

## Supplemental Information for the Consolidated Financial Results for the Third Quarter Ended December 31, 2017 2017 年度第 3 四半期連結業績補足資料

February 2, 2018  
Sony Corporation  
ソニー株式会社

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# Supplemental Financial Data 補足財務データ

The data and terminology hereinafter are presented in accordance with generally accepted accounting principles in the United States of America ("U.S. GAAP"). For further detail on terminology, please refer to the notes to the Consolidated Financial Statements on page F-13 and afterwards in Sony's Form 20-F for the fiscal year ended March 31, 2017. A footnote is added where non-U.S. GAAP data is presented.

Definitions of abbreviated names in the charts below are the following:

Official Names	Abbreviated Names	Official Names	Abbreviated Names
Game & Network Services segment	G&NS	Corporate	Corp.
Home Entertainment & Sound segment	HE&S	Corporate and elimination	Corp. Elim.
Imaging Products & Solutions segment	IP&S	All Other, Corporate and elimination	All Other, Corp.
Mobile Communications segment	MC	Consolidated Total	Cons. Total
Semiconductors segment	Semicon	Operating income	OI
Components segment	Compo	Property, plant and equipment	PP&E
Financial Services segment	Financial		

The data hereinafter is presented in accordance with the most recent realignment of the Segments and Categories (product categories containing sales to external customers). For details on this realignment, please refer to Quarterly Financial Statements on page 6 for the Third Quarter Ended December 31, 2017.

## ■ Average foreign exchange rates 期中平均為替レート

(Yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
USD	120.1	108.1	102.4	109.3	113.7	108.4	111.1	111.0	113.0		
EUR	132.6	122.1	114.3	117.8	121.1	118.8	122.1	130.4	133.0		

## ■ Results by segment セグメント別業績

(Millions of yen)		FY15	FY16					FY17					
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY Oct FCT	FY Feb FCT
G&NS	Sales	1,551,893	330,379	319,880	617,699	381,841	1,649,799	348,062	433,204	717,966		2,000,000	1,940,000
	OI	88,668	44,031	18,992	50,028	22,502	135,553	17,733	54,750	85,364		180,000	180,000
Music	Sales	619,239	141,904	150,211	178,507	177,036	647,658	168,572	206,566	218,429		730,000	780,000
	OI	86,509	15,876	16,515	27,982	15,425	75,798	25,022	32,514	39,342		94,000	110,000
Pictures	Sales	938,142	183,317	192,112	225,156	302,544	903,129	205,811	244,003	260,317		1,020,000	1,020,000
	OI	38,507	-10,640	3,207	-106,774	33,686	-80,521	-9,497	7,696	10,489		39,000	39,000
HE&S	Sales	1,159,042	235,919	234,877	353,425	214,783	1,039,004	256,867	300,933	429,847		1,200,000	1,200,000
	OI	50,558	20,241	17,556	25,934	-5,227	58,504	22,583	24,387	46,213		76,000	80,000
IP&S	Sales	683,955	122,226	135,372	167,119	154,916	579,633	155,635	156,720	181,102		650,000	650,000
	OI	69,320	7,506	14,860	21,101	3,790	47,257	23,204	18,870	25,982		72,000	72,000
MC	Sales	1,127,473	185,923	168,770	248,597	155,855	759,145	181,187	172,041	217,543		780,000	740,000
	OI	-61,435	415	3,698	21,218	-15,167	10,164	3,616	-2,453	15,801		5,000	5,000
Semicon	Sales	739,059	144,430	193,748	233,868	201,077	773,123	204,261	228,363	250,930		880,000	850,000
	OI	14,500	-43,549	-4,184	27,166	12,756	-7,811	55,442	49,370	60,558		150,000	155,000
Financial	Revenue	1,073,069	232,719	260,510	319,142	275,133	1,087,504	303,160	279,224	373,271		1,170,000	1,250,000
	OI	156,543	48,547	33,563	28,996	55,318	166,424	46,223	36,599	56,287		170,000	175,000
All Other	Sales	540,194	100,764	101,363	131,646	116,677	450,450	109,240	112,820	108,582		N.A.	N.A.
	OI	-41,252	-6,953	-32,602	-2,049	12,019	-29,585	-8,231	-28	2,255		-156,000 <sup>(1)</sup>	-96,000 <sup>(1)</sup>
Corp. Elim.	Sales	-326,354	-64,382	-67,895	-77,660	-76,258	-286,195	-74,682	-71,343	-85,670		N.A.	N.A.
	OI	-107,721	-19,282	-25,858	-1,230	-40,711	-87,081	-18,484	-17,477	8,546		<sup>(1)</sup>	<sup>(1)</sup>
Cons. Total	Sales	8,105,712	1,613,199	1,688,948	2,397,499	1,903,604	7,603,250	1,858,113	2,062,531	2,672,317		8,500,000	8,500,000
	OI	294,197	56,192	45,747	92,372	94,391	288,702	157,611	204,228	350,837		630,000	720,000

For reference: G&NS Operating Income if timing of internal royalty recognition was consistent between subsidiaries

ご参考：内部ロイヤリティの認識タイミングが子会社間で一致していたと仮定した場合の G&NS の営業利益

G&NS	OI	88,668	47,484	21,984	49,352	16,733	135,553	22,865	49,618
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For reference: results of the former Components segment and All Other ご参考：旧コンポーネント分野およびその他の業績

Compo	Sales	224,612	44,136	46,660	51,421	53,156	195,373
	OI	-42,919	-4,735	-36,639	-3,724	-15,347	-60,445
All Other	Sales	332,196	60,249	58,716	82,368	65,645	266,978
	OI	1,667	-2,218	4,037	1,675	27,367	30,861

<sup>(1)</sup> All Other + Corp. Elim.

■ Sales to customers by product category (to external customers) 製品カテゴリー別売上高（外部顧客に対するもの）

(Millions of yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	1,479,775	310,768	304,848	596,997	368,955	1,581,568	323,051	414,255	681,649		
Hardware	721,829	119,165	106,386	279,858	92,964	598,373	98,315	137,398	270,653		
Network	529,318	145,558	146,609	212,701	210,056	714,924	195,302	222,986	300,407		
Other	228,628	46,045	51,853	104,438	65,935	268,271	29,434	53,871	110,589		
Music	602,564	138,409	146,629	173,218	172,511	630,767	165,076	202,837	214,267		
Recorded Music	412,718	89,706	89,757	114,833	94,652	388,948	99,822	109,177	128,239		
Music Publishing	71,258	15,651	15,591	15,549	19,750	66,541	16,858	19,501	18,334		
Visual Media & Platform	118,588	33,052	41,281	42,836	58,109	175,278	48,396	74,159	67,694		
Pictures	935,827	183,123	192,026	224,771	301,310	901,230	205,670	243,738	260,050		
Motion Pictures	447,355	75,332	93,952	96,427	143,662	409,363	70,274	124,800	106,931		
Television Productions	270,115	44,193	51,424	73,044	103,225	271,886	61,898	57,389	82,227		
Media Networks	218,357	63,608	46,650	55,300	54,423	219,981	73,498	61,549	70,892		
HE&S	1,155,085	234,915	233,901	351,983	213,416	1,034,215	256,465	300,770	429,604		
TV	797,764	166,293	169,097	244,421	140,746	720,557	179,374	219,553	301,476		
Audio & Video	354,946	68,307	64,547	106,916	72,001	311,771	76,722	80,639	127,303		
Other	2,375	315	257	646	669	1,887	369	578	825		
IP&S	677,231	120,365	134,037	165,260	151,837	571,499	154,117	155,170	179,112		
Still and Video Cameras	428,777	75,529	81,471	110,962	83,872	351,834	105,863	99,343	121,156		
Other	248,454	44,836	52,566	54,298	67,965	219,665	48,254	55,827	57,956		
MC	1,121,925	184,868	166,814	247,173	153,833	752,688	179,066	169,818	215,141		
Semicon	599,430	118,273	161,038	205,021	175,447	659,779	172,679	193,407	218,303		
Financial (revenue)	1,066,319	230,909	258,703	317,342	273,330	1,080,284	301,360	277,434	371,498		
All Other	435,668	84,936	81,791	109,933	98,456	375,116	94,104	95,592	96,611		
Corp.	31,888	6,633	9,161	5,801	-5,491	16,104	6,525	9,510	6,082		
Cons. Total	8,105,712	1,613,199	1,688,948	2,397,499	1,903,604	7,603,250	1,858,113	2,062,531	2,672,317		

For reference: results of the former Components segment and All Other ご参考：旧コンポーネント分野およびその他の業績

Compo	194,564	37,841	39,566	46,289	49,076	172,772
All Other	241,104	47,095	42,225	63,644	49,380	202,344

■ Unit sales of key products 主要製品販売台数

(Million units)	FY15	FY16					FY17					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY Oct FCT	FY Feb FCT
PlayStation®4 hardware	17.7	3.5	3.9	9.7	2.9	20.0	3.3	4.2	9.0		19.0	19.0
TVs	12.2	2.7	3.1	4.1	2.2	12.1	2.5	3.2	4.2		12.5	12.5
Digital cameras <sup>(2)</sup>	6.1	0.8	0.8	1.6	1.0	4.2	1.3	1.1	1.4		4.2	4.4
Smartphones	24.9	3.1	3.5	5.1	2.9	14.6	3.4	3.4	4.0		15.5	14.0

■ Sales to customers by geographic region<sup>(3)</sup> (to external customers) 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	2,317,312	511,411	543,231	718,286	619,862	2,392,790	619,741	596,538	775,569		
United States	1,733,759	353,614	362,158	543,731	414,265	1,673,768	360,936	437,185	614,438		
Europe	1,881,329	345,517	343,478	551,263	394,425	1,634,683	351,750	429,883	640,214		
China	540,497	109,073	130,994	169,318	148,610	557,995	162,216	176,920	182,809		
Asia-Pacific	959,171	191,670	201,205	264,805	209,032	866,712	247,398	278,447	293,992		
Other Areas	673,644	101,914	107,882	150,096	117,410	477,302	116,072	143,558	165,295		
Cons. total	8,105,712	1,613,199	1,688,948	2,397,499	1,903,604	7,603,250	1,858,113	2,062,531	2,672,317		

<sup>(2)</sup> Digital cameras include compact digital cameras and interchangeable single-lens cameras.

<sup>(3)</sup> Geographic Information shows sales and operating revenue recognized by location of customers.

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

Europe: United Kingdom, France, Germany, Russia, Spain and Sweden

Asia-Pacific: India, South Korea and Oceania

Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

■ Depreciation & amortization by segment セグメント別減価償却費及び償却費

(Millions of yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	20,798	5,529	6,630	6,644	6,683	25,486	6,904	7,258	7,324		
Music	17,795	3,687	3,686	4,070	4,681	16,124	4,142	4,247	4,444		
Pictures	22,375	4,934	4,747	5,052	5,754	20,487	5,972	5,975	6,243		
HE&S	21,781	5,153	4,617	4,962	5,098	19,830	4,989	4,569	6,053		
IP&S	27,612	6,085	6,130	6,412	6,815	25,442	5,861	5,704	6,152		
MC	24,186	5,151	4,776	5,071	4,796	19,794	4,585	4,715	4,923		
Semicon	100,964	25,306	26,071	24,620	26,331	102,328	23,802	24,637	24,955		
Financial	102,270	24,363	17,988	9,999	-5,294	47,056	15,107	17,274	15,506		
All Other, Corp.	59,310	13,349	12,858	11,664	12,630	50,501	11,901	12,320	12,625		
Cons. Total	397,091	93,557	87,503	78,494	67,494	327,048	83,263	86,699	88,225		

For reference: results of the former Components segment and All Other, Corp. 参考：旧コンポーネント分野およびその他/全社の業績

Compo	9,170	880	678	242	162	1,962
All Other, Corp.	50,140	12,469	12,180	11,422	12,468	48,539

■ Amortization of film costs 繰延映画制作費の償却費

(Millions of yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Amortization of film costs	299,587	61,229	61,608	67,702	106,966	297,505	79,318	80,824	99,567		

■ Additions to long-lived assets and depreciation and amortization 固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY15	FY16					FY17					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Oct FCT	Feb FCT
Total additions to long-lived assets <sup>(4)</sup>	468,937	66,021	69,307	52,860	84,015	272,203	67,381	75,819	94,841		330,000	330,000
Additions to PP&E	374,361	49,386	47,054	34,530	52,987	183,957	46,872	51,171	69,919		235,000	235,000
Additions to intangible assets	94,576	16,635	22,253	18,330	31,028	88,246	20,509	24,648	24,922		95,000	95,000
Total depreciation and amortization <sup>(5)</sup>	397,091	93,557	87,503	78,494	67,494	327,048	83,263	86,699	88,225		355,000	355,000
Depreciation of PP&E	179,272	42,461	41,993	40,393	44,437	169,284	40,781	41,756	42,705		175,000	175,000
Amortization of intangible assets <sup>(5)</sup>	217,819	51,096	45,510	38,101	23,057	157,764	42,482	44,943	45,520		180,000	180,000

■ Additions to long-lived assets and depreciation and amortization excluding Financial Services

金融分野を除くソニー連結の固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY15	FY16					FY17					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Oct FCT	Feb FCT
Total additions to long-lived assets <sup>(4)</sup>	460,876	64,680	61,127	51,245	80,572	257,624	64,842	72,436	90,117		310,000	310,000
Additions to PP&E	372,441	49,063	42,438	35,030	52,767	179,298	45,788	50,766	68,992		230,000	230,000
Additions to intangible assets	88,435	15,617	18,689	16,215	27,805	78,326	19,054	21,670	21,125		80,000	80,000
Total depreciation and amortization <sup>(5)</sup>	294,821	69,194	69,515	68,495	72,788	279,992	68,156	69,425	72,719		280,000	280,000
Depreciation of PP&E	177,774	42,042	41,503	39,886	43,925	167,356	40,253	41,142	42,031		170,000	170,000
Amortization of intangible assets <sup>(5)</sup>	117,047	27,152	28,012	28,609	28,863	112,636	27,903	28,283	30,688		110,000	110,000

<sup>(4)</sup> Excluding additions for tangible and intangible assets from business combinations.

<sup>(5)</sup> Including amortization expense for deferred insurance acquisition costs. Not including amortization of film costs.

■ Research and development expenses 研究開発費

(Millions of yen)	FY15	FY16					FY17					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Oct FCT	Feb FCT
Research and development expenses	468,183	110,178	106,157	108,789	122,332	447,456	101,789	108,807	112,799		450,000	450,000

■ Research and development expenses by segment セグメント別研究開発費

(Millions of yen)	FY15	FY16
G&NS	91,891	95,553
HE&S	44,830	47,255
IP&S	61,529	58,622
MC	78,064	54,852
Semicon	120,354	117,579
Corporate R&D	31,302	44,381

■ Restructuring charges by segment (includes related accelerated depreciation expense<sup>(6)</sup>)

セグメント別構造改革費用（関連する加速減価償却費用を含む）

(Millions of yen)	FY15	FY16					FY17				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	135	110	-104	-	225	231	-	-	-		
Music	1,868	110	708	837	1,935	3,590	7	215	1,594		
Pictures	1,606	835	60	748	824	2,467	570	-127	39		
HE&S	1,207	12	1	529	210	752	15	4	8		
IP&S	204	7	10	157	466	640	12	9	2		
MC	21,638	322	-174	44	634	826	649	42	538		
Semicon	-113	3	-	-3	-9	-9	-	-	-		
Financial	-	-	-	-	-	-	-	-	-		
All Other, Corp.	11,714	346	32,075	2,773	16,524	51,718	1,185	1,448	911		
Cons. Total	38,259	1,745	32,576	5,085	20,809	60,215	2,438	1,591	3,092		

For reference: results of the former Components segment and All Other, Corp ご参考：旧コンポーネント分野およびその他/全社の業績

Compo	22	-	32,833	-	10,606	43,439
All Other, Corp.	11,692	346	-758	2,773	5,918	8,279

■ Period-end foreign exchange rates 期末為替レート

(Yen)	FY16				FY17			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	102.9	101.1	116.5	112.2	112.0	112.7	113.0	
Period-end EUR rates	114.4	113.4	122.7	119.8	128.0	132.9	134.9	

■ Inventory by segment セグメント別棚卸資産

(Billions of yen)	FY16				FY17			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	110.6	241.3	114.5	81.7	116.7	229.6	103.3	
Music	14.2	15.8	17.2	14.4	13.8	14.3	15.8	
Pictures	41.7	42.7	48.9	43.0	43.5	44.4	45.9	
HE&S	103.2	128.4	103.1	114.1	135.3	173.8	144.7	
IP&S	67.0	71.1	78.1	62.9	71.5	83.4	90.3	
MC	88.6	105.9	87.9	79.5	87.4	106.3	85.2	
Semicon	229.7	214.2	189.7	203.6	215.2	224.5	216.7	
All Other and Corp.	62.9	43.0	41.7	41.6	44.7	54.4	51.8	
Cons. Total	717.9	862.4	681.1	640.8	728.1	930.7	753.7	

For reference: results of the former Components segment and All Other, Corp ご参考：旧コンポーネント分野およびその他/全社の業績

Compo	37.1	11.7	12.6	11.4
All Other and Corp.	25.8	31.3	29.1	30.2

<sup>(6)</sup> Accelerated depreciation related to restructuring is incurred when the useful life or salvage value of restructured assets is changed. Accelerated depreciation is not included in restructuring charges recorded in accordance with U.S. GAAP, but Sony includes it for the purposes of measuring the impact of restructuring. Sony discloses restructuring charges in accordance with U.S. GAAP in Form 20-F and the Quarterly Securities Reports.

■ **Film costs (balance)** 繰延映画製作費（残高）

(Billions of yen)	FY16				FY17			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Film costs	310.3	320.9	369.2	336.9	352.1	367.3	365.8	

■ **Long-lived assets<sup>(7)</sup> by segment** セグメント別固定資産

(Billions of yen)	FY16	FY17			
		Q1	Q2	Q3	Q4
G&NS	134.7	137.5	139.4	141.9	
Music	237.7	236.1	235.4	235.0	
Pictures	162.4	160.5	160.2	159.2	
HE&S	37.4	37.1	36.8	38.2	
IP&S	61.6	60.9	62.8	63.0	
MC	66.0	63.7	65.1	63.4	
Semicon	354.0	354.2	348.3	368.5	
Financial	52.0	51.5	59.1	60.4	
All Other and Corp.	236.6	231.8	232.4	233.0	
Cons. Total	1,342.4	1,333.3	1,339.5	1,362.6	

■ **Goodwill by segment** セグメント別営業権

(Billions of yen)	FY16	FY17			
		Q1	Q2	Q3	Q4
G&NS	151.9	152.1	152.5	152.6	
Music	166.1	167.7	173.0	172.1	
Pictures	138.2	138.4	142.0	154.7	
HE&S	-	-	-	-	
IP&S	8.2	9.6	9.7	9.7	
MC	3.3	3.3	3.3	3.3	
Semicon	48.0	48.0	48.1	48.2	
Financial	2.4	2.4	7.2	7.2	
All Other and Corp.	4.4	4.4	4.5	4.5	
Cons. Total	522.5	525.9	540.3	552.3	

■ **Return on Invested Capital (ROIC) by segment** セグメント別 ROIC

(Billions of yen)	FY16			FY17
	ROIC	Return <sup>(8)</sup>	Invested Capital <sup>(9)</sup>	Apr FCT ROIC
G&NS	22.0%	89.5	407.6	27.1%
Music	15.2%	50.1	330.5	14.4%
Pictures	-6.2%	-52.9	858.2	3.0%
HE&S	26.2%	38.6	147.0	21.7%
IP&S	22.2%	31.2	140.7	25.4%
MC	3.7%	6.7	182.6	1.8%
Semicon	-0.8%	-5.2	647.9	11.8%

<sup>(7)</sup> Long-lived assets include PP&E and intangible assets.

<sup>(8)</sup> Operating Income after tax. A 34% tax rate is applied to all segments.

<sup>(9)</sup> The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, HE&S, IP&S, MC and Semicon. The total of equity and net debt have been used for Music and Pictures (deposits in group companies are excluded from debt). The amount of inventory of G&NS, HE&S, IP&S, MC and Semicon and the invested capital of Music and Pictures have been calculated by averaging the amount of each at five points in time – the beginning of the fiscal year and the end of each four quarters. The amount of long-lived assets, goodwill and investment of G&NS, HE&S, IP&S, MC and Semicon have been calculated by averaging the amount at the beginning and the end of the fiscal year.

# Music Segment Supplemental Information

## ■ Recorded Music

### - Recorded Music Revenue breakdown of physical, digital and other revenues

(Millions of yen)	FY15	FY16					FY	FY17				
		Q1	Q2	Q3	Q4	Q1		Q2	Q3	Q4	FY	
Physical	156,139	28,858	30,685	44,965	26,474	130,982	33,553	27,591	43,664			
Digital	196,504	47,278	45,183	55,389	52,172	200,022	51,386	65,284	68,288			
Download <sup>(10)</sup>	86,294	16,611	13,689	14,737	14,378	59,415	12,943	12,295	12,752			
Streaming <sup>(11)</sup>	110,210	30,667	31,494	40,652	37,794	140,607	38,443	52,989	55,536			
Other <sup>(12)</sup>	60,075	13,570	13,889	14,479	16,006	57,944	14,883	16,302	16,287			
<b>Total</b>	<b>412,718</b>	<b>89,706</b>	<b>89,757</b>	<b>114,833</b>	<b>94,652</b>	<b>388,948</b>	<b>99,822</b>	<b>109,177</b>	<b>128,239</b>			
(Yen)												
Average USD rates	120.1	108.1	102.4	109.3	113.7	108.4	111.1	111.0	113.0			

### - Top 10 best-selling recorded music projects<sup>(13)</sup> for the quarters ended December 31, 2017 and 2016 (In order of revenue contribution)

For the quarter ended December 31, 2017		For the quarter ended December 31, 2016	
Artist	Title	Artist	Title
P!nk	<i>Beautiful Trauma</i>	Pentatonix	<i>A Pentatonix Christmas</i>
Nogizaka46	<i>Itsuka Dekiru Kara Kyou Dekiru</i>	Leonard Cohen	<i>You Want It Darker</i>
Keyakizaka46	<i>Kaze Ni Fukaretemo</i>	Nogizaka46	<i>Sayonara no Imi</i>
Kenshi Yonezu	<i>BOOTLEG</i>	The Chainsmokers	<i>Collection of Tracks</i>
Chris Brown	<i>Heartbreak on a Full Moon</i>	Sia	<i>This Is Acting</i>
Camila Cabello	<i>Camila</i>	Robbie Williams	<i>The Heavy Entertainment Show</i>
Khalid	<i>American Teen</i>	Elvis Presley	<i>The Wonder of You: Elvis Presley with the Royal Philharmonic Orchestra</i>
Pentatonix	<i>A Pentatonix Christmas - Deluxe Tracks</i>	Little Mix	<i>Glory Days</i>
David Gilmour	<i>Live At Pompeii</i>	Various	<i>TROLLS (Original Motion Picture Soundtrack)</i>
G-Eazy	<i>The Beautiful &amp; Damned</i>	Keyakizaka46	<i>Futari Saison</i>

### - Noteworthy projects<sup>(13)</sup> for the quarter ending March 31, 2018 (In alphabetical order)

Artist	Title
Camila Cabello	<i>Camila</i>
Craig David	<i>The Time is Now</i>
First Aid Kit	<i>Ruins</i>
Jack White	<i>Boarding House Reach</i>
Jimi Hendrix	<i>Both Sides of the Sky</i>
Justin Timberlake	<i>Man of the Woods</i>
LANCO	<i>Hallelujah Nights</i>

## ■ Music Publishing

### - Number of songs in the music publishing catalog owned and administered as of March 31, 2017, 2016 and 2015 (Million songs)

	As of March 31, 2017	As of March 31, 2016	As of March 31, 2015
Sony	2.44	2.16	1.94
EMI Music Publishing	2.05	2.05	2.03
<b>Total</b>	<b>4.49</b>	<b>4.21</b>	<b>3.97</b>

<sup>(10)</sup> Download includes digital download and mobile (ringtone).

<sup>(11)</sup> Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.

<sup>(12)</sup> Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

<sup>(13)</sup> Projects are the aggregation of revenue from albums and digital track exploitation. Revenue within the quarter may also include revenue from individual tracks not associated with an album, or associated with a future album.

# Pictures Segment Supplemental Information

## ■ Pictures Segment Aggregated U.S. Dollar Information

Management analyzes the results of Sony Pictures Entertainment Inc. ("SPE") in U.S. dollars, so discussion of certain portions of its results is specified as being on "a U.S. dollar basis." The underlying U.S. dollar aggregated results are described below. Fractional amounts of less than 1 million U.S. dollars are rounded, so the total amounts of each item may not necessarily total those on each item. For example, the totals for the figure provided on a full-year ("FY") basis may not necessarily total those on a quarterly basis. The underlying U.S. dollar aggregated results for Pictures are not reflected in Sony's consolidated financial statements and are not measured in accordance with Generally Accepted Accounting Principles in the U.S. ("U.S. GAAP"). Sony does not believe that these measures are a substitute for the U.S. GAAP measures. However, Sony believes that disclosing the underlying U.S. dollar aggregated results provides additional useful analytical information to investors regarding the operating performance of Sony and the Pictures segment.

### - Pictures segment sales and operating revenue ("sales") and operating income (loss) in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017					Fiscal year ending March 31, 2018				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	7,875	1,695	1,876	2,057	2,664	8,292	1,851	2,195	2,305		
Operating income (loss)	346	(99)	32	(913) <sup>(14)</sup>	298	(682) <sup>(14)</sup>	(86)	69	93		

### - Sales by category and Motion Pictures Revenue breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017					Fiscal year ending March 31, 2018				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	3,735	697	918	879	1,264	3,758	632	1,122	947		
Theatrical	1,052	215	313	241	232	1,001	129	632	302		
Home Entertainment	1,002	181	255	328	274	1,038	199	162	331		
TV Distribution	1,502	246	297	279	726	1,548	265	263	274		
Others	179	55	53	31	32	171	39	65	40		
Television Productions	2,286	408	502	667	910	2,487	557	517	728		
Media Networks	1,835	588	455	507	479	2,029	661	554	628		
Intersegment	19	2	1	4	11	18	1	2	2		
Total	7,875	1,695	1,876	2,057	2,664	8,292	1,851	2,195	2,305		

### - Film costs<sup>(15)</sup> breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017					Fiscal year ending March 31, 2018				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	1,676	1,532	1,703	1,672	1,632	1,532	1,580	1,609	1,509		
Television Productions	592	814	938	1,143	1,146	814	1,047	1,119	1,314		
Media Networks	272	327	374	358	388	327	374	416	435		
Beginning Balance	2,540	2,673	3,015	3,173	3,166	2,673	3,001	3,144	3,258		
Motion Pictures	682	275	164	58	239	736	160	138	275		
Television Productions	1,370	357	489	382	406	1,634	388	504	347		
Media Networks	576	277	106	173	147	703	309	200	240		
Increase in film costs <sup>(15)</sup>	2,628	909	759	613	792	3,073	857	842	862		
Motion Pictures	(826)	(104)	(195)	(98)	(291)	(688)	(131)	(238)	(246)		
Television Productions	(1,148)	(233)	(284)	(379)	(505)	(1,401)	(316)	(309)	(462)		
Media Networks	(521)	(230)	(122)	(143)	(161)	(656)	(267)	(181)	(175)		
Amortization of film costs <sup>(15)</sup>	(2,495)	(567)	(601)	(620)	(957)	(2,745)	(714)	(728)	(883)		
Motion Pictures	1,532	1,703	1,672	1,632	1,580	1,580	1,609	1,509	1,538		
Television Productions	814	938	1,143	1,146	1,047	1,047	1,119	1,314	1,199		
Media Networks	328	374	358	388	374	374	416	435	500		
Ending Balance	2,673	3,015	3,173	3,166	3,001	3,001	3,144	3,258	3,237		

<sup>(14)</sup> Operating loss includes a \$962 million impairment charge of goodwill in the third quarter of the fiscal year ended March 2017.

<sup>(15)</sup> Film costs reported above include capitalized direct production costs, production overhead and acquisition costs for both Motion Pictures and Television Productions as well as noncurrent capitalized broadcasting rights for Media Networks.



■ Motion Pictures

- Motion Pictures Box Office for films released in North America during the quarter ended December 31, 2017<sup>(16)</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>(17)</sup>	North America Box Office	International Box Office	Total
<i>Blade Runner 2049</i>	Columbia	10/6/2017 (87)	No Rights	\$163 <sup>(18)</sup>	\$163
<i>Only the Brave</i>	Columbia	10/20/2017 (73)	\$18	\$0 <sup>(19)</sup>	\$18
<i>Roman J. Israel, Esq.</i>	Columbia	11/17/2017 (45)	\$12	\$0 <sup>(20)</sup>	\$12
<i>The Star</i>	Sony Pictures Animation/ AFFIRM	11/17/2017 (45)	\$40	\$19 <sup>(19)</sup>	\$59
<i>Jumanji: Welcome to the Jungle</i>	Columbia	12/20/2017 (12)	\$169	\$160 <sup>(18)</sup>	\$329
<i>All the Money in the World</i>	TriStar	12/25/2017 (7)	\$13	\$0 <sup>(20)</sup>	\$13

- Motion Pictures Box Office for films released in North America during the quarter ended December 31, 2016<sup>(21)</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>(22)</sup>	North America Box Office	International Box Office	Total
<i>Inferno</i>	Columbia	10/28/2016 (65)	\$34	\$186	\$220
<i>Arrival</i>	Stage 6 Films	11/11/2016 (51)	No Rights	\$37 <sup>(23)</sup>	\$37
<i>Billy Lynn's Long Halftime Walk</i>	TriStar	11/11/2016 (35)	\$2	\$1 <sup>(24)</sup>	\$3
<i>Passengers</i>	Columbia	12/21/2016 (11)	\$55	\$48 <sup>(24)</sup>	\$103

- Select films to be released in the U.S. during the twelve months ending December 31, 2018 (Release dates and titles subject to change) Total: 14 titles

Title	Talent	Expected Release Date	Label
<i>Insidious: The Last Key</i>	Lin Shaye, Tessa Ferrer, Leigh Whannell, Angus Sampson	1/5/2018	Stage 6 Films
<i>Proud Mary</i>	Taraji P. Henson, Danny Glover, Neal McDonough	1/12/2018	Screen Gems
<i>Peter Rabbit</i>	James Corden, Rose Byrne, Domhnall Gleeson, Daisy Ridley	2/9/2018	Columbia / Sony Pictures Animation
<i>Paul, Apostle of Christ</i>	Jim Caviezel, Olivier Martinez, James Faulkner, Joanne Whalley	3/28/2018	Columbia / AFFIRM
<i>Superfly</i>	Jason Mitchell, Trevor Jackson, Andrea Londo	6/15/2018	Columbia
<i>Sicario 2: Soldado</i>	Benicio Del Toro, Josh Brolin, Matthew Modine, Catherine Keener	6/29/2018	Columbia
<i>Hotel Transylvania 3: Summer Vacation</i>	Adam Sandler, Selena Gomez, Andy Samberg	7/13/2018	Columbia / Sony Pictures Animation
<i>The Equalizer 2</i>	Denzel Washington, Pedro Pascal, Melissa Leo, Bill Pullman	8/3/2018	Columbia
<i>Slender Man</i>	Julia Goldani Telles, Jaz Sinclair, Alex Fitzalan	8/24/2018	Screen Gems
<i>Venom</i>	Tom Hardy, Riz Ahmed, Michelle Williams	10/5/2018	Columbia
<i>Goosebumps: TBD</i>	Dylan Minnette	10/12/2018	Columbia
<i>The Girl in the Spider's Web</i>	Claire Foy, Sverrir Gudnason	11/9/2018	Columbia
<i>Spider-Man: Into the Spider-Verse</i>	Shameik Moore, Liev Schreiber, Mahershala Ali	12/14/2018	Columbia / Sony Pictures Animation
<i>Holmes &amp; Watson</i>	Will Ferrell, John C. Reilly, Lauren Lapkus	12/21/2018	Columbia

<sup>(16)</sup> Data as of December 31, 2017; Source (unless otherwise noted): Box Office Mojo for North America and International Box Office; International Box Office results will vary in any given quarter depending on the timing of release in each territory in which rights are owned; table includes Sony Pictures Classics' films with U.S. Box Office greater than \$10 million, if any; table also includes films of Stage 6 Films with International Box Office in the licensed territories greater than \$10 million, if any.

<sup>(17)</sup> Days in North America theatrical release up to and including December 31, 2017.

<sup>(18)</sup> Source: Sony Pictures Releasing International ("SPRI").

<sup>(19)</sup> Source: SPRI; SPE has limited territory rights.

<sup>(20)</sup> Source: SPRI; not in wide release as of December 31, 2017.

<sup>(21)</sup> Data as of December 31, 2016; Source (unless otherwise noted): Box Office Mojo for North America and International Box Office; International Box Office results will vary in any given quarter depending on the timing of release in each territory in which rights are owned; table includes Sony Pictures Classics' films with U.S. Box Office greater than \$10 million, if any; table also includes films of Stage 6 Films with International Box Office in the licensed territories greater than \$10 million, if any.

<sup>(22)</sup> Days in North America theatrical release up to and including December 31, 2016.

<sup>(23)</sup> Source: SPRI; SPE has limited territory rights as of December 31, 2016.

<sup>(24)</sup> Source: SPRI; SPE sold certain territory rights as of December 31, 2016

- Select films to be released in the U.S. from January 1, 2019 onward (Release dates and titles subject to change)

Total: 12 titles

Title	Expected Release Date	Label
<i>The Nightingale</i>	1/25/2019	TriStar
<i>Silver &amp; Black</i>	2/8/2019	Columbia
<i>The Rosie Project</i>	5/10/2019	TriStar
<i>Charlie's Angels</i>	6/7/2019	Columbia
<i>Men in Black Untitled</i>	6/14/2019	Columbia
<i>Spider-Man: Homecoming 2</i>	7/5/2019	Columbia
<i>Untitled Quentin Tarantino Movie</i>	8/9/2019	Columbia
<i>The Angry Birds Movie 2</i>	9/20/2019	Columbia / Sony Pictures Animation
<i>Masters of the Universe</i>	12/18/2019	Columbia
<i>Phil Lord &amp; Chris Miller Animation Movie</i>	2/7/2020	Columbia / Sony Pictures Animation
<i>Barbie</i>	5/8/2020	Columbia
<i>Vivo</i>	12/18/2020	Columbia / Sony Pictures Animation

- Top 10 Home Entertainment titles released during the quarters ended December 31, 2017 and 2016<sup>(25)</sup>  
(Film, Television and Direct-to-Video releases, in order of U.S. release date)

For the quarter ended December 31, 2017		For the quarter ended December 31, 2016	
Title	Release Date	Title	Release Date
<i>House of Cards, Season 5</i>	10/3/2017	<i>Kingsglaive: Final Fantasy XV</i>	10/4/2016
<i>Baby Driver</i>	10/10/2017	<i>Preacher, Season 1</i>	10/4/2016
<i>Spider-Man: Homecoming</i>	10/17/2017	<i>Ghostbusters</i>	10/11/2016
<i>The Emoji Movie</i>	10/24/2017	<i>Outlander, Season 2</i>	11/1/2016
<i>The Dark Tower</i>	10/31/2017	<i>Sausage Party</i>	11/8/2016
<i>The Crown, Season 1</i>	11/7/2017	<i>Better Call Saul, Season 2</i>	11/15/2016
<i>Preacher, Season 2</i>	11/14/2017	<i>Don't Breathe</i>	11/29/2016
<i>Jungle</i>	11/21/2017	<i>The Hollars</i>	12/6/2016
<i>All Saints</i>	12/12/2017	<i>The Magnificent Seven</i>	12/20/2016
<i>Flatliners</i>	12/26/2017	<i>When The Bough Breaks</i>	12/27/2016

- Select Home Entertainment titles to be released during the quarter ending March 31, 2018  
(In order of scheduled U.S. release date) (Release dates subject to change)

For the quarter ending March 31, 2018			
Title	Expected Release Date	Title	Expected Release Date
<i>November Criminals</i>	1/9/2018	<i>Mom and Dad</i>	2/20/2018
<i>Better Call Saul, Season 3</i>	1/16/2018	<i>The Star</i>	2/20/2018
<i>Only The Brave</i>	2/6/2018	<i>Call Me By Your Name</i>	3/13/2018
<i>Roman J. Israel, Esq.</i>	2/13/2018	<i>Jumanji: Welcome To The Jungle</i>	3/20/2018

<sup>(25)</sup> Reflects top 10 titles released during the quarters ended December 31, 2017 and 2016, respectively, based on gross revenues earned from DVD, Blu-ray™ and Digital Distribution. Digital Distribution includes electronic sell-through, electronic video-on-demand, cable video-on-demand, hotel pay-per-view and satellite.

■ **Television Productions**

- **Television Series with an original broadcast on a U.S. linear network<sup>(26)</sup> during the quarters ended December 31, 2017 and 2016<sup>(27)</sup>**

For the quarter ended December 31, 2017			For the quarter ended December 31, 2016		
Series	Season	Network	Series	Season	Network
<i>Kevin Can Wait</i>	2	CBS	<i>Dr. Ken</i>	2	ABC
<i>Outlander</i>	3	Starz	<i>Kevin Can Wait</i>	1	CBS
<i>Preacher</i>	2	AMC	<i>Masters of Sex</i>	4	Showtime
<i>Shark Tank</i>	9	ABC	<i>Notorious</i>	1	ABC
<i>S.W.A.T.</i>	1	CBS	<i>Shark Tank</i>	8	ABC
<i>Snoop Dogg Presents The Joker's Wild</i>	1	TBS	<i>Talking Dead</i>	6	AMC
<i>The \$100,000 Pyramid</i>	2	ABC	<i>The Blacklist</i>	4	NBC
<i>The Blacklist</i>	5	NBC	<i>The Goldbergs</i>	4	ABC
<i>The Goldbergs</i>	5	ABC	<i>Timeless</i>	1	NBC
<i>The Good Doctor</i>	1	ABC	<i>Unlocking the Truth</i>	1	MTV
<i>Days of Our Lives</i>	53	NBC	<i>Days of Our Lives</i>	52	NBC
<i>The Young and the Restless</i>	45	CBS	<i>The Young and the Restless</i>	44	CBS
<i>Wheel of Fortune</i>	35	First Run Syndication <sup>(28)</sup>	<i>Wheel of Fortune</i>	34	First Run Syndication <sup>(28)</sup>
<i>Jeopardy!</i>	34	First Run Syndication <sup>(28)</sup>	<i>Jeopardy!</i>	33	First Run Syndication <sup>(28)</sup>
<i>The Dr. Oz Show</i>	9	First Run Syndication <sup>(28)</sup>	<i>The Dr. Oz Show</i>	8	First Run Syndication <sup>(28)</sup>

- **Television Series with a new season to premiere on a U.S. linear network<sup>(26)</sup> from January 1, 2018 onward<sup>(27)</sup>**  
(Releases subject to change)

Airing after January 1, 2018					
Series	Season <sup>(29)</sup>	Network	Series	Season <sup>(29)</sup>	Network
<i>Alex, Inc.</i>	1	ABC	<i>The Goldbergs</i>	6	ABC
<i>Better Call Saul</i>	4	AMC	<i>The Gong Show</i>	2	ABC
<i>Shark Tank</i>	10	ABC	<i>Timeless</i>	2	NBC
<i>Snoop Dogg Presents The Joker's Wild</i>	2	TBS	<i>The Young and the Restless</i>	46	CBS
<i>Outlander</i>	4	Starz	<i>Wheel of Fortune</i>	36	First Run Syndication <sup>(28)</sup>
<i>Preacher</i>	3	AMC	<i>Jeopardy!</i>	35	First Run Syndication <sup>(28)</sup>
<i>The \$100,000 Pyramid</i>	3	ABC	<i>The Dr. Oz Show</i>	10	First Run Syndication <sup>(28)</sup>

- **Select Television Series in U.S. off-network syndication<sup>(30)</sup>**

As of December 31, 2017
<i>Breaking Bad</i>
<i>Rules of Engagement</i>
<i>Seinfeld</i>
<i>Shark Tank</i>
<i>The Goldbergs</i>
<i>The King of Queens</i>

<sup>(26)</sup> Linear networks include free, basic or pay television.

<sup>(27)</sup> Series produced or co-produced by SPE's television production operations; series independently produced or co-produced by SPE's Media Networks are not included.

<sup>(28)</sup> First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

<sup>(29)</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>(30)</sup> Off-network syndication series have previously aired on U.S. linear networks and are currently re-airing on other U.S. linear networks or digital platforms or both.

- Television Series with an original broadcast on a digital platform<sup>(31)</sup> during the quarters ended December 31, 2017 and 2016<sup>(32)</sup>

For the quarter ended December 31, 2017			For the quarter ended December 31, 2016		
Series	Season	Network	Series	Season	Network
<i>Future Man</i>	1	Hulu	<i>Good Girls Revolt</i>	1	Amazon
<i>Shut Eye</i>	2	Hulu	<i>Shut Eye</i>	1	Hulu
<i>The Crown</i>	2	Netflix	<i>Sports Jeopardy!</i>	3	Crackle
			<i>The Crown</i>	1	Netflix

- Television Series with a new season to premiere on a digital platform<sup>(31)</sup> from January 1, 2018 onward<sup>(32)</sup>  
(Releases subject to change)

Airing after January 1, 2018					
Series	Season <sup>(33)</sup>	Network	Series	Season <sup>(33)</sup>	Network
<i>7 Days Out</i>	1	Netflix	<i>Philip K. Dick's Electric Dreams<sup>(34)</sup></i>	1	Amazon
<i>Atypical</i>	2	Netflix	<i>Sneaky Pete</i>	2	Amazon
<i>Cobra Kai</i>	1	YouTube Red	<i>SuperMansion</i>	2	Crackle
<i>One Day at a Time</i>	2	Netflix	<i>The Dangerous Book for Boys</i>	1	Amazon
			<i>The Tick</i>	2	Amazon

- Television Series with an original broadcast on a non-U.S. linear network<sup>(35)</sup> during the quarters ended December 31, 2017 and 2016<sup>(32)</sup>

For the quarter ended December 31, 2017				For the quarter ended December 31, 2016			
Series	Season	Network	Territory	Series	Season	Network	Territory
<b>Europe, Middle East and Africa:</b>				<b>Europe, Middle East and Africa:</b>			
<i>Newlywed Game</i>	23	France 2	France	<i>Newlywed Game</i>	22	France 2	France
<i>Dragon's Den</i>	4	VOX	Germany	<i>Dragon's Den</i>	3	VOX	Germany
<i>Heldt</i>	5	ZDF	Germany	<i>Heldt</i>	4	ZDF	Germany
<i>Jeopardy!</i>	3	RTL plus	Germany	<i>Jeopardy!</i>	1	RTL plus	Germany
<i>Wheel of Fortune</i>	3	RTL plus	Germany	<i>Wheel of Fortune</i>	1	RTL plus	Germany
<i>Kudos</i>	2	Rai 4	Italy	<i>Dating Game</i>	1	SAT.1 Gold	Germany
<i>Everybody Loves Raymond</i>	8	CTC	Russia	<i>Bangers &amp; Cash</i>	4	VOX	Germany
<i>Philip K Dick's Electric Dreams<sup>(34)</sup></i>	1	Channel 4	United Kingdom	<i>Generation Gap</i>	1	Rai4	Italy
<i>Strike Back</i>	6	Sky	United Kingdom	<i>Dance Dance Dance</i>	1	Fox Life	Italy
<i>Secret Life of the Ballroom</i>	1	W	United Kingdom	<i>Everybody Loves Raymond</i>	6/7	CTC	Russia
<i>Bromans</i>	1	ITV2	United Kingdom	<i>Carjackers</i>	1	E4	United Kingdom
<i>Doodlebugs</i>	1	BBC1	United Kingdom	<i>DCI Banks</i>	5	ITV	United Kingdom
<i>Don't Say It Bring It</i>	1	UKTV	United Kingdom				
<i>Blind Date</i>	1	Channel 5	United Kingdom				
<i>Blind Date</i>	1	TV3	Ireland				
<b>Latin America:</b>				<b>Latin America:</b>			
<i>Ex on the Beach?</i>	2	MTV LatAm	Brazil	<i>Cozinhando no Supermercado</i>	2	Discovery	Brazil
<i>Toc's de Dalila</i>	1	Multishow	Brazil	<i>Vai Ferdandinha</i>	1	Multishow	Brazil
<i>Lady Night</i>	2	Multishow	Brazil	<i>Shark Tank Brasil</i>	1	Canal Sony	Brazil
<i>Humoristinhas</i>	1	Multishow	Brazil	<i>O Estranho Show de Renatinho</i>	1	Multishow	Brazil
<i>Eu Ela Um Milhão de Seguidores</i>	1	Multishow	Brazil	<i>Ex on the Beach?</i>	1	MTV LatAm	Brazil
<i>Quem Quer ser um Milionario</i>	1	Globo	Brazil	<i>Mundo Inovacao</i>	1	Discovery	Brazil
<i>Enamorandonos (Love is Calling)</i>	1	TV Azteca	Mexico	<i>Shark Tank Mexico</i>	1	Canal Sony	Mexico
<i>Escape Perfecto (Raid The Cage)</i>	4	TV Azteca	Mexico	<i>Rosario Tijeras</i>	1	TV Azteca	Mexico
<i>Shark Tank Mexico</i>	2	Canal Sony	Mexico	<i>Blue Demon</i>	1	Blim	Pan-Regional
				<i>Enamorandonos (Love is Calling)</i>	1	TV Azteca	Mexico
				<i>Hilo de Sangre Azul</i>	1	RCN	Colombia
				<i>Are You the One?</i>	1	MTV	Pan-Regional
<b>Asia and Australia:</b>				<b>Asia and Australia:</b>			
<i>Friday on My Mind</i>	1	ABC	Australia	<i>The Code</i>	2	ABC	Australia
<i>The Wrong Girl</i>	2	Ten	Australia	<i>The Wrong Girl</i>	1	Ten	Australia

<sup>(31)</sup> Digital platforms include advertising supported video-on-demand and subscription video-on-demand ("SVOD"). The network has multi-territory rights to the series, unless otherwise noted.

<sup>(32)</sup> Series produced or co-produced by SPE's television production operations; series independently produced or co-produced by SPE's Media Networks are not included.

<sup>(33)</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>(34)</sup> Philip K. Dick's Electric Dreams will air on a non-U.S. linear network (U.K. Channel 4) and on a digital platform (Amazon).

<sup>(35)</sup> Linear networks include free, basic or pay television.

■ Media Networks

- Television and Digital Channels as of December 31, 2017

As of December 31, 2017					As of December 31, 2016
Television and Digital Channels <sup>(36)</sup>	Country / Region	Launch Year <sup>(37)</sup>	Sony's Ownership	Number of Subscribers <sup>(38)</sup> (mil.)	Number of Subscribers <sup>(38)</sup> (mil.)
<b>Europe, Middle East and Africa:</b>					
<i>AXN Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	9.5	9.2
<i>AXN White Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	8.7	8.3
<i>AXN Black</i>	Portugal, Angola, Mozambique, Cape Verde	2011	100%	3.8	3.7
<i>AXN Central Europe</i> <sup>(39)</sup>	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	44.2	40.4
<i>AXN SPIN Central Europe</i>	Poland, Romania	2012	100%	8.8	7.5
<i>AXN Italy</i> <sup>(40)</sup>	Italy	2005	100%	N/A	4.3
<i>AXN Sci-Fi Italy</i> <sup>(40)</sup>	Italy	2010	100%	N/A	4.3
<i>Pop Italy</i>	Italy	2017	100%	N/A	N/A
<i>Cine Sony Italy</i>	Italy	2017	100%	N/A	N/A
<i>AXN Germany</i>	Austria, Germany, Switzerland	2004	100%	3.4	3.3
<i>Animax Germany</i>	Austria, Germany, Switzerland	2007	100%	0.3	0.3
<i>Sony Channel Germany</i>	Austria, Germany, Switzerland	2013	100%	0.9	0.9
<i>Sony MAX Africa</i>	South Africa	2007	100%	7.1	7.6
<i>Sony Channel Africa</i>	South Africa	2007	100%	7.2	7.7
<i>Sony Sci-Fi Russia</i>	Russia, CIS, Georgia, Ukraine	2007	88%	9.1	9.5
<i>Sony Channel Russia</i> <sup>(41)</sup>	Russia, CIS, Georgia, Ukraine	2009	88%	10.0	13.3
<i>Sony Channel Baltics</i> <sup>(41)</sup>	Estonia, Latvia, Lithuania	2010	88%	1.4	1.3
<i>Sony Turbo Russia</i>	Russia, CIS, Georgia, Ukraine	2012	88%	4.2	3.9
<i>Sony Turbo Baltics</i>	Estonia, Latvia, Lithuania	2012	88%	0.8	0.8
<i>Sony Channel UK</i>	United Kingdom, Malta	2011	100%	14.5	15.3
<i>Movies4Men UK</i>	United Kingdom, Malta	2012	100%	13.5	14.5
<i>Sony Movie Channel UK</i>	United Kingdom, Malta	2012	100%	13.5	10.8
<i>Movie Mix</i> <sup>(42)</sup>	United Kingdom	2012	100%	N/A	14.5
<i>CSC Media Group</i>	United Kingdom	2007	100%	134.7	147.7
<i>Viva</i>	Israel	1999	50%	1.5	1.5
<i>Viva Plus</i>	Israel	2011	50%	1.0	1.0
<i>Film 1</i> <sup>(43)</sup>	Netherlands	2006	100%	0.7	1.0
<i>Viasat 3</i>	Hungary	2000	100%	3.4	3.4
<i>Viasat 6</i>	Hungary	2008	100%	3.0	2.8
<i>Sony Channel Turkey</i> <sup>(44)</sup>	Turkey	2016	51%	18.5	16.3
<i>Planet Turk</i> <sup>(44)</sup>	Turkey	2016	51%	15.9	16.3
<i>Planet Mutfak</i> <sup>(44)</sup>	Turkey	2016	51%	18.5	18.9
<i>Sony Cocuk</i> <sup>(44)</sup>	Turkey	2016	51%	18.5	18.9
<b>Latin America:</b>					
<i>Canal Sony Latin America</i>	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	47.3	47.2
<i>AXN Latin America</i>	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	39.3	37.6
<i>Crackle Latin America</i>	Pan-Regional Latin America (excluding Brazil)	2012	100%	0.1	N/A
<i>Canal Sony Brazil</i>	Brazil	1996	100%	16.4	16.4
<i>AXN Brazil</i>	Brazil	1999	100%	13.3	13.6
<i>Crackle Brazil</i>	Brazil	2012	100%	0.0	N/A

Note: N/A means there are or were no subscribers.

<sup>(36)</sup> Individual channels may have more than one feed; total channel feeds were 189 as of December 31, 2017.

<sup>(37)</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>(38)</sup> Subscriber numbers are SPE estimates.

<sup>(39)</sup> Includes AXN Black and AXN White.

<sup>(40)</sup> Channels AXN Italy and AXN Sci-Fi Italy closed on March 15, 2017 and April 15, 2017, respectively.

<sup>(41)</sup> Channels SET Russia and SET Baltics rebranded to Sony Channel Russian and Sony Channel Baltics, respectively, on February 1, 2017.

<sup>(42)</sup> Movie Mix closed on January 10, 2017.

<sup>(43)</sup> Film 1 comprises the following channels: Film1 Premiere, Film1 Action, Film1 Family, and Film1 Drama. On August 31, 2017, Film1 Sundance closed and was replaced by an SVOD service from Film1.

<sup>(44)</sup> Planet TV comprises the following: Planet Pembe, Planet Turk, Planet Mutfak, and Planet Cocuk. Planet Pembe rebranded to Sony Channel Turkey on March 28, 2017, and Planet Cocuk rebranded to Sony Cocuk on April 23, 2017.

As of December 31, 2017					As of December 31, 2016
Television and Digital Channels <sup>(45)</sup>	Country / Region	Launch Year <sup>(46)</sup>	Sony's Ownership	Number of Subscribers <sup>(47)</sup> (mil.)	Number of Subscribers <sup>(47)</sup> (mil.)
<b>Asia and Australia:</b>					
<i>India Channels</i> <sup>(48)</sup>	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	1,220.8	805.1
<i>AXN Asia</i>	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	19.9	20.7
<i>Animax Asia</i>	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	12.1	11.7
<i>Sony Channel Asia</i>	Thailand, Singapore, other parts of East Asia	2007	100%	1.8	1.8
<i>ONE</i>	Malaysia, Indonesia, Singapore, Brunei	2010	100%	3.4	3.2
<i>AXN Japan</i>	Japan	1998	65%	7.3	7.4
<i>Animax Japan</i>	Japan	1998	50%	8.5	8.6
<i>Kids Station</i>	Japan	2017	51%	7.9	N/A
<i>AXN Mystery Japan</i>	Japan	2008	100%	6.8	6.9
<i>Star Channel Japan</i>	Japan	1986	25%	1.2	1.2
<i>AXN Korea</i>	South Korea	2011	49%	19.3	18.6
<i>Animax Korea</i>	South Korea	2006	100%	24.3	23.0
<i>FMN</i>	Indonesia	2006	50%	0.4	0.5
<i>Crackle Australia</i>	Australia	2010	100%	N/A	N/A
<i>GEM</i>	Vietnam	2014	100%	1.9	1.8
<i>GEM Asia</i>	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	0.8	0.7
<b>North America:</b>					
<i>GSN</i>	U.S.	1994	58%	62.7	68.5
<i>Crackle U.S.</i>	U.S.	2009	100%	N/A	N/A
<i>Crackle Canada</i>	Canada	2010	100%	N/A	N/A
<i>Sony Movie Channel U.S.</i>	U.S.	2010	100%	5.3	6.0
<i>CineSony</i>	U.S.	2012	100%	3.6	3.5
<i>Hollywood Suite 90s Movies</i>	Canada	2012	47%	0.4	0.3
<i>Hollywood Suite 2000s Movies</i>	Canada	2012	47%	0.4	0.3
<i>getTV</i>	U.S.	2014	100%	47.7	49.8
<i>FunimationNow</i>	U.S.	2017	95%	0.3	N/A

Note: N/A means there are or were no subscribers.

Since September 30, 2017, SPT Media Networks closed Flava, a channel in the UK in the CSC Media Group.

On October 10, 2017, Sony acquired a substantial majority stake in Funimation Productions, LLC, (f/k/a Funimation Productions, Ltd.), a company that includes the FunimationNow US-based SVOD service.

#### Number of Channels and Subscribers (Total)

	As of December 31, 2017	As of December 31, 2016
Number of Channels (Total)	100	93
Number of Subscribers <sup>(47)</sup> (Total) (mil.)	Approx. 1,949.8	Approx. 1,563.6

<sup>(45)</sup> Individual channels may have more than one feed; total channel feeds were 189 as of December 31, 2017.

<sup>(46)</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>(47)</sup> Subscriber numbers are SPE estimates.

<sup>(48)</sup> India Channels comprise the following: SET, MAX, SAB, PIX, ATHH, MIX, SIX, AXN, PAL, MAX 2, SONY ESPN, WAH, Sony Le PLEX, Sony BBC Earth, Sony ROX HD, Sony YAY! (rebranded from ANIMAX India in April 2017), and the TEN Sports Channels. The first of the India Channels was launched in 1995 with the others launched at various times thereafter. International subscribers (subscribers from outside of India) account for 1.6 million and 2.2 million of the totals noted for December 31, 2017 and 2016, respectively.

## Cautionary Statement

Statements made in this document 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.