## SONY

## **Entertainment Business Supplemental Information**

Q2 FY2013 Consolidated Financial Results (Three months ended September 30, 2013)

## **Pictures Segment**

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

Management analyzes the results of Sony Pictures Entertainment ("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, which differ from the U.S. dollar convenience translation information presented in the earnings release, and the change in U.S. dollars, 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 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.

(Million USD)

	First quarter ended Jui	ne 30	
	2012	2013	Change
Sales and operating revenue	\$1,915	\$1,612	-15.8%
Operating income (loss)	(61)	41	-

	Second quarter ended Se	ptember 30	
	2012	2013	Change
Sales and operating revenue	\$2,073	\$1,798	-13.3%
Operating income (loss)	100	(179)	-

#### **■** Motion Pictures

### - Motion Pictures Box Office for films released in North America within the quarter ended September 30, 2013<sup>(1)</sup> (Million USD)

Title	Label	Release Date (Days in Release)	North America Box Office	International Box Office	Total
Grown Ups 2	Columbia	7/12/13 (81)	\$132	\$100	\$232
Blue Jasmine	Sony Pictures Classics	7/26/13 (67)	\$27 <sup>(2)</sup>	No Rights	\$27
The Smurfs 2	Columbia / Sony Pictures Animation	7/31/13 (62)	\$70	\$251	\$321
2 Guns	TriStar	8/2/13 (60)	No Rights	\$16 <sup>(3)</sup>	\$16
Elysium	TriStar	8/9/13 (53)	\$92	\$172	\$264
The Mortal Instruments: City of Bones	Screen Gems	8/21/13 (41)	\$26 <sup>(4)</sup>	No Rights	\$26
One Direction: This is Us	TriStar	8/30/13 (32)	\$29	\$36	\$65
Insidious: Chapter 2	TriStar	9/13/13 (18)	No Rights	\$3 <sup>(3)</sup>	\$3
Battle of the Year	Screen Gems	9/20/13 (11)	\$8	\$1	\$9
Cloudy With a Chance of Meatballs 2	Columbia / Sony Pictures Animation	9/27/13 (4)	\$35	\$1	\$36

<sup>(1)</sup> Data as of September 30, 2013; Source (unless otherwise noted): Box Office Mojo for North America and International Box Office (IBO); IBO 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.

<sup>(2)</sup> Source: Sony Pictures Classics for U.S. rights only.

<sup>(3)</sup> Source: Sony Pictures Releasing International for limited territory rights.

<sup>(4)</sup> Source: Sony Pictures Releasing for U.S. rights only.

### - Motion Pictures Box Office for films released in North America within the quarter ended September 30, 2012<sup>(5)</sup> (Million USD)

Title	Label	Release Date (Days in Release)	North America Box Office	International Box Office	Total
The Amazing Spider-Man	Columbia	7/3/12 (90)	\$262	\$491 <sup>(6)</sup>	\$753
Total Recall	Columbia	8/3/12 (59)	\$59	\$119	\$178
Hope Springs	Columbia	8/8/12 (54)	\$63	No Rights	\$63
Sparkle	TriStar	8/17/12 (45)	\$24	No Rights	\$24
Premium Rush	Columbia	8/24/12 (38)	\$20	\$7	\$27
Resident Evil: Retribution	Screen Gems	9/17/12 (14)	\$39	\$127	\$166
Hotel Transylvania	Columbia / Sony Pictures Animation	9/28/12 (3)	\$43	\$11	\$54
Looper	TriStar	9/28/12 (3)	\$21	No Rights	\$21

<sup>(5)</sup> Data as of September 30, 2012; Source (unless otherwise noted): Box Office Mojo for North America and IBO; IBO 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.

# - Select films to be released in the U.S. during the twelve months ending September 30, 2014 (Release dates subject to change)

Title	Talent	Expected Release Date	Label
Captain Phillips	Tom Hanks	10/11/13	Columbia
Carrie	Chloe Moretz, Julianne Moore	10/18/13	Screen Gems
American Hustle	Bradley Cooper, Christian Bale, Jennifer Lawrence, Jeremy Renner, Amy Adams	12/13/13	Columbia
The Monuments Men	Matt Damon, George Clooney	2/7/14	Columbia
RoboCop	Joel Kinnaman, Gary Oldman, Sam Jackson	2/12/14	Columbia
About Last Night	Kevin Hart, Michael Ealy	2/14/14	Screen Gems
Pompeii	Kit Harington, Keifer Sutherland	2/21/14	TriStar
Heaven is for Real	Greg Kinnear, Kelly Reilly	4/16/14	TriStar
The Amazing Spider-Man 2	Andrew Garfield, Emma Stone, Jamie Foxx	5/2/14	Columbia
22 Jump Street	Channing Tatum, Jonah Hill	6/13/14	Columbia
Think Like A Man Too	Kevin Hart, Gabrielle Union, Michael Ealy	6/20/14	Screen Gems
Sex Tape	Jason Segel, Cameron Diaz	7/18/14	Columbia
No Good Deed	Idris Elba, Taraji P. Henson	9/12/14	Screen Gems
When the Game Stands Tall	Jim Caviezel, Laura Dern, Michael Chiklis	9/19/14	TriStar
The Equalizer	Denzel Washington, Chloe Moretz	9/26/14	Columbia

# - Top DVD and Blu-ray<sup>™</sup> titles released during the second quarters ended September 30, 2013 and 2012 (Film, Television and Direct-to-Video releases, in decending order of units shipped in the U.S. during the quarter)

For the quarter ended September 30	), 2013
Title	Release Date
Olympus Has Fallen <sup>(7)</sup>	8/13/13
Evil Dead (2013)	7/16/13
Dead Man Down <sup>(7)</sup>	7/09/13
The Smurfs: The Legend of Sleepy Hollow	9/10/13
The Company You Keep	8/13/13

For the quarter ended September	r 30, 2012
Title	Release Date
Think Like A Man	8/28/12
Lockout (7)	7/17/12
The Pirates! Band of Misfits	8/28/12
Hatfields and McCoys	7/31/12
The Raid	8/14/12

<sup>(7)</sup> Third party title distributed by SPE for a fee in the U.S. video market.

<sup>(6)</sup> Initial International Release Date was June 28, 2012; IBO in Q1 FY2012 totaled \$55 million with another \$436 million earned in Q2 FY2012, for a total IBO of \$491 million.

- DVD and Blu-ray<sup>™</sup> titles to be released during the quarter ending December 31, 2013 (in order of scheduled U.S. release date) (Release dates subject to change)

For the quarter ending December 31, 2013		
Title	Expected Release Date	
This Is The End	10/1	
After Earth	10/8	
Grown Ups 2	11/5	
White House Down	11/5	
Breaking Bad – Final Season	11/26	
The Mortal Instruments: City of Bones	12/3	
The Smurfs 2	12/3	
Elysium	12/17	
One Direction: This Is Us	12/17	
Justified – Season 4	12/17	
Insidious: Chapter 2	12/24	

### **■** Television Productions

- Television Series with an original broadcast on a U.S. network during the second quarters ended September 30, 2013 and 2012<sup>(8)</sup>

For the quarter ended Se	ptember 30	, 2013
Series	Season	Network
Breaking Bad	Final	AMC
Drop Dead Diva	5	Lifetime
Franklin & Bash	3	TNT
Masters of Sex	1	Showtime
Necessary Roughness	3	USA
Shark Tank	5	ABC
Showville	1	AMC
Summer Camp	1	USA
Strike Back	4	Cinemax
Talking Bad	1	AMC
The Blacklist	1	NBC
The Goldbergs	1	ABC
The Michael J. Fox Show	1	NBC
Unforgettable	2	CBS
Days of Our Lives	49	NBC
Young and the Restless	41	CBS
Wheel of Fortune	31	First Run Syndication <sup>(9)</sup>
Jeopardy!	30	First Run Syndication <sup>(9)</sup>
The Dr. Oz Show	5	First Run Syndication <sup>(9)</sup>
The Queen Latifah Show	1	First Run Syndication <sup>(9)</sup>

For the quarter ended September 30, 2012			
Series	Season	Network	
American Bible Challenge	1	GSN	
Breaking Bad	5	AMC	
Damages	5	Direct TV	
Drop Dead Diva	4	Lifetime	
Franklin & Bash	2	TNT	
Last Resort	1	ABC	
Made in Jersey	1	CBS	
Men at Work	1	TBS	
Necessary Roughness	2	USA	
Pyramid	1	GSN	
Remodeled	1	CW	
Shark Tank	4	ABC	
The Mob Doctor	1	FOX	
Days of Our Lives	48	NBC	
Young and the Restless	40	CBS	
Wheel of Fortune	30	First Run Syndication <sup>(9)</sup>	
Jeopardy!	29	First Run Syndication <sup>(9)</sup>	
The Dr. Oz Show	4	First Run Syndication <sup>(9)</sup>	
The Nate Berkus Show	2	First Run Syndication <sup>(9)</sup>	

<sup>(8)</sup> Series produced or co-produced by SPE's television production operations.

<sup>(9)</sup> First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

# - Television Series with a new season to premiere on a U.S. network from October 1, 2013 onward (Releases subject to change)

Airing after October 1 ,2013		
Series	Season	Network
Bad Teacher	1	CBS
Battle Creek	1	CBS
Better Call Saul	1	AMC
Community	5	NBC
Helix	1	SyFy
Justified	5	FX
Men at Work	3	TBS
Mom's Got Game	1	OWN
Night Shift	1	NBC
Outlander	1	Starz
Rake	1	Fox
The Boondocks	4	Adult Swim
The Sing-Off	4	NBC
Unforgettable	3	CBS
Us and Them	1	Fox
Welcome to the Family	1	NBC

<sup>(10)</sup> Series produced or co-produced by SPE's television production operations.

## - Select Television Series in U.S. off-network syndication<sup>(11)</sup>

As of September 30, 2013
Breaking Bad
Community
Damages
Justified
The King of Queens
RULES OF ENGAGEMENT
Seinfeld
Til' Death
· · · · · · · · · · · · · · · · · · ·

<sup>(11)</sup> Off-network syndication series have previously aired on U.S. networks and are re-airing on other platforms.

# - Television Series with an original broadcast on a non-U.S. network during the second quarters ended September 30, 2013 and $2012^{(12)}$

For the qu	arter ended	September 30, 2	2013	For the qua	arter ended	September 30, 20	12
Series	Season	Network	Territory	Series	Season	Network	Territory
Europe, Middle Eas	st and Afric	a:		Europe, Middle East	and Africa:		
Avec ou san Joker	1	France 2	France	Brainiest	1	TF1	France
Brainiest	1	TF1	France	Les Z'amours	18	France 2	France
Les Z'amours	19	France 2	France	Cineclash	1	AXN	Germany
Germany's Worst Driver	1	VOX	Germany	Das NRW Duell	7	WDR	Germany
Das NRW Duell	8	WDR	Germany	Pyramid	1	ZDF neo	Germany
Vorzocker	2	Animax	Germany	The Docs (Auf Herz und Nieren)	1	Sat. 1	Germany
Cover Me	2	Swiss TV	Germany/ Switzerland	Vorzocker	1	Animax	Germany
Chain Reaction	7	RAI	Italy	Cover Me	1	Swiss TV	Germany/ Switzerland
Ana Wel Assal	2	Al Hayat	Middle East	Chain Reaction	6	RAI	Italy
Let's Make A Deal	1	Al Hayat TV	Middle East	Ana Wel Assal	1	MTV Lebanon	Middle Eas
Millionaire Hot Seat	1	Dubai TV	Middle East	Ana Wel Assal	1	Al Hayat TV	Middle Eas
Sing It	1	Future TV	Middle East	Everybody Loves 2 Al Hayat TV Raymond		Al Hayat TV	Middle Eas
The Winner is	1	DubaiTV	Middle East	Everybody Loves 2 Raymond		Future TV	Middle Eas
The Winner is	1	LBCi	Russia	Everybody Loves Raymond	2	MBC	Middle Eas
The Winner is	1	Al Hayat TV	Ukraine	Lessa Badry	1	Al Hayat TV	Middle Eas
Strong Medicine	3	REN-TV	Russia	The Desk	1	Dream TV	Middle Eas
First Love	1	Inter	Ukraine	The Voice	1	Al Hayat TV	Middle Eas
				Wheel of Fortune	1	Al Hayat TV	Middle Eas
				Who Wants to be a Millionaire	1	Hayat TV	Middle Eas
				Golden Reserve	1	NTV	Russia
				Married…with Children	5	TNT	Russia
				Ideas Exchange	1	BBC	United Kingdom
				Strike Back	3	SKY	United Kingdom
Latin America:				Latin America:			
Fabrica de Estrelas	1	Multishow	Brazil	Corazones Blindados	1	RCN	Colombia
Colombia's Got Talent	1	RCN	Colombia	Dr. SOS	2	RCN	Colombia
Duro Contra El Mundo	3	RCN	Colombia				
Hipocondriaca, La	1	Caracol	Colombia				
Who Dares Sing	1	RCN	Colombia				
Who Wants to be a Millionaire	10	RCN	Colombia				

Jiangsu TV Satellite

Channel

China

Asia:

Sing Off

1

Asia:

Raid the Cage

China

Shenzhen TV

<sup>(12)</sup> Series produced or co-produced by SPE's television production operations.

### ■ Media Networks

### - Television and Digital Channels as of September 30, 2013

As of September 30, 2013				As of September 30, 2012	
Television and Digital Channels <sup>(13)</sup>	Country / Region	Launch Year <sup>(14)</sup>	Sony's Owner-ship	No. of Subscribers <sup>(15)</sup> (mil.)	No. of Subscribers <sup>(15)</sup> (mil.)
Europe, Middle East and A	Africa:				
AXN Iberia	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	5.9	6.0
AXN White Iberia	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	4.9	4.9
AXN Black	Portugal, Angola, Mozambique, Cape Verde	2011	100%	1.9	1.6
ANIMAX Spain	Spain	2008	100%	0.9	1.8
AXN Central Europe	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	19.3	18.5
AXN SPIN Central Europe	Poland, Romania	2012	100%	3.0	1.8
AXN Italy	Italy	2005	100%	4.5	4.4
AXN Sci-Fi Italy	Italy	2010	100%	4.5	4.4
AXN Germany	Austria, Germany, Switzerland	2004	100%	5.0	4.1
Animax Germany	Austria, Germany, Switzerland	2007	100%	3.9	3.6
SET Germany	Austria, Germany, Switzerland	2013	100%	0.1	N/A
Sony MAX Africa	South Africa	2007	100%	5.0	3.8
SET Africa	South Africa	2007	100%	5.4	3.8
Sony Sci Fi Russia	Russia, CIS Georgia, Ukraine	2007	88%	9.9	8.5
SET Russia	Russia, CIS Georgia, Ukraine	2009	88%	12.9	11.1
SET Baltics	Estonia, Latvia, Lithuania	2010	88%	1.0	0.9
Sony Turbo Russia	Russia, CIS, Georgia, Ukraine	2012	88%	1.2	0.8
Sony Turbo Baltics	Estonia, Latvia, Lithuania	2012	88%	0.3	0.1
SET UK	United Kingdom, Malta	2011	100%	13.6	13.5
Movies4Men UK	United Kingdom, Malta	2012	100%	9.8	9.7
Sony Movie Channel UK	United Kingdom, Malta	2012	100%	9.8	9.7
More>Movies	United Kingdom, Malta	2012	100%	9.7	9.7
Crackle UK	United Kingdom	2011	100%	N/A	N/A
Latin America:					
SET Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	36.2	32.6
AXN Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	29.9	28.5
SPIN Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	2005	100%	18.1	16.2
Crackle Latin America	Pan-Regional Latin America	2012	100%	N/A	N/A
Kalixta Latin America	Pan-Regional Latin America	2013	100%	N/A	N/A
SET Brazil	Brazil	1996	100%	13.0	10.9
AXN Brazil	Brazil	1999	100%	9.8	7.9
SPIN Brazil	Brazil	2005	100%	6.2	5.1
Crackle Brazil	Brazil	2012	100%	N/A	N/A
Kalixta Brazil	Brazil	2013	100%	N/A	N/A

	As of September 30, 2013			As of September 30, 2012	
Television and Digital Channels <sup>(13)</sup>	Country / Region	Launch Year <sup>(14)</sup>	Sony's Owner-ship	No. of Subscribers <sup>(15)</sup> (mil.)	No. of Subscribers <sup>(15)</sup> (mil.)
Asia and Australia:					
India Channels (16)	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	94%	484.1	389.6
AXN Asia	Taiwan, Pakistan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	22.7	19.8
Animax Asia	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	12.4	12.8
SET South East Asia	Thailand, Singapore, other parts of East Asia	2007	100%	3.0	2.3
beTV Asia	Malaysia, Indonesia, Philippines, East Asia, other parts of Pan-Asia	2008	100%	1.3	2.2
SET One Asia	Malaysia, Indonesia, Singapore, Brunei	2010	100%	2.4	1.9
AXN Japan	Japan	1998	65%	7.5	7.5
Animax Japan	Japan	1998	66%	8.9	9.1
AXN Mystery Japan	Japan	2008	100%	6.2	6.3
AXN Korea	South Korea	2011	49%	14.2	12.9
Animax Korea	South Korea	2006	49%	14.9	13.0
Televiva Indonesia	Indonesia	2006	50%	0.4	0.3
TV1	Australia	1996	33%	2.4	2.3
SciFi	Australia	2006	33%	1.5	1.5
Crackle Australia	Australia	2010	100%	N/A	N/A
North America:					
GSN	U.S.	1994	58%	80.2	75.1
Crackle US	U.S.	2009	100%	N/A	N/A
Crackle Canada	Canada	2010	100%	N/A	N/A
Sony Movie Channel US	U.S.	2010	100%	5.3	3.8
CineSony	U.S.	2012	100%	0.3	0.2
AXN Movies Canada	Canada	2012	47%	0.1	0.0
Sony Movie Channel Canada	Canada	2012	47%	0.1	0.0
FEARnet	U.S.	2006	35%	33.2	33.2
3Net	U.S.	2011	45%	N/A	N/A

### Number of Channels (Total)

As of September 30, 2013	As of September	er 30, 2012
65	62	

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

<sup>(13)</sup> Individual channels may have more than one feed; total channel feeds were 127 as of September 30, 2013.

<sup>(14)</sup> Launch year represents the year the first iteration of the channel was launched in its first territory.

<sup>(15)</sup> Subscriber numbers are SPE estimates.

<sup>(16)</sup> India Channels comprise the following: SET, MAX, SAB, PIX, ATHH, MIX, SIX, AXN, and ANIMAX India the first of which was launched in 1995 with the others launched at various times thereafter. International subscribers (subscribers from outside of India) account for 1.4 million and 1.3 million of the totals noted for September 2013 and September 2012, respectively.

# **Music Segment**

#### ■ Recorded Music

# - Top 10 best-selling recorded music releases<sup>(17)</sup> for the second quarters ended September 30, 2013 and 2012 (in order of revenue contribution)

For the quarter ended Sept. 30, 2013				
Artist	Title	Album Release Date		
Justin Timberlake	The 20/20 Experience - 2 of 2	9/30/13		
Kana Nishino	Love Collection ~pink~	9/4/13		
Kana Nishino	Love Collection ~mint~	9/4/13		
Ikimono-gakari	1	7/24/13		
Miley Cyrus	Bangerz	10/8/13		
Daft Punk	Random Access Memories	5/21/13		
Kings Of Leon	Mechanical Bull	9/24/13		
P!nk	The Truth About Love	9/18/12		
John Mayer	Paradise Valley	8/20/13		
Andrea Berg	Atlantis	8/28/13		

For th	ne quarter ended Sept. 30, 20	12
Artist	Title	Album Release Date
P!nk	The Truth About Love	9/18/12
Kana Nishino	Love Place	9/5/12
Michael Jackson	Bad - 25th Anniversary	9/18/12
Shogo Hamada	ON THE ROAD 2011 "The Last Weekend"	9/19/12
Bob Dylan	Tempest	9/11/12
One Direction	Up All Night	3/13/12
Various	Bravo Hits 78	7/18/12
Jennifer Lopez	Dance AgainThe Hits	7/24/12
Dave Matthews Band	Away From The World	9/11/12
Asian Kung-Fu Generation	Landmark	9/12/12

<sup>(17)</sup> Releases include both albums, digital tracks included in albums, and singles. Sales within the quarter may include digital track/single sales prior to album release.

### - Upcoming releases for the quarter ending December 31, 2013 (in order of date to be released) (Release dates subject to change)

Artist	Title	Expected Album Release Date <sup>(18)</sup>
Miley Cyrus	Bangerz	10/8
2PM	Winter Games	10/16
Susan Boyle	Home For Christmas	10/25
Kelly Clarkson	Wrapped In Red	10/29
James Arthur	T.B.D.	11/4
Celine Dion	Loved Me Back To Life	11/5
Avril Lavigne	Avril Lavigne	11/5
PORNO GRAFFITTI	PORNOGRAFFITTI 15th Anniversary "ALL TIME SINGLES"	11/20
One Direction	Midnight Memories	11/25
II Divo	A Musical Affair	12/2
Britney Spears	BritneyJean	12/3
JUJU	T.B.D.	12/11
Chris Brown	X	12/17

Note: T.B.D. means its title is to be decided.

<sup>(18)</sup> Release dates in the U.S. (Release dates for artists signed in Japan are Japanese release dates.)

### ■ Music Publishing

- Number of songs in the music publishing catalog owned and administered as of March 31, 2013 (Million songs)

As of	Sony	EMI Music Publishing
3/31/13	1.40	1.93
3/31/12	1.21	1.87

Total
3.33
3.08

### **Cautionary Statement**

Statements made in this supplemental information with respect to Sony's current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements. Forward-looking statements include, but are not limited to, those statements using such words as "may," "will," "should," "plan," "expect," "anticipate," "estimate" and similar words, although some forward-looking statements are expressed differently. 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.