SONY

Supplemental Information for the Consolidated Financial Results for the First Quarter Ended June 30, 2024
2024年度第１四半期連結業績補足資料

August 7, 2024
Sony Group Corporation
ソニーグループ株式会社

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Supplemental Financial Data補足財務データ

The data and terminology hereinafter are presented in accordance with IFRS® Accounting Standards as issued by the International Accounting Standards Board ("IFRS Accounting Standards") because Sony has adopted IFRS Accounting Standards starting in the first quarter of the fiscal year ended March 31, 2022.
Sony has adopted IFRS 17 "Insurance Contracts" ("IFRS 17") from the first quarter of the fiscal year ended March 31, 2024 ("FY23").
The data hereinafter is presented in accordance with the most recent alignment of the Segments and Categories (product categories containing sales to external customers). For further detail on terminology and the segmentation, please refer to Notes to the Financial Statements for the first quarter ended June 30, 2024, on page 11.
A footnote is added where non-IFRS data is presented.

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

Official Names	Abbreviated Names
Game & Network Services segment	G&NS
Entertainment, Technology & Services segment	ET&S
Imaging & Sensing Solutions segment	I&SS
Financial Services segment	Financial

Official Names	Abbreviated Names
Corporate	Corp.
Corporate and elimination	Corp. Elim.
All Other, Corporate and elimination	All Other, Corp.
Consolidated Total	Cons. Total
Operating income	OI
Operating income before depreciation and amortization	OIBDA
Earnings before interest, taxes, depreciation and amortization	EBITDA
Property, plant and equipment	PP&E

■ Average / assumed foreign exchange rates 期中平均/前提為替レート

(Yen)	FY23					FY24					FY24 May Assumption [1] (Q1 － Q4)	FY24 August Assumption [1] (Q2 － Q4)
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
USD	137.0	144.4	147.9	148.2	144.4	155.6					145.0	148.0
EUR	149.2	157.2	159.0	161.0	156.6	167.6					157.0	160.0
Brazilian Real	27.7	29.6	29.8	30.0	29.3	29.9					27.9	26.46
Chinese Yuan	19.5	19.9	20.4	20.6	20.1	21.5					20.1	20.37
Indian Rupee	1.67	1.75	1.78	1.79	1.74	1.87					1.74	1.78

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

(Yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	144.9	149.4	141.6	151.4	157.6			
Period-end EUR rates	157.5	157.8	156.9	163.8	169.8			

■ FY24 Estimated Foreign Exchange Impact on Annual Operating Income 2024年度 為替感応度（年間営業利益に対する影響額の試算）

(Billion yen)	1 yen appreciation against		1% yen appreciation against
	USD	EUR	Emerging market currencies [2]
G&NS	+4.5	-4.5	
ET&S	+1.0	-2.0	N/A
I&SS	-7.0	slightly negative	
Net impact of above three segments	-2.0	-6.5	-2.5
Pictures and Music total [3]	-3.0	N/A	N/A

[1] Assumed foreign exchange rates are based on company forecast.
[2] Emerging market currencies include Brazilian real, Chinese yuan and Indian rupee.
[3] This is the estimated impact when converting the U.S. dollar aggregated results of Sony Pictures Entertainment Inc., Sony Music Entertainment and Sony Music Publishing LLC into Japanese yen. The impact of converting the non-U.S. dollar results of these three entities into U.S. dollars during the aggregation process is not reflected in the above numbers.

■**Sales, Operating Income and Adjusted OIBDA [1] by segment** セグメント別売上高・営業利益・調整後OIBDA

(Millions of yen)		FY23					FY24						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	May FCT	August FCT
G&NS	Sales	771,880	954,096	1,444,427	1,097,331	4,267,734	864,911					4,200,000	4,320,000
	OI	49,160	48,902	86,139	105,983	290,184	65,209					310,000	320,000
	Adjusted OIBDA	75,875	83,056	113,140	135,832	407,903	95,656					420,000	440,000
Music	Sales	358,229	408,716	422,104	429,909	1,618,958	442,022					1,690,000	1,740,000
	OI	73,380	80,997	76,086	71,199	301,662	85,893					315,000	330,000
	Adjusted OIBDA	82,945	97,041	98,531	90,196	368,713	107,690					400,000	420,000
Pictures	Sales	320,366	399,636	366,327	406,721	1,493,050	337,346					1,480,000	1,520,000
	OI	15,971	29,438	41,626	30,667	117,702	11,308					120,000	125,000
	Adjusted OIBDA	28,466	42,553	54,559	45,620	171,198	27,788					170,000	175,000
ET&S	Sales	571,783	613,540	735,738	532,657	2,453,718	600,915					2,370,000	2,420,000
	OI	55,646	61,033	77,164	-6,444	187,399	64,083					190,000	190,000
	Adjusted OIBDA	80,865	87,572	103,395	17,243	289,075	90,131					290,000	290,000
I&SS	Sales	292,740	406,316	505,158	398,524	1,602,738	353,480					1,840,000	1,850,000
	OI	12,731	46,361	99,715	34,734	193,541	36,647					270,000	275,000
	Adjusted OIBDA	70,013	107,141	163,707	100,580	441,441	105,846					545,000	550,000
All Other	Sales	19,493	24,225	23,895	21,757	89,370	21,090					N/A	N/A
	OI	2,475	2,069	2,596	-5,540	1,600	1,275					-75,000 [2]	-75,000 [2]
	Adjusted OIBDA	3,644	3,110	3,738	-4,062	6,430	2,586					-55,000 [2]	-55,000 [2]
Corp. Elim.	Sales	-52,250	-81,821	-61,865	-78,818	-274,754	-56,710					N/A	N/A
	OI	-10,835	-21,472	2,738	-27,264	-56,833	-15,294					-	-
	Adjusted OIBDA	-7,115	-17,228	6,898	-22,689	-40,134	-11,830					-	-
Cons. Total excl. Financial	Sales	2,285,789	2,728,907	3,439,360	2,810,987	11,265,043	2,567,436					11,400,000	11,700,000
	OI	198,531	247,334	386,068	203,338	1,035,271	249,124					1,130,000	1,165,000
	Adjusted OIBDA	334,696	403,251	543,972	362,723	1,644,642	417,870					1,770,000	1,820,000
Financial	Sales	681,411	103,915	311,743	672,885	1,769,954	448,595					910,000	910,000
	OI	54,514	15,681	77,274	26,107	173,576	29,985					145,000	145,000
	Adjusted OIBDA	61,429	22,671	84,295	13,107	181,502	36,815					170,000	170,000
Cons. Total	Sales	2,963,652	2,828,623	3,747,527	3,480,966	13,020,768	3,011,649					12,310,000	12,610,000
	OI	253,042	263,009	463,338	229,442	1,208,831	279,106					1,275,000	1,310,000
	Adjusted OIBDA	396,122	425,916	628,263	375,827	1,826,128	454,682					1,940,000	1,990,000

[1] Adjusted OIBDA is not a measure in accordance with IFRS Accounting Standards. However, Sony believes that this disclosure may be useful information to investors. For more details, including the formulas and reconciliations for Adjusted OIBDA, please refer to pages 20 to 23 of "Q1 FY2024 Consolidated Financial Results" (the presentation material for the earnings announcement) (applies to all following pages).

[2] Total number of forecast for "All Other " and "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)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	755,003	930,137	1,428,886	1,058,968	4,172,994	844,288				
Digital Software and Add-on Content	365,346	423,096	631,981	514,163	1,934,586	432,752				
Network Services	124,499	133,887	137,182	149,969	545,537	159,346				
Hardware and Others	265,158	373,154	659,723	394,836	1,692,871	252,190				
Music	355,756	399,360	417,651	422,188	1,594,955	435,726				
Recorded Music	237,772	253,739	286,541	288,047	1,066,099	299,279				
Streaming	164,887	173,858	186,520	184,188	709,453	196,663				
Others	72,885	79,881	100,021	103,859	356,646	102,616				
Music Publishing	75,139	82,725	86,084	82,779	326,727	96,676				
Visual Media & Platform	42,845	62,896	45,026	51,362	202,129	39,771				
Pictures	320,178	397,347	365,133	404,059	1,486,717	336,556				
Motion Pictures	125,504	129,209	130,441	156,890	542,044	133,034				
Television Productions	104,231	173,385	130,844	142,575	551,035	94,285				
Media Networks	90,443	94,753	103,848	104,594	393,638	109,237				
ET&S	563,292	603,214	725,563	522,877	2,414,946	594,179				
TV	135,982	161,002	210,967	116,313	624,264	129,124				
Audio & Video	89,149	109,100	133,823	79,995	412,067	97,321				
Still and Video Cameras	161,874	159,203	188,609	133,743	643,429	192,453				
Mobile Communications	87,362	72,774	76,508	63,261	299,905	81,041				
Other	88,925	101,135	115,656	129,565	435,281	94,240				
I&SS	270,476	374,657	477,513	381,260	1,503,906	333,308				
All Other	16,402	20,418	20,192	18,772	75,784	18,933				
Corp.	3,436	1,879	3,154	2,266	10,735	2,371				
Cons. Total excl. Financial	2,284,543	2,727,012	3,438,092	2,810,390	11,260,037	2,565,361				
Financial (revenue)	679,109	101,611	309,435	670,576	1,760,731	446,288				
Cons. Total	2,963,652	2,828,623	3,747,527	3,480,966	13,020,768	3,011,649				

■ **Sales to customers by geographic region [1] (to external customers)** 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	978,776	409,055	640,717	998,978	3,027,526	731,080				
United States	750,978	899,990	1,141,728	958,543	3,751,239	893,902				
Europe	507,608	644,856	848,045	632,454	2,632,963	532,618				
China	237,422	236,123	285,343	242,019	1,000,907	274,196				
Asia-Pacific	297,175	428,835	532,716	401,050	1,659,776	351,305				
Other Areas	191,693	209,764	298,978	247,922	948,357	228,548				
Cons. total	2,963,652	2,828,623	3,747,527	3,480,966	13,020,768	3,011,649				

■ **Depreciation & amortization by segment (including amortization not subject to reconciliation in the calculation of Adjusted OIBDA / Adjusted EBITDA)** セグメント別減価償却費及び償却費（調整後OIBDA及び調整後EBITDAの計算において調整対象外の償却費を含む）

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	27,320	34,791	28,767	32,187	123,065	33,525				-
Music	17,351	18,395	26,314	22,516	84,576	24,126				-
Pictures	113,539	166,728	126,523	134,316	541,106	104,541				-
ET&S	25,219	26,539	26,231	23,687	101,676	26,048				-
I&SS	57,282	60,780	63,992	65,846	247,900	69,199				-
All Other	1,169	1,041	1,142	1,478	4,830	1,311				-
Corp. Elim.	2,972	3,435	1,574	6,158	14,139	2,924				-
Cons. Total excl. Financial	244,852	311,709	274,543	286,188	1,117,292	261,674				-
Financial	6,915	6,990	7,021	6,763	27,689	6,830				-
Cons. Total	251,767	318,699	281,564	292,951	1,144,981	268,504				-

■ **Amortization not subject to reconciliation in the calculation of Adjusted OIBDA / Adjusted EBITDA [2]**

調整後OIBDA及び調整後EBITDAの計算において調整対象外の償却費

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	605	637	1,766	2,338	5,346	3,078				
Music	1,778	2,351	3,869	3,519	11,517	2,329				
Pictures	101,044	153,613	113,590	119,363	487,610	88,061				
Corp. Elim.	-748	-809	-2,586	1,583	-2,560	-540				
Cons. Total	102,679	155,792	116,639	126,803	501,913	92,928				

[1] Geographic Information shows sales and financial services revenue recognized by location of customers. Major countries and areas in each geographic segment excluding Japan, United States and China are as follows:
Europe: United Kingdom, France, Germany, Spain and Italy
Asia-Pacific: India, South Korea and Oceania
Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

[2] Including amortization for film costs and broadcasting rights, as well as for internally developed game content and master recordings included in content assets.

■ **Additions to long-lived assets and right-of-use assets / Depreciation and amortization**

固定資産・使用権資産の増加額、減価償却費及び償却費

(Millions of yen)	FY23					FY24						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	May FCT	Aug. FCT
Additions [1]:												
PP&E	90,290	130,201	159,908	115,489	495,888	129,297					370,000	380,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	50,692	95,033	65,608	76,996	288,329	168,913					280,000	370,000
Right-of-use assets	14,791	31,047	9,414	43,142	98,394	54,410					95,000	95,000
Subtotal (Capex)	155,773	256,281	234,930	235,627	882,611	352,620					745,000	845,000
Film costs and broadcasting rights	128,316	86,946	81,060	129,810	426,132	156,790					N/A	N/A
Cons. Total	284,089	343,227	315,990	365,437	1,308,743	509,410					N/A	N/A
Depreciation and amortization [2]:												
PP&E	75,295	80,006	83,366	82,921	321,588	88,528					330,000	330,000
Content assets excl. film costs and broadcasting rights and Other intangible assets [2]	52,990	60,457	61,704	62,305	237,456	66,167					260,000	270,000
Right-of-use assets	22,213	23,878	23,778	24,973	94,842	25,271					85,000	90,000
Subtotal	150,498	164,341	168,848	170,199	653,886	179,966					675,000	690,000
Film costs and broadcasting rights	101,269	154,358	112,716	122,752	491,095	88,538					N/A	N/A
Cons. Total	251,767	318,699	281,564	292,951	1,144,981	268,504					N/A	N/A

■ **Additions to long-lived assets and right-of-use assets / Depreciation and amortization excluding Financial Services segment**

金融分野を除くソニー連結の固定資産・使用権資産の増加額、減価償却費及び償却費

(Millions of yen)	FY23					FY24						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	May FCT	Aug. FCT
Additions [1]:												
PP&E	90,057	130,055	159,683	115,248	495,043	129,164					370,000	380,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	48,567	90,644	61,110	69,448	269,769	165,441					260,000	350,000
Right-of-use assets	14,057	29,582	8,744	42,537	94,920	49,718					80,000	80,000
Subtotal (Capex)	152,681	250,281	229,537	227,233	859,732	344,323					710,000	810,000
Film costs and broadcasting rights	128,316	86,946	81,060	129,810	426,132	156,790					N/A	N/A
Cons. Total	280,997	337,227	310,597	357,043	1,285,864	501,113					N/A	N/A
Depreciation and amortization:												
PP&E	74,914	79,615	82,978	82,574	320,081	88,191					330,000	330,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	49,113	56,526	57,749	58,544	221,932	62,367					245,000	255,000
Right-of-use assets	19,556	21,210	21,100	22,318	84,184	22,578					75,000	80,000
Subtotal	143,583	157,351	161,827	163,436	626,197	173,136					650,000	665,000
Film costs and broadcasting rights	101,269	154,358	112,716	122,752	491,095	88,538					N/A	N/A
Cons. Total	244,852	311,709	274,543	286,188	1,117,292	261,674					N/A	N/A

[1] Excluding additions for tangible and intangible assets from business combinations and other.
[2] Including amortization expense for contract costs.

■ **Research and development expenses** 研究開発費

(Millions of yen)	FY23					FY24						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	May FCT	August FCT
Research and development expenses	177,772	180,506	190,143	194,351	742,772	191,341					720,000	740,000

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

(Millions of yen)	FY23
G&NS	281,582
ET&S	154,833
I&SS	219,243
Corporate R&D	45,355

■ **Interest expenses, net, recorded in Financial income and Financial expense**

金融収益・金融費用に計上される支払利息（純額）

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Interest expenses, net	472	2,128	2,108	-1,292	3,416	-314				

■ **Gain on revaluation of equity securities, net, recorded in Financial income and Financial expense**

金融収益・金融費用に計上される資本性金融資産の再評価益（純額）

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Gain on revaluation of equity securities, net	13,365	-3,721	20,553	41,188	71,385	30,873				

■ **Inventory by segment** セグメント別棚卸資産

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	780.4	965.5	641.2	520.9	571.5			
Music	23.3	24.9	23.7	21.9	23.1			
Pictures	10.0	11.3	9.2	10.0	11.8			
ET&S	376.5	419.2	341.3	328.6	352.6			
I&SS	623.4	629.4	594.6	618.4	712.7			
All Other, Corp.	15.9	17.3	19.9	18.8	21.0			
Cons. Total	1,829.5	2,067.6	1,629.9	1,518.6	1,692.7			

■ **Long-lived assets [1] and right-of-use assets by segment** セグメント別固定資産・使用権資産

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	513.1	558.3	556.8	591.3	611.4			
Music	1,075.1	1,098.1	1,223.9	1,318.9	1,622.4			
Pictures	999.3	957.5	865.6	912.1	1,082.1			
ET&S	251.5	249.9	247.5	259.4	261.2			
I&SS	966.3	1,015.8	1,084.7	1,104.1	1,160.7			
Financial	162.5	161.1	155.6	156.9	158.2			
All Other, Corp.	232.9	229.9	222.6	227.0	258.5			
Cons. Total	4,200.7	4,270.6	4,356.7	4,569.7	5,154.5			

[1] Long-lived assets include PP&E, content assets and other intangible assets.

■ **Film costs and broadcasting rights included in content assets (balance)**

コンテンツ資産に含まれる繰延映画製作費及びテレビ放映権（残高）

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Film costs and broadcasting rights	757.5	695.9	625.6	655.7	757.9			

■ **Goodwill by segment** セグメント別のれん

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	432.4	453.6	444.2	465.6	487.2			
Music	669.1	683.5	658.7	710.9	760.3			
Pictures	268.6	275.9	262.0	279.9	304.0			
ET&S	15.4	15.6	15.5	15.8	16.6			
I&SS	3.8	3.9	3.7	4.0	4.2			
Financial	10.8	10.8	10.8	10.8	10.8			
All Other, Corp.	-	-	-	-	-			
Cons. Total	1,400.1	1,443.3	1,394.9	1,487.1	1,583.1			

■ **Return on Invested Capital (ROIC) [1] by segment** セグメント別ROIC

(Billions of yen)	FY23			FY24 May FCT
	ROIC [1]	Return [2]	Invested Capital [3]	ROIC [1, 2]
G&NS	11.9%	197.3	1,658.6	13.9%
Music	11.9%	205.1	1,730.1	10.7%
Pictures	5.9%	80.0	1,360.7	6.0%
ET&S	19.8%	127.4	645.1	19.4%
I&SS	8.3%	131.6	1,589.2	10.0%

■ **Cash Flow(CF) by segment** セグメント別キャッシュ・フロー [4]

(Billions of yen)	FY23		
	Operating CF [4]	Investing CF [4]	Free CF [4] (Operating CF + Investing CF)
G&NS	138.5	-149.2	-10.7
Music	247.1	-214.0	33.1
Pictures	175.7	30.0	205.7
ET&S	322.8	-105.6	217.2
I&SS	278.3	-369.0	-90.7
All Other, Corporate and elimination and Adjustment [5]	15.4	13.6	29.0
Cons. Total without Financial Services	1,177.8	-794.2	383.6

[1] ROIC by segment is not a measure in accordance with IFRS Accounting Standards. However, Sony believes that this disclosure may be useful information to investors.

[2] Operating Income after tax. Tax rates applied to all segments are 32% for FY23 and FY24 May FCT.

[3] The total of long-lived assets, goodwill, investment and inventory have been used for G&NS and ET&S. The total of equity and net debt have been used for Music, Pictures and I&SS (deposits in group companies are excluded from debt). The amount of inventory of G&NS and ET&S and the invested capital of Music, Pictures and I&SS 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 and ET&S have been calculated by averaging the amount at the beginning and the end of the fiscal year.

[4] Operating CF by segment, Investing CF by segment and Free CF are not a measure in accordance with IFRS Accounting Standards. However, Sony believes that this disclosure may be useful information to investors. The calculation of Operating CF, Investing CF and Free CF for each segment differs from the calculation of the Statement of Cash Flows for Sony without the Financial Services segment in the Consolidated Financial Statements as follows:

- Increases and decreases in restricted cash held by each segment are excluded from Operating CF
- Increases and decreases in fixed-term deposits held by each segment are excluded from Investing CF
- Expenditures for leases are included in Investing CF (instead of Financial CF)

These result in the following amount being adjusted in each of the Operating CF and the Investing CF figures shown above:
(Operating CF) All Other and Corporate and elimination: 0.9 bln yen, Adjustment: -0.9 bln yen
(Investing CF) G&NS: -19.6 bln yen, Music: -43.0 bln yen, Pictures: 24.1 bln yen, ET&S: -29.2 bln yen, I&SS: -9.4 bln yen, All Other and Corporate and elimination: 5.6 bln yen, Adjustment: 71.6 bln yen

[5] "Adjustment" stands for numbers placed for the purpose of matching the total of segments' Operating CF and Investing CF with each of Consolidated without the Financial Services segment.

Game & Network Services Segment Supplemental Information

■ **Game & Network Services segment sales breakdown**

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Hardware [1]	186,985	287,514	474,260	262,693	1,211,451	146,348				
Game Software	406,221	479,325	733,063	601,584	2,220,193	486,484				
Physical Software [2]	24,402	35,524	87,359	32,966	180,250	20,629				
Digital Software [3]	153,394	200,984	282,822	214,419	851,619	141,889				
Add-on Content [4]	211,952	222,112	349,159	299,743	1,082,967	290,864				
Other Software [5]	16,473	20,705	13,724	54,456	105,358	33,103				
Network Services [6]	124,499	133,887	137,182	149,969	545,537	159,346				
Others [7]	54,176	53,370	99,921	83,086	290,554	72,732				
Segment Total Sales	771,880	954,096	1,444,427	1,097,331	4,267,734	864,911				

■ **PlayStation®5 hardware and software unit sales**

(Million units)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PlayStation®5 hardware [8]	3.3	4.9	8.2	4.5	20.8	2.4				
Full game software [9] (PlayStation®4/ PlayStation®5)	56.5	67.6	89.7	72.6	286.4	53.6				
First party titles	6.6	4.7	16.2	12.3	39.7	6.0				
Full game software digital download ratio [10] (PlayStation®4/ PlayStation®5)	72%	67%	66%	77%	70%	80%				

■ **Number of Monthly Active Users on PlayStation™Network (as of the end of each quarter)**

(Million)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Monthly Active Users [11]	108	107	123	118	116			

[1] Hardware is revenue from game consoles including PlayStation®4 and PlayStation®5.
[2] Physical Software is revenue from first party game software for PlayStation® consoles sold on discs to retailers, royalties from third party software sold on discs and revenue from first and third party game software sold bundled with PlayStation® consoles and PlayStation®VR.
[3] Digital Software is revenue from full game downloads of both first and third party titles sold via the PlayStation™Store.
[4] Add-on Content is revenue from digital content other than full games sold via the PlayStation™ Store, such as in-game currency, in-game items and expansion packages.
[5] Other Software is revenue from sales of first-party titles, including add-on content, on platforms other than PlayStation® consoles.
[6] Network Services is revenue recognized through the PlayStation™Network of PlayStation®Plus and advertising revenue. This does not include Game Software revenue.
[7] Others primarily includes revenue from peripherals, including PlayStation®VR.
[8] Hardware units are disclosed on a sell-in basis.
[9] Software unit sales include PlayStation®4 and PlayStation®5 software, including software bundled with PlayStation® consoles and PlayStation®VR in all regions.
[10] Full game software digital download ratio is calculated by dividing PlayStation®4 and PlayStation®5 full game software units sold via digital transactions by total full game software units.
[11] Monthly Active Users is an estimated total number of unique accounts that played games or used services on the PlayStation™Network during the last month of the quarter and is based on company research, and may be updated in the future.

■ **Cumulative sell-through units of PlayStation®5 hardware [1]**

As of	Number of cumulative sell-through units (million)
7/18/2021	10.0
12/31/2022	30.0
7/16/2023	40.0
12/9/2023	50.0

■ **Cumulative sell-through units of selected first party software titles [2]**

Title	Platform	Release Date (in the U.S.)	Number of global cumulative sell-through units (million)	As of (Number of Days in Release)
Bloodborne	PlayStation®4	3/26/2015	1.0	4/5/2015 (11) [3]
Uncharted 4: A Thief's End	PlayStation®4	5/10/2016	2.7	5/16/2016 (7)
			8.7	12/21/2016 (226)
Horizon Zero Dawn	PlayStation®4	2/28/2017	2.6	3/13/2017 (14) [4]
			7.6	2/15/2018 (353)
			10.0	12/31/2018 (672)
Horizon Zero Dawn Complete Edition	PC	8/7/2020	20.0 *	11/28/2021 (1,734)
God of War	PlayStation®4	4/20/2018	3.1	4/22/2018 (3)
			5.0	5/20/2018 (31)
	PC	1/15/2022	19.5	8/21/2021 (1,220)
			23.0 *	11/1/2022 (1,656)
Detroit: Become Human	PlayStation®4	5/25/2018	2.0	12/12/2018 (202)
			3.2	8/31/2019 (464)
Marvel's Spider-Man	PlayStation®4	9/7/2018	3.3	9/9/2018 (3)
			9.0	11/25/2018 (80)
Marvel's Spider-Man Remastered	PlayStation®5 PC	8/12/2022	13.2	7/28/2019 (325)
The Last of Us Part II *The Last of Us Part II Remastered*	PlayStation®4 PlayStation®5	6/19/2020 1/19/2024	4.0	6/21/2020 (3)
Ghost of Tsushima	PlayStation®4	7/17/2020	2.4	7/19/2020 (3)
			5.0	11/11/2020 (118)
Ghost of Tsushima Director's Cut	PlayStation®5 PC	8/20/2021 5/16/2024	6.5	3/22/2021 (249)
			8.0	10/10/2021 (450)
			9.7	7/3/2022 (716)
Marvel's Spider-Man: Miles Morales	PlayStation®4 PlayStation®5	11/12/2020	6.5	7/18/2021 (249)
Demon's Souls	PlayStation®5	11/12/2020	1.4	9/19/2021 (312)
Returnal	PlayStation®5 PC	4/30/2021 2/15/2023	0.56	7/18/2021 (80)
Ratchet & Clank: Rift Apart	PlayStation®5 PC	6/11/2021 7/26/2023	1.1	7/18/2021 (38)
Horizon Forbidden West	PlayStation®4 PlayStation®5 PC	2/18/2022 3/21/2024	8.4	5/9/2023 (445)
God of War Ragnarök	PlayStation®4 PlayStation®5	11/9/2022	5.1	11/13/2022 (5)
			11.0	1/22/2023 (75)
			15.0	11/19/2023 (375)
Marvel's Spider-Man 2	PlayStation®5	10/20/2023	2.5	10/20/2023 (1)
			5.0	10/30/2023 (11)
			10.0	2/4/2024 (107)
Helldivers 2	PlayStation®5 PC	2/8/2024	12.0 *	5/5/2024 (87)

* Combined unit sales for both PlayStation® hardware and PC

[1] Numbers of sell-through units of PlayStation®5 hardware are estimated by Sony Interactive Entertainment.
[2] Numbers of sell-through units of first party software are estimated by Sony Interactive Entertainment. They do not include add-on content.
[3] As of April 4, 2015 for sales in North America and Europe.
[4] As of March 12, 2017 for sales in North America and Europe.

Music Segment Supplemental Information

■ **Music Revenue breakdown**

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Physical	24,982	20,844	31,531	23,967	101,324	23,589				
Digital	172,639	182,030	195,268	193,444	743,381	203,113				
Download [1]	7,752	8,173	8,747	9,256	33,928	6,450				
Streaming [2]	164,887	173,858	186,520	184,188	709,453	196,663				
Other [3]	40,152	50,864	59,742	70,636	221,394	72,578				
Recorded Music	237,772	253,739	286,541	288,047	1,066,099	299,279				
Streaming [2]	41,607	48,434	50,869	44,148	185,058	56,511				
Other	33,532	34,291	35,215	38,631	141,669	40,165				
Music Publishing	75,139	82,725	86,084	82,779	326,727	96,676				
Gaming [4]	20,450 [5]	38,726	18,214	20,844	98,234	17,593				
Other	22,395 [5]	24,170	26,812	30,518	103,895	22,178				
Visual Media & Platform	42,845	62,896	45,026	51,362	202,129	39,771				
Total	355,756	399,360	417,651	422,188	1,594,955	435,726				
(Yen)										
Average USD rates	137.0	144.4	147.9	148.2	144.4	155.6				

■ **Profit Contribution from Visual Media & Platform in Music segment [6]**

	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Percentage	slightly less than 10%	approx. 20%	mid-single digits	slightly more than 10%	approx. 10%	slightly less than 10%				

[1] Download includes digital download and mobile (ringtone).
[2] Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.
[3] Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.
[4] The category name “Mobile Gaming” which was previously used in this material has been reclassified and renamed to “Gaming” from Q1 FY22. “Gaming” includes sales of mobile gaming, software for PCs and game consoles and sales related to software development contracts.
[5] The numbers of revenue of Gaming and Other for Q1 FY23 were previously erroneously disclosed as 19,257 and 23,588, respectively, and have been revised as shown in the above chart.
[6] Profit Contribution from Visual Media & Platform is a ratio of the operating income of Visual Media & Platform to that of the Music segment. The operating income of Visual Media & Platform should include certain profit from Sony Music Entertainment in the U.S., however, as the amount of such profit is de-minimis, the profit contributions from Visual Media & Platform in Music segment above are calculated based only on the profit from Sony Music Entertainment (Japan), Inc.

■ **Recorded Music**

- Top 10 best-selling recorded music projects [1] for Sony Music Entertainment, for the quarters ended June 30, 2024 and 2023 (In order of revenue contribution)

For the quarter ended June 30, 2024		For the quarter ended June 30, 2023	
Artist	Title	Artist	Title
Beyoncé	*COWBOY CARTER*	SZA	*SOS*
Future & Metro Boomin	*WE DON'T TRUST YOU*	Miley Cyrus	*Endless Summer Vacation*
SZA	*SOS*	Harry Styles	*Harry's House*
Travis Scott	*UTOPIA*	Luke Combs	*Gettin' Old*
Luke Combs	*Gettin' Old*	Daft Punk	*Random Access Memories*
Tyla	*TYLA*	Foo Fighters	*But Here we Are*
Tate McRae	*THINK LATER*	Beyoncé	*RENAISSANCE*
Luke Combs	*This One's for You*	Lil Durk	*Almost Healed*
Doja Cat	*Scarlet*	Depeche Mode	*Memento Mori*
21 Savage	*american dream*	Harry Styles	*Fine Line*

- Top 5 best-selling recorded music projects [1] for Sony Music Entertainment (Japan) Inc., for the quarters ended June 30, 2024 and 2023 (In order of revenue contribution)

For the quarter ended June 30, 2024		For the quarter ended June 30, 2023	
Artist	Title	Artist	Title
Hikaru Utada	*SCIENCE FICTION*	Hinatazaka46	*One choice*
Sakurazaka46	*Jigoujitoku*	Sakurazaka46	*Start over!*
Nogizaka46	*chancewabyoudo*	SixTONES	*Kokkara*
Hinatazaka46	*Kimi ha honeydew*	SixTONES	*ABARERO*
SixTONES	*Neiro*	IVE	*WAVE*

- Selected upcoming releases [2] for Sony Music Entertainment anticipated over the next six months (In alphabetical order)

Artist	
A$AP Rocky	Becky G
Dhruv	London Grammar
Manuel Turizo	Myles Smith
Purple Disco Machine	Rag'n'Bone Man
Rauw Alejandro	Rex Orange County

■ **Music Publishing**

- Number of songs in the music publishing catalog owned and administered as of March 31, 2024, 2023 and 2022 (Million songs)

	As of March 31, 2024	As of March 31, 2023	As of March 31, 2022
Total	6.24	5.76	5.46

[1] 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.
[2] Selected upcoming releases, which may include albums and/or tracks, are subject to change.

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. The underlying U.S. dollar aggregated results for Pictures are not reflected in Sony's consolidated financial statements and as such are not measured in accordance with IFRS Accounting Standards. Sony does not believe that these measures are a substitute for the IFRS Accounting Standards 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"), operating income (loss) and Adjusted OIBDA in U.S. dollars (Million USD)

	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	2,332	2,767	2,473	2,743	10,315	2,166				
Operating income (loss)	115	204	281	208	808	73				
Adjusted OIBDA	206	295 [1]	369 [1]	309	1,179	179				

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

	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	908	895	880	1,059	3,742	852				
Theatrical	346	273	65	176	860	322				
Home Entertainment	122	173	193	156	644	126				
Television	143	162	214	297	816	141				
Streaming Services	227	224	370	369	1,190	207				
Others	70	63	38	61	232	56				
Television Productions	762	1,200	883	961	3,806	607				
Media Networks	661	656	702	705	2,724	702				
Intersegment	1	16	8	18	43	5				
Total	2,332	2,767	2,473	2,743	10,315	2,166				

- Content Assets [2] breakdown in U.S. dollars (Million USD)

	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	1,968	1,897	1,863	1,740	1,740	1,794				
Television Productions	2,320	1,797	1,582	1,599	1,599	1,879				
Media Networks	996	1,031	1,021	1,016	1,016	1,042				
Total	5,284	4,725	4,466	4,355	4,355	4,715				

[1] The Adjusted OIBDA for Q2 and Q3 FY23 were previously erroneously disclosed as 293 and 368, respectively, and have been revised as shown in the above chart.

[2] Content Assets include capitalized direct production costs, production overhead and acquisition costs for both Motion Pictures and Television Productions as well as capitalized broadcasting rights for Media Networks.

■ **Motion Pictures**

- Motion Pictures Box Office [1] for films released in North America during the quarter ended June 30, 2024 [2] (Million USD)

Title	Label	Release Date (Days in Release) [3]		North America Box Office	International Box Office	Total
Tarot	Screen Gems	5/3/2024	(58)	$19 [4]	$30 [4]	$49
The Garfield Movie	Columbia Pictures	5/24/2024	(37)	$90 [4]	$125 [5]	$215
Bad Boys: Ride or Die	Columbia Pictures	6/7/2024	(23)	$126 [4]	$168 [4]	$294

- Motion Pictures Box Office [1] for films released in North America during the quarter ended June 30, 2023 [6] (Million USD)

Title	Label	Release Date (Days in Release) [3]		North America Box Office	International Box Office	Total
The Pope's Exorcist	Screen Gems	4/14/2023	(77)	$20	$55 [4]	$75
Big George Foreman: The Miraculous Story of the Once and Future Heavyweight Champion of the World	Sony / Affirm Films	4/28/2023	(35)	$5	$1	$6
Love Again	Screen Gems	5/5/2023	(42)	$6	$7 [7]	$13
The Machine	Screen Gems	5/26/2023	(35)	$11	$0 [7]	$11
Spider-Man™: Across the Spider-Verse	Columbia Pictures / Sony Pictures Animation	6/2/2023	(29)	$332 [4]	$259 [4]	$591
No Hard Feelings	Columbia Pictures	6/23/2023	(8)	$24 [4]	$16 [4]	$40

[1] Source (unless otherwise noted): Box Office Mojo for North America and Sony Pictures Releasing International for International Box Office; International Box Office results will vary in any given year 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.
[2] Data as of June 30, 2024.
[3] Days in North America theatrical release up to and including the last day of the reporting quarter end.
[4] Still in release as of the last day of the reporting quarter end.
[5] SPE has limited territory rights; still in release internationally as of the last day of the reporting quarter end.
[6] Data as of June 30, 2023.
[7] SPE has limited territory rights.

- Selected films to be released in the U.S. during the twelve months ending June 30, 2025 (Release dates and titles subject to change) Total: 13 titles

Title	Talent	Expected Release Date	Label
Fly Me to the Moon	Scarlett Johansson, Channing Tatum, Jim Rash, Anna Garcia, Donald Elise Watkins, Noah Robbins, Colin Woodell, Christian Zuber, Nick Dillenburg, with Ray Romano and Woody Harrelson	7/12/2024	Columbia Pictures
Harold and the Purple Crayon	Zachary Levi, Lil Rel Howery, Benjamin Bottani, Jemaine Clement, Tanya Reynolds, with Alfred Molina and Zooey Deschanel	8/2/2024	Columbia Pictures
It Ends with Us	Blake Lively, Justin Baldoni, Jenny Slate, Hasan Minhaj, Amy Morton and Brandon Sklenar	8/9/2024	Columbia Pictures
The Forge	Priscilla Shirer, Cameron Arnett, Karen Abercrombie, Aspen Kennedy	8/23/2024	Affirm Films
AfrAId	John Cho, Katherine Waterston, Havana Rose Liu, Lukita Maxwell, with David Dastmalchian and Keith Carradine	8/30/2024	Columbia Pictures
Wolfs	George Clooney, Brad Pitt, Amy Ryan, Austin Abrams, Poorna Jagannathan	9/20/2024	Columbia Pictures
Saturday Night	Gabriel LaBelle, Rachel Sennott, Cory Michael Smith, Ella Hunt, Dylan O'Brien, Emily Fairn, Matt Wood, Lamorne Morris, Kim Matula, Finn Wolfhard, Nicholas Braun, Cooper Hoffman, Andrew Barth Feldman, Kaia Gerber, Tommy Dewey, Willem Dafoe, Matthew Rhys, J.K. Simmons, Jon Batiste, Naomi McPherson	10/11/2024	Columbia Pictures
Venom: The Last Dance	Tom Hardy, Chiwetel Ejiofor, Juno Temple, Rhys Ifans, Peggy Lu, Alanna Ubach, Stephen Graham	10/25/2024	Columbia Pictures
Here	Tom Hanks, Robin Wright, Paul Bettany, Kelly Reilly, Michelle Dockery	11/15/2024	TriStar Pictures
Kraven the Hunter	Aaron Taylor-Johnson, Ariana DeBose, Fred Hechinger, Alessandro Nivola, Christopher Abbott and Russell Crowe	12/13/2024	Columbia Pictures
Paddington in Peru	Ben Wishaw, Hugh Bonneville, Emily Mortimer, Julie Walters, Jim Broadbent, Olivia Colman, Antonio Banderas, Samuel Joslin, Imelda Staunton, Madeleine Harris	1/17/2025	Columbia Pictures
Karate Kid	Ben Wang, Joshua Jackson, Sadie Stanley, Ming-Na Wen, Aramis Knight, Wyatt Oleff, Jackie Chan, Ralph Macchio	5/30/2025	Columbia Pictures
28 Years Later	Jodie Comer, Aaron Taylor-Johnson, Ralph Fiennes, Jack O'Connell	6/20/2025	Columbia Pictures
Untitled Sony/Marvel Live Action	TBD	6/27/2025	Columbia Pictures

- Selected films to be released in the U.S. from July 1, 2025, onward (Release dates and titles subject to change) Total: 5 titles

Title	Expected Release Date	Label
I Know What You Did Last Summer	7/18/2025	Columbia Pictures
Animal Friends	8/15/2025	Sony Pictures
Sony/Blumhouse Insidious	8/29/2025	Screen Gems
GOAT	2/13/2026	Columbia Pictures / Sony Pictures Animation
Street Fighter	3/20/2026	Sony Pictures

■ **Television Productions**

- Selected Television Series with an original broadcast on a U.S. linear network [1] during the quarters ended June 30, 2024 and 2023 [2]

For the quarter ended June 30, 2024		
Series	Season	Network
Alert: Missing Persons Unit	2	FOX
American Idol	22	ABC
Celebrity Wheel of Fortune	4	ABC
Jeopardy! Masters	2	ABC
S.W.A.T.	7	CBS
Shark Tank	15	ABC
So You Think You Can Dance	18	FOX
SuperKitties	2	Disney Junior
The Good Doctor	7	ABC
The Young and the Restless	51	CBS
Jeopardy!	40	First Run Syndication [3]
Wheel of Fortune	41	First Run Syndication [3]

For the quarter ended June 30, 2023		
Series	Season	Network
Accused	1	FOX
American Idol	21	ABC
Celebrity Wheel of Fortune	3	ABC
Fantasy Island	2	FOX
Jeopardy! Masters	1	ABC
Lucky Hank	1	AMC
Outlander	7	Starz
S.W.A.T.	6	CBS
Shark Tank	14	ABC
SuperKitties	1	Disney Junior
The Blacklist	10	NBC
The Goldbergs	10	ABC
The Good Doctor	6	ABC
The Young and the Restless	50	CBS
Jeopardy!	39	First Run Syndication [3]
Wheel of Fortune	40	First Run Syndication [3]

- Selected Television Series with an original broadcast on a U.S. digital platform [4] during the quarters ended June 30, 2024 and 2023 [2]

For the quarter ended June 30, 2024		
Series	Season	Network
Dark Matter	1	Apple
Days of our Lives	59	Peacock
Good Times	1	Netflix
Them	2	Amazon
The Boys	4	Amazon

For the quarter ended June 30, 2023		
Series	Season	Network
Days of our Lives	58	Peacock
Platonic	1	Apple
Usa Su Voz	1	HBO Max

[1] Linear networks include free, basic or pay television.
[2] Series produced or co-produced by SPE's television production operations; however, series independently produced or co-produced by SPE's Media Networks are not included.
[3] First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.
[4] Digital platforms include advertising supported video-on-demand ("AVOD") and subscription video-on-demand ("SVOD"). The network has multi-territory rights to the series, unless otherwise noted.

■ **Media Networks**

- Television and Digital Channels as of June 30, 2024 and 2023

As of June 30, 2024			As of June 30, 2023	
Television and Digital Channels [1]	Number of Subscribers [2, 3] (mil)	Number of Channels	Number of Subscribers [2,3] (mil.)	Number of Channels
Europe, Middle East and Africa:	24.0	4	26.3	6
Latin America:	92.5	3	102.3	3
Asia and Australia :	420.7 [4]	27 [4]	459.6 [4]	29 [4]
for India Channels:	420.7	27	445.1	27
North America :	126.5	4	114.6	4

- Number of Channels and Subscribers (Total)

	As of June 30, 2024	As of June 30, 2023
Number of Channels (Total)	38	42
Number of Subscribers [2, 3] (Total) (mil.)	663.7	702.8

[1] Individual channels may have more than one feed; total channel feeds were 83 as of June 30, 2024.
[2] Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.
[3] From Q4 FY23, Number of Subscribers has been changed to exclude subscribers of channels owned by affiliated companies of SPE accounted for using the equity method. Figures as of March 31, 2023 have been restated in accordance with this change.
[4] As of April 1, 2024, 2 channels in Japan were sold to a third party.

Entertainment, Technology & Services Segment Supplemental Information

■ **Entertainment, Technology & Services segment sales breakdown (Profit / Growth Axis Business)**

(Millions of yen)	FY22	FY23
Profit Axis Business [1]	2,125,075	2,056,838
Growth Axis Business [2]	350,950	396,881
Segment Total Sales	2,476,025	2,453,719

[1] The Profit Axis Business includes the consumer-use TV, Digital camera, Audio, and Smartphone businesses, as well as other businesses.
[2] The Growth Axis Business includes the Network Service, Software Service, Sports, Life Science, Virtual Production and other creative products and services.

Imaging & Sensing Solutions Segment Supplemental Information

■ **Imaging & Sensing Solutions segment sales breakdown**

(Millions of yen)	FY23					FY24						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	May FCT	August FCT
Image Sensors	260,709	375,843	461,480	352,153	1,450,185	320,496					1,660,000	1,690,000
Other	32,031	30,473	43,678	46,371	152,553	32,984					180,000	160,000
Segment Total Sales	292,740	406,316	505,158	398,524	1,602,738	353,480					1,840,000	1,850,000

■ **Image sensor sales breakdown**

(Millions of yen)	FY23
Mobile application	1,207,763
Other applications	242,422
Image Sensors Total	1,450,185

■ **Additions to long-lived assets for Imaging & Sensing Solutions segment**

(Billions of yen)	FY23	FY24
		Aug FCT
Segment total	378.2	280.0
for Image Sensors	339.6	220.0

■ **Image sensor production capacity and wafer input for the master process (photo diode etc.)** [1]

(Thousands of slices)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2 August FCT	Q3	Q4
Production capacity	133	133	154	152	148	149		
Wafer input	121	118	138	139	144	148		

[1] The figures are based on 300mm wafers and are simple averages of each month during the quarter. The figures are based on company research and may be updated in the future.

Financial Services Segment Supplemental Information

The financial figures for Sony Life Insurance Co., Ltd.(“Sony Life”), Sony Assurance Inc.(“Sony Assurance”) and Sony Bank Inc.(“Sony Bank”) in this item are presented in accordance with IFRS Accounting Standards. These figures do not match the figures presented in accordance with accounting principles
generally accepted in Japan disclosed by Sony Financial Group Inc., Sony Life, Sony Assurance or Sony Bank.

■ **Financial services revenue by entity** [1]

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sony Life	622,281	42,781	249,008	609,821	1,523,891	384,867				
Sony Assurance	35,316	36,149	36,653	37,211	145,329	37,986				
Sony Bank	21,234	22,491	23,308	23,464	90,496	23,274				

■ **Adjusted net income (Sony Life and segment total)** [2]

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sony Life	19,160	21,474	19,607	10,177	70,418	16,959				
Segment Total	24,566	25,089	23,056	16,086	88,797	20,056				

■ **Group consolidated ESR** [3]

	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Group consolidated ESR	217%	183%	196%	198%	184%			

■ **Adjusted ROE** [4]

	FY23
Adjusted ROE	8.0%

[1] Revenues of Sony Life and Sony Assurance are stand-alone figures, while that of Sony Bank is the consolidated figure including revenues of its subsidiaries.
[2] For further details about Adjusted Net Income including its formulas and reconciliations, see page 24.
[3] ESR is the ratio of capital (= economic value-based embedded value + frictional costs) to the amount of the economic value-based risk. ESR is calculated with reference to European Solvency II, ICS, and new economic value-based solvency regulation in Japan for broad management decisions. Note that simplified methods are used for some calculations, and no third-party validation of the calculation process or results is conducted.
[4] Adjusted ROE is calculated by dividing Adjusted Net Income by the quarterly average net assets (the sum of net assets at the beginning of the period and the end of each of the following four quarters divided by five).

■ **Sony Life (stand-alone basis)**

- Revenue breakdown and Operating Income

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Insurance revenue	108,682	108,780	111,362	116,905	445,729	116,183				
CSM [1] release	38,350	37,716	38,298	36,668	151,032	39,239				
Risk adjustment release	6,288	6,520	6,722	6,904	26,434	6,771				
Expected claims etc. [2]	38,048	38,747	39,591	40,232	156,618	41,485				
Recovery of IACF [3]	25,205	25,088	26,201	32,440	108,934	28,296				
Others	790	709	551	661	2,711	392				
Insurance service expenses	65,971	60,809	64,952	82,938	274,671	74,419				
Incurred claims etc. [4]	38,502	36,668	40,289	43,298	158,756	42,665				
Amortization of IACF [3]	25,205	25,088	26,201	32,440	108,934	28,296				
Others	2,265	(947)	(1,537)	7,200	6,981	3,458				
Insurance service result	42,711	47,970	46,410	33,967	171,058	41,764				
Investment income (net)	511,663	(67,892)	135,773	490,536	1,070,080	266,123				
Investment income (GA) [5]	107,482	(21,345)	(34,077)	48,505	100,566	47,679				
Interest income	44,492	45,633	45,637	45,060	180,822	45,443				
Others	62,991	(66,978)	(79,713)	3,445	(80,256)	2,236				
Investment income (SA) [6]	404,181	(46,548)	169,850	442,031	969,514	218,444				
Insurance finance expenses (income)	489,232	(51,146)	89,632	501,509	1,029,227	261,354				
Changes in insurance liabilities	340,011	(135,978)	117,924	363,768	685,726	118,263				
Interest expenses	44,256	45,171	46,134	47,154	182,715	47,947				
Foreign exchange gains (losses)	107,831	42,637	(71,537)	94,299	173,230	98,532				
Others	(2,866)	(2,976)	(2,889)	(3,712)	(12,443)	(3,388)				
Investment result	22,431	(16,747)	46,141	(10,973)	40,853	4,769				
Operating expenses [7]	10,964	11,051	11,247	13,416	46,677	12,924				
Repurchase cost [8]	9,379	10,848	10,595	10,624	41,446	9,700				
Others [9]	(1,171)	(507)	(991)	10	(2,658)	(1,710)				
Other result [10]	(19,172)	(21,392)	(20,850)	(24,051)	(85,465)	(20,914)				
Operating Income	45,970	9,831	71,701	(1,057)	126,445	25,619				

[1] Contractual Service Margin.
[2] Expected claims and administrative expenses for the maintenance of contracts.
[3] IACF (Insurance acquisition cash flows): Cash flows from expenses which are directly attributable to acquisition of insurance contracts.
[4] Incurred claims and administrative expenses for the maintenance of contracts.
[5] GA (General Account): Account for managing financial assets not included in separate accounts. This account guarantees policyholders a certain assumed interest rate, while the life insurance company bears the asset management risk.
[6] SA (Separate Account): Separate accounts are used for variable life insurance, variable annuities and other insurance products to invest assets separately from the other financial assets owned by an insurance company in order to pay investment returns directly to policyholders.
[7] Overhead expenses that are not directly attributable to fulfilling insurance contracts.
[8] The figures of Repurchase cost for Q2 and Q3 FY23 were previously erroneously disclosed as 1,470 and 19,973, respectively, and have been revised as shown in the above chart.
[9] The figures of Others for Q2 Q3 and Q4 FY23 were previously erroneously disclosed as 8,872, (10,369) and 11 respectively, and have been revised as shown in the above chart.
[10] Although “Other result” was presented as “Others” in Supplemental Information used in FY2023 Q1 Earnings Announcement and FY2023 Q2 Earnings Announcement, it will be presented as “Other result” after FY2023 Q3 Earnings Announcement.

- Amount of Policies

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Policy amount in force [1] as of the end of each quarter	62,645	63,882	64,688	66,586	68,253			

	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
New policy amount [2]	2,229	2,508	2,558	2,762	10,056	2,680				

- Contractual Service Margin (CSM) (excluding CSM of reinsurance)

(Billions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Opening CSM balance	2,035	2,071	2,089	2,123	2,035	2,089				
New business CSM [3]	74	90	94	107	364	94				
CSM release	(38)	(38)	(38)	(37)	(151)	(39)				
Other	1	(34)	(21)	(104)	(158)	(38)				
FX impact	16	8	(6)	7	26	10				
Interest accretion	8	8	8	8	32	7				
Impact of assumption changes, etc.	(23)	(51)	(23)	(119)	(216)	(55)				
Closing CSM balance	2,071	2,089	2,123	2,089	2,089	2,106				

- Comprehensive Equity (Shareholders' Equity + CSM after tax) [4] (as of the end of each quarter)

(Billions of yen)	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Comprehensive Equity	2,364	2,258	2,400	2,346	2,284			
Shareholders' Equity	873	754	872	841	769			
CSM after tax	1,491	1,504	1,528	1,504	1,516			

Number of Lifeplanner Sales Specialists (as of the end of each quarter) (consolidated basis)

	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Lifeplanner® Sales Specialists	5,393	5,413	5,384	5,516	5,525			

Key indicators affecting the reevaluation of insurance contract liabilities

	FY23				FY24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Risk-free rate (JPY 30 years)	1.26%	1.65%	1.66%	1.79%	2.15%			
Risk-free rate (JPY 40 years)	1.40%	1.78%	1.79%	1.94%	2.35%			
Stock Index (Nikkei 225)	33,189.04	31,857.62	33,464.17	40,369.44	39,583.08			
Stock Index (U.S. S&P)	4,450.38	4,288.05	4,769.83	5,254.35	5,460.48			
Foreign exchange rate (USD/JPY)	144.99	149.58	141.83	151.41	161.07			

[1] Total amount of protection provided by life insurance companies for policyholders.
[2] Total amount of protection provided for new policies sold in each quarter.
[3] New Business CSM is newly disclosed from Q1 FY23 as a similar concept based on IFRS 17 in place of the previously disclosed New business value.
[4] Comprehensive Equity (Shareholders' Equity + CSM after tax) is newly disclosed from Q1 FY23 as a similar concept based on IFRS 17 in place of the previously disclosed MCEV (Market Consistent Embedded Value).

■ **Reconciliations from Net Income to Adjusted Net Income (Segment total)**

(Millions of yen)	FY23					FY24				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Pre-tax net income (loss) (Operating Income)	54,508	15,675	77,268	26,101	173,551	29,976				
Post-tax net income (loss)	38,454	10,682	54,995	19,838	123,969	21,479				
SFGI related adjustments	-	-	-	-	-	-				
Sony Life related adjustments	(13,888)	14,406	(31,939)	10,974	(20,446)	(1,423)				
Investment income (net) [1] related to variable insurance and foreign currency translation differences (excluding the equivalent of hedge costs [2])	(451,204)	113,954	(90,753)	(454,090)	(882,093)	(218,149)				
Unrealized gains/losses [3] related to variable insurance within insurance financial gain/losses and foreign currency translation differences	447,841	(93,341)	46,387	458,067	858,955	216,794				
Gains/losses on sales of securities	(15,956)	(574)	(61)	11,331	(5,260)	(629)				
Other one-time gains/losses	-	-	-	-	-	-				
Tax effects related to the above	5,430	(5,633)	12,489	(4,334)	7,951	560				
Sony Assurance related adjustments	-	-	-	-	-	-				
Sony Bank related adjustments	-	-	-	(14,726)	(14,726)	-				
Gains related to the transfer of Sony Payment Services shares	-	-	-	(19,763)	(19,763)	-				
Tax effects related to the above	-	-	-	5,038	5,038	-				
Other entities related one-time items	-	-	-	-	-	-				
Total adjustments	(13,888)	14,406	(31,939)	(3,751)	(35,172)	(1,423)				
Adjusted post-tax net income (loss)	24,566	25,089	23,056	16,086	88,797	20,056				

[1] Investment income (net) related to variable insurance is financial assets measured at FVPL, associated with variable life insurance and individual variable annuity contracts.
[2] Transaction fees and margin costs required to maintain hedge positions. Includes current accrued interest from bonds designated as measured at fair value through net profits/losses (FVO designated) based on the interest rate at the beginning of the period.
[3] Effect of changes in the value of underlying items of variable life insurance and individual variable annuity contracts and changes in interest rates and other financial risks.

Cautionary Statement

Statements made in this material 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) Sony's ability to maintain product quality and customer satisfaction with its products and services;

(ii) 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;

(iii) 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;

(iv) the effectiveness of Sony's strategies and their execution, including but not limited to the success of Sony's acquisitions, joint ventures, investments, capital expenditures, restructurings and other strategic initiatives;

(v) changes in laws, regulations and government policies in the markets in which Sony and its third-party suppliers, service providers and business partners operate, including those related to taxation, as well as growing consumer focus on corporate social responsibility;

(vi) Sony's continued ability to identify the products, services and market trends with significant growth potential, to devote sufficient resources to research and development, to prioritize investments and capital expenditures correctly and to recoup its investments and capital expenditures, including those required for technology development and product capacity;

(vii) 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, marketing and distribution of its products, and its other business operations;

(viii) 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;

(ix) Sony's ability to meet operational and liquidity needs as a result of significant volatility and disruption in the global financial markets or a ratings downgrade;

(x) Sony's ability to forecast demands, manage timely procurement and control inventories;

(xi) 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, liabilities and operating results are denominated;

(xii) Sony's ability to recruit, retain and maintain productive relations with highly skilled personnel;

(xiii) Sony's ability to prevent unauthorized use or theft of intellectual property rights, to obtain or renew licenses relating to intellectual property rights and to defend itself against claims that its products or services infringe the intellectual property rights owned by others;

(xiv) the impact of changes in interest rates and unfavorable conditions or developments (including market fluctuations or volatility) in the equity and bond markets on the revenue and operating income of the Financial Services segment;

(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) risks related to catastrophic disasters, geopolitical conflicts, pandemic disease or similar events;

(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 and the personally identifiable information of its employees and customers, potential business disruptions or financial losses; and

(xviii) the outcome of pending and/or future legal and/or regulatory proceedings.

Risks and uncertainties also include the impact of any future events with material adverse impact. The continued impact of developments relating to the situations in Ukraine and Russia and in the Middle East could heighten many of the risks and uncertainties noted above. Important information regarding risks and uncertainties is also set forth in Sony's most recent Form 20-F, which is on file with the U.S. Securities and Exchange Commission.