

# **Quarterly Securities Report**

For the three months ended September 30, 2017

(TRANSLATION)

**Sony Corporation**

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### **Note for readers of this English translation**

On November 7, 2017, Sony Corporation (the “Company” or “Sony Corporation”) filed its Japanese-language Quarterly Securities Report (Shihanki Houkokusho) for the three months ended September 30, 2017 with the Director-General of the Kanto Local Finance Bureau in Japan pursuant to the Financial Instruments and Exchange Act of Japan. This document is an English translation of the Quarterly Securities Report in its entirety, except for (i) information that had been previously filed with or submitted to the U.S. Securities and Exchange Commission (the “SEC”) in a Form 20-F, Form 6-K or any other form and (ii) a description of differences between generally accepted accounting principles in the U.S. (“U.S. GAAP”) and generally accepted accounting principles in Japan (“J-GAAP”), which are required to be described in the Quarterly Securities Report under the Financial Instruments and Exchange Act of Japan if the Company prepares its financial statements in conformity with accounting principles other than J-GAAP.

### **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) 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;
- (ii) 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 and liabilities are denominated;
- (iii) 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;
- (iv) Sony’s ability and timing to recoup large-scale investments required for technology development and production capacity;
- (v) Sony’s ability to implement successful business restructuring and transformation efforts under changing market and regulatory conditions;
- (vi) changes in laws, regulations and government policies in the markets in which Sony operates, including those related to taxation and corporate social responsibility;
- (vii) 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;
- (viii) Sony’s continued ability to devote sufficient resources to research and development and, with respect to capital expenditures, to prioritize investments correctly (particularly in the electronics businesses);
- (ix) Sony’s ability to maintain product quality and customer satisfaction with its products and services;
- (x) the effectiveness of Sony’s strategies and their execution, including but not limited to the success of Sony’s acquisitions, joint ventures and other strategic investments;
- (xi) significant volatility and disruption in the global financial markets or a ratings downgrade;
- (xii) Sony’s ability to forecast demands, manage timely procurement and control inventories;
- (xiii) 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, supply and distribution of its products, and its other business operations;

- (xiv) the outcome of pending and/or future legal and/or regulatory proceedings;
  - (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) 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;
  - (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, potential business disruptions or financial losses; and
  - (xviii) risks related to catastrophic disasters or similar events.
- Risks and uncertainties also include the impact of any future events with material adverse impact.

## I Corporate Information

### (1) Selected Consolidated Financial Data

|   | Yen in millions, Yen per share amounts |                    |                   |
|---|--|--------------------|-------------------|
|   | Six months ended                       | Six months ended   | Fiscal year ended |
|   | September 30, 2016                     | September 30, 2017 | March 31, 2017    |
| Sales and operating revenue   | 3,302,147                              | 3,920,644          | 7,603,250         |
| Operating income  | 101,939                                | 361,839            | 288,702           |
| Income before income taxes  | 97,536                                 | 347,459            | 251,619           |
| Net income attributable to Sony Corporation's stockholders  | 26,008                                 | 211,723            | 73,289            |
| Comprehensive income (loss)   | (64,526)                               | 267,514            | 143,652           |
| Total equity  | 2,931,470                              | 3,380,652          | 3,135,422         |
| Total assets  | 16,804,371                             | 18,797,106         | 17,660,556        |
| Net income attributable to Sony Corporation's stockholders per share of common stock, basic (yen)   | 20.61                                  | 167.61             | 58.07             |
| Net income attributable to Sony Corporation's stockholders per share of common stock, diluted (yen) | 20.20                                  | 164.06             | 56.89             |
| Ratio of stockholders' equity to total assets (%)   | 13.7                                   | 14.5               | 14.1              |
| Net cash provided by operating activities   | 81,483                                 | 266,304            | 809,262           |
| Net cash used in investing activities   | (667,640)                              | (411,787)          | (1,253,973)       |
| Net cash provided by financing activities   | 183,261                                | 179,523            | 452,302           |
| Cash and cash equivalents at end of the period  | 525,181                                | 1,000,832          | 960,142           |

|   | Yen in millions, Yen per share amounts |                    |
|---|--|--------------------|
|   | Three months ended                     | Three months ended |
|   | September 30, 2016                     | September 30, 2017 |
| Sales and operating revenue   | 1,688,948                              | 2,062,531          |
| Net income attributable to Sony Corporation's stockholders  | 4,842                                  | 130,852            |
| Net income attributable to Sony Corporation's stockholders per share of common stock, basic (yen)   | 3.84                                   | 103.57             |
| Net income attributable to Sony Corporation's stockholders per share of common stock, diluted (yen) | 3.76                                   | 101.35             |

#### Notes:

1. The Company's consolidated financial statements are prepared in conformity with U.S. GAAP.
2. The Company reports equity in net income of affiliated companies as a component of operating income.
3. Consumption taxes are not included in sales and operating revenue.
4. Total equity is presented based on U.S. GAAP.
5. Ratio of stockholders' equity to total assets is calculated by using total equity attributable to the stockholders of the Company.
6. The Company prepares consolidated financial statements. Therefore parent-only selected financial data is not presented.

## **(2) Business Overview**

There was no significant change in the business of Sony during the six months ended September 30, 2017.

Sony realigned its reportable segments effective from the first quarter of the fiscal year ending March 31, 2018. For further information on the realignment, please refer to “IV Financial Statements – Notes to Consolidated Financial Statements – 7. Business segment information”.

As of September 30, 2017, the Company had 1,317 subsidiaries and 115 affiliated companies, of which 1,286 companies are consolidated subsidiaries (including variable interest entities) of the Company. The Company has applied the equity accounting method for 109 affiliated companies.

## II State of Business

### (1) Risk Factors

#### **Note for readers of this English translation:**

There was no significant change from the information presented in the Risk Factors section of the Annual Report on Form 20-F filed with the Securities and Exchange Commission (the “SEC”) on June 15, 2017. Any forward-looking statements included in the descriptions below are based on management’s current judgment.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017

<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

### (2) Material Contracts

There were no material contracts executed or determined to be executed during the three months ended September 30, 2017.

#### **Note for readers of this English translation:**

There was no significant change from the information presented in the Annual Report on Form 20-F (“Patents and Licenses” in Item 4) filed with the SEC on June 15, 2017.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017

<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

### (3) Management’s Discussion and Analysis of Financial Condition, Results of Operations and Status of Cash Flows

#### i) Results of Operations

#### **Note for readers of this English translation:**

Except for information specifically included in this English translation, this document omits certain information set out in the Japanese-language Quarterly Securities Report for the three-month and six-month periods ended September 30, 2017, since it is the same as described in a press release on our website dated as of October 31, 2017. Please refer to the press release titled “Consolidated Financial Results for the Second Quarter Ended September 30, 2017”.

URL: The press release titled “Consolidated Financial Results for the Second Quarter Ended September 30, 2017”

[https://www.sony.net/SonyInfo/IR/library/fr/17q2\\_sony.pdf](https://www.sony.net/SonyInfo/IR/library/fr/17q2_sony.pdf)

#### Foreign Exchange Fluctuations and Risk Hedging

#### **Note for readers of this English translation:**

Except for the information set forth below, there was no significant change from the information presented in the Foreign Exchange Fluctuations and Risk Hedging section of the Annual Report on Form 20-F filed with the SEC on June 15, 2017. Although foreign exchange rates have fluctuated during the three-month period ended September 30, 2017, there has been no significant change in Sony’s risk hedging policy as described in the Annual Report on Form 20-F.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017

<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

During the three months ended September 30, 2017, the average rates of the yen were 111.0 yen against the U.S. dollar, which is 7.7 percent lower than the same quarter of the previous fiscal year (“year-on-year”) and 130.4 yen against the euro, which is 12.4 percent lower year-on-year.

For the three months ended September 30, 2017, sales were 2,062.5 billion yen, an increase of 22.1 percent year-on-year, while on a constant currency basis, sales increased approximately 15 percent year-on-year. For references to information on a constant currency basis, see Note at the bottom of this section.

Consolidated operating income of 204.2 billion yen was recorded for the three months ended September 30, 2017, an increase of 158.5 billion yen year-on-year (an increase of approximately 133.6 billion yen year-on-year on a constant currency basis). Most of the foreign exchange rate impact was attributable to the Mobile Communications (“MC”), Game & Network Services (“G&NS”), Imaging Products & Solutions (“IP&S”), Home Entertainment & Sound (“HE&S”) and Semiconductors segments.

The table below indicates the impact of changes in foreign exchange rates on sales and operating results of each of the above-mentioned five segments. For a detailed analysis of segment performance, please refer to the “*Results of Operations*” section above, which discusses the impact of foreign exchange rates within each segment.

|                       |                         | (Billions of yen)         |              |  |
|-----------------------|-------------------------|---------------------------|--------------|--|
|                       |                         | <b>Three months ended</b> |              | Impact of<br>changes in<br>foreign<br>exchange rates |
|                       |                         | <b>September 30</b>       |              |  |
|                       |                         | 2016                      | 2017         |  |
| <b>MC</b>             | Sales                   | 168.8                     | <b>172.0</b> | +8.9   |
|                       | Operating income (loss) | 3.7                       | <b>(2.5)</b> | -1.2   |
| <b>G&amp;NS</b>       | Sales                   | 319.9                     | <b>433.2</b> | +33.8  |
|                       | Operating income        | 19.0                      | <b>54.8</b>  | +3.1   |
| <b>IP&amp;S</b>       | Sales                   | 135.4                     | <b>156.7</b> | +11.3  |
|                       | Operating income        | 14.9                      | <b>18.9</b>  | +5.2   |
| <b>HE&amp;S</b>       | Sales                   | 234.9                     | <b>300.9</b> | +26.1  |
|                       | Operating income        | 17.6                      | <b>24.4</b>  | +7.0   |
| <b>Semiconductors</b> | Sales                   | 193.7                     | <b>228.4</b> | +15.0  |
|                       | Operating income (loss) | (4.2)                     | <b>49.4</b>  | +9.0   |

In addition, sales for the Pictures segment increased 27.0 percent year-on-year to 244.0 billion yen, an approximately 17 percent increase on a constant currency (U.S. dollar) basis. In the Music segment, sales increased 37.5 percent year-on-year to 206.6 billion yen, an approximately 32 percent increase on a constant currency basis. As most of the operations in Sony’s Financial Services segment are based in Japan, Sony’s management analyzes the performance of the Financial Services segment on a yen basis only.

Note: In this section, the impact of foreign exchange rate fluctuations on sales is calculated by applying the change in the yen’s quarterly weighted average exchange rate for the three months ended September 30, 2016 from the three months ended September 30, 2017 to the major transactional currencies in which the sales are denominated. The impact of foreign exchange rate fluctuations on operating income (loss) described herein is calculated by subtracting from the impact on sales the impact on cost of sales and selling, general and administrative expenses calculated by applying the same major transactional currencies calculation process to cost of sales and selling, general and administrative expenses as for the impact on sales. Additionally, the MC segment enters into its own foreign exchange hedging transactions. The impact of those transactions is included in the impact of foreign exchange rate fluctuations on operating income (loss) for that segment. The descriptions of sales on a constant currency basis reflects sales obtained by applying the yen’s monthly average exchange rates from the three months ended September 30, 2016 to local currency-denominated monthly sales to the three months ended September 30, 2017. In the Pictures segment and Sony Music Entertainment, Sony/ATV Music Publishing LLC in the Music segment, the constant currency amounts are after aggregation on a U.S. dollar basis. This information is not a substitute for Sony’s consolidated financial statements measured in accordance with U.S. GAAP. However, Sony believes that these disclosures provide additional useful analytical information to investors regarding the operating performance of Sony.

**Note for readers of this English translation:**

Except for information specifically included in this English translation, this document omits certain information set out in the Japanese-language Quarterly Securities Report for the six-month period ended September 30, 2017, since it is the same as described in a press release on our website dated as of October 31, 2017. Please refer to the press release titled “Consolidated Financial Results for the Second Quarter Ended September 30, 2017”.

URL: The press release titled “Consolidated Financial Results for the Second Quarter Ended September 30, 2017”  
[https://www.sony.net/SonyInfo/IR/library/fr/17q2\\_sony.pdf](https://www.sony.net/SonyInfo/IR/library/fr/17q2_sony.pdf)

ii) Issues Facing Sony and Management’s Response to those Issues

**Note for readers of this English translation:**

There was no significant change from the information presented in the Trend Information section of the Annual Report on Form 20-F filed with the SEC on June 15, 2017. Any forward-looking statements included in the descriptions below are based on management’s current judgment.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017  
<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

iii) Research and Development

**Note for readers of this English translation:**

There was no significant change from the information presented as the Research and Development in the Annual Report on Form 20-F filed with the SEC on June 15, 2017.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017  
<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

Research and development costs for the six months ended September 30, 2017 totaled 210.6 billion yen. There were no significant changes in research and development activities for the period.

iv) Employees

**Note for readers of this English translation:**

Excluding the below, there was no significant change from the information presented in the Employees section of the Annual Report on Form 20-F filed with the SEC on June 15, 2017.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017  
<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

As of September 30, 2017, Sony Corporation had 2,567 employees, a decrease of 3,618 employees from 6,185 employees as of March 31, 2017. The total number of employees decreased mainly due to the separation of its IP&S business. There is no significant change in the number of employees of Sony on the consolidated basis.

v) Liquidity and Capital Resources

**Note for readers of this English translation:**

Except for the information related to the committed lines of credit and the issuance of unsecured straight bonds below, there was no significant change from the information presented in the Annual Report on Form 20-F filed with the SEC on June 15, 2017. The changes are indicated by underline below. Any forward-looking statements included in the descriptions below are based on management's current judgment.

URL: The Annual Report on Form 20-F filed with the SEC on June 15, 2017

<https://www.sec.gov/Archives/edgar/data/313838/000119312517203939/d358485d20f.htm>

Sony typically raises funds through straight bonds, CP programs and bank loans (including syndicated loans). If market disruption and volatility occur and Sony could not raise sufficient funds from these sources, Sony may also draw down funds from contractually committed lines of credit from various financial institutions. Sony has a total, translated into yen, of 528.3 billion yen in unused committed lines of credit, as of September 30, 2017. Details of those committed lines of credit are: a 300.0 billion yen committed line of credit contracted with a syndicate of Japanese banks, effective until July 2019, a 1.5 billion U.S. dollar multi-currency committed line of credit also with a syndicate of Japanese banks, effective until December 2018, and a 525 million U.S. dollar multi-currency committed line of credit contracted with a syndicate of foreign banks, effective until March 2018, in all of which Sony Corporation and Sony Global Treasury Services Plc are defined as borrowers. These contracts are aimed at securing sufficient liquidity in a quick and stable manner even in the event of turmoil within the financial and capital markets.

### III Company Information

#### (1) Information on the Company's Shares

##### i) Total Number of Shares

###### 1) Total Number of Shares

| Class        | Total number of shares authorized to be issued |
|--------------|--|
| Common stock | 3,600,000,000                                  |
| Total        | 3,600,000,000                                  |

###### 2) Number of Shares Issued

| Class        | Number of shares issued   |   | Name of Securities Exchanges where the shares are listed or authorized Financial Instruments Firms Association where the shares are registered | Description   |
|--------------|---|---|--|---|
|              | As of the end of the second quarterly period (September 30, 2017) | As of the filing date of the Quarterly Securities Report (November 7, 2017) |  |   |
| Common stock | 1,264,649,260   | 1,264,650,760   | Tokyo Stock Exchange<br>New York Stock Exchange  | The number of shares constituting one full unit is one hundred (100). |
| Total        | 1,264,649,260   | 1,264,650,760   | —  | —   |

##### Notes:

- The Company's shares of common stock are listed on the First Section of the Tokyo Stock Exchange in Japan.
- The number of shares issued as of the filing date of this Quarterly Securities Report does not include shares issued upon the exercise of stock acquisition rights ("SARs") during November 2017, the month in which this Quarterly Securities Report (Shihanki Houkokusho) was filed.

##### ii) Stock Acquisition Rights

Not applicable.

#### **Note for readers of this English translation:**

The above means that there was no issuance of SARs during the three months ended September 30, 2017.

##### iii) Status of the Exercise of Moving Strike Convertible Bonds

Not applicable.

##### iv) Description of Rights Plan

Not applicable.

##### v) Changes in the Total Number of Shares Issued and the Amount of Common Stock, etc.

| Period                            | Change in the total number of shares issued (Thousands) | Balance of the total number of shares issued (Thousands) | Change in the amount of common stock (Yen in Millions) | Balance of the amount of common stock (Yen in Millions) | Change in the legal capital surplus (Yen in Millions) | Balance of the legal capital surplus (Yen in Millions) |
|-----------------------------------|---|--|--|---|---|--|
| From July 1 to September 30, 2017 | 440   | 1,264,649  | 793  | 862,156   | 793   | 1,075,849  |

##### Notes:

- The increase mentioned above is due to the exercise of SARs and the issuance of new shares as restricted stock compensation.
- Upon the exercise of SARs during the period from October 1, 2017 to October 31, 2017 the total number of shares issued increased by 2 thousand shares, and the amount of common stock and the legal capital surplus increased by 2 million yen, respectively.

## vi) Status of Major Shareholders

(As of September 30, 2017)

| Name   | Address  | Number of shares held (Thousands) | Percentage of shares held to total shares issued (%) |
|--|--|-----------------------------------|--|
| Citibank as Depository Bank for Depository Receipt Holders *1<br>(Local Custodian: The Bank of Tokyo-Mitsubishi UFJ, Ltd.) | New York, U.S.A.<br>(2-7-1, Marunouchi, Chiyoda-ku, Tokyo)                             | 109,396                           | 8.65   |
| JPMorgan Chase Bank 380055 *2<br>(Local Custodian: Mizuho Bank, Ltd.)  | New York, U.S.A.<br>(Shinagawa Intercity Tower A, 2-15-1, Konan, Minato-ku, Tokyo)     | 77,467                            | 6.13   |
| Japan Trustee Services Bank, Ltd.<br>(Trust account) *3  | 1-8-11, Harumi, Chuo-ku, Tokyo   | 72,339                            | 5.72   |
| The Master Trust Bank of Japan, Ltd.<br>(Trust account) *3   | 2-11-3, Hamamatsu-cho, Minato-ku, Tokyo  | 70,720                            | 5.59   |
| State Street Bank and Trust Company *2<br>(Local Custodian: The Hongkong and Shanghai Banking Corporation Limited)         | Boston, U.S.A.<br>(3-11-1, Nihonbashi, Chuo-ku, Tokyo)                                 | 30,740                            | 2.43   |
| Japan Trustee Services Bank, Ltd.<br>(Trust account 5) *3  | 1-8-11, Harumi, Chuo-ku, Tokyo   | 25,200                            | 1.99   |
| State Street Bank West Client - Treaty 505234 *2<br>(Local Custodian: Mizuho Bank, Ltd.)                                   | North Quincy, U.S.A.<br>(Shinagawa Intercity Tower A, 2-15-1, Konan, Minato-ku, Tokyo) | 20,686                            | 1.64   |
| State Street Bank and Trust Company 505223 *2<br>(Local Custodian: Mizuho Bank, Ltd.)                                      | Boston, U.S.A.<br>(Shinagawa Intercity Tower A, 2-15-1, Konan, Minato-ku, Tokyo)       | 20,341                            | 1.61   |
| Japan Trustee Services Bank, Ltd.<br>(Trust account 1) *3  | 1-8-11, Harumi, Chuo-ku, Tokyo   | 19,449                            | 1.54   |
| Japan Trustee Services Bank, Ltd.<br>(Trust account 2) *3  | 1-8-11, Harumi, Chuo-ku, Tokyo   | 19,142                            | 1.51   |
| Total  |  | 465,479                           | 36.81  |

## Notes:

- \*1. Citibank as Depository Bank for Depository Receipt Holders is the nominee of Citibank, N.A.
- \*2. Each shareholder provides depository services for shares owned by institutional investors, mainly in Europe and North America. They are also the nominees for these investors.
- \*3. The shares held by each shareholder are held in trust for investors, including shares in securities investment trusts.
4. Sumitomo Mitsui Trust Bank, Limited sent a copy of its "Bulk Shareholding Report" as of April 4, 2014 (which was filed with the Kanto Financial Bureau in Japan) to the Company and reported that it held shares, etc. of the Company as of March 31, 2014 as provided in the below table. As of September 30, 2017, the Company has not been able to confirm such entry of Sumitomo Mitsui Trust Bank, Limited in the register of shareholders.

| Name  | Number of shares, etc. held (Thousands) | Percentage of shares, etc. held to total shares issued (%) |
|---|---|--|
| Sumitomo Mitsui Trust Bank, Limited and the 2 Joint Holders | 52,312                                  | 5.04   |

5. BlackRock Japan Co., Ltd. filed its “Amendment to the Bulk Shareholding Report” with the Kanto Financial Bureau in Japan as of March 22, 2017 and reported that it held shares of the Company as of March 15, 2017 as provided in the below table. As of September 30, 2017, the Company has not been able to confirm such entry of BlackRock Japan Co., Ltd. in the register of shareholders.

| Name   | Number of shares held<br>(Thousands) | Percentage of shares held<br>to total shares issued (%) |
|--|--------------------------------------|---|
| BlackRock Japan Co., Ltd.<br>and the 8 Joint Holders | 79,185                               | 6.27  |

6. Capital Research and Management Company filed its “Amendment to the Bulk Shareholding Report” with the Kanto Financial Bureau in Japan as of April 7, 2017 and reported that it held shares of the Company as of March 31, 2017 as provided in the below table. As of September 30, 2017, the Company has not been able to confirm such entry of Capital Research and Management Company in the register of shareholders.

| Name                                       | Number of shares held<br>(Thousands) | Percentage of shares held<br>to total shares issued (%) |
|--|--------------------------------------|---|
| Capital Research and Management<br>Company | 90,945                               | 7.20  |

## vii) Status of Voting Rights

## 1) Shares Issued

(As of September 30, 2017)

| Classification  | Number of shares of common stock | Number of voting rights (Units) | Description  |
|---|----------------------------------|---------------------------------|--|
| Shares without voting rights                                | —                                | —                               | —  |
| Shares with restricted voting rights (Treasury stock, etc.) | —                                | —                               | —  |
| Shares with restricted voting rights (Others)               | —                                | —                               | —  |
| Shares with full voting rights (Treasury stock, etc.)       | 1,092,300                        | —                               | —  |
| Shares with full voting rights (Others)                     | 1,261,485,400                    | 12,614,854                      | —  |
| Shares constituting less than one full unit                 | 2,071,560                        | —                               | Shares constituting less than one full unit (100 shares) |
| Total number of shares issued                               | 1,264,649,260                    | —                               | —  |
| Total voting rights held by all shareholders                | —                                | 12,614,854                      | —  |

Note: Included in “Shares with full voting rights (Others)” under “Number of shares of common stock” are 19,000 shares of common stock held under the name of Japan Securities Depository Center, Incorporated. Also included in “Shares with full voting rights (Others)” under “Number of voting rights (Units)” are 190 units of voting rights relating to the shares of common stock with full voting rights held under the name of Japan Securities Depository Center, Incorporated.

## 2) Treasury Stock, Etc.

(As of September 30, 2017)

| Name of shareholder               | Address of shareholder         | Number of shares held under own name | Number of shares held under the names of others | Total number of shares held | Percentage of shares held to total shares issued (%) |
|-----------------------------------|--------------------------------|--------------------------------------|---|-----------------------------|--|
| Sony Corporation (Treasury stock) | 1-7-1, Konan, Minato-ku, Tokyo | 1,092,300                            | —   | 1,092,300                   | 0.09   |
| Total                             | —                              | 1,092,300                            | —   | 1,092,300                   | 0.09   |

Note: In addition to the 1,092,300 shares listed above, there are 300 shares of common stock held in the name of the Company in the register of shareholders that the Company does not beneficially own. These shares are included in “Shares with full voting rights (Others)” in Table 1 “Shares Issued” above.

## (2) Directors and Corporate Executive Officers

The change in directors or corporate executive officers in the period from the filing date of the Securities Report (Yukashoken Houkokusho) for the fiscal year ended March 31, 2017 to the filing date of this Quarterly Securities Report (Shihanki Houkokusho) is as follows:

### i) Retired Corporate Executive Officer

| Title                       | Position   | Name         | Date of Retirement |
|-----------------------------|--|--------------|--------------------|
| Corporate Executive Officer | Executive Vice President<br>(Officer in charge of Game & Network<br>Services Business) | Andrew House | October 3, 2017    |

### ii) The number of male and female Directors and Corporate Executive Officers after the change

The Directors and Corporate Executive Officers are composed of 18 males and 1 female.  
(The percentage of female Directors and Corporate Executive Officers is 5.3%.)

## **IV Financial Statements**

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(1) Consolidated Financial Statements

**(i) Consolidated Balance Sheets (Unaudited)**

Sony Corporation and Consolidated Subsidiaries

|   | Yen in millions      |                          |
|---|----------------------|--------------------------|
|   | At March 31,<br>2017 | At September 30,<br>2017 |
| <b>ASSETS</b>                                     |                      |                          |
| <b>Current assets:</b>                            |                      |                          |
| Cash and cash equivalents                         | 960,142              | 1,000,832                |
| Marketable securities                             | 1,051,441            | 1,139,572                |
| Notes and accounts receivable, trade              | 1,006,961            | 1,222,444                |
| Allowance for doubtful accounts and sales returns | (53,150)             | (48,365)                 |
| Inventories                                       | 640,835              | 930,657                  |
| Other receivables                                 | 223,632              | 367,932                  |
| Prepaid expenses and other current assets         | 525,861              | 507,551                  |
| Total current assets                              | 4,355,722            | 5,120,623                |
| Film costs  | 336,928              | 367,282                  |
| <b>Investments and advances:</b>                  |                      |                          |
| Affiliated companies                              | 149,371              | 154,832                  |
| Securities investments and other                  | 9,962,422            | 10,284,195               |
|   | 10,111,793           | 10,439,027               |
| <b>Property, plant and equipment:</b>             |                      |                          |
| Land  | 117,293              | 114,844                  |
| Buildings   | 666,381              | 682,677                  |
| Machinery and equipment                           | 1,842,852            | 1,840,950                |
| Construction in progress                          | 28,779               | 34,482                   |
|   | 2,655,305            | 2,672,953                |
| Less – Accumulated depreciation                   | 1,897,106            | 1,908,900                |
|   | 758,199              | 764,053                  |
| <b>Other assets:</b>                              |                      |                          |
| Intangibles, net                                  | 584,185              | 575,425                  |
| Goodwill  | 522,538              | 540,257                  |
| Deferred insurance acquisition costs              | 568,837              | 585,540                  |
| Deferred income taxes                             | 98,958               | 76,431                   |
| Other   | 323,396              | 328,468                  |
|   | 2,097,914            | 2,106,121                |
| <b>Total assets</b>                               | <b>17,660,556</b>    | <b>18,797,106</b>        |

(Continued on following page.)

## Consolidated Balance Sheets (Unaudited)

|  | Yen in millions      |                          |
|--|----------------------|--------------------------|
|  | At March 31,<br>2017 | At September 30,<br>2017 |
| <b>LIABILITIES</b>   |                      |                          |
| <b>Current liabilities:</b>  |                      |                          |
| Short-term borrowings  | 464,655              | 520,649                  |
| Current portion of long-term debt  | 53,424               | 227,058                  |
| Notes and accounts payable, trade  | 539,900              | 871,328                  |
| Accounts payable, other and accrued expenses   | 1,394,758            | 1,447,350                |
| Accrued income and other taxes   | 106,037              | 163,306                  |
| Deposits from customers in the banking business                                      | 2,071,091            | 2,121,162                |
| Other  | 591,874              | 584,688                  |
| Total current liabilities  | 5,221,739            | 5,935,541                |
| Long-term debt   | 681,462              | 587,838                  |
| Accrued pension and severance costs  | 396,715              | 403,929                  |
| Deferred income taxes  | 432,824              | 424,957                  |
| Future insurance policy benefits and other   | 4,834,492            | 5,015,392                |
| Policyholders' account in the life insurance business                                | 2,631,073            | 2,747,113                |
| Other  | 314,771              | 288,854                  |
| <b>Total liabilities</b>   | <b>14,513,076</b>    | <b>15,403,624</b>        |
| <b>Redeemable noncontrolling interest</b>  | 12,058               | 12,830                   |
| <b>Commitments and contingent liabilities</b>  |                      |                          |
| <b>EQUITY</b>  |                      |                          |
| <b>Sony Corporation's stockholders' equity:</b>                                      |                      |                          |
| Common stock, no par value –   |                      |                          |
| At March 31, 2017–Shares authorized: 3,600,000,000, shares issued: 1,263,763,660     | 860,645              |                          |
| At September 30, 2017–Shares authorized: 3,600,000,000, shares issued: 1,264,649,260 |                      | 862,156                  |
| Additional paid-in capital   | 1,275,337            | 1,277,486                |
| Retained earnings  | 984,368              | 1,180,298                |
| Accumulated other comprehensive income –   |                      |                          |
| Unrealized gains on securities, net  | 126,635              | 121,751                  |
| Unrealized gains and losses on derivative instruments, net                           | (58)                 | 171                      |
| Pension liability adjustment   | (308,736)            | (304,106)                |
| Foreign currency translation adjustments   | (436,610)            | (408,150)                |
|  | (618,769)            | (590,334)                |
| Treasury stock, at cost  |                      |                          |
| Common stock   |                      |                          |
| At March 31, 2017–1,073,222 shares   | (4,335)              |                          |
| At September 30, 2017–1,092,334 shares   |                      | (4,415)                  |
|  | 2,497,246            | 2,725,191                |
| Noncontrolling interests   | 638,176              | 655,461                  |
| <b>Total equity</b>  | <b>3,135,422</b>     | <b>3,380,652</b>         |
| <b>Total liabilities and equity</b>  | <b>17,660,556</b>    | <b>18,797,106</b>        |

The accompanying notes are an integral part of these statements.

**(ii) Consolidated Statements of Income (Unaudited)**

Sony Corporation and Consolidated Subsidiaries

|   | Yen in millions               |           |
|---|-------------------------------|-----------|
|   | Six months ended September 30 |           |
|   | 2016                          | 2017      |
| <b>Sales and operating revenue:</b>                               |                               |           |
| Net sales   | 2,774,435                     | 3,293,559 |
| Financial services revenue  | 489,612                       | 578,794   |
| Other operating revenue   | 38,100                        | 48,291    |
|   | 3,302,147                     | 3,920,644 |
| <b>Costs and expenses:</b>  |                               |           |
| Cost of sales   | 2,064,891                     | 2,349,738 |
| Selling, general and administrative                               | 676,444                       | 743,658   |
| Financial services expenses                                       | 406,797                       | 495,563   |
| Other operating (income) expense, net                             | 52,441                        | (27,012)  |
|   | 3,200,573                     | 3,561,947 |
| <b>Equity in net income of affiliated companies</b>               | 365                           | 3,142     |
| <b>Operating income</b>   | 101,939                       | 361,839   |
| <b>Other income:</b>  |                               |           |
| Interest and dividends  | 5,357                         | 13,037    |
| Other   | 1,780                         | 1,644     |
|   | 7,137                         | 14,681    |
| <b>Other expenses:</b>  |                               |           |
| Interest  | 8,153                         | 7,246     |
| Foreign exchange loss, net  | 810                           | 19,266    |
| Other   | 2,577                         | 2,549     |
|   | 11,540                        | 29,061    |
| <b>Income before income taxes</b>                                 | 97,536                        | 347,459   |
| <b>Income taxes</b>   | 43,975                        | 110,247   |
| <b>Net income</b>   | 53,561                        | 237,212   |
| Less - Net income attributable to noncontrolling interests        | 27,553                        | 25,489    |
| <b>Net income attributable to Sony Corporation's stockholders</b> | 26,008                        | 211,723   |

|  | Yen                           |        |
|--|-------------------------------|--------|
|  | Six months ended September 30 |        |
|  | 2016                          | 2017   |
| <b>Per share data:</b>                                     |                               |        |
| Net income attributable to Sony Corporation's stockholders |                               |        |
| - Basic  | 20.61                         | 167.61 |
| - Diluted  | 20.20                         | 164.06 |

*The accompanying notes are an integral part of these statements.*

## Consolidated Statements of Income (Unaudited)

Sony Corporation and Consolidated Subsidiaries

|   | Yen in millions                 |           |
|---|---------------------------------|-----------|
|   | Three months ended September 30 |           |
|   | 2016                            | 2017      |
| <b>Sales and operating revenue:</b>                               |                                 |           |
| Net sales   | 1,411,918                       | 1,764,916 |
| Financial services revenue  | 258,703                         | 277,434   |
| Other operating revenue   | 18,327                          | 20,181    |
|   | 1,688,948                       | 2,062,531 |
| <b>Costs and expenses:</b>  |                                 |           |
| Cost of sales   | 1,049,268                       | 1,234,646 |
| Selling, general and administrative                               | 338,347                         | 386,279   |
| Financial services expenses                                       | 225,166                         | 240,305   |
| Other operating (income) expense, net                             | 31,568                          | (901)     |
|   | 1,644,349                       | 1,860,329 |
| <b>Equity in net income of affiliated companies</b>               | 1,148                           | 2,026     |
| <b>Operating income</b>   | 45,747                          | 204,228   |
| <b>Other income:</b>  |                                 |           |
| Interest and dividends  | 2,130                           | 4,252     |
| Other   | 687                             | 511       |
|   | 2,817                           | 4,763     |
| <b>Other expenses:</b>  |                                 |           |
| Interest  | 4,352                           | 2,730     |
| Foreign exchange loss, net  | 2,425                           | 6,298     |
| Other   | 1,267                           | 1,398     |
|   | 8,044                           | 10,426    |
| <b>Income before income taxes</b>                                 | 40,520                          | 198,565   |
| <b>Income taxes</b>   | 23,500                          | 55,751    |
| <b>Net income</b>   | 17,020                          | 142,814   |
| Less - Net income attributable to noncontrolling interests        | 12,178                          | 11,962    |
| <b>Net income attributable to Sony Corporation's stockholders</b> | 4,842                           | 130,852   |

|  | Yen                             |        |
|--|---------------------------------|--------|
|  | Three months ended September 30 |        |
|  | 2016                            | 2017   |
| <b>Per share data:</b>                                     |                                 |        |
| Net income attributable to Sony Corporation's stockholders |                                 |        |
| - Basic  | 3.84                            | 103.57 |
| - Diluted  | 3.76                            | 101.35 |

*The accompanying notes are an integral part of these statements.*

**(iii) Consolidated Statements of Comprehensive Income (Unaudited)**

Sony Corporation and Consolidated Subsidiaries

|  | Yen in millions               |         |
|--|-------------------------------|---------|
|  | Six months ended September 30 |         |
|  | 2016                          | 2017    |
| <b>Net income</b>  | 53,561                        | 237,212 |
| <b>Other comprehensive income, net of tax —</b>                                    |                               |         |
| Unrealized losses on securities  | (17,331)                      | (4,658) |
| Unrealized gains on derivative instruments   | 260                           | 229     |
| Pension liability adjustment   | 6,047                         | 4,644   |
| Foreign currency translation adjustments   | (107,063)                     | 30,087  |
| <b>Total comprehensive income (loss)</b>   | (64,526)                      | 267,514 |
| Less – Comprehensive income attributable to noncontrolling interests               | 19,155                        | 27,356  |
| <b>Comprehensive income (loss) attributable to Sony Corporation's stockholders</b> | (83,681)                      | 240,158 |

|  | Yen in millions                 |         |
|--|---------------------------------|---------|
|  | Three months ended September 30 |         |
|  | 2016                            | 2017    |
| <b>Net income</b>  | 17,020                          | 142,814 |
| <b>Other comprehensive income, net of tax —</b>                                    |                                 |         |
| Unrealized losses on securities  | (37,726)                        | (1,469) |
| Unrealized gains on derivative instruments   | 405                             | 594     |
| Pension liability adjustment   | 2,821                           | 2,339   |
| Foreign currency translation adjustments   | (16,065)                        | 16,502  |
| <b>Total comprehensive income (loss)</b>   | (33,545)                        | 160,780 |
| Less – Comprehensive income (loss) attributable to noncontrolling interests        | (5,845)                         | 13,178  |
| <b>Comprehensive income (loss) attributable to Sony Corporation's stockholders</b> | (27,700)                        | 147,602 |

*The accompanying notes are an integral part of these statements.*

**(iv) Consolidated Statements of Cash Flows (Unaudited)**

Sony Corporation and Consolidated Subsidiaries

|   | Yen in millions               |           |
|---|-------------------------------|-----------|
|   | Six months ended September 30 |           |
|   | 2016                          | 2017      |
| <b>Cash flows from operating activities:</b>  |                               |           |
| Net income  | 53,561                        | 237,212   |
| Adjustments to reconcile net income to net cash provided by operating activities—                                     |                               |           |
| Depreciation and amortization, including amortization of deferred insurance acquisition costs                         | 181,060                       | 169,962   |
| Amortization of film costs  | 122,837                       | 160,142   |
| Accrual for pension and severance costs, less payments  | 7,054                         | 2,583     |
| Other operating (income) expense, net   | 52,441                        | (27,012)  |
| Gain on sale or devaluation of securities investments, net  | (13)                          | (167)     |
| (Gain) loss on revaluation of marketable securities held in the financial services business for trading purposes, net | 41,800                        | (47,765)  |
| Loss on revaluation or impairment of securities investments held in the financial services business, net              | 2                             | 50        |
| Deferred income taxes   | (12,382)                      | 8,160     |
| Equity in net (income) loss of affiliated companies, net of dividends   | 5,133                         | (1,312)   |
| Changes in assets and liabilities:  |                               |           |
| Increase in notes and accounts receivable, trade  | (154,618)                     | (197,747) |
| Increase in inventories   | (256,549)                     | (272,386) |
| Increase in film costs  | (175,952)                     | (188,281) |
| Increase in notes and accounts payable, trade   | 213,623                       | 309,160   |
| Increase in accrued income and other taxes  | 38,529                        | 49,662    |
| Increase in future insurance policy benefits and other  | 170,468                       | 258,762   |
| Increase in deferred insurance acquisition costs  | (43,691)                      | (43,394)  |
| Increase in marketable securities held in the financial services business for trading purposes                        | (49,387)                      | (44,002)  |
| Increase in other current assets  | (87,477)                      | (125,652) |
| Increase (decrease) in other current liabilities  | (86,249)                      | 23,571    |
| Other   | 61,293                        | (5,242)   |
| Net cash provided by operating activities   | 81,483                        | 266,304   |

*(Continued on following page.)*

## Consolidated Statements of Cash Flows (Unaudited)

|   | Yen in millions               |           |
|---|-------------------------------|-----------|
|   | Six months ended September 30 |           |
|   | 2016                          | 2017      |
| <b>Cash flows from investing activities:</b>  |                               |           |
| Payments for purchases of fixed assets  | (205,300)                     | (130,254) |
| Proceeds from sales of fixed assets   | 6,946                         | 6,760     |
| Payments for investments and advances by financial services business  | (603,241)                     | (461,046) |
| Payments for investments and advances (other than financial services business)                                    | (7,423)                       | (10,969)  |
| Proceeds from sales or return of investments and collections of advances by financial services business           | 143,080                       | 152,561   |
| Proceeds from sales or return of investments and collections of advances (other than financial services business) | 4,307                         | 4,219     |
| Proceeds from sales of businesses   | 3,262                         | 18,684    |
| Other   | (9,271)                       | 8,258     |
| Net cash used in investing activities   | (667,640)                     | (411,787) |
| <b>Cash flows from financing activities:</b>  |                               |           |
| Proceeds from issuance of long-term debt  | 203,081                       | 72,430    |
| Payments of long-term debt  | (140,400)                     | (16,299)  |
| Increase in short-term borrowings, net  | 123,646                       | 55,904    |
| Increase in deposits from customers in the financial services business, net                                       | 114,687                       | 88,344    |
| Dividends paid  | (12,633)                      | (12,649)  |
| Payment for purchase of Sony/ATV shares from noncontrolling interests   | (76,565)                      | —         |
| Other   | (28,555)                      | (8,207)   |
| Net cash provided by financing activities   | 183,261                       | 179,523   |
| Effect of exchange rate changes on cash and cash equivalents  | (55,535)                      | 6,650     |
| Net increase (decrease) in cash and cash equivalents  | (458,431)                     | 40,690    |
| Cash and cash equivalents at beginning of the fiscal year   | 983,612                       | 960,142   |
| Cash and cash equivalents at end of the period  | 525,181                       | 1,000,832 |

*The accompanying notes are an integral part of these statements.*

## **Index to Notes to Consolidated Financial Statements**

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Sony Corporation and Consolidated Subsidiaries

### **Notes to Consolidated Financial Statements**

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## Notes to Consolidated Financial Statements (Unaudited)

Sony Corporation and Consolidated Subsidiaries

### **1. Summary of significant accounting policies**

The accompanying consolidated financial statements are presented in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"), except for certain disclosures required by U.S. GAAP for interim periods which have been omitted. Certain adjustments and reclassifications have been incorporated in the accompanying consolidated financial statements to conform with U.S. GAAP. These adjustments were not recorded in the statutory books and records as Sony Corporation and its subsidiaries in Japan maintain their records and prepare their statutory financial statements in accordance with accounting principles generally accepted in Japan while its foreign subsidiaries maintain their records and prepare their financial statements in conformity with accounting principles generally accepted in the countries of their domiciles.

#### **(1) Accounting methods used specifically for interim consolidated financial statements:**

##### ***Income Taxes -***

Sony estimates the annual effective tax rate ("ETR") derived from a projected annual net income before taxes and calculates the interim period income tax provision based on the year-to-date income tax provision computed by applying the ETR to the year-to-date net income before taxes at the end of each interim period. The income tax provision based on the ETR reflects anticipated income tax credits and net operating loss carryforwards; however, it excludes the income tax provision related to significant unusual or extraordinary transactions. Such income tax provision is separately reported from the provision based on the ETR in the interim period in which it occurs.

#### **(2) Reclassifications:**

Certain reclassifications of the financial statements and accompanying footnotes for the six and three months ended September 30, 2016 have been made to conform to the presentation for the six and three months ended September 30, 2017.

## 2. Marketable securities and securities investments

Marketable securities and securities investments, primarily included in the Financial Services segment, are comprised of debt and equity securities for which the aggregate cost, gross unrealized gains and losses and fair value pertaining to available-for-sale securities and held-to-maturity securities are as follows:

|                                      | Yen in millions  |                        |                         |                    |                  |                        |                         |                  |
|--------------------------------------|------------------|------------------------|-------------------------|--------------------|------------------|------------------------|-------------------------|------------------|
|                                      | March 31, 2017   |                        |                         | September 30, 2017 |                  |                        |                         |                  |
|                                      | Cost             | Gross unrealized gains | Gross unrealized losses | Fair value         | Cost             | Gross unrealized gains | Gross unrealized losses | Fair value       |
| Available-for-sale:                  |                  |                        |                         |                    |                  |                        |                         |                  |
| Debt securities:                     |                  |                        |                         |                    |                  |                        |                         |                  |
| Japanese national government bonds   | 1,161,493        | 182,836                | (928)                   | 1,343,401          | 1,174,020        | 179,114                | (734)                   | 1,352,400        |
| Japanese local government bonds      | 60,450           | 144                    | (63)                    | 60,531             | 63,583           | 85                     | (106)                   | 63,562           |
| Japanese corporate bonds             | 163,785          | 7,864                  | (1,846)                 | 169,803            | 190,611          | 7,025                  | (1,733)                 | 195,903          |
| Foreign government bonds             | 27,601           | 359                    | (918)                   | 27,042             | 34,764           | 922                    | (515)                   | 35,171           |
| Foreign corporate bonds              | 396,097          | 4,168                  | (719)                   | 399,546            | 397,783          | 2,697                  | (452)                   | 400,028          |
| Other                                | 15,192           | -                      | (0)                     | 15,192             | 79,803           | 1                      | (0)                     | 79,804           |
|                                      | <u>1,824,618</u> | <u>195,371</u>         | <u>(4,474)</u>          | <u>2,015,515</u>   | <u>1,940,564</u> | <u>189,844</u>         | <u>(3,540)</u>          | <u>2,126,868</u> |
| Equity securities                    | <u>55,928</u>    | <u>69,937</u>          | <u>(377)</u>            | <u>125,488</u>     | <u>55,701</u>    | <u>67,132</u>          | <u>(279)</u>            | <u>122,554</u>   |
| Held-to-maturity securities:         |                  |                        |                         |                    |                  |                        |                         |                  |
| Japanese national government bonds * | 5,661,191        | 1,520,904              | (30,553)                | 7,151,542          | 5,770,124        | 1,461,484              | (38,952)                | 7,192,656        |
| Japanese local government bonds      | 4,101            | 449                    | -                       | 4,550              | 3,926            | 428                    | -                       | 4,354            |
| Japanese corporate bonds             | 230,011          | 12,346                 | (22,071)                | 220,286            | 284,729          | 11,595                 | (26,691)                | 269,633          |
| Foreign government bonds             | 253,019          | 5,269                  | (22,868)                | 235,420            | 278,068          | 9,912                  | (16,159)                | 271,821          |
| Foreign corporate bonds              | 198              | 18                     | -                       | 216                | 198              | 16                     | -                       | 214              |
|                                      | <u>6,148,520</u> | <u>1,538,986</u>       | <u>(75,492)</u>         | <u>7,612,014</u>   | <u>6,337,045</u> | <u>1,483,435</u>       | <u>(81,802)</u>         | <u>7,738,678</u> |
| Total                                | <u>8,029,066</u> | <u>1,804,294</u>       | <u>(80,343)</u>         | <u>9,753,017</u>   | <u>8,333,310</u> | <u>1,740,411</u>       | <u>(85,621)</u>         | <u>9,988,100</u> |

\* As of September 30, 2017, held-to-maturity securities include 252,931 million yen of pledged Japanese national government bonds as collateral for transactions with short-term repurchase agreement.

### 3. Fair value measurements

The fair value of Sony's assets and liabilities that are measured at fair value on a recurring basis are as follows:

|                                    | Yen in millions                                 |                  |               |                  |                       |                                  |                                  |                                     |
|------------------------------------|---|------------------|---------------|------------------|-----------------------|----------------------------------|----------------------------------|-------------------------------------|
|                                    | March 31, 2017                                  |                  |               |                  |                       |                                  |                                  |                                     |
|                                    | Presentation in the consolidated balance sheets |                  |               |                  |                       |                                  |                                  |                                     |
|                                    | Level 1   | Level 2          | Level 3       | Total            | Marketable securities | Securities investments and other | Other current assets/liabilities | Other noncurrent assets/liabilities |
| Assets:                            |   |                  |               |                  |                       |                                  |                                  |                                     |
| Trading securities                 | 611,108   | 310,212          | -             | 921,320          | 921,320               | -                                | -                                | -                                   |
| Available-for-sale securities      |   |                  |               |                  |                       |                                  |                                  |                                     |
| Debt securities                    |   |                  |               |                  |                       |                                  |                                  |                                     |
| Japanese national government bonds | -   | 1,343,401        | -             | 1,343,401        | 18,483                | 1,324,918                        | -                                | -                                   |
| Japanese local government bonds    | -   | 60,531           | -             | 60,531           | 8,518                 | 52,013                           | -                                | -                                   |
| Japanese corporate bonds           | -   | 168,493          | 1,310         | 169,803          | 8,433                 | 161,370                          | -                                | -                                   |
| Foreign government bonds           | -   | 27,042           | -             | 27,042           | 1,007                 | 26,035                           | -                                | -                                   |
| Foreign corporate bonds            | -   | 358,369          | 41,177        | 399,546          | 86,708                | 312,838                          | -                                | -                                   |
| Other                              | -   | -                | 15,192        | 15,192           | -                     | 15,192                           | -                                | -                                   |
| Equity securities                  | 125,306   | 182              | -             | 125,488          | -                     | 125,488                          | -                                | -                                   |
| Other investments *1               | 6,589   | 4,525            | 10,483        | 21,597           | -                     | 21,597                           | -                                | -                                   |
| Derivative assets *2, *3           | 981   | 26,279           | -             | 27,260           | -                     | -                                | 25,409                           | 1,851                               |
| Total assets                       | <u>743,984</u>                                  | <u>2,299,034</u> | <u>68,162</u> | <u>3,111,180</u> | <u>1,044,469</u>      | <u>2,039,451</u>                 | <u>25,409</u>                    | <u>1,851</u>                        |
| Liabilities:                       |   |                  |               |                  |                       |                                  |                                  |                                     |
| Derivative liabilities*2,*3        | 520   | 33,930           | -             | 34,450           | -                     | -                                | 15,743                           | 18,707                              |
| Total liabilities                  | <u>520</u>                                      | <u>33,930</u>    | <u>-</u>      | <u>34,450</u>    | <u>-</u>              | <u>-</u>                         | <u>15,743</u>                    | <u>18,707</u>                       |

Yen in millions  
September 30, 2017

|                                    | Presentation in the consolidated balance sheets |                  |                |                  |                       |                                  |                                  |                                     |
|------------------------------------|---|------------------|----------------|------------------|-----------------------|----------------------------------|----------------------------------|-------------------------------------|
|                                    | Level 1   | Level 2          | Level 3        | Total            | Marketable securities | Securities investments and other | Other current assets/liabilities | Other noncurrent assets/liabilities |
| Assets:                            |   |                  |                |                  |                       |                                  |                                  |                                     |
| Trading securities                 | 678,442   | 329,039          | -              | 1,007,481        | 1,007,481             | -                                | -                                | -                                   |
| Available-for-sale securities      |   |                  |                |                  |                       |                                  |                                  |                                     |
| Debt securities                    |   |                  |                |                  |                       |                                  |                                  |                                     |
| Japanese national government bonds | -   | 1,352,400        | -              | 1,352,400        | 18,665                | 1,333,735                        | -                                | -                                   |
| Japanese local government bonds    | -   | 63,562           | -              | 63,562           | 9,429                 | 54,133                           | -                                | -                                   |
| Japanese corporate bonds           | -   | 195,903          | -              | 195,903          | 8,784                 | 187,119                          | -                                | -                                   |
| Foreign government bonds           | -   | 35,171           | -              | 35,171           | -                     | 35,171                           | -                                | -                                   |
| Foreign corporate bonds            | -   | 370,373          | 29,655         | 400,028          | 90,122                | 309,906                          | -                                | -                                   |
| Other                              | -   | -                | 79,804         | 79,804           | -                     | 79,804                           | -                                | -                                   |
| Equity securities                  | 122,270   | 284              | -              | 122,554          | -                     | 122,554                          | -                                | -                                   |
| Other investments *1               | 6,828   | 5,044            | 10,346         | 22,218           | -                     | 22,218                           | -                                | -                                   |
| Derivative assets *2, *3           | -   | 18,149           | -              | 18,149           | -                     | -                                | 16,209                           | 1,940                               |
| Total assets                       | <u>807,540</u>                                  | <u>2,369,925</u> | <u>119,805</u> | <u>3,297,270</u> | <u>1,134,481</u>      | <u>2,144,640</u>                 | <u>16,209</u>                    | <u>1,940</u>                        |
| Liabilities:                       |   |                  |                |                  |                       |                                  |                                  |                                     |
| Derivative liabilities*2,*3        | 3,664   | 39,035           | -              | 42,699           | -                     | -                                | 25,042                           | 17,657                              |
| Total liabilities                  | <u>3,664</u>                                    | <u>39,035</u>    | <u>-</u>       | <u>42,699</u>    | <u>-</u>              | <u>-</u>                         | <u>25,042</u>                    | <u>17,657</u>                       |

\*1 Other investments include certain hybrid financial instruments and certain private equity investments.

\*2 Derivative assets and liabilities are recognized and disclosed on a gross basis.

\*3 The potential effect of offsetting on assets and liabilities, which primarily consists of derivatives subject to master netting agreements and/or collateral, is insignificant.

#### 4. Supplemental equity and comprehensive income information

##### (1) Stockholders' Equity

A reconciliation of the beginning and ending carrying amounts of Sony Corporation's stockholders' equity, noncontrolling interests and the total equity for the six months ended September 30, 2016 and 2017 are as follows:

|   | Yen in millions                         |                          |              |
|---|---|--------------------------|--------------|
|   | Sony Corporation's stockholders' equity | Noncontrolling interests | Total equity |
| Balance at March 31, 2016   | 2,463,340                               | 661,070                  | 3,124,410    |
| Exercise of stock acquisition rights                              | 1,834                                   | -                        | 1,834        |
| Stock-based compensation  | 833                                     | -                        | 833          |
| Comprehensive income:   |   |                          |              |
| Net income  | 26,008                                  | 27,553                   | 53,561       |
| Other comprehensive income, net of tax —                          |   |                          |              |
| Unrealized losses on securities                                   | (11,430)                                | (5,901)                  | (17,331)     |
| Unrealized gains on derivative instruments                        | 260                                     | -                        | 260          |
| Pension liability adjustment                                      | 5,959                                   | 88                       | 6,047        |
| Foreign currency translation adjustments                          | (104,478)                               | (2,585)                  | (107,063)    |
| Total comprehensive income (loss)                                 | (83,681)                                | 19,155                   | (64,526)     |
| Dividends declared  | (12,625)                                | (16,434)                 | (29,059)     |
| Transactions with noncontrolling interests shareholders and other | (59,598)                                | (42,424)                 | (102,022)    |
| Balance at September 30, 2016                                     | 2,310,103                               | 621,367                  | 2,931,470    |

|   | Yen in millions                         |                          |              |
|---|---|--------------------------|--------------|
|   | Sony Corporation's stockholders' equity | Noncontrolling interests | Total equity |
| Balance at March 31, 2017   | 2,497,246                               | 638,176                  | 3,135,422    |
| Issuance of new shares  | 676                                     | -                        | 676          |
| Exercise of stock acquisition rights                              | 2,344                                   | -                        | 2,344        |
| Stock-based compensation  | 1,159                                   | -                        | 1,159        |
| Comprehensive income:   |   |                          |              |
| Net income  | 211,723                                 | 25,489                   | 237,212      |
| Other comprehensive income, net of tax —                          |   |                          |              |
| Unrealized gains (losses) on securities                           | (4,884)                                 | 226                      | (4,658)      |
| Unrealized gains on derivative instruments                        | 229                                     | -                        | 229          |
| Pension liability adjustment                                      | 4,630                                   | 14                       | 4,644        |
| Foreign currency translation adjustments                          | 28,460                                  | 1,627                    | 30,087       |
| Total comprehensive income  | 240,158                                 | 27,356                   | 267,514      |
| Dividends declared  | (15,794)                                | (12,134)                 | (27,928)     |
| Transactions with noncontrolling interests shareholders and other | (598)                                   | 2,063                    | 1,465        |
| Balance at September 30, 2017                                     | 2,725,191                               | 655,461                  | 3,380,652    |

There was no material effect of changes in Sony Corporation's ownership interest in its subsidiaries on Sony Corporation's stockholders' equity for the six months ended September 30, 2016 and 2017.

## (2) Other Comprehensive Income

Changes in accumulated other comprehensive income, net of tax by component for the six months ended September 30, 2016 and 2017 are as follows:

|   | Yen in millions                         |   |                              |  | Total     |
|---|---|---|------------------------------|--|-----------|
|   | Unrealized gains (losses) on securities | Unrealized gains (losses) on derivative instruments | Pension liability adjustment | Foreign currency translation adjustments |           |
| Balance at March 31, 2016   | 140,736                                 | (1,198)   | (371,739)                    | (421,117)                                | (653,318) |
| Other comprehensive income before reclassifications                       | (18,448)                                | (2,933)   | (360)                        | (107,063)                                | (128,804) |
| Amounts reclassified out of accumulated other comprehensive income        | 1,117                                   | 3,193   | 6,407                        | -  | 10,717    |
| Net current-period other comprehensive income                             | (17,331)                                | 260   | 6,047                        | (107,063)                                | (118,087) |
| Less: Other comprehensive income attributable to noncontrolling interests | (5,901)                                 | -   | 88                           | (2,585)                                  | (8,398)   |
| Balance at September 30, 2016   | 129,306                                 | (938)   | (365,780)                    | (525,595)                                | (763,007) |

|   | Yen in millions                         |   |                              |  | Total     |
|---|---|---|------------------------------|--|-----------|
|   | Unrealized gains (losses) on securities | Unrealized gains (losses) on derivative instruments | Pension liability adjustment | Foreign currency translation adjustments |           |
| Balance at March 31, 2017   | 126,635                                 | (58)  | (308,736)                    | (436,610)                                | (618,769) |
| Other comprehensive income before reclassifications                       | (3,704)                                 | (723)   | (88)                         | 32,850                                   | 28,335    |
| Amounts reclassified out of accumulated other comprehensive income        | (954)                                   | 952   | 4,732                        | (2,763)                                  | 1,967     |
| Net current-period other comprehensive income                             | (4,658)                                 | 229   | 4,644                        | 30,087                                   | 30,302    |
| Less: Other comprehensive income attributable to noncontrolling interests | 226                                     | -   | 14                           | 1,627                                    | 1,867     |
| Balance at September 30, 2017   | 121,751                                 | 171   | (304,106)                    | (408,150)                                | (590,334) |

## 5. Reconciliation of the differences between basic and diluted EPS

Reconciliation of the differences between basic and diluted net income attributable to Sony Corporation's stockholders per share ("EPS") for the six and three months ended September 30, 2016 and 2017 is as follows:

|  | Yen in millions               |           |
|--|-------------------------------|-----------|
|  | Six months ended September 30 |           |
|  | 2016                          | 2017      |
| Net income attributable to Sony Corporation's stockholders for basic and diluted EPS computation | 26,008                        | 211,723   |
|  | Thousands of shares           |           |
| Weighted-average shares outstanding  | 1,261,681                     | 1,263,186 |
| Effect of dilutive securities:   |                               |           |
| Stock acquisition rights   | 2,175                         | 3,374     |
| Zero coupon convertible bonds  | 23,962                        | 23,962    |
| Weighted-average shares for diluted EPS computation  | 1,287,818                     | 1,290,522 |
|  | Yen                           |           |
| Basic EPS  | 20.61                         | 167.61    |
| Diluted EPS  | 20.20                         | 164.06    |

Potential shares of common stock that were excluded from the computation of diluted EPS for the six months ended September 30, 2016 and 2017 were 6,456 thousand shares and 4,573 thousand shares, respectively. The potential shares related to stock acquisition rights were excluded as anti-dilutive for the six months ended September 30, 2016 and 2017 when the exercise price for those shares was in excess of the average market value of Sony's common stock for the period. The zero coupon convertible bonds issued in July 2015 were included in the diluted EPS calculation under the if-converted method beginning upon issuance.

|  | Yen in millions                 |           |
|--|---------------------------------|-----------|
|  | Three months ended September 30 |           |
|  | 2016                            | 2017      |
| Net income attributable to Sony Corporation's stockholders for basic and diluted EPS computation | 4,842                           | 130,852   |
|  | Thousands of shares             |           |
| Weighted-average shares outstanding  | 1,261,840                       | 1,263,452 |
| Effect of dilutive securities:   |                                 |           |
| Stock acquisition rights   | 2,468                           | 3,624     |
| Zero coupon convertible bonds  | 23,962                          | 23,962    |
| Weighted-average shares for diluted EPS computation  | 1,288,270                       | 1,291,038 |
|  | Yen                             |           |
| Basic EPS  | 3.84                            | 103.57    |
| Diluted EPS  | 3.76                            | 101.35    |

Potential shares of common stock that were excluded from the computation of diluted EPS for the three months ended September 30, 2016 and 2017 were 6,456 thousand shares and 4,573 thousand shares, respectively. The potential shares related to stock acquisition rights were excluded as anti-dilutive for the three months ended September 30, 2016 and 2017 when the exercise price for those shares was in excess of the average market value of Sony's common stock for the period. The zero coupon convertible bonds issued in July 2015 were included in the diluted EPS calculation under the if-converted method beginning upon issuance.

## **6. Commitments, contingent liabilities and other**

### **(1) Loan commitments**

Subsidiaries in the Financial Services segment have entered into loan agreements with their customers in accordance with the condition of the contracts. As of September 30, 2017, the total unused portion of the lines of credit extended under these contracts was 30,831 million yen. The aggregate amounts of future year-by-year payments for these loan commitments cannot be determined.

### **(2) Purchase commitments and other**

Purchase commitments and other outstanding commitments as of September 30, 2017 amounted to 386,289 million yen. The major components of these commitments are as follows:

Certain subsidiaries in the Pictures segment have entered into agreements with creative talent for the development and production of motion pictures and television programming as well as agreements with third parties to acquire completed motion pictures, or certain rights therein, and to acquire the rights to broadcast certain live action sporting events. These agreements cover various periods mainly within two years. As of September 30, 2017, these subsidiaries were committed to make payments under such contracts of 122,014 million yen.

Certain subsidiaries in the Music segment have entered into contracts with recording artists, songwriters and companies for the future production, distribution and/or licensing of music product. These contracts cover various periods mainly within five years. As of September 30, 2017, these subsidiaries were committed to make payments of 66,378 million yen under such contracts.

A subsidiary in the Game & Network Services segment has entered into contracts for programming content. These contracts cover various periods mainly within two years. As of September 30, 2017, this subsidiary was committed to make payments of 13,250 million yen under such contracts.

Sony has entered into sponsorship contracts related to advertising and promotional rights. These contracts cover various periods mainly within one year. As of September 30, 2017, Sony has committed to make payments of 5,230 million yen under such contracts.

### **(3) Litigation**

Beginning in 2009, the U.S. Department of Justice (“DOJ”), the European Commission and certain other governmental agencies outside the United States have conducted investigations relating to competition in the optical disk drives market. Sony Corporation and/or certain of its subsidiaries have been subject to these investigations. Sony understands that the investigations of several agencies, including the DOJ, have ended, and only one agency continues to investigate. However, proceedings initiated by the European Commission as a result of its investigation continue. In October 2015, the European Commission adopted a decision in which it fined Sony Corporation and certain of its subsidiaries 31 million euros; however, Sony filed an appeal against the decision with the European Union’s General Court. In addition, a number of direct and indirect purchaser lawsuits, including class actions, have been filed in certain jurisdictions in which the plaintiffs allege that Sony Corporation and certain of its subsidiaries violated antitrust laws and seek recovery of damages and other remedies. Certain of these lawsuits have been settled, including the class actions brought by the direct and indirect purchasers in the United States; however, certain other lawsuits continue. Based on the stage of the pending proceedings, it is not possible to estimate the amount of losses or range of possible losses, if any, that might ultimately result from adverse judgments, settlements or other resolution of all of these matters.

Beginning in 2011, the DOJ, the European Commission and certain other governmental agencies outside the United States conducted investigations relating to competition in the secondary batteries market. Sony Corporation and/or certain of its subsidiaries were subject to these investigations. Sony understands that the investigations by these agencies, including the DOJ and the European Commission, have ended or are no longer active. With respect to the investigation by the European Commission, in December 2016, Sony Corporation and certain of its subsidiaries reached a settlement with the European Commission to pay a fine of approximately 29.8 million euros. In addition, a number of direct and indirect purchaser lawsuits, including class actions, have been filed in certain jurisdictions in which the plaintiffs allege that Sony Corporation and certain of its subsidiaries violated antitrust laws and seek recovery of damages and other remedies. Certain of these lawsuits have been settled, including the class actions brought by the direct and indirect purchasers in the United States; however, certain other lawsuits continue. Based on the stage of the pending proceedings, it is not possible to estimate the amount of losses or range of possible losses, if any, that might ultimately result from adverse judgments, settlements or other resolution of all of these matters.

In addition, Sony Corporation and certain of its subsidiaries are defendants or otherwise involved in other pending legal and regulatory proceedings. However, based upon the information currently available, Sony believes that the outcome from such legal and regulatory proceedings would not have a material impact on Sony’s results of operations and financial position.

**(4) Guarantees**

Sony has issued guarantees that contingently require payments to guaranteed parties if certain specified events or conditions occur. The maximum potential amount of future payments under these guarantees as of September 30, 2017 amounted to 3,139 million yen.

## **7. Business segment information**

The reportable segments presented below are the segments of Sony for which separate financial information is available and for which operating profit or loss amounts are evaluated regularly by the chief operating decision maker (“CODM”) in deciding how to allocate resources and in assessing performance. The CODM does not evaluate segments using discrete asset information. Sony’s CODM is its Chief Executive Officer and President.

Sony realigned its business segments from the first quarter of the fiscal year ending March 31, 2018. As a result of this realignment, the operation of the former Components segment is now included in All Other. In connection with this realignment, the sales and operating revenue and operating income (loss) of each segment for the comparable period have been reclassified to conform to the current presentation.

The Mobile Communications (“MC”) segment includes the manufacture and sales of mobile phones and Internet-related service businesses. The Game & Network Services (“G&NS”) segment includes the manufacture and sales of home gaming products, network services businesses and production and sales of software. The Imaging Products & Solutions (“IP&S”) segment includes the Still and Video Cameras business. The Home Entertainment & Sound (“HE&S”) segment includes Televisions as well as Audio and Video businesses. The Semiconductors segment includes the image sensors business. The Pictures segment includes the Motion Pictures, Television Productions and Media Networks businesses. The Music segment includes the Recorded Music, Music Publishing and Visual Media and Platform businesses. The Financial Services segment primarily represents individual life insurance and non-life insurance businesses in the Japanese market and a bank business in Japan. All Other consists of various operating activities, including the overseas disc manufacturing, recording media and battery businesses. Sony’s products and services are generally unique to a single operating segment.

Business segments -

Sales and operating revenue:

|                                | Yen in millions               |                  |
|--------------------------------|-------------------------------|------------------|
|                                | Six months ended September 30 |                  |
|                                | 2016                          | 2017             |
| Sales and operating revenue:   |                               |                  |
| Mobile Communications -        |                               |                  |
| Customers                      | 351,682                       | 348,884          |
| Intersegment                   | 3,011                         | 4,344            |
| Total                          | <u>354,693</u>                | <u>353,228</u>   |
| Game & Network Services -      |                               |                  |
| Customers                      | 615,616                       | 737,306          |
| Intersegment                   | 34,643                        | 43,960           |
| Total                          | <u>650,259</u>                | <u>781,266</u>   |
| Imaging Products & Solutions - |                               |                  |
| Customers                      | 254,402                       | 309,287          |
| Intersegment                   | 3,196                         | 3,068            |
| Total                          | <u>257,598</u>                | <u>312,355</u>   |
| Home Entertainment & Sound -   |                               |                  |
| Customers                      | 468,816                       | 557,235          |
| Intersegment                   | 1,980                         | 565              |
| Total                          | <u>470,796</u>                | <u>557,800</u>   |
| Semiconductors -               |                               |                  |
| Customers                      | 279,311                       | 366,086          |
| Intersegment                   | 58,867                        | 66,538           |
| Total                          | <u>338,178</u>                | <u>432,624</u>   |
| Pictures -                     |                               |                  |
| Customers                      | 375,149                       | 449,408          |
| Intersegment                   | 280                           | 406              |
| Total                          | <u>375,429</u>                | <u>449,814</u>   |
| Music -                        |                               |                  |
| Customers                      | 285,038                       | 367,913          |
| Intersegment                   | 7,077                         | 7,225            |
| Total                          | <u>292,115</u>                | <u>375,138</u>   |
| Financial Services -           |                               |                  |
| Customers                      | 489,612                       | 578,794          |
| Intersegment                   | 3,617                         | 3,590            |
| Total                          | <u>493,229</u>                | <u>582,384</u>   |
| All Other -                    |                               |                  |
| Customers                      | 166,727                       | 189,696          |
| Intersegment                   | 35,400                        | 32,364           |
| Total                          | <u>202,127</u>                | <u>222,060</u>   |
| Corporate and elimination      | <u>(132,277)</u>              | <u>(146,025)</u> |
| Consolidated total             | <u>3,302,147</u>              | <u>3,920,644</u> |

G&NS intersegment amounts primarily consist of transactions with All Other.

Semiconductors intersegment amounts primarily consist of transactions with the MC segment, the G&NS segment and the IP&S segment.

All Other intersegment amounts primarily consist of transactions with the Pictures segment, the Music segment and the G&NS segment.

Corporate and elimination includes certain brand and patent royalty income.

|                                | Yen in millions                 |                  |
|--------------------------------|---------------------------------|------------------|
|                                | Three months ended September 30 |                  |
|                                | 2016                            | 2017             |
| Sales and operating revenue:   |                                 |                  |
| Mobile Communications -        |                                 |                  |
| Customers                      | 166,814                         | 169,818          |
| Intersegment                   | 1,956                           | 2,223            |
| Total                          | <u>168,770</u>                  | <u>172,041</u>   |
| Game & Network Services -      |                                 |                  |
| Customers                      | 304,848                         | 414,255          |
| Intersegment                   | 15,032                          | 18,949           |
| Total                          | <u>319,880</u>                  | <u>433,204</u>   |
| Imaging Products & Solutions - |                                 |                  |
| Customers                      | 134,037                         | 155,170          |
| Intersegment                   | 1,335                           | 1,550            |
| Total                          | <u>135,372</u>                  | <u>156,720</u>   |
| Home Entertainment & Sound -   |                                 |                  |
| Customers                      | 233,901                         | 300,770          |
| Intersegment                   | 976                             | 163              |
| Total                          | <u>234,877</u>                  | <u>300,933</u>   |
| Semiconductors -               |                                 |                  |
| Customers                      | 161,038                         | 193,407          |
| Intersegment                   | 32,710                          | 34,956           |
| Total                          | <u>193,748</u>                  | <u>228,363</u>   |
| Pictures -                     |                                 |                  |
| Customers                      | 192,026                         | 243,738          |
| Intersegment                   | 86                              | 265              |
| Total                          | <u>192,112</u>                  | <u>244,003</u>   |
| Music -                        |                                 |                  |
| Customers                      | 146,629                         | 202,837          |
| Intersegment                   | 3,582                           | 3,729            |
| Total                          | <u>150,211</u>                  | <u>206,566</u>   |
| Financial Services -           |                                 |                  |
| Customers                      | 258,703                         | 277,434          |
| Intersegment                   | 1,807                           | 1,790            |
| Total                          | <u>260,510</u>                  | <u>279,224</u>   |
| All Other -                    |                                 |                  |
| Customers                      | 81,791                          | 95,592           |
| Intersegment                   | 19,572                          | 17,228           |
| Total                          | <u>101,363</u>                  | <u>112,820</u>   |
| Corporate and elimination      | <u>(67,895)</u>                 | <u>(71,343)</u>  |
| Consolidated total             | <u>1,688,948</u>                | <u>2,062,531</u> |

G&NS intersegment amounts primarily consist of transactions with All Other.

Semiconductors intersegment amounts primarily consist of transactions with the MC segment, the G&NS segment and the IP&S segment.

All Other intersegment amounts primarily consist of transactions with the Pictures segment, the Music segment and the G&NS segment.

Corporate and elimination includes certain brand and patent royalty income.

Segment profit or loss:

|   | Yen in millions               |          |
|---|-------------------------------|----------|
|   | Six months ended September 30 |          |
|   | 2016                          | 2017     |
| Operating income (loss):                |                               |          |
| Mobile Communications                   | 4,113                         | 1,163    |
| Game & Network Services                 | 63,023                        | 72,483   |
| Imaging Products & Solutions            | 22,366                        | 42,074   |
| Home Entertainment & Sound              | 37,797                        | 46,970   |
| Semiconductors                          | (47,733)                      | 104,812  |
| Pictures                                | (7,433)                       | (1,801)  |
| Music                                   | 32,391                        | 57,536   |
| Financial Services                      | 82,110                        | 82,822   |
| All Other                               | (39,555)                      | (8,259)  |
| Total                                   | 147,079                       | 397,800  |
| Corporate and elimination               | (45,140)                      | (35,961) |
| Consolidated operating income           | 101,939                       | 361,839  |
| Other income                            | 7,137                         | 14,681   |
| Other expenses                          | (11,540)                      | (29,061) |
| Consolidated income before income taxes | 97,536                        | 347,459  |

Operating income (loss) is sales and operating revenue less costs and expenses, and includes equity in net income (loss) of affiliated companies.

Corporate and elimination includes headquarters restructuring costs and certain other corporate expenses, including the amortization of certain intellectual property assets such as the cross-licensing of intangible assets acquired from Ericsson at the time of the Sony Mobile Communications acquisition, which are not allocated to segments.

|   | Yen in millions                 |          |
|---|---------------------------------|----------|
|   | Three months ended September 30 |          |
|   | 2016                            | 2017     |
| Operating income (loss):                |                                 |          |
| Mobile Communications                   | 3,698                           | (2,453)  |
| Game & Network Services                 | 18,992                          | 54,750   |
| Imaging Products & Solutions            | 14,860                          | 18,870   |
| Home Entertainment & Sound              | 17,556                          | 24,387   |
| Semiconductors                          | (4,184)                         | 49,370   |
| Pictures                                | 3,207                           | 7,696    |
| Music                                   | 16,515                          | 32,514   |
| Financial Services                      | 33,563                          | 36,599   |
| All Other                               | (32,602)                        | (28)     |
| Total                                   | 71,605                          | 221,705  |
| Corporate and elimination               | (25,858)                        | (17,477) |
| Consolidated operating income           | 45,747                          | 204,228  |
| Other income                            | 2,817                           | 4,763    |
| Other expenses                          | (8,044)                         | (10,426) |
| Consolidated income before income taxes | 40,520                          | 198,565  |

Operating income (loss) is sales and operating revenue less costs and expenses, and includes equity in net income (loss) of affiliated companies.

Corporate and elimination includes headquarters restructuring costs and certain other corporate expenses, including the amortization of certain intellectual property assets such as the cross-licensing of intangible assets acquired from Ericsson at the time of the Sony Mobile Communications acquisition, which are not allocated to segments.

Other Significant Items:

The following table includes a breakdown of sales and operating revenue to external customers by product category for certain segments. Sony management views each segment as a single operating segment.

|                              | Yen in millions               |           |
|------------------------------|-------------------------------|-----------|
|                              | Six months ended September 30 |           |
| Sales and operating revenue: | 2016                          | 2017      |
| Mobile Communications        | 351,682                       | 348,884   |
| Game & Network Services      |                               |           |
| Hardware                     | 225,551                       | 235,713   |
| Network                      | 292,167                       | 418,288   |
| Other                        | 97,898                        | 83,305    |
| Total                        | 615,616                       | 737,306   |
| Imaging Products & Solutions |                               |           |
| Still and Video Cameras      | 157,000                       | 205,206   |
| Other                        | 97,402                        | 104,081   |
| Total                        | 254,402                       | 309,287   |
| Home Entertainment & Sound   |                               |           |
| Televisions                  | 335,390                       | 398,927   |
| Audio and Video              | 132,854                       | 157,361   |
| Other                        | 572                           | 947       |
| Total                        | 468,816                       | 557,235   |
| Semiconductors               | 279,311                       | 366,086   |
| Pictures                     |                               |           |
| Motion Pictures              | 169,274                       | 195,074   |
| Television Productions       | 95,617                        | 119,287   |
| Media Networks               | 110,258                       | 135,047   |
| Total                        | 375,149                       | 449,408   |
| Music                        |                               |           |
| Recorded Music               | 179,463                       | 208,999   |
| Music Publishing             | 31,242                        | 36,359    |
| Visual Media and Platform    | 74,333                        | 122,555   |
| Total                        | 285,038                       | 367,913   |
| Financial Services           | 489,612                       | 578,794   |
| All Other                    | 166,727                       | 189,696   |
| Corporate                    | 15,794                        | 16,035    |
| Consolidated total           | 3,302,147                     | 3,920,644 |

| Sales and operating revenue: | Yen in millions                 |           |
|------------------------------|---------------------------------|-----------|
|                              | Three months ended September 30 |           |
|                              | 2016                            | 2017      |
| Mobile Communications        | 166,814                         | 169,818   |
| Game & Network Services      |                                 |           |
| Hardware                     | 106,386                         | 137,398   |
| Network                      | 146,609                         | 222,986   |
| Other                        | 51,853                          | 53,871    |
| Total                        | 304,848                         | 414,255   |
| Imaging Products & Solutions |                                 |           |
| Still and Video Cameras      | 81,471                          | 99,343    |
| Other                        | 52,566                          | 55,827    |
| Total                        | 134,037                         | 155,170   |
| Home Entertainment & Sound   |                                 |           |
| Televisions                  | 169,097                         | 219,553   |
| Audio and Video              | 64,547                          | 80,639    |
| Other                        | 257                             | 578       |
| Total                        | 233,901                         | 300,770   |
| Semiconductors               | 161,038                         | 193,407   |
| Pictures                     |                                 |           |
| Motion Pictures              | 93,952                          | 124,800   |
| Television Productions       | 51,424                          | 57,389    |
| Media Networks               | 46,650                          | 61,549    |
| Total                        | 192,026                         | 243,738   |
| Music                        |                                 |           |
| Recorded Music               | 89,757                          | 109,177   |
| Music Publishing             | 15,591                          | 19,501    |
| Visual Media and Platform    | 41,281                          | 74,159    |
| Total                        | 146,629                         | 202,837   |
| Financial Services           | 258,703                         | 277,434   |
| All Other                    | 81,791                          | 95,592    |
| Corporate                    | 9,161                           | 9,510     |
| Consolidated total           | 1,688,948                       | 2,062,531 |

In the G&NS segment, Hardware includes home and portable game consoles; Network includes network services relating to game, video and music content provided by Sony Interactive Entertainment; Other includes packaged software and peripheral devices. In the IP&S segment, Still and Video Cameras includes interchangeable lens cameras, compact digital cameras, consumer video cameras and video cameras for broadcast; Other includes display products such as projectors and medical equipment. In the HE&S segment, Televisions includes LCD and OLED televisions; Audio and Video includes Blu-ray disc players and recorders, home audio, headphones and memory-based portable audio devices. In the Pictures segment, Motion Pictures includes the worldwide production, acquisition and distribution of motion pictures and direct-to-video content; Television Productions includes the production, acquisition and distribution of television programming; Media Networks includes the operation of television and digital networks worldwide. In the Music segment, Recorded Music includes the distribution of physical and digital recorded music and revenue derived from artists' live performances; Music Publishing includes the management and licensing of the words and music of songs; Visual Media and Platform includes the production and distribution of animation titles, including game applications based on the animation titles, and various service offerings for music and visual products.

|  | Yen in millions               |                       |
|--|-------------------------------|-----------------------|
|  | Six months ended September 30 |                       |
|  | 2016                          | 2017                  |
| Depreciation and amortization:                                     |                               |                       |
| Mobile Communications  | 9,927                         | 9,300                 |
| Game & Network Services  | 12,159                        | 14,162                |
| Imaging Products & Solutions                                       | 12,215                        | 11,565                |
| Home Entertainment & Sound   | 9,770                         | 9,558                 |
| Semiconductors   | 51,377                        | 48,439                |
| Pictures   | 9,681                         | 11,947                |
| Music  | 7,373                         | 8,389                 |
| Financial Services, including deferred insurance acquisition costs | 42,351                        | 32,381                |
| All Other  | 4,193                         | 3,570                 |
| Total  | <u>159,046</u>                | <u>149,311</u>        |
| Corporate  | <u>22,014</u>                 | <u>20,651</u>         |
| Consolidated total   | <u><u>181,060</u></u>         | <u><u>169,962</u></u> |

|  | Yen in millions                       |  |               |
|--|---------------------------------------|--|---------------|
|  | Six months ended September 30, 2016   |  |               |
|  | Total net<br>restructuring<br>charges | Depreciation<br>associated with<br>restructured assets | Total         |
| Restructuring charges and associated depreciation: |                                       |  |               |
| Mobile Communications                              | 27                                    | 121  | 148           |
| Game & Network Services                            | 6                                     | -  | 6             |
| Imaging Products & Solutions                       | 17                                    | -  | 17            |
| Home Entertainment & Sound                         | 13                                    | -  | 13            |
| Semiconductors                                     | 3                                     | -  | 3             |
| Pictures   | 891                                   | 4  | 895           |
| Music  | 818                                   | -  | 818           |
| Financial Services                                 | -                                     | -  | -             |
| All Other and Corporate                            | 32,421                                | -  | 32,421        |
| Consolidated total                                 | <u>34,196</u>                         | <u>125</u>   | <u>34,321</u> |

|  | Yen in millions                       |  |              |
|--|---------------------------------------|--|--------------|
|  | Six months ended September 30, 2017   |  |              |
|  | Total net<br>restructuring<br>charges | Depreciation<br>associated with<br>restructured assets | Total        |
| Restructuring charges and associated depreciation: |                                       |  |              |
| Mobile Communications                              | 691                                   | 0  | 691          |
| Game & Network Services                            | -                                     | -  | -            |
| Imaging Products & Solutions                       | 21                                    | -  | 21           |
| Home Entertainment & Sound                         | 19                                    | -  | 19           |
| Semiconductors                                     | -                                     | -  | -            |
| Pictures   | 443                                   | -  | 443          |
| Music  | 222                                   | -  | 222          |
| Financial Services                                 | -                                     | -  | -            |
| All Other and Corporate                            | 2,633                                 | 0  | 2,633        |
| Consolidated total                                 | <u>4,029</u>                          | <u>0</u>   | <u>4,029</u> |

Depreciation associated with restructured assets as used in the context of the disclosures regarding restructuring activities refers to the increase in depreciation expense caused by revising the useful life and the salvage value of depreciable fixed assets under an approved restructuring plan. Any impairment of the assets is recognized immediately in the period it is identified.

|  | Yen in millions                 |                      |
|--|---------------------------------|----------------------|
|  | Three months ended September 30 |                      |
|  | 2016                            | 2017                 |
| Depreciation and amortization:                                     |                                 |                      |
| Mobile Communications  | 4,776                           | 4,715                |
| Game & Network Services  | 6,630                           | 7,258                |
| Imaging Products & Solutions                                       | 6,130                           | 5,704                |
| Home Entertainment & Sound   | 4,617                           | 4,569                |
| Semiconductors   | 26,071                          | 24,637               |
| Pictures   | 4,747                           | 5,975                |
| Music  | 3,686                           | 4,247                |
| Financial Services, including deferred insurance acquisition costs | 17,988                          | 17,274               |
| All Other  | 1,888                           | 1,847                |
| Total  | <u>76,533</u>                   | <u>76,226</u>        |
| Corporate  | <u>10,970</u>                   | <u>10,473</u>        |
| Consolidated total   | <u><u>87,503</u></u>            | <u><u>86,699</u></u> |

|  | Yen in millions                       |  |               |
|--|---------------------------------------|--|---------------|
|  | Three months ended September 30, 2016 |  |               |
|  | Total net restructuring charges       | Depreciation associated with restructured assets | Total         |
| Restructuring charges and associated depreciation: |                                       |  |               |
| Mobile Communications                              | (295)                                 | 121  | (174)         |
| Game & Network Services                            | (104)                                 | -  | (104)         |
| Imaging Products & Solutions                       | 10                                    | -  | 10            |
| Home Entertainment & Sound                         | 1                                     | -  | 1             |
| Semiconductors                                     | -                                     | -  | -             |
| Pictures   | 56                                    | 4  | 60            |
| Music  | 708                                   | -  | 708           |
| Financial Services                                 | -                                     | -  | -             |
| All Other and Corporate                            | 32,075                                | -  | 32,075        |
| Consolidated total                                 | <u>32,451</u>                         | <u>125</u>                                       | <u>32,576</u> |

|  | Yen in millions                       |  |              |
|--|---------------------------------------|--|--------------|
|  | Three months ended September 30, 2017 |  |              |
|  | Total net restructuring charges       | Depreciation associated with restructured assets | Total        |
| Restructuring charges and associated depreciation: |                                       |  |              |
| Mobile Communications                              | 42                                    | -  | 42           |
| Game & Network Services                            | -                                     | -  | -            |
| Imaging Products & Solutions                       | 9                                     | -  | 9            |
| Home Entertainment & Sound                         | 4                                     | -  | 4            |
| Semiconductors                                     | -                                     | -  | -            |
| Pictures   | (127)                                 | -  | (127)        |
| Music  | 215                                   | -  | 215          |
| Financial Services                                 | -                                     | -  | -            |
| All Other and Corporate                            | 1,448                                 | -  | 1,448        |
| Consolidated total                                 | <u>1,591</u>                          | <u>-</u>   | <u>1,591</u> |

Depreciation associated with restructured assets as used in the context of the disclosures regarding restructuring activities refers to the increase in depreciation expense caused by revising the useful life and the salvage value of depreciable fixed assets under an approved restructuring plan. Any impairment of the assets is recognized immediately in the period it is identified.

Geographic Information –

Sales and operating revenue attributed to countries and areas based on location of external customers are as follows:

| Sales and operating revenue: | Yen in millions               |                  |
|------------------------------|-------------------------------|------------------|
|                              | Six months ended September 30 |                  |
|                              | 2016                          | 2017             |
| Japan                        | 1,054,642                     | 1,216,279        |
| United States                | 715,772                       | 798,121          |
| Europe                       | 688,995                       | 781,633          |
| China                        | 240,067                       | 339,136          |
| Asia-Pacific                 | 392,875                       | 525,845          |
| Other Areas                  | 209,796                       | 259,630          |
| <b>Total</b>                 | <b>3,302,147</b>              | <b>3,920,644</b> |

| Sales and operating revenue: | Yen in millions                 |                  |
|------------------------------|---------------------------------|------------------|
|                              | Three months ended September 30 |                  |
|                              | 2016                            | 2017             |
| Japan                        | 543,231                         | 596,538          |
| United States                | 362,158                         | 437,185          |
| Europe                       | 343,478                         | 429,883          |
| China                        | 130,994                         | 176,920          |
| Asia-Pacific                 | 201,205                         | 278,447          |
| Other Areas                  | 107,882                         | 143,558          |
| <b>Total</b>                 | <b>1,688,948</b>                | <b>2,062,531</b> |

Major countries and areas in each geographic segment excluding Japan, United States and China are as follows:

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

There are no individually material countries with respect to sales and operating revenue included in Europe, Asia-Pacific and Other Areas.

Transfers between reportable business segments or geographic areas are made at individually negotiated prices that are intended to reflect a market-based transfer price.

There were no sales and operating revenue with any single major external customer for the six and three months ended September 30, 2016 and 2017.

## (2) Other Information

### (i) Dividends declared

An interim cash dividend for Sony Corporation's common stock was approved at the Board of Directors meeting held on October 31, 2017 as below:

1. Total amount of interim cash dividends:  
15,794 million yen
  2. Amount of interim cash dividends per share:  
12.50 yen
  3. Payment date:  
December 1, 2017
- Interim cash dividends for the fiscal year ending March 31, 2018 have been incorporated in the accompanying consolidated financial statements.

Note: Interim cash dividends are to be distributed to the shareholders recorded or registered as the holders or pledgees of shares in Sony Corporation's register of shareholders at the end of September 30, 2017

### (ii) Litigation

For the legal proceedings, please refer to "IV Financial Statements - Notes to Consolidated Financial Statements – 6. Commitments, contingent liabilities and other".