

## 2. Miscellaneous Forecasts for FY 2011

### a. R&D Expenses

	Yen (Billions)		Yen (Billions)		Yen (Billions)
	<b>FY 2010</b>		<b>FY 2011</b>		Change vs. previous forecast*
	9 months (Actual)	Full-year (Actual)	9 months (Actual)	<b>Full-year (Forecast)</b>	
	172.5	236.2	176.4	<b>250.0</b>	-
As % of sales	5.3%	5.2%	5.6%	<b>5.6%</b>	+0.1%

### b. Capital Expenditures and Depreciation

	Yen (Billions)		Yen (Billions)		Yen (Billions)
	<b>FY 2010</b>		<b>FY 2011</b>		Change vs. previous forecast*
	9 months (Actual)	Full-year (Actual)	9 months (Actual)	<b>Full-year (Forecast)</b>	
<b>Capital Expenditures</b>					
Technology Solutions	Y 49.5	67.2	55.6	<b>85.0</b>	-
Ubiquitous Solutions	10.6	15.5	10.6	<b>15.0</b>	-
Device Solutions	27.7	39.4	32.2	<b>55.0</b>	-
Other/Corporate	5.4	8.0	1.8	<b>5.0</b>	-
Total	93.3	130.2	100.4	<b>160.0</b>	-
<b>Depreciation</b>	Y 105.0	141.6	97.0	<b>140.0</b>	-

### c. Cash Flows

	Yen (Billions)		Yen (Billions)		Yen (Billions)
	<b>FY 2010</b>		<b>FY 2011</b>		Change vs. previous forecast*
	9 months (Actual)	Full-year (Actual)	9 months (Actual)	<b>Full-year (Forecast)</b>	
(A) Cash flows from operating activities	Y 71.0	255.5	25.2	<b>270.0</b>	-30.0
[Net income]	[35.6]	[55.0]	[1.4]	<b>[35.0]</b>	-25.0
[Depreciation & goodwill amortization**]	[164.6]	[223.3]	[152.9]	<b>[220.0]</b>	-
[Others]	[(129.2)]	[(22.9)]	[(129.1)]	<b>[15.0]</b>	-5.0
(B) Cash flows from investing activities	(93.3)	(142.1)	(132.8)	<b>(200.0)</b>	-
(C) Free cash flow (A)+(B)	(22.3)	113.4	(107.5)	<b>70.0</b>	-30.0
(D) Cash flows from financing activities	(53.0)	(166.9)	75.8	<b>(110.0)</b>	-
(E) Total (C)+(D)	Y (75.4)	(53.5)	(31.7)	<b>(40.0)</b>	-30.0

Notes:

\* Previous forecast as of October 26, 2011.

\*\* The depreciation & goodwill amortization includes amortization of intangible assets.

## d. Exchange Rates

### Average rates:

	Yen		Yen		Yen
	FY 2010		FY 2011		Change vs.
	9 months	4Q	9 months	4Q	previous
	(Actual)	(Actual)	(Actual)	(Forecast)	forecast*
U.S. dollar	87	82	79	<b>77</b>	-
	[83]		[77]		
Euro	113	113	111	<b>100</b>	-5
	[112]		[104]		
British pound	134	132	127	<b>120</b>	-
	[131]		[122]		

Figures in [ ] are average exchange rates for the third quarter (October 1- December 31).

### Reference information:

A 1 yen fluctuation (depreciation/appreciation) had the following effect on operating income in the first nine-months of FY 2011.

U.S. dollar : Increase/decrease by approximately 0.4 billion yen.

Euro : Increase/decrease by approximately 0.2 billion yen.

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

A 1 yen fluctuation (depreciation/appreciation) is expected to have the following effect on operating income in the fourth quarter of FY 2011.

U.S. dollar : Increase/decrease by approximately 0.2 billion yen.

Euro : Increase/decrease by approximately 0.1 billion yen.

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

## e. PC Shipments

(Million Units)		
FY2010	<b>FY2011</b>	Change vs.
(Actual)	(Forecast)	previous
		forecast*
5.42	<b>6.30</b>	-0.30

## f. Mobile Phone Shipments

(Million Units)		
FY2010	<b>FY2011</b>	Change vs.
(Actual)	(Forecast)	previous
		forecast*
6.70	<b>7.70</b>	+0.70

Notes:

\* Previous forecast as of October 26, 2011.