

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		Q4		Q4 of FY3/2012		Q3 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	% 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%	353,530	100.0%	48,049	15.7%	35,437	11.1%	
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%	25,692	7.3%	16,390	176.2%	349	1.4%	
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%	32,481	9.2%	20,192	164.3%	-669	-2.0%	
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%	21,503	6.1%	14,256	196.7%	1,904	9.7%	
Average exchange rate	US\$	¥82		¥78		¥77		¥79		¥80		¥79		¥81		¥92					
	Euro	¥117		¥110		¥104		¥104		¥103		¥98		¥105		¥122					

2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2012								FY3/2013								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2012		Q3 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	% 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%	160,887	45.5%	20,907	14.9%	22,420	16.2%
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%	59,288	18.6%	63,497	18.0%	12,405	24.3%	4,209	7.1%
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%	57,259	18.0%	57,049	16.1%	9,204	19.2%	-210	-0.4%
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%	57,005	16.1%	3,367	6.3%	8,368	17.2%
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%	15,092	4.3%	2,166	16.8%	650	4.5%
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%	353,530	100.0%	48,049	15.7%	35,437	11.1%

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		Q4		Q4 of FY3/2012		Q3 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	% 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%	15,981	4.5%	1,017	6.8%	1,800	12.7%
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%	17,997	5.1%	782	4.5%	1,559	9.5%
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%	11,904	3.4%	1,463	14.0%	155	1.3%

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		Q4		Q4 of FY3/2012		Q3 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%	17,915	5.1%	-1,111	-5.8%	-623	-3.4%
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%	39,879	11.3%	4,192	11.7%	-5,000	-11.1%
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%	74,713	21.1%	28,529	61.8%	23,411	45.6%
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%	63,769	18.0%	408	0.6%	-3,217	-4.8%
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%	196,276	55.5%	32,018	19.5%	14,571	8.0%
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%	49,954	14.1%	7,853	18.7%	6,927	16.1%
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%	72,089	20.4%	7,599	11.8%	10,431	16.9%
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%	122,043	34.5%	15,452	14.5%	17,358	16.6%
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%	44,893	12.7%	4,171	10.2%	4,745	11.8%
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%	-9,682	-2.7%	-3,592	—	-1,237	—
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%	353,530	100.0%	48,049	15.7%	35,437	11.1%

(Unit: Yen in millions)

Operating Profit	FY3/2012								FY3/2013								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2012		Q3 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%	1,185	6.6%	-1,819	-60.6%	-709	-37.4%
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%	7,531	18.9%	2,071	37.9%	-1,455	-16.2%
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%	8,018	10.7%	8,790	—	3,400	73.6%
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%	3,209	5.0%	9,070	—	-1,447	-31.1%
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%	19,943	10.2%	18,112	989.2%	-211	-1.0%
Telecommunications Equipment Group	-741	—	1,067	2.6%	485	1.0%	658	1.6%	-206	—	1,007	2.4%	870	2.0%	-331	—	-989	—	-1,201	—
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%	5,998	8.3%	-846	-12.4%	1,352	29.1%
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%	5,667	4.6%	-1,835	-24.5%	151	2.7%
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%	3,222	7.2%	700	27.8%	247	8.3%
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%	28,832	8.2%	16,977	143.2%	187	0.7%
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	5,950	—	1,409	—	6,035	—	446	—	6,030	—	2,106	—	5,214	—	3,898	—	3,452	774.0%	-1,316	-25.2%
Adjustments and eliminations	-169	—	-394	—	-217	—	-12	—	-62	—	-400	—	-709	—	-249	—	-237	—	460	—
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%	32,481	9.2%	20,192	164.3%	-669	-2.0%

5. Orders by Reporting Segment

(Unit: Yen in millions)

Orders	FY3/2012								FY3/2013								Change compared with			
	Q1		Q2		Q3		Q4		Q1		Q2		Q3		Q4		Q4 of FY3/2012		Q3 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	% 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%	17,081	5.1%	-1,378	-7.5%	-1,116	-6.1%
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%	38,676	11.6%	4,612	13.5%	-1,728	-4.3%
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%	61,085	18.3%	11,558	23.3%	-6,471	-9.6%
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%	65,508	19.6%	3,652	5.9%	74	0.1%
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%	182,350	54.6%	18,444	11.3%	-9,241	-4.8%
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%	42,748	12.8%	4,661	12.2%	-3,581	-7.7%
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%	72,263	21.6%	7,873	12.2%	10,794	17.6%
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%	115,011	34.4%	12,534	12.2%	7,213	6.7%
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%	47,970	14.3%	6,109	14.6%	7,380	18.2%
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%	-11,018	-3.3%	-4,560	—	-2,021	—
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%	334,313	100.0%	32,527	10.8%	3,331	1.0%

6. Number of Employees

(As of the end of each quarter)

	FY3/2012				FY3/2013			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	67,073	67,072	65,916	71,489	72,121	73,101	71,535	71,645
Japan	25,118	25,004	24,919	25,529	25,525	25,423	25,438	25,809
Outside Japan	41,955	42,068	40,997	45,960	46,596	47,678	46,097	45,836