

**Supplemental Information for the Consolidated Financial Results  
for the Second Quarter Ended September 30, 2019  
2019 年度第 2 四半期連結業績補足資料**

October 30, 2019  
Sony Corporation  
ソニー株式会社

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# Supplemental Financial Data 補足財務データ

The data and terminology hereinafter are presented in accordance with generally accepted accounting principles in the United States of America ("U.S. GAAP"). For further detail on terminology, please refer to the notes to the Consolidated Financial Statements on page F-12 and in Sony's Form 20-F for the fiscal year ended March 31, 2019. A footnote is added where non-U.S. GAAP data is presented.

Definitions of abbreviated names in the charts below are the following:

Official Names	Abbreviated Names	Official Names	Abbreviated Names
Game & Network Services segment	G&NS	Corporate	Corp.
Electronics Products & Solutions segment	EP&S	Corporate and elimination	Corp. Elim.
Home Entertainment & Sound segment	HE&S	All Other, Corporate and elimination	All Other, Corp.
Imaging Products & Solutions segment	IP&S	Consolidated Total	Cons. Total
Mobile Communications segment	MC	Operating income	OI
Imaging and Sensing Solutions segment	I&SS	Property, plant and equipment	PP&E
Financial Services segment	Financial		

Sony realigned its business segments from the first quarter of the fiscal year ending March 31, 2020 to reflect modifications to the organizational structure of certain segments and a change in the Senior Executives in charge of certain segments as of April 1, 2019. In connection with this decision, the former Home Entertainment & Sound, Imaging Products & Solutions and Mobile Communications segments have been realigned as the Electronics Products & Solutions ("EP&S") segment. Effective from the first quarter of the fiscal year ending March 31, 2020, the former Semiconductors segment has been renamed the Imaging & Sensing Solutions (I&SS) segment.

The data hereinafter is presented in accordance with the most recent alignment of the Segments and Categories (product categories containing sales to external customers). For details on the segmentation, please refer to Financial Statements on page F-7 for the Second Quarter Ended September 30, 2019.

## ■ Average / assumed foreign exchange rates 期中平均/前提為替レート

(Yen)	FY17	FY18					FY19					FY19 Jul Assumption <sup>1</sup> (Q2 – Q4)	FY19 Oct Assumption <sup>1</sup> (Q3 – Q4)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
USD	110.9	109.1	111.5	112.9	110.3	110.9	109.9	107.4				108	108
EUR	129.7	130.1	129.7	128.8	125.3	128.5	123.5	119.3				123	118
Brazilian Real	34.5	30.4	28.3	29.6	29.3	29.4	28.0	27.1				28.0	26.0
Chinese Yuan	16.8	17.1	16.4	16.3	16.3	16.5	16.1	15.3				15.7	15.1
Indian Rupee	1.73	1.64	1.60	1.58	1.58	1.60	1.59	1.54				1.57	1.52
Russian Ruble	1.92	1.76	1.70	1.70	1.67	1.71	1.70	1.66				1.71	1.67

## ■ FY19 Estimated Foreign Exchange Impact on Annual Operating Income 2019年度為替感応度（年間営業利益に対する影響額の試算）

(Billion yen)	1 yen appreciation against		1% yen appreciation against Emerging market currencies <sup>2</sup>
	USD	EUR	
G&NS	+1.5	-2.5	
EP&S	+3.5	-2.0	N/A
I&SS	-5.5	slightly negative	
Total	0	-5.0	-2.5
Pictures and Music total <sup>3</sup>	-1.5	N/A	N/A

<sup>1</sup> Assumed foreign exchange rates are based on company forecast.

<sup>2</sup> Emerging market currencies include Brazilian real, Chinese yuan, Indian rupee and Russian ruble.

<sup>3</sup> This is the estimated impact when converting the U.S. dollar aggregated results of Sony Pictures Entertainment Inc. ("SPE"), Sony Music Entertainment, Sony/ATV Music Publishing and EMI Music Publishing into Japanese yen. The impact of converting the non-U.S. dollar results of these four entities into U.S. dollars during the aggregation process is not reflected in the above numbers.

■ Results by segment セグメント別業績

(Millions of yen)		FY17	FY18					FY19					
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Jul FCT	Oct FCT
G&NS	Sales	1,943,812	472,101	550,065	790,613	498,093	2,310,872	457,461	454,390			2,200,000	2,000,000
	OI	177,478	83,450	90,622	73,082	63,938	311,092	73,804	64,987			280,000	240,000
Music	Sales	799,995	181,471	203,856	209,350	212,812	807,489	202,253	219,275			830,000	850,000
	OI	127,786	32,104	31,501	147,096	21,786	232,487	38,277	37,480			135,000	140,000
Pictures	Sales	1,011,067	175,081	240,871	276,737	294,184	986,873	186,088	260,604			1,080,000	1,030,000
	OI	41,110	-7,601	23,535	11,588	27,077	54,599	376	39,318			65,000	70,000
EP&S	Sales	2,600,355	568,158	555,963	713,116	483,391	2,320,628	483,915	493,499			2,160,000	2,110,000
	OI	133,129	32,710	16,456	66,213	-38,871	76,508	25,066	41,387			121,000	111,000
I&SS	Sales	850,010	202,239	254,446	230,327	192,318	879,330	230,678	310,724			990,000	1,040,000
	OI	164,023	29,137	47,928	46,510	20,299	143,874	49,528	76,378			145,000	200,000
Financial	Revenue	1,228,377	335,205	353,453	163,586	430,295	1,282,539	336,935	377,181			1,330,000	1,330,000
	OI	178,947	40,581	39,160	37,894	43,842	161,477	46,105	38,779			170,000	170,000
All Other	Sales	407,174	82,924	89,118	101,351	72,344	345,737	69,591	68,897			N.A.	N.A.
	OI	-23,530	294	5,042	6,104	-22,567	-11,127	-2,602	2,434			-106,000 <sup>4</sup>	-91,000 <sup>4</sup>
Corp. Elim.	Sales	-296,808	-63,555	-65,012	-83,275	-55,939	-267,781	-41,197	-62,311			N.A.	N.A.
	OI	-64,083	-15,669	-14,733	-11,499	-32,774	-74,675	371	-21,808				
Cons.	Sales	8,543,982	1,953,624	2,182,760	2,401,805	2,127,498	8,665,687	1,925,724	2,122,259			8,600,000	8,400,000
Total	OI	734,860	195,006	239,511	376,988	82,730	894,235	230,925	278,955			810,000	840,000

For reference: financial results and FY19 forecast of MC ご参考: MC の業績及び FY19 見通し

MC	Sales <sup>5</sup>	713,916	130,354	114,886	134,978	107,112	487,330	100,550	77,714			380,000	380,000
	OI	-27,636	-10,758	-29,814	-15,502	-41,062	-97,136	1,039	635			-47,000	-37,000

<sup>4</sup> All Other + Corp. Elim.

<sup>5</sup> Sales and operating revenue to external customers.

■ Sales to customers by product category (to external customers) 製品カテゴリー別売上高（外部顧客に対するもの）

(Millions of yen)	FY17	FY18					FY19				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	1,848,298	449,980	535,754	759,109	479,779	2,224,622	441,750	438,046			
Digital Software and Add-on Content	762,220	224,942	258,267	353,906	265,116	1,102,231	215,964	226,889			
Network Services	270,972	75,444	75,997	79,799	95,283	326,524	83,606	84,377			
Hardware and Others	815,106	149,594	201,490	325,404	119,380	795,867	142,180	126,780			
Music	784,792	177,708	200,294	205,287	211,736	795,025	200,038	216,742			
Recorded Music	446,960	99,739	105,463	117,350	104,374	426,926	111,962	112,202			
Music Publishing	74,360	21,464	19,436	30,374	35,392	106,666	39,290	38,407			
Visual Media & Platform	263,472	56,505	75,395	57,563	71,970	261,433	48,786	66,133			
Pictures	1,010,173	173,227	242,021	276,340	293,682	985,270	185,759	260,387			
Motion Pictures	448,945	68,568	109,334	140,319	117,796	436,017	80,870	140,371			
Television Productions	289,024	45,415	68,482	64,426	110,493	288,816	46,486	61,546			
Media Networks	272,204	59,244	64,205	71,595	65,393	260,437	58,403	58,470			
EP&S	2,582,813	564,794	551,005	709,319	478,049	2,303,167	480,656	486,311			
TV	861,763	186,550	191,705	264,258	145,910	788,423	147,761	166,479			
Audio & Video	357,194	84,929	81,861	123,481	72,309	362,580	78,743	83,754			
Still and Video Cameras	415,318	113,256	103,034	122,767	82,449	421,506	100,254	99,606			
Mobile Communications	713,916	130,354	114,886	134,978	107,112	487,330	100,550	77,714			
Other	234,622	49,705	59,519	63,835	70,269	243,328	53,348	58,758			
I&SS	726,892	176,673	222,924	201,469	169,556	770,622	211,175	285,579			
Financial (revenue)	1,221,235	333,240	351,493	161,630	428,345	1,274,708	334,820	375,089			
All Other	351,527	74,447	77,226	86,466	61,667	299,806	60,632	57,943			
Corp.	18,252	3,555	2,043	2,185	4,684	12,467	10,894	2,162			
Cons. Total	8,543,982	1,953,624	2,182,760	2,401,805	2,127,498	8,665,687	1,925,724	2,122,259			

■ Unit sales of key products 主要製品販売台数

(Million units)	FY17	FY18					FY19						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Jul FCT	Oct FCT
PlayStation®4	19.0	3.2	3.9	8.1	2.6	17.8	3.2	2.8				15.0	13.5
TVs	12.4	2.6	2.8	3.8	2.1	11.3	2.0	2.5				10.5	10.0
Digital cameras <sup>6</sup>	4.4	1.0	0.9	1.1	0.6	3.6	0.8	0.7				3.0	3.0
Smartphones	13.5	2.0	1.6	1.8	1.1	6.5	0.9	0.6				4.0	3.5

■ Sales to customers by geographic region<sup>7</sup> (to external customers) 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY17	FY18					FY19				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	2,625,619	631,698	669,141	516,579	774,366	2,591,784	627,522	669,258			
United States	1,835,705	398,867	475,900	630,919	476,449	1,982,135	435,028	429,935			
Europe	1,841,457	394,651	449,147	628,104	390,264	1,862,166	362,947	407,059			
China	674,718	184,170	199,240	205,037	181,969	770,416	201,088	249,320			
Asia-Pacific	1,024,179	206,993	255,025	266,425	183,750	912,193	183,103	250,038			
Other Areas	542,304	137,245	134,307	154,741	120,700	546,993	116,036	116,649			
Cons. total	8,543,982	1,953,624	2,182,760	2,401,805	2,127,498	8,665,687	1,925,724	2,122,259			

<sup>6</sup> Digital cameras include compact digital cameras and interchangeable single-lens cameras.

<sup>7</sup> Geographic Information shows sales and operating revenue recognized by location of customers. Major countries and areas in each geographic segment excluding Japan, United States and China are as follows:

Europe: United Kingdom, France, Germany, Russia, Spain and Sweden

Asia-Pacific: India, South Korea, Oceania

Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

■ Depreciation & amortization by segment セグメント別減価償却費及び償却費

(Millions of yen)	FY17	FY18					FY19					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
G&NS	29,091	7,024	7,092	7,352	7,555	29,023	6,812	6,878				
Music	18,230	4,369	4,498	5,799	6,593	21,259	6,779	7,268				
Pictures	24,458	5,870	5,994	6,462	5,755	24,081	5,753	5,362				
EP&S	64,279	16,292	16,467	14,253	14,737	61,749	15,081	14,550				
I&SS	99,258	25,940	27,058	28,256	29,492	110,746	29,439	32,128				
Financial	79,843	17,906	15,532	35,173	22,568	91,179	22,151	23,084				
All Other, Corp.	46,285	8,842	8,942	9,284	8,921	35,989	7,397	7,257				
Cons. Total	361,444	86,243	85,583	106,579	95,621	374,026	93,412	96,527				

■ Amortization of film costs 繰延映画製作費の償却費

(Millions of yen)	FY17	FY18					FY19					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Amortization of film costs	359,274	58,001	75,891	98,246	116,355	348,493	56,546	81,854				

■ Additions to long-lived assets and depreciation and amortization 固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY17	FY18					FY19					Jul FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>8</sup>	332,140	62,966	69,311	93,896	117,924	344,097	95,057	120,489				510,000	510,000
Additions to PP&E	230,729	43,867	45,962	70,065	85,248	245,142	73,020	85,587				400,000	400,000
Additions to intangible assets	101,411	19,099	23,349	23,831	32,676	98,955	22,037	34,902				110,000	110,000
Total depreciation and amortization <sup>9</sup>	361,444	86,243	85,583	106,579	95,621	374,026	93,412	96,527				405,000	405,000
Depreciation of PP&E	169,857	42,937	44,004	44,257	45,804	177,002	45,653	48,022				205,000	205,000
Amortization of intangible assets <sup>9</sup>	191,587	43,306	41,579	62,322	49,817	197,024	47,759	48,505				200,000	200,000

■ Additions to long-lived assets and depreciation and amortization excluding Financial Services

金融分野を除くソニー連結の固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY17	FY18					FY19					Jul FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>8</sup>	315,787	60,566	64,596	89,217	109,960	324,339	93,207	114,658				490,000	490,000
Additions to PP&E	227,927	43,624	45,601	68,782	84,805	242,812	72,516	85,338				390,000	390,000
Additions to intangible assets	87,860	16,942	18,995	20,435	25,155	81,527	20,691	29,320				100,000	100,000
Total depreciation and amortization <sup>9</sup>	281,601	68,337	70,051	71,406	73,053	282,847	71,261	73,443				320,000	320,000
Depreciation of PP&E	167,402	42,307	43,377	43,611	45,235	174,530	45,085	47,439				200,000	200,000
Amortization of intangible assets <sup>9</sup>	114,199	26,030	26,674	27,795	27,818	108,317	26,176	26,004				120,000	120,000

■ Research and development expenses 研究開発費

(Millions of yen)	FY17	FY18					FY19					Jul FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Research and development expenses	458,518	107,462	116,529	121,026	136,185	481,202	113,614	122,076				500,000	500,000

■ Research and development expenses by segment セグメント別研究開発費

(Millions of yen)	FY17	FY18
G&NS	106,227	116,308
EP&S	172,068	162,836
I&SS	107,209	124,215
Corporate R&D	44,901	45,918

<sup>8</sup> Excluding additions for tangible and intangible assets from business combinations.

<sup>9</sup> Including amortization expense for deferred insurance acquisition costs and contract costs. Not including amortization of film costs.

■ **Restructuring charges by segment (includes related accelerated depreciation expense<sup>10</sup>)**

セグメント別構造改革費用（関連する加速減価償却費用を含む）

(Millions of yen)	FY17	FY18					FY19					Jul FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
G&NS	-	-	-	-	-	-	-	-	-	-	-		
Music	6,630	-	781	587	1,824	3,192	-	485	-	-	-		
Pictures	2,922	602	1,988	1,549	656	4,795	-	191	-	-	-		
EP&S	3,502	264	575	2,077	13,181	16,097	1,892	4,708	-	-	-	N.A.	N.A.
I&SS	28	-	-	-	-	-	-	-	-	-	-		
Financial	-	-	-	-	-	-	-	-	-	-	-		
All Other, Corp.	9,323	443	326	2,660	5,578	9,007	1,706	896	-	-	-		
Cons. Total	22,405	1,309	3,670	6,873	21,239	33,091	3,598	6,280	-	-	-	24,000	24,000

■ **Period-end foreign exchange rates** 期末為替レート

(Yen)	FY18				FY19			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	110.5	113.6	111.0	111.0	107.8	107.9	-	-
Period-end EUR rates	127.9	132.1	127.0	124.6	122.5	118.0	-	-

■ **Inventory by segment** セグメント別棚卸資産

(Billions of yen)	FY18				FY19			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	77.9	170.0	76.4	75.1	116.3	198.0	-	-
Music	14.8	16.0	18.0	17.0	17.1	19.3	-	-
Pictures	43.6	43.1	45.0	38.6	31.7	31.6	-	-
EP&S	268.4	320.5	253.4	221.3	220.8	254.3	-	-
I&SS	240.3	217.3	234.7	253.4	264.2	235.7	-	-
All Other, Corp.	47.6	47.7	48.6	47.9	43.5	40.6	-	-
Cons. Total	692.6	814.6	676.1	653.3	693.6	779.5	-	-

■ **Film costs (balance)** 繰延映画製作費（残高）

(Billions of yen)	FY18				FY19			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Film costs	373.7	416.5	414.4	409.0	431.8	434.8	-	-

■ **Long-lived assets<sup>11</sup> by segment<sup>12</sup>** セグメント別固定資産

(Billions of yen)	FY18				FY19
	Q1	Q2	Q3	Q4	Q1
G&NS	137.8	138.7	138.4	139.4	142.3
Music	199.4	201.9	613.3	604.9	586.5
Pictures	152.3	153.5	144.2	143.6	134.2
EP&S	129.8	116.4	117.5	117.5	117.9
I&SS	371.5	376.0	379.9	405.6	433.4
Financial	57.1	59.4	61.0	65.9	64.7
All Other, Corp.	224.8	218.6	227.9	218.1	212.1
Cons. Total	1,272.7	1,264.5	1,682.2	1,695.0	1,691.1

<sup>10</sup> Accelerated depreciation related to restructuring is incurred when the useful life or salvage value of restructured assets is changed. Accelerated depreciation is not included in restructuring charges recorded in accordance with U.S. GAAP, but Sony includes it for the purposes of measuring the impact of restructuring. Sony discloses restructuring charges in accordance with U.S. GAAP in Form 20-F and the Quarterly Securities Reports.

<sup>11</sup> Long-lived assets include PP&E and intangible assets.

<sup>12</sup> Leased assets of capital leases under the previous lease accounting standard are included.

■ Long-lived assets<sup>13</sup> and right-of-use assets by segment セグメント別固定資産・使用権資産

(Billions of yen)	FY19			
	Q1	Q2	Q3	Q4
G&NS	202.4	213.7		
Music	620.8	614.9		
Pictures	161.0	165.4		
EP&S	167.6	171.6		
I&SS	454.1	489.2		
Financial	113.6	116.9		
All Other, Corp.	287.0	274.0		
Cons. Total	2,006.5	2045.7		

■ Goodwill by segment セグメント別営業権

(Billions of yen)	FY18				FY19			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	151.7	152.6	151.8	154.0	153.0	152.9		
Music	170.4	175.3	392.5	403.4	393.2	390.0		
Pictures	148.9	152.4	148.0	145.5	139.9	141.1		
EP&S	12.8	12.2	12.0	12.0	11.9	12.1		
I&SS	46.5	47.0	46.6	46.6	46.0	46.0		
Financial	7.2	7.2	7.2	7.2	7.2	7.2		
All Other, Corp.	4.3	4.4	4.3	-	-	-		
Cons. Total	541.8	551.1	762.4	768.6	751.2	749.4		

■ Return on Invested Capital (ROIC) by segment セグメント別 ROIC

(Billions of yen)	FY17			FY18			FY19 Apr FCT	FY19 Adjusted <sup>14</sup> Apr FCT
	ROIC	Return <sup>15</sup>	Invested Capital <sup>16</sup>	ROIC	Return <sup>15</sup>	Invested Capital <sup>16</sup>	ROIC	ROIC
G&NS	28.7%	117.2	408.1	54.9%	211.5	385.1	49.3%	42.1%
Music	36.2%	84.3	233.2	36.1%	158.1	437.7	12.8%	12.2%
Pictures	3.1%	27.1	876.1	4.5%	37.1	828.8	5.2%	5.1%
EP&S	18.9%	87.9	464.0	12.9%	52.0	404.8	21.4%	18.8%
I&SS	17.3%	108.2	627.2	14.6%	97.8	669.4	12.6%	12.2%

■ Cash Flow(CF) by segment セグメント別キャッシュ・フロー<sup>17</sup>

(Billions of yen)	FY18		
	Operating CF	Investing CF	Operating CF + Investing CF
G&NS	334.5	-37.0	297.5
Music	58.8	-234.1	-175.3
Pictures	50.1	-18.8	31.3
Combined total of HE&S, IP&S and MC	153.8	-64.3	89.5
I&SS	196.1	-132.5	63.7
All Other, Corporate and elimination and Adjustment	-39.8	-33.7	-73.5
Sony without Financial Services Total	753.4	-520.4	233.1

<sup>13</sup> Long-lived assets include PP&E and intangible assets.

<sup>14</sup> Adjusted to reflect the impact of the change in the accounting method for leases that became effective on April 1, 2019.

<sup>15</sup> Operating Income after tax. Tax rates applied to all segments are 34% for FY17 and 32% for FY18 and FY19.

<sup>16</sup> The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, EP&S and I&SS. The total of equity and net debt have been used for Music and Pictures (deposits in group companies are excluded from debt). The amount of inventory of G&NS, EP&S and I&SS and the invested capital of Music and Pictures have been calculated by averaging the amount of each at five points in time – the beginning of the fiscal year and the end of each four quarters. The amount of long-lived assets, goodwill and investment of G&NS, EP&S and I&SS have been calculated by averaging the amount at the beginning and the end of the fiscal year.

<sup>17</sup> The calculation of Investing CF for each segment differs from the calculation of the Statement of Cash Flows for Sony without Financial Services in the Financial Statement as follows:

- Increases and decreases in fixed-term deposits held by each segment are excluded from Investing CF, and
- Expenditures for capital leases are included in Investing CF (instead of Financial CF).

These result in the following amount being adjusted in each of the Investing CF figures shown above:

G&NS: -0.5 bln yen, Music: 1.4 bln yen, Pictures: -2.4 bln yen, HE&S/IP&S/MC Total: -8 bln yen, I&SS: -0.4 bln yen, All Other and Corporate and elimination: -0.6 bln yen

"Adjustment" is the total offset to the above adjustments made to the Investing CF for each segment (10.7 bln yen).

# Game & Network Services Segment Supplemental Information

## ■ Game & Network Services segment sales breakdown

(Millions of yen)	FY17	FY18					FY19				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Hardware <sup>18</sup>	590,624	98,920	126,534	223,476	78,771	527,701	101,614	78,850			
Game Software <sup>19</sup>	920,117	268,243	317,008	410,275	298,218	1,293,744	241,311	255,563			
Physical Software <sup>20</sup>	157,897	43,301	58,741	56,369	33,102	191,513	25,347	28,674			
Digital Software and Add-on Content <sup>20</sup>	762,220	224,942	258,267	353,906	265,116	1,102,231	215,964	226,889			
Network Services <sup>21</sup>	270,972	75,444	75,998	79,799	95,284	326,525	83,606	84,377			
Others <sup>22</sup>	162,099	29,494	30,526	77,063	25,821	162,903	30,930	35,600			
Segment Total Sales	1,943,812	472,101	550,065	790,613	498,094	2,310,873	457,461	454,390			

## ■ PlayStation®4 (PS4™) hardware and software unit sales

(Million units)	FY17	FY18					FY19						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Jul FCT	Oct FCT
PS4 hardware	19.0	3.2	3.9	8.1	2.6	17.8	3.2	2.8				15.0	13.5
PS4 full game software <sup>23</sup>	246.9	40.6	75.1	87.2	54.7	257.6	42.9	61.3				N.A.	N.A.
PS4 full game software digital download ratio <sup>24</sup>	32%	43%	28%	37%	45%	37%	53%	37%				N.A.	N.A.

## ■ Number of PlayStation®Plus subscribers (as of the end of each quarter)

(Million subscribers)	FY17	FY18				FY19			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
PlayStation®Plus	34.2	33.9	34.3	36.3	36.4	36.2	36.9		

## ■ Previously disclosed cumulative sell-through units of PS4 hardware and software<sup>25</sup>

As of	Number of cumulative sell-through units (million)	
	PS4 Hardware	PS4 Software <sup>26</sup>
11/16/2013 (Within 24 hours after PS4 Launch in US/Canada)	1.0	-
12/1/2013	2.1	-
12/28/2013	4.2	9.7
2/8/2014	5.3	-
3/2/2014	6.0	13.7
4/6/2014	7.0	20.5 (April 13)
8/10/2014	10.0	30.0
1/4/2015	18.5	81.8
3/1/2015	20.2	-
1/3/2016	35.9	-
5/22/2016	40.0	270.9
12/6/2016	50.0	369.6
1/1/2017	53.4	409.1
6/11/2017	60.4	487.8
12/3/2017	70.6	617.8
12/31/2017	73.6	645.0
6/30/2018	-	777.9
7/22/2018	81.2	-
12/31/2018	91.6	876.0

<sup>18</sup> Hardware includes sales of game consoles such as PS4.

<sup>19</sup> Game Software includes physical software sales and digital software sales (including full-games and add-on content).

<sup>20</sup> Physical Software sales is Sell-in base, Digital Software and Add-on Content sales is download base.

<sup>21</sup> Network Services includes the network revenues Sony recognizes through the PlayStation™Network other than Game Software such as PlayStation®Plus, PlayStation™Video, PlayStation™Music, PlayStation™Now, PlayStation™Vue and advertising revenue.

<sup>22</sup> Others includes peripheral sales (including PlayStation®VR).

<sup>23</sup> Physical Software sales is Sell-in base, Digital Software sales is download base.

<sup>24</sup> Full game software digital download ratio is calculated by the following formula: "Full game software units sold via digital transactions" / "Full game software units sold via both physical and digital transactions."

<sup>25</sup> Sell-through units are estimated by Sony Interactive Entertainment.

<sup>26</sup> PS4 software unit sales do not include add-on content.



■ Previously disclosed cumulative sell-through units of selected PS4 1st party software titles

Title	Release Date (in the U.S.)	Number of global cumulative sell-through units <sup>27</sup> (million)	As of (Number of Days in Release)
<i>Bloodborne</i>	3/26/2015	1.0	4/5/2015 (11) <sup>28</sup>
<i>Uncharted 4: A Thief's End</i>	5/10/2016	2.7	5/16/2016 (7)
		8.7	12/21/2016 (226)
<i>Horizon Zero Dawn</i>	2/28/2017	2.6	3/13/2017 (14) <sup>29</sup>
		7.6	2/15/2018 (353)
		10.0	12/31/2018 (672)
<i>GOD OF WAR</i>	4/20/2018	3.1	4/22/2018 (3)
		5.0	5/20/2018 (31)
<i>Detroit: Become Human</i>	5/25/2018	2.0	12/12/2018 (202)
		3.2	8/31/2019 (464)
		3.3	9/9/2018 (3)
<i>Marvel's Spider-Man</i>	9/7/2018	9.0	11/25/2018 (80)
		13.2	7/28/2019 (325)

<sup>27</sup> Sell-through units are estimated by Sony Interactive Entertainment. They do not include add-on content.

<sup>28</sup> As of April 4, 2015 for sales in North America and Europe.

<sup>29</sup> As of March 12, 2017 for sales in North America and Europe.

# Music Segment Supplemental Information

## ■ Recorded Music

### - Recorded Music Revenue breakdown of physical, digital and other revenues

(Millions of yen)	FY17	FY18					FY19				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Physical	135,126	22,560	20,353	27,137	19,512	89,561	21,953	20,314			
Digital	247,278	62,832	66,912	72,487	64,550	266,781	75,176	75,635			
Download <sup>30</sup>	49,839	10,668	9,797	9,816	8,987	39,268	8,694	8,839			
Streaming <sup>31</sup>	197,439	52,164	57,115	62,671	55,563	227,513	66,482	66,797			
Other <sup>32</sup>	64,556	14,347	18,198	17,727	20,314	70,584	14,833	16,252			
Total	446,960	99,739	105,463	117,350	104,375	426,927	111,962	112,201			
(Yen)											
Average USD rates	110.9	109.1	111.5	112.9	110.3	110.9	109.9	107.4			

### - Top 10 best-selling recorded music projects<sup>33</sup> for Sony Music Entertainment, for the quarters ended September 30, 2019 and 2018 (In order of revenue contribution)

For the quarter ended September 30, 2019		For the quarter ended September 30, 2018	
Artist	Title	Artist	Title
TOOL	<i>Fear Inoculum</i>	Travis Scott	<i>ASTROWORLD</i>
Lil Nas X	<i>Panini</i>	Luke Combs	<i>This One's for You</i>
Chris Brown	<i>Indigo</i>	George Ezra	<i>Staying at Tamara's</i>
Khalid	<i>Free Spirit</i>	Camila Cabello	<i>Camila</i>
Daniel Kang	<i>color on me</i>	Calvin Harris	<i>Calvin Harris Releases</i>
Travis Scott	<i>ASTROWORLD</i>	Martin Garrix	<i>Martin Garrix releases</i>
Luke Combs	<i>This One's for You</i>	Khalid	<i>American Teen</i>
Tyler, The Creator	<i>IGOR (2016k new deal)</i>	Kane Brown	<i>Kane Brown</i>
Polo G	<i>Die A Legend</i>	Future	<i>BEASTMODE 2</i>
DJ Khaled	<i>Father Of Asahd</i>	A\$AP Rocky	<i>TESTING</i>

### - Top 5 best-selling recorded music projects<sup>33</sup> for Sony Music Entertainment (Japan) Inc., for the quarters ended September 30, 2019 and 2018 (In order of revenue contribution)

For the quarter ended September 30, 2019		For the quarter ended September 30, 2018	
Artist	Title	Artist	Title
Nogizaka46	<i>Yoake Made Tsuyogaranakutemoii</i>	Nogizaka46	<i>Jikochuu de Ikou!</i>
Kenshi Yonezu	<i>Uma to Shika</i>	Keyakizaka46	<i>Ambivalent</i>
Hinatazaka46	<i>Do Re Mi Sol La Si Do</i>	NGT48	<i>Sekai no Hitoe</i>
Hinatazaka46	<i>Konna ni Suki ni Natchatte li no?</i>	Kenshi Yonezu	<i>Lemon</i>
Masaki Suda	<i>LOVE</i>	Little Glee Monster	<i>Sekai wa Anata ni Waraikaketeiru</i>

### - Selected upcoming releases<sup>34</sup> anticipated over the next six months (In alphabetical order)

Artist	Artist
Céline Dion	Pentatonix
Luke Combs	Miranda Lambert
G-Eazy	Lil Tjay
French Montana	James Arthur
Leonard Cohen	Lil Peep

## ■ Music Publishing

### - Number of songs in the music publishing catalog owned and administered as of March 31, 2019, 2018 and 2017 (Million songs)

	As of March 31, 2019	As of March 31, 2018	As of March 31, 2017
Sony	2.45	2.30	2.44
EMI Music Publishing	2.08	2.06	2.05
Total	4.53	4.36	4.49

<sup>30</sup> Download includes digital download and mobile (ringtone).

<sup>31</sup> Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.

<sup>32</sup> Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

<sup>33</sup> Projects are the aggregation of revenue from albums and digital track exploitation. Revenue within the quarter may also include revenue from individual tracks not associated with an album, or associated with a future album.

<sup>34</sup> Selected upcoming releases, which may include albums and/or tracks, are subject to change.

# Pictures Segment Supplemental Information

## ■ Pictures Segment Aggregated U.S. Dollar Information

Management analyzes the results of Sony Pictures Entertainment Inc. ("SPE") in U.S. dollars, so discussion of certain portions of its results is specified as being on "a U.S. dollar basis." The underlying U.S. dollar aggregated results are described below. The underlying U.S. dollar aggregated results for Pictures are not reflected in Sony's consolidated financial statements and are not measured in accordance with Generally Accepted Accounting Principles in the U.S. ("U.S. GAAP"). Sony does not believe that these measures are a substitute for the U.S. GAAP measures. However, Sony believes that disclosing the underlying U.S. dollar aggregated results provides additional useful analytical information to investors regarding the operating performance of Sony and the Pictures segment.

### - Pictures segment sales and operating revenue ("sales") and operating income (loss) in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019					Fiscal year ending March 31, 2020				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	9,133	1,594	2,160	2,452	2,664	8,870	1,695	2,427			
Operating income (loss)	376	(69)	211	102	245	489	3	366			

### - Sales by category and Motion Pictures Revenue breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019					Fiscal year ending March 31, 2020				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	4,057	624	980	1,244	1,067	3,915	738	1,306			
Theatrical	1,513	95	369	532	194	1,190	164	715			
Home Entertainment	982	234	159	320	300	1,013	200	160			
TV Distribution	1,377	267	397	308	510	1,482	315	425			
Others	185	28	55	84	63	230	59	6			
Television Productions	2,614	414	614	570	999	2,597	422	574			
Media Networks	2,455	539	576	634	593	2,342	532	545			
Intersegment	7	17	(10)	4	5	16	3	2			
Total	9,133	1,594	2,160	2,452	2,664	8,870	1,695	2,427			

### - Film costs<sup>35</sup> breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019					Fiscal year ending March 31, 2020				
	FY	Q1 <sup>36</sup>	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	1,580	1,510	1,639	1,746	1,757	1,510	1,909	2,109			
Television Productions	1,047	1,151	1,225	1,396	1,500	1,151	1,362	1,466			
Media Networks	374	495	517	525	476	495	414	429			
Beginning Balance	3,001	3,156	3,381	3,667	3,733	3,156	3,685	4,004			
Motion Pictures	757	245	280	284	355	1,164	369	118			
Television Productions	1,569	310	494	437	480	1,721	321	529			
Media Networks	997	202	194	220	170	786	144	135			
Increase in film costs <sup>35</sup>	3,323	757	968	941	1,005	3,671	834	782			
Motion Pictures	(846)	(116)	(173)	(273)	(203)	(765)	(169)	(310)			
Television Productions	(1,519)	(236)	(323)	(333)	(618)	(1,510)	(217)	(327)			
Media Networks	(875)	(180)	(186)	(269)	(232)	(867)	(129)	(123)			
Amortization of film costs <sup>35</sup>	(3,240)	(532)	(682)	(875)	(1,053)	(3,142)	(515)	(760)			
Motion Pictures	1,491	1,639	1,746	1,757	1,909	1,909	2,109	1,917			
Television Productions	1,097	1,225	1,396	1,500	1,362	1,362	1,466	1,668			
Media Networks	496	517	525	476	414	414	429	441			
Ending Balance	3,084	3,381	3,667	3,733	3,685	3,685	4,004	4,026			

<sup>35</sup> Film costs include capitalized direct production costs, production overhead and acquisition costs for both Motion Pictures and Television Productions as well as noncurrent capitalized broadcasting rights for Media Networks.

<sup>36</sup> Sony adopted new accounting guidance addressing revenue recognition (ASC 606), which applies retrospectively with the cumulative effect of initially applying the guidance recognized as of April 1, 2018. As a result of the adoption, the beginning balance of Film costs increased by \$72 million.

■ Motion Pictures

- Motion Pictures Box Office<sup>37</sup> for films released in North America during the quarter ended September 30, 2019<sup>38</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>39</sup>	North America Box Office	International Box Office	Total
<i>Spider-Man™: Far From Home</i>	Columbia Pictures	7/2/2019 (91)	\$390	\$741	\$1,131
<i>Once Upon a Time...in Hollywood</i>	Columbia Pictures	7/26/2019 (67)	\$139	\$217 <sup>40</sup>	\$356
<i>The Angry Birds Movie 2</i>	Sony Pictures Animation	8/13/2019 (49)	\$41	\$84	\$125
<i>Overcomer</i>	Sony / AFFIRM Films	8/23/2019 (39)	\$33	\$0 <sup>40</sup>	\$33

- Motion Pictures Box Office<sup>37</sup> for films released in North America during the quarter ended September 30, 2018<sup>41</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>39</sup>	North America Box Office	International Box Office	Total
<i>Hotel Transylvania 3: Summer Vacation</i>	Columbia Pictures/ Sony Pictures Animation	7/13/2018 (80)	\$166	\$350 <sup>42</sup>	\$516
<i>The Equalizer 2</i>	Columbia Pictures	7/20/2018 (63)	\$102	\$85 <sup>42</sup>	\$187
<i>Slender Man</i>	Screen Gems	8/10/2018 (52)	\$30	\$22 <sup>42</sup>	\$52
<i>Searching</i>	Screen Gems	8/24/2018 (38)	\$25	\$40 <sup>42</sup>	\$65

<sup>37</sup> Source (unless otherwise noted): Box Office Mojo for North America and International Box Office; International Box Office results will vary in any given quarter depending on the timing of release in each territory in which rights are owned; table includes Sony Pictures Classics' films with U.S. Box Office greater than \$10 million, if any; table also includes films of Stage 6 Films with International Box Office in the licensed territories greater than \$10 million, if any.

<sup>38</sup> Data as of September 30, 2019.

<sup>39</sup> Days in North America theatrical release up to and including the last day of the reporting quarter end.

<sup>40</sup> SPE has limited territory rights; still being released as of the last day of the reporting quarter end.

<sup>41</sup> Data as of September 30, 2018.

<sup>42</sup> Source: Sony Pictures Releasing International ("SPRI").

**- Select films to be released in the U.S. during the twelve months ending September 30, 2020 (Release dates and titles subject to change) Total: 18 titles**

Title	Talent	Expected Release Date	Label
<i>Zombieland: Double Tap</i>	Woody Harrelson, Jesse Eisenberg, and Emma Stone, Abigail Breslin, Rosario Dawson, Zoey Deutch and Luke Wilson	10/18/2019	Columbia Pictures
<i>Black and Blue</i>	Naomie Harris, Tyrese Gibson, Frank Grillo, Mike Colter, Reid Scott, Beau Knapp and Nafessa Williams	10/25/2019	Screen Gems
<i>Charlie's Angels</i>	Kristen Stewart, Naomi Scott, Ella Balinska, Elizabeth Banks, Dijmon Hounsou, Sam Claflin, Noah Centineo and Patrick Stewart	11/15/2019	Columbia Pictures
<i>A Beautiful Day in the Neighborhood</i>	Tom Hanks, Matthew Rhys, Susan Kelechi Watson and Chris Cooper	11/22/2019	TriStar Pictures
<i>Jumanji: The Next Level</i>	Dwayne Johnson, Jack Black, Kevin Hart, Karen Gillan, Nick Jonas, Ser'Darius Blain, Madison Iseman, Morgan Turner, Alex Wolff, with Danny Glover and Danny DeVito	12/13/2019	Columbia Pictures
<i>Little Women</i>	Saoirse Ronan, Emma Watson, Florence Pugh, Eliza Scanlen, Timothée Chalamet, Chris Cooper, Laura Dern, Louis Garrel, Tracy Letts, James Norton, Bob Odenkirk and Meryl Streep	12/25/2019	Columbia Pictures
<i>The Grudge</i>	Andrea Riseborough, Demián Bichir, John Cho, Betty Gilpin, Lin Shaye and Jacki Weaver	1/3/2020	Screen Gems
<i>Bad Boys for Life</i>	Will Smith, Martin Lawrence, Vanessa Hudgens, Alexander Ludwig, Charles Melton, Paola Nunez, Kate Del Castillo, Nicky Jam and Joe Pantoliano	1/17/2020	Columbia Pictures
<i>Blumhouse Fantasy Island Horror</i>	Michael Peña, Maggie Q, Lucy Hale, Austin Stowell, Portia Doubleday, Jimmy O. Yang, Ryan Hansen and Michael Rooker	2/14/2020	Columbia Pictures
<i>Bloodshot</i>	Vin Diesel, Eiza Gonzalez, Sam Heughan, Toby Kebbell and Guy Pearce	2/21/2020	Columbia Pictures
<i>Peter Rabbit 2</i>	Rose Byrne, Domhnall Gleeson, David Oyelowo, Elizabeth Debicki, Margot Robbie and James Corden	4/3/2020	Columbia Pictures / Sony Pictures Animation
<i>Fatherhood</i>	Kevin Hart, Alfre Woodard, Melody Hurd, Deborah Ayorinde, Anthony Carrigan, Lil Rel Howery and Paul Reiser	4/3/2020	Columbia Pictures
<i>Greyhound</i>	Tom Hanks, Stephen Graham, Rob Morgan and Elisabeth Shue	5/8/2020	Columbia Pictures
<i>Untitled Ghostbusters</i>	Paul Rudd, McKenna Grace, Finn Wolfhard, Carrie Coon, Celeste O'Connor, Logan Kim	7/10/2020	Columbia Pictures
<i>Sony / Marvel Morbius</i>	Jared Leto, Matt Smith, Adria Arjona, Jared Harris, Al Madrigal and Tyrese Gibson	7/31/2020	Columbia Pictures
<i>Escape Room 2</i>	Taylor Russell, Logan Miller, Isabelle Fuhrman	8/14/2020	Columbia Pictures
<i>Monster Hunter</i>	Milla Jovovich, Tony Jaa, Tip "T.I." Harris, Meagan Good, Diego Boneta, Josh Helman, Jin Au-Yeung and Ron Perlman	9/4/2020	Screen Gems
<i>Untitled Lord and Miller Animation</i>	T.B.D.	9/18/2020	Sony Pictures Animation

Note: T.B.D. means the cast for the applicable title is still to be confirmed.

**- Select films to be released in the U.S. from October 1, 2020 onward (Release dates and titles subject to change) Total: 8 titles**

Title	Expected Release Date	Label
<i>Untitled Sony / Marvel Sequel</i>	10/2/2020	Columbia Pictures
<i>Vivo</i>	11/6/2020	Sony Pictures Animation
<i>Happiest Season</i>	11/20/2020	TriStar Pictures
<i>Uncharted</i>	12/18/2020	Columbia Pictures
<i>Cinderella</i>	2/5/2021	Columbia Pictures
<i>Masters of the Universe</i>	3/5/2021	Columbia Pictures
<i>Marvel Sony Untitled Spider-Man™: Far From Home Sequel</i>	7/16/2021	Columbia Pictures
<i>Hotel Transylvania 4</i>	12/22/2021	Columbia Pictures / Sony Pictures Animation

■ **Television Productions**

- **Television Series with an original broadcast on a U.S. linear network<sup>43</sup> during the quarters ended September 30, 2019 and 2018<sup>44</sup>**

For the quarter ended September 30, 2019			For the quarter ended September 30, 2018		
Series	Season	Network	Series	Season	Network
<i>La Reina Soy Yo</i>	1	Univision	<i>Better Call Saul</i>	4	AMC
<i>On Becoming God in Central Florida</i>			<i>Preacher</i>	3	AMC
<i>Preacher</i>	4	AMC	<i>Shark Tank</i>	10	ABC
<i>Schooled</i>	2	ABC	<i>S.W.A.T.</i>	2	CBS
<i>Shark Tank</i>	11	ABC	<i>The Goldbergs</i>	6	ABC
<i>\$100,000 Pyramid</i>	4	ABC	<i>The Good Doctor</i>	2	ABC
<i>The Goldbergs</i>	7	ABC	<i>Days of Our Lives</i>	54	NBC
<i>The Good Doctor</i>	3	ABC	<i>The Young and the Restless</i>	46	CBS
<i>Days of Our Lives</i>	55	NBC	<i>The Dr. Oz Show</i>	10	First Run Syndication <sup>45</sup>
<i>The Young and the Restless</i>	47	CBS	<i>Jeopardy!</i>	35	First Run Syndication <sup>45</sup>
<i>The Dr. Oz Show</i>	11	First Run Syndication <sup>45</sup>	<i>Wheel of Fortune</i>	36	First Run Syndication <sup>45</sup>
<i>The Mel Robbins Show</i>	1	First Run Syndication <sup>45</sup>			
<i>Jeopardy!</i>	36	First Run Syndication <sup>45</sup>			
<i>Wheel of Fortune</i>	37	First Run Syndication <sup>45</sup>			

- **Television Series with a new season to premiere on a U.S. linear network<sup>43</sup> from October 1, 2019 onward<sup>44</sup>**  
(Releases subject to change)

Airing after October 1, 2019					
Series	Season <sup>46</sup>	Network	Series	Season <sup>46</sup>	Network
<i>Black Monday</i>	2	Showtime	<i>One Day at a Time</i>	4	Pop TV
<i>Better Call Saul</i>	5	AMC	<i>Outlander</i>	5&6	Starz
<i>Coyote</i>	1	Paramount	<i>Party of Five</i>	1	Freeform
<i>For Life</i>	1	ABC	<i>S.W.A.T.</i>	3	CBS
<i>Indebted</i>	1	NBC	<i>The Blacklist</i>	7	NBC
<i>L.A.'s Finest</i>	2	Charter	<i>United We Fall</i>	1	NBC
<i>Lincoln</i>	1	NBC	<i>The Young and the Restless</i>	48	CBS
<i>Mad About You</i>	1	Charter	<i>Jeopardy!</i>	37	First Run Syndication <sup>45</sup>
<i>On Becoming a God in Central Florida</i>	2	Showtime	<i>Wheel of Fortune</i>	38	First Run Syndication <sup>45</sup>

- **Select Television Series in U.S. off-network syndication<sup>47</sup>**

As of September 30, 2019		
<i>Just Shoot Me</i>	<i>Seinfeld</i>	<i>The Goldbergs</i>
<i>NewsRadio</i>	<i>Shark Tank</i>	<i>The King of Queens</i>
<i>One Day at a Time</i>	<i>The Blacklist</i>	<i>The Steve Harvey Show</i>

- **Television Series with an original broadcast on a digital platform<sup>48</sup> during the quarters ended September 30, 2019 and 2018<sup>44</sup>**

For the quarter ended September 30, 2019			For the quarter ended September 30, 2018		
Series	Season	Network	Series	Season	Network
<i>Back of the Net</i>	1	Amazon	<i>Atypical</i>	2	Netflix
<i>The Boys</i>	1	Amazon	<i>Alem da Ilha</i>	1	Globoplay
			<i>El Rey del Valle</i>	1	Claro Video
			<i>SuperMansion</i>	3	Crackle

<sup>43</sup> Linear networks include free, basic or pay television.

<sup>44</sup> Series produced or co-produced by SPE's television production operations; however, series independently produced or co-produced by SPE's Media Networks are not included.

<sup>45</sup> First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

<sup>46</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>47</sup> Off-network syndication series have previously aired on U.S. linear networks and are currently re-airing on other U.S. linear networks or digital platforms or both.

<sup>48</sup> Digital platforms include advertising supported video-on-demand and subscription video-on-demand ("SVOD"). The network has multi-territory rights to the series, unless otherwise noted.

- Television Series with a new season to premiere on a digital platform<sup>49</sup> from October 1, 2019 onward<sup>50</sup>  
(Releases subject to change)

Airing after October 1, 2019					
Series	Season <sup>51</sup>	Network	Series	Season <sup>51</sup>	Network
#Freerayshawn	1	Quibi	The Crown	3&4	Netflix
Atypical	3	Netflix	The Boondocks	1&2	HBO Max
Cobra Kai	3	YouTube Premium	The Boys	2	Amazon
Crossing Swords	1	Hulu	Them: Covenant	1&2	Amazon
For All Mankind	1&2	Apple	Wheel of Time	1	Netflix
Future Man	3	Hulu	Woke	1	Hulu
Murder House Flip	1	Quibi	White Lines	1	Netflix
The Commons	1	Stan	Behind Her Eyes	1	Netflix

- Television Series with an original broadcast on a non-U.S. linear network<sup>52</sup> during the quarters ended September 30, 2019 and 2018<sup>50</sup>

For the quarter ended September 30, 2019				For the quarter ended September 30, 2018			
Series	Season	Network	Territory	Series	Season	Network	Territory

**Europe, Middle East and Africa:**

Newlywed Game	24&25	France 2	France
Dragons' Den	6	VOX	Germany
Der Traumjob bei Jochen Schweizer	1	Pro Sieben	Germany
Heldt	6	ZDF	Germany
Goodbye House	1	RTE	Ireland
Everybody Loves Raymond	10	CTC	Russia
Momsters	4	UTV	Russia
Fish on the Cake	3	CHE	Russia
To Forgive or to Revenge	1	UTV	Russia
Parents' Evening	2	BBC NI	United Kingdom
Who Wants to be a Millionaire	33	ITV	United Kingdom

**Europe, Middle East and Africa:**

Newlywed Game	23&24	France 2	France
Bangers & Cash	6	VOX	Germany
Dragons' Den	5	VOX	Germany
Everybody Loves Raymond	9	CTC	Russia
Momsters	2	UTV	Russia
Blind Date	2	Channel 5	United Kingdom
Gino's Win Your Wish List	1	Channel 5	United Kingdom
In Solitary	2	Channel 5	United Kingdom
Parents' Evening	1	BBCNI	United Kingdom

**Latin America:**

Dono do Lar	1	MultiShow	Brazil
Lady Night	4	MultiShow	Brazil
Shark Tank Brasil	4	Canal Sony	Brazil
Shark Tank Colombia	3	Canal Sony	Colombia
Enamorandonos (Love is Calling)	1	TV Azteca	Mexico
Los Elegidos: Una Familia Poderosa	1	Televisa	Mexico
Rosario Tijeras	3	TV Azteca	Mexico
Shark Tank Mexico	4	Canal Sony	Mexico

**Latin America:**

Ex on the Beach	3	MTV LatAm	Brazil
Quem Quer ser um Milionario	3	Globo	Brazil
Shark Tank Brasil	3	Canal Sony	Brazil
Enamorandonos (Love is Calling)	1	Caracol	Colombia
Shark Tank Colombia	2	Canal Sony	Colombia
Atrapada	1	Imagen	Mexico
Enamorandonos (Love is Calling)	1	TV Azteca	Mexico
Rosario Tijeras	2	TV Azteca	Mexico

**Asia and Australia:**

**Asia and Australia:**

Bite Club	1	Nine	Australia
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<sup>49</sup> Digital platforms include advertising supported video-on-demand and subscription video-on-demand ("SVOD"). The network has multi-territory rights to the series, unless otherwise noted.

<sup>50</sup> Series produced or co-produced by SPE's television production operations; series independently produced or co-produced by SPE's Media Networks are not included.

<sup>51</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>52</sup> Linear networks include free, basic or pay television.

■ Media Networks

- Television and Digital Channels as of September 30, 2019

As of September 30, 2019					As of September 30, 2018
Television and Digital Channels <sup>53</sup>	Country / Region	Launch Year <sup>54</sup>	Sony's Ownership	Number of Subscribers <sup>55</sup> (mil.)	Number of Subscribers <sup>55</sup> (mil.)
<b>Europe, Middle East and Africa:</b>					
<i>AXN Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	9.3	9.4
<i>AXN White Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	8.6	8.6
<i>AXN Black</i>	Portugal, Angola, Mozambique, Cape Verde	2011	100%	4.0	3.9
<i>AXN Central Europe</i> <sup>56</sup>	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	47.7	45.8
<i>AXN SPIN Central Europe</i>	Poland, Romania	2012	100%	9.4	9.2
<i>Pop Italy</i>	Italy	2018	100%	N/A	N/A
<i>Cine Sony Italy</i>	Italy	2018	100%	N/A	N/A
<i>AXN Germany</i>	Austria, Germany, Switzerland	2004	100%	3.3	3.3
<i>Animax Germany</i>	Austria, Germany, Switzerland	2007	100%	-	0.3
<i>Sony Channel Germany</i>	Austria, Germany, Switzerland	2013	100%	0.9	0.8
<i>Sony MAX Africa</i>	South Africa	2007	100%	*	7.0
<i>Sony Channel Africa</i>	South Africa	2007	100%	*	7.2
<i>Sony Sci-Fi Russia</i>	Russia, CIS, Georgia, Ukraine	2007	88%	9.5	9.2
<i>Sony Channel Russia</i>	Russia, CIS, Georgia, Ukraine	2009	88%	10.3	9.8
<i>Sony Channel Baltics</i>	Estonia, Latvia, Lithuania	2010	88%	1.5	1.4
<i>Sony Turbo Russia</i>	Russia, CIS, Georgia, Ukraine	2012	88%	6.6	6.6
<i>Sony Turbo Baltics</i>	Estonia, Latvia, Lithuania	2012	88%	0.9	0.8
<i>UK Channels</i> <sup>57</sup>	United Kingdom	2014	100%	98.2	175.7
<i>Viva</i>	Israel	2014	50%	1.7	1.6
<i>Viva Plus</i>	Israel	2014	50%	1.7	1.6
<i>Film 1</i>	Netherlands	2015	100%	*	0.6
<i>Film 1 D2C</i>	Netherlands	2019	100%	*	-
<i>Viasat 3</i>	Hungary	2015	100%	3.3	3.3
<i>Viasat 6</i>	Hungary	2015	100%	3.0	3.0
<i>Sony Channel Turkey</i>	Turkey	2016	51%	*	18.5
<i>Planet Turk</i>	Turkey	2016	51%	*	15.9
<i>Planet Mutfak</i>	Turkey	2016	51%	*	18.5
<i>Sony Cocuk</i>	Turkey	2016	51%	*	18.5
<b>Latin America:</b>					
<i>Canal Sony OLA</i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	27.5	27.9
<i>AXN OLA</i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	25.8	26.0
<i>Crackle OLA</i>	Pan-Regional Latin America (excluding Brazil and Mexico)	2012	100%	*	-
<i>Canal Sony Brazil</i>	Brazil	1996	100%	12.2	13.3
<i>AXN Brazil</i>	Brazil	1999	100%	11.5	11.7
<i>Crackle Brazil</i>	Brazil	2012	100%	*	-
<i>Canal Sony Mexico</i>	Mexico	1996	100%	15.5	15.8
<i>AXN Mexico</i>	Mexico	1999	100%	10.0	10.0
<i>Crackle Mexico</i>	Mexico	2012	100%	*	-

Note: N/A means there are or were no subscribers.

\* means the television and digital channels are or were not owned, or broadcast, by SPE.

- means that SPE does not disclose the number of subscribers for SVOD services.

<sup>53</sup> Individual channels may have more than one feed; total channel feeds were 157 as of September 30, 2019.

<sup>54</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>55</sup> Subscriber numbers are SPE estimates, SPE does not disclose the number of subscribers for SVOD services.

<sup>56</sup> Includes AXN Black and AXN White.

<sup>57</sup> UK Channels includes channels previously categorized under CSC Media Group UK, Movies4Men UK, and Sony Movies Channel UK and now consist of Tiny Pop, Pop, Pop Max, Sony Movies Action, Sony Movie Channel, Sony Movies Christmas, Sony Crime Channel, and Sony Channel.



As of September 30, 2019					As of September 30, 2018
Television and Digital Channels <sup>58</sup>	Country / Region	Launch Year <sup>59</sup>	Sony's Ownership	Number of Subscribers <sup>60</sup> (mil.)	Number of Subscribers <sup>60</sup> (mil.)
<b>Asia and Australia:</b>					
<i>India Channels</i> <sup>61</sup>	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	489.1	1,285.6
<i>AXN Asia</i>	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	17.0	17.3
<i>Animax Asia</i>	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	10.9	10.6
<i>Sony Channel Asia</i>	Thailand, Singapore, other parts of East Asia	2007	100%	*	2.7
<i>ONE</i>	Malaysia, Indonesia, Singapore, Brunei	2010	100%	3.3	3.4
<i>AXN Japan</i>	Japan	1998	65%	7.4	7.4
<i>Animax Japan</i>	Japan	1998	50%	8.5	8.5
<i>Animax on PlayStation</i>	Japan	2018	100%	*	-
<i>Kids Station</i>	Japan	2018	51%	7.9	7.8
<i>AXN Mystery Japan</i>	Japan	2008	100%	6.6	6.4
<i>Star Channel Japan</i>	Japan	2013	25%	*	1.1
<i>AXN Korea</i>	South Korea	2011	49%	22.2	20.5
<i>Animax Korea</i>	South Korea	2006	100%	26.4	25.5
<i>FMN</i>	Indonesia	2013	50%	0.4	0.3
<i>Crackle Australia</i>	Australia	2010	100%	*	N/A
<i>GEM</i>	Vietnam	2014	100%	*	1.0
<i>GEM Asia</i>	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	0.9	1.1
<b>North America:</b>					
<i>GSN</i>	U.S.	1994	58%	53.8	59.1
<i>Crackle U.S.</i>	U.S.	2009	100%	*	N/A
<i>Crackle Canada</i>	Canada	2010	100%	*	N/A
<i>Crackle Plus</i> <sup>62</sup>	U.S.	2019	49%	N/A	*
<i>Sony Movie Channel U.S.</i>	U.S.	2010	100%	5.5	5.4
<i>CineSony</i>	U.S.	2012	100%	3.7	3.6
<i>Hollywood Suite 90s Movies</i>	Canada	2012	47%	0.5	0.4
<i>Hollywood Suite 2000s Movies</i>	Canada	2012	47%	0.5	0.4
<i>getTV</i>	U.S.	2014	100%	48.7	46.4
<i>FunimationNow</i>	U.S.	2017	95%	-	-

Note: N/A means there are or were no subscribers.

\* means the television and digital channels are or were not owned, or broadcast, by SPE.

- means that SPE does not disclose the number of subscribers for SVOD services.

Since September 30, 2018, SPT has sold or closed the following channels:

- in the UK, sold CSC Media Group channels Chart Show TV, The Vault, Chart Show Hits, and Starz on December 12<sup>th</sup>, 2018;
- in the UK, closed Sony Crime 2 and Scuzz on November 15<sup>th</sup>, 2018;
- in Africa, closed Sony Max Africa and Sony Channel Africa on October 31<sup>st</sup> and December 31<sup>st</sup>, 2018, respectively;
- in Japan, sold its remaining stake (25%) in Star Channel Japan, which operates Star Channel 1, Star Channel 2, and Star Channel 3, on November 9<sup>th</sup>, 2018.

Since December 31, 2018, SPT has sold or closed the following channels:

- in India, closed Le Plex, Ten Golf HD, and Rox on January 1<sup>st</sup>, 2019.
- in Vietnam, closed GEM Vietnam on February 20<sup>th</sup>, 2019.
- in Turkey, Sony Channel Turkey, Planet Turk, Planet Mutfak and Sony Cocuk have ceased being distributed and therefore currently has no subscribers.

Since March 31, 2019 SPT has sold or closed the following channels:

- in Asia, closed Sony Channel Asia on June 1, 2019.
- in the U.S., contributed assets from Crackle U.S. to establish the Crackle Plus joint ventures on May 14, 2019.
- in Latin America, shut down Crackle OLA, Crackle Brazil, and Crackle Mexico on April 30, 2019.

Since June 30, 2019 SPT has sold or closed the following channels:

- in Europe, closed the Film1 channels on July 31, 2019.
- in the UK, closed True Crime (previously TruTV) on September 10, 2019; rebranded Movies4Men into Sony Movies Action, Sony Movies Channel into Sony Movies, True Movies into Sony Movies Christmas, and True Entertainment into Sony Channel.

#### Number of Channels and Subscribers (Total)

	As of September 30, 2019	As of September 30, 2018
Number of Channels (Total)	77	101
Number of Subscribers <sup>60 63</sup> (Total) (mil.)	Approx. 1,035.5	Approx. 1,999.7

<sup>58</sup> Individual channels may have more than one feed; total channel feeds were 157 as of September 30, 2019.

<sup>59</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>60</sup> Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

<sup>61</sup> India Channels comprise the following: SET, MAX, SAB, PIX, ATHH, MIX, SIX, AXN, PAL, MAX 2, SONY ESPN, WAH, Sony BBC Earth, Sony YAY!, Marathi, and the TEN Sports Channels. The first of the India Channels was launched in 1995 with the others launched at various times thereafter. International subscribers (subscribers from outside of India) account for 1.7 million and 2.0 million of the totals noted for September 30, 2019 and 2018, respectively.

<sup>62</sup> In connection with the establishment of the Crackle Plus joint venture, SPE received, among other things, 37,000 units of preferred equity and 1,000 units of common equity of Crackle Plus, and a future right to convert the preferred equity into common equity of Crackle Plus. If converted, SPE would have a 49% ownership interest in Crackle Plus on a fully diluted basis.

<sup>63</sup> The Telecom Regulatory Authority of India ("TRAI") instituted a new tariff regime, effective February 1st, 2019, whereby Indian consumers would be able to subscribe to channels on an a-la-carte basis rather than as bundles. Due to the migration to the new tariff regime, the pay subscriber base is estimated to have declined from 156M to 115M. Additionally, subscribers have opted to subscribe to fewer channels. As a result, the estimated number of subscribers to the Indian channels has declined significantly.

## Cautionary Statement

Statements made in this release with respect to Sony's current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Sony. Forward-looking statements include, but are not limited to, those statements using words such as "believe," "expect," "plans," "strategy," "prospects," "forecast," "estimate," "project," "anticipate," "aim," "intend," "seek," "may," "might," "could" or "should," and words of similar meaning in connection with a discussion of future operations, financial performance, events or conditions. From time to time, oral or written forward-looking statements may also be included in other materials released to the public. These statements are based on management's assumptions, judgments and beliefs in light of the information currently available to it. Sony cautions investors that a number of important risks and uncertainties could cause actual results to differ materially from those discussed in the forward-looking statements, and therefore investors should not place undue reliance on them. Investors also should not rely on any obligation of Sony to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Sony disclaims any such obligation. Risks and uncertainties that might affect Sony include, but are not limited to:

- (i) Sony's ability to maintain product quality and customer satisfaction with its products and services;
- (ii) Sony's ability to continue to design and develop and win acceptance of, as well as achieve sufficient cost reductions for, its products and services, including image sensors, game and network platforms, smartphones and televisions, which are offered in highly competitive markets characterized by severe price competition and continual new product and service introductions, rapid development in technology and subjective and changing customer preferences;
- (iii) Sony's ability to implement successful hardware, software, and content integration strategies, and to develop and implement successful sales and distribution strategies in light of new technologies and distribution platforms;
- (iv) the effectiveness of Sony's strategies and their execution, including but not limited to the success of Sony's acquisitions, joint ventures, investments, capital expenditures, restructurings and other strategic initiatives;
- (v) changes in laws, regulations and government policies in the markets in which Sony and its third-party suppliers, service providers and business partners operate, including those related to taxation, as well as growing consumer focus on corporate social responsibility;
- (vi) Sony's continued ability to identify the products, services and market trends with significant growth potential, to devote sufficient resources to research and development, to prioritize investments and capital expenditures correctly and to recoup its investments and capital expenditures, including those required for technology development and product capacity;
- (vii) Sony's reliance on external business partners, including for the procurement of parts, components, software and network services for its products or services, the manufacturing, marketing and distribution of its products, and its other business operations;
- (viii) the global economic and political environment in which Sony operates and the economic and political conditions in Sony's markets, particularly levels of consumer spending;
- (ix) Sony's ability to meet operational and liquidity needs as a result of significant volatility and disruption in the global financial markets or a ratings downgrade;
- (x) Sony's ability to forecast demands, manage timely procurement and control inventories;
- (xi) foreign exchange rates, particularly between the yen and the U.S. dollar, the euro and other currencies in which Sony makes significant sales and incurs production costs, or in which Sony's assets, liabilities and operating results are denominated;
- (xii) Sony's ability to recruit, retain and maintain productive relations with highly skilled personnel;
- (xiii) Sony's ability to prevent unauthorized use or theft of intellectual property rights, to obtain or renew licenses relating to intellectual property rights and to defend itself against claims that its products or services infringe the intellectual property rights owned by others;
- (xiv) the impact of changes in interest rates and unfavorable conditions or developments (including market fluctuations or volatility) in the Japanese equity markets on the revenue and operating income of the Financial Services segment;
- (xv) shifts in customer demand for financial services such as life insurance and Sony's ability to conduct successful asset liability management in the Financial Services segment;
- (xvi) risks related to catastrophic disasters or similar events;
- (xvii) the ability of Sony, its third-party service providers or business partners to anticipate and manage cybersecurity risk, including the risk of unauthorized access to Sony's business information and the personally identifiable information of its employees and customers, potential business disruptions or financial losses; and
- (xviii) the outcome of pending and/or future legal and/or regulatory proceedings.

Risks and uncertainties also include the impact of any future events with material adverse impact. Important information regarding risks and uncertainties is also set forth in Sony's most recent Form 20-F, which is on file with the U.S. Securities and Exchange Commission.