

Q3 FY2015 Consolidated Financial Results

(Three months ended December 31, 2015)

Sony Corporation

Q3 FY2015 Consolidated Results

(Bln Yen)

| | Q3 FY14 | Q3 FY15 | Change |
|--|-----------|------------------|--------|
| Sales & operating revenue | 2,566.7 | 2,580.8 | +0.5% |
| Operating income | 182.1 | 202.1 | +11.0% |
| Income before income taxes | 167.8 | 193.3 | +15.2% |
| Net income attributable to Sony Corporation's stockholders | 90.0 | 120.1 | +33.5% |
| Net income attributable to Sony Corporation's stockholders per share of common stock (diluted) | 76.96 yen | 93.33 yen | +21.3% |
| Restructuring charges* | 9.0 | 6.1 | -32.8% |

| Average Rate | Q3 FY14 | Q3 FY15 |
|--------------|-----------|-----------|
| 1 US dollar | 114.5 yen | 121.4 yen |
| 1 Euro | 143.0 yen | 133.0 yen |

* Restructuring charges are included in operating income as operating expenses (applies to all following pages)

Q1-Q3 FY2015 Consolidated Results

(Bln Yen)

| | Q1-Q3 FY14 | Q1-Q3 FY15 | Change |
|--|------------|-------------------|---------|
| Sales & operating revenue | 6,278.2 | 6,281.6 | +0.1% |
| Operating income | 166.3 | 387.1 | +132.7% |
| Income before income taxes | 146.3 | 404.2 | +176.4% |
| Net income attributable to Sony Corporation's stockholders | -19.2 | 236.1 | - |
| Net income attributable to Sony Corporation's stockholders per share of common stock (diluted) | -17.50 yen | 189.17 yen | - |
| Restructuring charges | 33.7 | 21.8 | -35.3% |

| Average Rate | Q1-Q3 FY14 | Q1-Q3 FY15 |
|--------------|------------|------------|
| 1 US dollar | 106.9 yen | 121.7 yen |
| 1 Euro | 140.3 yen | 134.4 yen |

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Q3 FY2015 Results by Segment

(Bln Yen)

| | | Q3 FY14 | Q3 FY15 | Change | FX Impact |
|--|------------------|---------|----------------|---------------|---------------|
| Mobile Communications (MC) | Sales | 450.9 | 384.5 | -14.7% | -2% |
| | Operating income | 10.4 | 24.1 | +13.8 bln yen | -18.8 bln yen |
| Game & Network Services (G&NS) | Sales | 531.5 | 587.1 | +10.5% | -0% |
| | Operating income | 27.6 | 40.2 | +12.6 bln yen | -19.2 bln yen |
| Imaging Products & Solutions (IP&S) | Sales | 201.9 | 191.9 | -5.0% | +0% |
| | Operating income | 19.7 | 23.7 | +4.0 bln yen | -2.3 bln yen |
| Home Entertainment & Sound (HE&S) | Sales | 420.2 | 402.0 | -4.3% | -1% |
| | Operating income | 26.0 | 31.2 | +5.2 bln yen | -14.9 bln yen |
| Devices | Sales | 285.9 | 249.9 | -12.6% | +4% |
| | Operating income | 53.8 | -11.7 | -65.5 bln yen | +3.1 bln yen |
| Pictures | Sales | 206.6 | 262.1 | +26.9% | +8% |
| | Operating income | 6.2 | 20.4 | +14.1 bln yen | |
| Music | Sales | 167.5 | 181.2 | +8.2% | +4% |
| | Operating income | 25.9 | 27.4 | +1.5 bln yen | |
| Financial Services | Revenue | 304.9 | 322.0 | +5.6% | |
| | Operating income | 50.9 | 52.2 | +1.4 bln yen | |
| All Other | Sales | 117.6 | 96.8 | -17.7% | |
| | Operating income | -12.6 | 5.7 | +18.3 bln yen | |
| Corporate and elimination | Sales | -120.4 | -96.7 | - | |
| | Operating income | -25.8 | -11.0 | +14.8 bln yen | |
| Consolidated total | Sales | 2,566.7 | 2,580.8 | +0.5% | |
| | Operating income | 182.1 | 202.1 | +20.1 bln yen | |

- Due to Sony's modification to its organizational structure from April 1, 2015, certain figures in FY14 have been reclassified to conform to the presentation of FY15 (applies to all following pages)
- Sales and Revenue in each business segment represents sales and revenue recorded before intersegment transactions are eliminated. Operating income in each business segment represents operating income reported before intersegment transactions are eliminated and excludes unallocated corporate expenses (applies to all following pages)
- Both Sales and Revenue include operating revenue and intersegment sales (applies to all following pages)
- For definition of FX Impact, please see P.10 of "Consolidated Financial Results for the Third Quarter Ended December 31, 2015" (applies to all following pages)

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Q1-Q3 FY2015 Results by Segment

| | | Q1-Q3 FY14 | Q1-Q3 FY15 | Change | FX Impact |
|--|------------------|------------|----------------|----------------|---------------|
| Mobile Communications (MC) | Sales | 1,115.3 | 944.3 | -15.3% | +0% |
| | Operating income | -161.8 | -19.4 | +142.5 bln yen | -68.5 bln yen |
| Game & Network Services (G&NS) | Sales | 1,098.5 | 1,236.4 | +12.5% | +3% |
| | Operating income | 53.7 | 83.5 | +29.8 bln yen | -47.9 bln yen |
| Imaging Products & Solutions (IP&S) | Sales | 546.5 | 550.8 | +0.8% | +5% |
| | Operating income | 51.4 | 65.7 | +14.3 bln yen | +1.6 bln yen |
| Home Entertainment & Sound (HE&S) | Sales | 1,003.6 | 944.2 | -5.9% | +4% |
| | Operating income | 43.9 | 57.8 | +13.9 bln yen | -33.0 bln yen |
| Devices | Sales | 702.4 | 745.9 | +6.2% | +10% |
| | Operating income | 93.7 | 51.4 | -42.3 bln yen | +26.1 bln yen |
| Pictures | Sales | 583.5 | 617.4 | +5.8% | +12% |
| | Operating income | 13.0 | -13.8 | -26.8 bln yen | |
| Music | Sales | 408.2 | 450.1 | +10.3% | +8% |
| | Operating income | 49.7 | 73.7 | +24.0 bln yen | |
| Financial Services | Revenue | 821.5 | 812.2 | -1.1% | |
| | Operating income | 142.3 | 139.4 | -2.9 bln yen | |
| All Other | Sales | 305.7 | 259.1 | -15.2% | |
| | Operating income | -46.5 | 6.3 | +52.8 bln yen | |
| Corporate and elimination | Sales | -307.1 | -278.6 | - | |
| | Operating income | -73.0 | -57.6 | +15.4 bln yen | |
| Consolidated total | Sales | 6,278.2 | 6,281.6 | +0.1% | |
| | Operating income | 166.3 | 387.1 | +220.7 bln yen | |

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FY2015 Consolidated Results Forecast

| | FY14 | FY15 October FCT | FY15 January FCT | Change from October FCT |
|--|-----------|-------------------------|-------------------------|----------------------------|
| Sales & operating revenue | 8,215.9 | 7,900 | 7,900 | - |
| Operating income | 68.5 | 320 | 320 | - |
| Income before income taxes | 39.7 | 345 | 345 | - |
| Net income attributable to Sony Corporation's stockholders | -126.0 | 140 | 140 | - |
| Capital expenditures ¹ | 251.0 | 510 ³ | 475³ | -6.9% |
| Depreciation & amortization ² | 354.6 | 365 | 365 | - |
| Research & development | 464.3 | 490 | 470 | -4.1% |
| Foreign exchange rates | Actual | Assumption (2H FY15) | Assumption (Q4 FY15) | |
| 1 US dollar | 109.9 yen | Approx. 125 yen | Approx. 120 yen | |
| 1 Euro | 138.8 yen | Approx. 130 yen | Approx. 129 yen | |

¹ Does not include the increase in intangible assets resulting from acquisitions (applies to all following pages)

² Includes amortization expenses for intangible assets and for deferred insurance acquisition costs (applies to all following pages)

³ A 19.0 billion yen investment related to the transfer of semiconductor fabrication facilities from Toshiba Corporation is included in the January FCT for CAPEX, but was not included in the October FCT, because a definitive agreement was reached in December 2015.

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FY2015 Results Forecast by Segment

(Bln Yen)

| | | FY14 Results | FY15 October FCT | FY15 January FCT | Change – January FCT from | | Segment Forecast Rate Assumption (Q4 FY15) | |
|--|------------------|--------------|------------------|------------------|---------------------------|---------------|--|---------|
| | | | | | FY14 Results | October FCT | | |
| Mobile Communications (MC) | Sales | 1,410.2 | 1,190 | 1,140 | -19.2% | -4.2% | 1 US dollar | 120 yen |
| | Operating income | -217.6 | -60 | -60 | +157.6 bln yen | - | | |
| Game & Network Services (G&NS) | Sales | 1,388.0 | 1,520 | 1,520 | +9.5% | - | 1 Euro | 129 yen |
| | Operating income | 48.1 | 80 | 85 | +36.9 bln yen | +5.0 bln yen | | |
| Imaging Products & Solutions (IP&S) | Sales | 723.9 | 720 | 710 | -1.9% | -1.4% | | |
| | Operating income | 41.8 | 58 | 63 | +21.2 bln yen | +5.0 bln yen | | |
| Home Entertainment & Sound (HE&S) | Sales | 1,238.1 | 1,140 | 1,150 | -7.1% | +0.9% | | |
| | Operating income | 24.1 | 25 | 38 | +13.9 bln yen | +13.0 bln yen | | |
| Devices | Sales | 927.1 | 1,060 | 940 | +1.4% | -11.3% | | |
| | Operating income | 89.0 | 121 | 39 | -50.0 bln yen | -82.0 bln yen | | |
| Pictures | Sales | 878.7 | 1,000 | 1,000 | +13.8% | - | | |
| | Operating income | 58.5 | 35 | 35 | -23.5 bln yen | - | | |
| Music | Sales | 559.2 | 550 | 600 | +7.3% | +9.1% | | |
| | Operating income | 60.6 | 74 | 84 | +23.4 bln yen | +10.0 bln yen | | |
| Financial Services | Revenue | 1,083.6 | 1,060 | 1,060 | -2.2% | - | | |
| | Operating income | 193.3 | 175 | 175 | -18.3 bln yen | - | | |
| All Other, Corporate and elimination | Operating income | -229.3 | -188 | -139 | +90.3 bln yen | +49.0 bln yen | | |
| | | | | | | | | |
| Consolidated total | Sales | 8,215.9 | 7,900 | 7,900 | -3.8% | - | | |
| | Operating income | 68.5 | 320 | 320 | +251.5 bln yen | - | | |

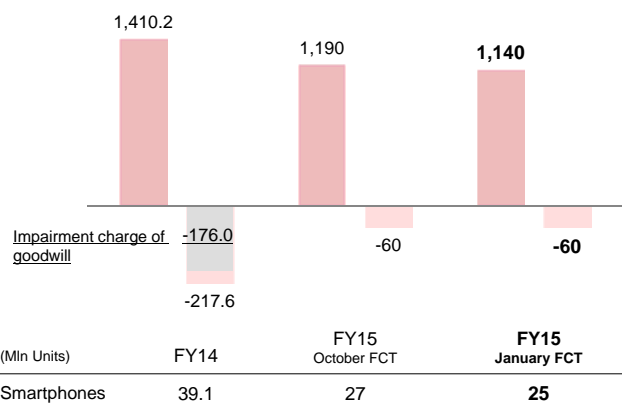
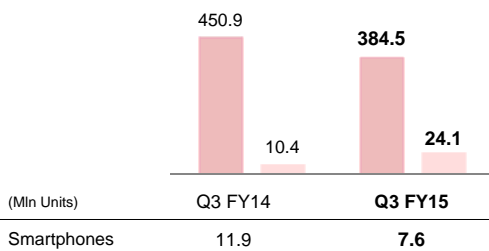
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Mobile Communications Segment

Sales and Operating Income

■ Sales
■ Operating Income

(Bln Yen)



Q3 FY2015 (year-on-year)

- Sales: 14.7% decrease (FX Impact: -2%)
 - (-) Significant decrease in smartphone unit sales resulting from a strategic decision not to pursue scale in order to improve profitability
- OI: 13.8 bln yen increase (FX Impact: -18.8 bln yen)
 - (+) Improvement in product mix reflecting a shift to high value-added models
 - (+) Reductions in marketing, R&D and other SG&A expenses
 - (-) Decrease in smartphone unit sales
 - (-) Negative impact of the appreciation of the U.S. dollar, reflecting the high ratio of U.S. dollar-denominated costs

FY2015 FCT (change from October forecast)

- Sales: 50 bln yen downward revision
 - (-) Expected decrease in smartphone unit sales
- OI: Remains unchanged from October forecast
 - (-) Decrease in sales
 - (+) Higher than originally anticipated selling prices of smartphones
 - (+) Additional cost reductions

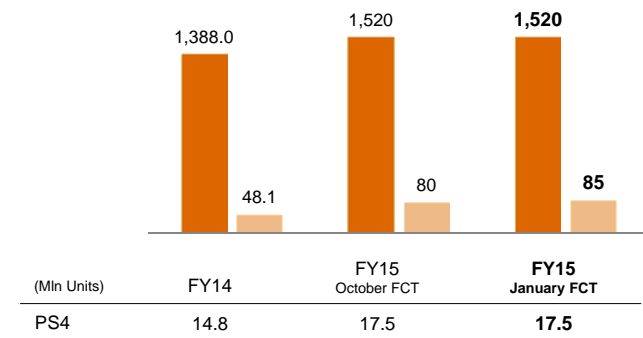
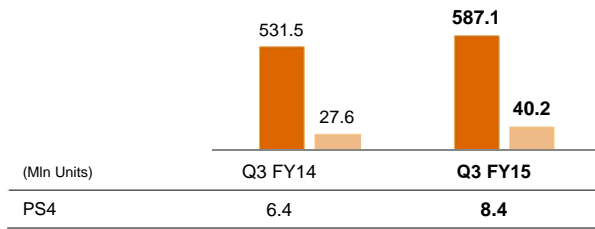
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Game & Network Services Segment

Sales and Operating Income

■ Sales
■ Operating Income

(Bln Yen)



Q3 FY2015 (year-on-year)

- Sales: 10.5% increase (FX Impact: -0%)
 - (+ Increase in PS4 software sales
 - (+ Increase in PS4 hardware unit sales
 - (- Decrease in PS3 software and hardware sales
- OI: 12.6 bln yen increase (FX Impact: -19.2 bln yen)
 - (+ Increase in PS4 software sales
 - (+ Absence in current quarter of an 11.2 bln yen write-down of PS Vita and PS TV components recorded in Q3 FY14
 - (- Negative impact of the appreciation of the U.S. dollar, reflecting the high ratio of U.S. dollar-denominated costs
 - (- Decrease in PS3 software sales

FY2015 FCT (change from October forecast)

- Sales: Remains unchanged from October forecast
- OI: 5 bln yen upward revision
 - (+ Increase in network sales
 - (- Impact of a change in the launch date of a first-party title

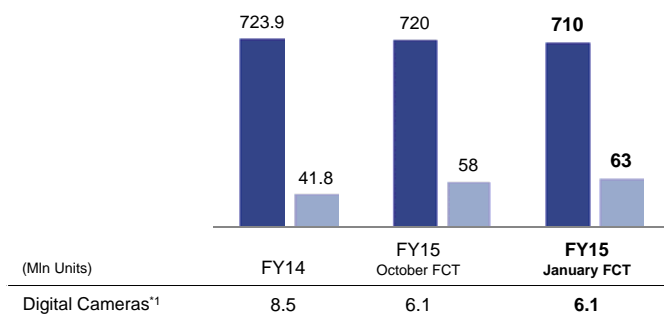
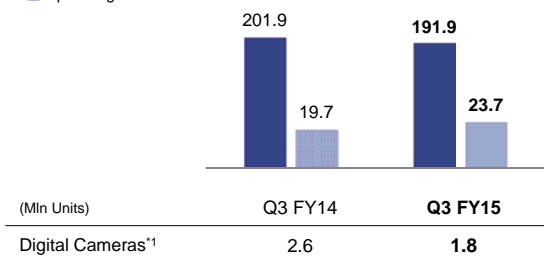
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Imaging Products & Solutions Segment

Sales and Operating Income

■ Sales
■ Operating Income

(Bln Yen)



Q3 FY2015 (year-on-year)

- Sales: 5.0% decrease (FX Impact: +0%)
 - (- Decrease in unit sales of video cameras & digital cameras^{*1} reflecting a contraction of the market
 - (+ Improvement in the product mix of digital cameras^{*2} reflecting a shift to high value-added models
- OI: 4.0 bln yen increase (FX Impact: -2.3 bln yen)
 - (+ Improvement in the product mix of digital cameras^{*2}
 - (+ Cost reductions
 - (- Decrease in sales

FY2015 FCT (change from October forecast)

- Sales: 10 bln yen downward revision
 - (- Lower than expected sales of broadcast- and professional-use products
- OI: 5 bln yen upward revision
 - (+ Improvement in the product mix of digital cameras^{*2} reflecting a shift to high value-added models
 - (- Decrease in sales

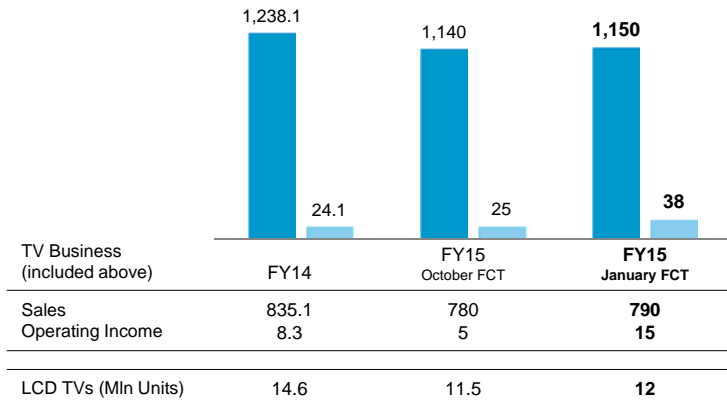
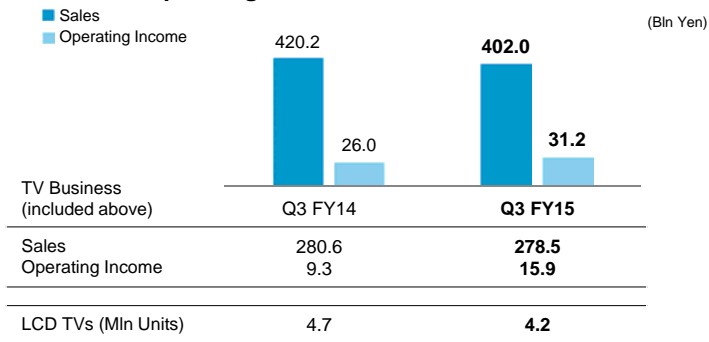
^{*2} Includes compact digital cameras, interchangeable single-lens cameras and interchangeable lenses

^{*1} Includes compact digital cameras and interchangeable single-lens cameras / Excludes interchangeable lenses (applies to all following pages)

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Home Entertainment & Sound Segment

Sales and Operating Income



Q3 FY2015 (year-on-year)

- Sales: 4.3% decrease (FX Impact: -1%)
 - (-) Decrease in LCD TV unit sales
 - (-) Decrease in home audio and video unit sales reflecting a contraction of the market
 - (-) Impact of foreign exchange rates
 - (+) Improvement in the product mix of LCD TVs, reflecting a shift to high value-added models
- OI: 5.2 bln yen increase (FX Impact: -14.9 bln yen)
 - (+) Cost reductions
 - (+) Improvement in product mix
 - (-) Negative impact of the appreciation of the U.S. dollar, reflecting the high ratio of U.S. dollar-denominated costs
 - (-) Decrease in sales

FY2015 FCT (change from October forecast)

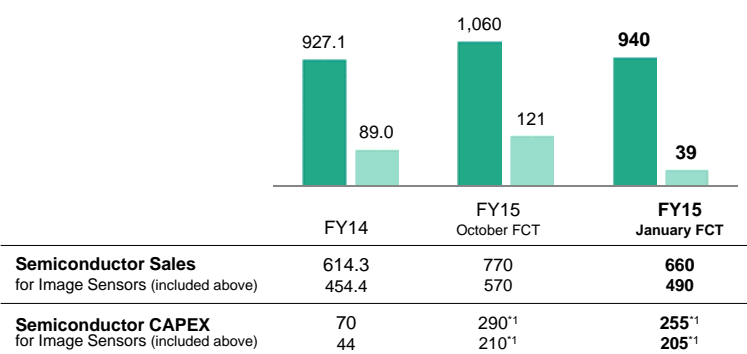
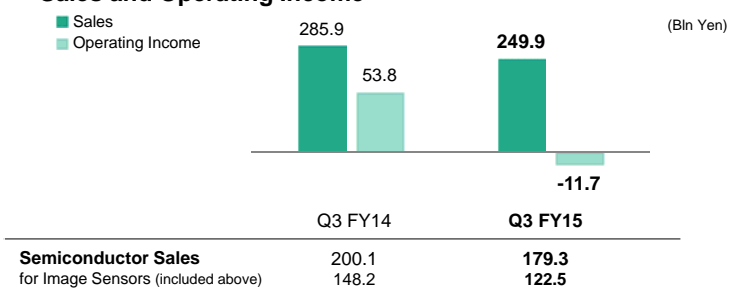
- Sales: 10 bln yen upward revision
 - (+) Upward revision in LCD TV unit sales
- OI: 13 bln yen upward revision
 - (+) Increase in sales
 - (+) Cost reductions

* Included in this forecast is the reversal recorded for certain sales incentive accruals, which were related to the current and prior periods

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Devices Segment

Sales and Operating Income



Q3 FY2015 (year-on-year)

- Sales: 12.6% decrease (FX Impact: +4%)
 - (-) Significant decrease in sales of image sensors, reflecting a decrease in demand for mobile products
 - (-) Significant decrease in battery business sales
 - (+) Increase in sales of camera modules which were lower than originally forecasted
 - (+) Impact of foreign exchange rates
- OI: 65.5 bln yen deterioration (FX Impact: +3.1 bln yen)
 - (-) Deterioration in the operating results of the battery business including 30.6 bln yen impairment charge related to long-lived assets
 - (-) Increases in depreciation and amortization and R&D expenses for image sensors and camera modules
 - (-) Decrease in sales of image sensors

FY2015 FCT (change from October forecast)

- Sales: 120 bln yen downward revision
 - (-) Lower than expected sales of image sensors and camera modules reflecting a decrease in demand for mobile products
 - (-) Lower than expected sales of the battery business
- OI: 82 bln yen downward revision
 - (-) Decrease in sales
 - (-) Impairment charge related to long-lived assets in the battery business

*1 19.0 billion yen investment related to the transfer of semiconductor fabrication facilities from Toshiba Corporation is included in the January FCT for CAPEX, but was not included in the October FCT because a definitive agreement was reached in December 2015.

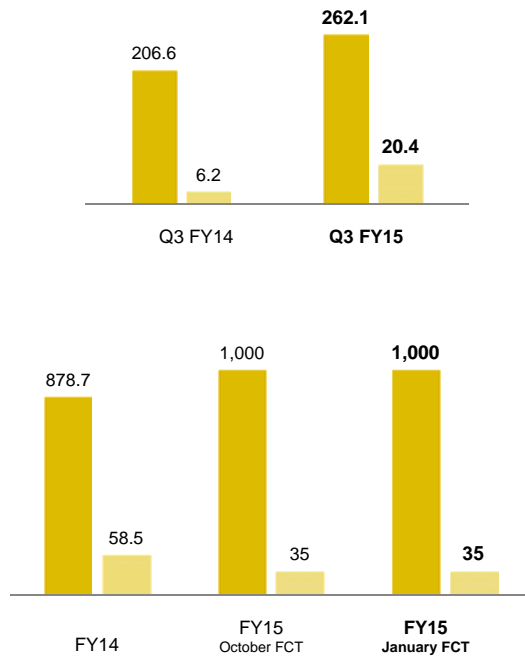
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Pictures Segment

Sales and Operating Income

■ Sales
■ Operating Income

(Bln Yen)



Q3 FY2015 (year-on-year)

- Sales: 26.9% increase (U.S. dollar basis: +21%)
The following sales analysis is on a U.S. dollar basis
 - (+) Significantly higher sales for Motion Pictures
 - (+) Higher theatrical revenues due to the strong worldwide theatrical performances of *Spectre* and *Hotel Transylvania 2*
 - (-) Lower home entertainment revenues due to stronger performance of *22 Jump Street* and *The Equalizer* in Q3 FY14
 - (-) Impact of foreign exchange rates
- OI: 14.1 bln yen increase
 - (+) Increase in sales
 - (+) Lower overhead expenses
 - (+) Reduction in incentive compensation expense
 - (+) Insurance recoveries related to losses incurred from the cyberattack on SPE's network and IT infrastructure in Fall 2014
 - (-) Higher theatrical marketing expenses

FY2015 FCT

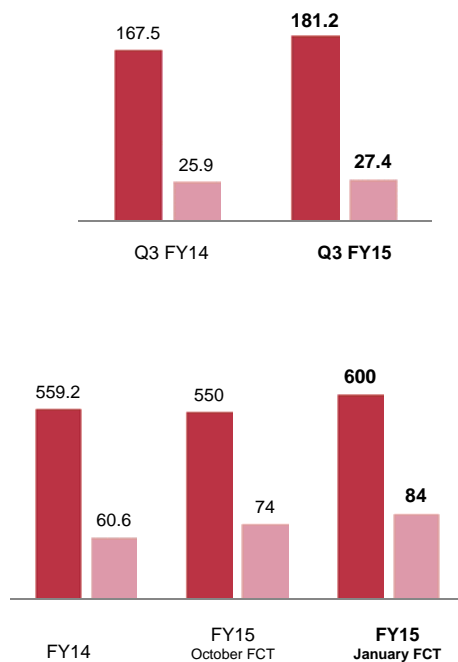
- Sales / OI: Remain unchanged from October forecast

Music Segment

Sales and Operating Income

■ Sales
■ Operating Income

(Bln Yen)



Q3 FY2015 (year-on-year)

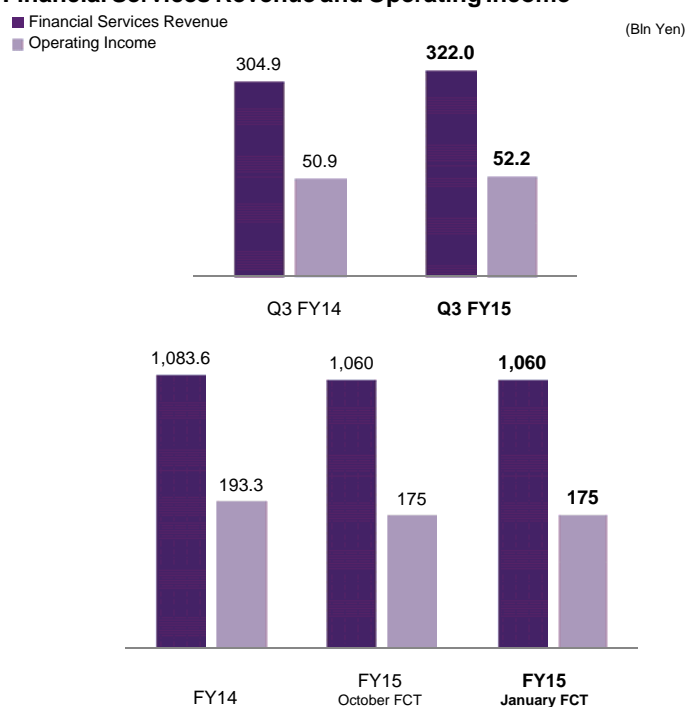
- Sales: 8.2% increase (FX Impact: +4%)
 - (+) Impact of the depreciation of the yen against the U.S. dollar
 - (+) Higher Recorded Music sales, reflecting an increase in digital streaming revenue
 - (+) Higher Visual Media and Platform sales, reflecting strong performance of a game application for mobile devices
- OI: 1.5 bln yen increase
 - (+) Increase in sales in Recorded Music and Visual Media and Platform

FY2015 FCT (change from October forecast)

- Sales: 50 bln yen upward revision
 - (+) Higher than expected sales for Recorded Music and Visual Media and Platform
- OI: 10 bln yen upward revision
 - (+) Increase in sales

Financial Services Segment

Financial Services Revenue and Operating Income



Q3 FY2015 (year-on-year)

- Revenue: 5.6% increase
 - (+): Increase in revenue at Sony Life (5.7% increase, revenue: 295.0 bln yen)
 - (+): Increase in insurance premium revenue reflecting a steady increase in policy amount in force
- OI: Essentially flat year-on-year (1.4 bln yen increase)
 - OI of Sony Life essentially flat (0.4 bln yen increase, OI: 51.6 bln yen)
 - (+): Increase in insurance premium revenue
 - (-): Increase in operating expenses

FY2015 FCT

- Revenue / OI : Remain unchanged from October forecast

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Inventory by Segment [Reclassified]

(Bln Yen)

| | FY13 | FY14 | | | | FY15 | | Q3 |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | |
| Mobile Communications (MC) | 132.5 | 116.8 | 142.3 | 144.0 | 94.0 | 129.6 | 149.9 | 120.4 |
| Game & Network Services (G&NS) | 91.9 | 128.2 | 193.7 | 97.4 | 86.6 | 116.8 | 220.7 | 75.2 |
| Imaging Products & Solutions (IP&S) | 80.8 | 85.5 | 91.6 | 99.3 | 77.9 | 88.8 | 84.7 | 79.4 |
| Home Entertainment & Sound (HE&S) | 157.6 | 174.4 | 219.7 | 164.5 | 133.0 | 149.1 | 156.0 | 119.1 |
| Devices | 157.0 | 176.8 | 177.4 | 167.1 | 171.9 | 193.5 | 222.2 | 250.6 |
| Pictures | 39.6 | 44.6 | 48.0 | 49.7 | 54.1 | 55.9 | 53.2 | 48.5 |
| Music | 13.2 | 13.1 | 14.1 | 16.4 | 14.5 | 14.7 | 15.8 | 16.3 |
| All Other and Corporate | 61.3 | 52.6 | 60.0 | 43.1 | 33.4 | 32.0 | 45.7 | 32.2 |
| Consolidated total | 733.9 | 792.0 | 946.8 | 781.5 | 665.4 | 780.4 | 948.2 | 741.7 |

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Long-lived Assets and Goodwill by Segment [Reclassified]

| | | FY14 | FY15 | | |
|-------------------------------------|-------------------|---------|---------|---------|---------|
| | | | Q1 | Q2 | Q3 |
| Mobile Communications (MC) | Long-lived assets | 92.1 | 90.2 | 84.8 | 85.1 |
| | Goodwill | 3.3 | 3.3 | 3.3 | 3.3 |
| Game & Network Services (G&NS) | Long-lived assets | 122.8 | 126.6 | 125.5 | 124.9 |
| | Goodwill | 154.4 | 155.2 | 154.5 | 154.5 |
| Imaging Products & Solutions (IP&S) | Long-lived assets | 68.9 | 67.4 | 66.1 | 63.1 |
| | Goodwill | 6.9 | 7.2 | 8.5 | 8.4 |
| Home Entertainment & Sound (HE&S) | Long-lived assets | 22.9 | 27.4 | 22.0 | 23.2 |
| | Goodwill | - | - | - | - |
| Devices | Long-lived assets | 352.1 | 365.9 | 412.8 | 427.3 |
| | Goodwill | 37.8 | 39.0 | 38.9 | 40.5 |
| Pictures | Long-lived assets | 143.5 | 146.7 | 148.8 | 146.7 |
| | Goodwill | 224.2 | 230.8 | 235.3 | 235.5 |
| Music | Long-lived assets | 244.8 | 263.6 | 257.9 | 254.6 |
| | Goodwill | 132.4 | 171.1 | 167.9 | 168.1 |
| Financial Services | Long-lived assets | 50.4 | 49.3 | 50.2 | 48.1 |
| | Goodwill | 2.3 | 2.3 | 2.3 | 2.3 |
| All Other and Corporate | Long-lived assets | 284.1 | 292.4 | 283.3 | 282.7 |
| | Goodwill | - | - | - | - |
| Consolidated total | Long-lived assets | 1,381.6 | 1,429.5 | 1,451.4 | 1,455.7 |
| | Goodwill | 561.3 | 608.9 | 610.7 | 612.6 |

(Bln Yen)

· Long-lived assets include property, plant and equipment and intangible assets

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Depreciation & Amortization and Restructuring Charges by Segment [Reclassified]

| | | FY13 | FY14 | | | | | FY15 | | |
|-------------------------------------|-----------------------------|---------|--------|--------|--------|---------|---------|--------|--------|--------|
| | | | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| Mobile Communications (MC) | Depreciation & Amortization | 23,815 | 6,949 | 4,951 | 6,072 | 6,156 | 24,128 | 6,196 | 6,011 | 6,049 |
| | Restructuring Charges | 3,611 | 13 | 44 | 1,790 | 3,944 | 5,791 | 8,052 | 4,258 | 2,636 |
| Game & Network Services (G&NS) | Depreciation & Amortization | 16,529 | 4,000 | 4,426 | 4,740 | 5,170 | 18,336 | 4,640 | 4,507 | 5,603 |
| | Restructuring Charges | 371 | 64 | - | 12 | 7,196 | 7,272 | 15 | - | 120 |
| Imaging Products & Solutions (IP&S) | Depreciation & Amortization | 39,589 | 7,150 | 8,492 | 7,449 | 9,531 | 32,622 | 7,268 | 7,130 | 6,757 |
| | Restructuring Charges | 3,820 | 129 | 71 | 315 | 6,824 | 7,339 | 44 | 16 | 4 |
| Home Entertainment & Sound (HE&S) | Depreciation & Amortization | 25,806 | 6,105 | 6,138 | 6,356 | 6,639 | 25,238 | 5,581 | 5,806 | 5,428 |
| | Restructuring Charges | 1,592 | 540 | 37 | 3 | 1,380 | 1,960 | △57 | 5 | 555 |
| Devices | Depreciation & Amortization | 106,472 | 21,014 | 21,588 | 21,967 | 23,226 | 87,795 | 24,135 | 26,935 | 27,836 |
| | Restructuring Charges | 8,894 | 542 | 2,823 | 220 | 3,837 | 7,422 | △30 | 34 | 26 |
| Pictures | Depreciation & Amortization | 18,078 | 4,565 | 4,691 | 5,241 | 5,483 | 19,980 | 5,252 | 5,471 | 5,922 |
| | Restructuring Charges | 6,735 | - | 16 | 166 | 1,736 | 1,918 | 49 | 121 | △169 |
| Music | Depreciation & Amortization | 15,572 | 3,594 | 3,669 | 3,652 | 3,729 | 14,644 | 4,181 | 4,624 | 4,650 |
| | Restructuring Charges | 685 | 25 | 35 | 1,317 | 737 | 2,114 | 77 | 258 | 104 |
| Financial Services | Depreciation & Amortization | 54,348 | 15,619 | 13,602 | 13,770 | 23,232 | 66,223 | 16,521 | 24,044 | 16,005 |
| | Restructuring Charges | - | - | - | - | - | - | - | - | - |
| All Other | Depreciation & Amortization | 25,416 | 2,531 | 2,262 | 2,414 | 4,300 | 11,507 | 1,444 | 1,548 | 4,564 |
| Corporate | Depreciation & Amortization | 51,070 | 12,771 | 12,630 | 12,672 | 16,078 | 54,151 | 11,803 | 10,958 | 8,261 |
| All Other and Corporate | Restructuring Charges | 54,881 | 13,949 | 6,398 | 5,225 | 38,648 | 64,220 | 1,981 | 913 | 2,806 |
| Consolidated total | Depreciation & Amortization | 376,695 | 84,298 | 82,449 | 84,333 | 103,544 | 354,624 | 87,021 | 97,034 | 91,075 |
| | Restructuring Charges | 80,589 | 15,262 | 9,424 | 9,049 | 64,302 | 98,036 | 10,131 | 5,605 | 6,082 |

(Mln Yen)

· Restructuring Charges include depreciation associated with restructured assets

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Results by Segment [Reclassified]

| | | FY13 | FY14 | | | | | FY15 | | | (Mln Yen) |
|-------------------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | |
| Mobile Communications (MC) | Sales | 1,265,014 | 334,980 | 329,466 | 450,858 | 294,911 | 1,410,215 | 280,524 | 279,225 | 384,514 | |
| | Operating income | 8,721 | -1,609 | -170,588 | 10,356 | -55,733 | -217,574 | -22,924 | -20,601 | 24,148 | |
| Game & Network Services (G&NS) | Sales | 1,043,858 | 257,530 | 309,479 | 531,537 | 289,483 | 1,388,029 | 288,589 | 360,682 | 587,088 | |
| | Operating income | -18,845 | 4,319 | 21,790 | 27,608 | -5,613 | 48,104 | 19,459 | 23,920 | 40,168 | |
| Imaging Products & Solutions (IP&S) | Sales | 743,805 | 165,192 | 179,407 | 201,931 | 177,320 | 723,850 | 171,255 | 187,663 | 191,890 | |
| | Operating income | 12,201 | 14,550 | 17,169 | 19,660 | -9,600 | 41,779 | 18,408 | 23,582 | 23,688 | |
| Home Entertainment & Sound (HE&S) | Sales | 1,199,738 | 293,743 | 289,659 | 420,247 | 234,408 | 1,238,057 | 253,149 | 289,065 | 401,992 | |
| | Operating income | -20,982 | 8,834 | 9,065 | 25,993 | -19,790 | 24,102 | 10,923 | 15,763 | 31,151 | |
| Devices | Sales | 741,820 | 176,085 | 240,415 | 285,944 | 224,636 | 927,080 | 237,897 | 258,103 | 249,875 | |
| | Operating income | -16,937 | 11,500 | 28,335 | 53,833 | -4,637 | 89,031 | 30,342 | 32,690 | -11,672 | |
| Pictures | Sales | 829,584 | 194,770 | 182,183 | 206,580 | 295,148 | 878,681 | 171,549 | 183,742 | 262,119 | |
| | Operating income | 51,619 | 7,831 | -1,041 | 6,219 | 45,518 | 58,527 | -11,687 | -22,466 | 20,358 | |
| Music | Sales | 516,956 | 120,037 | 120,619 | 167,525 | 151,063 | 559,244 | 130,191 | 138,671 | 181,234 | |
| | Operating income | 52,406 | 11,634 | 12,163 | 25,923 | 10,884 | 60,604 | 31,750 | 14,590 | 27,407 | |
| Financial Services | Revenue | 993,846 | 246,967 | 269,576 | 304,926 | 262,160 | 1,083,629 | 279,386 | 210,732 | 322,043 | |
| | Operating income | 170,292 | 43,772 | 47,686 | 50,850 | 50,999 | 193,307 | 45,972 | 41,175 | 52,220 | |
| All Other | Sales | 761,772 | 102,327 | 85,731 | 117,595 | 80,950 | 386,603 | 77,576 | 84,688 | 96,798 | |
| | Operating income | -120,245 | -17,092 | -16,855 | -12,576 | -48,454 | -94,977 | -2,097 | 2,728 | 5,689 | |
| Corporate and elimination | Sales | -329,128 | -81,723 | -105,024 | -120,394 | -72,367 | -379,508 | -82,057 | -99,831 | -96,741 | |
| | Operating income | -91,735 | -13,925 | -33,312 | -25,771 | -61,346 | -134,355 | -23,239 | -23,363 | -11,012 | |
| Consolidated total | Sales | 7,767,266 | 1,809,908 | 1,901,511 | 2,566,749 | 1,937,712 | 8,215,880 | 1,808,059 | 1,892,740 | 2,580,812 | |
| | Operating income | 26,495 | 69,814 | -85,588 | 182,095 | -97,773 | 68,548 | 96,907 | 88,018 | 202,145 | |

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Sales to Customers by Product Category (to external customers) [Reclassified]

| | | FY13 | FY14 | | | | | FY15 | | | (Mln Yen) |
|-------------------------------------|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | |
| Mobile Communications (MC) | | 1,262,849 | 334,742 | 329,212 | 450,600 | 294,625 | 1,409,179 | 279,536 | 278,279 | 382,262 | |
| Game & Network Services (G&NS) | Hardware | 513,425 | 136,873 | 160,689 | 321,744 | 114,451 | 733,757 | 129,465 | 168,434 | 326,589 | |
| | Network | 200,229 | 69,253 | 71,123 | 102,025 | 109,066 | 351,467 | 105,801 | 111,534 | 152,067 | |
| | Other | 232,825 | 25,242 | 53,942 | 75,473 | 52,265 | 206,922 | 30,632 | 61,114 | 86,564 | |
| Total | | 946,479 | 231,368 | 285,754 | 499,242 | 275,782 | 1,292,146 | 265,898 | 341,082 | 565,220 | |
| Imaging Products & Solutions (IP&S) | Digital Imaging Products | 442,723 | 106,135 | 109,565 | 126,361 | 90,533 | 432,594 | 107,156 | 112,844 | 119,397 | |
| | Professional Solutions | 277,417 | 55,716 | 64,822 | 70,658 | 80,707 | 271,903 | 57,120 | 67,411 | 64,943 | |
| | Other | 19,660 | 2,876 | 3,563 | 4,300 | 4,902 | 15,641 | 5,746 | 5,559 | 5,772 | |
| Total | | 739,800 | 164,727 | 177,950 | 201,319 | 176,142 | 720,138 | 170,022 | 185,814 | 190,112 | |
| Home Entertainment & Sound (HE&S) | Televisions | 754,308 | 204,989 | 199,742 | 280,572 | 149,765 | 835,068 | 168,920 | 203,008 | 278,470 | |
| | Audio and Video | 431,519 | 87,414 | 89,023 | 138,013 | 82,364 | 396,814 | 81,311 | 85,162 | 121,975 | |
| | Other | 10,871 | 646 | 99 | 1,097 | 1,962 | 3,804 | 2,256 | 31 | 119 | |
| Total | | 1,196,698 | 293,049 | 288,864 | 419,682 | 234,091 | 1,235,686 | 252,487 | 288,201 | 400,564 | |
| Devices | Semiconductors | 342,072 | 84,948 | 118,095 | 162,884 | 135,088 | 501,015 | 140,415 | 149,510 | 155,881 | |
| | Components | 207,833 | 50,039 | 54,287 | 59,415 | 54,194 | 217,935 | 50,155 | 52,216 | 49,040 | |
| | Other | 2,493 | 1,748 | 1,464 | 2,457 | 1,341 | 7,010 | 2,435 | 2,255 | 2,946 | |
| Total | | 552,398 | 136,735 | 173,846 | 224,756 | 190,623 | 725,960 | 193,005 | 203,981 | 207,867 | |
| Pictures | Motion Pictures | 422,255 | 104,626 | 97,339 | 100,723 | 131,565 | 434,253 | 58,175 | 91,152 | 149,140 | |
| | Television Productions | 247,568 | 42,362 | 44,259 | 51,831 | 114,004 | 252,456 | 50,975 | 42,333 | 54,863 | |
| | Media Networks | 158,845 | 47,678 | 40,309 | 53,916 | 47,702 | 189,605 | 62,270 | 50,101 | 55,797 | |
| Total | | 828,668 | 194,666 | 181,907 | 206,470 | 293,271 | 876,314 | 171,420 | 183,586 | 259,800 | |
| Music | Recorded Music | 347,684 | 79,395 | 80,429 | 122,211 | 101,315 | 383,350 | 89,328 | 90,567 | 131,637 | |
| | Music Publishing | 66,869 | 16,288 | 16,366 | 16,675 | 21,630 | 70,959 | 17,844 | 17,698 | 16,721 | |
| | Visual Media and Platform | 83,777 | 19,178 | 19,921 | 23,924 | 23,172 | 86,195 | 19,808 | 26,814 | 28,596 | |
| Total | | 498,330 | 114,861 | 116,716 | 162,810 | 146,117 | 540,504 | 126,980 | 135,079 | 176,954 | |
| Financial Services | | 988,944 | 245,750 | 268,192 | 303,211 | 260,451 | 1,077,604 | 277,689 | 209,035 | 320,368 | |
| All Other | | 701,089 | 82,231 | 64,074 | 91,598 | 60,791 | 298,694 | 58,710 | 61,309 | 71,564 | |
| Corporate | | 52,011 | 11,779 | 14,996 | 7,061 | 5,819 | 39,655 | 12,312 | 6,374 | 6,101 | |
| Consolidated total | | 7,767,266 | 1,809,908 | 1,901,511 | 2,566,749 | 1,937,712 | 8,215,880 | 1,808,059 | 1,892,740 | 2,580,812 | |

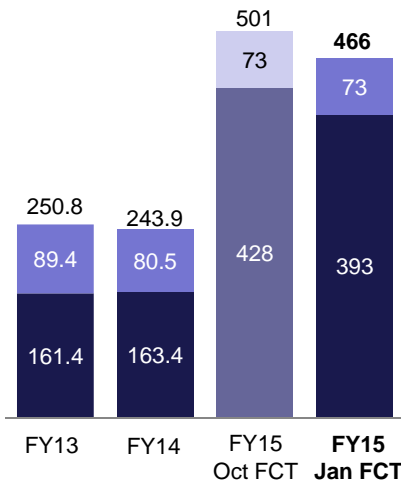
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CAPEX and Depreciation & Amortization excluding Financial Services / Consolidated R&D

(Bln Yen)

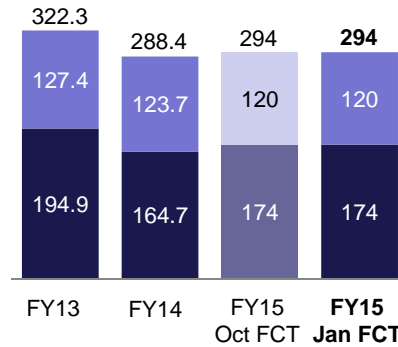
Capital Expenditures (excluding Financial Services)

■ Additions to intangible assets
■ Additions to property, plant and equipment

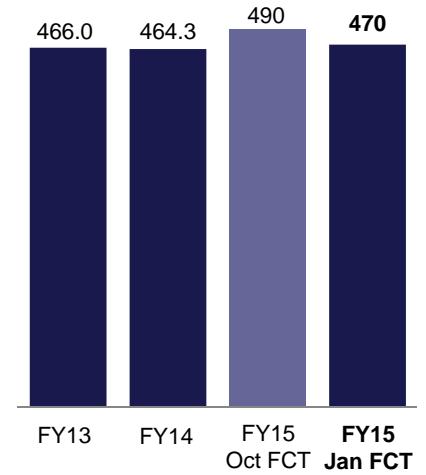


Depreciation & Amortization (excluding Financial Services)

■ For intangible assets
■ For property, plant and equipment



Consolidated Research & Development



A 19.0 bln yen investment related to the transfer of semiconductor fabrication facilities from Toshiba Corporation is included in the January FCT for CAPEX, but not in the October FCT because a definitive agreement was reached in December 2015.

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Unit Sales for Key Electronics Products (Quarterly Results)

(Mln units)

| | FY14 | | | | | FY15 | | |
|-----------------------------|------|-----|------|-----|------|------|-----|-----|
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 |
| Consumer Electronics | | | | | | | | |
| Smartphones | 9.4 | 9.9 | 11.9 | 7.9 | 39.1 | 7.2 | 6.7 | 7.6 |
| Digital Cameras | 2.2 | 2.2 | 2.6 | 1.5 | 8.5 | 1.7 | 1.6 | 1.8 |
| LCD TVs | 3.6 | 3.6 | 4.7 | 2.7 | 14.6 | 2.6 | 3.0 | 4.2 |
| Game | | | | | | | | |
| PS4 | 2.7 | 3.3 | 6.4 | 2.4 | 14.8 | 3.0 | 4.0 | 8.4 |

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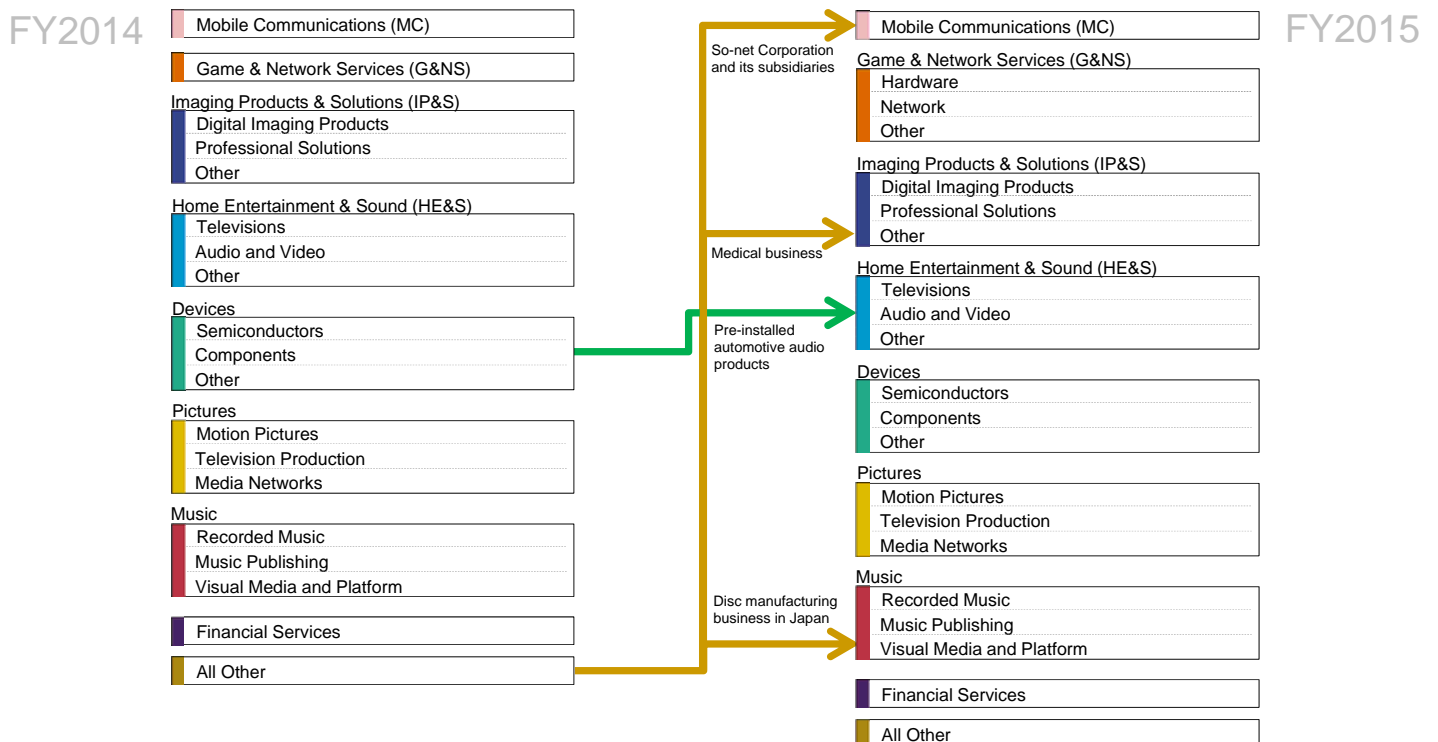
Unit Sales for Key Electronics Products (Annual Forecast)

(Mln units)

| | FY13 | FY14 | FY15 | |
|-----------------------------|------|------|-------------|-------------|
| | | | October FCT | January FCT |
| Consumer Electronics | | | | |
| Smartphones | 39.1 | 39.1 | 27 | 25 |
| Digital Cameras | 11.5 | 8.5 | 6.1 | 6.1 |
| LCD TVs | 13.5 | 14.6 | 11.5 | 12 |
| Game | | | | |
| PS4 | 7.5 | 14.8 | 17.5 | 17.5 |

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Segment and Category Realignment



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Cautionary Statement

Statements made in this presentation 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:

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- (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 televisions, game platforms and smartphones, 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 consumer 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 conditions;
- (vi) Sony's ability to implement successful hardware, software, and content integration strategies for all segments excluding the Financial Services segment, and to develop and implement successful sales and distribution strategies in light of the Internet and other technological developments;
- (vii) 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);
- (viii) Sony's ability to maintain product quality;
- (ix) 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;
- (x) significant volatility and disruption in the global financial markets or a ratings downgrade;
- (xi) Sony's ability to forecast demands, manage timely procurement and control inventories;
- (xii) the outcome of pending and/or future legal and/or regulatory proceedings;
- (xiii) 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;
- (xiv) the impact of 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;
- (xv) Sony's ability to anticipate and manage cybersecurity risk, including the risk of unauthorized access to Sony's business information, potential business disruptions or financial losses; and
- (xvi) risks related to catastrophic disasters or similar events.

Risks and uncertainties also include the impact of any future events with material adverse impact.