

## 2. Miscellaneous Forecasts for FY 2011

### a. R&D Expenses

	Yen (Billions)			Yen (Billions)
	FY 2011 (Forecast)			FY2010
	Previous*	Current**	Change	(Actual)
	250.0	<b>250.0</b>	-	236.2
As % of sales	5.4%	<b>5.4%</b>	-	5.2%

### b. Capital Expenditures and Depreciation

	Yen (Billions)			Yen (Billions)
	FY 2011 (Forecast)			FY2010
	Previous*	Current**	Change	(Actual)
<b>Capital Expenditures</b>				
Technology Solutions	Y 85.0	<b>85.0</b>	-	67.2
Ubiquitous Solutions	15.0	<b>15.0</b>	-	15.5
Device Solutions	55.0	<b>55.0</b>	-	39.4
Other/Corporate	5.0	<b>5.0</b>	-	8.0
Total	<u>160.0</u>	<u><b>160.0</b></u>	-	<u>130.2</u>
<b>Depreciation</b>	Y 140.0	<b>140.0</b>	-	141.6

### c. Cash Flows

	Yen (Billions)			Yen (Billions)
	FY 2011 (Forecast)			FY 2010
	Previous*	Current**	Change	(Actual)
(A) Cash flows from operating activities	Y 300.0	<b>300.0</b>	-	255.5
[Net income]	[60.0]	<b>[60.0]</b>	-	[55.0]
[Depreciation & goodwill amortization]	[220.0]	<b>[220.0]</b>	-	[223.3]
[Others]	[20.0]	<b>[20.0]</b>	-	[(22.9)]
(B) Cash flows from investing activities	(200.0)	<b>(200.0)</b>	-	(142.1)
(C) Free cash flow (A)+(B)	100.0	<b>100.0</b>	-	113.4
(D) Cash flows from financing activities	(1,100.0)	<b>(1,100.0)</b>	-	(166.9)
(E) Total (C)+(D)	Y <u>(10.0)</u>	<u><b>(10.0)</b></u>	-	<u>(53.5)</u>

Notes:

\* Previous forecast as of June 17, 2011.

\*\* Current forecast as of July 28, 2011.

## d. Exchange Rates

### Average rate:

	(Yen)			(Yen)
	FY 2011 (Forecast)		Change	FY 2010
	Previous*	Current**		(Actual)
U.S. dollar	80	<b>80</b>	-	86
euro	110	<b>110</b>	-	113
British pound	130	<b>130</b>	-	133

**Reference information:** A 1 yen fluctuation (depreciation/appreciation) is expected to have the following effect on operating income in FY 2011.

U.S. dollar : Increase/decrease by approximately 1.3 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)		Change	(Million Units)
	FY 2011 (Forecast)			FY 2010
	Previous*	Current**		(Actual)
	6.60	<b>6.60</b>	-	5.42

## f. Mobile Phone Shipments

	(Million Units)		Change	(Million Units)
	FY 2011 (Forecast)			FY 2010
	Previous*	Current**		(Actual)
	7.00	<b>7.00</b>	-	6.70

### Notes:

\* Previous forecast as of June 17, 2011.

\*\* Current forecast as of July 28, 2011.