SONY

Supplemental Information for the Consolidated Financial Results for the Fourth Quarter Ended March 31, 2019 2018 年度第 4 四半期連結業績補足資料

April 26, 2019 Sony Corporation ソニー株式会社

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<u>Supplemental Financial Data 補足財務データ</u>

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-13 and afterwards in Sony's Form 20-F for the fiscal year ended March 31, 2018. 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 |
| Semiconductors segment | Semicon | Property, plant and equipment | PP&E |
| Financial Services segment | Financial | | |

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-8 for the Fiscal Year Ended March 31, 2019.

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

| (Yen) | - | | | FY17 | | | | | FY18 | | | FY19 Apr | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------------------------------|--|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Assumption ¹ (Q1 - Q4) | |
| USD | 108.4 | 111.1 | 111.0 | 113.0 | 108.4 | 110.9 | 109.1 | 111.5 | 112.9 | 110.3 | 110.9 | 110 | |
| EUR | 118.8 | 122.1 | 130.4 | 133.0 | 133.2 | 129.7 | 130.1 | 129.7 | 128.8 | 125.3 | 128.5 | 125 | |
| Brazilian Real | 32.9 | 34.6 | 35.1 | 34.8 | 33.4 | 34.5 | 30.4 | 28.3 | 29.6 | 29.3 | 29.4 | 28.5 | |
| Chinese Yuan | 16.1 | 16.2 | 16.6 | 17.1 | 17.1 | 16.8 | 17.1 | 16.4 | 16.3 | 16.3 | 16.5 | 15.8 | |
| Indian Rupee | 1.63 | 1.74 | 1.74 | 1.76 | 1.70 | 1.73 | 1.64 | 1.60 | 1.58 | 1.58 | 1.60 | 1.58 | |
| Russian Ruble | 1.73 | 1.95 | 1.88 | 1.93 | 1.91 | 1.92 | 1.76 | 1.70 | 1.70 | 1.67 | 1.71 | 1.65 | |

■ 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 appre | eciation against | 1% yen appreciation against | | | | |
|----------------------------------|-------------|-------------------|---|--|--|--|--|
| | USD | EUR | Emerging market Currencies ² | | | | |
| G&NS | +1.5 | -2.5 | | | | | |
| EP&S | +3.5 | -2.0 | N/A | | | | |
| Semicon | -5.5 | slightly negative | | | | | |
| Electronics total ³ | 0 | -5.0 | -2.7 | | | | |
| Entertainment total ⁴ | | | | | | | |
| (Pictures and Music total) | -1.4 | N/A | N/A | | | | |

¹ Assumed foreign exchange rates are based on company forecast.

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

³ Electronics total includes the G&NS, EP&S and Semicon segments.

⁴ 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 o | f yen) | FY16 | | | FY17 | | | | | FY18 | | | FY19 |
|-------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------------|
| | | 1110 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| 00.00 | Sales | 1,649,799 | 348,062 | 433,204 | 717,966 | 444,580 | 1,943,812 | 472,101 | 550,065 | 790,613 | 498,093 | 2,310,872 | 2,300,000 |
| G&NS | OI | 135,553 | 17,733 | 54,750 | 85,364 | 19,631 | 177,478 | 83,450 | 90,622 | 73,082 | 63,938 | 311,092 | 280,000 |
| N.A | Sales | 647,658 | 168,572 | 206,566 | 218,429 | 206,428 | 799,995 | 181,471 | 203,856 | 209,350 | 212,812 | 807,489 | 830,000 |
| Music | OI | 75,798 | 25,022 | 32,514 | 39,342 | 30,908 | 127,786 | 32,104 | 31,501 | 147,096 | 21,786 | 232,487 | 135,000 |
| Disturse | Sales | 903,129 | 205,811 | 244,003 | 260,317 | 300,936 | 1,011,067 | 175,081 | 240,871 | 276,737 | 294,184 | 986,873 | 1,080,000 |
| Pictures | OI | -80,521 | -9,497 | 7,696 | 10,489 | 32,422 | 41,110 | -7,601 | 23,535 | 11,588 | 27,077 | 54,599 | 65,000 |
| | Sales | 1,039,004 | 256,867 | 300,933 | 429,847 | 235,086 | 1,222,733 | 272,087 | 274,938 | 388,824 | 219,562 | 1,155,411 | |
| HE&S | OI | 58,504 | 22,583 | 24,387 | 46,213 | -7,342 | 85,841 | 17,391 | 24,457 | 47,474 | 347 | 89,669 | see below |
| | Sales | 579,633 | 155,635 | 156,720 | 181,102 | 162,435 | 655,892 | 164,202 | 163,891 | 187,993 | 154,364 | 670,450 | reference |
| IP&S | OI | 47,257 | 23,204 | 18,870 | 25,982 | 6,868 | 74,924 | 26,077 | 21,813 | 34,241 | 1,844 | 83,975 | for EP&S |
| MC | Sales | 759,145 | 181,187 | 172,041 | 217,543 | 152,971 | 723,742 | 132,507 | 117,821 | 137,221 | 110,451 | 498,000 | forecast |
| MC | OI | 10,164 | 3,616 | -2,453 | 15,801 | -44,600 | -27,636 | -10,758 | -29,814 | -15,502 | -41,062 | -97,136 | |
| Comison | Sales | 773,123 | 204,261 | 228,363 | 250,930 | 166,456 | 850,010 | 202,239 | 254,446 | 230,327 | 192,318 | 879,330 | 990,000 |
| Semicon | OI | -7,811 | 55,442 | 49,370 | 60,558 | -1,347 | 164,023 | 29,137 | 47,928 | 46,510 | 20,299 | 143,874 | 145,000 |
| Financial | Revenue | 1,087,504 | 303,160 | 279,224 | 373,271 | 272,722 | 1,228,377 | 335,205 | 353,453 | 163,586 | 430,295 | 1,282,539 | 1,330,000 |
| Financial | OI | 166,424 | 46,223 | 36,599 | 56,287 | 39,838 | 178,947 | 40,581 | 39,160 | 37,894 | 43,842 | 161,477 | 170,000 |
| | Sales | 450,450 | 109,240 | 112,820 | 108,582 | 76,532 | 407,174 | 82,924 | 89,118 | 101,351 | 72,344 | 345,737 | N.A. |
| All Other | OI | -29,585 | -8,231 | -28 | 2,255 | -17,526 | -23,530 | 294 | 5,042 | 6,104 | -22,567 | -11,127 | -106,000 ⁵ |
| Corp. | Sales | -286,195 | -74,682 | -71,343 | -85,670 | -67,125 | -298,820 | -64,193 | -65,699 | -84,197 | -56,925 | -271,014 | N.A. |
| Elim. | OI | -87,081 | -18,484 | -17,477 | 8,546 | -36,668 | -64,083 | -15,669 | -14,733 | -11,499 | -32,774 | -74,675 | |
| Cons. | Sales | 7,603,250 | 1,858,113 | 2,062,531 | 2,672,317 | 1,951,021 | 8,543,982 | 1,953,624 | 2,182,760 | 2,401,805 | 2,127,498 | 8,665,687 | 8,800,000 |
| Total | OI | 288,702 | 157,611 | 204,228 | 350,837 | 22,184 | 734,860 | 195,006 | 239,511 | 376,988 | 82,730 | 894,235 | 810,000 |

For reference: fiscal year results and FY19 forecast of EP&S segement ご参考: EP&S 分野の年間業績及び FY19 見通し

| 5040 | Sales | 2,600,400 | 2,320,600 | 2,240,000 |
|------|-------|-----------|-----------|-----------|
| EP&S | OI | 133,100 | 76,500 | 121,000 |

For reference: G&NS Operating Income if timing of internal royalty recognition was consistent between subsidiaries ご参考:内部ロイヤリティの認識タイミングが子会社間で一致していたと仮定した場合の G&NS の営業利益

135,553 G&NS OI 22,865 49,618

⁵ All Other + Corp. Elim.

| (Millions of yen) | | | | FY17 | | | | | FY18 | | |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| G&NS | 1,581,568 | 323,051 | 414,255 | 681,649 | 429,343 | 1,848,298 | 449,980 | 535,754 | 759,109 | 479,779 | 2,224,622 |
| Digital Software and | 525,683 | 135,789 | 158,987 | 232,498 | 234,946 | 762,220 | 224,942 | 258,267 | 353,906 | 265,116 | 1,102,231 |
| Add-on Content | 525,005 | 155,769 | 130,907 | 232,490 | 234,940 | 102,220 | 224,942 | 230,207 | 333,900 | 203,110 | 1,102,231 |
| Network Services | 189,241 | 59,513 | 63,999 | 67,909 | 79,551 | 270,972 | 75,444 | 75,998 | 79,799 | 95,283 | 326,524 |
| Hardware and Others | 866,644 | 127,749 | 191,269 | 381,242 | 114,846 | 815,106 | 149,594 | 201,489 | 325,404 | 119,380 | 795,867 |
| Music | 630,767 | 165,076 | 202,837 | 214,267 | 202,612 | 784,792 | 177,708 | 200,294 | 205,287 | 211,736 | 795,025 |
| Recorded Music | 388,948 | 99,822 | 109,177 | 128,239 | 109,722 | 446,960 | 99,739 | 105,463 | 117,350 | 104,374 | 426,926 |
| Music Publishing | 66,541 | 16,858 | 19,501 | 18,334 | 19,667 | 74,360 | 21,464 | 19,436 | 30,374 | 35,392 | 106,666 |
| Visual Media & Platform | 175,278 | 48,396 | 74,159 | 67,694 | 73,223 | 263,472 | 56,505 | 75,395 | 57,563 | 71,970 | 261,433 |
| Pictures | 901,230 | 205,670 | 243,738 | 260,050 | 300,715 | 1,010,173 | 173,227 | 242,021 | 276,340 | 293,682 | 985,270 |
| Motion Pictures | 409,363 | 70,274 | 124,800 | 106,931 | 146,940 | 448,945 | 68,568 | 109,334 | 140,319 | 117,796 | 436,017 |
| Television Productions | 271,886 | 61,898 | 57,389 | 82,227 | 87,510 | 289,024 | 45,415 | 68,482 | 64,426 | 110,493 | 288,816 |
| Media Networks | 219,981 | 73,498 | 61,549 | 70,892 | 66,265 | 272,204 | 59,244 | 64,205 | 71,595 | 65,393 | 260,437 |
| HE&S | 1,034,215 | 256,465 | 300,770 | 429,604 | 234,895 | 1,221,734 | 271,957 | 274,496 | 388,705 | 219,375 | 1,154,533 |
| TV | 720,557 | 179,374 | 219,553 | 301,476 | 161,360 | 861,763 | 186,550 | 191,705 | 264,258 | 145,910 | 788,423 |
| Audio & Video | 311,771 | 76,722 | 80,639 | 127,303 | 72,530 | 357,194 | 84,929 | 81,861 | 123,481 | 72,309 | 362,580 |
| Other | 1,887 | 369 | 578 | 825 | 1,005 | 2,777 | 478 | 930 | 966 | 1,156 | 3,530 |
| IP&S | 571,499 | 154,117 | 155,170 | 179,112 | 158,764 | 647,163 | 162,483 | 161,623 | 185,636 | 151,562 | 661,304 |
| Still and Video Cameras | 351,834 | 105,863 | 99,343 | 121,156 | 88,956 | 415,318 | 113,256 | 103,034 | 122,767 | 82,449 | 421,506 |
| Other | 219,665 | 48,254 | 55,827 | 57,956 | 69,808 | 231,845 | 49,227 | 58,589 | 62,869 | 69,113 | 239,798 |
| MC | 752,688 | 179,066 | 169,818 | 215,141 | 149,891 | 713,916 | 130,354 | 114,886 | 134,978 | 107,112 | 487,330 |
| Semicon | 659,779 | 172,679 | 193,407 | 218,303 | 142,503 | 726,892 | 176,673 | 222,924 | 201,469 | 169,556 | 770,622 |
| Financial (revenue) | 1,080,284 | 301,360 | 277,434 | 371,498 | 270,943 | 1,221,235 | 333,240 | 351,493 | 161,630 | 428,345 | 1,274,708 |
| All Other | 375,116 | 94,104 | 95,592 | 96,611 | 65,220 | 351,527 | 74,447 | 77,226 | 86,466 | 61,667 | 299,806 |
| Corp. | 16,104 | 6,525 | 9,510 | 6,082 | -3,865 | 18,252 | 3,555 | 2,043 | 2,185 | 4,684 | 12,467 |
| Cons. Total | 7,603,250 | 1,858,113 | 2,062,531 | 2,672,317 | 1,951,021 | 8,543,982 | 1,953,624 | 2,182,760 | 2,401,805 | 2,127,498 | 8,665,687 |

■ 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)

■ Unit sales of key products 主要製品販売台数

| (Million units) | | | | | | | | FY19 | | | | |
|------------------------------|------|-----|-----|-----|-----|------|-----|------|-----|-----|------|------------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| PlayStation®4 hardware | 20.0 | 3.3 | 4.2 | 9.0 | 2.5 | 19.0 | 3.2 | 3.9 | 8.1 | 2.6 | 17.8 | 16.0 |
| TVs | 12.1 | 2.5 | 3.2 | 4.2 | 2.5 | 12.4 | 2.6 | 2.8 | 3.8 | 2.1 | 11.3 | 11 |
| Digital cameras ⁶ | 4.2 | 1.3 | 1.1 | 1.4 | 0.6 | 4.4 | 1.0 | 0.9 | 1.1 | 0.6 | 3.6 | 3.0 |
| Smartphones | 14.6 | 3.4 | 3.4 | 4.0 | 2.7 | 13.5 | 2.0 | 1.6 | 1.8 | 1.1 | 6.5 | 5.0 |

■ Sales to customers by geographic region⁷ (to external customers) 地域別売上高(外部顧客に対するもの)

| (Millions of yen) | 51/40 | | | FY17 | | | | | FY18 | | |
|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| Japan | 2,392,790 | 619,741 | 596,538 | 775,569 | 633,771 | 2,625,619 | 631,698 | 669,141 | 516,579 | 774,366 | 2,591,784 |
| United States | 1,673,768 | 360,936 | 437,185 | 614,438 | 423,146 | 1,835,705 | 398,867 | 475,900 | 630,919 | 476,449 | 1,982,135 |
| Europe | 1,634,683 | 351,750 | 429,883 | 640,214 | 419,610 | 1,841,457 | 394,651 | 449,147 | 628,104 | 390,264 | 1,862,166 |
| China | 557,995 | 162,216 | 176,920 | 182,809 | 152,773 | 674,718 | 184,170 | 199,240 | 205,037 | 181,969 | 770,416 |
| Asia-Pacific | 866,712 | 247,398 | 278,447 | 293,992 | 204,342 | 1,024,179 | 206,993 | 255,025 | 266,425 | 183,750 | 912,193 |
| Other Areas | 477,302 | 116,072 | 143,558 | 165,295 | 117,379 | 542,304 | 137,245 | 134,307 | 154,741 | 120,700 | 546,993 |
| Cons. total | 7,603,250 | 1,858,113 | 2,062,531 | 2,672,317 | 1,951,021 | 8,543,982 | 1,953,624 | 2,182,760 | 2,401,805 | 2,127,498 | 8,665,687 |

Europe: United Kingdom, France, Germany, Russia, Spain and Sweden Asia-Pacific: India, South Korea, Oceania, Thailand and Malaysia Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

⁶ Digital cameras include compact digital cameras and interchangeable single-lens cameras.

⁷ 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:

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

| (Millions of yen) | FY16 | | | FY17 | | | | | FY18 | | |
|-------------------|---------|--------|--------|--------|---------|---------|--------|--------|---------|--------|---------|
| | FTIO | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| G&NS | 25,486 | 6,904 | 7,258 | 7,324 | 7,605 | 29,091 | 7,024 | 7,092 | 7,352 | 7,555 | 29,023 |
| Music | 16,124 | 4,142 | 4,247 | 4,444 | 5,397 | 18,230 | 4,369 | 4,498 | 5,799 | 6,593 | 21,259 |
| Pictures | 20,487 | 5,972 | 5,975 | 6,243 | 6,268 | 24,458 | 5,870 | 5,994 | 6,462 | 5,755 | 24,081 |
| HE&S | 19,830 | 4,989 | 4,569 | 6,053 | 5,525 | 21,136 | 5,539 | 5,513 | 5,390 | 5,445 | 21,887 |
| IP&S | 25,442 | 5,861 | 5,704 | 6,152 | 6,211 | 23,928 | 6,071 | 6,177 | 6,097 | 6,522 | 24,867 |
| MC | 19,794 | 4,585 | 4,715 | 4,923 | 4,992 | 19,215 | 4,682 | 4,777 | 2,766 | 2,770 | 14,995 |
| Semicon | 102,328 | 23,802 | 24,637 | 24,955 | 25,864 | 99,258 | 25,940 | 27,058 | 28,256 | 29,492 | 110,746 |
| Financial | 47,056 | 15,107 | 17,274 | 15,506 | 31,956 | 79,843 | 17,906 | 15,532 | 35,173 | 22,568 | 91,179 |
| All Other, Corp. | 50,501 | 11,901 | 12,320 | 12,625 | 9,439 | 46,285 | 8,842 | 8,942 | 9,284 | 8,921 | 35,989 |
| Cons. Total | 327,048 | 83,263 | 86,699 | 88,225 | 103,257 | 361,444 | 86,243 | 85,583 | 106,579 | 95,621 | 374,026 |

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

| (Millions of yen) | EV16 | | | | | | | FY18 | | | | | |
|----------------------------|---------|--------|--------|--------|--------|---------|--------|--------|--------|---------|---------|--|--|
| | FTIO | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | | |
| Amortization of film costs | 297,505 | 79,318 | 80,824 | 99,567 | 99,565 | 359,274 | 58,001 | 75,891 | 98,246 | 116,355 | 348,493 | | |

■ 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 | | | | | FY19 | | | |
|---|---------|--------|--------|--------|---------|---------|--------|--------|---------|---------|---------|------------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| Total additions to long-lived assets ⁸ | 272,203 | 67,381 | 75,819 | 94,841 | 94,099 | 332,140 | 62,966 | 69,311 | 93,896 | 117,924 | 344,097 | 510,000 |
| Additions to PP&E | 183,957 | 46,872 | 51,171 | 69,919 | 62,767 | 230,729 | 43,867 | 45,962 | 70,065 | 85,248 | 245,142 | 400,000 |
| Additions to intangible assets | 88,246 | 20,509 | 24,648 | 24,922 | 31,332 | 101,411 | 19,099 | 23,349 | 23,831 | 32,676 | 98,955 | 110,000 |
| Total depreciation and amortization ⁹ | 327,048 | 83,263 | 86,699 | 88,225 | 103,257 | 361,444 | 86,243 | 85,583 | 106,579 | 95,621 | 374,026 | 405,000 |
| Depreciation of PP&E | 169,284 | 40,781 | 41,756 | 42,705 | 44,615 | 169,857 | 42,937 | 44,004 | 44,257 | 45,804 | 177,002 | 205,000 |
| Amortization of intangible assets9 | 157,764 | 42,482 | 44,943 | 45,520 | 58,642 | 191,587 | 43,306 | 41,579 | 62,322 | 49,817 | 197,024 | 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 |
|---|---------|--------|--------|--------|--------|---------|--------|--------|--------|---------|---------|------------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| Total additions to long-lived assets ⁸ | 257,624 | 64,842 | 72,436 | 90,117 | 88,392 | 315,787 | 60,566 | 64,596 | 89,217 | 109,960 | 324,339 | 490,000 |
| Additions to PP&E | 179,298 | 45,788 | 50,766 | 68,992 | 62,381 | 227,927 | 43,624 | 45,601 | 68,782 | 84,805 | 242,812 | 390,000 |
| Additions to intangible assets | 78,326 | 19,054 | 21,670 | 21,125 | 26,011 | 87,860 | 16,942 | 18,995 | 20,435 | 25,155 | 81,527 | 100,000 |
| Total depreciation and amortization ⁹ | 279,992 | 68,156 | 69,425 | 72,719 | 71,301 | 281,601 | 68,337 | 70,051 | 71,406 | 73,053 | 282,847 | 320,000 |
| Depreciation of PP&E | 167,356 | 40,253 | 41,142 | 42,031 | 43,976 | 167,402 | 42,307 | 43,377 | 43,611 | 45,235 | 174,530 | 200,000 |
| Amortization of intangible assets9 | 112,636 | 27,903 | 28,283 | 30,688 | 27,325 | 114,199 | 26,030 | 26,674 | 27,795 | 27,818 | 108,317 | 120,000 |

■ Research and development expenses 研究開発費

| (Millions of yen) | | FY17 | | | | FY18 | | | | FY19 | | |
|-----------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| | FY16 Q1 | | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| Research and development expenses | 447,456 | 101,789 | 108,807 | 115,783 | 132,138 | 458,518 | 107,462 | 116,529 | 121,026 | 136,185 | 481,202 | 500,000 |

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

| (Millions of yen) | FY16 | FY17 | FY18 |
|-------------------|---------|---------|---------|
| G&NS | 95,553 | 106,227 | 116,308 |
| HE&S | 47,255 | 58,044 | 60,928 |
| IP&S | 58,622 | 58,578 | 57,429 |
| MC | 54,852 | 55,446 | 44,479 |
| Semicon | 117,579 | 107,209 | 124,215 |
| Corporate R&D | 44,361 | 44,901 | 45,918 |

⁸ Excluding additions for tangible and intangible assets from business combinations.
 ⁹ 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 expense¹⁰)

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 | | | | |
|-------------------|--------|-------|-------|-------|--------|--------|-------|-------|-------|--------|--------|------------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| G&NS | 231 | - | - | - | - | - | - | - | - | - | - | |
| Music | 3,590 | 7 | 215 | 1,594 | 4,814 | 6,630 | - | 781 | 587 | 1,824 | 3,192 | |
| Pictures | 2,467 | 570 | -127 | 39 | 2,440 | 2,922 | 602 | 1,988 | 1,549 | 656 | 4,795 | |
| HE&S | 752 | 15 | 4 | 8 | 825 | 852 | - | - | - | - | - | |
| IP&S | 640 | 12 | 9 | 2 | 601 | 624 | - | - | - | - | - | N.A. |
| MC | 826 | 649 | 42 | 538 | 797 | 2,026 | 264 | 575 | 2,077 | 13,181 | 16,097 | |
| Semicon | -9 | - | - | - | 28 | 28 | - | - | - | - | - | |
| Financial | - | - | - | - | - | - | - | - | - | - | - | |
| All Other, Corp. | 51,718 | 1,185 | 1,448 | 911 | 5,779 | 9,323 | 443 | 326 | 2,660 | 5,578 | 9,007 | |
| Cons. Total | 60,215 | 2,438 | 1,591 | 3,092 | 15,284 | 22,405 | 1,309 | 3,670 | 6,873 | 21,239 | 33,091 | 24,000 |

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

| (Yen) | FY17 | | | | FY18 | | | | |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | |
| Period-end USD rates | 112.0 | 112.7 | 113.0 | 106.2 | 110.5 | 113.6 | 111.0 | 111.0 | |
| Period-end EUR rates | 128.0 | 132.9 | 134.9 | 130.5 | 127.9 | 132.1 | 127.0 | 124.6 | |

■ Inventory by segment セグメント別棚卸資産

| (Billions of yen) | | FY1 | 7 | | | | | |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| G&NS | 116.7 | 229.6 | 103.3 | 74.0 | 77.9 | 170.0 | 76.4 | 75.1 |
| Music | 13.8 | 14.3 | 15.8 | 14.1 | 14.8 | 16.0 | 18.0 | 17.0 |
| Pictures | 43.5 | 44.4 | 45.9 | 38.9 | 43.6 | 43.1 | 45.0 | 38.6 |
| HE&S | 135.3 | 173.8 | 144.7 | 121.3 | 114.5 | 154.3 | 115.2 | 112.5 |
| IP&S | 71.5 | 83.4 | 90.3 | 75.6 | 77.2 | 85.6 | 87.3 | 82.5 |
| MC | 87.4 | 106.3 | 85.2 | 78.7 | 76.7 | 80.6 | 50.9 | 26.3 |
| Semicon | 215.2 | 224.5 | 216.7 | 240.9 | 240.3 | 217.3 | 234.7 | 253.4 |
| All Other, Corp. | 44.7 | 54.4 | 51.8 | 49.4 | 47.6 | 47.7 | 48.6 | 47.9 |
| Cons. Total | 728.1 | 930.7 | 753.7 | 692.9 | 692.6 | 814.6 | 676.1 | 653.3 |

■ Film costs (balance) 繰延映画製作費(残高)

| (Billions of yen) | | FY17 | 7 | | | | | |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Film costs | 352.1 | 367.3 | 365.8 | 327.6 | 373.7 | 416.5 | 414.4 | 409.0 |

■ Long-lived assets¹¹ by segment セグメント別固定資産

| (Billions of yen) | | FY17 | 7 | | | FY18 | 3 | |
|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| G&NS | 137.5 | 139.4 | 141.9 | 136.9 | 137.8 | 138.7 | 138.4 | 139.4 |
| Music | 236.1 | 235.4 | 235.0 | 197.8 | 199.4 | 201.9 | 613.3 | 604.9 |
| Pictures | 160.5 | 160.2 | 159.2 | 150.4 | 152.3 | 153.5 | 144.2 | 143.6 |
| HE&S | 37.1 | 36.8 | 38.2 | 39.6 | 38.1 | 38.0 | 38.0 | 39.7 |
| IP&S | 60.9 | 56.1 | 56.3 | 63.3 | 62.5 | 62.8 | 62.4 | 60.0 |
| MC | 63.7 | 65.1 | 63.4 | 28.7 | 29.2 | 15.6 | 17.1 | 17.8 |
| Semicon | 354.2 | 348.3 | 368.5 | 366.2 | 371.5 | 376.0 | 379.9 | 405.6 |
| Financial | 51.5 | 59.1 | 60.4 | 57.0 | 57.1 | 59.4 | 61.0 | 65.9 |
| All Other, Corp. | 231.8 | 239.1 | 239.7 | 226.7 | 224.8 | 218.6 | 227.9 | 218.1 |
| Cons. Total | 1,333.3 | 1,339.5 | 1,362.6 | 1,266.6 | 1,272.7 | 1,264.5 | 1,682.2 | 1,695.0 |

¹⁰ 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.
¹¹ Long-lived assets include PP&E and intangible assets.

■ Goodwill by segment セグメント別営業権

| (Billions of yen) | | FY17 | , | | | FY18 | 3 | |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| G&NS | 152.1 | 152.5 | 152.6 | 150.6 | 151.7 | 152.6 | 151.8 | 154.0 |
| Music | 167.7 | 173.0 | 172.1 | 165.4 | 170.4 | 175.3 | 392.5 | 403.4 |
| Pictures | 138.4 | 142.0 | 154.7 | 144.4 | 148.9 | 152.4 | 148.0 | 145.5 |
| HE&S | - | - | - | - | - | - | - | - |
| IP&S | 9.6 | 9.7 | 9.7 | 9.5 | 9.5 | 8.9 | 8.7 | 8.7 |
| MC | 3.3 | 3.3 | 3.3 | 3.3 | 3.3 | 3.3 | 3.3 | 3.3 |
| Semicon | 48.0 | 48.1 | 48.2 | 45.8 | 46.5 | 47.0 | 46.6 | 46.6 |
| Financial | 2.4 | 7.2 | 7.2 | 7.2 | 7.2 | 7.2 | 7.2 | 7.2 |
| All Other, Corp. | 4.4 | 4.5 | 4.5 | 4.3 | 4.3 | 4.4 | 4.3 | - |
| Cons. Total | 525.9 | 540.3 | 552.3 | 530.5 | 541.8 | 551.1 | 762.4 | 768.6 |

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

| (Billions of yen) | | FY17 | | | FY19 Apr FCT | | |
|-------------------|--------|----------------------|-----------------------------------|--------|----------------------|-----------------------------------|-----------------------|
| | ROIC | Return ¹² | Invested Capital ¹³ | ROIC | Return ¹² | Invested Capital ¹³ | ROIC |
| G&NS | 28.7% | 117.2 | 408.1 | 54.9% | 211.5 | 385.1 | 49.3% |
| Music | 36.2% | 84.3 | 233.2 | 36.1% | 158.1 | 437.7 | 12.8% |
| Pictures | 3.1% | 27.1 | 876.1 | 4.5% | 37.1 | 828.8 | 5.2% |
| HE&S | 32.1% | 56.6 | 176.3 | 37.4% | 61.0 | 163.2 | see below |
| IP&S | 33.0% | 49.5 | 149.6 | 37.5% | 57.1 | 152.4 | reference for EP&S |
| MC | -13.2% | -18.2 | 138.1 | -74.1% | -66.1 | 89.2 | forecast |
| Semicon | 17.3% | 108.2 | 627.2 | 14.6% | 97.8 | 669.4 | 12.6% |

| For reference: fiscal year results and | d FY19 foreca | ast of EP&S | segement | ご参考:E | EP&S 分野の | 年間業績及 | び FY19 見通し |
|--|---------------|-------------|----------|-------|----------|-------|------------|
| EP&S | 18.9% | 87.9 | 464.0 | 12.9% | 52.0 | 404.8 | 21.4% |

■ Cash Flow(CF) by segment セグメント別キャッシュ・フロー¹⁴

| (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 |
| Semicon | 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 |

¹² Operating Income after tax. Tax rates applied to all segments are 34% for FY17 and 32% for FY18 and FY19.

¹³ The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, HE&S, IP&S, MC and Semicon. 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, HE&S, MC and Semicon 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, HE&S, IP&S, MC and Semicon have been calculated by averaging the amount at the beginning and the end of the fiscal year. ¹⁴ 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, Semiconductors: -0.4 bln yen, All Other and Corporate and elimination: -0.6 bln yen

[&]quot;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) | FY16 | | | FY17 | | | FY18 | | | | | |
|--|-----------|---------|---------|---------|---------|-----------|---------|---------|---------|---------|-----------|--|
| | FTIO | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | |
| Hardware ¹⁵ | 598,373 | 98,315 | 137,398 | 270,653 | 84,258 | 590,624 | 98,920 | 126,534 | 223,476 | 78,771 | 527,701 | |
| Game Software ¹⁶¹⁷ | 710,970 | 157,795 | 202,641 | 298,970 | 260,711 | 920,117 | 268,243 | 317,008 | 410,275 | 298,218 | 1,293,744 | |
| Physical Software | 185,287 | 22,006 | 43,654 | 66,472 | 25,765 | 157,897 | 43,301 | 58,741 | 56,369 | 33,102 | 191,513 | |
| Digital Software and Add-on Content | 525,683 | 135,789 | 158,987 | 232,498 | 234,946 | 762,220 | 224,942 | 258,267 | 353,906 | 265,116 | 1,102,231 | |
| Network Services ¹⁸ | 189,241 | 59,513 | 63,999 | 67,909 | 79,551 | 270,972 | 75,444 | 75,998 | 79,799 | 95,284 | 326,525 | |
| Others ¹⁹ | 151,215 | 32,439 | 29,166 | 80,434 | 20,060 | 162,099 | 29,494 | 30,526 | 77,063 | 25,821 | 162,903 | |
| Segment Total Sales | 1,649,799 | 348,062 | 433,204 | 717,966 | 444,580 | 1,943,812 | 472,101 | 550,065 | 790,613 | 498,094 | 2,310,873 | |

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

| | | | | FY19 | | | | | | | | |
|---|-------|------|------|------|------|-------|------|------|------|------|-------|------------|
| (Million units) | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Apr FCT |
| PS4 hardware | 20.0 | 3.3 | 4.2 | 9.0 | 2.5 | 19.0 | 3.2 | 3.9 | 8.1 | 2.6 | 17.8 | 16.0 |
| PS4 full game software ²⁰ | 217.9 | 38.7 | 69.7 | 86.5 | 52.0 | 246.9 | 40.6 | 75.1 | 87.2 | 54.7 | 257.6 | N.A. |
| PS4 full game software digital download ratio ²¹ | 27% | 39% | 27% | 28% | 43% | 32% | 43% | 28% | 37% | 45% | 37% | N.A. |

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

| (Million subscribers) | FY16 | | FY1 | 7 | | FY18 | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|--|
| (Million subscribers) | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | |
| PlayStation®Plus | 26.4 | 27.0 | 28.1 | 31.5 | 34.2 | 33.9 | 34.3 | 36.3 | 36.4 | |

Previously disclosed cumulative sell-through units of PS4 hardware and software²²

| As of | Number of cumulative s | ell-through units (million) |
|---|------------------------|-----------------------------|
| | PS4 Hardware | PS4 Software ²³ |
| 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 |

¹⁵ Hardware includes sales of game consoles such as PS4.

²² Sell-through units are estimated by Sony Interactive Entertainment.

¹⁶ Game Software includes physical software sales and digital software sales (including full-games and add-on content).

¹⁷ Physical Software sales is Sell-in base, Digital Software and Add-on Content sales is download base.

 ¹⁸ Network Services includes the network revenues Sony reconcerned on Sonten Gales is dominate base.
 ¹⁸ Network Services includes the network revenues Sony reconcerned on Sonten Gales is dominate base.
 ¹⁸ PlayStation[™]Nideo, PlayStation[™]Music, PlayStation[™]Now, PlayStation[™]Now, PlayStation[™]Vue and advertising revenue.

 ¹⁹ Others includes peripheral sales (including PlayStation®VR).
 ²⁰ Physical Software sales is Sell-in base, Digital Software sales is download base.

²¹ 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."

²³ 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 | Number of global cumulative | As of |
|----------------------------|---------------|--|------------------------------|
| The | (in the U.S.) | sell-through units (million) ²⁴ | (Number of Days in Release) |
| Bloodborne | 3/26/2015 | 1.0 | 4/5/2015 (11) ²⁵ |
| Uncharted 4: A Thief's End | 5/10/2016 | 2.7 | 5/16/2016 (7) |
| Unchanted 4. A Thier's End | 5/10/2016 | 8.7 | 12/21/2016 (226) |
| | | 2.6 | 3/13/2017 (14) ²⁶ |
| lorizon Zero Dawn | 2/28/2017 | 7.6 | 2/15/2018 (353) |
| | | 10.0 | 12/31/2018 (672) |
| GOD OF WAR | 4/20/2018 | 3.1 | 4/22/2018 (3) |
| GOD OF WAR | 4/20/2018 | 5.0 | 5/20/2018 (31) |
| Detroit: Become Human | 5/25/2018 | 2.0 | 12/12/2018 (202) |
| Marvel's Spider-Man | 9/7/2018 | 3.3 | 9/9/2018 (3) |
| | 9/7/2018 | 9.0 | 11/25/2018 (80) |

 ²⁴ Sell-through units are estimated by Sony Interactive Entertainment. They do not include add-on content.
 ²⁵ As of April 4, 2015 for sales in North America and Europe.
 ²⁶ 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 | | | | | |
|-------------------------|---------|--------|---------|---------|---------|---------|--------|---------|---------|---------|---------|
| | FY16 | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| Physical | 130,982 | 33,553 | 27,591 | 43,664 | 30,318 | 135,126 | 22,560 | 20,353 | 27,137 | 19,512 | 89,561 |
| Digital | 200,022 | 51,386 | 65,284 | 68,288 | 62,320 | 247,278 | 62,832 | 66,912 | 72,487 | 64,550 | 266,781 |
| Download ²⁷ | 59,415 | 12,943 | 12,295 | 12,752 | 11,849 | 49,839 | 10,668 | 9,797 | 9,816 | 8,987 | 39,268 |
| Streaming ²⁸ | 140,607 | 38,443 | 52,989 | 55,536 | 50,471 | 197,439 | 52,164 | 57,115 | 62,671 | 55,563 | 227,513 |
| Other ²⁹ | 57,944 | 14,883 | 16,302 | 16,287 | 17,084 | 64,556 | 14,347 | 18,198 | 17,727 | 20,314 | 70,584 |
| Total | 388,948 | 99,822 | 109,177 | 128,239 | 109,722 | 446,960 | 99,739 | 105,463 | 117,350 | 104,375 | 426,927 |
| (Yen) | | | | | | | | | | | |
| Average USD rates | 108.4 | 111.1 | 111.0 | 113.0 | 108.4 | 110.9 | 109.1 | 111.5 | 112.9 | 110.3 | 110.9 |

- Top 10 best-selling recorded music projects³⁰ for Sony Music Entertainment for the fiscal years and quarters ended March 31, 2019 and 2018 (In order of revenue contribution)

| For the fisc | al year ended March 31, 2019 | For the fi | fiscal year ended March 31, 2018 | | | |
|----------------------|-----------------------------------|--------------------------------------|----------------------------------|--|--|--|
| Artist | Title | Artist | Title | | | |
| Travis Scott | ASTROWORLD | P!nk | Beautiful Trauma | | | |
| Camila Cabello | Camila | Camila Cabello | Camila | | | |
| Luke Combs | This One's for You | DJ Khaled | Grateful | | | |
| George Ezra | Staying at Tamara's | Khalid | American Teen | | | |
| Calvin Harris | Calvin Harris Releases | Harry Styles | Harry Styles | | | |
| Khalid | American Teen | Rag'n'Bone Man | Human | | | |
| Khalid | Free Spirit | Justin Timberlake | Man of the Woods | | | |
| Kane Brown | Kane Brown | Chris Brown | Heartbreak on a Full Moon | | | |
| A\$AP Rocky | TESTING | Calvin Harris | Funk Wav Bounces Vol.1 | | | |
| Chris Brown | Heartbreak on a Full Moon | SZA | Ctrl | | | |
| | | | | | | |
| For the q | uarter ended March 31, 2019 | For the quarter ended March 31, 2018 | | | | |
| Artist | Title | Artist | Title | | | |
| Travis Scott | ASTROWORLD | Justin Timberlake | Man of the Woods | | | |
| 21 Savage | i am > i was | Camila Cabello | Camila | | | |
| Khalid | Free Spirit | G-Eazy | The Beautiful & Damned | | | |
| Future | Future Hndrxx Presents: The WIZRD | P!nk | Beautiful Trauma | | | |
| Backstreet Boys | DNA | Khalid | American Teen | | | |
| Luke Combs | This One's for You | Chris Brown | Heartbreak on a Full Moon | | | |
| Calvin Harris | Calvin Harris Releases | SZA | Ctrl | | | |
| George Ezra | Staying at Tamara's | Kane Brown | Kane Brown | | | |
| Khalid | American Teen | Rag'n'Bone Man | Human | | | |
| Bring Me The Horizon | amo | 21 Savage, Offset & Metro Boomin | Without Warning | | | |

²⁷ Download includes digital download and mobile (ringtone).

²⁸ Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.

²⁹ Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

³⁰ 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.

- Top 5 best-selling recorded music projects³¹ for Sony Music Entertainment (Japan) Inc., for the fiscal years and quarters ended March 31, 2019 and 2018 (In order of revenue contribution)

| ar ended March 31, 2019 | For the fiscal year ended March 31, 2018 | | | | |
|-------------------------------------|---|---|--|--|--|
| Title | Artist | Title | | | |
| aerimichi wa Toomawari Shitaku Naru | Nogizaka46 | Umaretekara Hajimete Mita Yume | | | |
| kochuu de Ikou! | Keyakizaka46 | Masshiro na Mono wa Yogoshitaku Naru | | | |
| atsukoi | Nogizaka46 | Itsuka Dekiru Kara Kyou Dekiru | | | |
| nchronicity | Nogizaka46 | Nigemizu | | | |
| mbivalent | Keyakizaka46 | Glass Wo Ware! | | | |
| ended March 31, 2019 | For th | e guarter ended March 31, 2018 | | | |
| Title | Artist | Title | | | |
| ıroi Hitsuji | Keyakizaka46 | Glass Wo Ware! | | | |
| run | Kenshi Yonezu | Lemon | | | |
| DOTLEG | Nogizaka46 | Boku Dake no Kimi ~Under Super Best~ | | | |
| mon | JUJU | 1 | | | |
| AVA | Little Glee Monster | iuice | | | |
| | Title nerimichi wa Toomawari Shitaku Naru kochuu de Ikou! atsukoi nchronicity nbivalent ended March 31, 2019 Title iroi Hitsuji run DOTLEG mon | TitleArtistperimichi wa Toomawari Shitaku Naru kochuu de Ikou!Nogizaka46kochuu de Ikou!Keyakizaka46atsukoiNogizaka46nchronicityNogizaka46mbivalentKeyakizaka46ended March 31, 2019For th ArtistTitleKeyakizaka46roi HitsujiKeyakizaka46vunKeyakizaka46DOTLEGNogizaka46monJUJU | | | |

- Noteworthy projects³¹ for the quarter ending June 30, 2019 (In alphabetical order)

| Artist | Title |
|--------------------|--------------------------|
| Khalid | Free Spirit |
| P!nk | Hurts 2B Human |
| DJ Khaled | Father of Asahd |
| BTS | Map of the Soul: Persona |
| Bruce Springsteen | T.B.D |
| Calvin Harris | T.B.D |
| Chris Brown | T.B.D |
| Mark Ronson | T.B.D |
| Tyler, The Creator | T.B.D |
| Vampire Weekend | Father of the Bride |

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 |

³¹ 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.

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, 2017 | Fis | Fiscal year ended March 31, 2018 | | | | | Fiscal year ended March 31, 2019 | | | | |
|-------------------------|-------------------------------------|-------|----------------------------------|-------|-------|-------|-------|----------------------------------|-------|-------|-------|--|
| | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | |
| Sales | 8,292 | 1,851 | 2,195 | 2,305 | 2,782 | 9,133 | 1,594 | 2,160 | 2,452 | 2,664 | 8,870 | |
| Operating income (loss) | (682) ³² | (86) | 69 | 93 | 300 | 376 | (69) | 211 | 102 | 245 | 489 | |

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

| | Fiscal year ended March 31, 2017 | Fis | cal year e | ended Mar | ch 31, 20 | 18 | Fiscal year ended March 31, 2019 | | | | |
|------------------------|-------------------------------------|-------|------------|-----------|-----------|-------|----------------------------------|-------|-------|-------|-------|
| | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| Motion Pictures | 3,758 | 632 | 1,122 | 947 | 1,356 | 4,057 | 624 | 980 | 1,244 | 1,067 | 3,915 |
| Theatrical | 1,001 | 129 | 632 | 302 | 450 | 1,513 | 95 | 369 | 532 | 194 | 1,190 |
| Home Entertainment | 1,038 | 199 | 162 | 331 | 290 | 982 | 234 | 159 | 320 | 300 | 1,013 |
| TV Distribution | 1,548 | 265 | 263 | 274 | 575 | 1,377 | 267 | 397 | 308 | 510 | 1,482 |
| Others | 171 | 39 | 65 | 40 | 41 | 185 | 28 | 55 | 84 | 63 | 230 |
| Television Productions | 2,487 | 557 | 517 | 728 | 812 | 2,614 | 414 | 614 | 570 | 999 | 2,597 |
| Media Networks | 2,029 | 661 | 554 | 628 | 612 | 2,455 | 539 | 576 | 634 | 593 | 2,342 |
| Intersegment | 18 | 1 | 2 | 2 | 2 | 7 | 17 | (10) | 4 | 5 | 16 |
| Total | 8,292 | 1,851 | 2,195 | 2,305 | 2,782 | 9,133 | 1,594 | 2,160 | 2,452 | 2,664 | 8,870 |

- Film costs³³ breakdown in U.S. dollars (Million USD)

| | Fiscal year ended March 31, 2017 | Fiscal year ended March 31, 2018 | | | Fiscal year ended March 31, 2019 | | | | | | |
|--|-------------------------------------|----------------------------------|-------|-------|----------------------------------|---------|------------------|-------|-------|---------|---------|
| | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 ³⁴ | Q2 | Q3 | Q4 | FY |
| Motion Pictures | 1,532 | 1,580 | 1,609 | 1,509 | 1,538 | 1,580 | 1,510 | 1,639 | 1,746 | 1,757 | 1,510 |
| Television Productions | 814 | 1,047 | 1,119 | 1,314 | 1,199 | 1,047 | 1,151 | 1,225 | 1,396 | 1,500 | 1,151 |
| Media Networks | 327 | 374 | 416 | 435 | 500 | 374 | 495 | 517 | 525 | 476 | 495 |
| Beginning Balance | 2,673 | 3,001 | 3,144 | 3,258 | 3,237 | 3,001 | 3,156 | 3,381 | 3,667 | 3,733 | 3,156 |
| Motion Pictures | 736 | 160 | 138 | 275 | 184 | 757 | 245 | 280 | 284 | 355 | 1,164 |
| Television Productions | 1,634 | 388 | 504 | 347 | 330 | 1,569 | 310 | 494 | 437 | 480 | 1,721 |
| Media Networks | 703 | 309 | 200 | 240 | 248 | 997 | 202 | 194 | 220 | 170 | 786 |
| Increase in film costs ³³ | 3,073 | 857 | 842 | 862 | 762 | 3,323 | 757 | 968 | 941 | 1,005 | 3,671 |
| Motion Pictures | (688) | (131) | (238) | (246) | (231) | (846) | (116) | (173) | (273) | (203) | (765) |
| Television Productions | (1,401) | (316) | (309) | (462) | (432) | (1,519) | (236) | (323) | (333) | (618) | (1,510) |
| Media Networks | (656) | (267) | (181) | (175) | (252) | (875) | (180) | (186) | (269) | (232) | (867) |
| Amortization of film costs ³³ | (2,745) | (714) | (728) | (883) | (915) | (3,240) | (532) | (682) | (875) | (1,053) | (3,142) |
| Motion Pictures | 1,580 | 1,609 | 1,509 | 1,538 | 1,491 | 1,491 | 1,639 | 1,746 | 1,757 | 1,909 | 1,909 |
| Television Productions | 1,047 | 1,119 | 1,314 | 1,199 | 1,097 | 1,097 | 1,225 | 1,396 | 1,500 | 1,362 | 1,362 |
| Media Networks | 374 | 416 | 435 | 500 | 496 | 496 | 517 | 525 | 476 | 414 | 414 |
| Ending Balance | 3,001 | 3,144 | 3,258 | 3,237 | 3,084 | 3,084 | 3,381 | 3,667 | 3,733 | 3,685 | 3,685 |

³² Operating loss includes a \$962 million impairment charge of goodwill in the third quarter of the fiscal year ended March 31, 2017.

³³ 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.

³⁴ 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 for films released in North America during the fiscal year ended March 31, 2019³⁵ (Million USD)

| Title | Label Release Date (Days in Release) ³⁶ | | | North America Box Office | International Box Office | Total |
|---|---|------------|---------------------|--------------------------------|-----------------------------|-------|
| Superfly | Columbia Pictures | 6/13/2018 | (58) | \$21 | \$0 | \$21 |
| Sicario: Day of the Soldado | Columbia Pictures | 6/29/2018 | (84) | \$50 | \$5 ³⁷ | \$55 |
| Hotel Transylvania 3: Summer Vacation | Columbia Pictures / Sony Pictures Animation | 7/13/2018 | (140) | \$168 | \$361 | \$529 |
| The Equalizer 2 | Columbia Pictures | 7/20/2018 | (63) | \$102 | \$88 | \$190 |
| Slender Man | Screen Gems | 8/10/2018 | (84) | \$31 | \$21 | \$52 |
| Searching | Screen Gems | 8/24/2018 | (84) | \$26 | \$49 | \$75 |
| Venom | Columbia Pictures | 10/5/2018 | (112) | \$214 | \$641 | \$855 |
| Goosebumps 2: Haunted Halloween | Columbia Pictures | 10/12/2018 | (70) | \$47 | \$46 | \$93 |
| The Front Runner | Columbia Pictures | 11/6/2018 | (45) | \$2 | \$1 | \$3 |
| The Girl in the Spider's Web | Columbia Pictures | 11/9/2018 | (42) | \$15 | \$20 | \$35 |
| The Possession of Hannah Grace | Screen Gems | 11/30/2018 | (84) | \$15 | \$28 ³⁸ | \$43 |
| Spider-Man™: Into the Spider-Verse | Columbia Pictures / Sony Pictures Animation | 12/14/2018 | (108) ³⁹ | \$190 | \$184 ³⁸ | \$374 |
| Holmes & Watson | Columbia Pictures | 12/25/2018 | (59) | \$31 | \$10 ³⁸ | \$41 |
| Escape Room | Columbia Pictures | 1/4/2019 | (87)39 | \$57 | \$95 ³⁸ | \$152 |
| A Dog's Way Home | Columbia Pictures | 1/11/2019 | (77) | \$42 | \$33 ⁴⁰ | \$75 |
| Miss Bala | Columbia Pictures | 2/1/2019 | (49) | \$15 | \$0 ³⁸ | \$15 |

- Motion Pictures Box Office for films released in North America during the fiscal year ended March 31, 2018⁴¹ (Million USD)

| Title | Label | Release D (Days in Rele | | North America Box Office | International Box Office | Total |
|-----------------------------------|--|----------------------------|---------------------|-----------------------------|-----------------------------|-------|
| Smurfs: The Lost Village | Columbia Pictures / Sony Pictures Animation | 4/7/2017 | (119) | \$45 | \$152 | \$197 |
| Rough Night | Columbia Pictures | 6/16/2017 | (77) | \$22 | \$25 | \$47 |
| Baby Driver | TriStar Pictures | 6/28/2017 | (114) | \$108 | \$119 | \$227 |
| Spider-Man™: Homecoming | Columbia Pictures | 7/7/2017 | (147) | \$334 | \$546 | \$880 |
| The Emoji Movie | Columbia Pictures / Sony Pictures Animation | 7/28/2017 | (126) | \$86 | \$132 | \$218 |
| The Dark Tower | Columbia Pictures | 8/4/2017 | (77) | \$51 | \$63 | \$114 |
| All Saints | Columbia Pictures / AFFIRM Films | 8/25/2017 | (63) | \$6 | \$0 | \$6 |
| Flatliners | Columbia Pictures | 9/29/2017 | (56) | \$17 | \$28 | \$45 |
| Blade Runner 2049 | Columbia Pictures | 10/6/2017 | (119) | No Rights | \$167 | \$167 |
| Only the Brave | Columbia Pictures | 10/20/2017 | (105) | \$18 | \$0 ⁴³ | \$18 |
| Roman J. Israel, Esq. | Columbia Pictures | 11/17/2017 | (98) | \$12 | \$0 ⁴⁴ | \$12 |
| The Star | Sony Pictures Animation / AFFIRM Films | 11/17/2017 | (91) | \$41 | \$22 | \$63 |
| Call Me by Your Name | Sony Pictures Classics | 11/24/2017 | (128) ⁴⁵ | \$18 | \$21 ⁴⁴ | \$39 |
| Jumanji: Welcome to the Jungle | Columbia Pictures | 12/20/2017 | (102)45 | \$403 | \$543 ⁴⁴ | \$946 |
| All the Money in the World | TriStar Pictures | 12/25/2017 | (88) | \$25 | \$4 ⁴³ | \$29 |
| Insidious: The Last Key | Stage 6 Films | 1/5/2018 | (56) | \$1 ⁴⁶ | \$99 | \$100 |
| Proud Mary | Screen Gems | 1/12/2018 | (56) | \$21 | \$1 ⁴⁴ | \$22 |
| Peter Rabbit | Columbia Pictures / Sony Pictures Animation | 2/9/2018 | (51) ⁴⁵ | \$110 | \$112 ⁴⁴ | \$222 |
| Paul, Apostle of Christ | Sony / AFFIRM Films | 3/23/2018 | (9)45 | \$10 | \$1 ⁴⁴ | \$11 |

³⁵ Data as of March 31, 2019; 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 anv.

³⁶ Days in North America theatrical release up to and including March 31, 2019.

³⁸ Still in release Internationally as of March 31, 2019.

³⁹ Still in release in North America as of March 31, 2019.

⁴² Days in North America theatrical release up to and including March 31, 2018.

⁴³ Source: SPRI; SPE has limited territory rights as of March 31, 2018. ⁴⁴ Still in release Internationally as of March 31, 2018.

⁴⁵ Still in release in North America as of March 31, 2018.

³⁷ Source: Sony Pictures Releasing International ("SPRI"); SPE has limited territory rights as of March 31, 2019.

⁴⁰ Source: SPRI; SPE has limited territory rights; Still being released internationally as of March 31, 2019.

⁴¹ Data as of March 31, 2018; 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 Box Office greater than \$10 million, if any; table also includes films of Stage 6 Films with total Box office greater than \$10 million, if any.

⁴⁶ Source: Sony Pictures Worldwide Acquisitions; SPE has limited North America rights.

- Select films to be released in the U.S. during the twelve months ending March 31, 2020 (Release dates and titles subject to change) Total: 18 titles

| Title | Talent | Expected Release Date | Label |
|---|---|--------------------------|--|
| The Intruder | Michael Ealy, Meagan Good, Joseph Sikora, and Dennis Quaid | 5/3/2019 | Screen Gems |
| Brightburn | Elizabeth Banks, David Denman, Jackson A. Dunn, Matt Jones, and Meredith Hagner | 5/24/2019 | Screen Gems |
| Men in Black™: International (3D) | Chris Hemsworth, Tessa Thompson, Rebecca Ferguson, Kumail Nanjiani, Rafe Spall, Les Twins – Laurent & Larry Bourgeois, with Emma Thompson, and Liam Neeson | 6/14/2019 | Columbia Pictures |
| Spider-Man [™] : Far From Home (3D) | Tom Holland, Samuel L. Jackson, Zendaya, Cobie Smulders, Jon Favreau, JB Smoove, Jacob Batalon, Martin Starr, with Marisa Tomei, and Jake Gyllenhaal | 7/2/2019 | Columbia Pictures |
| Once Upon a Time…in Hollywood | Leonardo DiCaprio, Brad Pitt, Margot Robbie | 7/26/2019 | Columbia Pictures |
| The Angry Birds Movie 2 (3D) | Jason Sudeikis, Josh Gad, Leslie Jones, Bill Hader, Rachel Bloom, Awkwafina, Sterling K. Brown, Eugenio Derbez, Danny BcBride, Peter Dinklage, Zach Woods, Pete Davidson, Dove Cameron, Lil Rey Howery, Beck Bennett, Nicki Minaj, Brooklynn Prince | 8/14/2019 | Columbia Pictures / Sony Pictures Animation |
| Overcomer | Alex Kendrick, , Priscilla Shirer, Shari Rigby, Cameron Arnett, Aryn Wright-Thomas | 8/23/2019 | Sony / AFFIRM Films |
| Black and Blue | Naomie Harris, Tyrese Gibson, Frank Grillo, Reid Scott, Beau Knapp, Mike Colter, Nafessa Williams | 9/20/2019 | Screen Gems |
| Zombieland 2: Double Tap | Woody Harrelson, Jesse Eisenberg, and Emma Stone, Abigail Breslin, Rosario Dawson, Zoey Deutch | 10/11/2019 | Columbia Pictures |
| Charlie's Angels | Kristen Stewart, Naomi Scott, Ella Balinska, Elizabeth Banks, Dijmon Hounsou, Noah Centineo, Sam Clafin, and Patrick Stewart | 11/15/2019 | Columbia Pictures |
| A Beautiful Day in the Neighborhood | Tom Hanks, Matthew Rhys, Susan Kelechi Watson, Chris Cooper | 11/22/2019 | TriStar Pictures |
| Jumanji Sequel | 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 |
| Little Women | Florence Pugh, Saoirse Ronan, Eliza Scanlon, Emma Watson, Timothée Chalamet, Chris Cooper, Laura Dern, Louis Garrel, Tracy Letts, James Norton, Bob Odenkirk, Meryl Streep | 12/25/2019 | Columbia Pictures |
| Grudge | Andrea Riseborough, Demián Bichir, John Cho, Lin Shaye, Jacki Weaver | 1/3/2020 | Screen Gems |
| Bad Boys for Life | Will Smith, Martin Lawrence | 1/17/2020 | Columbia Pictures |
| Peter Rabbit 2 | James Corden, Rose Byrne, Domhnall Gleeson, David Oyelowo | 2/7/2020 | Columbia Pictures / Sony Pictures Animation |
| Bloodshot | Vin Diesel, Guy Pearce, Eiza González, Talulah Riley, Toby Kebbell | 2/21/2020 | Columbia Pictures |
| Blumhouse Fantasy Island Horror | Michael Peña, Jimmy O. Yang, Dave Bautista, Lucy Hale, Maggie Q, Ryan Hansen, Portia Doubleday | 2/28/2020 | Columbia Pictures |

- Select films to be released in the U.S. from April 1, 2020 onward (Release dates subject to change) Total: 10 titles

| Title | Expected Release Date | Label |
|------------------------------------|--------------------------|--|
| Escape Room 2 | 4/17/2020 | Columbia Pictures |
| Greyhound | 5/8/2020 | Columbia Pictures |
| Untitled Ghostbusters | 7/10/2020 | Columbia Pictures |
| Sony/ Marvel Morbius | 7/31/2020 | Columbia Pictures |
| Monster Hunter | 9/4/2020 | Screen Gems |
| Untitled Lord and Miller Animation | 9/18/2020 | Columbia Pictures / Sony Pictures Animation |
| Untitled Sony / Marvel Sequel | 10/2/2020 | Columbia Pictures |
| Vivo (3D) | 11/6/2020 | Columbia Pictures / Sony Pictures Animation |
| Masters of the Universe | TBD 2020 | Columbia Pictures |
| Hotel Transylvania 4 | 12/22/2021 | Columbia Pictures / Sony Pictures Animation |

- Top 5 Home Entertainment titles released during the fiscal years ended March 31, 2019 and 2018⁴⁷ (Film, Television and Direct-to-Video releases, in order of U.S. release date)

| For the fiscal year ended March | 31, 2019 | For the fiscal year ended March 31, 2018 | | |
|---------------------------------------|--------------|--|--------------|--|
| Title | Release Date | Title | Release Date | |
| Peter Rabbit | 5/1/2018 | Underworld: Blood Wars | 4/25/2017 | |
| Hotel Transylvania 3: Summer Vacation | 10/9/2018 | Baby Driver | 10/10/2017 | |
| The Equalizer 2 | 12/11/2018 | Spider-Man: Homecoming | 10/17/2017 | |
| Venom | 12/18/2019 | The Emoji Movie | 10/24/2017 | |
| Spider-Man: Into the Spider-Verse | 3/19/2019 | Jumanji: Welcome to the Jungle | 3/20/2018 | |

- Select Home Entertainment titles to be released during the quarter ending June 30, 2019 (In order of scheduled U.S. release date) (Release dates subject to change)

| For the quarter ending June 30, 2019 | | | | | |
|--------------------------------------|--------------------------|--|--|--|--|
| Title | Expected Release Date | | | | |
| A Dog's Way Home | 4/9/2019 | | | | |
| Holmes & Watson | 4/9/2019 | | | | |
| Escape Room | 4/23/2019 | | | | |
| Miss Bala | 4/30/2019 | | | | |
| Never Look Away | 5/14/2019 | | | | |

⁴⁷ Reflects top 5 titles released during the fiscal years ended March 31, 2019 and 2018, respectively, based on gross revenues earned from DVD, Blu-ray Disc[™] and Digital Distribution. Digital Distribution includes electronic sell-through and video-on-demand distributed on cable, direct broadcast satellite providers and digital platforms, as well as hotel pay-per-view.

Television Productions

- Television Series with an original broadcast on a U.S. linear network⁴⁸ during the quarters ended March 31, 2019 and 2018⁴⁹

| For the quarter | ended Mai | ch 31, 2019 | For the quarter en | ded Marcl | h 31, 2018 |
|---|-----------|-------------------------------------|---|-----------|-------------------------------------|
| Series | Season | Network | Series | Season | Network |
| Black Monday | 1 | Showtime | Alex, Inc. | 1 | ABS |
| Deadly Class | 1 | SyFy | Kevin Can Wait | 2 | CBS |
| Outlander | 4 | Starz | Outlander | 3 | Starz |
| Schooled | 1 | ABC | Preacher | 2 | AMC |
| Shark Tank | 10 | ABC | Shark Tank | 9 | ABC |
| Snoop Dogg Presents The Joker's Wild | 2 | TBS | S.W.A.T. | 1 | CBS |
| S.W.A.T. | 2 | CBS | Snoop Dogg Presents The Joker's Wild | 1 | TBS |
| The Blacklist | 6 | NBC | The Blacklist | 5 | NBC |
| The Goldbergs | 6 | ABC | The Goldbergs | 5 | ABC |
| The Good Doctor | 2 | ABC | Timeless | 2 | NBC |
| Days of our Lives | 54 | NBC | The Good Doctor | 1 | ABC |
| The Young and the Restless | 46 | CBS | Days of Our Lives | 53 | NBC |
| El Baron | 1 | Telemundo | The Young and the Restless | 45 | CBS |
| Wheel of Fortune | 36 | First Run Syndication ⁵⁰ | Wheel of Fortune | 35 | First Run Syndication ⁵⁰ |
| Jeopardy! | 35 | First Run Syndication ⁵⁰ | Jeopardy! | 34 | First Run Syndication ⁵⁰ |
| Dr. Oz Show | 10 | First Run Syndication ⁵⁰ | The Dr. Oz Show | 9 | First Run Syndication ⁵⁰ |

- Television Series with a new season to premiere on a U.S. linear network⁴⁸ from April 1, 2019 onward⁴⁹ (Releases subject to change)

| Airing after April 1, 2019 | | | | | | | |
|----------------------------|----------------------|----------|----------------------------|----------------------|-------------------------------------|--|--|
| Series | Season ⁵¹ | Network | Series | Season ⁵¹ | Network | | |
| Better Call Saul | 5 | AMC | The Blacklist | 7 | NBC | | |
| Outlander | 5/6 | Starz | The Good Doctor | 3 | ABC | | |
| Party of Five | 1 | Freeform | Days of our Lives | 55 | NBC | | |
| Preacher | 4 | AMC | The Young and the Restless | 47 | CBS | | |
| Shark Tank | 11 | ABC | Wheel of Fortune | 37 | First Run Syndication ⁵⁰ | | |
| The \$100,000 Pyramid | 4 | ABC | Jeopardy! | 36 | First Run Syndication ⁵⁰ | | |

- Select Television Series in U.S. off-network syndication⁵²

| As of March 31, 2019 | | | | | |
|----------------------|-----------------|--------------------|--|--|--|
| Outlander | Seinfeld | The Good Doctor | | | |
| Rules of Engagement | Strong Medicine | The Goldbergs | | | |
| Schooled | The Blacklist | The King of Queens | | | |

- Television Series with an original broadcast on a digital platform⁵³ during the quarters ended March 31, 2019 and 2018⁵⁴

| For the qua | arter ended Ma | rch 31, 2019 | For the quarte | r ended Marc | h 31, 2018 |
|-------------------|----------------|--------------|---|--------------|------------|
| Series | Season | Network | Series | Season | Network |
| Future Man | 2 | Hulu | The Dangerous Book for Boys | 1 | Amazon |
| One Day at a Time | 3 | Netflix | One Day at a Time | 2 | Netflix |
| Bloom | 1 | Stan | Philip K. Dick's Electric Dreams ⁵⁵ | 1 | Amazon |
| | | | Sneaky Pete | 2 | Amazon |
| | | | The Tick | 1 | Amazon |

Falsos Falsificados

Chosen

Blim

iQiyi

1

1

⁴⁸ Linear networks include free, basic or pay television.

⁴⁹ 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.

⁵⁰ First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

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

⁵² 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.

⁵³ 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.

⁵⁴ 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.

⁵⁵ Philip K. Dick's Electric Dreams aired on a non-U.S. linear network (U.K. Channel 4) and on a digital platform (Amazon).

- Television Series with a new season to premiere on a digital platform⁵⁶ from April 1, 2019 onward⁵⁷ (Releases subject to change)

| Airing after April 1, 2019 | | | | | |
|----------------------------|----------------------|-----------------|---|----------------------|-----------------|
| Series | Season ⁵⁸ | Network | Series | Season ⁵⁸ | Network |
| Atypical | 3 | Netflix | On Becoming a God in Central Florida | 1 | YouTube Premium |
| Cobra Kai | 2&3 | YouTube Premium | Sneaky Pete | 3 | Amazon |
| Crossing Swords | 1 | Hulu | The Boys | 1 | Amazon |
| For All Mankind | 1 | Apple | Them: Covenant | 1 | Amazon |
| Future Man | 3 | Hulu | The Tick | 2 | Amazon |
| L.A.'s Finest | 1 | Charter | Wheel of Time | 1 | Amazon |
| Behind Her Eyes | 1 | Netflix | | | |
| Flinch | 1 | Netflix | | | |
| The Commons | 1 | Stan | | | |
| The Crown | 3 & 4 | Netflix | | | |
| White Lines | 1 | Netflix | | | |

- Television Series with an original broadcast on a non-U.S. linear network⁵⁹ during the quarters ended March 31, 2019 and 2018⁵⁷

| For the quarter | ended M | arch 31, 20 | 19 | For the quarter | ended M | arch 31, 201 | 18 |
|--|---------|---------------|----------------|---|---------|--------------|--------------------------|
| Series | Seasor | Network | Territory | Series | Season | Network | Territory |
| Europe, Middle East and Afri | ca: | | | Europe, Middle East and Afri | ca: | | |
| Newlywed Game | 24 | France 2 | France | Newlywed Game | 23 | France 2 | France |
| Who Wants To Be A Millionaire | 17 | TF1 | France | Bangers & Cash 6 VOX | | VOX | Germany |
| Bangers & Cash | 7 | VOX | Germany | Der Lehrer 6 RTL | | RTL | Germany |
| Der Lehrer | 7 | RTL | Germany | Heldt | 6 | ZDF | Germany |
| Everybody Loves Raymond | 9/10 | CTC | Russia | Kopfgeld (Odd Squad) | 1 | RTL | Germany |
| Momsters | 4 | UTV | Russia | Start up! | 1 | SAT.1 | Germany |
| Fish on the cake | 1/2 | Che | Russia | Dance Dance Dance | 2 | Fox Life | Italy |
| Bletchley circle | 1 | Channel 1 | Russia | The Voice | 5 | RAI 2 | Italy |
| Midwives | 2/3 | Rossiya | Russia | Philip K Dick's Electric Dreams ⁵⁵ | 1 | Channel 4 | United Kingdom |
| Million Pound Menu | 2 | BBC2 | United Kingdom | Beauty Queen and Single | 1 | BBCNI | United Kingdom |
| Britain In Bloom | 2 | BBC2 | United Kingdom | Doodlebugs | 1 | BBC1 | United Kingdom |
| Strike Back | 7 | Sky | United Kingdom | Strike Back | 6 | Sky | United Kingdom |
| Who Wants To Be A Millionaire | 32 | ITV | United Kingdom | Everybody Loves Raymond | 9 | CTC | Russia |
| Latin America: | | | | Latin America: | | | |
| Minha Vida é Kiu | 1 | GNT | Brazil | Are You the One? | 4 | MTV | Brazil |
| De Férias com Ex - A treta não tira férias | 2 | MTV | Brazil | Paraiso Travel | 1 | RCN | Colombia |
| Enamorandonos (Love is Calling) |) 1 | TV Azteca | Mexico | Shark Tank Colombia | 1 | Canal Sony | Colombia/Pan Regional |
| Escape Perfecto (Raid the Cage) | 5 | TV Azteca | Mexico | Enamorandonos (Love is Calling) | 1 | TV Azteca | Mexico |
| La Guzman | 1 | Imagen | Mexico | Escape Perfecto (Raid the Cage) | 5 | TV Azteca | Mexico |
| Maria Magdalena | 1 | TVN Panama | Panama | Club de Eva | 1 | TV Azteca | Mexico |
| | | | | Tres Milagros | 1 | TV Azteca | Mexico |
| | | | | | | | |

⁵⁶ 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.

⁵⁷ 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.

⁵⁸ Only reflects the next season(s) that has been committed to by the network.

⁵⁹ Linear networks include free, basic or pay television.

Media Networks

- Television and Digital Channels as of March 31, 2019

| As of March 31, 2019 | | | | | |
|--|---|------------------------------|--------------------------|---|--|
| Television and Digital Channels ⁶⁰ | Country / Region | Launch Year ⁶¹ | Sony's Owner- ship | Number of Subscribers ⁶² (mil.) | Number of Subscribers ⁶² (mil.) |
| Europe, Middle East and Af | rica: | | | | |
| AXN Iberia | Spain, Portugal, Angola, Mozambique, Cape Verde | 1998 | 100% | 9.5 | 9.5 |
| AXN White Iberia | Spain, Portugal, Angola, Mozambique, Cape Verde | 2006 | 100% | 8.7 | 8.7 |
| AXN Black | Portugal, Angola, Mozambique, Cape Verde | 2011 | 100% | 4.0 | 3.9 |
| AXN Central Europe63 | Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria | 2003 | 100% | 46.9 | 45.2 |
| AXN SPIN Central Europe | Poland, Romania | 2012 | 100% | 9.4 | 9.1 |
| Pop Italy | Italy | 2018 | 100% | N/A | N/A |
| Cine Sony Italy | Italy | 2018 | 100% | N/A | N/A |
| AXN Germany | Austria, Germany, Switzerland | 2004 | 100% | 3.3 | 3.2 |
| Animax Germany | Austria, Germany, Switzerland | 2007 | 100% | 0.4 | - |
| Sony Channel Germany | Austria, Germany, Switzerland | 2013 | 100% | 0.8 | 0.8 |
| Sony MAX Africa | South Africa | 2007 | 100% | * | 7.2 |
| Sony Channel Africa | South Africa | 2007 | 100% | * | 7.2 |
| Sony Sci-Fi Russia | Russia, CIS, Georgia, Ukraine | 2007 | 88% | 10.1 | 8.8 |
| Sony Channel Russia | Russia, CIS, Georgia, Ukraine | 2009 | 88% | 10.5 | 9.6 |
| Sony Channel Baltics | Estonia, Latvia, Lithuania | 2010 | 88% | 1.5 | 1.5 |
| Sony Turbo Russia | Russia, CIS, Georgia, Ukraine | 2012 | 88% | 6.6 | 4.6 |
| Sony Turbo Baltics | Estonia, Latvia, Lithuania | 2012 | 88% | 0.9 | 0.9 |
| Sony Channel UK ⁶⁴ | United Kingdom, Malta | 2011 | 100% | * | * |
| Novies4Men UK | United Kingdom, Malta | 2012 | 100% | 13.5 | 13.5 |
| Sony Movie Channel UK | United Kingdom, Malta | 2012 | 100% | 13.5 | 13.5 |
| CSC Media Group | United Kingdom | 2014 | 100% | 90.8 | 148.2 |
| /iva | Israel | 2014 | 50% | 1.7 | 1.5 |
| /iva Plus | Israel | 2014 | 50% | 1.7 | 1.0 |
| -ilm 1 ⁶⁵ | Netherlands | 2015 | 100% | 0.6 | 0.7 |
| Film 1 D2C | Netherlands | 2019 | 100% | - | * |
| /iasat 3 | Hungary | 2015 | 100% | 3.3 | 3.4 |
| /iasat 6 | Hungary | 2015 | 100% | 3.1 | 3.0 |
| Sony Channel Turkey | Turkey | 2016 | 51% | N/A | 18.5 |
| Planet Turk | Turkey | 2016 | 51% | N/A | 15.9 |
| Planet Mutfak | Turkey | 2016 | 51% | N/A | 18.5 |
| Sony Cocuk | Turkey | 2016 | 51% | N/A | 18.5 |
| .atin America: | | | | | |
| Canal Sony OLA66 | Central America, South America (excluding Brazil), the Caribbean Basin islands | 1995 | 100% | 27.3 | 26.9 |
| AXN OLA ⁶⁶ | Central America, South America (excluding Brazil), the Caribbean Basin islands | 1999 | 100% | 25.7 | 25.1 |
| Crackle OLA ⁶⁶ | Pan-Regional Latin America (excluding Brazil and Mexico) | 2012 | 100% | - | |
| Canal Sony Brazil | Brazil | 1996 | 100% | 12.5 | 14.6 |
| XN Brazil | Brazil | 1999 | 100% | 11.1 | 11.9 |
| Crackle Brazil | Brazil | 2012 | 100% | | - |
| Canal Sony Mexico ⁶⁶ | Mexico | 1996 | 100% | 15.6 | 15.7 |
| AXN Mexico ⁶⁶ | Mexico | 1999 | 100% | 9.8 | 9.9 |
| Crackle Mexico ⁶⁶ | 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.

⁶⁰ Individual channels may have more than one feed; total channel feeds were 170 as of March 31, 2019.

⁶¹ Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

⁶² Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

⁶³ Includes AXN Black and AXN White.

⁶⁴ Sony Channel UK closed on February 6, 2018.

 ⁶⁵ Film 1 comprises the following channels: Film1 Premiere, Film1 Action, Film1 Family, and Film1 Drama. On August 31, 2018, Film1 Sundance closed and was replaced by an SVOD service from Film 1.
 ⁶⁶ In fiscal quarter ended March 31, 2019, Canal Sony Latin America is now reported as Canal Sony Mexico and Canal Sony OLA; AXN Latin America is now

reported as AXN Mexico and AXN OLA; and Crackle Latin America is now reported as Crackle Mexico and Crackle OLA.

| | As of March 31, 2018 | | | | |
|--|--|------------------------------|--------------------------|--|--|
| Television and Digital Channels ⁶⁷ | Country / Region | Launch Year ⁶⁸ | Sony's Owner- ship | Number of Subscribers ⁶⁹ (mil.) | Number of Subscribers ⁶⁹ (mil.) |
| Asia and Australia: | | | | | |
| India Channels ⁷⁰ | India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa | 1995 | 100% | 1,304.9 | 1,237.1 |
| AXN Asia | Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia | 1997 | 100% | 17.5 | 20.0 |
| Animax Asia | SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand | 2004 | 100% | 10.7 | 12.2 |
| Sony Channel Asia | Thailand, Singapore, other parts of East Asia | 2007 | 100% | 3.0 | 1.7 |
| ONE | Malaysia, Indonesia, Singapore, Brunei | 2010 | 100% | 3.3 | 3.3 |
| AXN Japan | Japan | 1998 | 65% | 7.4 | 7.4 |
| Animax Japan | Japan | 1998 | 50% | 8.6 | 8.6 |
| Animax on PlayStation | Japan | 2018 | 100% | - | * |
| Kids Station | Japan | 2018 | 51% | 7.9 | 7.9 |
| AXN Mystery Japan | Japan | 2008 | 100% | 6.6 | 6.5 |
| Star Channel Japan | Japan | 2013 | 25% | * | 1.1 |
| AXN Korea | South Korea | 2011 | 49% | 21.5 | 19.6 |
| Animax Korea | South Korea | 2006 | 100% | 25.6 | 24.3 |
| FMN | Indonesia | 2013 | 50% | 0.3 | 0.4 |
| Crackle Australia | Australia | 2010 | 100% | - | N/A |
| GEM | Vietnam | 2014 | 100% | 1.4 | 1.9 |
| GEM Asia | Cambodia, Hong Kong, Indonesia, Thailand | 2015 | 65% | 1.0 | 0.8 |
| North America: | | | | | |
| GSN | U.S. | 1994 | 58% | 56.7 | 61.6 |
| Crackle U.S. | U.S. | 2009 | 100% | N/A | N/A |
| Crackle Canada ⁷¹ | Canada | 2010 | 100% | N/A | N/A |
| Sony Movie Channel U.S. | U.S. | 2010 | 100% | 5.1 | 4.7 |
| CineSony | U.S. | 2012 | 100% | 3.3 | 3.5 |
| Hollywood Suite 90s Movies | Canada | 2012 | 47% | 0.4 | 0.4 |
| Hollywood Suite 2000s Movies | Canada | 2012 | 47% | 0.4 | 0.4 |
| getTV | U.S. | 2014 | 100% | 46.4 | 46.6 |
| FunimationNow | U.S. | 2018 | 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 March 31, 2018, SPT launched the Film1 D2C over-the-top service ("OTT") in the Netherlands in June 2018; previously, SPT launched the Animax on PlayStation SVOD service in Japan in December 2017. SPE does not disclose the number of subscribers for SVOD/OTT services.

Since June 30, 2018, SPT launched Sony Marathi, a new channel in India, on August 19th, 2018.

Since September 31, 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 12th, 2018;
 in the UK, closed Sony Crime 2 and Scuzz on November 15th, 2018;

in Africa, closed Sony Max Africa and Sony Channel Africa on October 31st and December 31st, 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 9th, 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 1st, 2019.
 - in Vietnam, closed GEM Vietnam on February 20th, 2019.

- in Turkey, Planet TV has ceased being distributed and therefore currently has no subscribers.

Number of Channels and Subscribers (Total)

| | As of March 31, 2019 | As of March 31, 2018 |
|---|----------------------|----------------------|
| Number of Channels (Total) | 82 | 100 |
| Number of Subscribers ^{69 72} (Total) (mil.) | 1,873.4 | Approx. 1,950.6 |

⁶⁷ Individual channels may have more than one feed; total channel feeds were 170 as of March 31, 2019.

⁶⁸ Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

⁶⁹ Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

⁷⁰ India Channels comprise the following: SET, MAX, SAB, PIX, ATHH, MIX, SIX, AXN, PAL, MAX 2, SONY ESPN, WAH, Sony BBC Earth, Sony YAY!, 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 2.2 million and 1.6 million of the totals noted for March 31, 2019 and 2018, respectively. ⁷¹ Crackle Canada closed on June 28, 2018.

⁷² 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. Given the change in the regulatory regime and a lag in reliable reporting from the operators, SPT is not able to accurately collect Indian subscribers at this time; as a result, the subscriber number from the previous quarter ended December 31st, 2018 has been used.

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;
- 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;
- 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;
- 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.