

## Electronics Performance by Product Category (Unaudited)

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

<u>Sales and operating revenue</u>	<b>Year ended March 31</b>			
	2004	2005	Change	2005
Audio				
Customers	¥ 675.5	¥ 571.9	-15.3%	\$ 5,345
Intercategory and intersegment	7.2	0.4		4
Total	682.7	572.3	-16.2	5,349
Video				
Customers	949.3	1,034.7	+9.0	9,670
Intercategory and intersegment	6.9	9.4		88
Total	956.2	1,044.1	+9.2	9,758
Televisions				
Customers	925.5	957.1	+3.4	8,945
Intercategory and intersegment	3.9	8.0		75
Total	929.4	965.1	+3.8	9,020
Information and Communications				
Customers	834.8	778.4	-6.8	7,275
Intercategory and intersegment	7.3	7.2		68
Total	842.1	785.6	-6.7	7,343
Semiconductors				
Customers	253.2	246.3	-2.7	2,302
Intercategory and intersegment	237.2	334.2		3,123
Total	490.4	580.5	+18.4	5,425
Components				
Customers	623.8	619.5	-0.7	5,789
Intercategory and intersegment	156.4	134.3		1,256
Total	780.2	753.8	-3.4	7,045
Other				
Customers	576.2	578.3	+0.4	5,405
Intercategory and intersegment	256.8	213.1		1,991
Total	833.0	791.4	-5.0	7,396
Elimination (intercategory)	(471.7)	(471.2)		(4,405)
Total	¥ 5,042.3	¥ 5,021.6	-0.4%	\$ 46,931
<u>Operating income (loss)</u>	2004	2005	Change	2005
Audio	¥ 21.1	¥ (5.7)	—	\$ (53)
Video	85.7	39.5	-53.9%	369
Televisions	11.9	(25.7)	—	(240)
Information and Communications	(8.6)	12.4	—	116
Semiconductors	16.4	(17.8)	—	(166)
Components	36.3	11.0	-69.7	102
Other	24.0	39.1	+63.4	365
Sub Total	186.8	52.8	-71.7	493
Unallocated corporate expenses and elimination (intercategory)	(45.8)	(5.3)	—	(50)
Restructuring expenses	(147.8)	(81.8)	—	(764)
Total	¥ (6.8)	¥ (34.3)	—	\$ (321)

Notes:

- The above table is a breakdown of Electronics sales and operating revenue in the 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 product categories in this business segment. In addition, Sony has partly realigned its product category configuration in the Electronics segment. Accordingly, results of the previous year have been restated. (Notes 5, 6 and 7, page F-10 in "Consolidated Financial Results for the Fiscal Year Ended March 31, 2005")
- From the second quarter ended September 30, 2004, there has been a change in the method for allocating corporate expenses. As a result of this change, results for the year ended March 31, 2004 have been restated.
- 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)

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

<u>Sales and operating revenue</u>	<b>Three months ended March 31</b>			
	2004	2005	Change	2005
Audio				
Customers	¥ 132.1	¥ 106.5	-19.4%	\$ 995
Intercategory and intersegment	1.4	0.0		0
Total	133.5	106.5	-20.2	995
Video				
Customers	197.5	207.9	+5.3	1,943
Intercategory and intersegment	2.5	1.7		16
Total	200.0	209.6	+4.8	1,959
Televisions				
Customers	215.3	222.6	+3.4	2,081
Intercategory and intersegment	0.1	2.6		24
Total	215.4	225.2	+4.6	2,105
Information and Communications				
Customers	208.8	204.6	-2.0	1,912
Intercategory and intersegment	2.1	2.0		19
Total	210.9	206.6	-2.1	1,931
Semiconductors				
Customers	66.2	50.7	-23.4	473
Intercategory and intersegment	49.6	97.0		907
Total	115.8	147.7	+27.5	1,380
Components				
Customers	159.5	142.6	-10.6	1,333
Intercategory and intersegment	27.1	38.5		360
Total	186.6	181.1	-2.9	1,693
Other				
Customers	144.1	126.6	-12.2	1,183
Intercategory and intersegment	40.5	103.5		967
Total	184.6	230.1	+24.6	2,150
Elimination (intercategory)	(99.4)	(134.4)		(1,257)
Total	¥ 1,147.4	¥ 1,172.4	+2.2%	\$ 10,956
<u>Operating income (loss)</u>	2004	2005	Change	2005
Audio	¥ (9.5)	¥ (10.8)	—	\$ (101)
Video	5.7	(7.0)	—	(65)
Televisions	(7.2)	(16.2)	—	(151)
Information and Communications	(2.5)	6.1	—	57
Semiconductors	0.7	(24.4)	—	(228)
Components	(4.0)	(4.2)	—	(39)
Other	(3.6)	1.7	—	15
Sub Total	(20.4)	(54.8)	—	(512)
Unallocated corporate expenses and elimination (intercategory)	(19.9)	0.3	—	3
Restructuring expenses	(89.0)	(44.9)	—	(420)
Total	¥ (129.3)	¥ (99.4)	—	\$ (929)

Notes:

- The above table is a breakdown of Electronics sales and operating revenue in the 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 product categories in this business segment. In addition, Sony has partly realigned its product category configuration in the Electronics segment. Accordingly, results of the previous year have been restated. (Notes 5, 6 and 7, page F-10 in "Consolidated Financial Results for the Fiscal Year Ended March 31, 2005")
- From the second quarter ended September 30, 2004, there has been a change in the method for allocating corporate expenses. As a result of this change, results for the quarter ended March 31, 2004 have been restated.
- 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.

## Supplemental Information for FY2004 Earnings

### 1. Unit Sales/Shipments

(mln units)

	FY00	FY01	FY02	FY03	FY04	FY05 Fct
HDD & Flash-based Memory Portable Audio	-	-	-	-	0.85	4.50
Video Camera	5.5	5.4	5.8	6.6	7.35	7.50
Digital Still Camera	2.6	3.4	5.6	10.0	14.00	15.00
DVD Player	4.0	5.0	7.0	8.5	9.50	8.50
DVD Recorder	-	-	0.02	0.7	1.70	2.70
LCD TV	-	-	-	0.4	1.00	3.00
PDP TV	-	-	-	0.2	0.30	0.15
Projection TV	-	-	-	0.9	1.20	1.60
LCD Rear-Projection TV	-	-	-	0.3	0.65	1.40
CRT Television	11.3	10.0	10.0	9.4	9.50	8.50
VAIO PC	2.5	3.5	3.1	3.2	3.30	3.70
Desktop	0.8	1.4	1.2	1.3	0.90	0.90
Notebook	1.7	2.1	1.9	1.9	2.40	2.80
Outside Japan	1.1	1.8	1.8	2.1	2.30	2.70
Japan	1.4	1.7	1.3	1.1	1.00	1.00

### 2. Sales and Capital Expenditures for Semiconductors and LCD

(bln yen)

	FY00	FY01	FY02	FY03	FY04	FY05 Fct
Semiconductors						
Sales*	367.0	300.0	340.0	400.0	455.0	580.0
Capital Expenditures*	90.0	50.0	41.0	80.0	150.0	160.0
LCD						
Sales	70.0	67.0	85.0	130.0	160.0	180.0
Capital Expenditures**	6.0	42.0	8.0	5.0	24.0	33.0

\*As of the fiscal year ending March 31, 2005 (FY04), in association with the business integration of Sony Group's semiconductor manufacturing businesses, included within these figures are sales and capital expenditures for Sony's semiconductor manufacturing business previously reported within the Game segment.

\*\*Capital Expenditures for the fiscal year ending March 31, 2002 (FY01) include investment of 10 billion yen in ST-LCD.

\*\*Capital Expenditures for the fiscal year ending March 31, 2005 (FY04) include 18.5 billion yen in order to acquire IDTech's Yasu Facility.

### 3. PlayStation Hardware and Software Production Shipments

(mln unit)

	FY03					FY04				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Hardware</b>										
<b>PlayStation 2</b>	2.65	8.78	6.83	1.84	20.10	0.71	1.99	7.39	6.08	16.17
Japan	0.90	0.66	1.64	1.08	4.28	0.54	0.37	1.58	1.24	3.73
North America	1.44	3.77	1.67	0.44	7.32	0	0.70	2.63	2.49	5.82
Europe	0.31	4.35	3.52	0.32	8.50	0.17	0.92	3.18	2.35	6.62
<b>PlayStation/PS one</b>	0.83	0.96	1.02	0.50	3.31	0.57	0.60	0.84	0.76	2.77
Japan	0.10	0.13	0.19	0.11	0.53	0.15	0.18	0.18	0.46	0.97
North America	0.37	0.67	0.60	0.31	1.95	0.42	0.28	0.59	0.00	1.29
Europe	0.36	0.16	0.23	0.08	0.83	0	0.14	0.07	0.30	0.51
<b>PlayStation Portable</b>								0.51	2.46	2.97
<b>Software</b>	39.0	54.0	114.0	47.0	254.0	41.0	59.0	113.3	54.4	267.7
<b>PlayStation 2</b>	31.0	44.0	104.0	43.0	222.0	38.0	56.0	109.0	49.0	252.0
Japan	6.0	9.0	14.0	12.0	41.0	7.0	9.0	15.0	11.0	42.0
North America	15.0	21.0	50.0	16.0	102.0	17.0	30.0	51.0	19.0	117.0
Europe	10.0	14.0	40.0	15.0	79.0	14.0	17.0	43.0	19.0	93.0
<b>PlayStation</b>	8.0	10.0	10.0	4.0	32.0	3.0	3.0	3.0	1.0	10.0
Japan	1.0	1.0	<0.5	<0.5	2.0	<0.5	<0.5	<0.5	<0.5	0.0
North America	3.0	5.0	5.0	1.0	14.0	1.0	2.0	1.0	1.0	5.0
Europe	4.0	4.0	5.0	3.0	16.0	2.0	1.0	2.0	<0.5	5.0
<b>PlayStation Portable</b>								1.3	4.4	5.7

&lt;&lt; FY05 Forecast &gt;&gt;

PS2 Hardware: 12 mln units

PlayStation Portable Hardware: 12 mln units

PS+PS2+PlayStation Portable Software: 250 mln units

### 4. Exchange Rates Trends

(yen)

	FY03					FY04				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>US\$</b>										
Average market rate	117	117	108	106	112	109	109	105	104	107
Weighted average market rate*	117	117	108	106	112	108	109	105	104	107
Forward contract rate	118	117	113	107	114	108	109	108	106	108
<b>Euro</b>										
Average market rate	133	131	128	133	131	131	133	136	135	134
Weighted average market rate*	133	130	127	133	131	131	133	135	135	133
Forward contract rate	131	133	131	129	131	132	132	135	138	134

\*Rates based upon the net export amounts of each month