January 27, 2011

## Conference Call Material

For the Nine Months Ended December 31, 2010

## Today's Presentation

1. Financial Results of First Nine Months of FY3/2011
2. Financial Result of Three Months ended December 31, 2010
3. Financial Forecast for the Year ending March 31, 2011
4. Financial Results of First Nine Months of FY3/2011

## Financial Results of First Nine Months of FY3/2011

- Comparison with first nine months of FY3/2010-
(Unit: Yen in billions)

|  |  | Nine months ended December 31, |  |  |  | change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2009 |  | 2010 |  |  |  |
|  |  | Amount | \% of net sales | Amount | \% of net sales | Amount | \% |
| Net sales |  | 768.9 | 100.0 | 956.9 | 100.0 | 188.0 | 24.4 |
| Profit from operations |  | 38.0 | 4.9 | 119.8 | 12.5 | 81.8 | 215.1 |
| Pre-tax income |  | 32.7 | 4.3 | 133.1 | 13.9 | 100.4 | 306.7 |
| Net income attributable to shareholders of Kyocera Corporation |  | 18.5 | 2.4 | 93.7 | 9.8 | 75.2 | 407.1 |
| EPS attributable to shareholders of Kyocera Corporation (diluted-yen) |  | 100.70 | - | 510.67 | - | 409.97 | - |
| Capital expenditures |  | 22.2 | 2.9 | 51.1 | 5.3 | 28.9 | 130.5 |
| Depreciation |  | 45.0 | 5.9 | 42.6 | 4.4 | -2.4 | -5.4 |
| R\&D expenses |  | 38.1 | 5.0 | 36.7 | 3.8 | -1.4 | -3.7 |
| Average exchange rate (yen) |  | US\$: ¥ 94 | €: $¥ 133$ | US\$: $¥ 87$ | €: $¥ 113$ |  |  |
| Foreign currency fluctuation effect on: (compared with previous nine month) | Net sales | $¥$-48.5 billion |  | $¥$-51.0 billion |  |  |  |
|  | Pre-tax income | $¥-13.5$ billion |  | $¥-22.0$ billion |  |  |  |

## Sales by Reporting Segment

- Nine months ended December 31, 2010 -
(Unit: Yen in billions)

| - Reporting Segment | Nine months ended December 31, |  |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2010 |  |  |  |
|  | Amount | \% of total | Amount | \% of total | Amount | \% |
| - Fine Ceramic Parts Group | 36.4 | 4.7 | 56.3 | 5.9 | 19.9 | 54.6 |
| - Semiconductor Parts Group | 99.7 | 13.0 | 132.6 | 13.9 | 32.9 | 33.1 |
| - Applied Ceramic Products Group | 111.5 | 14.5 | 150.5 | 15.7 | 39.0 | 35.0 |
| - Electronic Device Group | 145.5 | 18.9 | 183.8 | 19.2 | 38.3 | 26.3 |
| Components Business: Total | 393.1 | 51.1 | 523.2 | 54.7 | 130.1 | 33.1 |
| - Telecommunications Equipment Group | 131.4 | 17.1 | 175.8 | 18.4 | 44.4 | 33.8 |
| - Information Equipment Group | 170.7 | 22.2 | 176.5 | 18.4 | 5.9 | 3.5 |
| Equipment Business: Total | 302.1 | 39.3 | 352.3 | 36.8 | 50.2 | 16.6 |
| - Others | 89.7 | 11.7 | 102.5 | 10.7 | 12.8 | 14.1 |
| Adjustments and eliminations | -16.0 | -2.1 | -21.1 | -2.2 | -5.1 | - |
| Net sales | 768.9 | 100.0 | 956.9 | 100.0 | 188.0 | 24.4 |

## Operating Profit by Reporting Segment

- Nine months ended December 31, 2010 -
(Unit: Yen in billions)

| - Reporting Segment | Nine months ended December 31, |  |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2010 |  |  |  |
|  | Amount | \% of net sales | Amount | \% of net sales | Amount | \% |
| - Fine Ceramic Parts Group | -2.6 | - | 8.4 | 15.1 | 11.0 | - |
| - Semiconductor Parts Group | 10.5 | 10.5 | 28.4 | 21.4 | 17.9 | 171.9 |
| - Applied Ceramic Products Group | 10.9 | 9.8 | 23.2 | 15.4 | 12.3 | 112.6 |
| - Electronic Device Group | 6.5 | 4.5 | 33.3 | 18.1 | 26.8 | 410.7 |
| Components Business: Total | 25.3 | 6.4 | 93.3 | 17.8 | 68.0 | 268.9 |
| - Telecommunications Equipment Group | -6.4 | - | -0.9 | - | 5.5 | - |
| - Information Equipment Group | 14.7 | 8.6 | 20.3 | 11.5 | 5.6 | 38.1 |
| Equipment Business: Total | 8.3 | 2.7 | 19.4 | 5.5 | 11.1 | 133.5 |
| - Others | 3.9 | 4.4 | 7.6 | 7.4 | 3.7 | 93.7 |
| Operating profit | 37.5 | 4.9 | 120.3 | 12.6 | 82.8 | 220.7 |
| Corporate | 13.4 | - | 14.1 | - | 0.7 | 5.2 |
| Equity in earnings of affiliates and unconsolidated subsidiaries | -18.2 | - | 0.1 | - | 18.3 | - |
| Adjustments and eliminations | 0.0 | - | -1.4 | - | -1.4 | - |
| Pre-tax income | 32.7 | 4.3 | 133.1 | 13.9 | 100.4 | 306.7 |

## Summary of First Nine Months of FY3/2011

- Comparison with first nine months of FY3/2010 -


## Increased sales and profit in all reporting segments

## Components Business

Sales: $¥+130.1$ billion (+33.1\%)
Operating profit: $¥+68.0$ billion (Approx. 3.7 times)

- Increased demand for components used in digital consumer equipment, industrial machinery, and automobiles
- Expanded production capacity for ceramic packages and solar panels in response to the strong demand
- Operating profit ratio exceeded $15 \%$ in each reporting segment


## Equipment Business

Sales: $¥+50.2$ billion (+16.6\%)
Operating profit: $¥+11.1$ billion (Approx. 2.3 times)

- Increased sales and improved profitability by augmenting line-up of mobile phone handset overseas
- Expanded sales and profit as a result of increased sales of high-valueadded printers and MFPs and to improved productivity


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2. Financial Result of Three Months ended December 31, 2010

## Financial Results of Three Months ended December 31, 2010

- Comparison with three month ended September 30, 2010 -

|  | Three months ended |  |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2010 |  | December 31, 2010 |  |  |  |
|  | Amount | \% of net sales | Amount | \% of net sales | Amount | \% |
| Net sales | 324.2 | 100.0 | 319.5 | 100.0 | -4.7 | -1.4 |
| Profit from operations | 41.2 | 12.7 | 38.0 | 11.9 | -3.2 | -7.6 |
| Pre-tax income | 43.2 | 13.3 | 43.6 | 13.7 | 0.4 | 1.1 |
| Net income attributable to shareholders of Kyocera Corporation | 32.1 | 9.9 | 31.8 | 9.9 | -0.3 | -1.0 |
| Capital expenditures | 20.7 | 6.4 | 18.4 | 5.8 | -2.3 | -11.2 |
| Depreciation | 14.1 | 4.3 | 15.8 | 4.9 | 1.7 | 12.0 |
| R\&D expenses | 12.1 | 3.7 | 13.2 | 4.1 | 1.1 | 9.6 |
| Average exchange rate (yen) | US\$: $¥ 86$ | €: $¥ 111$ | US\$: $¥ 83$ | €: $¥ 112$ |  |  |

## Quarterly Trends by Reporting Segment

## Fine Ceramic Parts Group



## Quarterly Trends by Reporting Segment



## Quarterly Trends by Reporting Segment



## Quarterly Trends by Reporting Segment

## Electronic Device Group



## Results of Q3 FY3/2011

## Comparison with Q3 FY3/2010

- Increased sales due to an increase in demand for digital consumer equipment and industrial machinery
- Largely increased profit due to cost reduction and enhanced productivity


Comparison with Q2 FY3/2011

- Declined sales due to the production adjustment for digital consumer equipment as well as the adverse effect of yen's appreciation
- Decreased operating profit affected by a decline in sales, while achieving an operating profit ratio of over 18\%


## Quarterly Trends by Reporting Segment



## Quarterly Trends by Reporting Segment



## Quarterly Trends by Reporting Segment



## 3. Financial Forecast for the Year ending March 31, 2011

## Financial Forecast

- Year ending March 31, 2011 -
(Unit: Yen in billions)

|  |  | Year ended March 31, 2010 |  | Year ending March 31, 2011 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% of net sales | Amount | \% of net sales | Amount | \% |
| Net sales |  | 1,073.8 | 100.0 | 1,260.0 | 100.0 | 186.2 | 17.3 |
| Profit from operations |  | 63.9 | 5.9 | 147.0 | 11.7 | 83.1 | 130.2 |
| Pre-tax income |  | 60.8 | 5.7 | 160.0 | 12.7 | 99.2 | 163.2 |
| Net income attributable to shareholders of Kyocera Corporation |  | 40.1 | 3.7 | 105.0 | 8.3 | 64.9 | 161.9 |
| EPS attributable to shareholders of Kyocera Corporation (diluted-yen) |  | 218.47 | - | 572.15 | - | 353.68 | - |
| Average exchange rate (yen) |  | US\$: $¥ 93$ | €: $¥ 131$ | US\$: $¥ 85$ | €: $¥ 112$ |  |  |
| Foreign currency fluctuation effect on (compared with the previous fiscal year) | net sales | Approx. $¥$-49.0 billion |  | Approx. $¥-80.0$ billion |  |  |  |
|  | pre-tax income | Approx. $¥-13.5$ billion |  | Approx. $¥-30.0$ billion |  |  |  |

Note: Forecast of earnings per share attributable to shareholders of Kyocera Corporation is computed based on the diluted average number of shares outstanding during the nine months ended December 31, 2010.

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## Sales Forecast by Reporting Segment

- Year ending March 31, 2011 -

| - Reporting Segment | Year ended <br> March 31, 2010 |  | Year ending <br> March 31, 2011 (Forecast) |  |  |  | Change from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Previous |  | Revised |  | Previous year | Previous forecast |
|  | Amount | \% of total | Amount | \% of total | Amount | \% of total | Amount | Amount |
| - Fine Ceramic Parts Group | 53.1 | 5.0 | 71.5 | 5.7 | 74.0 | 5.9 | 20.9 | 2.5 |
| - Semiconductor Parts Group | 140.5 | 13.1 | 172.0 | 13.6 | 174.0 | 13.8 | 33.5 | 2.0 |
| - Applied Ceramic Products Group | 157.0 | 14.6 | 201.0 | 16.0 | 203.0 | 16.1 | 46.0 | 2.0 |
| - Electronic Device Group | 199.9 | 18.6 | 237.5 | 18.8 | 240.0 | 19.0 | 40.1 | 2.5 |
| Components business: Total | 550.5 | 51.3 | 682.0 | 54.1 | 691.0 | 54.8 | 140.5 | 9.0 |
| - Telecommunications Equipment Group | 189.1 | 17.6 | 228.0 | 18.1 | 220.0 | 17.5 | 30.9 | -8.0 |
| - Information Equipment Group | 232.4 | 21.6 | 236.0 | 18.7 | 237.0 | 18.8 | 4.6 | 1.0 |
| Equipment business: Total | 421.5 | 39.2 | 464.0 | 36.8 | 457.0 | 36.3 | 35.5 | -7.0 |
| - Others | 124.6 | 11.6 | 142.0 | 11.3 | 141.0 | 11.2 | 16.4 | -1.0 |
| Adjustments and eliminations | -22.8 | -2.1 | -28.0 | -2.2 | -29.0 | -2.3 | -6.2 | -1.0 |
| Net Sales | 1,073.8 | 100.0 | 1,260.0 | 100.0 | 1,260.0 | 100.0 | 186.2 | - |

## Operating Profit Forecast by Reporting Segment

- Year ending March 31, 2011 -

| - Reporting Segment | Year ended <br> March 31, 2010 |  | Year ending <br> March 31, 2011 (Forecast) |  |  |  | Change from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Previous |  | Revised |  | $\begin{aligned} & \text { Previous } \\ & \text { year } \end{aligned}$ | Previous forecast |
|  | Amount | $\begin{gathered} \hline \% \text { of net } \\ \text { sales } \\ \hline \end{gathered}$ | Amount | $\begin{gathered} \hline \% \text { of net } \\ \text { sales } \\ \hline \end{gathered}$ | Amount | $\begin{gathered} \hline \% \text { of net } \\ \text { sales } \\ \hline \end{gathered}$ | Amount | Amount |
| - Fine Ceramic Parts Group | -0.8 | - | 11.0 | 15.4 | 11.0 | 14.9 | 11.8 | - |
| - Semiconductor Parts Group | 17.2 | 12.3 | 33.5 | 19.5 | 35.5 | 20.4 | 18.3 | 2.0 |
| - Applied Ceramic Products Group | 19.9 | 12.6 | 29.5 | 14.7 | 29.5 | 14.5 | 9.6 | - |
| - Electronic Device Group | 13.2 | 6.6 | 39.5 | 16.6 | 41.5 | 17.3 | 28.3 | 2.0 |
| Components business: Total | 49.5 | 9.0 | 113.5 | 16.6 | 117.5 | 17.0 | 68.0 | 4.0 |
| - Telecommunications Equipment Group | -14.7 | - | 6.0 | 2.6 | 2.0 | 0.9 | 16.7 | -4.0 |
| - Information Equipment Group | 22.1 | 9.5 | 24.5 | 10.4 | 24.5 | 10.3 | 2.4 | - |
| Equipment business: Total | 7.4 | 1.7 | 30.5 | 6.6 | 26.5 | 5.8 | 19.1 | -4.0 |
| - Others | 6.8 | 5.4 | 8.5 | 6.0 | 9.5 | 6.7 | 2.7 | 1.0 |
| Operating profit | 63.7 | 5.9 | 152.5 | 12.1 | 153.5 | 12.2 | 89.8 | 1.0 |
| Corporate and others | -2.9 | - | 7.5 | - | 6.5 | - | 9.4 | -1.0 |
| Pre-tax income | 60.8 | 5.7 | 160.0 | 12.7 | 160.0 | 12.7 | 99.2 | - |

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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 the following lists. General economic conditions in our markets, which are primarily Japan, North America, Europe and Asia, particularly China; Unexpected changes in economic, political and legal conditions in countries where we operate; Our ability to develop, launch and produce innovative products, including meeting quality and delivery standards, and our ability to otherwise meet the advancing technological 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; Exposure to credit risk on trade receivables due to customers' worsening financial condition; Inability to secure skilled employees, particularly engineering and technical personnel; Insufficient protection of our trade secrets and intellectual property rights including patents; Our continuing to hold licenses to manufacture and sell certain of our products; The possibility that future initiatives and in-process research and development may not produce the desired results; The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect, and may require more cost than expected for integration; Events that may impact negatively on our markets or supply chain, including terrorist acts and outbreaks of disease or war; The occurrence of natural disasters, such as earthquakes, in locations where our manufacturing and other key business facilities are located; The possibility of future tightening of environmental laws and regulations in Japan and other countries which may increase our environmental liability and costs and expenses to observe the obligations; Fluctuations in the value of, and impairment losses on, securities and other assets held by us; The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be required; and 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 forwardlooking statements included in this document.


[^0]:    Operating profit represents profit from operating activities.
    Please refer to forward-looking statements on the final page.

