

## Electronics Performance by Product Category (Unaudited)

(Billions of yen, millions of U.S. dollars)

<u>Sales and operating revenue</u>	Year ended March 31			
	2002	2003	Change	2003
Audio				
Customers	¥ 747.5	¥ 682.5	-8.7%	\$ 5,688
Intercategory and intersegment	9.4	4.4		36
Total	756.9	686.9	-9.2	5,724
Video				
Customers	806.4	823.4	+2.1	6,861
Intercategory and intersegment	6.8	8.4		71
Total	813.2	831.8	+2.3	6,932
Televisions				
Customers	842.4	846.1	+0.4	7,051
Intercategory and intersegment	0.9	8.7		72
Total	843.3	854.8	+1.4	7,123
Information and Communications				
Customers	1,167.3	958.6	-17.9	7,988
Intercategory and intersegment	13.1	12.9		108
Total	1,180.4	971.5	-17.7	8,096
Semiconductors				
Customers	182.3	204.7	+12.3	1,706
Intercategory and intersegment	156.2	171.3		1,427
Total	338.5	376.0	+11.1	3,133
Components				
Customers	525.6	537.4	+2.2	4,478
Intercategory and intersegment	400.5	376.8		3,140
Total	926.1	914.2	-1.3	7,618
Other				
Customers	501.1	490.7	-2.1	4,089
Intercategory and intersegment	566.4	475.2		3,960
Total	1,067.5	965.9	-9.5	8,049
Elimination (intercategory)	(639.7)	(660.6)		(5,505)
Total	¥ 5,286.2	¥ 4,940.5	-6.5%	\$ 41,170
<u>Operating income (loss)</u>	2002	2003	Change	2003
Audio	¥ 22.1	¥ 43.3	+95.5%	\$ 361
Video	96.5	104.0	+7.8	867
Televisions	26.7	43.3	+62.2	361
Information and Communications	(52.9)	(17.0)	—	(142)
Semiconductors	(12.6)	(1.7)	—	(14)
Components	(22.7)	40.9	—	341
Other	(53.5)	(70.9)	—	(591)
Sub Total	3.6	141.9	+3,873.8	1,183
Corporate and elimination (intercategory)	(4.8)	(100.5)	—	(838)
Total	¥ (1.2)	¥ 41.4	—%	\$ 345

Notes:

1. The above table is a breakdown of Electronics sales and operating revenue and operating income (loss) in Sony's business segment information. The Electronics business is managed as a single operating segment by Sony's management. However, Sony believes that the information in this table is useful to investors in understanding the contributions of the products in this business segment. In addition, commencing with the first quarter ended June 30, 2002, Sony has partly realigned its product category configuration in the Electronics business. In accordance with this change, results of the previous year have been reclassified to conform to the presentations for the current year. Sales of mobile phones are no longer recorded in the "Information and Communications" category as of the third quarter ended December 31, 2001. From the third quarter of the previous year sales of mobile phones manufactured for Sony Ericsson Mobile Communications, AB are recorded in the "Other" product category.
2. 'Other' intercategory and intersegment amounts primarily include transactions with the Game segment.
3. Except for Sales and operating revenue in each product category with respect to customers, the above amounts are not measures conforming with U.S. GAAP. Operating income and loss figures by product category reflect allocations of expenses, including the realized gain or loss from foreign exchange contracts, of the Electronics business which Sony believes are reasonable in showing operating results but are not in accordance with US GAAP.

## Electronics Performance by Product Category (Unaudited)

(Billions of yen, millions of U.S. dollars)

<b>Sales and operating revenue</b>	<b>Three months ended March 31</b>			
	2002	2003	Change	2003
Audio				
Customers	¥ 148.4	¥ 133.6	-10.0%	\$ 1,113
Intercategory and intersegment	2.7	0.8		7
Total	151.1	134.4	-11.1	1,120
Video				
Customers	157.4	146.9	-6.7	1,224
Intercategory and intersegment	2.9	1.2		10
Total	160.3	148.1	-7.6	1,234
Televisions				
Customers	219.4	179.5	-18.2	1,496
Intercategory and intersegment	0.0	1.2		10
Total	219.4	180.7	-17.6	1,506
Information and Communications				
Customers	312.7	242.8	-22.4	2,023
Intercategory and intersegment	4.9	3.5		30
Total	317.6	246.3	-22.4	2,053
Semiconductors				
Customers	45.3	52.5	+15.8	437
Intercategory and intersegment	27.7	29.1		243
Total	73.0	81.6	+11.8	680
Components				
Customers	141.4	132.9	-6.0	1,108
Intercategory and intersegment	90.9	68.6		571
Total	232.3	201.5	-13.3	1,679
Other				
Customers	136.1	107.5	-21.0	896
Intercategory and intersegment	107.5	46.6		388
Total	243.6	154.1	-36.7	1,284
Elimination (intercategory)	(145.0)	(121.4)		(1,012)
Total	¥ 1,252.3	¥ 1,025.3	-18.1%	\$ 8,544
<b>Operating income (loss)</b>	<b>2002</b>	<b>2003</b>	<b>Change</b>	<b>2003</b>
Audio	¥ (11.2)	¥ (14.5)	—%	\$ (121)
Video	1.0	(11.5)	—	(96)
Televisions	3.0	6.4	+112.5	53
Information and Communications	(3.4)	(3.6)	—	(30)
Semiconductors	(10.5)	(12.4)	—	(103)
Components	(5.4)	(9.1)	—	(76)
Other	(8.4)	(22.9)	—	(191)
Sub Total	(34.9)	(67.6)	—	(564)
Corporate and elimination (intercategory)	(16.4)	(48.5)	—	(404)
Total	¥ (51.3)	¥ (116.1)	—%	\$ (968)

Notes:

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