

## Quarterly Trends of Financial Results

### 1. Consolidated Financial Results

(Unit: Yen in millions)

	FY3/2011								FY3/2012						Change compared with				
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012		
	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	%	
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	281,121	100.0%	-38,401	-12.0%	-17,916	-6.0%	
Profit from operations	40,603	13.0%	41,155	12.7%	38,011	11.9%	36,155	11.7%	33,313	10.9%	34,450	11.5%	20,610	7.3%	-17,401	-45.8%	-13,840	-40.2%	
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%	39,922	13.1%	35,643	11.9%	27,039	9.6%	-16,604	-38.0%	-8,604	-24.1%	
Net income attributable to shareholders of Kyocera Corporation	29,893	9.5%	32,067	9.9%	31,757	9.9%	28,731	9.3%	24,804	8.1%	21,964	7.3%	25,342	9.0%	-6,415	-20.2%	3,378	15.4%	
Average exchange rate	US\$	¥92		¥86		¥83		¥82		¥82		¥78		¥77					
	Euro	¥117		¥111		¥112		¥113		¥117		¥110		¥104					

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2011								FY3/2012						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012	
	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	138,756	44.3%	145,951	45.0%	139,805	43.8%	135,371	43.7%	134,232	44.0%	141,725	47.4%	143,407	51.0%	3,602	2.6%	1,682	1.2%
Asia	50,940	16.3%	55,818	17.2%	54,883	17.2%	54,272	17.5%	55,731	18.3%	53,730	18.0%	44,916	16.0%	-9,967	-18.2%	-8,814	-16.4%
Europe	52,898	16.9%	52,184	16.1%	53,761	16.8%	51,288	16.5%	53,271	17.4%	50,333	16.8%	47,645	17.0%	-6,116	-11.4%	-2,688	-5.3%
United States of America	56,040	17.9%	54,651	16.9%	55,737	17.4%	54,278	17.5%	46,750	15.3%	39,126	13.1%	32,985	11.7%	-22,752	-40.8%	-6,141	-15.7%
Others	14,541	4.6%	15,613	4.8%	15,336	4.8%	14,801	4.8%	15,247	5.0%	14,123	4.7%	12,168	4.3%	-3,168	-20.7%	-1,955	-13.8%
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	281,121	100.0%	-38,401	-12.0%	-17,916	-6.0%

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

(Unit: Yen in millions)

	FY3/2011								FY3/2012						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012	
	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	%
Capital expenditures	11,997	3.8%	20,690	6.4%	18,383	5.8%	19,610	6.3%	16,011	5.2%	18,513	6.2%	16,920	6.0%	-1,463	-8.0%	-1,593	-8.6%
Depreciation	12,705	4.1%	14,090	4.3%	15,782	4.9%	17,217	5.6%	14,017	4.6%	14,981	5.0%	16,161	5.7%	379	2.4%	1,180	7.9%
R&D expenses	11,387	3.6%	12,076	3.7%	13,231	4.1%	12,780	4.1%	11,939	3.9%	11,726	3.9%	11,453	4.1%	-1,778	-13.4%	-273	-2.3%

4. Consolidated Results by Reporting Segment

(Unit: Yen in millions)

Net Sales	FY3/2011								FY3/2012						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012	
	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	17,233	5.5%	19,441	6.0%	19,577	6.1%	20,018	6.4%	20,515	6.7%	21,466	7.2%	19,365	6.9%	-212	-1.1%	-2,101	-9.8%
Semiconductor Parts Group	42,808	13.7%	45,317	14.0%	44,515	13.9%	42,047	13.6%	40,775	13.3%	40,979	13.7%	35,979	12.8%	-8,536	-19.2%	-5,000	-12.2%
Applied Ceramic Products Group	44,847	14.3%	50,773	15.7%	54,880	17.2%	47,142	15.2%	45,435	14.9%	45,277	15.1%	42,888	15.3%	-11,992	-21.9%	-2,389	-5.3%
Electronic Device Group	59,549	19.0%	64,005	19.7%	60,286	18.9%	58,801	19.0%	59,417	19.5%	56,413	18.9%	49,530	17.6%	-10,756	-17.8%	-6,883	-12.2%
Components Business	164,437	52.5%	179,536	55.4%	179,258	56.1%	168,008	54.2%	166,142	54.4%	164,135	54.9%	147,762	52.6%	-31,496	-17.6%	-16,373	-10.0%
Telecommunications Equipment Group	64,756	20.7%	57,526	17.7%	53,486	16.8%	49,400	15.9%	48,949	16.1%	41,075	13.7%	46,544	16.6%	-6,942	-13.0%	5,469	13.3%
Information Equipment Group	58,465	18.7%	58,544	18.1%	59,544	18.6%	63,363	20.5%	60,190	19.7%	61,000	20.4%	57,777	20.5%	-1,767	-3.0%	-3,223	-5.3%
Equipment Business	123,221	39.4%	116,070	35.8%	113,030	35.4%	112,763	36.4%	109,139	35.8%	102,075	34.1%	104,321	37.1%	-8,709	-7.7%	2,246	2.2%
Others	32,640	10.4%	35,431	10.9%	34,362	10.7%	36,950	11.9%	36,269	11.9%	39,917	13.4%	35,079	12.5%	717	2.1%	-4,838	-12.1%
Adjustments and eliminations	-7,123	-2.3%	-6,820	-2.1%	-7,128	-2.2%	-7,711	-2.5%	-6,319	-2.1%	-7,090	-2.4%	-6,041	-2.2%	1,087	—	1,049	—
Net sales	313,175	100.0%	324,217	100.0%	319,522	100.0%	310,010	100.0%	305,231	100.0%	299,037	100.0%	281,121	100.0%	-38,401	-12.0%	-17,916	-6.0%

(Unit: Yen in millions)

Operating Profit	FY3/2011								FY3/2012						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012	
	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	2,322	13.5%	2,992	15.4%	3,152	16.1%	3,503	17.5%	3,452	16.8%	3,816	17.8%	2,350	12.1%	-802	-25.4%	-1,466	-38.4%
Semiconductor Parts Group	8,984	21.0%	9,468	20.9%	9,953	22.4%	8,926	21.2%	9,305	22.8%	8,568	20.9%	4,421	12.3%	-5,532	-55.6%	-4,147	-48.4%
Applied Ceramic Products Group	7,432	16.6%	8,260	16.3%	7,502	13.7%	5,855	12.4%	4,311	9.5%	2,045	4.5%	875	2.0%	-6,627	-88.3%	-1,170	-57.2%
Electronic Device Group	9,480	15.9%	12,768	19.9%	11,023	18.3%	8,375	14.2%	9,406	15.8%	8,217	14.6%	4,274	8.6%	-6,749	-61.2%	-3,943	-48.0%
Components Business	28,218	17.2%	33,488	18.7%	31,630	17.6%	26,659	15.9%	26,474	15.9%	22,646	13.8%	11,920	8.1%	-19,710	-62.3%	-10,726	-47.4%
Telecommunications Equipment Group	5,132	7.9%	-3,228	—	-2,858	—	3,075	6.2%	-741	—	1,067	2.6%	485	1.0%	3,343	—	-582	-54.5%
Information Equipment Group	5,503	9.4%	8,902	15.2%	5,928	10.0%	5,512	8.7%	7,614	12.6%	8,214	13.5%	6,779	11.7%	851	14.4%	-1,435	-17.5%
Equipment Business	10,635	8.6%	5,674	4.9%	3,070	2.7%	8,587	7.6%	6,873	6.3%	9,281	9.1%	7,264	7.0%	4,194	136.6%	-2,017	-21.7%
Others	1,873	5.7%	2,760	7.8%	2,934	8.5%	2,084	5.6%	794	2.2%	2,701	6.8%	2,037	5.8%	-897	-30.6%	-664	-24.6%
Operating profit	40,726	13.0%	41,922	12.9%	37,634	11.8%	37,330	12.0%	34,141	11.2%	34,628	11.6%	21,221	7.5%	-16,413	-43.6%	-13,407	-38.7%
Corporate, and Equity in earnings of affiliates and unconsolidated subsidiaries	6,067	—	1,547	—	6,632	—	2,476	—	5,950	—	1,409	—	6,035	—	-597	-9.0%	4,626	328.3%
Adjustments and eliminations	-470	—	-299	—	-623	—	-610	—	-169	—	-394	—	-217	—	406	—	177	—
Income before income taxes	46,323	14.8%	43,170	13.3%	43,643	13.7%	39,196	12.6%	39,922	13.1%	35,643	11.9%	27,039	9.6%	-16,604	-38.0%	-8,604	-24.1%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2011								FY3/2012						Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q3 of FY3/2011		Q2 of FY3/2012	
	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	19,317	5.9%	20,460	6.0%	19,507	6.0%	20,430	6.8%	21,543	6.9%	20,297	6.9%	18,687	6.6%	-820	-4.2%	-1,610	-7.9%
Semiconductor Parts Group	45,761	14.0%	46,991	13.9%	44,975	13.7%	41,611	13.8%	43,203	13.8%	40,064	13.7%	33,563	12.0%	-11,412	-25.4%	-6,501	-16.2%
Applied Ceramic Products Group	48,120	14.8%	51,738	15.3%	55,118	16.9%	44,518	14.7%	49,893	16.0%	44,127	15.1%	43,739	15.6%	-11,379	-20.6%	-388	-0.9%
Electronic Device Group	68,947	21.2%	67,442	20.0%	60,424	18.5%	58,550	19.4%	61,659	19.8%	53,645	18.4%	46,402	16.5%	-14,022	-23.2%	-7,243	-13.5%
Components Business	182,145	55.9%	186,631	55.2%	180,024	55.1%	165,109	54.7%	176,298	56.5%	158,133	54.1%	142,391	50.7%	-37,633	-20.9%	-15,742	-10.0%
Telecommunications Equipment Group	59,286	18.2%	63,491	18.8%	57,425	17.6%	46,903	15.6%	45,313	14.5%	41,043	14.0%	49,951	17.8%	-7,474	-13.0%	8,908	21.7%
Information Equipment Group	57,686	17.7%	58,714	17.4%	59,350	18.1%	63,179	20.9%	60,128	19.3%	60,805	20.8%	57,742	20.6%	-1,608	-2.7%	-3,063	-5.0%
Equipment Business	116,972	35.9%	122,205	36.2%	116,775	35.7%	110,082	36.5%	105,441	33.8%	101,848	34.8%	107,693	38.4%	-9,082	-7.8%	5,845	5.7%
Others	33,436	10.3%	36,107	10.7%	37,189	11.4%	33,731	11.2%	36,505	11.7%	39,956	13.7%	36,082	12.9%	-1,107	-3.0%	-3,874	-9.7%
Adjustments and eliminations	-6,818	-2.1%	-7,018	-2.1%	-7,192	-2.2%	-7,137	-2.4%	-6,376	-2.0%	-7,505	-2.6%	-5,529	-2.0%	1,663	—	1,976	—
Orders	325,735	100.0%	337,925	100.0%	326,796	100.0%	301,785	100.0%	311,868	100.0%	292,432	100.0%	280,637	100.0%	-46,159	-14.1%	-11,795	-4.0%

6. Number of employees

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

	FY3/2011				FY3/2012		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Total	65,925	66,175	65,876	66,608	67,073	67,072	65,916
Japan	24,765	24,821	24,809	24,983	25,118	25,004	24,919
Outside Japan	41,160	41,354	41,067	41,625	41,955	42,068	40,997