

# **Kyocera Corporation Financial Presentation**

## **(Year Ended March 31, 2007)**

**May 7, 2007**  
**Kyocera Corporation**

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# 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: general economic conditions in our markets, which are primarily Japan, North America, Europe, and Asia, particularly including China; unexpected changes in economic, political and legal conditions in China; our ability to develop, launch and produce innovative products, including meeting quality and delivery standards, and our ability to otherwise meet the advancing technical requirements of our customers, particularly in the highly competitive markets for ceramics, semiconductor parts and electronic components manufacturing delays or defects resulting from outsourcing or internal manufacturing processes which may adversely affect our production yields and operating results; factors that may affect our exports, including a strong yen, political and economic instability, difficulties in collection of accounts receivable, decrease in cost competitiveness of our products, increases in shipping and handling costs, difficulty in staffing and managing international operations, and inadequate protection of our intellectual property; changes in exchange rates, particularly between the yen and the U.S. dollar and euro, respectively, in which we make significant sales; inability to secure skilled employees, particularly engineering and technical personnel; insufficient protection of our trade secrets and patents; holding licenses to continue to manufacture and sell certain of its products, the expense of which may adversely affects its results of operations; laws and regulations relating to the taxation, and to manufacturing and trade; events that may impact negatively on our markets or supply chain, including terrorist acts and outbreaks of diseases; the occurrence of natural disasters, such as earthquakes, in locations where our manufacturing and other key business facilities are located; and fluctuations in the value of, and impairment losses on, securities and other assets held by us, and changes in accounting principles. Such risks, uncertainties and other factors may cause our actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements. We undertake no obligation to publicly update any forward-looking statements included in this document.

# Consolidated Financial Forecast (1)

- Year Ending March 31, 2008 -

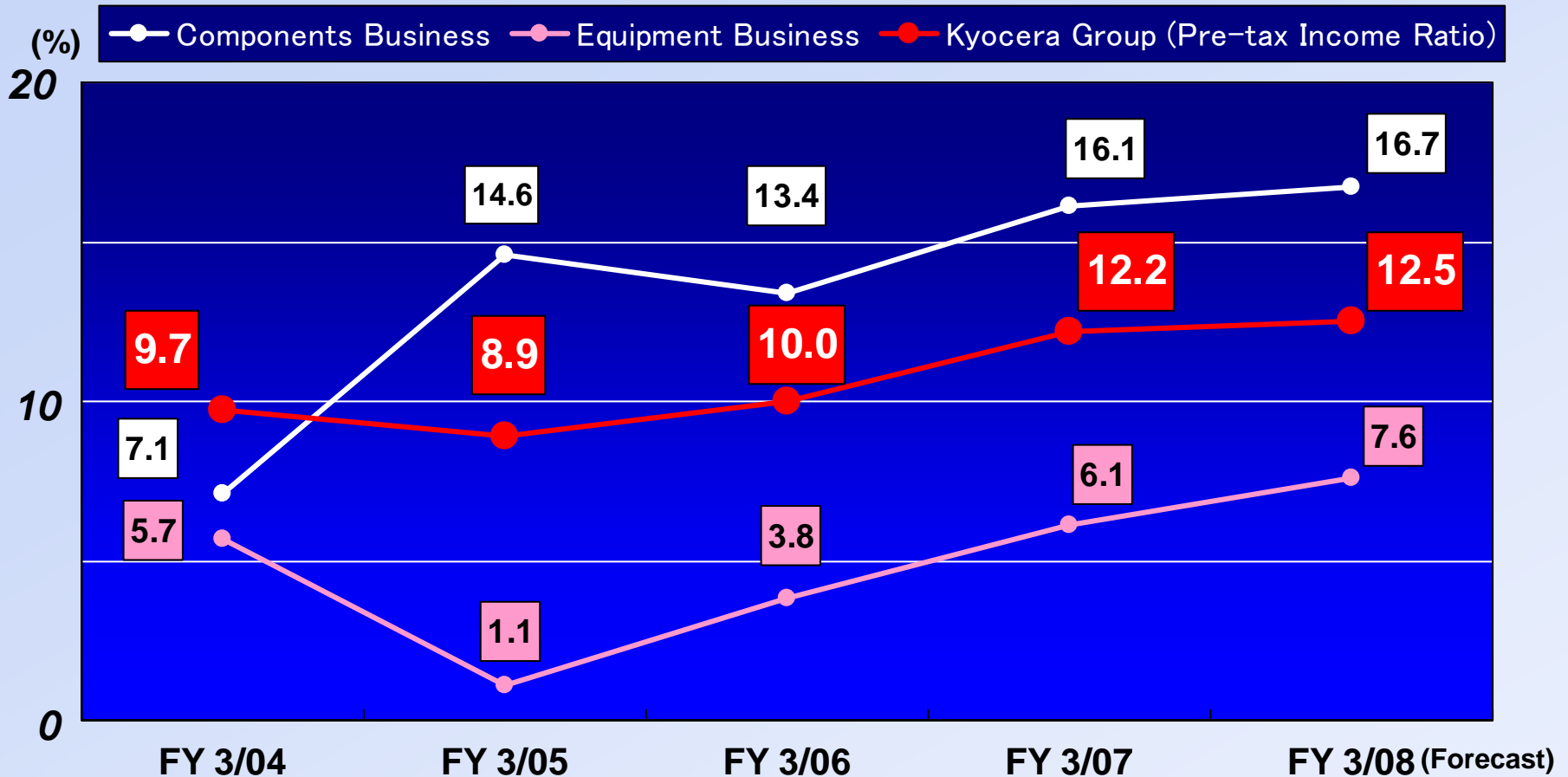
(Unit: Yen in millions)

	Year ended March 31,		Year ending March 31,		% change
	2007		2008		
	Amount	% to net sales	Amount	% to net sales	
<b>Net sales</b>	1,283,897	—	<b>1,330,000</b>	—	<b>3.6</b>
<b>Profit from operations</b>	135,102	10.5	<b>151,000</b>	<b>11.4</b>	<b>11.8</b>
<b>Pre-tax income</b>	156,540	12.2	<b>166,000</b>	<b>12.5</b>	<b>6.0</b>
<b>Net income</b>	106,504	8.3	<b>103,000</b>	<b>7.7</b>	<b>-3.3</b>
<b>EPS (diluted - yen)</b>	564.79	—	<b>546.21</b>	—	<b>-3.3</b>
<b>Capital expenditures</b>	69,896	5.4	<b>86,000</b>	<b>6.5</b>	<b>23.0</b>
<b>Depreciation</b>	70,155	5.5	<b>79,000</b>	<b>5.9</b>	<b>12.6</b>
<b>R&amp;D expenses</b>	61,100	4.8	<b>67,000</b>	<b>5.0</b>	<b>9.7</b>

Average exchange rate (yen)		US\$: 117	Euro: 150	US\$: 110	Euro: 150
Foreign currency fluctuation effect on: (Compared with the previous year)	net sales	¥39.6 billion		¥-34 billion	
	pre-tax income	¥15.7 billion		¥-7 billion	

# Operating Profit Ratio Trends

- FY3/04 through FY3/08 (Forecast) -



- Forecast continuous pre-tax income growth for 3 fiscal years (FY3/06-3/08)
- Achieve 12.5% pre-tax income ratio in FY3/08

Commencing in FY 3/08, the "Optical Equipment Group," previously a separate reporting segment, will be reclassified into "Others."

# Consolidated Financial Forecast (2)

## - Year Ending March 31, 2008 -

(Unit: Yen in millions)

	Year ended March 31,		Year ending March 31,		% change
	2007		2008		
	Amount	% to net sales	Amount	% to net sales	
Net sales	1,283,897	—	1,330,000	—	3.6
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		Year ended March 31,		Year ending March 31,	
		2007		2008	
Average exchange rate (yen)		<b>US\$: 117</b>	<b>Euro: 150</b>	<b>US\$: 110</b>	<b>Euro: 150</b>
Foreign currency fluctuation effect on: (Compared with the previous year)	net sales	¥39.6 billion		¥-34 billion	
	pre-tax income	¥15.7 billion		¥-7 billion	

# Business Outlook

- Year Ending March 31, 2008 -

## Production Volume Forecast for Key Electronic Equipment

(Kyocera Forecast)

	<b>CY2006</b> (Million Units)	<b>CY2007</b> (Estimate) (% change from CY2006)	<b>Background</b>
<b>Mobile phone handsets</b>	<b>980</b>	<b>+10%</b>	<ul style="list-style-type: none"> <li>• Rising replacement demand among high-value-added model in U.S. and Europe</li> <li>• Expanding emerging-market demand</li> </ul>
<b>PCs</b>	<b>230</b>	<b>+10%</b>	<ul style="list-style-type: none"> <li>• Increasing demand for notebook PCs coupled with new software</li> <li>• Expanding emerging-market demand</li> </ul>
<b>Digital TVs</b>	<b>60</b>	<b>+50~60%</b>	<ul style="list-style-type: none"> <li>• Rapid adoption of large screen, flat-panel TVs</li> </ul>

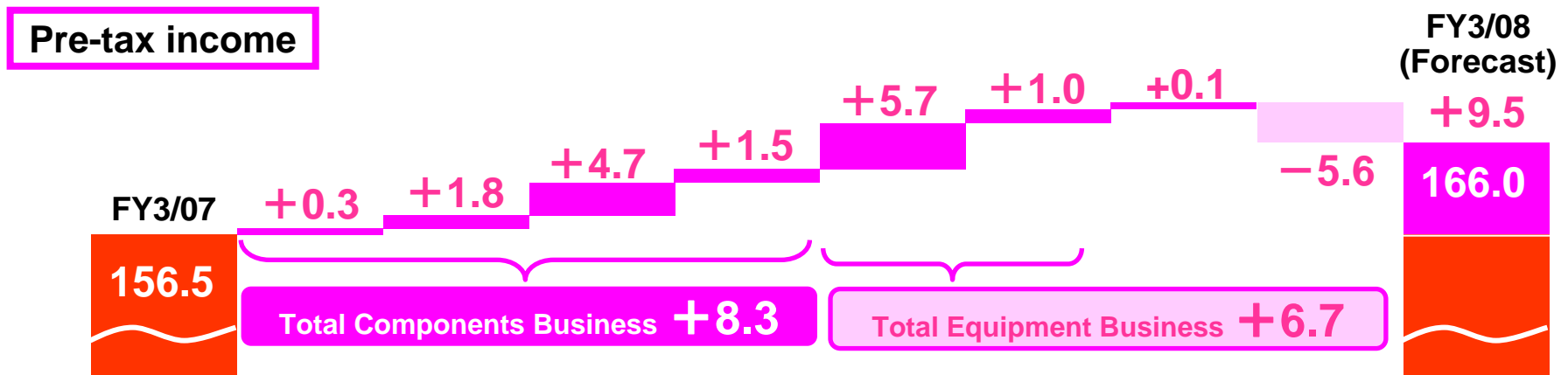
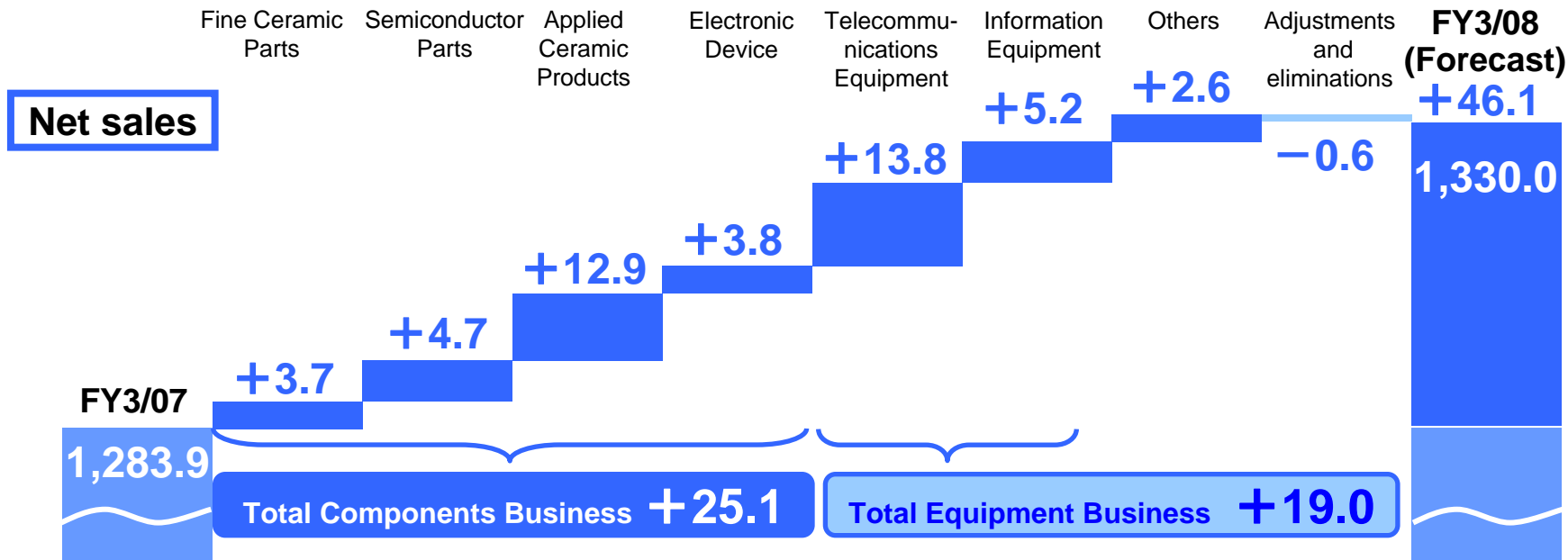
## Components Price Trend in FY3/08

ex; Ceramic capacitors

**Expect moderate decline of around 10% compared with FY3/07**

# Consolidated Financial Forecast by Reporting Segment - Compared with FY3/07 -

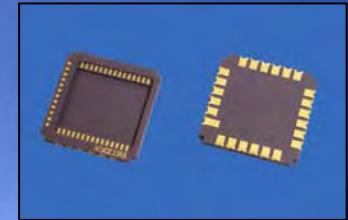
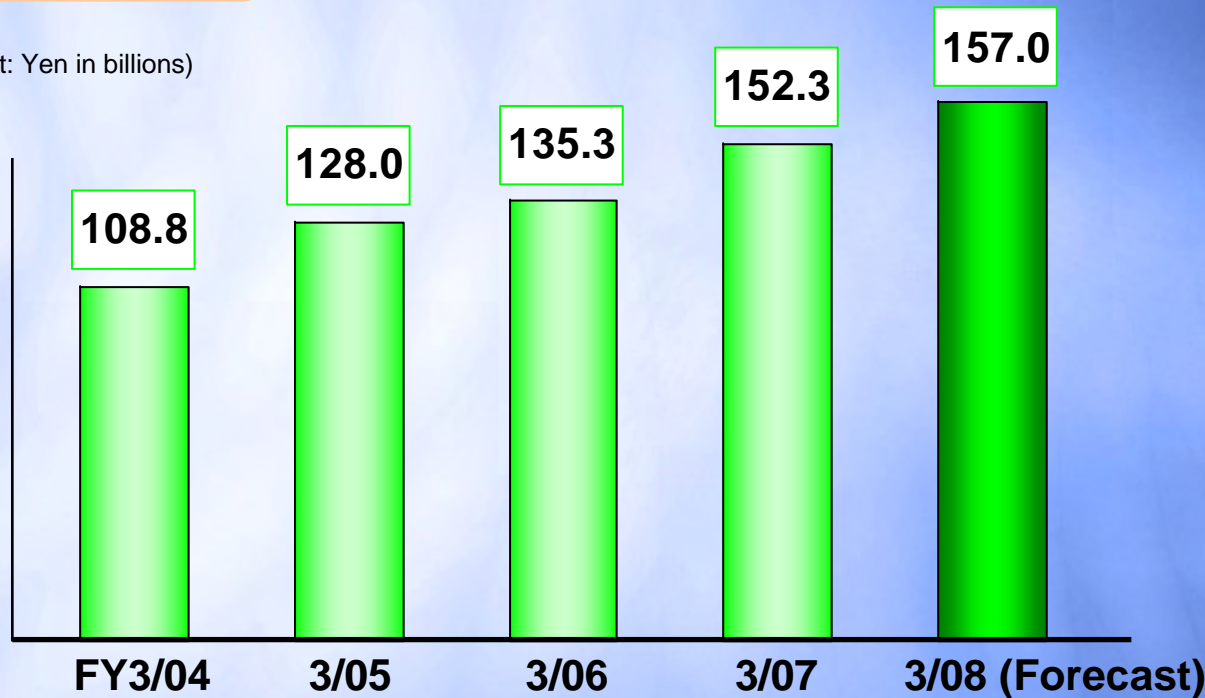
(Unit: Yen in billions)



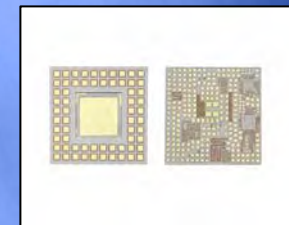
# Semiconductor Parts Group Strategies for FY3/08

## Sales Trend

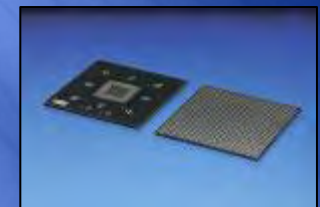
(Unit: Yen in billions)



Packages for image sensors



LTCC substrate



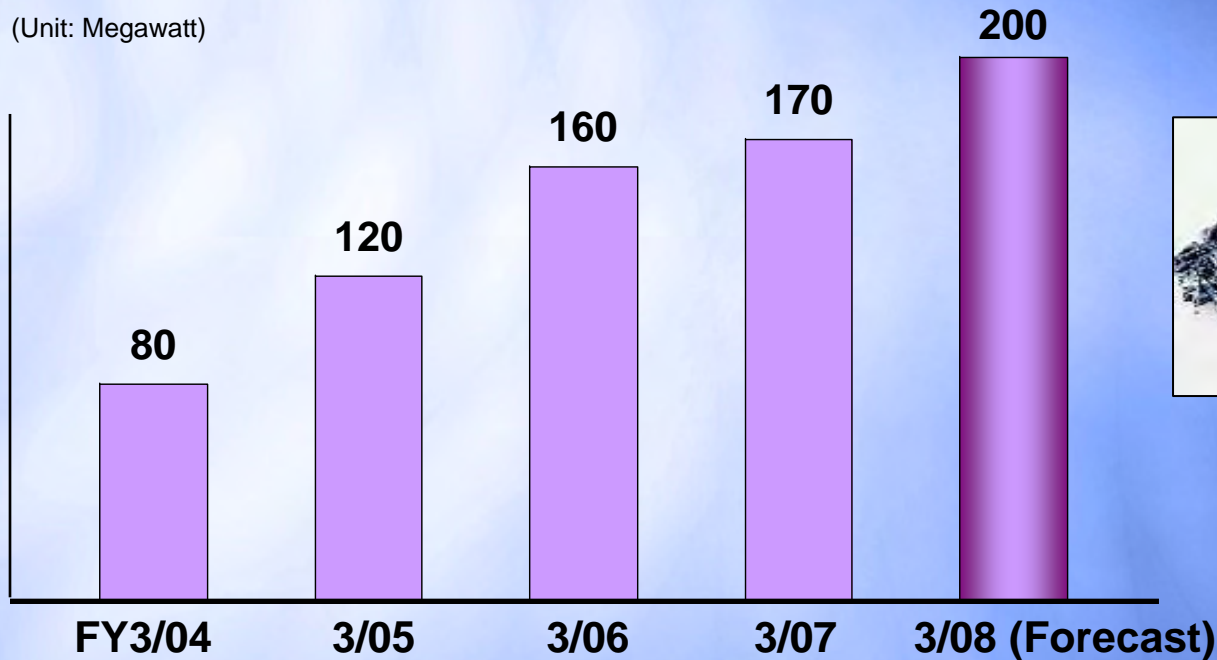
Flip chip packages

1. Increase market share of ceramics packages
2. Commence mass-production of organic packages for game consoles (at Ayabe plant in Japan)

# Solar Energy Business Strategies for FY3/08

## Trend of Production Volume of Solar Cells

(Unit: Megawatt)



Module



Silicon



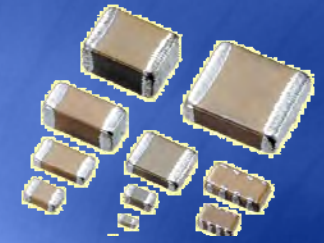
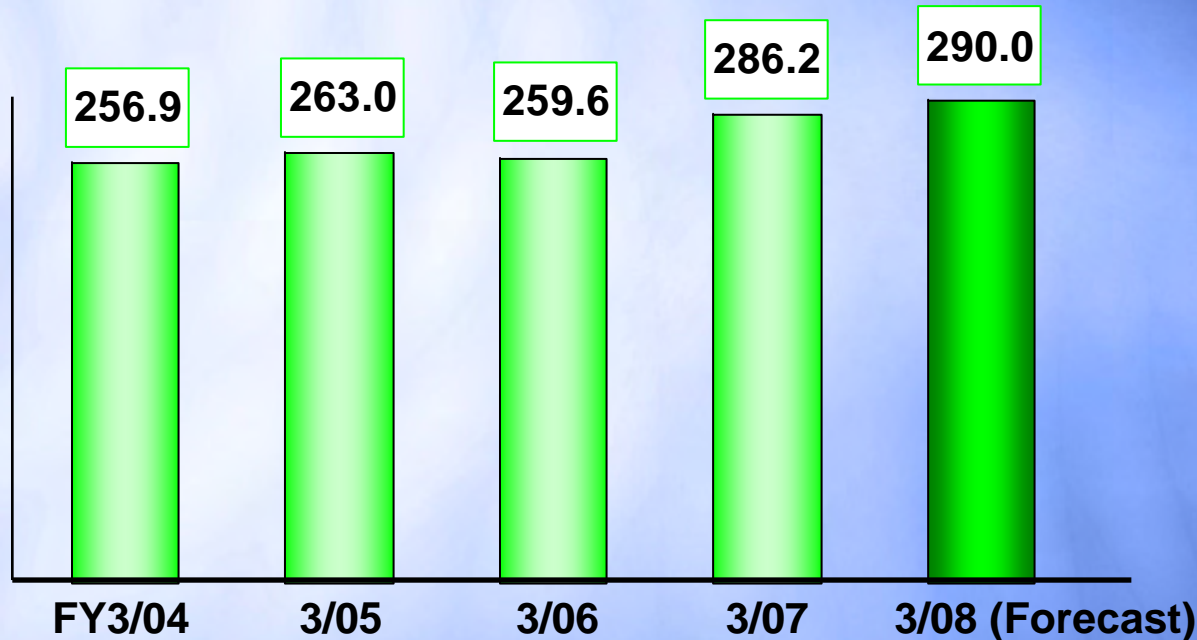
Installation  
ex; Parking lot

1. Increase production by securing raw materials, starting in H2 FY3/08
2. Reduce costs by producing thinner cells

# Electronic Device Group Strategies for FY3/08

## Sales Trend

(Unit: Yen in billions)



Ceramic capacitors



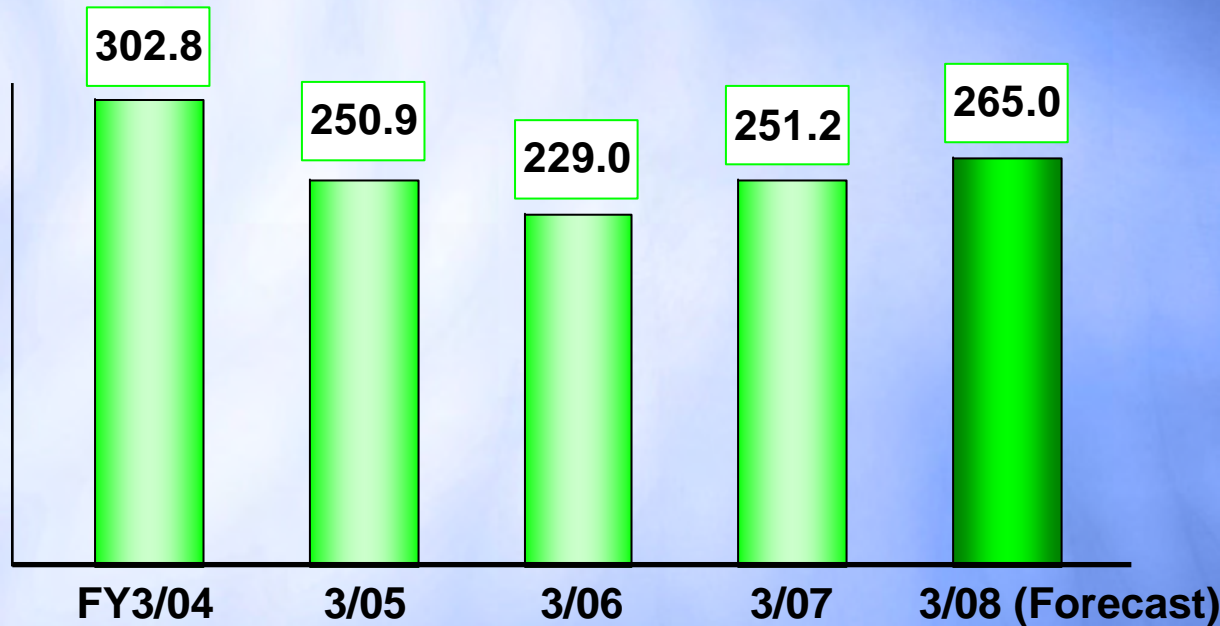
Crystal devices

1. Expand sales of high-value-added products for digital consumer equipment (miniature/high capacitance capacitors and crystal devices)
2. Introduce new products (low inductance capacitors) through group synergies

# Telecommunications Equipment Group Strategies for FY3/08

## Sales Trend

(Unit: Yen in billions)



WX320K



W44K

1. Increase market share of mobile phone handsets with new models
2. Increase market share of PHS handsets in Japan by expanding handset line
3. Strengthen manufacturing through operational excellence to improve productivity and to reduce costs and lead times

# “Create New Value” to Promote Growth



# For Sustainable Business Growth

## 1. Expand production of solar cells and modules

- Achieve 500 megawatt (MW) / year production by FY3/11

## 2. Increase ceramic capacitor production capacity and market shares

- A new factory in Japan will start operation by the end of FY3/08

## 3. Cultivate new markets for the Semiconductor Parts Group

- Ceramic packages for high-frequency devices in wireless communication market
- Organic packages for game consoles and mobile phone handsets

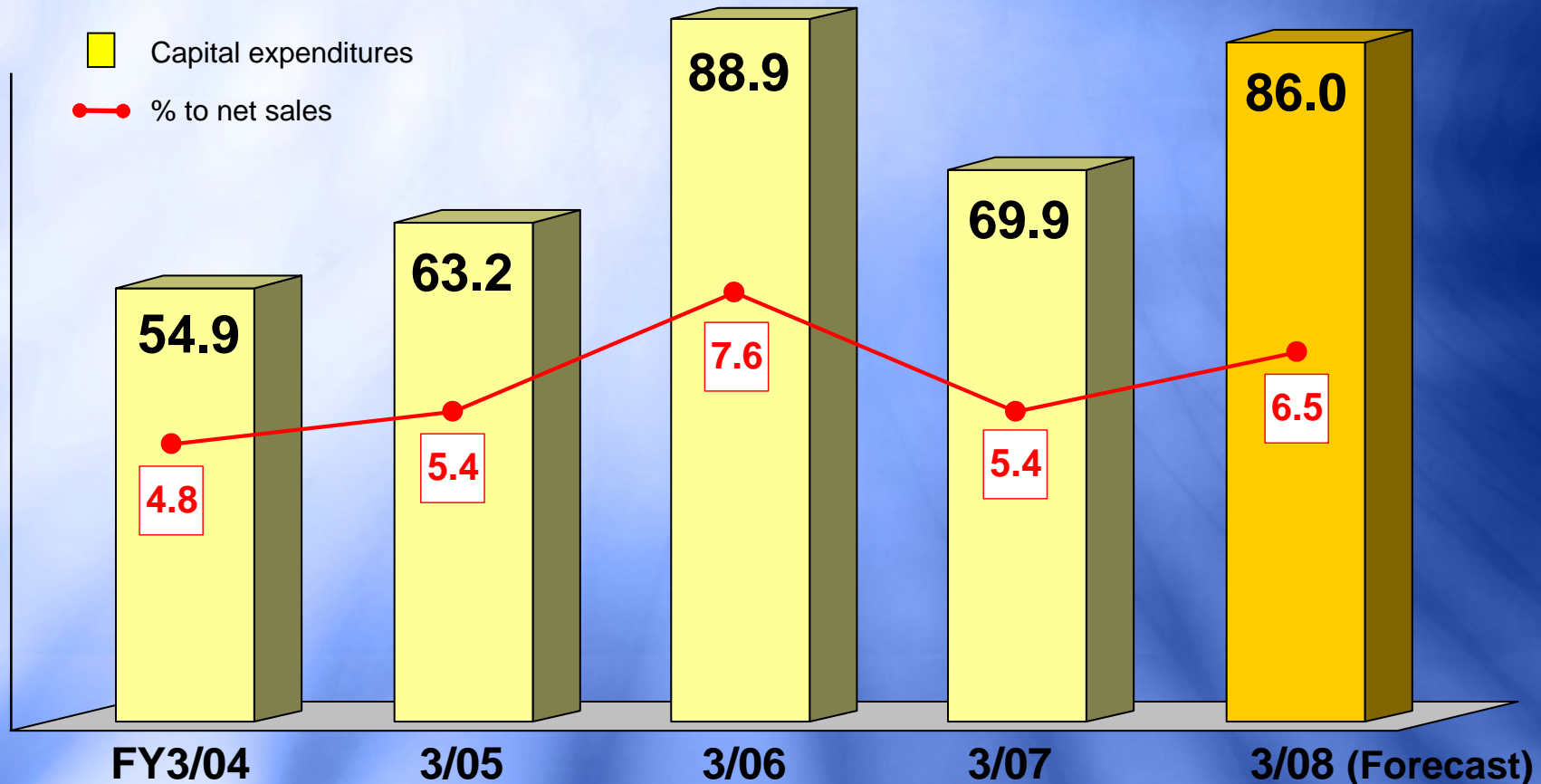
## 4. Expand revenue from Information Equipment Group

- Expand sales of color and black and white products through further market penetration of ECOSYS concept

# Trend in Capital Expenditures

**Expand businesses by aggressively investing in core businesses**

(Unit: Yen in billions)



# Supplemental Information

# Consolidated Sales Forecast by Reporting Segment

## - Year Ending March 31, 2008 -

(Unit: Yen in millions)

Reporting segment	Year ended March 31, 2007		Year ending March 31, 2008		% Change
	Amount	% of total	Amount	% of total	
Fine Ceramic Parts Group	81,326	6.3	85,000	6.4	4.5
Semiconductor Parts Group	152,292	11.9	157,000	11.8	3.1
Applied Ceramic Products Group	131,103	10.2	144,000	10.8	9.8
Electronic Device Group	286,156	22.3	290,000	21.8	1.3
<b>Total Components Business</b>	<b>650,877</b>	<b>50.7</b>	<b>676,000</b>	<b>50.8</b>	<b>3.9</b>
Telecommunications Equipment Group	251,183	19.6	265,000	19.9	5.5
Information Equipment Group	268,781	20.9	274,000	20.6	1.9
Optical Equipment Group	11,704	0.9	—	—	—
<b>Total Equipment Business</b>	<b>531,668</b>	<b>41.4</b>	<b>539,000</b>	<b>40.5</b>	<b>—</b>
Others	125,656	9.8	140,000	10.5	—
Adjustments and eliminations	-24,304	-1.9	-25,000	-1.8	—
<b>Total net sales</b>	<b>1,283,897</b>	<b>100.0</b>	<b>1,330,000</b>	<b>100.0</b>	<b>3.6</b>

Commencing in FY3/08, the "Optical Equipment Group," previously a separate reporting segment, will be reclassified into "Others."

# Consolidated Operating Profit Forecast by Reporting Segment - Year Ending March 31, 2008 -

(Unit: Yen in millions)

Reporting segment	Year ended March 31, 2007		Year ending March 31, 2008		% Change
	Amount	% to net sales	Amount	% to net sales	
Fine Ceramic Parts Group	15,677	19.3	16,000	18.8	2.1
Semiconductor Parts Group	22,210	14.6	24,000	15.3	8.1
Applied Ceramic Products Group	22,334	17.0	27,000	18.8	20.9
Electronic Device Group	44,487	15.5	46,000	15.9	3.4
<b>Total Components Business</b>	<b>104,708</b>	<b>16.1</b>	<b>113,000</b>	<b>16.7</b>	<b>7.9</b>
Telecommunications Equipment Group	291	0.1	6,000	2.3	—
Information Equipment Group	33,970	12.6	35,000	12.8	3.0
Optical Equipment Group	-1,895	—	—	—	—
<b>Total Equipment Business</b>	<b>32,366</b>	<b>6.1</b>	<b>41,000</b>	<b>7.6</b>	<b>—</b>
Others	8,776	7.0	7,000	5.0	—
<b>Operating Profit</b>	<b>145,850</b>	<b>11.4</b>	<b>161,000</b>	<b>12.1</b>	<b>10.4</b>
Corporate and others	10,690	—	5,000	—	-53.2
<b>Pre-tax income</b>	<b>156,540</b>	<b>12.2</b>	<b>166,000</b>	<b>12.5</b>	<b>6.0</b>

Commencing in FY3/08, the "Optical Equipment Group," previously a separate reporting segment, will be reclassified into "Others."

## Notes for Consolidated Financial Results

**During first half of fiscal year ending March 31, 2007, Kyocera sold its shares in Kyocera Leasing Co., Ltd., a subsidiary engaged in financing services. For this reason, business results of Kyocera Leasing Co., Ltd. and profit on sales of the shares in Kyocera Leasing Co., Ltd. have been recorded as income from discontinued operations in conformity with accounting principles generally accepted in the U.S. Consequently, some figures for the years from 2003 to 2006 have been retrospectively reclassified.**

THE NEW VALUE FRONTIER



KYOCERA Corporation