

## Quarterly Trends of Financial Results

### 1. Consolidated Financial Results

(Unit: Yen in millions)

	FY3/2013										FY3/2014		Change compared with				FY3/2014 Forecast		Change compared with		
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 of FY3/2013		Released on 25 April, 2013		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	%	Amount	%	Amount	% to net sales	Amount	%	
Net sales	297,726	100.0%	310,705	100.0%	318,093	100.0%	353,530	100.0%	1,280,054	100.0%	331,655	100.0%	33,929	11.4%	-21,875	-6.2%	1,400,000	100.0%	119,946	9.4%	
Profit from operations	-2,002	-0.7%	27,893	9.0%	25,343	8.0%	25,692	7.3%	76,926	6.0%	25,398	7.7%	27,400	—	-294	-1.1%	140,000	10.0%	63,074	82.0%	
Income before income taxes	4,727	1.6%	31,005	10.0%	33,150	10.4%	32,481	9.2%	101,363	7.9%	34,813	10.5%	30,086	636.5%	2,332	7.2%	150,000	10.7%	48,637	48.0%	
Net income attributable to shareholders of Kyocera Corporation	6,570	2.2%	18,801	6.1%	19,599	6.2%	21,503	6.1%	66,473	5.2%	22,651	6.8%	16,081	244.8%	1,148	5.3%	96,000	6.9%	29,527	44.4%	
Average exchange rate	US\$	¥80		¥79		¥81		¥92		¥83		¥99		¥96		¥124					
	Euro	¥103		¥98		¥105		¥122		¥107		¥129									

### 2. Net Sales by Geographic Area

(Unit: Yen in millions)

	FY3/2013										FY3/2014		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 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	%	Amount	%
Japan	133,111	44.7%	141,737	45.6%	138,467	43.5%	160,887	45.5%	574,202	44.9%	139,118	41.9%	6,007	4.5%	-21,769	-13.5%
Asia	55,527	18.7%	57,208	18.4%	59,288	18.6%	63,497	18.0%	235,520	18.4%	68,243	20.6%	12,716	22.9%	4,746	7.5%
Europe	47,166	15.8%	46,060	14.8%	48,637	15.3%	57,005	16.1%	198,868	15.5%	56,282	17.0%	9,116	19.3%	-723	-1.3%
United States of America	49,498	16.6%	51,226	16.5%	57,259	18.0%	57,049	16.1%	215,032	16.8%	52,189	15.7%	2,691	5.4%	-4,860	-8.5%
Others	12,424	4.2%	14,474	4.7%	14,442	4.6%	15,092	4.3%	56,432	4.4%	15,823	4.8%	3,399	27.4%	731	4.8%
Net sales	297,726	100.0%	310,705	100.0%	318,093	100.0%	353,530	100.0%	1,280,054	100.0%	331,655	100.0%	33,929	11.4%	-21,875	-6.2%

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

(Unit: Yen in millions)

	FY3/2013										FY3/2014		Change compared with				FY3/2014 Forecast		Change compared with	
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 of FY3/2013		Released on 25 April, 2013		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	%	Amount	%	Amount	% to net sales	Amount	%
Capital expenditures	13,191	4.4%	13,335	4.3%	14,181	4.5%	15,981	4.5%	56,688	4.4%	15,228	4.6%	2,037	15.4%	-753	-4.7%	75,000	5.4%	18,312	32.3%
Depreciation	13,849	4.7%	14,835	4.8%	16,438	5.2%	17,997	5.1%	63,119	4.9%	14,274	4.3%	425	3.1%	-3,723	-20.7%	74,000	5.3%	10,881	17.2%
R&D expenses	11,745	3.9%	12,121	3.9%	11,749	3.7%	11,904	3.4%	47,519	3.7%	12,193	3.7%	448	3.8%	289	2.4%	52,000	3.7%	4,481	9.4%

**4. Consolidated Sales and Profit by Reporting Segment**

(Unit: Yen in millions)

Net Sales	FY3/2013										FY3/2014		Change compared with				FY3/2014 Forecast Released on 25 April, 2013		Change compared with FY3/2013	
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 of FY3/2013		Amount	% of net sales	Amount	%
	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	19,069	6.4%	19,330	6.2%	18,538	5.8%	17,915	5.1%	74,852	5.9%	18,716	5.7%	-353	-1.9%	801	4.5%	82,500	5.9%	7,648	10.2%
Semiconductor Parts Group	38,400	12.9%	44,083	14.2%	44,879	14.1%	39,879	11.3%	167,241	13.1%	41,474	12.5%	3,074	8.0%	1,595	4.0%	192,500	13.8%	25,259	15.1%
Applied Ceramic Products Group	42,600	14.3%	42,824	13.8%	51,302	16.1%	74,713	21.1%	211,439	16.5%	61,496	18.5%	18,896	44.4%	-13,217	-17.7%	227,000	16.2%	15,561	7.4%
Electronic Device Group	69,891	23.5%	70,924	22.8%	66,986	21.1%	63,769	18.0%	271,570	21.2%	73,315	22.1%	3,424	4.9%	9,546	15.0%	282,000	20.1%	10,430	3.8%
<b>Components Business</b>	<b>169,960</b>	<b>57.1%</b>	<b>177,161</b>	<b>57.0%</b>	<b>181,705</b>	<b>57.1%</b>	<b>196,276</b>	<b>55.5%</b>	<b>725,102</b>	<b>56.7%</b>	<b>195,001</b>	<b>58.8%</b>	<b>25,041</b>	<b>14.7%</b>	<b>-1,275</b>	<b>-0.6%</b>	<b>784,000</b>	<b>56.0%</b>	<b>58,898</b>	<b>8.1%</b>
Telecommunications Equipment Group	41,521	14.0%	42,812	13.8%	43,027	13.5%	49,954	14.1%	177,314	13.8%	38,512	11.6%	-3,009	-7.2%	-11,442	-22.9%	191,000	13.6%	13,686	7.7%
Information Equipment Group	58,483	19.6%	58,304	18.8%	61,658	19.4%	72,089	20.4%	250,534	19.6%	70,713	21.3%	12,230	20.9%	-1,376	-1.9%	280,000	20.0%	29,466	11.8%
<b>Equipment Business</b>	<b>100,004</b>	<b>33.6%</b>	<b>101,116</b>	<b>32.6%</b>	<b>104,685</b>	<b>32.9%</b>	<b>122,043</b>	<b>34.5%</b>	<b>427,848</b>	<b>33.4%</b>	<b>109,225</b>	<b>32.9%</b>	<b>9,221</b>	<b>9.2%</b>	<b>-12,818</b>	<b>-10.5%</b>	<b>471,000</b>	<b>33.6%</b>	<b>43,152</b>	<b>10.1%</b>
Others	34,689	11.6%	40,172	12.9%	40,148	12.6%	44,893	12.7%	159,902	12.5%	38,061	11.5%	3,372	9.7%	-6,832	-15.2%	176,000	12.6%	16,098	10.1%
Adjustments and eliminations	-6,927	-2.3%	-7,744	-2.5%	-8,445	-2.6%	-9,682	-2.7%	-32,798	-2.6%	-10,632	-3.2%	-3,705	—	-950	—	-31,000	-2.2%	1,798	—
<b>Net sales</b>	<b>297,726</b>	<b>100.0%</b>	<b>310,705</b>	<b>100.0%</b>	<b>318,093</b>	<b>100.0%</b>	<b>353,530</b>	<b>100.0%</b>	<b>1,280,054</b>	<b>100.0%</b>	<b>331,655</b>	<b>100.0%</b>	<b>33,929</b>	<b>11.4%</b>	<b>-21,875</b>	<b>-6.2%</b>	<b>1,400,000</b>	<b>100.0%</b>	<b>119,946</b>	<b>9.4%</b>

(Unit: Yen in millions)

Operating Profit	FY3/2013										FY3/2014		Change compared with				FY3/2014 Forecast Released on 25 April, 2013		Change compared with FY3/2013	
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 of FY3/2013		Amount	% to net sales	Amount	%
	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	2,334	12.2%	2,201	11.4%	1,894	10.2%	1,185	6.6%	7,614	10.2%	2,903	15.5%	569	24.4%	1,718	145.0%	12,000	14.5%	4,386	57.6%
Semiconductor Parts Group	5,705	14.9%	8,157	18.5%	8,986	20.0%	7,531	18.9%	30,379	18.2%	7,923	19.1%	2,218	38.9%	392	5.2%	36,000	18.7%	5,621	18.5%
Applied Ceramic Products Group	1,483	3.5%	3,805	8.9%	4,618	9.0%	8,018	10.7%	17,924	8.5%	8,041	13.1%	6,558	442.2%	23	0.3%	24,000	10.6%	6,076	33.9%
Electronic Device Group	-17,503	—	5,624	7.9%	4,656	7.0%	3,209	5.0%	-4,014	—	6,170	8.4%	23,673	—	2,961	92.3%	28,200	10.0%	32,214	—
<b>Components Business</b>	<b>-7,981</b>	<b>—</b>	<b>19,787</b>	<b>11.2%</b>	<b>20,154</b>	<b>11.1%</b>	<b>19,943</b>	<b>10.2%</b>	<b>51,903</b>	<b>7.2%</b>	<b>25,037</b>	<b>12.8%</b>	<b>33,018</b>	<b>—</b>	<b>5,094</b>	<b>25.5%</b>	<b>100,200</b>	<b>12.8%</b>	<b>48,297</b>	<b>93.1%</b>
Telecommunications Equipment Group	-206	—	1,007	2.4%	870	2.0%	-331	—	1,340	0.8%	-1,406	—	-1,200	—	-1,075	—	6,400	3.4%	5,060	377.6%
Information Equipment Group	5,702	9.7%	5,404	9.3%	4,646	7.5%	5,998	8.3%	21,750	8.7%	6,067	8.6%	365	6.4%	69	1.2%	28,000	10.0%	6,250	28.7%
<b>Equipment Business</b>	<b>5,496</b>	<b>5.5%</b>	<b>6,411</b>	<b>6.3%</b>	<b>5,516</b>	<b>5.3%</b>	<b>5,667</b>	<b>4.6%</b>	<b>23,090</b>	<b>5.4%</b>	<b>4,661</b>	<b>4.3%</b>	<b>-835</b>	<b>-15.2%</b>	<b>-1,006</b>	<b>-17.8%</b>	<b>34,400</b>	<b>7.3%</b>	<b>11,310</b>	<b>49.0%</b>
Others	1,244	3.6%	3,101	7.7%	2,975	7.4%	3,222	7.2%	10,542	6.6%	752	2.0%	-492	-39.5%	-2,470	-76.7%	8,600	4.9%	-1,942	-18.4%
<b>Operating profit</b>	<b>-1,241</b>	<b>—</b>	<b>29,299</b>	<b>9.4%</b>	<b>28,645</b>	<b>9.0%</b>	<b>28,832</b>	<b>8.2%</b>	<b>85,535</b>	<b>6.7%</b>	<b>30,450</b>	<b>9.2%</b>	<b>31,691</b>	<b>—</b>	<b>1,618</b>	<b>5.6%</b>	<b>143,200</b>	<b>10.2%</b>	<b>57,665</b>	<b>67.4%</b>
Corporate gains and equity in earnings of affiliates and unconsolidated subsidiaries	6,030	—	2,106	—	5,214	—	3,898	—	17,248	—	4,645	—	-1,385	-23.0%	747	19.2%	6,800	—	-9,028	-57.0%
Adjustments and eliminations	-62	—	-400	—	-709	—	-249	—	-1,420	—	-282	—	-220	—	-33	—	—	—	—	—
<b>Income before income taxes</b>	<b>4,727</b>	<b>1.6%</b>	<b>31,005</b>	<b>10.0%</b>	<b>33,150</b>	<b>10.4%</b>	<b>32,481</b>	<b>9.2%</b>	<b>101,363</b>	<b>7.9%</b>	<b>34,813</b>	<b>10.5%</b>	<b>30,086</b>	<b>636.5%</b>	<b>2,332</b>	<b>7.2%</b>	<b>150,000</b>	<b>10.7%</b>	<b>48,637</b>	<b>48.0%</b>

## 5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2013										FY3/2014		Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q1 of FY3/2013		Q4 of FY3/2013	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	%	Amount	%
Fine Ceramic Parts Group	19,650	6.3%	19,300	5.7%	18,197	5.5%	17,081	5.1%	74,228	5.7%	19,447	5.6%	-203	-1.0%	2,366	13.9%
Semiconductor Parts Group	41,201	13.1%	46,177	13.8%	40,404	12.2%	38,676	11.6%	166,458	12.7%	43,751	12.6%	2,550	6.2%	5,075	13.1%
Applied Ceramic Products Group	43,421	13.9%	60,982	18.2%	67,556	20.4%	61,085	18.3%	233,044	17.7%	66,517	19.2%	23,096	53.2%	5,432	8.9%
Electronic Device Group	72,989	23.3%	70,909	21.2%	65,434	19.8%	65,508	19.6%	274,840	20.9%	75,877	21.9%	2,888	4.0%	10,369	15.8%
Components Business	177,261	56.6%	197,368	58.9%	191,591	57.9%	182,350	54.6%	748,570	57.0%	205,592	59.3%	28,331	16.0%	23,242	12.7%
Telecommunications Equipment Group	45,234	14.4%	46,895	14.0%	46,329	14.0%	42,748	12.8%	181,206	13.8%	42,312	12.2%	-2,922	-6.5%	-436	-1.0%
Information Equipment Group	58,471	18.7%	58,341	17.4%	61,469	18.6%	72,263	21.6%	250,544	19.1%	71,275	20.6%	12,804	21.9%	-988	-1.4%
Equipment Business	103,705	33.1%	105,236	31.4%	107,798	32.6%	115,011	34.4%	431,750	32.9%	113,587	32.8%	9,882	9.5%	-1,424	-1.2%
Others	38,625	12.3%	40,597	12.1%	40,590	12.2%	47,970	14.3%	167,782	12.8%	38,056	11.0%	-569	-1.5%	-9,914	-20.7%
Adjustments and eliminations	-6,471	-2.0%	-8,188	-2.4%	-8,997	-2.7%	-11,018	-3.3%	-34,674	-2.7%	-10,635	-3.1%	-4,164	—	383	—
Total	313,120	100.0%	335,013	100.0%	330,982	100.0%	334,313	100.0%	1,313,428	100.0%	346,600	100.0%	33,480	10.7%	12,287	3.7%

## 6. Number of Employees

(As of the end of each quarter)

	FY3/2013				FY3/2014
	Q1	Q2	Q3	Q4	Q1
Total	72,121	73,101	71,535	71,645	71,209
Japan	25,525	25,423	25,438	25,809	25,652
Outside Japan	46,596	47,678	46,097	45,836	45,557

Note: 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:

- (1) General economic conditions in our markets, which are primarily Japan, North America, Europe and Asia;
- (2) Economic, political and legal conditions and unexpected changes therein in countries or areas where we operate;
- (3) Factors that may affect our exports, including the yen's appreciation, political and economic instability, customs, and inadequate protection of our intellectual property;
- (4) Fluctuation in exchange rates that may affect the value of our foreign assets or the prices of our products;
- (5) Intensified competition in product pricing, technological innovation, R&D activities, product quality and speed of delivery;
- (6) Manufacturing delays or defects resulting from outsourcing or internal manufacturing processes;
- (7) Shortages and rising costs of electricity affecting our production and sales activities;
- (8) The possibility that expansion of production capacity and in-process R&D activities may not produce the desired results;
- (9) The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect;
- (10) Inability to secure skilled employees, particularly engineering and technical personnel;
- (11) The possibility of divulgence of our trade secrets and infringement of our intellectual property rights;
- (12) The possibility that we may receive notice of claims of infringement of other parties' intellectual property rights and claims for royalty payments;
- (13) Increases in our environmental liability and in costs and expenses required to observe obligations imposed by environmental laws and regulations in Japan and other countries;
- (14) Unintentional conflict with laws and regulations, or the possibility that newly enacted laws and regulations may limit our business operations;
- (15) Events that may negatively impact our markets or supply chain, including terrorist acts, plague, war and similar events;
- (16) Earthquakes and other related natural disasters affecting our operational facilities and our markets or supply chain, as well as social and economic infrastructure;
- (17) Exposure to difficulties in collection of trade receivables due to customers' worsening financial condition;
- (18) The possibility of recognition of impairment losses on investment securities held by us due to declines in their value;
- (19) The possibility that we may record impairment losses on long-lived assets, goodwill and intangible assets;
- (20) The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be incurred; and
- (21) 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 forward-looking statements included in this document.