

Supplemental Information for the Consolidated Financial Results for the Fourth Quarter Ended March 31, 2021 2020 年度第 4 四半期連結業績補足資料

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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 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-16 in Sony's Form 20-F for the fiscal year ended March 31, 2020. A footnote is added where non-U.S. GAAP data is presented. Because Sony will voluntarily adopt International Financial Reporting Standards ("IFRS") starting in the first quarter of the fiscal year ending March 31, 2022, the forecast for the fiscal year ending March 31, 2022 ("FY21") in this material is based on IFRS (applies to all following pages). For details about major expected impacts of the voluntary adoption of IFRS on Sony's consolidated financial statements, please refer to "Effects of Transition to International Financial Reporting Standards (IFRS), as of February 3, 2021" on pages 11 to 14 of the Financial Statements for the fiscal year ended March 31, 2021.

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.
Electronics Products & Solutions segment	EP&S	Corporate and elimination	Corp. Elim.
Mobile Communications segment / product category	MC	All Other, Corporate and elimination	All Other, Corp.
Imaging and Sensing Solutions segment	I&SS	Consolidated Total	Cons. Total
Financial Services segment	Financial	Operating income	OI
		Property, plant and equipment	PP&E

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 details on the segmentation, please refer to the Consolidated Financial Statements on page F-15 for the fiscal year ended March 31, 2021.

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

(Yen)	FY18	FY19					FY20					FY21 Apr Assumption ¹ (Q1 – Q4)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
USD	110.9	109.9	107.4	108.8	109.0	108.7	107.6	106.2	104.5	105.9	106.1	107.0
EUR	128.5	123.5	119.3	120.3	120.2	120.8	118.5	124.1	124.5	127.7	123.7	126.0
Brazilian Real	29.4	28.0	27.1	26.4	24.6	26.5	20.1	19.7	19.4	19.4	19.6	19.0
Chinese Yuan	16.5	16.1	15.3	15.4	15.6	15.6	15.2	15.4	15.8	16.4	15.7	16.3
Indian Rupee	1.60	1.59	1.54	1.54	1.52	1.55	1.43	1.44	1.43	1.46	1.44	1.46
Russian Ruble	1.71	1.70	1.66	1.71	1.65	1.68	1.49	1.44	1.37	1.42	1.43	1.42

■ FY21 Estimated Foreign Exchange Impact on Annual Operating Income 2021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 Emerging market currencies ²
	USD	EUR	
G&NS	+3.0	-3.5	
EP&S	+3.0	-2.0	N/A
I&SS	-6.0	slightly negative	
Net impact of above three segments	slightly positive	-5.5	-3.0
Pictures and Music total ³	-2.0	N/A	N/A

¹ Assumed foreign exchange rates are based on company forecast.

² Emerging market currencies include Brazilian real, Chinese yuan, Indian rupee and Russian ruble.

³ This is the estimated impact when converting the U.S. dollar aggregated results of Sony Pictures Entertainment Inc., Sony Music Entertainment, Sony Music Publishing and EMI Music Publishing into Japanese yen. The impact of converting the non-U.S. dollar results of these four entities into U.S. dollars during the aggregation process is not reflected in the above numbers.

■ Results by segment セグメント別業績

(Millions of yen)		FY18	FY19					FY20					FY (Reclassified) 1	FY21 Apr FCT (IFRS)
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
G&NS	Sales	2,310,872	457,461	454,390	632,130	433,570	1,977,551	606,109	506,638	883,226	660,305	2,656,278		2,900,000
	OI	311,092	73,804	64,987	53,450	46,159	238,400	124,037	104,932	80,183	33,040	342,192		325,000
Music	Sales	807,489	202,253	219,275	216,938	211,443	849,909	177,115	230,868	264,462	267,422	939,867		990,000
	OI	232,487	38,277	37,480	36,250	30,338	142,345	34,892	52,851	59,692	40,621	188,056		162,000
Pictures	Sales	986,873	186,088	260,604	236,014	329,148	1,011,854	175,089	192,333	191,175	200,170	758,767		1,140,000
	OI	54,599	376	39,318	5,422	23,041	68,157	24,742	31,751	22,207	1,778	80,478		83,000
EP&S	Sales	2,320,628	483,915	493,499	650,429	363,425	1,991,268	331,846	504,658	648,988	435,238	1,920,730	2,066,477	2,260,000
	OI	76,508	25,066	41,387	80,336	-59,513	87,276	-9,121	53,998	105,772	-11,469	139,180	134,060	148,000
I&SS	Sales	879,330	230,678	310,724	298,007	231,167	1,070,576	206,186	307,084	266,938	232,289	1,012,497		1,130,000
	OI	143,874	49,528	76,378	75,182	34,496	235,584	25,426	49,835	50,396	20,219	145,876		140,000
Financial	Revenue	1,282,539	336,935	377,181	407,228	186,404	1,307,748	446,760	373,945	425,273	422,943	1,668,921		1,400,000
	OI	161,477	46,105	38,779	32,634	12,079	129,597	47,203	43,718	46,595	27,066	164,582		170,000
All Other	Sales	345,737	69,591	68,897	72,273	40,659	251,420	54,095	49,201	72,500	53,457	229,253	100,737	N/A
	OI	-11,127	-2,602	2,434	20,673	-4,217	16,288	3,532	3,191	8,126	-3,481	11,368	7,845	-98,000 ²
Corp. Elim.	Sales	-267,781	-41,197	-62,311	-49,857	-47,076	-200,441	-28,281	-51,241	-56,026	-51,405	-186,953	-204,184	N/A
	OI	-74,675	371	-21,808	-3,815	-46,936	-72,188	-22,316	-22,512	-13,745	-41,294	-99,867	-91,224	
Cons. Total	Sales	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486	2,696,536	2,220,419	8,999,360		9,700,000
	OI	894,235	230,925	278,955	300,132	35,447	845,459	228,395	317,764	359,226	66,480	971,865		930,000

For reference: financial results of MC ご参考: MC の業績

MC	Sales ³	487,330	100,550	77,714	113,500	70,380	362,144	94,229	79,140	111,061	74,150	358,580	
	OI	-97,136	1,039	635	6,965	-29,696	-21,057	11,036	9,458	21,292	-14,115	27,671	

¹ Due to organizational changes as of April 1, 2021, from Q1 FY21, Sony will transfer some of the businesses and functions previously included within All Other and Corporate and elimination to the EP&S segment, and make changes to the business segment classification for performance reporting. As a result of this segment change, sales and operating income for EP&S, All Other and Corporate and elimination for FY20 have been reclassified to conform to the presentation for FY21. This reclassification is not a measure in accordance with US GAAP. However, Sony believes that this disclosure may be useful information to investors. For the reconciliation of figures in accordance with U.S. GAAP, see pages 7 and 8 of the "Consolidated Financial Statements for FY20."

² All Other + Corp. Elim

³ Sales and operating revenue to external customers.

■ 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)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	2,224,622	441,750	438,046	616,576	423,388	1,919,760	599,049	494,544	865,790	645,330	2,604,713
Digital Software and Add-on Content	1,102,231	215,964	226,889	304,982	262,461	1,010,296	394,637	297,061	432,789	330,167	1,454,654
Network Services	326,524	83,606	84,377	85,484	83,798	337,265	93,295	95,897	95,774	97,984	382,950
Hardware and Others	795,867	142,180	126,780	226,110	77,129	572,199	111,117	101,586	337,227	217,179	767,109
Music	795,025	200,038	216,742	213,861	207,951	838,592	173,735	228,419	261,724	263,372	927,250
Recorded Music	426,926	111,962	112,202	125,939	117,050	467,153	98,086	123,324	142,112	152,745	516,267
Streaming	227,513	66,482	66,797	72,812	69,948	276,039	68,900	78,827	88,063	101,310	337,100
Others	199,413	45,480	45,405	53,127	47,102	191,114	29,186	44,497	54,049	51,435	179,167
Music Publishing	106,666	39,290	38,407	39,716	40,065	157,478	31,096	37,560	44,997	43,209	156,862
Visual Media & Platform	261,433	48,786	66,133	48,206	50,836	213,961	44,553	67,535	74,615	67,418	254,121
Pictures	985,270	185,759	260,387	235,702	328,866	1,010,714	174,441	191,975	191,118	200,046	757,580
Motion Pictures	436,017	80,870	140,371	101,345	152,475	475,061	65,077	91,161	52,633	62,210	271,081
Television Productions	288,816	46,486	61,546	72,572	120,620	301,224	64,303	50,936	75,656	76,228	267,123
Media Networks	260,437	58,403	58,470	61,785	55,771	234,429	45,061	49,878	62,829	61,608	219,376
EP&S	2,303,167	480,656	486,311	645,818	357,095	1,969,880	327,393	500,683	644,558	430,253	1,902,887
TV	788,423	147,761	166,479	235,859	96,414	646,513	106,568	204,618	247,870	149,951	709,007
Audio & Video	362,580	78,743	83,754	121,742	61,821	346,060	47,081	83,887	116,974	66,033	313,975
Still and Video Cameras	421,506	100,254	99,606	122,031	62,251	384,142	46,405	90,237	121,570	80,482	338,694
Mobile Communications	487,330	100,550	77,714	113,500	70,380	362,144	94,229	79,140	111,061	74,150	358,580
Other	243,328	53,348	58,758	52,686	66,229	231,021	33,110	42,801	47,083	59,637	182,631
I&SS	770,622	211,175	285,579	277,816	210,689	985,259	198,371	283,954	243,809	211,725	937,859
Financial (revenue)	1,274,708	334,820	375,089	405,382	184,556	1,299,847	444,916	372,107	423,432	421,065	1,661,520
All Other	299,806	60,632	57,943	63,129	33,295	214,999	46,097	40,342	63,995	46,083	196,517
Corp.	12,467	10,894	2,162	4,878	2,900	20,834	4,917	1,462	2,110	2,545	11,034
Cons. Total	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486	2,696,536	2,220,419	8,999,360

■ Unit sales of key products 主要製品販売台数

(Million units)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PlayStation®4 ¹	17.8	3.2	2.8	6.0	1.4	13.5	1.9	1.5	1.4	1.0	5.7
PlayStation®5	-	-	-	-	-	-	-	-	4.5	3.3	7.8
TVs	11.3	2.0	2.5	3.4	1.4	9.3	1.5	2.7	3.2	2.0	9.3
Smartphones	6.5	0.9	0.6	1.3	0.4	3.2	0.8	0.6	1.0	0.4	2.9

■ Sales to customers by geographic region² (to external customers) 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	2,591,784	627,522	669,258	729,225	446,474	2,472,479	730,551	677,672	802,586	751,656	2,962,465
United States	1,982,135	435,028	429,935	545,581	453,846	1,864,390	464,616	507,563	652,346	528,941	2,153,466
Europe	1,862,166	362,947	407,059	543,709	384,076	1,697,791	361,001	367,019	635,873	452,351	1,816,244
China	770,416	201,088	249,320	246,122	148,705	845,235	179,579	232,885	182,729	167,573	762,766
Asia-Pacific	912,193	183,103	250,038	263,026	195,859	892,026	142,729	225,977	280,300	212,617	861,623
Other Areas	546,993	116,036	116,649	135,499	119,780	487,964	90,443	102,370	142,702	107,281	442,796
Cons. total	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486	2,696,536	2,220,419	8,999,360

¹ Hardware unit sales in FY18 and FY19 were re-classified from previously disclosed figures at Q1 FY20 earnings announcement, to reflect the sales of returned and refurbished products.

² Geographic Information shows sales and operating 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, 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)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	29,023	6,812	6,878	7,230	8,215	29,135	8,475	9,219	9,799	11,214	38,707
Music	21,259	6,779	7,268	7,176	7,914	29,137	7,402	7,969	8,352	6,943	30,666
Pictures	24,081	5,753	5,362	5,151	5,399	21,665	4,343	4,538	4,586	5,863	19,330
EP&S	61,749	15,081	14,550	15,215	18,445	63,291	14,808	14,994	15,700	16,643	62,145
I&SS	110,746	29,439	32,128	34,661	37,807	134,035	39,210	38,363	37,400	37,407	152,380
Financial ¹	91,179	22,151	23,084	14,919	46,513	106,667	8,853	16,905	15,761	18,366	59,885
All Other, Corp.	35,989	7,397	7,257	7,102	10,956	32,712	7,010	5,639	7,237	7,694	27,580
Cons. Total	374,026	93,412	96,527	91,454	135,249	416,642	90,101	97,627	98,835	104,130	390,693

■ Amortization of film costs 繰延映画製作費の償却費

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Amortization of film costs	348,493	56,546	81,854	74,284	117,125	329,809	56,858	60,985	80,006	75,195	273,044

■ 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)	FY18	FY19					FY20					FY21 Apr FCT (IFRS)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Total additions to long-lived assets ²	344,097	95,057	120,489	123,352	174,163	513,061	103,907	104,139	124,495	152,612	485,153	585,000
Additions to PP&E	245,142	73,020	85,587	92,469	129,162	380,238	76,239	74,951	76,962	73,553	301,705	405,000
Additions to intangible assets	98,955	22,037	34,902	30,883	45,001	132,823	27,668	29,188	47,533	79,059	183,448	120,000
Additions to right-of-use assets ³	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	60,000
Total depreciation and amortization ⁴	374,026	93,412	96,527	91,454	135,249	416,642	90,101	97,627	98,835	104,130	390,693	540,000
Depreciation of PP&E	177,002	45,653	48,022	50,929	61,148	205,752	55,524	53,881	54,592	56,427	220,424	235,000
Amortization of intangible assets ⁴	197,024	47,759	48,505	40,525	74,101	210,890	34,577	43,746	44,243	47,703	170,269	230,000
Amortization of right-of-use assets ⁵	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	75,000

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

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)	FY18	FY19					FY20					FY21 Apr FCT (IFRS)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Total additions to long-lived assets ²	324,339	93,207	114,658	119,902	163,651	491,418	101,674	99,353	120,352	144,765	466,144	545,000
Additions to PP&E	242,812	72,516	85,338	91,976	126,471	376,301	75,714	74,234	76,571	72,871	299,390	400,000
Additions to intangible assets	81,527	20,691	29,320	27,926	37,180	115,117	25,960	25,119	43,781	71,894	166,754	100,000
Additions to right-of-use assets ³	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	45,000
Total depreciation and amortization ⁶	282,847	71,261	73,443	76,535	88,736	309,975	81,248	80,722	83,074	85,764	330,808	435,000
Depreciation of PP&E	174,530	45,085	47,439	50,328	60,529	203,381	54,893	52,693	53,705	55,515	216,806	230,000
Amortization of intangible assets ⁶	108,317	26,176	26,004	26,207	28,207	106,594	26,355	28,029	29,369	30,249	114,002	140,000
Amortization of right-of-use assets ⁵	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	N/A.	65,000

¹ Including following amortization expense for deferred insurance acquisition costs: FY18 79,906 million yen, FY19 93,734 million yen and FY20 44,738 million yen.

² Excluding additions for tangible and intangible assets from business combinations.

³ FY21 forecast includes additions to right-of-use assets due to IFRS adoption. As a reference for comparison, additions to right-of-use assets in FY20 based on U.S. GAAP that had not been reported in the above chart are 57,660 million yen on a consolidated basis and 43,605 million yen on a consolidated basis excluding the Financial Services segment.

⁴ Including amortization expense for deferred insurance acquisition costs and contract costs. Not including amortization of film costs.

⁵ FY21 forecast includes amortization of right-of-use assets due to IFRS adoption. As a reference for comparison, amortization of operating lease right-of-use assets under U.S. GAAP are 68,722 million yen in FY19 and 72,675 million yen in FY20 on a consolidated basis, and are 60,050 million yen in FY19 and 64,143 million yen in FY20 on a consolidated basis excluding the Financial Services segment. These amounts had not been reported as "Amortization of right-of-use assets" on the above chart because amortization of operating lease right-of-use assets under U.S. GAAP are included in lease expenses and not explicitly presented as amortization. The presentation of amortization of operating lease right-of-use assets is not a measure in accordance with U.S. GAAP. However, Sony believes that this disclosure may be useful information to investors.

⁶ Not include amortization of film costs.

■ Research and development expenses 研究開発費

(Millions of yen)	FY18	FY19					FY	FY20					FY21 Apr FCT (IFRS)
		Q1	Q2	Q3	Q4	Q1		Q2	Q3	Q4	FY		
Research and development expenses	481,202	113,614	122,076	121,282	142,318	499,290	121,308	127,618	128,757	147,492	525,175	610,000	

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

(Millions of yen)	FY18	FY19	FY20
G&NS	116,308	126,701	144,562
EP&S	162,836	145,877	134,424
I&SS ¹	130,929	150,562	168,867
Corporate R&D	45,918	44,099	43,298

■ Restructuring charges by segment (includes related accelerated depreciation expense ²)

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)	FY18	FY19					FY	FY20				
		Q1	Q2	Q3	Q4	Q1		Q2	Q3	Q4	FY	
G&NS	-	-	-	-	-	-	-	-	482	3,608	4,090	
Music	3,192	-	485	405	2,295	3,185	-	1,123	-477	-1,689	-1,043	
Pictures	4,795	-	191	87	267	545	2	33	705	833	1,573	
EP&S	16,097	1,892	4,708	2,776	5,351	14,727	213	1,102	1,992	12,364	15,671	
I&SS	-	-	-	-	-	-	-	-	1,237	125	1,362	
Financial	-	-	-	-	-	-	-	-	-	-	-	
All Other, Corp.	9,007	1,706	896	939	2,968	6,509	282	1,600	-213	2,554	4,223	
Cons. Total	33,091	3,598	6,280	4,207	10,881	24,966	497	3,858	3,726	17,795	25,876	

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

(Yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	107.8	107.9	109.7	108.8	107.7	105.8	103.8	110.7
Period-end EUR rates	122.5	118.0	121.8	119.6	121.1	124.2	127.0	129.8

■ Inventory by segment セグメント別棚卸資産

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1 ³	Q2	Q3	Q4
G&NS	116.3	198.0	75.7	56.3	47.5	135.7	87.7	76.1
Music	17.1	19.3	21.8	17.5	9.2	9.7	12.9	11.1
Pictures	31.7	31.6	33.0	25.7	3.1	3.3	2.7	3.4
EP&S	220.8	254.3	213.0	206.5	204.8	232.9	202.5	231.3
I&SS	264.2	235.7	227.9	250.5	293.2	262.8	264.1	282.0
All Other, Corp.	43.5	40.6	36.0	33.5	31.0	37.3	35.5	33.5
Cons. Total	693.6	779.5	607.4	590.0	588.8	681.7	605.4	637.4

■ Film costs (balance) 繰延映画製作費（残高）

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1 ²	Q2	Q3	Q4
Film costs	431.8	434.8	487.4	427.3	417.6	401.5	421.4	459.4

¹ Research and development (R&D) expenses in the I&SS segment for FY18 and FY19 are reclassified to conform to the scope of R&D expenses for FY20 due to a change in the scope of expenses included in R&D expenses of the I&SS segment in FY20. As a result of this reclassification, its R&D expenses have increased by 6,714 million yen in FY18 and 7,082 million yen in FY19 compared to the amount before the reclassification. This change of the scope of R&D expenses does not affect Sony's consolidated R&D expenses and operating income of the I&SS segment for FY18 and FY19.

² 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.

³ Sony adopted updates in the accounting guidance related to Film costs and broadcasting rights (ASU 2019-02), which is effective from April 1, 2020 and applied prospectively. As a result of adoption, Sony reclassified 24.1 billion yen of broadcasting rights in the Pictures segment and 7.4 billion yen of animation film production costs in the Music segment included in inventories to film costs.

■ Long-lived assets¹ 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)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	202.4	213.7	226.0	230.7	235.2	235.3	237.6	244.8
Music	620.8	614.9	635.2	619.5	618.0	617.7	631.9	693.1
Pictures	161.0	165.4	168.7	161.8	158.7	153.4	149.9	158.3
EP&S	167.6	171.6	175.0	175.5	176.4	178.8	181.7	195.7
I&SS	454.1	489.2	523.2	579.1	596.2	610.3	624.7	624.2
Financial	113.6	116.9	118.1	127.0	125.1	137.6	140.4	139.3
All Other, Corp.	287.0	274.0	274.7	314.0	302.5	300.0	296.9	303.4
Cons. Total	2,006.5	2,045.7	2,120.9	2,207.6	2,212.1	2,233.1	2,263.1	2,358.8

■ Goodwill by segment セグメント別営業権

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	153.0	152.9	171.7	171.0	170.6	169.8	169.1	172.4
Music	393.2	390.0	400.2	391.3	389.5	387.3	387.8	408.8
Pictures	139.9	141.1	155.0	152.4	154.4	152.4	161.8	172.5
EP&S	11.9	12.1	12.2	12.2	12.2	12.3	16.1	16.1
I&SS	46.0	46.0	46.3	46.2	46.0	45.7	45.3	46.5
Financial	7.2	7.2	7.2	10.8	10.8	10.8	10.8	10.8
All Other, Corp.	-	-	-	-	-	-	-	-
Cons. Total	751.2	749.4	792.7	783.9	783.5	778.3	791.0	827.1

■ Return on Invested Capital (ROIC) by segment セグメント別 ROIC²

(Billions of yen)	FY19 ³			FY20			FY21 Apr FCT _(IFRS)
	ROIC	Return ⁴	Invested Capital ⁵	ROIC	Return ⁴	Invested Capital ⁵	ROIC
G&NS	35.9%	162.1	451.8	47.5%	232.7	490.1	43.2%
Music	12.0%	96.8	807.7	14.5%	127.9	879.8	11.1%
Pictures	5.6%	46.4	821.4	6.9%	54.7	794.8	6.2%
EP&S	15.5%	59.3	381.8	22.8%	94.6	415.4	20.4%
I&SS	20.3%	160.2	789.7	10.7%	99.2	927.3	9.4%

■ Cash Flow(CF) by segment セグメント別キャッシュ・フロー⁶

(Billions of yen)	FY20		
	Operating CF	Investing CF	Free CF (Operating CF + Investing CF)
G&NS	440.3	-71.9	368.4
Music	159.0	-63.9	95.1
Pictures	134.0	-30.3	103.7
EP&S	210.3	-97.4	112.9
I&SS	233.8	-282.8	-49.0
All Other, Corporate and elimination and Adjustment ⁷	-55.2	-34.9	-90.1
Cons. Total without Financial Services	1,122.2	-581.2	541.0

¹ Long-lived assets include PP&E and intangible assets.

² Return on Invested Capital (ROIC) by segment is not a measure in accordance with U.S. GAAP. However, Sony believes that this disclosure may be useful information to investors.

³ Adjusted to reflect the impact of the change in the accounting method for leases that became effective on April 1, 2019.

⁴ Operating Income after tax. Tax rates applied to all segments are 32% for FY19, FY20 and FY21.

⁵ The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, EP&S and I&SS. 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, EP&S and I&SS 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, EP&S and I&SS have been calculated by averaging the amount at the beginning and the end of the fiscal year.

⁶ Operating CF by segment, Investing CF by segment and Free CF are not a measure in accordance with U.S. GAAP. However, Sony believes that this disclosure may be useful information to investors. The calculation of Investing 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 fixed-term deposits held by each segment are excluded from Investing CF
- Expenditures for capital leases are included in Investing CF (instead of Financial CF)
- Expenditures for operating leases are excluded from Operating CF and included in Investing CF

These result in the following amount being adjusted in each of the Operating CF and the Investing CF figures shown above:

(Operating CF) G&NS: 11.8 bln yen, Music: 11.2 bln yen, Pictures: 7.0 bln yen, EP&S: 25.3 bln yen, I&SS: 8.9 bln yen, All Other and Corporate and elimination: -1.8 bln yen, Adjustment: -62.4 bln yen

(Investing CF) G&NS: -11.2 bln yen, Music: -11.8 bln yen, Pictures: -7.0 bln yen, EP&S: -27.7 bln yen, I&SS: -9.9 bln yen, All Other and Corporate and elimination: -2.5 bln yen, Adjustment: 70.1 bln yen

⁷ "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)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Hardware ¹	527,701	101,614	78,850	148,472	42,975	371,910	55,622	41,701	239,547	180,931	517,801
Game Software	1,293,744	241,311	255,563	347,079	282,816	1,126,769	432,479	330,989	483,663	345,455	1,592,586
Physical Software ²	191,513	25,347	28,674	42,097	20,354	116,473	37,841	33,928	50,874	15,289	137,932
Digital Software ³		66,051	82,930	130,602	96,837	376,420	147,730	125,513	176,308	93,291	542,843
Add-on Content ⁴	1,102,231	149,913	143,958	174,380	165,624	633,876	246,907	171,547	256,481	236,875	911,810
Network Services ⁵	326,525	83,606	84,377	85,484	83,797	337,265	93,295	95,898	95,774	97,985	382,950
Others ⁶	162,903	30,930	35,600	51,095	23,981	141,607	24,714	38,051	64,243	35,933	162,941
Segment Total Sales	2,310,873	457,461	454,390	632,130	433,569	1,977,551	606,109	506,638	883,226	660,305	2,656,278

■ PlayStation®4 / PlayStation®5 hardware and software unit sales

(Million units)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PlayStation®4 hardware ⁷	17.8	3.2	2.8	6.0	1.4	13.5	1.9	1.5	1.4	1.0	5.7
PlayStation®5 hardware	-	-	-	-	-	-	-	-	4.5	3.3	7.8
Full game software ⁸ (PlayStation®4/ PlayStation®5)	292.7	50.5	71.6	88.7	65.3	276.1	91.4	81.8	104.2	61.4	338.9
First party titles	54.1	12.2	6.8	21.0	9.2	49.2	18.8	12.8	19.0	7.9	58.4
Full game software (PlayStation®4/ PlayStation®5) digital download ratio ⁹	43%	59%	45%	47%	68%	53%	74%	59%	53%	79%	65%

■ Number of PlayStation®Plus subscribers and Monthly Active Users on PlayStation™Network (as of the end of each quarter)

(Million)	FY18	FY19				FY20			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
PlayStation®Plus	36.4	36.2	36.9	38.8	41.5	45.0	45.9	47.4	47.6
Monthly Active Users ¹⁰	98	98	96	106	114	114	108	114	109

¹ Hardware is revenue from game consoles such as PlayStation®4 and PlayStation®5.

² Physical Software is revenue from first party game software sold on discs to retailers and royalties from third party software sold on discs.

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 purchases of digital content other than full games such as in-game currency, in-game items and expansion packages.

⁵ Network Services is revenue recognized through the PlayStation™Network of PlayStation®Plus, PlayStation™Video, PlayStation™Music, PlayStation™Now and advertising revenue. This does not include Game Software and Add-on Content revenue.

⁶ Others includes revenue from peripherals including PlayStation®VR.

⁷ Hardware unit sales in FY18 and FY19 were re-classified from previously disclosed figures at Q1 FY20 earnings announcement, to reflect the sales of returned and refurbished products.

⁸ Software unit sales include PlayStation®4 and PlayStation®5 software, and have been re-classified from previously disclosed figures at Q1 FY20 earnings announcement to include download-only titles, PlayStation®VR titles as well as software bundled with PlayStation®4 and PlayStation®VR (excluding certain regions). The figures have been re-classified from previously disclosed figures at Q4 FY20 earnings announcement to include software bundled with PlayStation®4 and PlayStation®VR in all regions.

⁹ 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.

¹⁰ 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.

■ Previously disclosed cumulative sell-through units of PlayStation®4 hardware and software ¹

As of	Number of cumulative sell-through units (million)	
	PlayStation®4 Hardware	PlayStation®4 Software ²
11/16/2013 (Within 24 hours after PlayStation®4 Launch in US/Canada)	1.0	-
12/1/2013	2.1	-
12/28/2013	4.2	9.7
2/8/2014	5.3	-
3/2/2014	6.0	13.7
4/6/2014	7.0	20.5 (April 13)
8/10/2014	10.0	30.0
1/4/2015	18.5	81.8
3/1/2015	20.2	-
1/3/2016	35.9	-
5/22/2016	40.0	270.9
12/6/2016	50.0	369.6
1/1/2017	53.4	409.1
6/11/2017	60.4	487.8
12/3/2017	70.6	617.8
12/31/2017	73.6	645.0
6/30/2018	-	777.9
7/22/2018	81.2	-
12/31/2018	91.6	924.0*
12/31/2019	106.0	1,181.0

* Updated in accordance with the press release issued by Sony Interactive Entertainment Inc. on January 31, 2020

■ Previously disclosed cumulative sell-through units of selected PlayStation®4 1st party software titles

Title	Release Date (in the U.S.)	Number of global cumulative sell-through units ³ (million)	As of (Number of Days in Release)
<i>Bloodborne</i>	3/26/2015	1.0	4/5/2015 (11) ⁴
<i>Uncharted 4: A Thief's End</i>	5/10/2016	2.7	5/16/2016 (7)
		8.7	12/21/2016 (226)
<i>Horizon Zero Dawn</i>	2/28/2017	2.6	3/13/2017 (14) ⁵
		7.6	2/15/2018 (353)
GOD OF WAR	4/20/2018	10.0	12/31/2018 (672)
		3.1	4/22/2018 (3)
<i>Detroit: Become Human</i>	5/25/2018	5.0	5/20/2018 (31)
		2.0	12/12/2018 (202)
<i>Marvel's Spider-Man</i>	9/7/2018	3.2	8/31/2019 (464)
		3.3	9/9/2018 (3)
<i>The Last of Us Part II</i>	6/19/2020	9.0	11/25/2018 (80)
		13.2	7/28/2019 (325)
<i>Ghost of Tsushima</i>	7/17/2020	4.0	6/21/2020 (3)
		2.4	7/19/2020 (3)
		5.0	11/11/2020 (118)
		6.5	3/22/2021 (249)

¹ Sell-through units are estimated by Sony Interactive Entertainment.

² PlayStation®4 software unit sales do not include add-on content.

³ Sell-through units are estimated by Sony Interactive Entertainment. They do not include add-on content.

⁴ As of April 4, 2015 for sales in North America and Europe.

⁵ As of March 12, 2017 for sales in North America and Europe.

Music Segment Supplemental Information

■ Music Revenue breakdown

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Physical	89,561	21,953	20,314	25,681	21,392	89,340	12,690	26,289	35,092	23,675	97,746
Digital	266,781	75,176	75,635	81,300	78,578	310,690	76,509	87,531	94,683	109,769	368,492
Download ¹	39,268	8,694	8,839	8,488	8,630	34,650	7,609	8,704	6,619	8,461	31,393
Streaming ²	227,513	66,482	66,797	72,812	69,948	276,039	68,900	78,827	88,063	101,310	337,100
Other ³	70,584	14,833	16,253	18,958	17,080	67,124	8,886	9,504	12,338	19,300	50,028
Recorded Music	426,927	111,962	112,202	125,939	117,050	467,153	98,086	123,324	142,112	152,745	516,267
Streaming ²	32,414	13,408	13,729	12,658	15,724	55,520	13,906	16,130	20,488	20,254	70,778
Other	74,252	25,881	24,679	27,059	24,340	101,959	17,190	21,430	24,509	22,955	86,084
Music Publishing	106,666	39,290	38,408	39,716	40,065	157,478	31,096	37,560	44,997	43,209	156,862
Mobile Gaming	N/A	N/A	N/A	N/A	N/A	N/A	25,920	43,060	34,907	34,400	138,287
Other	N/A	N/A	N/A	N/A	N/A	N/A	18,633	24,475	39,708	33,018	115,834
Visual Media & Platform	261,433	48,786	66,133	48,206	50,836	213,961	44,553	67,535	74,615	67,418	254,121
(Yen)											
Average USD rates	110.9	109.9	107.4	108.8	109.0	108.7	107.6	106.2	104.5	105.9	106.1

For reference: Regarding Streaming revenue for Recorded Music, in connection with changes in contract terms with a portion of customers, sales from contracts previously recognized on a net basis have been adjusted to be recognized on a gross basis. The amount of difference from such adjustment throughout FY20 has been recorded collectively in Q4 FY20. The chart below shows sales revenue based on the assumption that revenue had been recorded on a gross basis from Q1 FY20 onward.⁴

ご参考：Recorded MusicのStreaming売上に関し、一部顧客との契約条件を変更したことに伴い、従来、純額で計上していた当該契約にかかる売上を総額での計上に切り替え、かかる切り替えによるFY20の売上の調整額をFY20.4Qに一括計上しています。なお、FY20.1Qから総額で計上していたと仮定した場合の売上高は以下の通りです⁴。

Streaming	-	-	-	-	-	-	71,378	82,034	92,314	91,373	337,100
Recorded Music	-	-	-	-	-	-	100,712	126,722	146,617	142,216	516,267

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 Sales revenue for Q1~Q3 FY20 based on the assumption that revenue had been recorded on a gross basis is calculated by using the average USD/JPY rates for each quarter. Revenue for Q4 FY20 is calculated as the difference between the sum of such revenues for Q1~Q3 FY20 and revenues for the full year.

■ Recorded Music

- Top 10 best-selling recorded music projects¹ for Sony Music Entertainment, for the fiscal years and quarters ended March 31, 2021 and 2020 (In order of revenue contribution)

For the fiscal year ended March 31, 2021		For the fiscal year ended March 31, 2020	
Artist	Title	Artist	Title
Harry Styles	<i>Fine Line</i>	Lil Nas X	<i>7 EP</i>
AC/DC	<i>POWER UP</i>	Khalid	<i>Free Spirit</i>
Luke Combs	<i>What You See Is What You Get</i>	Harry Styles	<i>Fine Line</i>
Doja Cat	<i>Hot Pink</i>	Chris Brown	<i>Indigo</i>
Future	<i>High Off Life</i>	TOOL	<i>Fear Inoculum</i>
Polo G	<i>THE GOAT</i>	Travis Scott	<i>ASTROWORLD</i>
Travis Scott	<i>ASTROWORLD</i>	Luke Combs	<i>This One's for You</i>
Luke Combs	<i>This One's for You</i>	P!nk	<i>Hurts 2B Human</i>
The Kid LAROI	<i>F*CK LOVE (Savage)</i>	Luke Combs	<i>What You See Is What You Get</i>
Jawsh 685	<i>Jawsh 685 Releases</i>	Tyler, The Creator	<i>IGOR</i>

For the quarter ended March 31, 2021		For the quarter ended March 31, 2020	
Artist	Title	Artist	Title
Harry Styles	<i>Fine Line</i>	Harry Styles	<i>Fine Line</i>
The Kid LAROI	<i>F*CK LOVE (Savage)</i>	Future	<i>Future Releases</i>
Foo Fighters	<i>Medicine At Midnight</i>	Doja Cat	<i>Hot Pink</i>
Doja Cat	<i>Hot Pink</i>	JACKBOYS	<i>JACKBOYS</i>
Luke Combs	<i>What You See Is What You Get</i>	Ozzy Osbourne	<i>Ordinary Man</i>
Miley Cyrus	<i>Plastic Hearts</i>	Lil Nas X	<i>7 EP</i>
Polo G	<i>THE GOAT</i>	Luke Combs	<i>What You See Is What You Get</i>
Travis Scott	<i>ASTROWORLD</i>	Camila Cabello	<i>Romance</i>
24kGoldn	<i>EI Dorado</i>	Travis Scott	<i>ASTROWORLD</i>
AC/DC	<i>POWER UP</i>	Khalid	<i>Free Spirit</i>

- Top 5 best-selling recorded music projects¹ for Sony Music Entertainment (Japan) Inc., for the fiscal years and quarters ended March 31, 2021 and 2020 (In order of revenue contribution)

For the fiscal year ended March 31, 2021		For the fiscal year ended March 31, 2020	
Artist	Title	Artist	Title
Kenshi Yonezu	<i>STRAY SHEEP</i>	Nogizaka46	<i>Ima ga Omoide ni Naru Made</i>
SixTONES	<i>1ST</i>	King Gnu	<i>CEREMONY</i>
Hinatazaka46	<i>Hinatazaka</i>	Nogizaka46	<i>Sing Out!</i>
Keyakizaka46	<i>Eien Yori Nagai Isshun ~Ano Koro, Tashikani Sonzaishita Watashitachi~</i>	Nogizaka46	<i>Yoake Made Tsuyogaranakutemoii</i>
LiSA	<i>Homura</i>	Nogizaka46	<i>Shiawase no Hogosyoku</i>

For the quarter ended March 31, 2021		For the quarter ended March 31, 2020	
Artist	Title	Artist	Title
Nogizaka46	<i>Boku wa Boku wo Suki ni Naru</i>	Nogizaka46	<i>Shiawase no Hogosyoku</i>
SixTONES	<i>Boku ga Boku Janai Mitai da</i>	King Gnu	<i>CEREMONY</i>
Little Glee Monster	<i>GRADATI∞N</i>	SixTONES vs Snow Man	<i>Imitation Rain / D.D.</i>
Hikaru Utada	<i>One Last Kiss</i>	Hinatazaka46	<i>Sonna Koto Nai Yo</i>
millennium parade	<i>THE MILLENNIUM PARADE</i>	Little Glee Monster	<i>BRIGHT NEW WORLD</i>

- Selected upcoming releases² anticipated over the next six months (In alphabetical order)

Artist	
BROCKHAMPTON	Modest Mouse
DJ Khaled	Nicky Jam
Doja Cat	Rag'n'Bone Man
French Montana	Travis Scott
Giveon	

■ Music Publishing

- Number of songs in the music publishing catalog owned and administered as of March 31, 2021, 2020 and 2019 (Million songs)

	As of March 31, 2021	As of March 31, 2020	As of March 31, 2019
Total	5.03	4.86	4.53

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 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, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	8,870	1,695	2,427	2,170	3,024	9,316	1,626	1,812	1,829	1,889	7,156
Operating income (loss)	489	3	366	51	208	628	230	299	212	21	762

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

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	3,915	738	1,306	930	1,397	4,371	604	858	504	585	2,551
Theatrical	1,190	164	715	354	471	1,704	6	13	14	20	53
Home Entertainment	1,013	200	160	255	303	918	319	171	149	139	778
TV Distribution	1,482	315	425	270	555	1,565	258	529	293	367	1,447
Others	230	59	6	51	68	184	21	145	48	59	273
Television Productions	2,597	422	574	669	1,112	2,777	597	480	723	720	2,521
Media Networks	2,342	532	545	568	512	2,157	419	470	601	582	2,072
Intersegment	16	3	2	3	3	11	6	4	1	1	12
Total	8,870	1,695	2,427	2,170	3,024	9,316	1,626	1,812	1,829	1,889	7,156

- Film costs¹ breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY ²	Q1	Q2	Q3	Q4	FY	Q1 ³	Q2	Q3	Q4	FY
Motion Pictures	1,510	1,909	2,109	1,917	1,925	1,909	1,646	1,595	1,615	1,886	1,646
Television Productions	1,151	1,362	1,466	1,668	2,047	1,362	1,858	1,603	1,517	1,456	1,858
Media Networks	495	414	429	441	468	414	639	600	588	658	639
Beginning Balance	3,156	3,685	4,004	4,026	4,440	3,685	4,143	3,798	3,720	4,000	4,143
Motion Pictures	1,164	369	118	226	17	730	75	187	352	217	831
Television Productions	1,721	321	529	730	470	2,050	34	206	411	398	1,049
Media Networks	786	144	135	141	70	490	64	98	266	177	605
Increase in film costs ¹	3,671	834	782	1,097	557	3,270	173	491	1,029	792	2,485
Motion Pictures	(765)	(169)	(310)	(218)	(296)	(993)	(126)	(167)	(81)	(96)	(470)
Television Productions	(1,510)	(217)	(327)	(351)	(659)	(1,554)	(289)	(292)	(472)	(413)	(1,466)
Media Networks	(867)	(129)	(123)	(114)	(120)	(486)	(103)	(110)	(196)	(187)	(596)
Amortization of film costs ¹	(3,142)	(515)	(760)	(683)	(1,075)	(3,033)	(518)	(569)	(749)	(696)	(2,532)
Motion Pictures	1,909	2,109	1,917	1,925	1,646	1,646	1,595	1,615	1,886	2,007	2,007
Television Productions	1,362	1,466	1,668	2,047	1,858	1,858	1,603	1,517	1,456	1,441	1,441
Media Networks	414	429	441	468	418	418	600	588	658	648	648
Ending Balance	3,685	4,004	4,026	4,440	3,922	3,922	3,798	3,720	4,000	4,096	4,096

¹ Film costs 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.

² Sony adopted new accounting guidance addressing revenue recognition (ASC 606), which applies retrospectively with the cumulative effect of initially applying the guidance recognized as of April 1, 2018. As a result of the adoption, the beginning balance of Film costs increased by \$72 million.

³ Sony adopted updates in the accounting guidance related to Film costs and broadcasting rights (ASU 2019-02), which is effective from April 1, 2020 and applied prospectively. As a result of adoption, Pictures reclassified \$221 million of broadcasting rights in inventories to film costs.

■ Motion Pictures

- Motion Pictures Box Office¹ for films released in North America during the fiscal year ended March 31, 2021² (Million USD)

Title	Label	Release Date (Days in Release) ³	North America Box Office	International Box Office	Total
<i>The Broken Hearts Gallery</i>	TriStar Pictures	9/11/2020 (70)	\$4 ⁴	\$1	\$5
<i>The Last Shift</i>	Stage 6 Films	9/25/2020 (56)	\$1	\$0	\$1
<i>Yellow Rose</i>	Stage 6 Films	10/9/2020 (34)	\$0	\$0 ⁴	\$0
<i>The Kid Detective</i>	Stage 6 Films	10/16/2020 (28)	\$0 ⁴	\$0	\$0
<i>The Last Vermeer</i>	TriStar Pictures	11/20/2020 (35)	\$1	\$0	\$1
<i>Monster Hunter</i>	Screen Gems	12/18/2020 (104)	\$15 ⁵	\$23 ⁶	\$38
<i>Long Weekend</i>	Stage 6 Films	3/12/2021 (20)	\$1	\$0	\$1

- Motion Pictures Box Office¹ for films released in North America during the fiscal year ended March 31, 2020⁷ (Million USD)

Title	Label	Release Date (Days in Release) ³	North America Box Office	International Box Office	Total
<i>The Intruder</i>	Screen Gems	5/3/2019 (56)	\$35	\$1	\$36
<i>Brightburn</i>	Screen Gems	5/24/2019 (35)	\$17	\$16 ⁴	\$33
<i>Men in Black™: International (3D)</i>	Columbia Pictures	6/14/2019 (115)	\$80	\$168 ⁴	\$248
<i>Spider-Man™: Far From Home</i>	Columbia Pictures	7/2/2019 (115)	\$391	\$741	\$1,132
<i>Once Upon a Time...in Hollywood</i>	Columbia Pictures	7/26/2019 (210)	\$142	\$230 ⁴	\$372
<i>The Angry Birds Movie 2</i>	Sony Pictures Animation	8/13/2019 (94)	\$42	\$106	\$148
<i>Overcomer</i>	Sony / AFFIRM Films	8/23/2019 (105)	\$35	\$3 ⁴	\$38
<i>Zombieland: Double Tap</i>	Columbia Pictures	10/18/2019 (98)	\$73	\$50	\$123
<i>Black and Blue</i>	Screen Gems	10/25/2019 (70)	\$22	\$1	\$23
<i>Charlie's Angels</i>	Columbia Pictures	11/15/2019 (63)	\$18	\$55	\$73
<i>A Beautiful Day in the Neighborhood</i>	TriStar Pictures	11/22/2019 (112)	\$62	\$6 ⁴	\$68
<i>Jumanji: The Next Level</i>	Columbia Pictures	12/13/2019 (98)	\$317	\$480	\$797
<i>Little Women</i>	Columbia Pictures	12/25/2019 (86)	\$108	\$98 ⁸	\$206
<i>The Grudge</i>	Screen Gems	1/3/2020 (56)	\$21	\$28	\$49
<i>Bad Boys for Life</i>	Columbia Pictures	1/17/2020 (63)	\$204	\$215 ⁸	\$419
<i>Blumhouse's Fantasy Island</i>	Columbia Pictures	2/14/2020 (35)	\$26	\$21 ⁸	\$47
<i>Bloodshot</i>	Columbia Pictures	3/13/2020 (7) ⁹	\$10	\$19 ⁶	\$29

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 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.

² Data as of March 31, 2021.

³ Days in North America theatrical release up to and including the last day of the reporting year end.

⁴ SPE has limited territory rights.

⁵ Still in release as of the last day of the reporting year end.

⁶ SPE has limited territory rights; still in release internationally as of the last day of the reporting year end.

⁷ Data as of March 31, 2020.

⁸ Still in release internationally as of the last day of the reporting year end.

⁹ North America theatrical release ended on March 19, 2020 due to COVID-19.

**- Select films to be released in the U.S. during the twelve months ending March 31, 2022 (Release dates and titles subject to change)
Total: 14 titles**

Title	Talent	Expected Release Date	Label
<i>Here Today</i>	Billy Crystal, Tiffany Haddish, Penn Badgley, Laura Benanti, Louisa Krause, Anna Deavere Smith and Nyambi Nyambi	5/7/2021	Stage 6 Films
<i>Peter Rabbit 2: The Runaway</i>	Rose Byrne, Domhnall Gleeson, David Oyelowo, Elizabeth Debicki, Margot Robbie and James Corden	6/18/2021	Columbia Pictures
<i>Cinderella</i>	Camila Cabello, Idina Menzel, Billy Porter, Nicholas Galitzine, Minnie Driver and Pierce Brosnan	7/16/2021	Columbia Pictures
<i>Escape Room 2</i>	Taylor Russell, Logan Miller, Indya Moore, Holland Roden, Isabelle Fuhrman, Carlito Olivero, Thomas Cocquerel and James Frain	7/16/2021	Columbia Pictures
<i>Hotel Transylvania: Transformania</i>	Andy Samberg, Selena Gomez, Kathryn Hahn, Keegan-Michael Key, Steve Buscemi, David Spade, Brian Hull, Asher Blinkoff, Brad Abrell, Fran Drescher, Jim Gaffigan and Molly Shannon	7/23/2021	Columbia Pictures / Sony Pictures Animation
<i>Don't Breathe 2</i>	Steven Lang	8/13/2021	Screen Gems
<i>Venom: Let There Be Carnage</i>	Tom Hardy, Michelle Williams, Naomie Harris, Reid Scott, Stephen Graham and Woody Harrelson	9/24/2021	Columbia Pictures
<i>Ghostbusters: Afterlife</i>	Carrie Coon, Finn Wolfhard, McKenna Grace, Annie Potts, Ernie Hudson and Paul Rudd	11/11/2021	Columbia Pictures
<i>Resident Evil: Welcome to Raccoon City</i>	Kaya Scodelario, Hannah John-Kamen, Robbie Amell, Tom Hopper, Avan Jogia and Neal McDonough	11/24/2021	Screen Gems
<i>A Journal For Jordan</i>	Michael B. Jordan and Chanté Adams	12/10/2021	Columbia Pictures
<i>Spider-Man™: No Way Home</i>	Tom Holland, Zendaya, Jacob Batalon and Marisa Tomei	12/17/2021	Columbia Pictures
<i>The Man From Toronto</i>	Kevin Hart, Woody Harrelson, Kaley Cuoco, Jasmine Mathews, Lela Loren, Jencarlos Canela, Pierson Fode and Ellen Barkin	1/14/2022	Columbia Pictures
<i>Sony / Marvel Morbius</i>	Jared Leto, Matt Smith, Adria Arjona, Jared Harris, Al Madrigal and Tyrese Gibson	1/21/2022	Columbia Pictures
<i>Uncharted</i>	Tom Holland, Mark Wahlberg, Sophia Ali, Tati Gabrielle and Antonio Banderas	2/18/2022	Columbia Pictures

- Select films to be released in the U.S. from April 1, 2022 onward (Release dates and titles subject to change) Total: 2 titles

Title	Expected Release Date	Label
<i>Spider-Man™: Into the Spider-Verse Sequel</i>	10/7/2022	Columbia Pictures / Sony Pictures Animation
<i>The Nightingale</i>	12/23/2022	TriStar Pictures

■ **Television Productions**

- **Television Series with an original broadcast on a U.S. linear network¹ during the quarters ended March 31, 2021 and 2020²**

For the quarter ended March 31, 2021			For the quarter ended March 31, 2020		
Series	Season	Network	Series	Season	Network
<i>Call Your Mother</i>	1	ABC	<i>Black Monday</i>	2	Showtime
<i>Celebrity Wheel of Fortune</i>	1	ABC	<i>For Life</i>	1	ABC
<i>For Life</i>	2	ABC	<i>Indebted</i>	1	NBC
<i>Men in Kilts: A Road Trip with Sam and Graham</i>	1	Starz	<i>Jeopardy! GOAT</i>	1	ABC
<i>Shark Tank</i>	12	ABC	<i>Lincoln Rhyme: Hunt for the Bone Collector</i>	1	NBC
<i>S.W.A.T.</i>	4	CBS	<i>One Day at a Time</i>	4	Pop TV
<i>The Blacklist</i>	8	NBC	<i>Outlander</i>	5	Starz
<i>The Goldbergs</i>	8	ABC	<i>Party of Five</i>	1	Freeform
<i>The Good Doctor</i>	4	ABC	<i>Schooled</i>	2	ABC
<i>Days of our Lives</i>	56	NBC	<i>Shark Tank</i>	11	ABC
<i>The Young and the Restless</i>	49	CBS	<i>S.W.A.T.</i>	3	CBS
<i>Dr. Oz Show</i>	12	First Run Syndication ³	<i>The Blacklist</i>	7	NBC
<i>Jeopardy!</i>	37	First Run Syndication ³	<i>The Goldbergs</i>	7	ABC
<i>Wheel of Fortune</i>	38	First Run Syndication ³	<i>The Good Doctor</i>	3	ABC
			<i>Days of our Lives</i>	55	NBC
			<i>The Young and the Restless</i>	47/48	CBS
			<i>The Dr. Oz Show</i>	11	First Run Syndication ³
			<i>The Mel Robbins Show</i>	1	First Run Syndication ³
			<i>Jeopardy!</i>	36	First Run Syndication ³
			<i>Wheel of Fortune</i>	37	First Run Syndication ³

- **Television Series with a new season to premiere on a U.S. linear network¹ from April 1, 2021 onward² (Releases subject to change)**

Airing after April 1, 2021					
Series	Season ⁴	Network	Series	Season ⁴	Network
<i>\$100,000 Pyramid</i>	5	ABC	<i>Last of Us</i>	1	HBO
<i>A Spy Among Friends</i>	1	Charter	<i>Outlander</i>	6/7	Starz
<i>Better Call Saul</i>	6	AMC	<i>The Blacklist</i>	9	NBC
<i>Black Monday</i>	3	Showtime	<i>The Young and the Restless</i>	50/51	CBS
<i>Celebrity Dating Game</i>	1	ABC	<i>Jeopardy!</i>	38	First Run Syndication ³
<i>Dinner at the Center of the Earth</i>	1	Showtime	<i>Wheel of Fortune</i>	39	First Run Syndication ³
<i>Fantasy Island</i>	1	Fox			

- **Select Television Series in U.S. off-network syndication⁵**

As of March 31, 2021		
<i>Dr. Oz Show</i>	<i>Shark Tank</i>	<i>The King of Queens</i>
<i>NewsRadio</i>	<i>The Blacklist</i>	<i>The Steve Harvey Show</i>
<i>Rules of Engagement</i>	<i>The Goldbergs</i>	<i>Unforgettable</i>
<i>Seinfeld</i>	<i>The Good Doctor</i>	<i>Wheel of Fortune</i>

- **Television Series with an original broadcast on a digital platform⁶ during the quarters ended March 31, 2021 and 2020²**

For the quarter ended March 31, 2021			For the quarter ended March 31, 2020		
Series	Season	Network	Series	Season	Network
<i>Behind Her Eyes</i>	1	Netflix	<i>Back of the Net</i>	1	Amazon
<i>Cobra Kai</i>	3	Netflix			
<i>Coyote</i>	1	CBS All Access			
<i>For All Mankind</i>	2	Apple			
<i>Memórias do Tablet do Terror</i>	1	Netflix			
<i>Soltos em Floripa</i>	2	Amazon			

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 Only reflects the next season(s) that has been committed to by the network.

⁵ 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.

⁶ 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.

- Television Series with a new season to premiere on a digital platform¹ from April 1, 2021 onward² (Releases subject to change)

Airing after April 1, 2021					
Series	Season ³	Network	Series	Season ³	Network
<i>After Party</i>	1	Apple	<i>Platonic</i>	1	Apple
<i>A League of Their Own</i>	1	Amazon	<i>Sausage Party</i>	1/2	Amazon
<i>Atypical</i>	4	Netflix	<i>Sex Education</i>	3	Netflix
<i>Cobra Kai</i>	4	Netflix	<i>The Boys</i>	3	Amazon
<i>Copy That</i>	1	Youtube	<i>The Boys Spin-off</i>	1	Amazon
<i>Crossing Swords</i>	2	Hulu	<i>The Crown</i>	5/6	Netflix
<i>For All Mankind</i>	3	Apple	<i>Them: Covenant</i>	1/2	Amazon
<i>Good Times</i>	1	Netflix	<i>Wheel of Time</i>	1	Amazon
<i>I Know What You Did Last Summer</i>	1	Amazon	<i>Woke</i>	2	Hulu
<i>Obliterated</i>	1	Netflix			

- Television Series with an original broadcast on a non-U.S. linear network during the quarters ended March 31, 2021 and 2020²

For the quarter ended March 31, 2021			
Series	Season	Network	Territory
Europe, Middle East and Africa:			
<i>Der Lehrer</i>	9	RTL	Germany
<i>Dragons' Den</i>	8	VOX	Germany
<i>Bangers & Cash</i>	8	VOX	Germany
<i>Goodbye House</i>	2	RTE	Ireland
<i>Midwives</i>	3	Rossiya	Russia
<i>To Forgive or To Revenge</i>	3	U Channel	Russia
<i>Who Wants To Be A Millionaire</i>	36	ITV	UK
<i>Barbershop for Bald Men</i>	1	BBC One NI	UK
Latin America:			
<i>Escape Perfecto (Raid the Cage)</i>	6	TV Azteca	Mexico
Asia and Australia:			
<i>Amazing Grace</i>	1	Nine	Australia

For the quarter ended March 31, 2020			
Series	Season	Network	Territory
Europe, Middle East and Africa:			
<i>Newlywed Game</i>	25	France 2	France
<i>Qui Veut Etre Mon Associé? (Dragons' Den)</i>	1	M6	France
<i>Die Dr. Wimmer Show (Dr. Oz format)</i>	1	Sat.1	Germany
<i>Der Lehrer</i>	8	RTL	Germany
<i>Bangers & Cash</i>	7/8	VOX	Germany
<i>Die Höhle der Löwen</i>	7	VOX	Germany
<i>Heldt</i>	7	ZDF	Germany
<i>Momsters</i>	5	U Channel	Russia
<i>To Forgive or To Revenge</i>	2	U Channel	Russia
<i>Who Wants To Be A Millionaire</i>	34 ⁴	ITV	UK
<i>There's No Place Like Tyrone</i>	2	BBC NI 1	UK
Latin America:			
<i>Ex on The Beach - A treta</i>	3	MTV	Brazil
<i>Made in Japão</i>	1	Record	Brazil
<i>Soltos em Floripa</i>	1	Amazon	Brazil
<i>Love is Calling (Enamorandonos)</i>	1	TV Azteca	Mexico
<i>En la Luna Con Jesus Guzman</i>	1	Canal Sony	Mexico
<i>Shark Tank Colombia</i>	3	Canal Sony	Colombia

¹ 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.

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 Only reflects the next season(s) that has been committed to by the network.

⁴ The previous season as of March 31, 2020 was erroneously listed as Season 33.

■ Media Networks

- Television and Digital Channels as of March 31, 2021

As of March 31, 2021					As of March 31, 2020
Television and Digital Channels ¹	Country / Region	Launch Year ²	Sony's Ownership	Number of Subscribers ³ (mil.)	Number of Subscribers ³ (mil.)
Europe, Middle East and Africa:					
<i>AXN Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	10.8	9.7
<i>AXN White Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	10.4	9.3
<i>AXN Black</i>	Portugal, Angola, Mozambique, Cape Verde	2011	100%	4.7	4.5
<i>AXN Central Europe</i> ⁴	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	50.3	48.9
<i>AXN SPIN Central Europe</i>	Poland, Romania	2012	100%	10.0	9.6
<i>AXN Germany</i>	Austria, Germany, Switzerland	2004	100%	3.3	3.3
<i>Animax Germany</i>	Austria, Germany, Switzerland	2007	100%	–	–
<i>Sony Channel Germany</i>	Austria, Germany, Switzerland	2013	100%	0.9	0.9
<i>Sony Sci-Fi Russia</i>	Russia, CIS, Georgia, Ukraine	2007	88%	14.5	13.5
<i>Sony Channel Russia</i>	Russia, CIS, Georgia, Ukraine	2009	88%	12.0	10.9
<i>Sony Channel Baltics</i>	Estonia, Latvia, Lithuania	2010	88%	*	1.6
<i>Sony Turbo Russia</i>	Russia, CIS, Georgia, Ukraine	2012	88%	7.0	7.4
<i>Sony Turbo Baltics</i>	Estonia, Latvia, Lithuania	2012	88%	*	1.0
<i>UK Channels</i> ⁵	United Kingdom, Malta	2014	100%	93.7	109.5
<i>Viva</i>	Israel	2014	50%	*	1.7
<i>Viva Plus</i>	Israel	2014	50%	*	1.7
<i>Viasat 3</i>	Hungary	2015	100%	3.5	3.4
<i>Viasat 6</i>	Hungary	2015	100%	3.3	3.2
Latin America:					
<i>Sony Channel OLA</i> ⁶	Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	24.6	27.0
<i>AXN OLA</i> ⁶	Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	24.6	25.6
<i>Sony Channel Brazil</i> ⁶	Brazil	1996	100%	9.7	10.9
<i>AXN Brazil</i> ⁶	Brazil	1999	100%	8.5	9.7
<i>Sony Channel Mexico</i> ⁶	Mexico	1996	100%	15.4	15.1
<i>AXN Mexico</i> ⁶	Mexico	1999	100%	9.4	9.3

¹ Individual channels may have more than one feed; total channel feeds were 125 as of March 31, 2021.

² Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

³ Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

⁴ Includes AXN Black and AXN White.

⁵ UK Channels includes channels previously categorized under CSC Media Group UK, Movies4Men UK, and Sony Movies Channel UK and now consist of Tiny Pop, Pop, Pop Max, Sony Movies Action, Sony Movie Channel, Sony Movies Classic, and Sony Channel.

⁶ SPE changed distributors in the Latin American region on May 4, 2020 and hence moved to estimates provided by the new distributor.

As of March 31, 2021					As of March 31, 2020
Television and Digital Channels ¹	Country / Region	Launch Year ²	Sony's Ownership	Number of Subscribers ³ (mil.)	Number of Subscribers ³ (mil.)
Asia and Australia:					
<i>India Channels</i> ⁴	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	468.2	432.2
<i>AXN Asia</i>	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	*	16.9
<i>Animax Asia</i>	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	*	11.0
<i>ONE</i>	Malaysia, Indonesia, Singapore, Brunei	2010	100%	*	3.4
<i>AXN Japan</i>	Japan	1998	65%	7.3	7.3
<i>Animax Japan</i>	Japan	1998	50%	8.3	8.4
<i>Kids Station</i>	Japan	2018	51%	7.7	7.9
<i>AXN Mystery Japan</i>	Japan	2008	100%	6.4	6.6
<i>Animax Korea</i>	South Korea	2006	100%	*	26.7
<i>FMN</i>	Indonesia	2013	50%	0.3	0.3
<i>GEM Asia</i>	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	*	0.9
North America:					
<i>GSN</i>	U.S.	1994	100%	52.8	51.4
<i>Crackle Plus</i> ⁵	U.S.	2019	0%	*	N/A
<i>Sony Movie Channel U.S.</i>	U.S.	2010	100%	4.1	5.2
<i>CineSony</i>	U.S.	2012	100%	3.3	3.8
<i>Hollywood Suite 90s Movies</i>	Canada	2012	47%	1.0	0.8
<i>Hollywood Suite 2000s Movies</i>	Canada	2012	47%	1.0	0.8
<i>getTV</i>	U.S.	2014	100%	38.6	46.8
<i>Funimation</i>	U.S., Canada, Europe, Africa, Australia and New Zealand	2017	100%	–	–
<i>Pure Flix</i>	U.S., Canada	2020	100%	–	*
<i>FAST Channels</i> ⁶	U.S.	2020	100%	N/A	*

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

* means the television and digital channels are or were not owned, or broadcast, by SPE.

– means that SPE does not disclose the number of subscribers for SVOD services.

Since March 31, 2020 Sony Pictures Television Inc. ("SPT") has sold, closed, acquired, or rebranded the following channels:

- in Asia, sold the following channels on May 8, 2020: AXN Asia, Animax Asia, ONE, Animax Korea, and GEM Asia.
- in the UK, closed Sony Crime Channel on June 9, 2020.
- in India, closed AXN India on June 30, 2020.

Since June 30, 2020 SPT has sold, closed, acquired, or rebranded the following channels:

- in Israel, sold 50% stake in Dori to JV partner on July 8, 2020.
- in the UK, temporarily rebranded Sony Movies Classic to Sony Movies Christmas from September 24, 2020 to January 5, 2021.

Since September 30, 2020 SPT has sold, closed, acquired, or rebranded the following channels:

- on December 14, 2020, exercised its put option to sell 49% Crackle Plus⁵ stake to its joint venture partner.
- on December 15, 2020, acquired 100% of Pure Flix.

Since December 31, 2020 SPT has sold, close, acquired, or rebranded the following channels:

- on March 31, 2021, sold 100% stake of Sony Channel Baltics and Sony Turbo Baltics.

Number of Channels and Subscribers (Total)

	As of March 31, 2021	As of March 31, 2020
Number of Channels (Total)	65	74
Number of Subscribers ^{3,4} (Total) (mil.)	Approx. 915.4	Approx. 968.1

¹ Individual channels may have more than one feed; total channel feeds were 125 as of March 31, 2021

² Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

³ Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

⁴ India Channels comprise the following: SET, SAB, PIX, ATTH, SIX, PAL, MAX, MAX 2, WAH, Sony Le PLEX, Sony BBC Earth, Sony ROX HD, Sony YAY!, 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 1.3 million and 1.8 million of the totals noted for March 31, 2021 and 2020, respectively. SPE also operates SonyLIV, a digital on demand general entertainment service offered in India, Pakistan, and the U.S that was launched on January 23, 2013 as LIV and rebranded to SonyLIV on June 18, 2020.

⁵ In connection with the establishment of the Crackle Plus joint venture, SPE received, among other things, 37,000 units of preferred equity and 1,000 units of common equity of Crackle Plus and SPE also received the right to require Chicken Soup for the Soul Entertainment Inc. ("CSSE"), SPE's Crackle Plus joint venture partner, to purchase all of SPE's interest in Crackle Plus (the "Put Option"). On December 14, 2020, SPE exercised the Put Option. In January 2021, CSSE satisfied the Put Option and, in accordance with the joint venture agreements, elected in its sole discretion to pay SPE fully in CSSE 9.75% Series A Cumulative Redeemable Preferred Shares.

⁶ SPE has launched five FAST (Free Ad-Supported Streaming TV) Channels; these channels are ad supported and have no subscribers.

In the current fiscal year, SPE has launched the following FAST channels:

- in the US, launched the Game Show Central on March 25, 2020.
- in the US, launched Sony Canal Competencias and Sony Canal Comedias on July 29, 2020.
- in the US, launched Sony Canal Novelas on September 9, 2020.
- in the US, launched Cinevault Westerns on February 11, 2021.

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 U.S. GAAP. These figures do not match the figures presented in accordance with accounting principles generally accepted in Japan disclosed by Sony Financial Holdings Inc., Sony Life, Sony Assurance or Sony Bank.

■ Financial services revenue by entity ¹

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sony Life	1,143,142	299,410	339,674	368,378	164,231	1,171,693	389,038	324,025	376,263	381,579	1,470,906
Sony Assurance	112,038	29,330	29,238	29,317	29,710	117,595	30,809	30,860	31,559	32,019	125,247
Sony Bank	23,579	6,878	7,156	8,306	-10,558	11,783	19,039	11,406	9,466	8,610	48,522

■ Sony Life

- Revenue breakdown and Operating Income

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue breakdown	1,143,142	299,410	339,674	368,378	164,231	1,171,693	389,038	324,025	376,263	381,579	1,470,906
Insurance premiums	910,011	240,427	277,934	237,693	294,040	1,050,095	217,156	217,109	228,753	237,604	900,622
Investment income (GA ²)	143,082	40,051	38,151	24,567	62,711	165,480	24,665	38,175	38,830	13,781	115,452
Investment income (SA ³)	87,945	18,481	22,897	105,636	-193,005	-45,991	146,894	68,423	108,358	129,778	453,452
Others	2,105	450	692	482	485	2,109	323	318	322	415	1,379
Operating Income	145,640	39,372	34,578	27,846	21,743	123,539	25,283	33,201	38,479	31,070	128,033

- Amount of Policies

(Billions of yen)	2019				2020				2021
	Mar.	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.	Mar.
Policy amount in force ⁴	49,571	49,841	50,331	50,922	51,448	51,403	51,973	52,623	53,611

	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
New policy amount ⁵	6,150	1,219	1,317	1,292	1,571	5,399	660	1,359	1,524	1,583	5,126

- Number of Lifeplanner® Sales Specialists ⁶

	2019				2020				2021
	Mar.	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.	Mar.
Lifeplanner® Sales Specialists	5,164	5,116	5,119	5,074	5,146	5,123	5,146	5,094	5,191

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 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.

³ 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.

⁴ Total amount of protection provided by life insurance companies for policyholders.

⁵ Total amount of protection provided for new policies sold in each quarter.

⁶ The figure includes the number of contracted Lifeplanner® Sales Specialists and those rehired on a fixed-term contract basis after retirement.

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. Please note that Sony discloses its forecast for consolidated results for the fiscal year ending March 31, 2022 based on International Financial Reporting Standards (IFRS). 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 Japanese equity 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, 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 COVID-19 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.