

2. Miscellaneous Forecasts for FY 2012

a. R&D Expenses

	Yen (Billions)			Yen (Billions)
	FY 2012 (Forecast)			FY2011
	Current*	Previous**	Change	(Actual)
	235.0	235.0	-	238.3
As % of sales	5.2%	5.2%	-	5.3%

b. Capital Expenditures and Depreciation

		Yen (Billions)			Yen (Billions)
		FY 2012 (Forecast)			FY2011
		Current*	Previous**	Change	(Actual)
Capital Expenditures					
Technology Solutions	Y	85.0	85.0	-	73.4
Ubiquitous Solutions		15.0	15.0	-	15.6
Device Solutions		35.0	35.0	-	47.2
Other/Corporate		5.0	5.0	-	4.3
Total		140.0	140.0	-	140.6
Depreciation	Y	130.0	130.0	-	131.5

c. Cash Flows

		Yen (Billions)			Yen (Billions)
		FY 2012 (Forecast)			FY 2011
		Current*	Previous**	Change	(Actual)
(A) Cash flows from operating activities	Y	290.0	290.0	-	240.0
[Net income]		[60.0]	[60.0]	-	[42.7]
[Depreciation & goodwill amortization***]		[210.0]	[210.0]	-	[209.5]
[Others]		[20.0]	[20.0]	-	[(12.2)]
(B) Cash flows from investing activities		(190.0)	(190.0)	-	(190.8)
(C) Free cash flow (A)+(B)		100.0	100.0	-	49.1
(D) Cash flows from financing activities		(80.0)	(80.0)	-	(138.9)
(E) Total (C)+(D)	Y	20.0	20.0	-	(89.7)

d. Exchange Rates

Average rate:

	(Yen)		(Yen)		(Yen)	(Yen)
	FY 2012 H2 (Forecast)		2Q FY 2012 (Forecast)		1Q FY 2012	FY 2011
	Current*	Change vs Previous forecast **	Current*	Change vs Previous forecast **	(Actual)	(Actual)
U.S. dollar	80	-	80	-	80	79
euro	100	-	97	-8	103	109
British pound	130	-	125	-5	127	126

Reference information: A 1 yen fluctuation (depreciation/appreciation) is expected to have the following effect on operating income in FY 2012.

U.S. dollar : Increase/decrease by approximately 0.9 billion yen.

euro : Increase/decrease by approximately 0.3 billion yen.

British pound : Increase/decrease by approximately 0 billion yen.

e. PC Shipments

(Million Units)			(Million Units)
FY 2012 (Forecast)			FY 2011
Current*	Previous**	Change	(Actual)
7.00	7.00	-	6.02

f. Mobile Phone Shipments

(Million Units)			(Million Units)
FY 2012 (Forecast)			FY 2011
Current*	Previous**	Change	(Actual)
8.00	8.00	-	8.00

Notes:

* Current forecast as of July 27, 2012.

** Previous forecast as of April 27, 2012.

*** Depreciation & goodwill amortization include amortization of intangible assets.