

SONY

FY2002

Consolidated Results

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FY2002 Consolidated Results

(bln yen)	FY2001	FY2002	YoY Change	YoY Change (LC basis*)
Sales & operating revenue	7,578.3	7,473.6	-1.4%	-1.6%
Operating income	134.6	185.4	+50.8 bln yen	-6.7 bln yen
Income before income taxes	92.8	247.6	+154.8 bln yen	
Net income	15.3	115.5	+100.2 bln yen	

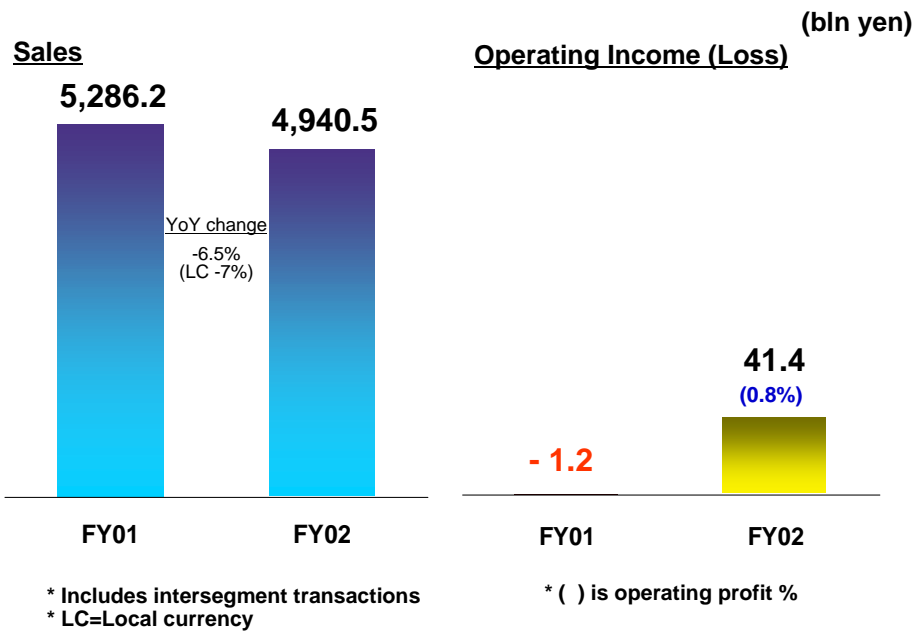
*Calculation based on the assumption of no change in currency exchange rates of yen to foreign currency denominations (Local Currency Basis)

Total Impact of Currency Exchange in FY2002

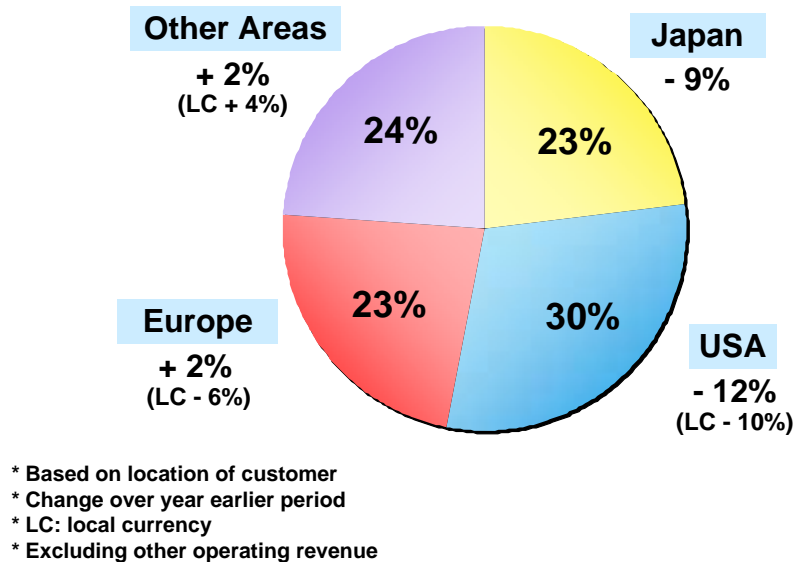
Sales and operating revenue: approx +19.3 bln yen
 Operating income: approx +57.5 bln yen

Average rate	FY2001	FY2002
1 \$	124 yen	121 yen
1 Euro	109 yen	120 yen

Electronics FY2002

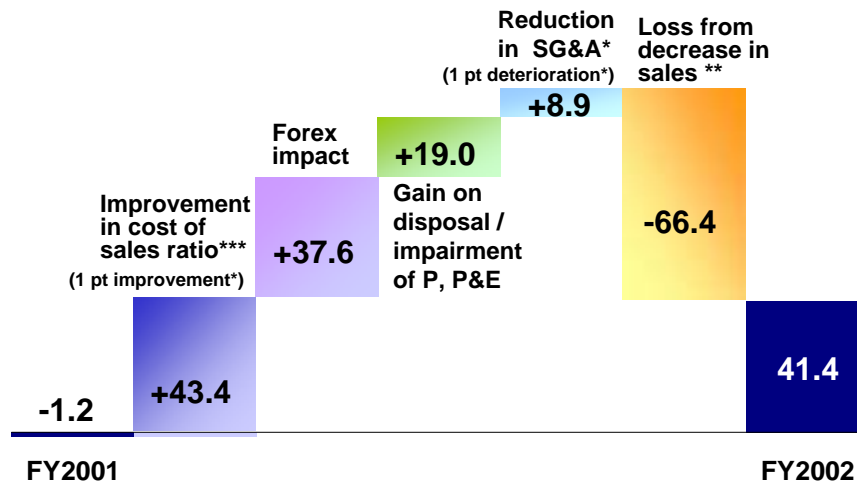


Electronics Sales by Area FY2002



Electronics: Operating Profit Breakdown FY2002

(bln yen)

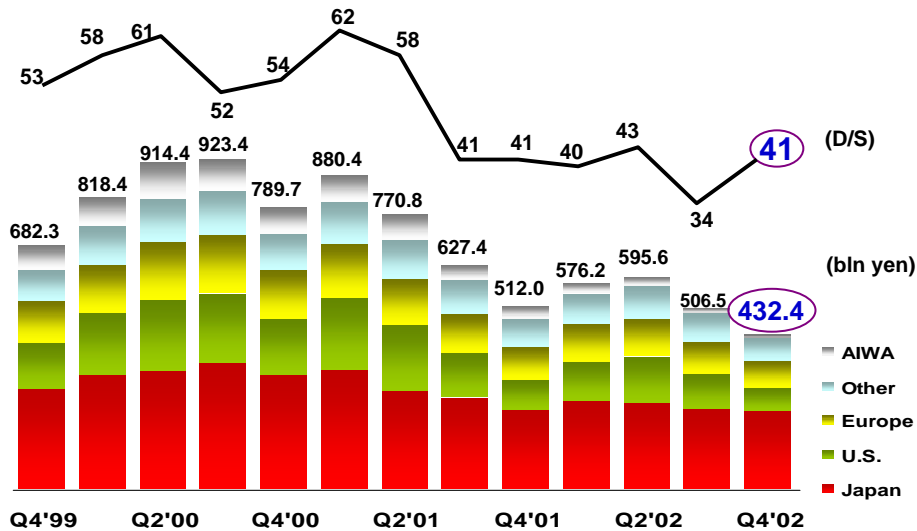


•Revenue basis compared to last fiscal year

** Decrease in sales = (change in sales) X (year earlier period's gross margin)

*** Improvement in cost of sales ratio = (point improvement in cost of sales ratio) X (year earlier period's sales)

Electronics Inventory Levels by Area



* Line graph: Days supply (average inventory in quarter divided by average daily sales in quarter)

* Bar chart: Inventory levels (bln yen)

* Inventory figures between Q4'99 to Q4'01 have been restated to reflect business segment changes

* Days supply have been restated only for the period between Q1'01 to Q4'01

Game FY2002

(bln yen)

Sales

1,003.7
955.0

YoY change
-4.9%
(LC -7%)

FY01

FY02

* Includes intersegment transactions
* LC=Local currency

Operating Income

82.9
112.7
(11.8%)

YoY change
+35.9%
(LC +12%)

FY01

FY02

* () is operating profit %

PlayStation H/W,S/W Production Shipments

PS2 Hardware (mln units)

	FY01	FY02	Change
Total	18.07	22.52	+25%
Japan	4.90	3.05	-38%
N. America	7.58	11.62	+53%
Europe	5.59	7.85	+40%

PS2 Software (mln units)

	FY01	FY02	Change
Total	121.8	189.9	+56%
Japan	30.2	37.6	+25%
N. America	56.1	92.1	+64%
Europe	35.5	60.2	+70%

PS/PSone Hardware (mln units)

	FY01	FY02	Change
Total	7.40	6.78	-8%
Japan	0.74	0.89	+20%
N. America	2.86	3.22	+13%
Europe	3.80	2.67	-30%

PS/PSone Software (mln units)

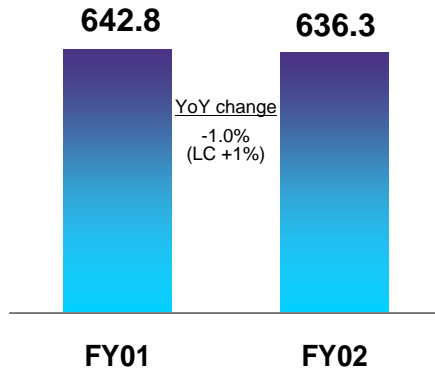
	FY01	FY02	Change
Total	91.0	61.0	-33%
Japan	18.0	9.0	-50%
N. America	35.0	30.0	-14%
Europe	38.0	22.0	-42%

* Production shipment units of hardware and software are counted upon shipment of the products from manufacturing bases. Sales of such products are recognized when the products are delivered to customers.

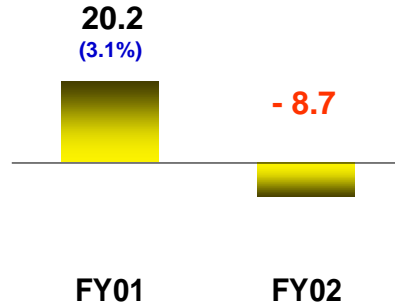
Music FY2002

(bln yen)

Sales



Operating Income (Loss)



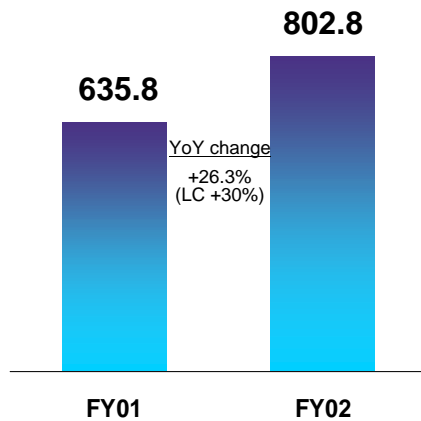
* Includes intersegment transactions
* LC=Local currency

* () is operating profit %

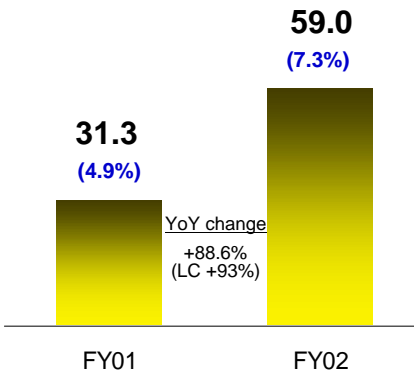
Pictures FY2002

(bln yen)

Sales



Operating Income



* Includes intersegment transactions
* LC=Local currency

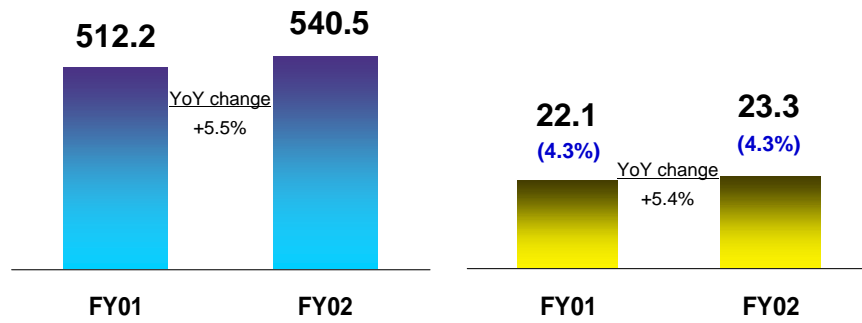
* () is operating profit %

Financial Services FY2002

(bIn yen)

Financial Services Revenue

Operating Income



* Includes intersegment transactions

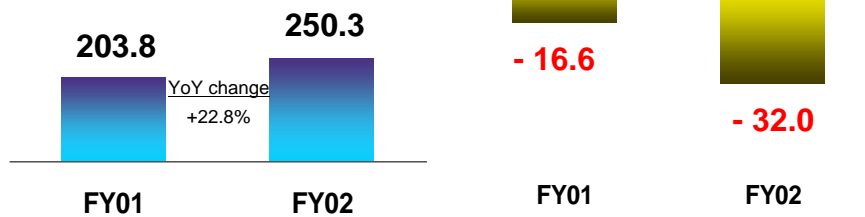
* () is operating profit %

Other FY2002

(bIn yen)

Sales

Operating Loss



* Includes intersegment transactions

* () is operating profit %

Sony Ericsson Mobile Communications



US GAAP, Mil. Euro



	Apr 2002- Mar 2003	Jan – Mar 2003	YoY Change
Net sales	3,860	805	- 28%
Losses before tax	- 404	- 113	- 113 Mil. Euro
Net losses	- 348	- 104	- 107 Mil. Euro
Number of units shipped (Million units)	22.5	5.4	- 0.4 Mil. units

*Figures for the previous year are not available.

*SEMC is counted as an affiliated company accounted at equity method for Sony and 50% of its net income (loss) will be recorded in net income of Sony's consolidated statements of income.

FY2003 Forecast

(bln yen)

As of April 24, 2003	FY02	FY03E	YoY change
Sales & operating revenue	7,473.6	7,400.0	- 1%
Operating income	185.4	130.0	- 30%
Income before income taxes	247.6	130.0	- 48%
Net income	115.5	50.0	- 57%
Capex	261.2	310.0	+ 19%
Depreciation & Amortization *	351.9	390.0	+ 11%
(of that, dep. for tangible assets)	279.5	270.0	- 3%

Foreign Exchange Rates

Actual

Forecast
Assumption

1US\$

121yen

115yen

1Euro

120yen

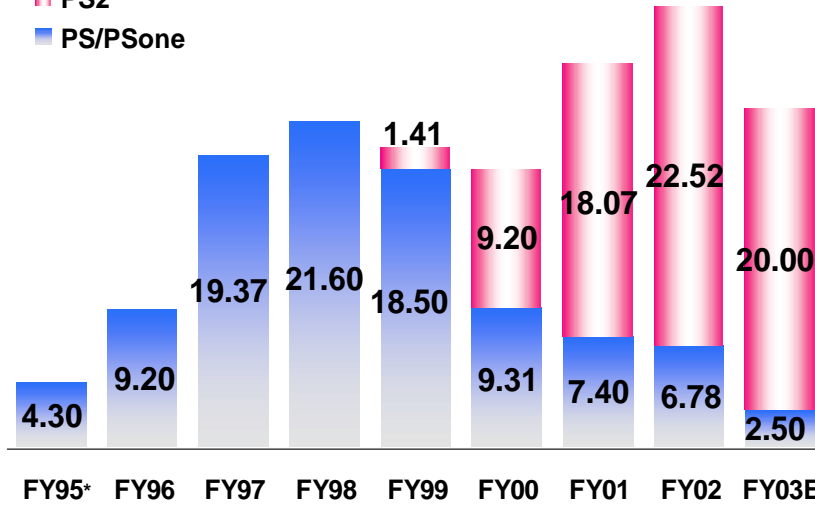
125yen

*Including amortization expenses for intangible assets and for deferred insurance acquisition costs

PlayStation H/W Production Shipments & Forecast

(mln units)

■ PS2
■ PS/PSone

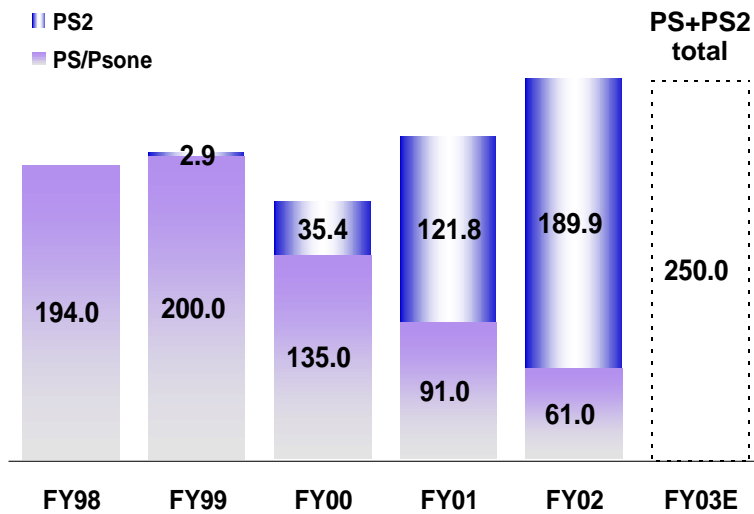


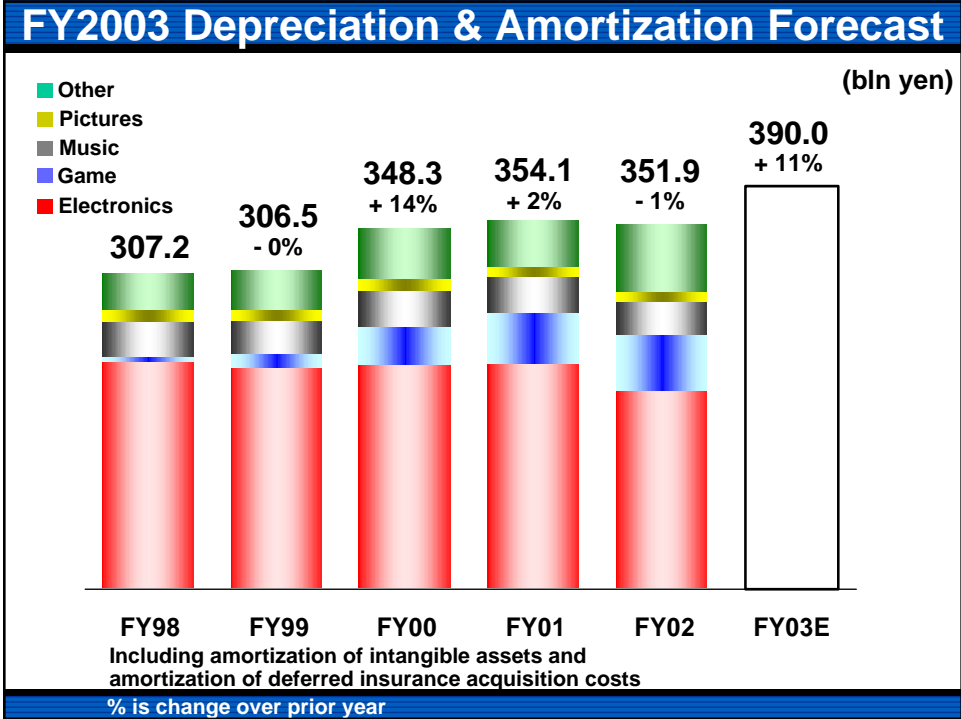
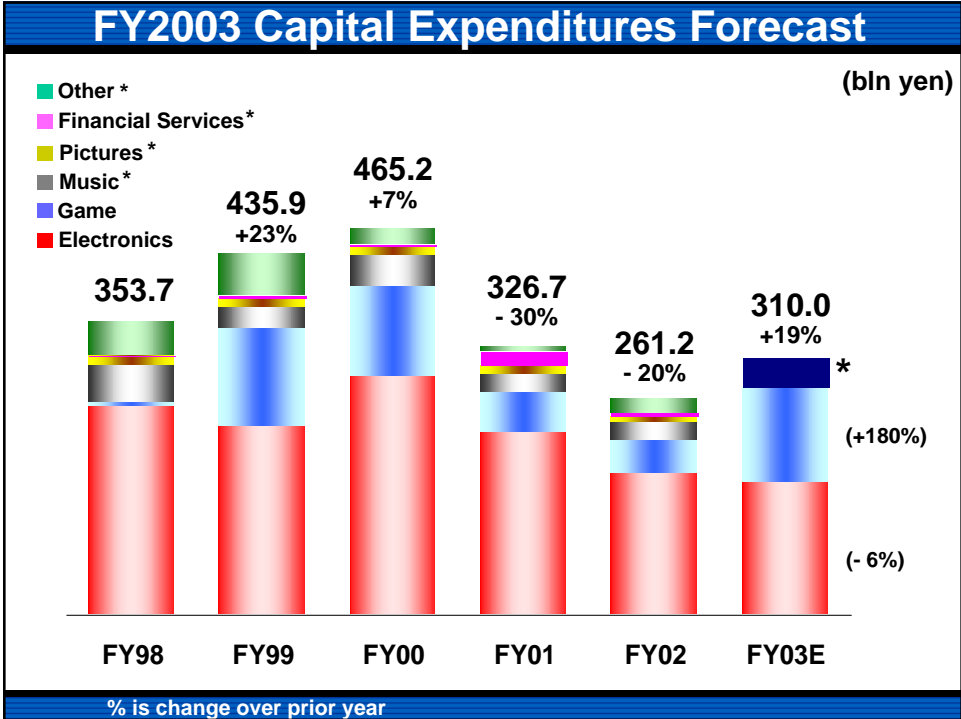
*Cumulative between Dec '94 to Mar '96

PlayStation Software Shipments & Forecast

(mln units)

■ PS2
■ PS/PSone





Exchange Rates Trends (Yen)

FY2002	Q1	Q2	Q3	Q4	FY
US\$					
average market rate	126	118	122	118	121
*weighted average market rate	126	118	122	118	121
fwd. contract rate	128	121	121	121	122
Euro					
average market rate	115	116	118	126	120
*weighted average market rate	115	116	121	126	119
fwd. contract rate	115	117	120	125	119
FY2001					
US\$					
average market rate	122	121	123	132	124
*weighted average market rate	122	121	122	131	123
fwd. contract rate	119	121	119	117	119
Euro					
average market rate	106	107	109	115	109
*weighted average market rate	106	107	109	115	108
fwd. contract rate	107	107	107	108	107

*The above rates are the weighted average rates based upon the net export amounts of each month

Sony Main Products Shipment Sales Data

Sales Volume

(million units)

	FY99	FY00	FY01	FY02	<i>FY02 January Forecast</i>	FY03E
Camcorder	4.70	5.50	5.40	5.75	5.90	6.30
Digital Still Camera	1.40	2.60	3.40	5.60	5.60	8.00
DVD Player	1.90	4.00	5.00	7.00	7.00	8.00
Television	11.20	11.30	10.00	10.05	10.25	10.65
VAIO*	1.40	2.50	3.50	3.10	3.10	3.10
Desktop	0.40	0.80	1.40	1.20	1.20	1.20
Notebook	1.00	1.70	2.10	1.90	1.90	1.90
Non-Japan	N/A	1.10	1.80	1.80	1.80	2.00
Japan	N/A	0.14	1.70	1.30	1.30	1.10

* Includes shipment sales units

The image features the Sony logo, the word "SONY", centered within a white rectangular area. This area is framed by a thick blue border at the top and bottom, and a thin black border on the left and right sides. The text is in a bold, black, sans-serif font.

SONY