

Financial Presentation for the Year Ended March 31, 2014

(Held on May 7, 2014)

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President and Representative Director

<Slide 1: Financial Results for the Year Ended March 31, 2014>

Kyocera posted double-digit increases in sales and profit for the year ended March 31, 2014 (“fiscal 2014”). Net sales increased by 13.1% compared with the year ended March 31, 2013 (“fiscal 2013”) to ¥1,447.4 billion. Profit from operations, pre-tax income and net income each increased significantly on the back of sales growth and the effect of cost reductions coupled with the absence of environmental remediation charge in the amount of ¥21.3 billion recorded at AVX in fiscal 2013.

Capital expenditures remained roughly unchanged from fiscal 2013 while depreciation increased by 4% year on year due mainly to increases in the Semiconductor Parts Group and Electronic Device Group.

As shown at the bottom of the page, average exchange rates for fiscal 2014 were ¥100 to the U.S. dollar, marking depreciation of ¥17, and ¥134 to the Euro, marking depreciation of ¥27, compared with fiscal 2013. As a result, net sales and pre-tax income were pushed up by approximately ¥140 billion and ¥29 billion, respectively, compared with fiscal 2013.

<Slide 2: Sales Trend>

Kyocera achieved a new record high for net sales in fiscal 2014, surpassing the previous high of ¥1,290.4 billion set in fiscal 2008. This was our target at the start of fiscal 2014 and can be attributed to a positive turnaround in the business environment in addition to the steady implementation of initiatives to expand business by respective divisions.

<Slide 3: Pre-Tax Income and Pre-Tax Income Ratio Trends>

Although pre-tax income for fiscal 2014 fell short of the level recorded in fiscal 2008, it still increased considerably on a year-on-year basis and we secured a double-digit result for the pre-tax income ratio at 10.1%.

<Slide 4: One-Time Charges in FY3/2014>

Kyocera implemented structural reforms in the Electronic Device Group and recorded charges of approximately ¥5 billion associated with this for fiscal 2014. Costs increased ¥3 billion relative to the forecast made in January 2014 due primarily to a scaling down of the touch panel business for consumer equipment, which we planned, and a review of asset valuation in the crystal related business and capacitor business.

The red dotted line in the graph at left indicates operating profit excluding environmental related charge in fiscal 2013 and structural reform charges in fiscal 2014. Excluding these one-time charges, operating profit for fiscal 2014 actually increased by more than 50%.

Net sales only grew by 4.7% in fiscal 2014 due to the effect of narrowing down products in accord with the structural reforms. Nonetheless, excluding the touch panel business, sales were actually up more than 10% due to growth mainly in products for the automotive and smartphone sectors.

<Slide 5: Sales by Reporting Segment for the Year Ended March 31, 2014>

Sales were up in all reporting segments in fiscal 2014. In particular, double-digit growth was posted in the Semiconductor Parts Group, Applied Ceramic Products Group and Information Equipment Group.

In the Semiconductor Parts Group, demand increased for ceramic packages used in smartphones and organic packages used in information and communications infrastructure. In addition, Kyocera Circuit Solutions became a subsidiary and contributed to the sales growth from the second half of fiscal 2014.

In the Applied Ceramic Products Group, sales of solar energy products expanded significantly for industrial use and steadily for residential use in Japan. As a result, production of solar energy products increased by 50% in fiscal 2014 compared with fiscal 2013. Sales of cutting tools also increased, especially in automotive related markets.

In the Information Equipment Group, sales of equipment increased, particularly in emerging countries, and sales of consumables also increased in line with the growth in equipment sales. As a result, sales in this reporting segment increased to a level exceeding ¥300 billion.

<Slide 6: Operating Profit by Reporting Segment for the Year Ended March 31, 2014>

Operating profit increased significantly in both the Components Business and Equipment Business in fiscal 2014.

In the Components Business, profit increased approximately 90%, predominantly on the back of contribution from the Electronic Device Group and Applied Ceramic Products Group.

In the Applied Ceramic Products Group, sales gains and cost reductions in solar energy products and cutting tools resulted in a year-on-year surge in profit of 87%. The operating profit ratio improved markedly to 12.3% as well.

Profit in the Electronic Device Group improved by ¥25.2 billion compared with fiscal 2013. This significant improvement was due to the effect of higher sales and cost reductions mainly for capacitors and connectors coupled with an absence of the environmental remediation charge at AVX.

In the Information Equipment Group, profit increased by approximately 30% year on year due to sales growth mainly of new products and the effect of efforts to promote platforms for equipment through standardization of core products, which we have been undertaking for a while.

In the Others reporting segment, profit decreased by ¥4.3 billion compared with fiscal 2013 due primarily to an increase in costs related to the development of new technologies and products with a view to the future at Kyocera Corporation, which were incurred in this reporting segment.

That concludes my explanation of financial results for fiscal 2014.

<Slide 7: Business Environment Outlook for FY3/2015>

First, looking at the business environment, production volume of both mobile phones and PCs including tablets is forecast to increase in year-on-year terms in the digital consumer equipment market. In particular, continued increases are projected for smartphones and tablet PCs, which is expected to drive expansion in the market.

<Slide 8: Business Environment Outlook for FY3/2015>

As you can see in the graphs, the automotive and solar energy markets are forecast to continue growing steadily as in fiscal 2014.

<Slide 9: Financial Forecast for the Year Ending March 31, 2015 (1)>

Sales and profit are forecast to increase in the year ending March 31, 2015 ("fiscal 2015"), with net sales forecast to increase 9.2% year on year to ¥1,580 billion. Pre-tax income is forecast to increase 8% year on year to ¥158 billion.

Capital expenditures is projected to increase by ¥7.4 billion compared with fiscal 2014 to ¥64 billion. The main factors are investment in a new plant for toner in the Information Equipment Group and a second facility at the Ayabe Plant in the Semiconductor Parts Group.

In line with the increase in capital expenditures, we forecast an increase in depreciation. R&D expenses are scheduled to increase compared with fiscal 2014 in an effort to strengthen new product development in each business.

Forecasts for assumed exchange rates in fiscal 2015 are ¥100 to the U.S. dollar, unchanged year on year, and ¥137 to the Euro, marking depreciation of ¥3 year on year.

<Slide 10: Financial Forecast for the Year Ending March 31, 2015 (2)>

Kyocera is targeting a new record high in net sales for the second consecutive year, as shown at left. Net sales at Kyocera exceeded ¥1 trillion for the first time in fiscal 2001, but for more than 10 years following that we were unable to top ¥1.3 trillion as the sales growth rate stagnated. However, we posted a new record high in net sales for the first time in six years in fiscal 2014 while also exceeding ¥1.4 trillion. Building on this momentum, we will strive to expand business with a critical challenge being to launch the Kyocera Group along a growth path.

In terms of profit, we will work to strengthen the management foundations of each business with a minimum goal of entrenching a double-digit pre-tax income ratio.

<Slide 11: Sales Forecast by Reporting Segment>

Kyocera is projecting sales to increase in all reporting segments this fiscal year as well. In particular, we expect growth in the Semiconductor Parts Group, Applied Ceramic Products Group and Information Equipment Group to provide the momentum.

<Slide 12: Operating Profit Forecast by Reporting Segment>

Operating profit is forecast to increase in both the Components Business and Equipment Business due mainly to the effect of sales growth and cost reductions.

Next, I will explain initiatives in reporting segments that will drive growth in fiscal 2015.

<Slide 13: Semiconductor Parts Group>

First, let's look at the Semiconductor Parts Group.

This graph shows sales from fiscal 2013 until forecast for fiscal 2015. Sales grew 12% in fiscal 2014 and are expected to grow significantly by 19% in fiscal 2015. In particular,

expansion in the organic substrate business is projected to drive the growth.

<Slide 14: Expand Organic Substrate Business>

In the organic substrate business, we intend to continue expanding sales of packages for information and communications infrastructure, which are core to this business. We will also work to expand business for products and markets that we have not been engaged in before such as motherboards and module substrates through Kyocera Circuit Solutions, which joined in Kyocera Group in October 2013.

In addition to contribution from Kyocera Circuit Solutions through the period in fiscal 2015, we will commence production at a new facility at the Ayabe plant in summer. By doing so, we can expand sales of FCCSPs (flip-chip chip scale packages) for smartphones and tablet PCs. Through these initiatives, we aim to increase sales in the organic substrate business in fiscal 2015 by approximately 50% in year-on-year terms.

<Slide 15: Expand Ceramic Package Business>

Next, I will explain development in the ceramic package business.

In the ceramic package business, we will continue working to expand sales for smartphones and communications infrastructure. In particular, for packages used in crystal/SAW devices, where growth is expected, especially for smartphones, we will promote cost reductions through increased production at the Vietnam plant.

Also, we plan to expand sales of packages for LEDs for use in car headlights and lighting in line with growing demand. Organic packages are mainly used as packages for CMOS sensors at the moment, but we are confident the characteristics of ceramic packages are overwhelmingly superior in terms of making equipment slimmer and rigidity of packages. We intend to promote use of ceramic packages and secure customers mainly in the smartphone sector by making the most of these advantages.

By advancing these initiatives, we plan to achieve double-digit sales growth on a year-on-year basis for ceramic packages.

<Slide 16: Applied Ceramic Products Group>

Next, let's look at the Applied Ceramic Products Group. As you can see in the graph, sales grew 29% in fiscal 2014. We are forecasting double-digit growth in sales to over ¥300 billion in fiscal 2015 on the back of growth in the solar energy and cutting tool businesses.

Next, I will explain development in the solar energy business.

<Slide 17: Expand Solar Energy Business>

As you can see in the graph at left, the solar energy market in Japan expanded rapidly following the introduction of the feed-in-tariff (FIT) program for renewable energy in July 2012 and more than doubled in year-on-year terms in fiscal 2014. We are projecting the market to continue expanding based on growth in the commercial sector in fiscal 2015.

In response to this market expansion, Kyocera actively increased production to meet demand. Production volume increased by 50% in fiscal 2014 to 1.2GW and we are planning to increase production by 17% in fiscal 2015.

<Slide 18: Development in Commercial Market>

The graph at left shows sales in Kyocera's solar energy business for the Japanese market with fiscal 2014 shown as a standard of 100. We are forecasting double-digit sales growth in both residential and commercial sectors in fiscal 2015.

In terms of concrete initiatives in fiscal 2015, in the commercial sector, we will expand sales of modules based on our advanced product quality and long-term reliability. In addition to this, we will also work to secure orders through the Group's service system that provides from the design, construction and maintenance of solar energy systems to power generation projects.

At the bottom right of this page, you can see examples of some of the mega-solar power projects we have received orders for that we have announced. We have received numerous business inquiries on the back of collaboration with financial institutions, power generation companies and system integrators. We will work to turn these talks into actual orders and expand sales in the commercial sector.

<Slide 19: Development in Residential Market>

Kyocera will strive to expand sales of systems that include a storage battery and HEMS (Home Energy Management System).

Although sales in the residential market were concentrated on standard solar power generation systems, sales of total systems that combine a power storage system and HEMS have been increasing substantially, and this is expected to contribute to sales growth going forward.

We will also work to further expand sales of modules for the residential market by enhancing and expanding our product line-up. Specifically, we introduced monocrystalline silicon solar modules to the market in fiscal 2015, a first for Kyocera. We also plan to release multicrystalline modules with enhanced conversion efficiency this summer. Kyocera will launch these new products with enhanced power generation efficiency for the residential market, where needs are high for large output in limited space, with the aim of increasing sales.

<Slide 20: Electronic Device Group>

Next, let's look at the Electronic Device Group.

Conditions in this reporting segment for fiscal 2013 and fiscal 2014 are as I explained earlier. Sales growth for the entire reporting segment in fiscal 2015 is expected to be a moderate 2.3% due mainly to a decline in sales of touch panels as a result of structural reform. Nonetheless, profit is forecast to increase significantly with the profit ratio expected to improve to a level

close to the double-digit mark.

The issue with the environmental remediation charge at AVX has been brought to conclusion, and our priority challenge in fiscal 2015 will be to return to a double-digit profit ratio as quickly as possible through the effect of the structural reform and sales expansion in growth markets. In addition, we will strengthen initiatives to increase sales in each business going forward toward the realization of growth in the Electronic Device Group over the medium term. One of these key initiatives will be to increase sales in the display business.

<Slide 21: Expand Sales in Display Business>

Kyocera expects the automotive market to be a growth driver over the medium term. Although it will take time from application to sales contribution, relatively stable business can be expected in this market following entry. Kyocera specializes in small- to medium-sized displays and can handle small-lot production of many products. Some auto-related manufacturers in Europe have newly applied Kyocera's products and the effects of this are expected to emerge to a great extent from fiscal 2017 onward.

<Slide 22: Information Equipment Group>

Next, let's look at the Information Equipment Group. Although shipment volume of printers and MFPs in fiscal 2015 is forecast to increase by approximately 4% on a global basis for the industry as a whole, Kyocera expects to achieve gains of around 20%, which is well above market growth.

In addition, as you can see in the graph at right, sales are forecast to increase by approximately 9% on the back of increased volumes, with growth forecast in both developed and emerging nations.

In developed markets, we will expand our line-up of color A4 MFPs, and in emerging markets, we will enhance our sales channels including cultivating market and expand sales of low-priced models. In particular, in emerging countries such as China and Russia, we already have products that have attained number one market share, and we will strive to

generate growth by making the most of opportunities.

At the same time, we will increase production of equipment at the plant in Vietnam to meet rising demand.

<Slide 23: Management Objectives>

Kyocera aims to secure double-digit sales growth on an annual basis and a double-digit pre-tax income ratio by steadily implementing initiatives in each business, as I have explained.

<Slide 24: Expand Business in Key Markets>

Finally, I will explain business development in key markets aimed at driving medium-term corporate growth.

This year in April marked one year since being appointed company president. During the past year, I have closely examined the challenges and future initiatives in each division and business. At the same time, we have introduced initiatives to expand business by linking various management resources within the Group such as technologies, products and sales capabilities, and leveraging the collective capabilities of the Group.

Kyocera's basic policies are to "expand sales in existing businesses," "create new businesses" and "thoroughly reduce costs" in each division. Based on these policies, we will strive to expand business in four key markets by exploiting the collective capabilities of the Kyocera Group.

Specifically, we have designated the four key markets as "communications," "automotive," "environment and energy" and "medical." Going forward, we will strengthen initiatives in each market. Today, however, I will just discuss the two markets of "automotive" and "environment and energy."

<Slide 25: Expand Business in Automotive Related Markets>

In automotive related markets, we supply a large variety of products centered around components, as you can see on the left of this slide.

As shown in the graph at right, sales in automotive related markets have grown approximately 1.6 times over the three-year period from fiscal 2011 to fiscal 2014.

Kyocera's market share of components in automotive related markets differs by product, but aside from tantalum capacitors and certain ceramic parts for diesel vehicles, our share is low at present. Nonetheless, Kyocera believes there is the possibility of significant growth if we put in the effort. The scale of the market ranges from a few hundred billion yen to close to a trillion yen depending on the component, and we are confident that we can drive considerable growth through new application by major Tier 1 and Tier 2 manufacturers, boosting market share and expanding the range of applicable products.

We will strengthen initiatives in automotive related markets with the aim of doubling the current level of sales to ¥300 billion in fiscal 2017 three years from now, including efforts to expand the display business, as I just mentioned.

<Slide 26: Expand Business in Environment and Energy Market>

Finally, let's look at the environment and energy market.

The graph at right shows Kyocera sales in the environment and energy market. In fiscal 2014, sales increased by over 40% through efforts to expand solar energy related business, which includes from panels to EPC (engineering, procurement and construction).

In fiscal 2015, we are forecasting growth in solar energy related business, which includes an increase in sales of systems that incorporate a storage battery and HEMS. In addition to this, we are expecting components for residential-use SOFC (Solid Oxide Fuel Cell) systems to make a genuine contribution. As a result, we aim to increase sales by at least 15% on a

year-on-year basis in fiscal 2015.

Kyocera will work to drive further growth by making the most of the collective capabilities of the Group and promoting the initiatives I have explained today.