



THE NEW VALUE FRONTIER

Released on April 27, 2012

Amended on May 25, 2012

Financial Presentation

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**President and Representative
Director**

KYOCERA Corporation

Reason for Amendment of FY3/2012 Financial Results

On April 26, 2012, Kyocera Corporation released the consolidated financial results of Kyocera Corporation and its subsidiaries (Kyocera) for the year ended March 31, 2012. However, after such release, AVX Corporation (AVX), a consolidated subsidiary of Kyocera in the U.S., determined that it is necessary for AVX to include an environmental remediation charge related to environmental issues at the New Bedford Harbor Superfund Site in Massachusetts, the U.S. in its consolidated results for the year ended March 31, 2012. In accordance with this record of an environmental remediation charge, Kyocera revised its consolidated financial results for the year ended March 31, 2012 on May 25, 2012.

Amendments are indicated by underscore.

Financial Results for the Year ended March 31, 2012

- Comparison with the Year ended March 31, 2011- (Unit: Yen in billions)

	Years ended March 31,				Change	
	2011		2012			
	Amount	% of net sales	Amount	% of net sales	Amount	%
Net Sales	1,266.9	100.0	1,190.9	100.0	-76.0	-6.0
Profit from operations	155.9	12.3	<u>97.7</u>	<u>8.2</u>	<u>-58.2</u>	<u>-37.4</u>
Pre-tax income	172.3	13.6	<u>114.9</u>	<u>9.6</u>	<u>-57.4</u>	<u>-33.3</u>
Net income attributable to shareholders of Kyocera Corporation	122.4	9.7	<u>79.4</u>	<u>6.7</u>	<u>-43.0</u>	<u>-35.2</u>
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	667.23	—	<u>432.58</u>	—	—	—
Capital expenditures	70.7	5.6	66.4	5.6	-4.3	-6.0
Depreciation	59.8	4.7	62.4	5.2	2.6	4.3
R&D expenses	49.5	3.9	45.6	3.8	-3.9	-7.9
Average exchange rate (yen)	US\$: ¥86	Euro: ¥113	US\$: ¥79	Euro: ¥109		
Foreign currency fluctuation effect on;(compared with the previous year)	Net sales	Approx. ¥ -68 billion		Approx. ¥ -40 billion		
	Pre-tax income	Approx. ¥ -28 billion		Approx. ¥ -10 billion		

Sales by Reporting Segment for the Year ended March 31, 2012

-Comparison with the Year ended March 31, 2011-

(Unit: Yen in billions)

■ Reporting Segment	Years ended March 31,				Change	
	2011		2012		Amount	%
	Amount	% of total	Amount	% of total		
■ Fine Ceramic Parts Group	76.3	6.0	80.4	6.7	4.1	5.4
■ Semiconductor Parts Group	174.7	13.8	153.4	12.9	-21.3	-12.2
■ Applied Ceramic Products Group	197.6	15.6	179.8	15.1	-17.8	-9.0
■ Electronic Device Group	242.6	19.2	228.7	19.2	-13.9	-5.7
Components Business: Total	691.2	54.6	642.3	53.9	-48.9	-7.1
■ Telecommunications Equipment Group	225.2	17.8	178.7	15.0	-46.5	-20.7
■ Information Equipment Group	239.9	18.9	243.4	20.4	3.5	1.5
Equipment Business: Total	465.1	36.7	422.1	35.4	-43.0	-9.2
■ Others	139.4	11.0	152.0	12.8	12.6	9.0
Adjustments and eliminations	-28.8	-2.3	-25.5	-2.1	3.3	—
Net sales	1,266.9	100.0	1,190.9	100.0	-76.0	-6.0

Operating Profit by Reporting Segment for the Year ended March 31, 2012 -Comparison with the Year ended March 31, 2011-

(Unit: Yen in billions)

■ Reporting Segment	Years ended March 31,				Change	
	2011		2012		Amount	%
	Amount	% of net sales	Amount	% of net sales		
■ Fine Ceramic Parts Group	12.0	15.7	12.6	15.7	0.6	5.5
■ Semiconductor Parts Group	37.3	21.4	27.8	18.1	-9.5	-25.7
■ Applied Ceramic Products Group	29.1	14.7	6.5	3.6	-22.6	-77.8
■ Electronic Device Group	41.6	17.2	16.0	7.0	-25.6	-61.5
Components Business: Total	120.0	17.4	62.9	9.8	-57.1	-47.6
■ Telecommunications Equipment Group	2.1	0.9	1.5	0.8	-0.6	-30.7
■ Information Equipment Group	25.9	10.8	29.4	12.1	3.5	14.0
Equipment Business: Total	28.0	6.0	30.9	7.3	2.9	10.6
■ Others	9.6	6.9	8.0	5.3	-1.6	-16.5
Operating profit	157.6	12.4	101.8	8.6	-55.8	-35.4
Corporate and others	14.7	—	13.1	—	-1.6	-11.4
Pre-tax income	172.3	13.6	114.9	9.6	-57.4	-33.3

Summary of FY3/2012 Results (1)

1. Sales and profit down in Components Business

(Yen in billions)	Net sales	Foreign currency fluctuation effect	Operating profit	Foreign currency fluctuation effect
Change in amounts compared with FY3/2011	-48.9	Approx. ¥-24.0	<u>-57.1</u>	Approx. ¥-7.0

Digital consumer equipment market

- Weakened final demand
- Stagnant equipment production due to impact of Great East Japan Earthquake and Thailand floods



Prolonged component inventory adjustments

Solar energy market

- Slow growth in European market
- Deterioration in supply/demand balance



Significant decline in product prices

Automotive market

- Solid component demand, particularly in overseas market

Summary of FY3/2012 Results (2)

2. Operating profit increased in Equipment Business despite sales decline

(Yen in billions)	Net sales	Foreign currency fluctuation effect	Operating profit	Foreign currency fluctuation effect
Change in amounts compared with FY3/2011	-43.0	Approx. ¥-15.5	+2.9	Approx. ¥-3.0

Telecommunications Equipment Group

- Sales down in overseas despite contribution from smartphones for Japan
- Promoted cost reductions, and structural reforms in overseas business



Profitability roughly unchanged despite sharp sales decline

Information Equipment Group

- Sales volume up due to aggressive new product introductions and expansion of sales network though impacted by the yen's appreciation
- Increased sales of high-value-added products such as color-capable machines and consumables, and promoted cost reductions



Although sales up only slightly, double-digit growth posted in operating profit

Key Management Initiatives for FY3/2012 (1)

1. Strengthened existing businesses through M&As

Cutting tool business July 2011: Unimerco Group A/S (Currently KYOCERA Unimerco A/S [KUA])

- Strengthen sales in Europe
- Enter aviation and other new markets



LCD business

February 2012: Optrex Corp. (Currently KYOCERA Display Corp.)

- Expand LCD business in automotive market
- Expand touchscreen panel business



2. Started investing in establishment of new production sites

- Began construction of factories in Vietnam:
Gradually start production from 2H of
FY3/2013



Artist rendering of information equipment factory(Hai Phong)

Key Management Initiatives for FY3/2012 (2)

3. Actively launched new products in core markets

Information and communications market

Launched new smartphones for Japan and cultivate new carriers

Expanded sales of smartphone by launching DIGNO brand

Introduced new smartphone for Softbank



DIGNO
ISW11K

(Released in November 2011)



HONEY BEE®
SoftBank101K

(Released in January 2012)

Environment and energy market

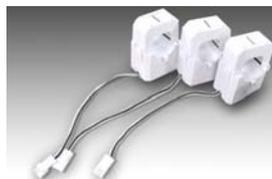
Developed Japanese market

Expanded sales of environment-related products for commercial facilities

Launched cell stack for solid oxide fuel cell (SOFC)



LED lighting for stores



Smart sensor



Example of installation at Seven-Eleven Japan



SOFC cell stack



SOFC Ene-Farm*

Financial Forecasts for the Year ending March 31, 2013

- Comparison with the Year ended March 31, 2012- (Unit: Yen in billions)

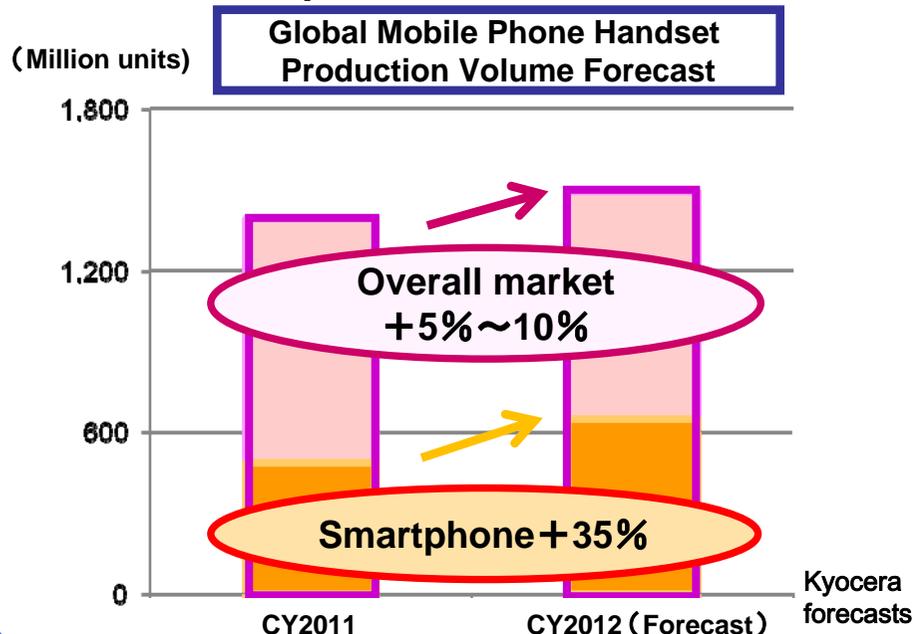
	Year ended March 31, 2012		Year ending March 31, 2013		Change	
	Amount	% of net sales	Amount	% of net sales	Amount	%
Net Sales	1,190.9	100.0	1,370.0	100.0	179.1	15.0
Profit from operations	<u>97.7</u>	<u>8.2</u>	140.0	10.2	<u>42.3</u>	<u>43.3</u>
Pre-tax income	<u>114.9</u>	<u>9.6</u>	151.2	11.0	<u>36.3</u>	<u>31.6</u>
Net income attributable to shareholders of Kyocera Corporation	<u>79.4</u>	<u>6.7</u>	96.0	7.0	<u>16.6</u>	<u>21.0</u>
EPS attributable to shareholders of Kyocera Corporation (diluted-yen)	<u>432.58</u>	—	523.30	—	—	—
Capital expenditures	66.4	5.6	70.0	5.1	3.6	5.4
Depreciation	62.4	5.2	73.0	5.3	10.6	17.0
R&D expenses	45.6	3.8	55.0	4.0	9.4	20.7
Average exchange rate (yen)	US\$: ¥79	Euro: ¥109	US\$: ¥80	Euro: ¥105		
Foreign currency fluctuation effect on; (compared with the previous year)	Net sales	Approx. ¥ -40 billion		Approx. ¥ -0.5 billion		
	Pre-tax income	Approx. ¥ -10 billion		Approx. ¥ -1.5 billion		

Initiatives to Achieve Financial Forecasts for FY3/2013

Expand businesses in core markets

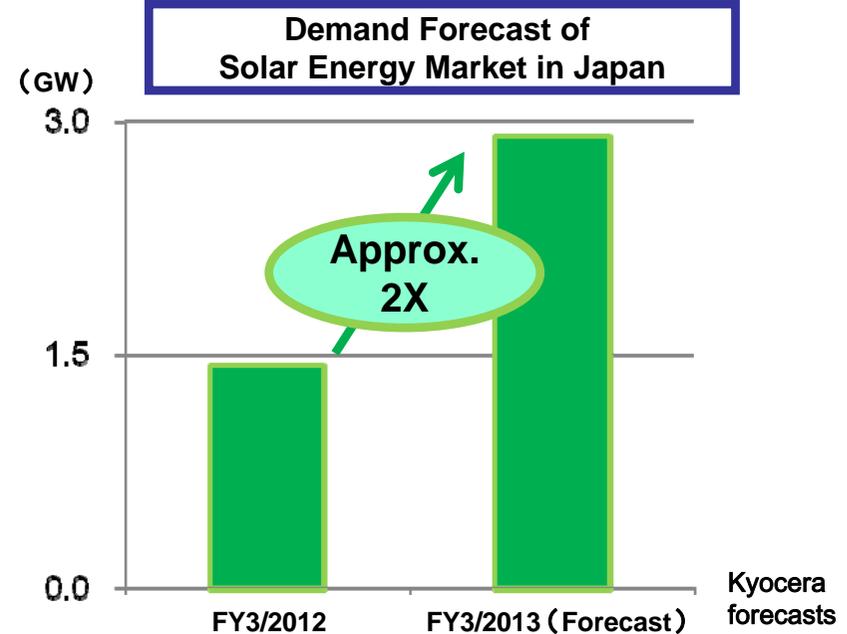
Digital consumer equipment market

- Forecast moderate recovery in production from start of year and increase in growth from summer
- Higher component demand, particularly for smartphones



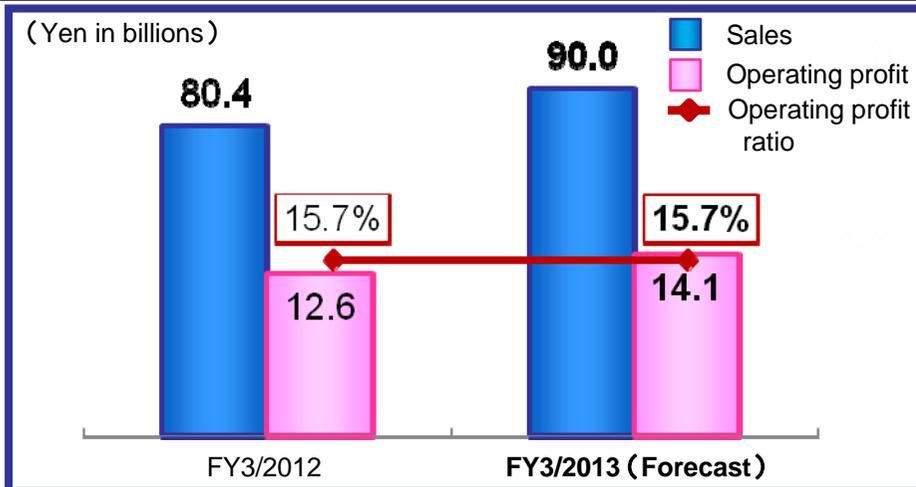
Solar energy market

Increase in demand for solar power generating systems in Japan due to enforcement of Renewable Energy Law



Forecasts by Reporting Segment for FY3/2013 (1)

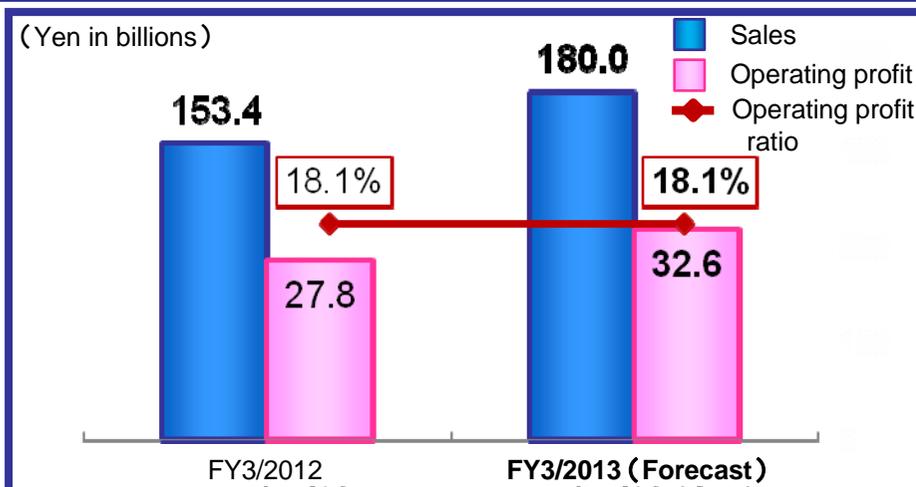
Fine Ceramic Parts Group



Key Initiatives for FY3/2013

- Expand sales of LED-related components
- Expand sales of automotive components, mainly in emerging markets

Semiconductor Parts Group

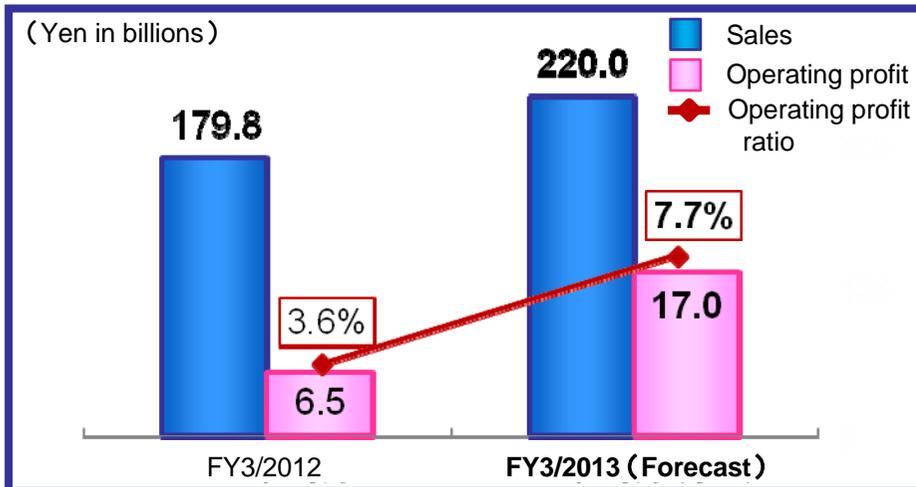


Key Initiatives for FY3/2013

Expand sales in digital consumer equipment market, particularly smartphones

Forecasts by Reporting Segment for FY3/2013 (2)

Applied Ceramic Products Group



Key Initiatives for FY3/2013

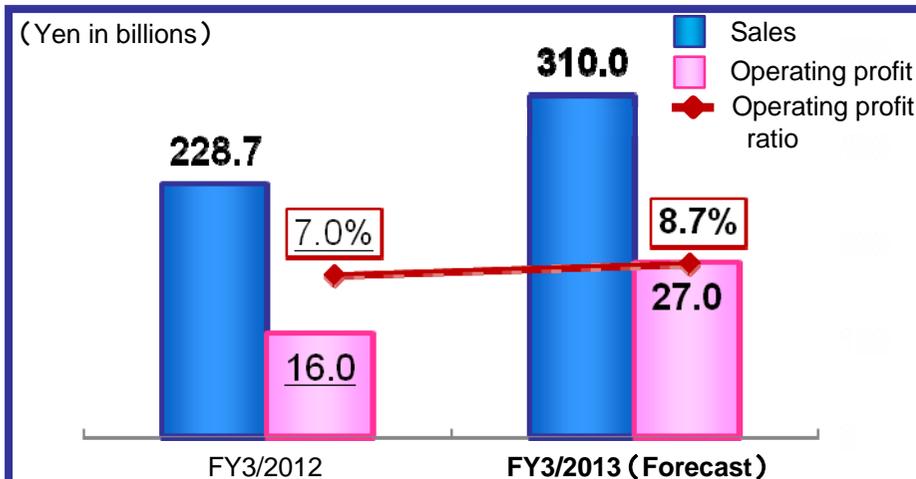
Solar energy business:

- Expand business in Japan and promote cost reductions
- Expand sales of new products such as Home Energy Management System (HEMS)

Cutting tool business:

- Pursue synergies with KYOCERA Unimerco
- Expand sales in Asian market

Electronic Device Group

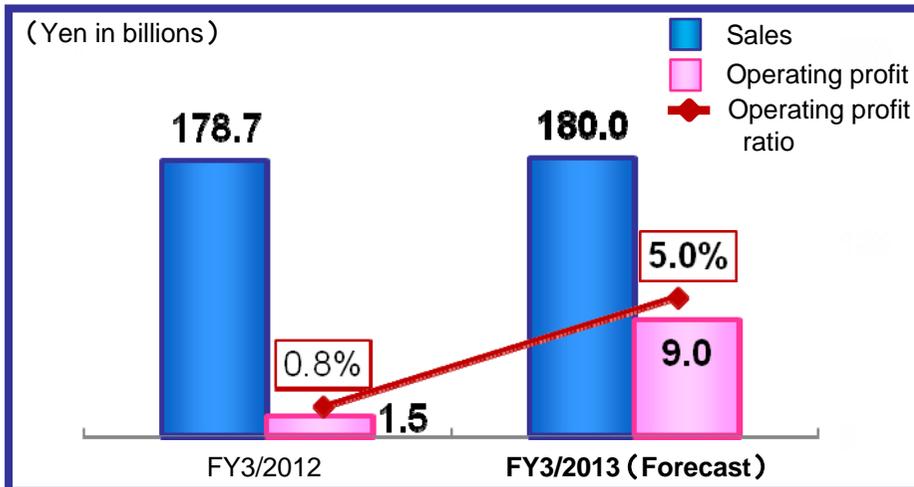


Key Initiatives for FY3/2013

- Expand sales for digital consumer equipment, particularly smartphone
- Expand automotive LCD and touchscreen panel business through Kyocera Display

Forecasts by Reporting Segment for FY3/2013 (3)

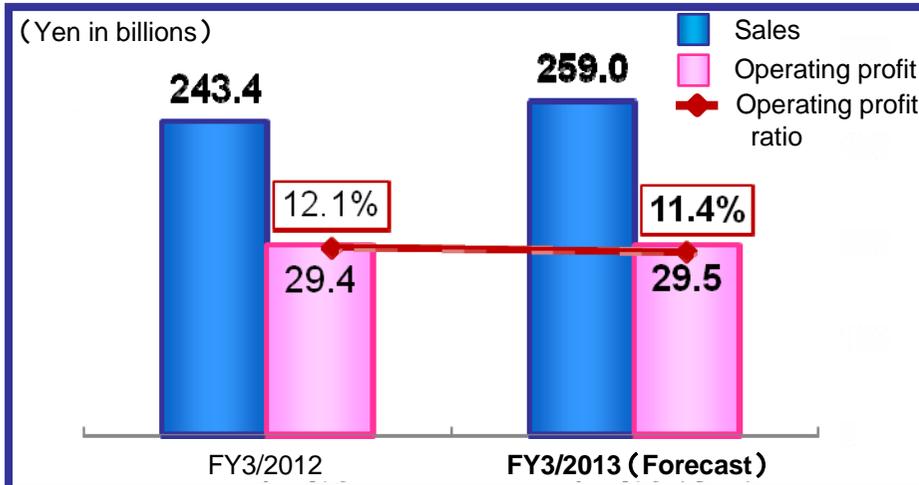
Telecommunications Equipment Group



Key Initiatives for FY3/2013

- Increase sales and cultivate new markets by expanding smartphone line-up
- Strengthen development of differentiated products by leveraging component technology

Information Equipment Group

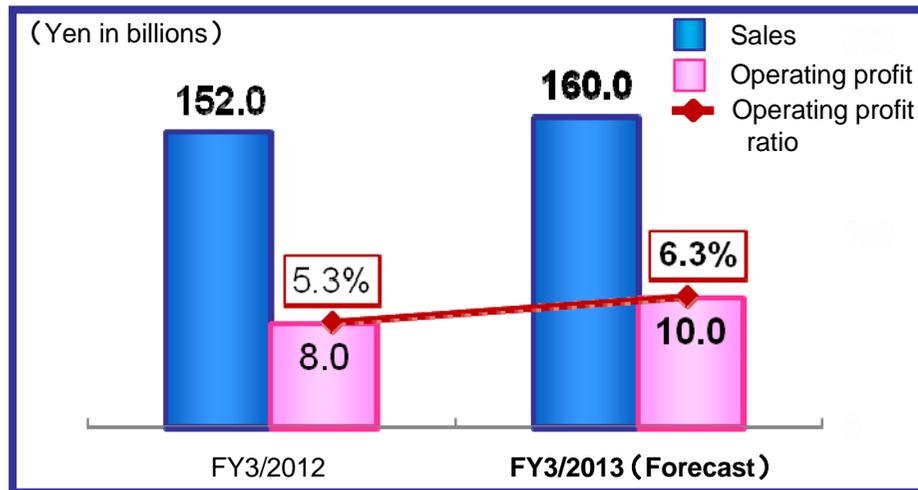


Key Initiatives for FY3/2013

- Actively release new products and strengthen solutions business
- Further expand sales network

Forecasts by Reporting Segment for FY3/2013 (4)

Others

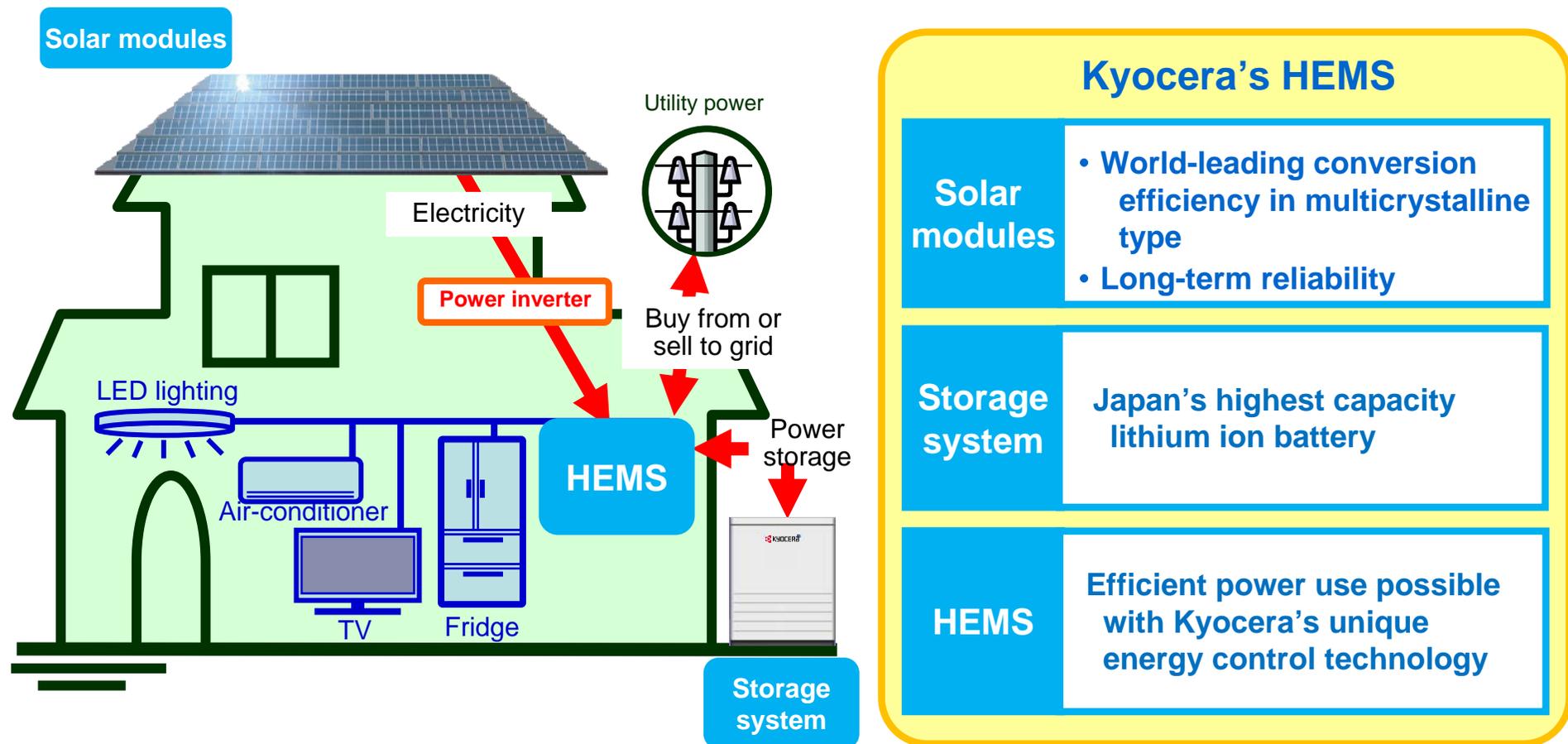


Key Initiatives for FY3/2013

- Increase sales at Kyocera Communication Systems
- Expand sales of SOFC cell stacks

New Developments in Environment and Energy Market (1)

Introduce Home Energy Management System (HEMS) to market



New Developments in Environment and Energy Market (2)

Entry into solar power generation business

Concluded basic agreement regarding solar power generation business in Kagoshima



Appendix

Sales Forecast by Reporting Segment for FY3/2013 -Comparison with FY3/2012-

(Unit: Yen in billions)

■ Reporting Segment	Year ended March 31, 2012		Year ending March 31, 2013		Change	
	Amount	% of total	Amount	% of total	Amount	%
■ Fine Ceramic Parts Group	80.4	6.7	90.0	6.6	9.6	12.0
■ Semiconductor Parts Group	153.4	12.9	180.0	13.1	26.6	17.3
■ Applied Ceramic Products Group	179.8	15.1	220.0	16.1	40.2	22.4
■ Electronic Device Group	228.7	19.2	310.0	22.6	81.3	35.5
Components Business: Total	642.3	53.9	800.0	58.4	157.7	24.6
■ Telecommunications Equipment Group	178.7	15.0	180.0	13.1	1.3	0.7
■ Information Equipment Group	243.4	20.4	259.0	18.9	15.6	6.4
Equipment Business: Total	422.1	35.4	439.0	32.0	16.9	4.0
■ Others	152.0	12.8	160.0	11.7	8.0	5.3
Adjustments and eliminations	-25.5	-2.1	-29.0	-2.1	-3.5	—
Net sales	1,190.9	100.0	1,370.0	100.0	179.1	15.0

Operating Profit Forecast by Reporting Segment for FY3/2013 -Comparison with FY3/2012-

(Unit: Yen in billions)

■ Reporting Segment	Year ended March 31, 2012		Year ending March 31, 2013		Change	
	Amount	% of net sales	Amount	% of net sales	Amount	%
■ Fine Ceramic Parts Group	12.6	15.7	14.1	15.7	1.5	11.7
■ Semiconductor Parts Group	27.8	18.1	32.6	18.1	4.8	17.5
■ Applied Ceramic Products Group	6.5	3.6	17.0	7.7	10.5	163.2
■ Electronic Device Group	16.0	7.0	27.0	8.7	11.0	68.4
Components Business: Total	62.9	9.8	90.7	11.3	27.8	44.3
■ Telecommunications Equipment Group	1.5	0.8	9.0	5.0	7.5	512.7
■ Information Equipment Group	29.4	12.1	29.5	11.4	0.1	0.2
Equipment Business: Total	30.9	7.3	38.5	8.8	7.6	24.5
■ Others	8.0	5.3	10.0	6.3	2.0	24.2
Operating profit	101.8	8.6	139.2	10.2	37.4	36.7
Corporate and others	13.1	—	12.0	—	-1.1	-8.0
Pre-tax income	114.9	9.6	151.2	11.0	36.3	31.6

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: (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 a strong yen, 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) The possibility that expansion of production capacity and in-process R&D activities may not produce the desired results; (8) The possibility that companies or assets acquired by us may not produce the returns or benefits, or bring in business opportunities, which we expect; (9) Inability to secure skilled employees, particularly engineering and technical personnel; (10) The possibility of divulgence of our trade secrets and infringement of our intellectual property rights; (11) The possibility that we may receive notice of claims of infringement of other parties' intellectual property rights and claims for royalty payments; (12) 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; (13) Newly enacted laws and regulations or stricter interpretation of existing laws and regulations that may limit our business operations; (14) Events that may negatively impact our markets or supply chain, including terrorist acts, plague, war and similar events; (15) Earthquakes and other related natural disasters affecting our operational facilities and our markets or supply chain, as well as social and economic infrastructure; (16) Exposure to difficulties in collection of trade receivables due to customers' worsening financial condition; (17) The possibility of recognition of impairment losses on investment securities held by us due to declines in their value; (18) The possibility that we may record impairment losses on long-lived assets, goodwill and intangible assets; (19) The possibility that deferred tax assets may not be realized or additional liabilities for unrecognized tax benefits may be incurred; and (20) 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.