

## Quarterly Trends of Financial Results

### 1. Consolidated Financial Results

(Unit: Yen in millions)

【FY3/2012】	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	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%	-4,529	-1.5%	24,360	8.7%
Profit from operations	33,313	10.9%	34,450	11.5%	20,610	7.3%	9,302	3.0%	-26,853	-74.3%	-11,308	-54.9%
Income before income taxes	39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	-26,907	-68.6%	-14,750	-54.6%
Net income attributable to shareholders of kyocera Corporation	24,804	8.1%	21,964	7.3%	25,342	9.0%	7,247	2.4%	-21,484	-74.8%	-18,095	-71.4%
Average exchange rate	US\$	¥82		¥78		¥77		¥79				
	Euro	¥117		¥110		¥104		¥104				

(Unit: Yen in millions)

【FY3/2011】	FY3/2011								
	Q1		Q2		Q3		Q4		
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	
Profit from operations	40,603	13.0%	41,155	12.7%	38,011	11.9%	36,155	11.7%	
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%	
Net income attributable to shareholders of kyocera Corporation	29,893	9.5%	32,067	9.9%	31,757	9.9%	28,731	9.3%	
Average exchange rate	US\$	¥92		¥86		¥83		¥82	
	Euro	¥117		¥111		¥112		¥113	

### 2. Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

【FY3/2012】	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	%	Amount	%
Capital expenditures	16,011	5.2%	18,513	6.2%	16,920	6.0%	14,964	4.9%	-4,646	-23.7%	-1,956	-11.6%
Depreciation	14,017	4.6%	14,981	5.0%	16,161	5.7%	17,215	5.6%	-2	-0.0%	1,054	6.5%
R&D expenses	11,939	3.9%	11,726	3.9%	11,453	4.1%	10,441	3.4%	-2,339	-18.3%	-1,012	-8.8%

(Unit: Yen in millions)

【FY3/2011】	FY3/2011							
	Q1		Q2		Q3		Q4	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales
Capital expenditures	11,997	3.8%	20,690	6.4%	18,383	5.8%	19,610	6.3%
Depreciation	12,705	4.1%	14,090	4.3%	15,782	4.9%	17,217	5.6%
R&D expenses	11,387	3.6%	12,076	3.7%	13,231	4.1%	12,780	4.1%



### 3. Net Sales by Geographic Area

(Unit: Yen in millions)

【FY3/2012】	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	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%	4,609	3.4%	-3,427	-2.4%
Asia	55,731	18.3%	53,730	18.0%	44,916	16.0%	51,092	16.7%	-3,180	-5.9%	6,176	13.8%
Europe	53,271	17.4%	50,333	16.8%	47,645	17.0%	53,638	17.6%	2,350	4.6%	5,993	12.6%
United States of America	46,750	15.3%	39,126	13.1%	32,985	11.7%	47,845	15.7%	-6,433	-11.9%	14,860	45.1%
Others	15,247	5.0%	14,123	4.7%	12,168	4.3%	12,926	4.2%	-1,875	-12.7%	758	6.2%
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	-4,529	-1.5%	24,360	8.7%

(Unit: Yen in millions)

【FY3/2011】	FY3/2011							
	Q1		Q2		Q3		Q4	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales
Japan	138,756	44.3%	145,951	45.0%	139,805	43.8%	135,371	43.7%
Asia	50,940	16.3%	55,818	17.2%	54,883	17.2%	54,272	17.5%
Europe	52,898	16.9%	52,184	16.1%	53,761	16.8%	51,288	16.5%
United States of America	56,040	17.9%	54,651	16.9%	55,737	17.4%	54,278	17.5%
Others	14,541	4.6%	15,613	4.8%	15,336	4.8%	14,801	4.8%
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%

### 4. Number of Employees

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

【FY3/2012】	FY3/2012			
	Q1	Q2	Q3	Q4
Total	67,073	67,072	65,916	71,489
Japan	25,118	25,004	24,919	25,529
Overseas	41,955	42,068	40,997	45,960

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

【FY3/2011】	FY3/2011			
	Q1	Q2	Q3	Q4
Total	65,925	66,175	65,876	66,608
Japan	24,765	24,821	24,809	24,983
Overseas	41,160	41,354	41,067	41,625

## 5. Consolidated Results by Reporting Segment

(Unit: Yen in millions)

【FY3/2012】 Net Sales	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	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%	-992	-5.0%	-339	-1.8%
Semiconductor Parts Group	40,775	13.3%	40,979	13.7%	35,979	12.8%	35,687	11.7%	-6,360	-15.1%	-292	-0.8%
Applied Ceramic Products Group	45,435	14.9%	45,277	15.1%	42,888	15.3%	46,184	15.1%	-958	-2.0%	3,296	7.7%
Electronic Device Group	59,417	19.5%	56,413	18.9%	49,530	17.6%	63,361	20.8%	4,560	7.8%	13,831	27.9%
Components Business	166,142	54.4%	164,135	54.9%	147,762	52.6%	164,258	53.8%	-3,750	-2.2%	16,496	11.2%
Telecommunications Equipment Group	48,949	16.1%	41,075	13.7%	46,544	16.6%	42,101	13.8%	-7,299	-14.8%	-4,443	-9.5%
Information Equipment Group	60,190	19.7%	61,000	20.4%	57,777	20.5%	64,490	21.1%	1,127	1.8%	6,713	11.6%
Equipment Business	109,139	35.8%	102,075	34.1%	104,321	37.1%	106,591	34.9%	-6,172	-5.5%	2,270	2.2%
Others	36,269	11.9%	39,917	13.4%	35,079	12.5%	40,722	13.3%	3,772	10.2%	5,643	16.1%
Adjustments and eliminations	-6,319	-2.1%	-7,090	-2.4%	-6,041	-2.2%	-6,090	-2.0%	1,621	-	-49	-
Net sales	305,231	100.0%	299,037	100.0%	281,121	100.0%	305,481	100.0%	-4,529	-1.5%	24,360	8.7%

(Unit: Yen in millions)

【FY3/2012】 Operating Profit	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	%	Amount	%
Fine Ceramic Parts Group	3,452	16.8%	3,816	17.8%	2,350	12.1%	3,004	15.8%	-499	-14.2%	654	27.8%
Semiconductor Parts Group	9,305	22.8%	8,568	20.9%	4,421	12.3%	5,460	15.3%	-3,466	-38.8%	1,039	23.5%
Applied Ceramic Products Group	4,311	9.5%	2,045	4.5%	875	2.0%	-772	-	-6,627	-	-1,647	-
Electronic Device Group	9,406	15.8%	8,217	14.6%	4,274	8.6%	-5,861	-	-14,236	-	-10,135	-
Components Business	26,474	15.9%	22,646	13.8%	11,920	8.1%	1,831	1.1%	-24,828	-93.1%	-10,089	-84.6%
Telecommunications Equipment Group	-741	-	1,067	2.6%	485	1.0%	658	1.6%	-2,417	-78.6%	173	35.7%
Information Equipment Group	7,614	12.6%	8,214	13.5%	6,779	11.7%	6,844	10.6%	1,332	24.2%	65	1.0%
Equipment Business	6,873	6.3%	9,281	9.1%	7,264	7.0%	7,502	7.0%	-1,085	-12.6%	238	3.3%
Others	794	2.2%	2,701	6.8%	2,037	5.8%	2,522	6.2%	438	21.0%	485	23.8%
Operating profit	34,141	11.2%	34,628	11.6%	21,221	7.5%	11,855	3.9%	-25,475	-68.2%	-9,366	-44.1%
Corporate	5,775	-	1,439	-	6,153	-	509	-	-2,255	-	-5,644	-
Equity in earnings or losses of affiliates and unconsolidated subsidiaries	175	-	-30	-	-118	-	-63	-	225	-	55	-
Adjustments and eliminations	-169	-	-394	-	-217	-	-12	-	598	-	205	-
Income before income taxes	39,922	13.1%	35,643	11.9%	27,039	9.6%	12,289	4.0%	-26,907	-68.6%	-14,750	-54.6%

(Unit: Yen in millions)

【FY3/2011】 Net Sales	FY3/2011							
	Q1		Q2		Q3		Q4	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales
Fine Ceramic Parts Group	17,233	5.5%	19,441	6.0%	19,577	6.1%	20,018	6.4%
Semiconductor Parts Group	42,808	13.7%	45,317	14.0%	44,515	13.9%	42,047	13.6%
Applied Ceramic Products Group	44,847	14.3%	50,773	15.7%	54,880	17.2%	47,142	15.2%
Electronic Device Group	59,549	19.0%	64,005	19.7%	60,286	18.9%	58,801	19.0%
Components Business	164,437	52.5%	179,536	55.4%	179,258	56.1%	168,008	54.2%
Telecommunications Equipment Group	64,756	20.7%	57,526	17.7%	53,486	16.8%	49,400	15.9%
Information Equipment Group	58,465	18.7%	58,544	18.1%	59,544	18.6%	63,363	20.5%
Equipment Business	123,221	39.4%	116,070	35.8%	113,030	35.4%	112,763	36.4%
Others	32,640	10.4%	35,431	10.9%	34,362	10.7%	36,950	11.9%
Adjustments and eliminations	-7,123	-2.3%	-6,820	-2.1%	-7,128	-2.2%	-7,711	-2.5%
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%

(Unit: Yen in millions)

【FY3/2011】 Operating Profit	FY3/2011							
	Q1		Q2		Q3		Q4	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales
Fine Ceramic Parts Group	2,322	13.5%	2,992	15.4%	3,152	16.1%	3,503	17.5%
Semiconductor Parts Group	8,984	21.0%	9,468	20.9%	9,953	22.4%	8,926	21.2%
Applied Ceramic Products Group	7,432	16.6%	8,260	16.3%	7,502	13.7%	5,855	12.4%
Electronic Device Group	9,480	15.9%	12,768	19.9%	11,023	18.3%	8,375	14.2%
Components Business	28,218	17.2%	33,488	18.7%	31,630	17.6%	26,659	15.9%
Telecommunications Equipment Group	5,132	7.9%	-3,228	-	-2,858	-	3,075	6.2%
Information Equipment Group	5,503	9.4%	8,902	15.2%	5,928	10.0%	5,512	8.7%
Equipment Business	10,635	8.6%	5,674	4.9%	3,070	2.7%	8,587	7.6%
Others	1,873	5.7%	2,760	7.8%	2,934	8.5%	2,084	5.6%
Operating profit	40,726	13.0%	41,922	12.9%	37,634	11.8%	37,330	12.0%
Corporate	5,865	-	1,528	-	6,725	-	2,764	-
Equity in earnings or losses of affiliates and unconsolidated subsidiaries	202	-	19	-	-93	-	-288	-
Adjustments and eliminations	-470	-	-299	-	-623	-	-610	-
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%



## 6. Orders by Reporting Segment

(Unit: Yen in millions)

【FY3/2012】	FY3/2012								Change compared with			
	Q1		Q2		Q3		Q4		Q4 of FY3/2011		Q3 of FY3/2012	
	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%	-1,971	-9.6%	-228	-1.2%
Semiconductor Parts Group	43,203	13.8%	40,064	13.7%	33,563	12.0%	34,064	11.3%	-7,547	-18.1%	501	1.5%
Applied Ceramic Products Group	49,893	16.0%	44,127	15.1%	43,739	15.6%	49,527	16.4%	5,009	11.3%	5,788	13.2%
Electronic Device Group	61,659	19.8%	53,645	18.4%	46,402	16.5%	61,856	20.5%	3,306	5.6%	15,454	33.3%
Components Business	176,298	56.5%	158,133	54.1%	142,391	50.7%	163,906	54.3%	-1,203	-0.7%	21,515	15.1%
Telecommunications Equipment Group	45,313	14.5%	41,043	14.0%	49,951	17.8%	38,087	12.6%	-8,816	-18.8%	-11,864	-23.8%
Information Equipment Group	60,128	19.3%	60,805	20.8%	57,742	20.6%	64,390	21.3%	1,211	1.9%	6,648	11.5%
Equipment Business	105,441	33.8%	101,848	34.8%	107,693	38.4%	102,477	33.9%	-7,605	-6.9%	-5,216	-4.8%
Others	36,505	11.7%	39,956	13.7%	36,082	12.9%	41,861	13.9%	8,130	24.1%	5,779	16.0%
Adjustments and eliminations	-6,376	-2.0%	-7,505	-2.6%	-5,529	-2.0%	-6,458	-2.1%	679	-	-929	-
Total	311,868	100.0%	292,432	100.0%	280,637	100.0%	301,786	100.0%	1	0.0%	21,149	7.5%

(Unit: Yen in millions)

【FY3/2011】	FY3/2011							
	Q1		Q2		Q3		Q4	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
Fine Ceramic Parts Group	19,317	5.9%	20,460	6.0%	19,507	6.0%	20,430	6.8%
Semiconductor Parts Group	45,761	14.0%	46,991	13.9%	44,975	13.7%	41,611	13.8%
Applied Ceramic Products Group	48,120	14.8%	51,738	15.3%	55,118	16.9%	44,518	14.7%
Electronic Device Group	68,947	21.2%	67,442	20.0%	60,424	18.5%	58,550	19.4%
Components Business	182,145	55.9%	186,631	55.2%	180,024	55.1%	165,109	54.7%
Telecommunications Equipment Group	59,286	18.2%	63,491	18.8%	57,425	17.6%	46,903	15.6%
Information Equipment Group	57,686	17.7%	58,714	17.4%	59,350	18.1%	63,179	20.9%
Equipment Business	116,972	35.9%	122,205	36.2%	116,775	35.7%	110,082	36.5%
Others	33,436	10.3%	36,107	10.7%	37,189	11.4%	33,731	11.2%
Adjustments and eliminations	-6,818	-2.1%	-7,018	-2.1%	-7,192	-2.2%	-7,137	-2.4%
Total	325,735	100.0%	337,925	100.0%	326,796	100.0%	301,785	100.0%



## 7. Forecast of Capital Expenditures, Depreciation and R&D Expenses

(Unit: Yen in millions)

	FY3/2012		FY3/2013 Forecast		Change compared with FY3/2012	
	Amount	% of net sales	Amount	% of net sales	Amount	% of net sales
Capital expenditures	66,408	5.6%	70,000	5.1%	3,592	5.4%
Depreciation	62,374	5.2%	73,000	5.3%	10,626	17.0%
R&D expenses	45,559	3.8%	55,000	4.0%	9,441	20.7%

### 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 a strong yen, 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 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) The possibility that expansion of production capacity and in-process R&D activities may not produce the desired results;
- (8) The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect;
- (9) Inability to secure skilled employees, particularly engineering and technical personnel;
- (10) The possibility of divulgence of our trade secrets and infringement of our intellectual property rights;
- (11) The possibility that we may receive notice of claims of infringement of other parties' intellectual property rights and claims for royalty payments;
- (12) 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;
- (13) Newly enacted laws and regulations or stricter interpretation of existing laws and regulations that may limit our business operations;
- (14) Events that may negatively impact our markets or supply chain, including terrorist acts, plague, war and similar events;
- (15) Earthquakes and other related natural disasters affecting our operational facilities and our markets or supply chain, as well as social and economic infrastructure;
- (16) Exposure to difficulties in collection of trade receivables due to customers' worsening financial condition;
- (17) The possibility of recognition of impairment losses on investment securities held by us due to declines in their value;
- (18) The possibility that we may record impairment losses on long-lived assets, goodwill and intangible assets;
- (19) The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be incurred; and
- (20) 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.