

Electronics Performance by Product Category (Unaudited)

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

<u>Sales and operating revenue</u>	Three months ended December 31			
	2002	2003	Change	2003
Audio				
Customers	¥ 215.6	¥ 200.4	-7.0%	\$ 1,873
Intercategory and intersegment	0.7	2.1		19
Total	216.3	202.5	-6.4	1,892
Video				
Customers	264.4	309.1	+16.9	2,889
Intercategory and intersegment	2.4	3.3		31
Total	266.8	312.4	+17.1	2,920
Televisions				
Customers	314.7	303.9	-3.4	2,840
Intercategory and intersegment	0.0	0.0		0
Total	314.7	303.9	-3.4	2,840
Information and Communications				
Customers	216.2	231.5	+7.1	2,163
Intercategory and intersegment	3.6	1.8		18
Total	219.8	233.3	+6.2	2,181
Semiconductors				
Customers	52.8	69.5	+31.4	649
Intercategory and intersegment	44.5	70.7		662
Total	97.3	140.2	+44.1	1,311
Components				
Customers	142.6	169.9	+19.1	1,588
Intercategory and intersegment	41.8	44.6		417
Total	184.4	214.5	+16.3	2,005
Other				
Customers	136.9	167.5	+22.4	1,566
Intercategory and intersegment	144.1	32.3		301
Total	281.0	199.8	-28.9	1,867
Elimination (intercategory)	(112.1)	(131.9)		(1,233)
Total	¥ 1,468.2	¥ 1,474.7	+0.4%	\$ 13,783
 <u>Operating income (loss)</u>	 2002	 2003	 Change	 2003
Audio	¥ 25.2	¥ 21.9	-13.1%	\$ 205
Video	35.1	33.6	-4.3	314
Televisions	36.9	29.5	-19.9	276
Information and Communications	(3.8)	2.8	—	26
Semiconductors	11.7	17.3	+48.5	161
Components	14.2	17.2	+21.5	161
Other	(4.8)	(6.0)	—	(56)
Sub Total	114.5	116.3	+1.6	1,087
Unallocated corporate expenses and elimination (intercategory)	(23.9)	(20.5)	—	(191)
Restructuring Cost	(8.5)	(46.3)	—	(433)
Total	¥ 82.1	¥ 49.5	-39.7%	\$ 463

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 segment 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 sales contributions of the products in this business segment. In addition, commencing with the first quarter ended June 30, 2003, Sony has partly realigned its product category configuration in the Electronics segment. Accordingly, results of the previous year have been reclassified. The primary changes are as follows:

Main Product	Previous Product Category	→	New Product Category
Set-top box	"Televisions"	→	"Video"
Computer display	"Information and Communications"	→	"Televisions"
LCD television	"Information and Communications"	→	"Televisions"
CRT	"Components"	→	"Televisions"

Another change is that, commencing with the third quarter ended December 31, 2003, a part of the research and development apparatus which was included in "Unallocated corporate expenses" was moved to "Semiconductors" and another category. Accordingly, results of the previous year have been restated.

2. From the third quarter ended December 31, 2003, Sony is disclosing, as a separate item, the "Restructuring cost" that was previously included in the product categories or in "Unallocated corporate expenses". Accordingly, results of the previous year have been restated.
3. "Other" intercategory and intersegment amounts primarily include transactions with the Game segment.
4. 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 U.S. GAAP.

Electronics Performance by Product Category (Unaudited)

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Sales and operating revenue	2002	2003	Change	2003
Audio				
Customers	¥ 549.0	¥ 502.1	-8.5%	\$ 4,693
Intercategory and intersegment	3.5	5.1		47
Total	552.5	507.2	-8.2	4,740
Video				
Customers	697.9	750.7	+7.6	7,015
Intercategory and intersegment	7.2	4.3		41
Total	705.1	755.0	+7.1	7,056
Televisions				
Customers	747.1	703.4	-5.9	6,574
Intercategory and intersegment	7.4	3.7		34
Total	754.5	707.1	-6.3	6,608
Information and Communications				
Customers	621.9	625.9	+0.6	5,850
Intercategory and intersegment	9.4	5.2		48
Total	631.3	631.1	-0.0	5,898
Semiconductors				
Customers	152.3	187.1	+22.9	1,748
Intercategory and intersegment	142.1	187.5		1,753
Total	294.4	374.6	+27.2	3,501
Components				
Customers	396.7	464.3	+17.1	4,340
Intercategory and intersegment	124.9	129.3		1,208
Total	521.6	593.6	+13.8	5,548
Other				
Customers	382.9	420.5	+9.8	3,930
Intercategory and intersegment	428.6	167.8		1,568
Total	811.5	588.3	-27.5	5,498
Elimination (intercategory)	(355.7)	(371.7)		(3,473)
Total	¥ 3,915.2	¥ 3,785.2	-3.3%	\$ 35,376
Operating income (loss)	2002	2003	Change	2003
Audio	¥ 57.9	¥ 44.9	-22.4%	\$ 419
Video	107.5	84.4	-21.5	789
Televisions	58.5	29.2	-50.0	273
Information and Communications	(7.9)	0.3	—	3
Semiconductors	12.1	18.1	+49.3	169
Components	39.0	44.3	+13.7	414
Other	(22.4)	(8.6)	—	(80)
Sub Total	244.7	212.6	-13.1	1,987
Unallocated corporate expenses and elimination (intercategory)	(47.7)	(58.1)	—	(543)
Restructuring Cost	(39.5)	(56.4)	—	(528)
Total	¥ 157.5	¥ 98.1	-37.7%	\$ 916

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- The above table is a breakdown of Electronics sales and operating revenue and operating income (loss) in Sony's business segment information. The Electronics segment 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 sales contributions of the products in this business segment. In addition, commencing with the first quarter ended June 30, 2003, Sony has partly realigned its product category configuration in the Electronics segment. Accordingly, results of the previous year have been reclassified. The primary changes are as follows:

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