

Kyocera Corporation Telephone Conference Call (January 31, 2013)

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<P.1: Financial Results of First Nine Months of FY3/2013

– Comparison with first nine months of FY3/2012>

Page 1 shows results for the nine months ended December 31, 2012 (“the nine months”) compared with the previous nine months ended December 31, 2011 (“the previous nine months”).

Net sales for the nine months amounted to ¥926.5 billion, up 4.6% compared with the previous nine months, due primarily to an increase in sales in the Components Business.

Profit was down compared with the previous nine months due to the recording at AVX Corporation, a U.S.-based subsidiary, of a charge of ¥21.3 billion for environmental remediation in New Bedford Harbor, Massachusetts in the United States and also to price declines in electronic components and the impact of currency fluctuations.

Average exchange rates for the nine months, shown at the bottom of this page, were ¥80 to the U.S. dollar, marking depreciation of ¥1, and ¥102 to the Euro, marking appreciation of ¥9, compared with the previous nine months. As a result of these currency fluctuations, net sales and pre-tax income were adversely affected by approximately ¥5 billion and ¥4 billion, respectively, compared with the previous nine months.

Next, I will explain the condition of each reporting segment.

<P.2: Sales by Reporting Segment – Nine months ended December 31, 2012>

First, let’s look at sales by reporting segment on page 2. In the Components Business overall,

sales were up by 10.6% compared with the previous nine months due mainly to sales gains in the Semiconductor Parts Group and Electronic Device Group.

Sales decreased by 7.2% in the Fine Ceramic Parts Group due to a decline in component demand for the industrial machinery market including semiconductor processing equipment, and digital consumer equipment market compared with the previous nine months.

Sales increased by 8.2% in the Semiconductor Parts Group as demand growth for ceramic packages used in smartphones and tablet PCs.

Sales increased by 2.3% in the Applied Ceramic Products Group due to sales growth in the solar energy business and cutting tool business, the core businesses in this reporting segment.

Sales increased by 25.7% in the Electronic Device Group due to contribution from Kyocera Display Corporation, which was added to the Kyocera Group in the previous fiscal year.

In the Equipment Business, sales were down by 3.1% compared with the previous nine months. Sales decreased by 6.7% in the Telecommunications Equipment Group due to a decline in sales volume of conventional mobile phone handsets in Japan despite growth in sales of smartphones in Japan and overseas.

Sales in the Information Equipment Group remained at the same level due to the introduction of new products and the implementation of sales expansion measures despite the difficult business environment resulting from the downturn in the European economy and the weak Euro.

<P.3: Operating Profit by Reporting Segment – Nine months ended December 31, 2012>

Next, please turn to the table showing operating profit on page 3.

In the Components Business, operating profit was down by 47.6% compared with the previous nine months due mainly to a decline in operating profit in the Electronic Device Group.

Operating profit decreased by 33.2% in the Fine Ceramic Parts Group due to the decline in sales.

However, operating profit increased by 2.5% in the Semiconductor Parts Group due to sales growth in ceramic packages.

Operating profit increased by a significant 37% in the Applied Ceramic Products Group as sales growth in the solar energy business led to enhanced profitability.

Operating profit decreased in the Electronic Device Group due mainly to the recording of the environmental remediation charge at AVX Corporation and a decline in prices.

In the Equipment Business, operating profit was down by 25.6% compared with the previous nine months.

Although operating profit increased by twice compared with the previous nine months in the Telecommunications Equipment Group due to enhanced profitability overseas, operating profit decreased by 30.3% in the Information Equipment Group due to the impact of the weak Euro.

Please turn to page 4 of the handout.

<P.4: Financial Results for the Three Months of Q3 FY3/2013

– Comparison with Q2 FY3/2013>

Next, I will explain results for the three months ended December 31, 2012 (“the third quarter”) compared with the three months ended September 30, 2012 (“the second quarter”).

Net sales in the third quarter increased by 2.4% compared with the second quarter while profit from operations decreased by 9.1% due primarily to increases in sales promotion costs and depreciation. Pre-tax income increased by 6.9%, however, due to an increase in dividend income. The pre-tax income ratio was 10.4%.

Please turn to page 5 of the handout.

<P.5: Sales by Reporting Segment for the Three Months of Q3 FY3/2013

– Comparison with Q2 FY3/2013>

Page 5 shows sales by reporting segment in the third quarter compared with the second quarter. I will explain those reporting segments that recorded a significant increase or decrease in sales and the reasons for this.

Sales increased by a considerable ¥8.5 billion in the Applied Ceramic Products Group compared with the second quarter due to significant sales growth in the solar energy business in Japan and Asia.

However, sales decreased by ¥3.9 billion in the Electronic Device Group due primarily to stagnant demand and inventory adjustments by customers.

As a result, sales in the Components Business increased by ¥4.5 billion compared with the second quarter.

Sales in the Equipment Business increased by ¥3.6 billion compared with the second quarter. This is due to an increase in sales in the Information Equipment Group resulting from aggressive new product introductions and the effect of the yen's depreciation.

Next, I will explain operating profit by reporting segment in the third quarter compared with the second quarter. Please turn to page 6.

<P.6: Operating Profit by Reporting Segment for the Three Months of Q3 FY3/2013

– Comparison with Q2 FY3/2013>

Operating profit increased in the Components Business and decreased in the Equipment Business compared with the second quarter. As before, I will explain those reporting segments that recorded a significant increase or decrease in operating profit and the reasons for this.

Operating profit increased by ¥0.8 billion, or 10.2%, in the Semiconductor Parts Group compared with the second quarter due to the effect of an increase in sales of ceramic packages. Operating profit increased by ¥0.8 billion, or 21.4%, in the Applied Ceramic Products Group due to enhanced profitability in the solar energy business. Operating profit in the Electronic Device Group decreased by ¥1 billion, however, due to the impact of a decline in sales.

In the Equipment Business, operating profit decreased in both the Telecommunications Equipment Group and Information Equipment Group. In particular, operating profit in the Information Equipment Group decreased by ¥0.8 billion compared with the second quarter due primarily to a decline in selling prices.

Please turn to page 7 of the handout.

<P.7: Quarterly Trends of Sales and Pre-tax Income>

This graph shows quarterly trends of sales, pre-tax income and pre-tax income ratio from the fourth quarter of the previous fiscal year ended March 31, 2012. Figures within the pink and red dotted lines exclude the environmental remediation charge at AVX Corporation.

Sales, shown in blue, have increased steadily, albeit moderately, since the first quarter of this fiscal year. Pre-tax income, shown in pink, declined significantly in the first quarter due to the recording of the environmental remediation charge, but increased in the second and third quarters. On a base excluding the environmental remediation charge, shown in red dotted

line, the pre-tax income ratio has improved steadily since bottoming out at 6.6% in the fourth quarter of the previous fiscal year. Kyocera has maintained a double-digit pre-tax income ratio in the second and third quarters of this fiscal year.

That concludes my presentation of financial results for the third quarter. Next, I will explain financial forecasts for the year ending March 31, 2013 (“fiscal 2013”). Please turn to page 8.

<P.8: Financial Forecast of FY3/2013>

In the second half of the fiscal year, component demand in the digital consumer equipment and industrial machinery markets as well as sales of mobile phone handsets in Japan are expected to fall short of projections announced in October 2012. In light of this market outlook, we revised full-year forecasts for fiscal 2013 from previous forecasts, as you can see in the table.

Kyocera forecasts net sales for fiscal 2013 of ¥1,280 billion, representing an increase of 7.5% compared with the previous fiscal year.

With regard to profit, Kyocera forecasts profit from operations of ¥73 billion, pre-tax income of ¥91.5 billion and net income of ¥57 billion due mainly to the recording of the environmental remediation charge.

Kyocera has also revised its forecasts of average exchange rates in light of the current weak yen. Assumed average exchange rates for the fourth quarter have been revised to ¥88 to the U.S. dollar and ¥118 to the Euro. As a result, the full-year average exchange rate forecasts for fiscal 2013 are ¥82 to the U.S. dollar and ¥106 to the Euro, as you can see in the bottom of this table. These currency fluctuations are expected to positively affect net sales by approximately ¥14 billion and pre-tax income by approximately ¥2 billion compared with the previous fiscal year.

In line with these revisions to financial forecasts, Kyocera has also revised forecasts for sales

and operating profit in each reporting segment, as shown on pages 9 and 10, respectively.

<P.9: Sales Forecast by Reporting Segment of FY3/2013>

With regard to sales forecasts shown on page 9, Kyocera has revised its sales forecast for the Information Equipment Group upward. There is no change to the previous projection for sales in the Applied Ceramic Products Group.

Sales in the Components Business, Equipment Business and Others are forecast to increase compared with the previous fiscal year. In particular, sales in the solar energy business of the Applied Ceramic Products Group are expected to increase significantly in the fourth quarter.

<P.10: Operating Profit Forecast by Reporting Segment of FY3/2013>

With regard to operating profit forecasts shown on page 10, Kyocera has revised its forecast for the Information Equipment Group upward. In addition, operating profit is forecast to increase in the Applied Ceramic Products Group, Telecommunications Equipment Group and Others compared with the previous fiscal year.

Please turn to page 11.

<P.11: Quarterly Trends of Sales and Pre-tax Income>

This graph shows quarterly trends of sales and pre-tax income for the past two years. Sales are forecast to increase in the solar energy business, Telecommunications Equipment Group, Information Equipment Group and Others in the fourth quarter compared with the third quarter of this fiscal year. On a quarterly base, Kyocera aims to achieve record high sales of ¥353.5 billion in the fourth quarter.

Kyocera will strive to increase sales in year-on-year terms with the aim of achieving the full-year consolidated forecasts announced today.