0%	-5,475	-7.7%
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%	191,591	57.9%	49,200	34.6%	-5,777	-2.9%
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%	46,329	14.0%	-3,622	-7.3%	-566	-1.2%
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%	61,469	18.6%	3,727	6.5%	3,128	5.4%
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%	107,798	32.6%	105	0.1%	2,562	2.4%
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%	40,590	12.2%	4,508	12.5%	-7	-0.0%
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%	-8,997	-2.7%	-3,468	—	-809	—
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%	330,982	100.0%	50,345	17.9%	-4,031	-1.2%

6. Number of Employees

(As of the end of each quarter)

	FY3/2012				FY3/2013		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Total	67,073	67,072	65,916	71,489	72,121	73,101	71,535
Japan	25,118	25,004	24,919	25,529	25,525	25,423	25,438
Outside Japan	41,955	42,068	40,997	45,960	46,596	47,678	46,097