

THE NEW VALUE FRONTIER

November 1, 2019

Financial Presentation

(For the Six Months Ended September 30, 2019)

Hideo Tanimoto President and Representative Director

KYOCERA Corporation

This is an English translation of the Japanese original. This translation is prepared for the reference and convenience solely for those who do not use Japanese. In the event of any discrepancy between this translation and the Japanese original, the latter shall prevail.



1. Financial Results for the Six Months Ended September 30, 2019



Financial Results for H1 of FY3/2020

(Unit: Yen in millions)

| | | Six mo | Six months ended September 30, | | | | | |
|---|-----------------|-------------|--------------------------------|-------------|--------------------|-------------|--------|--|
| | | 2018 | 2018 | |) | Chan | ige | |
| | | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % | |
| Sales revenue | | 800,638 | 100.0% | 799,050 | 100.0% | -1,588 | -0.2% | |
| Operating profit | | 82,601 | 10.3% | 60,320 | 7.5% | -22,281 | -27.0% | |
| Profit before income | taxes | 105,689 | 13.2% | 85,213 | 10.7% | -20,476 | -19.4% | |
| Profit attributable to owners | of the parent | 78,394 | 9.8% | 59,614 | 7.5% | -18,780 | -24.0% | |
| Capital expenditures | | 57,021 | 7.1% | 56,183 | 7.0% | -838 | -1.5% | |
| Depreciation charge of proper equipment | erty, plant and | 24,295 | 3.0% | 29,134 | 3.6% | 4,839 | 19.9% | |
| R&D expenses | | 35,256 4.4% | | 38,583 4.8% | | 3,327 | 9.4% | |
| Average USS | 5 | 110 yen | | 109 yen | | | | |
| exchange rate Eur | O St. vi SS | 130 yen | | 121 yen | | . 1 20 2010 | | |

(Reference) Foreign currency fluctuation effect on sales revenue and profit before income taxes for the six months ended September 30, 2019 compared with the previous same period.

Sales revenue: Approx. -18.5 billion yen / Profit before income taxes: Approx. -6.5 billion yen

- > Sales: Despite an increase in sales of the Communications Group and the contribution of M&A in the Industrial & Automotive Components Group, sales revenue was almost unchanged due to decreased components demand.
- > Profit: Although the Equipment & Systems Business posted an increase in profit, overall profit decreased due to such factors as a decline in profit in the Components Business.



Summary of Financial Results for H1 of FY3/2020

Deterioration of the macro economy Decline in demand for parts

- Industrial & Automotive Components Group
 Sales increased due to M&A
 Decline in demand for semiconductor
 manufacturing equipment parts and
 automotive components
- Electronic Devices Group
 Prolonged inventory adjustments at AVX
 Corporation, among others

Profitability improved in challenging businesses
Effects of structural reforms up to the
previous fiscal year

- Semiconductor Components Group Organic materials business became profitable
- Communications Group

 Telecommunications equipment business has been posting profits since Q2 of the previous fiscal year
- Life & Environment Group Reduced business due to an improvement in profitability in the solar energy business



Sales Revenue by Reporting Segment for H1 of FY3/2020 - Compared with H1 of FY3/2019 -

| | Six m | Change | | | | |
|--|---------|-----------------------|---------|-----------------------|---------|--------|
| | 2018 | 2018 | | 9 | Change | |
| | Amount | % of sales revenue | Amount | % of sales revenue | Amount | % |
| Industrial & Automotive Components Group | 160,807 | 20.1% | 167,152 | 20.9% | 6,345 | 3.9% |
| Semiconductor Components Group | 127,469 | 15.9% | 123,095 | 15.4% | -4,374 | -3.4% |
| Electronic Devices Group | 183,803 | 22.9% | 167,551 | 21.0% | -16,252 | -8.8% |
| Total Components Business | 472,079 | 58.9% | 457,798 | 57.3% | -14,281 | -3.0% |
| Communications Group | 114,871 | 14.4% | 126,977 | 15.9% | 12,106 | 10.5% |
| Document Solutions Group | 178,769 | 22.3% | 177,884 | 22.2% | -885 | -0.5% |
| Life & Environment Group | 40,805 | 5.1% | 42,120 | 5.3% | 1,315 | 3.2% |
| Total Equipment & Systems Business | 334,445 | 41.8% | 346,981 | 43.4% | 12,536 | 3.7% |
| Others | 9,332 | 1.2% | 7,801 | 1.0% | -1,531 | -16.4% |
| Adjustments and eliminations | -15,218 | -1.9% | -13,530 | -1.7% | 1,688 | _ |
| Sales revenue | 800,638 | 100.0% | 799,050 | 100.0% | -1,588 | -0.2% |

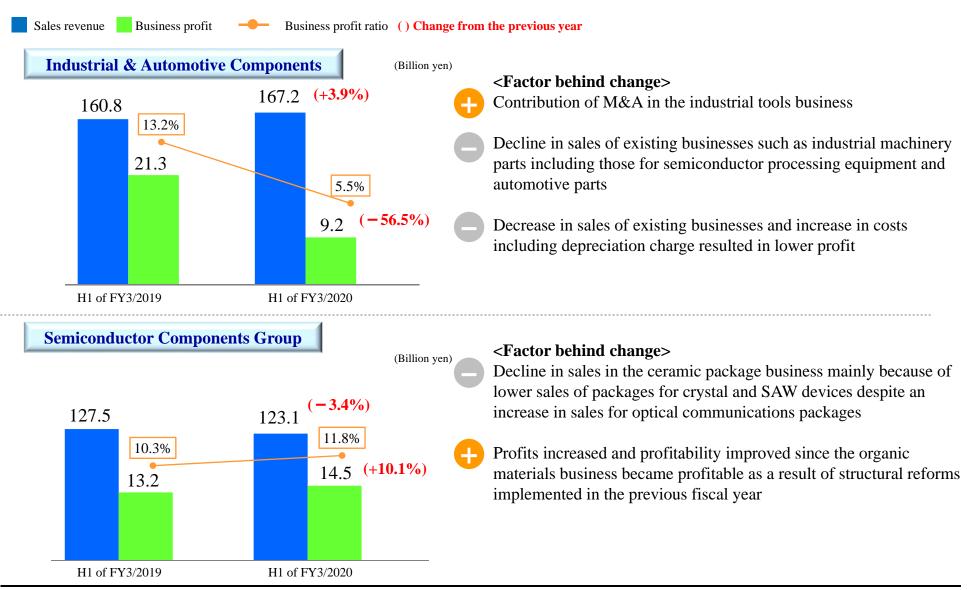


Business Profit (Loss) by Reporting Segment for H1 of FY3/2020 - Compared with H1 of FY3/2019 -

| | Six mo | Change | | | | |
|--|---------|--------------------|--------|--------------------|---------|--------|
| | 2018 | 2018 | | 9 | Chai | ige |
| | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % |
| Industrial & Automotive Components Group | 21,250 | 13.2% | 9,234 | 5.5% | -12,016 | -56.5% |
| Semiconductor Components Group | 13,157 | 10.3% | 14,490 | 11.8% | 1,333 | 10.1% |
| Electronic Devices Group | 33,817 | 18.4% | 24,978 | 14.9% | -8,839 | -26.1% |
| Total Components Business | 68,224 | 14.5% | 48,702 | 10.6% | -19,522 | -28.6% |
| Communications Group | 656 | 0.6% | 4,999 | 3.9% | 4,343 | 662.0% |
| Document Solutions Group | 19,978 | 11.2% | 18,883 | 10.6% | -1,095 | -5.5% |
| Life & Environment Group | -6,398 | | -4,996 | _ | 1,402 | _ |
| Total Equipment & Systems Business | 14,236 | 4.3% | 18,886 | 5.4% | 4,650 | 32.7% |
| Others | 967 | 10.4% | -1,920 | _ | -2,887 | _ |
| Total business profit | 83,427 | 10.4% | 65,668 | 8.2% | -17,759 | -21.3% |
| Corporate and others | 22,262 | _ | 19,545 | _ | -2,717 | -12.2% |
| Profit before income taxes | 105,689 | 13.2% | 85,213 | 10.7% | -20,476 | -19.4% |

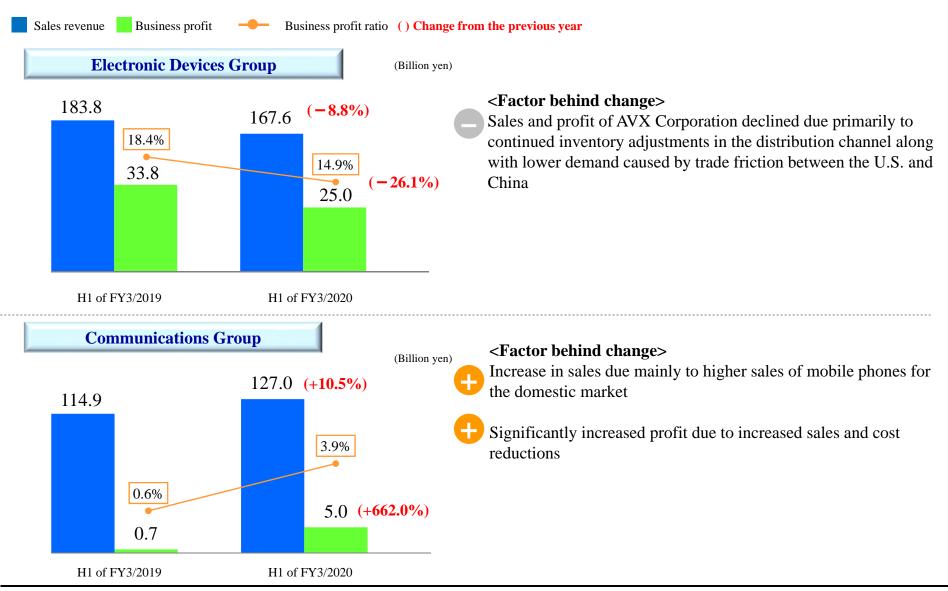


Performance by Reporting Segment for H1 of FY3/2020 (1)



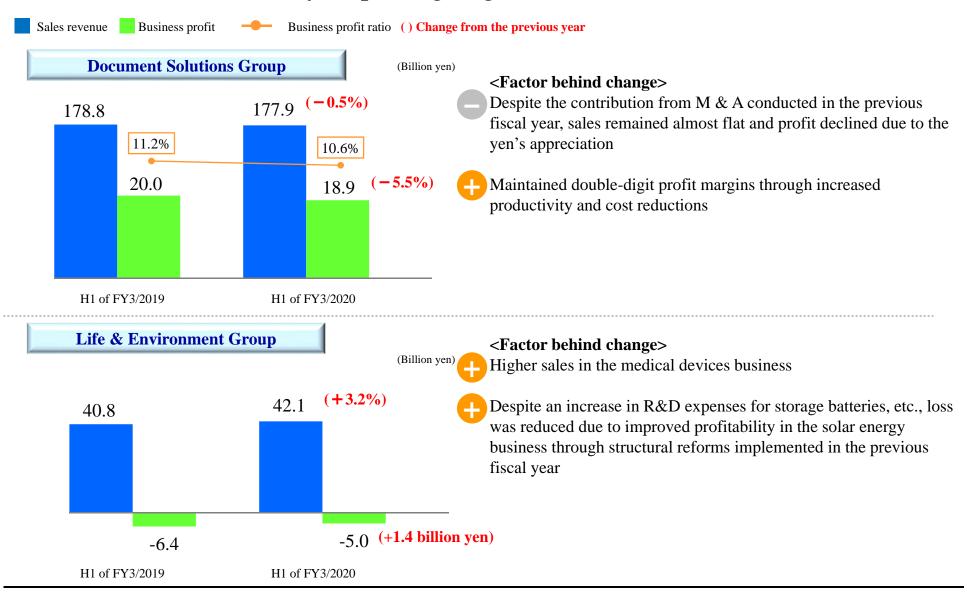


Performance by Reporting Segment for H1 of FY3/2020 (2)





Performance by Reporting Segment for H1 of FY3/2020 (3)



2. Financial Forecast for the Year Ending March 31, 2020





Financial Forecasts for FY3/2020

(Unit: Yen in millions)

| Forecast unchanged | | Year ended March 31, 2019 | | Year ending March 31, 2020 | | Change | |
|--------------------------------------|------------------|------------------------------|--------------------|-------------------------------|--------------------|--------|-------|
| | | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % |
| Sales revenue | | 1,623,710 | 100.0% | 1,700,000 | 100.0% | 76,290 | 4.7% |
| Operating profit | | 94,823 | 5.8% | 140,000 | 8.2% | 45,177 | 47.6% |
| Profit before income | e taxes | 140,610 | 8.7% | 180,000 | 10.6% | 39,390 | 28.0% |
| Profit attributable to owners | of the parent | 103,210 | 6.4% | 125,000 | 7.4% | 21,790 | 21.1% |
| EPS (Basic-yen) | | 284.94 | _ | 345.21 | _ | 60.27 | _ |
| Capital expenditures | S | 117,049 | 7.2% | 120,000 | 7.1% | 2,951 | 2.5% |
| Depreciation charge of propequipment | perty, plant and | 51,524 | 3.2% | 65,000 | 3.8% | 13,476 | 26.2% |
| R&D expenses | | 69,927 | 4.3% | 80,000 | 4.7% | 10,073 | 14.4% |
| Average US | \$ | 111 ye | en | 105 y | en | | |
| exchange rate Eu | ro | 128 ye | en | 120 y | en | | |

(Reference) Estimated foreign currency fluctuation effect on sales revenue and profit before income taxes for the year ending March 31, 2020 compared with the previous fiscal year.

Sales revenue: Approx. -60 billion yen / Profit before income taxes: Approx. -18 billion yen

Note: Forecast of EPS (Basic-yen) is calculated using the average number of shares outstanding for the six months ended September 30, 2019.





Sales Revenue Forecast by Reporting Segment for FY3/2020

| | Results for the year | | Forecasts for the year ending March 31, 2020 | | | | Change in amount compared with | |
|--|----------------------|--------------------|--|------------------------------------|-----------|--------------------|--------------------------------|----------|
| | ended March | 31, 2019 | Previous (Ap | Previous (April 2019) Revised (Oct | | ober 2019) | Year ended | Previous |
| | Amount | % of sales revenue | Amount | % of sales revenue | Amount | % of sales revenue | March 31, 2019 | forecast |
| Industrial & Automotive Components Group | 314,339 | 19.4% | 324,600 | 19.1% | 362,000 | 21.3% | 47,661 | 37,400 |
| Semiconductor Components Group | 249,217 | 15.3% | 251,100 | 14.8% | 248,000 | 14.6% | -1,217 | -3,100 |
| Electronic Devices Group | 364,827 | 22.5% | 381,600 | 22.4% | 338,000 | 19.9% | -26,827 | -43,600 |
| Total Components Business | 928,383 | 57.2% | 957,300 | 56.3% | 948,000 | 55.8% | 19,617 | -9,300 |
| Communications Group | 252,067 | 15.5% | 257,600 | 15.2% | 266,000 | 15.6% | 13,933 | 8,400 |
| Document Solutions Group | 375,147 | 23.1% | 400,000 | 23.5% | 397,000 | 23.4% | 21,853 | -3,000 |
| Life & Environment Group | 80,114 | 5.0% | 94,300 | 5.5% | 98,000 | 5.8% | 17,886 | 3,700 |
| Total Equipment & Systems Business | 707,328 | 43.6% | 751,900 | 44.2% | 761,000 | 44.8% | 53,672 | 9,100 |
| Others | 17,190 | 1.0% | 15,600 | 0.9% | 15,600 | 0.9% | -1,590 | 0 |
| Adjustments and eliminations | -29,191 | -1.8% | -24,800 | -1.4% | -24,600 | -1.4% | 4,591 | 200 |
| Sales revenue | 1,623,710 | 100.0% | 1,700,000 | 100.0% | 1,700,000 | 100.0% | 76,290 | 0 |





Business Profit (Loss) by Reporting Segment for FY3/2020

(Unit: Yen in millions)

| | Results for the year ended March 31, 2019 | | Forecasts fo | Forecasts for the year ending March 31, 2020 | | | | Change in amount compared with | |
|--|---|--------------------|--------------|--|--------------|--------------------|----------------|--------------------------------|--|
| | ended Waren | 131, 2019 | Previous (Ap | oril 2019) | Revised (Oct | ober 2019) | Year ended | Previous | |
| | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % to sales revenue | March 31, 2019 | forecast | |
| Industrial & Automotive Components Group | 38,450 | 12.2% | 34,700 | 10.7% | 21,000 | 5.8% | -17,450 | -13,700 | |
| Semiconductor Components Group | *1 10,932 | 4.4% | 30,900 | 12.3% | 30,900 | 12.5% | 19,968 | 0 | |
| Electronic Devices Group | 66,926 | 18.3% | 65,500 | 17.2% | 50,000 | 14.8% | -16,926 | -15,500 | |
| Total Components Business | 116,308 | 12.5% | 131,100 | 13.7% | 101,900 | 10.7% | -14,408 | -29,200 | |
| Communications Group | 10,393 | 4.1% | 8,300 | 3.2% | 10,000 | 3.8% | -393 | 1,700 | |
| Document Solutions Group | 43,528 | 11.6% | 41,300 | 10.3% | 41,300 | 10.4% | -2,228 | 0 | |
| Life & Environment Group | ×2 -67,016 | _ | -6,400 | _ | -6,400 | _ | 60,616 | 0 | |
| Total Equipment & Systems Business | -13,095 | _ | 43,200 | 5.7% | 44,900 | 5.9% | 57,995 | 1,700 | |
| Others | 660 | 3.8% | -5,500 | _ | -5,500 | _ | -6,160 | 0 | |
| Total business profit | 103,873 | 6.4% | 168,800 | 9.9% | 141,300 | 8.3% | 37,427 | -27,500 | |
| Corporate and others | 36,737 | _ | 11,200 | _ | 38,700 | _ | 1,963 | 27,500 | |
| Profit before income taxes | 140,610 | 8.7% | 180,000 | 10.6% | 180,000 | 10.6% | 39,390 | 0 | |

Recorded losses in:

12

^{*1} Organic materials business: approx. 16.2 billion yen in impairment loss relating to machinery, equipment and goodwill;

^{*2} Solar energy business: approx. 52.3 billion yen in settlement expenses relating to long-term purchase agreements for procurement of polysilicon material.



Major Factors for Revisions to Forecasts by Reporting Segment - Compared with the Previous Forecast -

| Industrial & Automotive | Sales revenue | +37.4 billion yen | New contribution from M&A conducted during FY3/2020 |
|--------------------------|-----------------|-------------------|--|
| Components Group | Business profit | −13.7 billion yen | Impact of lower sales of relatively high-profit exsisting business |
| | | | |
| Electronic Devices Group | Sales revenue | −43.6 billion yen | Impact of prolonged inventory adjustments at AVX Corporation |
| Electronic Devices Group | Business profit | -15.5 billion yen | Impact of a decrease in sales |
| | | | |
| Communications Group | Sales revenue | +8.4 billion yen | Revised based on first half results and second half forecast |
| Communications Group | Business profit | +1.7 billion yen | |



Initiatives for Medium- and Long-Term Business Expansion

5G-related Business: Expand components for infrastructure

- ✓ Expand MLCCs and ceramic packages for optical communications
- ✓ Establishment of Kyocera Ube RF Tec: Mass production of filters for base stations

Expand environment and energy business

- Establishment of new residential and industrial power service business
- ✓ Launch of new storage batteries and fuel cells



5G Related Business

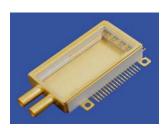
Expand infrastructure components for 5G

MLCCs



Acquire new orders for 5G base stations through new products

Ceramic packages for optical communications



Strong demand for trunk linesExpand ceramic packages capable of high-speed transmission

Ceramic filters for 5G base stations



Work to expand sales globally by establishing a mass-production system

Establishment of Kyocera Ube RF TEC Corporation



- Production technology capabilities
- **➢** Global sales network
- ➤ Ability to design high performance ceramic filters

Seek opportunities in full-fledged 5G-related business starting next fiscal year

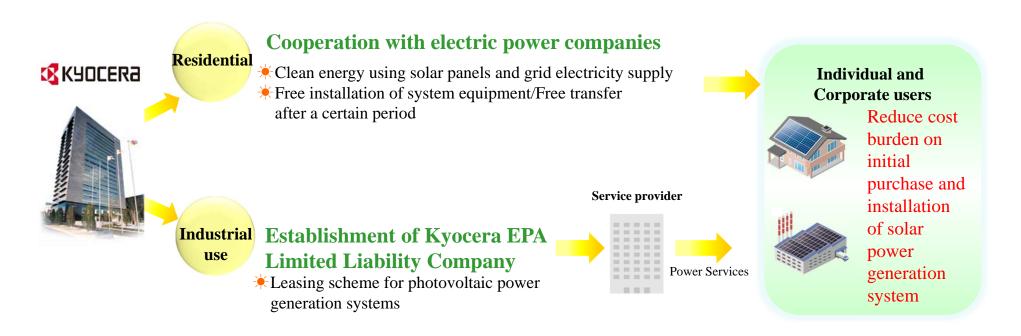




Expand Environment and Energy Business (1)

New business development from "selling products" to "providing services"

New business model that reduces the initial investment burden on users and power service providers



Taking advantage of Kyocera's exceptional credibility to develop long-term service businesses





Expand Environment and Energy Business (2)

Introduction of new products to the energy self-consumption markets

Energy storage system for residential use: Energzza

Fuel cell for residential use: Ene Farm Mini

2020 ~



















Battery unit

Remote controller

machine **Features**

Fuel cell power generation unit

Bathroom Remote Controller



Power conditioner



World's first *1 clay type li-ion energy storage system High safety, long life, low cost

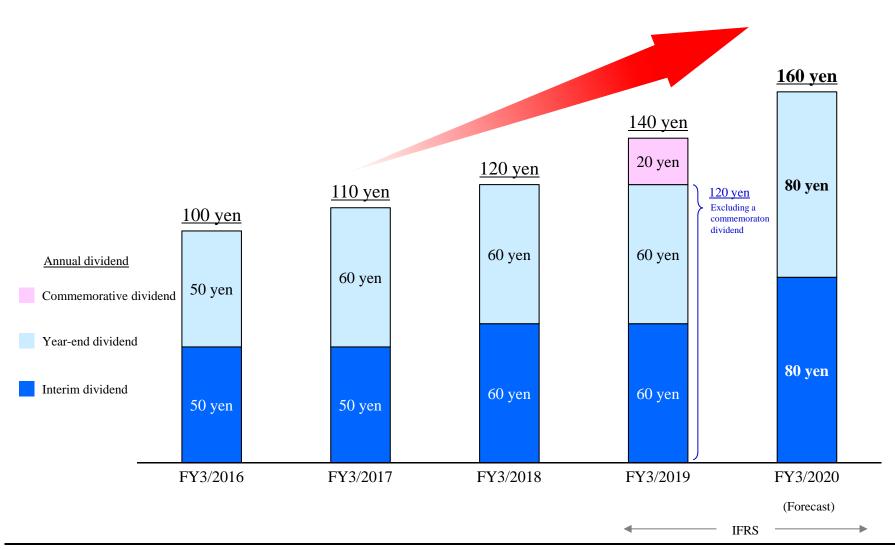
World's smallest * 2, high power generation performance, environmental contribution and resilience

Increase sales by expanding new product lineups



Cash Dividends per Share Increased for the Fourth Consecutive Year

Annual dividend forecast for the year ending March 2020 has not changed.



18



Financial Results for Q2 of FY3/2020

-Compared with Q1 of FY3/2020-

(Unit: Yen in millions)

| | | Change | | | | | |
|----------------------------------|------------------------|----------|--------------------|-----------|--------------------|--------|--------|
| | | June 30, | 2019 | September | 30, 2019 | Change | |
| | | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % |
| Sales revenue | | 384,937 | 100.0% | 414,113 | 100.0% | 29,176 | 7.6% |
| Operating profi | t | 22,629 | 5.9% | 37,691 | 9.1% | 15,062 | 66.6% |
| Profit before in | come taxes | 45,486 | 11.8% | 39,727 | 9.6% | -5,759 | -12.7% |
| Profit attributable to o | owners of the parent | 32,037 | 8.3% | 27,577 | 6.7% | -4,460 | -13.9% |
| Capital expendi | tures | 25,821 | 6.7% | 30,362 | 7.3% | 4,541 | 17.6% |
| Depreciation charge of equipment | of property, plant and | 14,317 | 3.7% | 14,817 | 3.6% | 500 | 3.5% |
| R&D expenses | | 18,866 | 4.9% | 19,717 | 4.8% | 851 | 4.5% |
| Average | US\$ | 110 yen | | 107 yen | | | |
| exchange rate | Euro | 123 yen | | 119 yen | | | |

(Reference) Foreign currency fluctuation effect on sales revenue and profit before income taxes for the three months ended September 30, 2019 compared with the previous quarter.

Sales revenue: Approx. -8.0 billion yen / Profit before income taxes: Approx. -2.5 billion yen

- > Sales: Sales increased in both the Components Business and the Equipment & Systems Business
- Profit: Sales increase brought higher operating profit
 (Profit before income taxes decreased due to higher dividend income in Q1)



Sales Revenue by Reporting Segment for Q2 of FY3/2020 -Compared with Q1 of FY3/2020-

| | | Cl. a.r | | | | |
|--|----------|--------------------|---------|-----------------------|--------|--------|
| | June 30, | June 30, 2019 | | 30, 2019 | Change | |
| | Amount | % of sales revenue | Amount | % of sales revenue | Amount | % |
| Industrial & Automotive Components Group | 79,330 | 20.6% | 87,822 | 21.2% | 8,492 | 10.7% |
| Semiconductor Components Group | 57,973 | 15.1% | 65,122 | 15.7% | 7,149 | 12.3% |
| Electronic Devices Group | 83,203 | 21.6% | 84,348 | 20.4% | 1,145 | 1.4% |
| Total Components Business | 220,506 | 57.3% | 237,292 | 57.3% | 16,786 | 7.6% |
| Communications Group | 62,222 | 16.2% | 64,755 | 15.6% | 2,533 | 4.1% |
| Document Solutions Group | 87,130 | 22.6% | 90,754 | 21.9% | 3,624 | 4.2% |
| Life & Environment Group | 17,793 | 4.6% | 24,327 | 5.9% | 6,534 | 36.7% |
| Total Equipment & Systems Business | 167,145 | 43.4% | 179,836 | 43.4% | 12,691 | 7.6% |
| Others | 4,110 | 1.1% | 3,691 | 0.9% | -419 | -10.2% |
| Adjustments and eliminations | -6,824 | -1.8% | -6,706 | -1.6% | 118 | _ |
| Sales revenue | 384,937 | 100.0% | 414,113 | 100.0% | 29,176 | 7.6% |



Business Profit (Loss) by Reporting Segment for Q2 of FY3/2020 -Compared with Q1 of FY3/2020-

| | | Change | | | | |
|--|----------|--------------------|--------|--------------------|--------|--------|
| | June 30, | June 30, 2019 | | 30, 2019 | Chan | ige |
| | Amount | % to sales revenue | Amount | % to sales revenue | Amount | % |
| Industrial & Automotive Components Group | 4,798 | 6.0% | 4,436 | 5.1% | -362 | -7.5% |
| Semiconductor Components Group | 5,082 | 8.8% | 9,408 | 14.4% | 4,326 | 85.1% |
| Electronic Devices Group | 13,418 | 16.1% | 11,560 | 13.7% | -1,858 | -13.8% |
| Total Components Business | 23,298 | 10.6% | 25,404 | 10.7% | 2,106 | 9.0% |
| Communications Group | 2,013 | 3.2% | 2,986 | 4.6% | 973 | 48.3% |
| Document Solutions Group | 8,966 | 10.3% | 9,917 | 10.9% | 951 | 10.6% |
| Life & Environment Group | -2,590 | _ | -2,406 | | 184 | |
| Total Equipment & Systems Business | 8,389 | 5.0% | 10,497 | 5.8% | 2,108 | 25.1% |
| Others | -910 | _ | -1,010 | _ | -100 | |
| Total business profit | 30,777 | 8.0% | 34,891 | 8.4% | 4,114 | 13.4% |
| Corporate and others | 14,709 | _ | 4,836 | _ | -9,873 | -67.1% |
| Profit before income taxes | 45,486 | 11.8% | 39,727 | 9.6% | -5,759 | -12.7% |



Cautionary Statements with respect to Forward-Looking Statements

Certain of the statements made in this document are forward-looking statements, 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:

- (1) General conditions in the Japanese or global economy;
- (2) Unexpected changes in economic, political and legal conditions in countries where we operate;
- (3) Various export risks which may affect the significant percentage of our revenues derived from overseas sales;
- (4) The effect of foreign exchange fluctuations on our results of operations;
- (5) Intense competitive pressures to which our products are subject;
- (6) Fluctuations in the price and ability of suppliers to provide the required quantity of raw materials for use in our production activities;
- (7) Manufacturing delays or defects resulting from outsourcing or internal manufacturing processes;
- (8) Shortages and rising costs of electricity affecting our production and sales activities;
- (9) The possibility that future initiatives and in-process research and development may not produce the desired results;
- (10) Companies or assets acquired by us not produce the returns or benefits, or bring in business opportunities;
- (11) Inability to secure skilled employees, particularly engineering and technical personnel;
- (12) Damages on our information security systems from cyberattacks, etc. and significant costs in order to recover and maintain the systems;
- (13) Insufficient protection of our trade secrets and intellectual property rights including patents;
- (14) Expenses associated with licenses we require to continue to manufacture and sell products;
- (15) Environmental liability and compliance obligations by tightening of environmental laws and regulations;
- (16) Unintentional conflict with laws and regulations or newly enacted laws and regulations;
- (17) Our market or supply chains being affected by terrorism, plague, wars or similar events;
- (18) Earthquakes and other natural disasters affecting our headquarters and major facilities as well as our suppliers and customers;
- (19) Credit risk on trade receivables;
- (20) Fluctuations in the value of financial instruments held by us;
- (21) Impairment losses on property, plant and equipment, goodwill and intangible assets;
- (22) Uncertainty over income tax and deferred tax assets; and
- (23) Changes in accounting principles.

Due to such risks, uncertainties and other factors, our actual results, performance, achievements or financial condition may be substantially 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.