

Supplemental Information for the Consolidated Financial Results for the Third Quarter Ended December 31, 2023 2023年度第3四半期連結業績補足資料

February 14, 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 International Financial Reporting Standards ("IFRS") because Sony has adopted IFRS 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 ending March 31, 2024 ("FY23"). Figures for FY22 are restated in accordance with IFRS 17.

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 third quarter ended December 31, 2023, on page F-15.

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	Official Names	Abbreviated Names
Game & Network Services segment	G&NS	Corporate	Corp.
Entertainment, Technology & Services segment	ET&S	Corporate and elimination	Corp. Elim.
Imaging & Sensing Solutions segment	I&SS	All Other, Corporate and elimination	All Other, Corp.
Financial Services segment	Financial	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)	FY22					FY23					FY23	FY23
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	November Assumption ¹ (Q3 - Q4)	February Assumption ¹ (Q4)
USD	129.4	138.2	141.7	132.3	135.4	137.0	144.4	147.9			142.0	142.0
EUR	138.0	139.3	144.2	141.9	140.9	149.2	157.2	159.0			152.0	153.0
Brazilian Real	26.4	26.4	26.9	25.5	26.3	27.7	29.6	29.8			28.2	29.0
Chinese Yuan	19.6	20.2	19.9	19.3	19.7	19.5	19.9	20.4			19.7	19.9
Indian Rupee	1.68	1.73	1.72	1.61	1.69	1.67	1.75	1.78			1.71	1.71
Russian Ruble	1.94	2.30	2.26	1.81	2.08	1.69	1.54	1.59			1.45	1.55

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

(Yen)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	136.6	144.7	132.5	133.3	144.9	149.4	141.6	
Period-end EUR rates	142.6	142.2	141.3	145.5	157.5	157.8	156.9	

■ FY23 Estimated Foreign Exchange Impact on Annual Operating Income 2023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	+7.0	-6.0	
ET&S	+1.5	-2.0	N/A
I&SS	-8.0	slightly negative	
Net impact of above three segments	+0.5	-8.0	-2.5
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 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 OIBDA¹ by segment セグメント別売上高・営業利益・調整後OIBDA

(Millions of yen)	FY22					FY23					Nov. FCT	Feb. FCT
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
G&NS	Sales	604,116	720,735	1,246,549	1,073,198	3,644,598	771,880	954,096	1,444,427		4,360,000	4,150,000
	OI	52,762	42,132	116,248	38,864	250,006	49,160	48,902	86,139		270,000	270,000
	Adjusted OIBDA	70,216	64,180	139,905	62,709	337,010	75,875	83,056	113,140		385,000	385,000
Music	Sales	308,070	359,319	363,747	349,496	1,380,632	358,229	408,716	422,104		1,560,000	1,570,000
	OI	60,973	78,733	62,961	60,440	263,107	73,380	80,997	76,086		295,000	295,000
	Adjusted OIBDA	74,792	87,491	78,614	75,522	316,419	82,945	97,041	98,531		350,000	360,000
Pictures	Sales	341,377	337,468	331,537	359,040	1,369,422	320,366	399,636	366,327		1,460,000	1,470,000
	OI	50,655	27,620	25,445	15,535	119,255	15,971	29,438	41,626		115,000	115,000
	Adjusted OIBDA	61,828	40,393	38,235	27,746	168,202	28,466	42,553	54,559		165,000	165,000
ET&S	Sales	552,310	677,045	752,823	493,847	2,476,025	571,783	613,540	735,738		2,440,000	2,430,000
	OI	53,568	77,840	81,094	-33,041	179,461	55,646	61,033	77,164		180,000	180,000
	Adjusted OIBDA	76,928	102,599	105,295	-7,913	276,909	80,865	87,572	103,395		280,000	280,000
I&SS	Sales	237,842	398,366	417,151	348,828	1,402,187	292,740	406,316	505,158		1,590,000	1,590,000
	OI	21,689	73,987	84,851	31,687	212,214	12,731	46,361	99,715		195,000	195,000
	Adjusted OIBDA	67,321	122,176	134,672	84,719	408,888	70,013	107,141	163,707		440,000	440,000
Financial	Revenue	216,022	178,063	24,422	470,575	889,082	681,411	103,915	311,743		1,210,000	1,300,000
	OI	139,208	79,989	47,107	51,814	318,118	54,514	15,681	77,274		155,000	175,000
	Adjusted OIBDA	145,585	64,437	53,772	58,564	322,358	61,429	22,671	84,295		180,000	180,000
All Other	Sales	19,334	20,732	25,060	22,497	87,623	19,493	24,225	23,895		N/A	N/A
	OI	2,865	4,848	9,062	74	16,849	2,475	2,069	2,596		-40,000 ²	-50,000 ²
	Adjusted OIBDA	3,910	5,796	10,358	1,161	21,225	3,644	3,110	3,738		-15,000 ²	-25,000 ²
Corp. Elim.	Sales	-49,311	-66,264	-82,985	-76,636	-275,196	-52,250	-81,821	-61,865		N/A	N/A
	OI	-16,855	-15,746	-5,187	-18,833	-56,621	-10,835	-21,472	2,738		-	-
	Adjusted OIBDA	-11,703	-9,924	633	-13,167	-34,161	-7,115	-17,228	6,898		-	-
Cons. Total	Sales	2,229,760	2,625,464	3,078,304	3,040,845	10,974,373	2,963,652	2,828,623	3,747,527		12,400,000	12,300,000
	OI	364,865	369,403	421,581	146,540	1,302,389	253,042	263,009	463,338		1,170,000	1,180,000
	Adjusted OIBDA	488,877	477,148	561,484	289,341	1,816,850	396,122	425,916	628,263		1,785,000	1,785,000

■ 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)	FY22					FY23					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
G&NS		588,461	702,718	1,211,617	1,035,737	3,538,533	755,003	930,137	1,428,886		
Digital Software and Add-on Content		285,845	332,859	508,102	396,239	1,523,045	365,346	423,096	631,981		
Network Services		106,523	117,006	122,201	118,946	464,676	124,499	133,887	137,182		
Hardware and Others		196,093	252,853	581,314	520,552	1,550,812	265,158	373,154	659,723		
Music		305,353	356,928	360,643	341,891	1,364,815	355,756	399,360	417,651		
Recorded Music		199,567	223,960	239,048	222,563	885,138	237,772	253,739	286,541		
Streaming		139,111	151,930	159,147	148,680	598,868	164,887	173,858	186,520		
Others		60,456	72,030	79,901	73,883	286,270	72,885	79,881	100,021		
Music Publishing		63,057	73,489	74,161	65,958	276,665	75,139	82,725	86,084		
Visual Media & Platform		42,729	59,479	47,434	53,370	203,012	42,845	62,896	45,026		
Pictures		341,247	335,580	330,925	357,135	1,364,887	320,178	397,347	365,133		
Motion Pictures		123,125	123,791	113,087	104,040	464,043	125,504	129,209	130,441		
Television Productions		139,161	114,586	123,508	158,995	536,250	104,231	173,385	130,844		
Media Networks		78,961	97,203	94,330	94,100	364,594	90,443	94,753	103,848		
ET&S		543,906	666,732	742,480	483,621	2,436,739	563,292	603,214	725,563		
TV		141,793	226,751	250,192	114,515	733,251	135,982	161,002	210,967		
Audio & Video		91,060	99,887	122,605	78,056	391,608	89,149	109,100	133,823		
Still and Video Cameras		139,703	147,862	171,146	106,307	565,018	161,874	159,203	188,609		
Mobile Communications		99,030	93,227	93,302	71,212	356,771	87,362	72,774	76,508		
Other		72,320	99,005	105,235	113,531	390,091	88,925	101,135	115,656		
I&SS		219,223	369,580	386,400	326,278	1,301,481	270,476	374,657	477,513		
Financial (revenue)		213,723	174,421	22,121	468,267	878,532	679,109	101,611	309,435		
All Other		15,557	17,643	19,648	19,490	72,338	16,402	20,418	20,192		
Corp.		2,290	1,862	4,470	8,426	17,048	3,436	1,879	3,154		
Cons. Total		2,229,760	2,625,464	3,078,304	3,040,845	10,974,373	2,963,652	2,828,623	3,747,527		

¹ Adjusted OIBDA is not a measure in accordance with IFRS. 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 4 to 11 of the Financial Statements for the third quarter ended December 31, 2023 (applies to all following pages).

² Total number of forecast for "All Other" and "Corp. Elim"

■ Sales to customers by geographic region¹ (to external customers) 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	472,460	477,927	351,603	824,518	2,126,508	978,776	409,055	640,717		
United States	707,635	775,388	1,078,893	839,486	3,401,402	750,978	899,990	1,141,728		
Europe	413,293	506,859	692,032	578,127	2,190,311	507,608	644,856	848,045		
China	195,320	239,865	238,254	181,998	855,437	237,422	236,123	285,343		
Asia-Pacific	279,003	437,743	479,312	367,356	1,563,414	297,175	428,835	532,716		
Other Areas	162,049	187,682	238,210	249,360	837,301	191,693	209,764	298,978		
Cons. total	2,229,760	2,625,464	3,078,304	3,040,845	10,974,373	2,963,652	2,828,623	3,747,527		

■ 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	17,454	22,048	23,657	24,042	87,201	27,320	34,791	28,767		
Music	15,681	16,438	16,628	18,493	67,240	17,351	18,395	26,314		
Pictures	131,401	118,040	120,803	136,453	506,697	113,539	166,728	126,523		
ET&S	23,360	24,759	24,201	25,128	97,448	25,219	26,539	26,231		
I&SS	45,632	48,189	49,821	53,032	196,674	57,282	60,780	63,992		
Financial	6,377	6,541	6,665	6,750	26,333	6,915	6,990	7,021		
All Other	1,045	948	1,296	1,087	4,376	1,169	1,041	1,142		
Corp. Elim.	4,521	5,179	4,958	3,963	18,621	2,972	3,435	1,574		
Cons. Total	245,471	242,142	248,029	268,948	1,004,590	251,767	318,699	281,564		

■ Amortization not subject to reconciliation in the calculation of Adjusted OIBDA / Adjusted EBITDA²

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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	-	-	-	197	197	605	637	1,766		
Music	1,862	1,986	975	3,411	8,234	1,778	2,351	3,869		
Pictures	120,228	105,267	108,013	124,242	457,750	101,044	153,613	113,590		
Corp. Elim.	-631	-643	-862	-1,703	-3,839	-748	-809	-2,586		
Cons. Total	121,459	106,610	108,126	126,147	462,342	102,679	155,792	116,639		

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, broadcasting rights and internally developed game content and master recordings included in content assets, as well as for deferred insurance acquisition costs.

■ 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)	FY22					FY23						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Nov. FCT	Feb. FCT
Additions ¹ :												
PP&E	89,954	156,964	109,416	138,536	494,870	90,290	130,201	159,908			495,000	495,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	33,780	45,366	50,243	56,778	186,167	50,692	95,033	65,608			290,000	290,000
Right-of-use assets	15,382	19,161	19,557	74,432	128,532	14,791	31,047	9,414			60,000	85,000
Subtotal (Capex)	139,116	221,491	179,216	269,746	809,569	155,773	256,281	234,930			845,000	870,000
Film costs and broadcasting rights	139,212 ³	185,070 ³	171,756	113,726	609,764	128,316	86,946	81,060			N/A	N/A
Cons. Total	278,328 ³	406,561 ³	350,972	383,472	1,419,333	284,089	343,227	315,990			N/A	N/A
Depreciation and amortization ² :												
PP&E	62,178	66,513	67,979	71,542	268,212	75,295	80,006	83,366			315,000	315,000
Content assets excl. film costs and broadcasting rights and Other intangible assets ²	41,825	48,145	50,237	51,246	191,454	52,990	60,457	61,704			230,000	240,000
Right-of-use assets	20,674	21,506	22,264	21,903	86,347	22,213	23,878	23,778			90,000	90,000
Subtotal	124,677	136,164	140,480	144,691	546,013	150,498	164,341	168,848			635,000	645,000
Film costs and broadcasting rights	120,794	105,978	107,549	124,257	458,577	101,269	154,358	112,716			N/A	N/A
Cons. Total	245,471	242,142	248,029	268,948	1,004,590	251,767	318,699	281,564			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)	FY22					FY23						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Nov. FCT	Feb. FCT
Additions ¹ :												
PP&E	89,567	156,588	108,811	138,061	493,027	90,057	130,055	159,683			490,000	490,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	31,442	40,575	43,667	50,335	166,019	48,567	90,644	61,110			270,000	270,000
Right-of-use assets	8,877	14,102	14,857	70,167	108,003	14,057	29,582	8,744			55,000	80,000
Subtotal (Capex)	129,886	211,265	167,335	258,563	767,049	152,681	250,281	229,537			815,000	840,000
Film costs and broadcasting rights	139,212 ³	185,070 ³	171,756	113,726	609,764	128,316	86,946	81,060			N/A	N/A
Cons. Total	269,098 ³	396,335 ³	339,091	372,289	1,376,813	280,997	337,227	310,597			N/A	N/A
Depreciation and amortization:												
PP&E	61,788	66,124	67,587	71,159	266,658	74,914	79,615	82,978			310,000	310,000
Content assets excl. film costs and broadcasting rights and Other intangible assets	38,558	44,771	46,622	47,531	177,483	49,113	56,526	57,749			220,000	230,000
Right-of-use assets	17,954	18,728	19,606	19,251	75,539	19,556	21,210	21,100			80,000	80,000
Subtotal	118,300	129,623	133,815	137,941	519,680	143,583	157,351	161,827			610,000	620,000
Film costs and broadcasting rights	120,794	105,978	107,549	124,257	458,577	101,269	154,358	112,716			N/A	N/A
Cons. Total	239,094	235,601	241,364	262,198	978,257	244,852	311,709	274,543			N/A	N/A

¹ Excluding additions for tangible and intangible assets from business combinations and other.

² Including amortization expense for contract costs.

³ The amounts of additions to film costs and broadcasting rights for Q1 and Q2 FY22 were previously erroneously disclosed as 126,194 million yen and 171,629 million yen, respectively, and have been revised as shown in the above charts. The amounts of consolidated total for Q1 and Q2 FY22 were also previously erroneously disclosed as 265,310 million yen and 393,120 million yen (256,080 million yen and 382,894 million yen for consolidated total excluding Financial Services segment), respectively, and have been also revised as shown in the above charts. This revision does not affect Sony's consolidated operating income (loss) or operating income (loss) of each segment.

■ Research and development expenses 研究開発費

(Millions of yen)	FY22					FY23						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Nov. FCT	Feb. FCT
Research and development expenses	157,091	181,401	192,030	205,175	735,698	177,772	180,506	190,143			760,000	760,000

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

(Millions of yen)	FY22
G&NS	271,145
ET&S	155,728
I&SS	223,725
Corporate R&D	46,390

■ 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Interest expenses, net	842	1,373	452	1,332	3,999	472	2,128	2,108		

■ 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Gain on revaluation of equity securities, net	-22,732	-6,932	2,286	22,755	-4,623	13,365	-3,721	20,553		

■ Inventory by segment セグメント別棚卸資産

(Billions of yen)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	146.2	412.5	513.2	528.2	780.4	965.5	641.2	
Music	13.9	17.6	21.5	19.1	23.3	24.9	23.7	
Pictures	7.1	9.0	8.6	8.7	10.0	11.3	9.2	
ET&S	438.7	491.6	416.3	368.5	376.5	419.2	341.3	
I&SS	471.7	466.2	488.0	528.3	623.4	629.4	594.6	
All Other, Corp.	16.1	19.5	16.9	15.2	15.9	17.3	19.9	
Cons. Total	1,093.7	1,416.4	1,464.5	1,468.0	1,829.5	2,067.6	1,629.9	

■ 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)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	323.7	477.4	456.8	478.8	513.1	558.3	556.8	
Music	958.1	983.0	929.3	947.9	1,075.1	1,098.1	1,223.9	
Pictures	841.2	949.7	923.5	910.5	999.3	957.5	865.6	
ET&S	225.0	229.3	236.3	247.1	251.5	249.9	247.5	
I&SS	750.0	834.9	870.9	955.2	966.3	1,015.8	1,084.7	
Financial	156.0	158.9	162.6	166.7	162.5	161.1	155.6	
All Other, Corp.	270.1	267.6	251.8	242.4	232.9	229.9	222.6	
Cons. Total	3,524.1	3,900.8	3,831.2	3,948.6	4,200.7	4,270.6	4,356.7	

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)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Film costs and broadcasting rights	613.7	708.0	702.8	685.5	757.5	695.9	625.6	

■ Goodwill by segment セグメント別のれん

(Billions of yen)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	217.5	432.0	407.3	407.1	432.4	453.6	444.2	
Music	588.4	608.9	572.7	580.0	669.1	683.5	658.7	
Pictures	241.8	267.9	258.0	259.0	268.6	275.9	262.0	
ET&S	11.9	12.0	14.8	14.7	15.4	15.6	15.5	
I&SS	3.6	3.8	3.5	3.5	3.8	3.9	3.7	
Financial	10.8	10.8	10.8	10.8	10.8	10.8	10.8	
All Other, Corp.	-	-	-	-	-	-	-	
Cons. Total	1,074.0	1,335.4	1,267.1	1,275.1	1,400.1	1,443.3	1,394.9	

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

(Billions of yen)	FY22			FY23 April FCT
	ROIC	Return ²	Invested Capital ³	ROIC ¹
G&NS	16.4%	170.0	1,038.1	12.5%
Music	12.9%	178.9	1,384.9	11.1%
Pictures	6.6%	81.1	1,229.7	6.3%
ET&S	18.5%	122.0	658.0	17.1%
I&SS	12.3%	144.3	1,168.6	8.8%

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

(Billions of yen)	FY22		
	Operating CF ⁴	Investing CF ⁴	Free CF ⁴ (Operating CF + Investing CF)
G&NS	-168.5	-305.3	-473.8
Music	181.3	-25.2	156.1
Pictures	28.6	-112.7	-84.1
ET&S	208.3	-116.6	91.7
I&SS	164.0	-369.6	-205.6
All Other, Corporate and elimination and Adjustment ⁵	1.8	-102.6	-100.8
Cons. Total without Financial Services	415.5	-1,032.0	-616.6

¹ ROIC by segment is not a measure in accordance with IFRS. 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 FY22 and FY23.

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. 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) G&NS: -0.8 bln yen, Pictures: -0.2 bln yen, All Other and Corporate and elimination: 0.7 bln yen, Adjustment: 0.3 bln yen
(Investing CF) G&NS: -15.3 bln yen, Music: -19.7 bln yen, Pictures: -12.8 bln yen, ET&S: -19.5 bln yen, I&SS: -12.2 bln yen, All Other and Corporate and elimination: 0.4 bln yen, Adjustment: 79.2 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Hardware ¹	131,861 ⁴	179,245	440,715	371,699	1,123,522	186,985	287,514	474,260		
Game Software ²	319,191 ⁴	380,122	621,196	463,700	1,784,209	406,221	479,325	733,063		
Physical Software ³	19,409 ⁴	37,118	93,500	43,413	193,439	24,402	35,524	87,359		
Digital Software ⁵	101,019	144,549	244,786	170,579	660,932	153,394	200,984	282,822		
Add-on Content ⁶	184,826	188,310	263,317	225,660	862,113	211,952	222,112	349,159		
Other Software ^{2,7}	13,937	10,145	19,594	24,048	67,725	16,473	20,705	13,724		
Network Services ⁸	106,523	117,006	122,201	118,946	464,676	124,499	133,887	137,182		
Others ^{2,9}	46,541	44,362	62,436	118,852	272,191	54,176	53,370	99,921		
Segment Total Sales	604,116	720,735	1,246,549	1,073,198	3,644,598	771,880	954,096	1,444,427		

■ PlayStation®5 hardware and software unit sales

(Million units)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PlayStation®5 hardware ¹⁰	2.4	3.3	7.1	6.3	19.1	3.3	4.9	8.2		
Full game software ¹¹ (PlayStation®4/ PlayStation®5)	47.2 ¹³	62.5	86.5	68.0	264.2	56.5	67.6	89.7		
First party titles	6.6 ¹³	6.6 ¹⁴	20.8	9.5	43.5	6.6	4.7	16.2		
Full game software digital download ratio ¹² (PlayStation®4/ PlayStation®5)	79%	63%	62%	70%	67%	72%	67%	66%		

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

(Million)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Monthly Active Users ¹⁵	103	102	112	108	108	107	123	

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

² In Q1 FY23, sales of first-party titles on platforms other than PlayStation® consoles have been reclassified from Others into Other Software, a new category included within Game Software. Sales amounts for Game Software and Others for FY22 have been reclassified to conform to the new categorization.

³ 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.

⁴ From Q2 FY22, Physical Software has been reclassified to include revenue from first and third party game software sold bundled with PlayStation® consoles and PlayStation®VR, part of which was previously included in Hardware. Figures for Hardware and Physical Software for Q1 FY22 have been restated in accordance with this change.

⁵ Digital Software is revenue from full game downloads of both first and third party titles sold via the PlayStation™Store.

⁶ 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.

⁷ Other Software is revenue from sales of first-party titles, including add-on content, on platforms other than PlayStation® consoles.

⁸ Network Services is revenue recognized through the PlayStation™Network of PlayStation®Plus, PlayStation™Now* and advertising revenue. This does not include Game Software revenue.

*PlayStation™Now has been integrated into the new PlayStation®Plus service during Q1 FY22, and no longer exists as an independent service.

⁹ Others primarily includes revenue from peripherals, including PlayStation®VR.

¹⁰ Hardware units are disclosed on a sell-in basis.

¹¹ Software unit sales include PlayStation®4 and PlayStation®5 software, including software bundled with PlayStation® consoles and PlayStation®VR in all regions.

¹² 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.

¹³ The numbers of total units of Full game software and First party titles for Q1 FY22 were previously erroneously disclosed as 47.1 and 6.4, respectively, and have been revised as shown in the above chart.

¹⁴ The number of total units of First party titles for Q2 FY22 was previously erroneously disclosed as 6.7 and has been revised as shown in the above chart.

¹⁵ 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 hardware¹

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 PlayStation®4 and PlayStation®5 first party software titles²

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

* Combined unit sales for both PlayStation®4 and PC

** Combined unit sales of *Ghost of Tsushima* and *Ghost of Tsushima Director's Cut*

■ Previously disclosed numbers of PlayStation®Plus subscribers (as of the end of each quarter)

(Million)	FY22			
	Q1	Q2	Q3	Q4
PlayStation®Plus	47.3	45.4	46.4	47.4

¹ Numbers of sell-through units of PlayStation®5 hardware are estimated by Sony Interactive Entertainment.

² Numbers of sell-through units of PlayStation®4 and PlayStation®5 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Physical	25,598	24,347	31,050	28,409	109,403	24,982	20,844	31,531		
Digital	146,703	166,064	167,038	157,351	637,156	172,639	182,030	195,268		
Download ¹	7,591	14,136	7,891	8,671	38,289	7,752	8,173	8,747		
Streaming ²	139,111	151,930	159,147	148,680	598,868	164,887	173,858	186,520		
Other ³	27,267	33,548	40,960	36,804	138,578	40,152	50,864	59,742		
Recorded Music	199,567	223,960	239,048	222,563	885,138	237,772	253,739	286,541		
Streaming ²	33,425	42,192	41,555	35,586	152,757	41,607	48,434	50,869		
Other	29,632	31,298	32,606	30,372	123,908	33,532	34,291	35,215		
Music Publishing	63,057	73,489	74,161	65,958	276,665	75,139	82,725	86,084		
Gaming ⁴	19,904	39,237	22,632	26,785	108,558	20,450 ⁵	38,726	18,214		
Other	22,825	20,242	24,802	26,585	94,454	22,395 ⁵	24,170	26,812		
Visual Media & Platform	42,729	59,479	47,434	53,370	203,012	42,845	62,896	45,026		
Total	305,353	356,928	360,643	341,891	1,364,815	355,756	399,360	417,651		
(Yen)										
Average USD rates	129.4	138.2	141.7	132.3	135.4	137.0	144.4	147.9		

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.

■ Recorded Music

- Top 10 best-selling recorded music projects¹ for Sony Music Entertainment, for the quarters ended December 31, 2023 and 2022 (In order of revenue contribution)

For the quarter ended December 31, 2023		For the quarter ended December 31, 2022	
Artist	Title	Artist	Title
SZA	<i>SOS</i>	Harry Styles	<i>Harry's House</i>
Travis Scott	<i>UTOPIA</i>	Beyoncé	<i>RENAISSANCE</i>
Rod Wave	<i>Nostalgia</i>	SZA	<i>SOS</i>
Doja Cat	<i>Scarlet</i>	Bruce Springsteen	<i>Only the Strong Survive</i>
blink-182	<i>ONE MORE TIME...</i>	Michael Jackson	<i>Thriller</i>
Mariah Carey	<i>Merry Christmas</i>	Mariah Carey	<i>Merry Christmas</i>
Tate McRae	<i>THINK LATER</i>	Harry Styles	<i>Fine Line</i>
Harry Styles	<i>Harry's House</i>	Future	<i>I NEVER LIKED YOU</i>
Phil Spector	<i>A Christmas Gift For You From Phil Spector</i>	Chris Brown	<i>Indigo</i>
Fuerza Regida	<i>Pa las Baby's Y Belikeada</i>	Steve Lacy	<i>Gemini Rights</i>

- Top 5 best-selling recorded music projects¹ for Sony Music Entertainment (Japan) Inc., for the quarters ended December 31, 2023 and 2022 (In order of revenue contribution)

For the quarter ended December 31, 2023		For the quarter ended December 31, 2022	
Artist	Title	Artist	Title
SixTONES	<i>THE VIBES</i>	SixTONES	<i>Koe</i>
King Gnu	<i>THE GREATEST UNKNOWN</i>	Nogizaka46	<i>Kokoniwanaimono</i>
Nogizaka46	<i>Monopoly</i>	Hinatazaka46	<i>Tsukitohoshigaodoru Mignight</i>
Sakurazaka46	<i>Shoninyokkyu</i>	Kenshi Yonezu	<i>KICK BACK</i>
Hinatazaka46	<i>Myaku Utsu Kanjo</i>	SixTONES	<i>Good Luck! /Futari</i>

- Selected upcoming releases² for Sony Music Entertainment anticipated over the next six months (In alphabetical order)

Artist	
Calvin Harris	Camilo
Central Cee	Enrique Iglesias
Farruko	Fuerza Regida
Future	Judas Priest
Ozuna	Shakira
Tyla	Zara Larsson

■ Music Publishing

- Number of songs in the music publishing catalog owned and administered as of March 31, 2023, 2022 and 2021 (Million songs)

	As of March 31, 2023	As of March 31, 2022	As of March 31, 2021
Total	5.76	5.46	5.03

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. Sony does not believe that these measures are a substitute for the IFRS 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)

	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	2,640	2,439	2,348	2,714	10,141	2,332	2,767	2,473		
Operating income (loss)	394	202	179	119	894	115	204	281		
Adjusted OIBDA	477	294	270	211	1,252	206	293	368		

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

	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	953	898	799	787	3,437	908	895	880		
Theatrical	116	206	106	117	545	346	273	65		
Home Entertainment	282	140	145	128	695	122	173	193		
Television	151	187	154	188	680	143	162	214		
Streaming Services	351	320	338	291	1,300	227	224	370		
Others	53	45	56	63	217	70	63	38		
Television Productions	1,076	824	880	1,202	3,982	762	1,200	883		
Media Networks	610	704	665	711	2,690	661	656	702		
Intersegment	1	13	4	14	32	1	16	8		
Total	2,640	2,439	2,348	2,714	10,141	2,332	2,767	2,473		

- Content Assets¹ breakdown in U.S. dollars (Million USD)

	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	1,665	1,684	1,850	1,825	1,825	1,968	1,897	1,863		
Television Productions	1,912	2,250	2,441	2,314	2,314	2,320	1,797	1,582		
Media Networks	946	1,000	1,052	1,037	1,037	996	1,031	1,021		
Total	4,523	4,934	5,343	5,176	5,176	5,284	4,725	4,466		

¹ 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 Office¹ for films released in North America during the quarter ended December 31, 2023² (Million USD)

Title	Label	Release Date (Days in Release) ³		North America Box Office	International Box Office	Total
<i>Journey to Bethlehem</i>	Affirm Films	11/10/2023	(52)	\$7 ⁴	\$1 ⁴	\$8
<i>Thanksgiving</i>	Tristar Pictures	11/17/2023	(45)	\$32 ⁴	\$13 ⁵	\$45
<i>Napoleon</i>	Columbia Pictures	11/22/2023	(40)	\$61 ⁴	\$147 ⁴	\$208
<i>Anyone But You</i>	Columbia Pictures	12/22/2023	(10)	\$25 ⁴	\$6 ⁴	\$31

- Motion Pictures Box Office¹ for films released in North America during the quarter ended December 31, 2022⁷ (Million USD)

Title	Label	Release Date (Days in Release) ³		North America Box Office	International Box Office	Total
<i>Lyle, Lyle, Crocodile</i>	Columbia Pictures	10/7/2022	(86)	\$47 ⁴	\$49 ⁴	\$96
<i>Devotion</i>	Columbia Pictures	11/23/2022	(39)	\$20 ⁴	No Rights	\$20
<i>Roald Dahl's Matilda The Musical</i>	TriStar Pictures	11/25/2022	(37)	No Rights	\$25 ⁵	\$25
<i>Whitney Houston: I Wanna Dance With Somebody</i>	TriStar Pictures	12/23/2022	(9)	\$13 ⁴	\$12 ⁴	\$25
<i>A Man Called Otto</i>	Columbia Pictures	12/30/2022	(2)	\$0 ⁶	\$2 ⁴	\$2

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 December 31, 2023.

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 Exclusive release as of the last day of the reporting quarter end.

⁷ Data as of December 31, 2022.

- Selected films to be released in the U.S. during the twelve months ending December 31, 2024 (Release dates and titles subject to change) Total: 14 titles

Title	Talent	Expected Release Date	Label
<i>The Book of Clarence</i>	LaKeith Stanfield, Omar Sy, Anna Diop, RJ Cyler, David Oyelowo, Micheal Ward, Alfre Woodard, Teyana Taylor, Caleb McLaughlin, Eric Kofi Abrefa, Marianne Jean-Baptiste, with James McAvoy and Benedict Cumberbatch	1/12/2024	Tristar Pictures
<i>Madame Web</i>	Dakota Johnson, Sydney Sweeney, Isabela Merced, Celeste O'Connor, Tahar Rahim, Mike Epps, Emma Roberts, Adam Scott	2/14/2024	Columbia Pictures
<i>Ghostbusters: Frozen Empire</i>	Paul Rudd, Carrie Coon, Finn Wolfhard, Mckenna Grace, Kumail Nanjiani, Patton Oswalt, Celeste O'Connor, Logan Kim, Dan Aykroyd, Ernie Hudson, Annie Potts	3/22/2024	Columbia Pictures
<i>Tarot</i>	Harriet Slater, Adain Bradley, Avantika, Wolfgang Novogratz, Humberly González, Larsen Thompson and Jacob Batalon	5/10/2024	Screen Gems
<i>The Garfield Movie</i>	Chris Pratt, Samuel L. Jackson, Hannah Waddingham, Ving Rhames, Nicholas Hoult, Cecily Strong, Harvey Guillén, Brett Goldstein, Bowen Yang	5/24/2024	Columbia Pictures
<i>Untitled Bad Boys Sequel</i>	Will Smith, Martin Lawrence, Vanessa Hudgens, Alexander Ludwig, Paola Núñez, Jacob Scipio, Eric Dane, Ioan Gruffudd	6/14/2024	Columbia Pictures
<i>Colleen Hoover's It Ends with Us</i>	Blake Lively, Justin Baldoni, Brandon Sklenar, Jenny Slate, Hasan Minhaj, Amy Morton	6/21/2024	Columbia Pictures
<i>Untitled Scarlett Johansson/Channing Tatum Film</i>	Scarlett Johansson, Channing Tatum, Jim Rash, Ray Romano, Anna Garcia, Donald Elise Watkins, Noah Robbins, Colin Woodell, Nick Dillenburger and Christian Zuber and Woody Harrelson	7/12/2024	Columbia Pictures
<i>Harold and the Purple Crayon</i>	Zachary Levi, Lil Rel Howery, Jemaine Clement, Tanya Reynolds, with Alfred Molina and Zooey Deschanel	8/2/2024	Columbia Pictures
<i>The Forge</i>	Priscilla Shirer, Cameron Arnett, Karen Abercrombie, Aspen Kennedy.	8/23/2024	Affirm Films
<i>Kraven the Hunter</i>	Aaron Taylor-Johnson, Ariana DeBose, Fred Hechinger, Alessandro Nivola, Christopher Abbott and Russell Crowe	8/30/2024	Columbia Pictures
<i>Wolfs</i>	George Clooney, Brad Pitt, Amy Ryan	9/20/2024	Columbia Pictures
<i>Untitled Venom Sequel</i>	Tom Hardy	11/8/2024	Columbia Pictures
<i>Karate Kid</i>	Jackie Chan, Ralph Macchio	12/13/2024	Columbia Pictures

- Selected films to be released in the U.S. from January 1, 2025, onward (Release dates and titles subject to change) Total: 2 titles

Title	Expected Release Date	Label
<i>Paddington in Peru</i>	1/17/2025	Columbia Pictures
<i>Untitled Sony/Marvel Live Action</i>	6/27/2025	Columbia Pictures

■ Television Productions

- Selected Television Series with an original broadcast on a U.S. linear network¹ during the quarters ended December 31, 2023 and 2022²

For the quarter ended December 31, 2023			For the quarter ended December 31, 2022		
Series	Season	Network	Series	Season	Network
<i>The \$100,000 Pyramid</i>	7	ABC	<i>The \$100,000 Pyramid</i>	6	ABC
<i>Celebrity Jeopardy!</i>	2	ABC	<i>Celebrity Jeopardy!</i>	1	ABC
<i>Celebrity Wheel of Fortune</i>	4	ABC	<i>Celebrity Wheel of Fortune</i>	3	ABC
<i>Raid the Cage</i>	1	CBS	<i>The Goldbergs</i>	10	ABC
<i>Shark Tank</i>	15	ABC	<i>The Good Doctor</i>	6	ABC
<i>The Young and the Restless</i>	50/51	CBS	<i>Shark Tank</i>	14	ABC
<i>Jeopardy!</i>	40	First Run Syndication ³	<i>S.W.A.T.</i>	6	CBS
<i>Wheel of Fortune</i>	41	First Run Syndication ³	<i>The Young and the Restless</i>	50	CBS
			<i>Jeopardy!</i>	39	First Run Syndication ³
			<i>Wheel of Fortune</i>	40	First Run Syndication ³

- Selected Television Series with an original broadcast on a U.S. digital platform⁴ during the quarters ended December 31, 2023 and 2022²

For the quarter ended December 31, 2023			For the quarter ended December 31, 2022		
Series	Season	Network	Series	Season	Network
<i>The Crown</i>	6	Netflix	<i>The Crown</i>	5	Netflix
<i>Days of Our Lives</i>	59	Peacock	<i>Days of Our Lives</i>	58	Peacock
<i>Everything Now</i>	1	Netflix	<i>Panhandle</i>	1	Spectrum
<i>For All Mankind</i>	4	Apple	<i>Three Pines</i>	1	Amazon
<i>Gen V</i>	1	Amazon	<i>Dale Dale Dale</i>	1	Netflix
<i>Goosebumps</i>	1	Disney			
<i>My Life with the Walter Boys</i>	1	Netflix			
<i>The Artful Dodger</i>	1	Hulu			
<i>Obliterated</i>	1	Netflix			
<i>The Wheel of Time</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 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.

■ Media Networks

- Television and Digital Channels as of December 31, 2023 and 2022

As of December 31, 2023			As of December 31, 2022	
Television and Digital Channels ¹	Number of Subscribers ² (mil)	Number of Channels	Number of Subscribers ² (mil.)	Number of Channels
<i>Europe, Middle East and Africa:</i>	23.5	4	29.3	6
<i>Latin America:</i>	98.6	3	97.0	3
<i>Asia and Australia:</i>	457.3	29	495.8	29
<i>for India Channels:</i>	443.1	27	481.0	27
<i>North America³:</i>	168.6	4	105.7	4

- Number of Channels and Subscribers (Total)

	As of December 31, 2023	As of December 31, 2022
Number of Channels (Total)	40	42
Number of Subscribers ² (Total) (mil.)	748	727.8

¹ Individual channels may have more than one feed; total channel feeds were 83 as of December 31, 2023.

² Subscriber numbers are SPE estimates and inclusive of non consolidated linear channels subscribers; SPE does not disclose the number of subscribers for SVOD services.

³ The merger of Pure Flix and Great American Media successfully completed in June 2023, with SPE holding 49.9% equity share in the combined business. The Joint Venture includes two linear channels; Great American Family, and Great American Living.

Entertainment, Technology & Services Segment Supplemental Information

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

(Millions of yen)	FY22
Profit Axis Business ¹	2,125,075
Growth Axis Business ²	350,950
<u>Segment Total Sales</u>	<u>2,476,025</u>

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)	FY22 ¹					FY23						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	November FCT	February FCT
Image Sensors	218,580	368,752	375,225	293,727	1,256,284	260,709	375,843	461,480			1,420,000	1,430,000
Other	19,262	29,614	41,926	55,101	145,903	32,031	30,473	43,678			170,000	160,000
Segment Total Sales	237,842	398,366	417,151	348,828	1,402,187	292,740	406,316	505,158			1,590,000	1,590,000

■ Image sensor sales breakdown

(Millions of yen)	FY22
Mobile application	1,030,400
Other applications	225,884
Image Sensors Total	1,256,284

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

(Billions of yen)	FY22	FY23	
		Nov FCT	Feb FCT
Segment total	381.1	360.0	370.0
for Image Sensors	355.9	330.0	330.0

■ Image sensor production capacity and wafer input for the master process (photo diode etc.)²

(Thousands of slices)	FY22 ³				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 Feb. FCT
Production capacity	127	127	136	136	133	133	154	154
Wafer input	127	125	136	119	121	118	138	141

¹ As of April 1, 2022, a part of IoT solutions business which was previously included in the "Other" category was transferred to the "Image Sensors" category.

² 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.

³ From Q1 FY23, the calculation methodology for image sensor production capacity and wafer input for the master process has been changed. The previously disclosed figures for FY22 have been updated to reflect the change in calculation methodology.

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. 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)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sony Life	167,520	126,143	(30,687)	417,783	680,759	622,281	42,781	249,008		
Sony Assurance	34,005	35,143	35,472	34,897	139,517	35,384	36,222	36,625		
Sony Bank	12,781	15,304	18,266	16,241	62,592	21,234	22,491	23,308		

■ Sony Life (stand-alone basis)

- Revenue breakdown and Operating Income

(Millions of yen)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Insurance revenue	102,782	103,826	104,588	109,755	420,951	108,682	108,780	111,362		
Insurance service expenses	59,860	69,727	62,481	68,997	261,065	65,971	60,809	64,952		
Insurance service result	42,923	34,099	42,107	40,758	159,886	42,711	47,970	46,410		
Investment income (net)	64,346	21,923	(135,907)	306,106	256,468	511,663	(67,892)	135,773		
Investment income (GA ²)	127,441	74,509	(133,267)	145,684	214,368	107,482	(21,345)	(34,077)		
Interest income	47,190	49,261	49,929	48,141	194,521	44,492	45,633	45,637		
Others	80,251	25,248	(183,196)	97,543	19,847	62,991	(66,978)	(79,713)		
Investment income (SA ³)	(63,095)	(52,586)	(2,641)	160,422	42,101	404,181	(46,548)	169,850		
Insurance finance expenses (income)	(38,301)	(10,763)	(148,789)	282,795	84,942	489,232	(51,146)	89,632		
Changes in insurance liabilities	(206,190)	(123,875)	(82,411)	236,149	(176,328)	340,011	(135,978)	117,924		
Interest expenses	42,510	43,364	43,902	43,876	173,651	44,256	45,171	46,134		
Others	125,380	69,749	(110,280)	2,770	87,619	104,965	39,661	(74,426)		
Investment result	102,647	32,686	12,882	23,312	171,526	22,431	(16,747)	46,141		
Operating expenses ⁴	9,724	10,618	9,683	12,193	42,219	10,964	11,051	11,247		
Others	2,369	4,377	5,731	6,783	19,260	8,208	10,342	9,604		
Other result ⁵	(12,093)	(14,995)	(15,414)	(18,976)	(61,478)	(19,172)	(21,392)	(20,850)		
Operating Income	133,476	51,789	39,574	45,094	269,934	45,970	9,831	71,701		

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 Overhead expenses that are not directly attributable to fulfilling insurance contracts.

⁵ 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)	FY22				FY23					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Policy amount in force ¹ as of the end of each quarter	58,918	59,858	60,134	61,106	62,645	63,882	64,688			
	FY22				FY23					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
New policy amount ²	1,707	1,687	2,587	2,402	8,384	2,229	2,508	2,558		

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

(Billions of yen)	FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Opening CSM balance	1,948	2,010	2,032	2,025	1,948	2,035	2,071	2,089		
New business CSM ³	57	62	88	85	292	74	90	94		
CSM release	(38)	(38)	(37)	(38)	(151)	(38)	(38)	(38)		
Other	42	(1)	(58)	(37)	(55)	1	(34)	(21)		
FX impact	31	22	(14)	(3)	37	16	8	(6)		
Interest accretion	8	8	8	8	33	8	8	8		
Impact of assumption changes, etc	3	(31)	(53)	(43)	(124)	(23)	(51)	(23)		
Closing CSM balance	2,010	2,032	2,025	2,035	2,035	2,071	2,089	2,123		

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

(Billions of yen)	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Comprehensive Equity	2,362	2,339	2,367	2,428	2,364	2,258	2,400	
Shareholders' Equity	915	875	909	963	873	754	872	
CSM after tax	1,447	1,464	1,459	1,465	1,491	1,504	1,528	

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

	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Lifeplanner® Sales Specialists	5,296	5,352	5,291	5,402	5,393	5,413	5,384	

Key indicators affecting the reevaluation of insurance contract liabilities

	FY22				FY23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Risk-free rate (JPY 30 years)	1.21%	1.39%	1.58%	1.27%	1.26%	1.65%	1.66%	
Risk-free rate (JPY 40 years)	1.29%	1.50%	1.74%	1.39%	1.40%	1.78%	1.79%	
Stock Index (Nikkei 225)	26,393.04	25,937.21	26,094.50	28,041.48	33,189.04	31,857.62	33,464.17	
Stock Index (U.S. S&P)	3,785.38	3,585.62	3,839.50	4,109.31	4,450.38	4,288.05	4,769.83	
Foreign exchange rate (USD/ JPY)	136.68	144.81	132.70	133.53	144.99	149.58	141.83	

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).

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 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, 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.