

Electronics Performance by Product Category (Unaudited)

(Billions of yen, millions of U.S. dollars)

<u>Sales and operating revenue</u>	Year ended March 31			
	2003	2004	Change	2004
Audio				
Customers	¥ 682.5	¥ 623.6	-8.6%	\$ 5,996
Intercategory and intersegment	4.4	6.2		59
Total	686.9	629.8	-8.3	6,055
Video				
Customers	851.1	948.1	+11.4	9,116
Intercategory and intersegment	8.4	6.9		67
Total	859.5	955.0	+11.1	9,183
Televisions				
Customers	950.2	917.2	-3.5	8,819
Intercategory and intersegment	8.7	3.7		36
Total	958.9	920.9	-4.0	8,855
Information and Communications				
Customers	836.7	834.8	-0.2	8,027
Intercategory and intersegment	13.0	7.2		70
Total	849.7	842.0	-0.9	8,097
Semiconductors				
Customers	204.7	253.2	+23.7	2,435
Intercategory and intersegment	171.3	237.2		2,280
Total	376.0	490.4	+30.4	4,715
Components				
Customers	527.8	623.8	+18.2	5,998
Intercategory and intersegment	156.1	156.4		1,504
Total	683.9	780.2	+14.1	7,502
Other				
Customers	490.4	557.7	+13.7	5,363
Intercategory and intersegment	475.2	192.3		1,849
Total	965.6	750.0	-22.3	7,212
Elimination (intercategory)	(440.0)	(470.9)		(4,529)
Total	¥ 4,940.5	¥ 4,897.4	-0.9%	\$ 47,090
 <u>Operating income (loss)</u>	 2003	 2004	 Change	 2004
Audio	¥ 45.4	¥ 41.9	-7.8%	\$ 403
Video	93.0	87.2	-6.3	838
Televisions	64.1	32.4	-49.4	312
Information and Communications	(11.6)	0.9	—	9
Semiconductors	6.3	19.8	+213.1	190
Components	37.9	41.8	+10.3	402
Other	(37.6)	(24.4)	—	(235)
Sub Total	197.5	199.6	+1.0	1,919
Unallocated corporate expenses and elimination (intercategory)	(83.6)	(91.6)	—	(880)
Restructuring expenses	(72.5)	(143.3)	—	(1,378)
Total	¥ 41.4	¥ (35.3)	—	\$ (339)

Notes:

- The above table is a breakdown of Electronics sales and operating revenue and operating income (loss) in Sony's business segment information. The Electronics segment is managed as a single operating segment by Sony's management. However, Sony believes that the information in this table is useful to investors in understanding the product categories in this business segment. In addition, commencing with the first quarter ended June 30, 2003, Sony has partly realigned its product category configuration in the Electronics segment. Accordingly, results of the previous year have been reclassified. The primary changes are as follows:

Main Product	Previous Product Category	—	New Product Category
Set-top box	"Televisions"	—	"Video"
Computer display	"Information and Communications"	—	"Televisions"
LCD television	"Information and Communications"	—	"Televisions"
CRT	"Components"	—	"Televisions"

- Another change is that, commencing with the third quarter ended December 31, 2003, a part of the research and development apparatus which was included in "Unallocated corporate expenses" was moved to "Semiconductors" and another category. Accordingly, results of the previous year have been restated.
- From the third quarter ended December 31, 2003, Sony is disclosing, as a separate item, the "Restructuring expenses" that was previously included in the product categories or in "Unallocated corporate expenses". Accordingly, results of the previous year have been restated.
- "Other" intercategory and intersegment amounts primarily include transactions with the Game segment.
- Except for Sales and operating revenue in each product category with respect to customers, the above amounts are not measures conforming with U.S. GAAP. Operating income and loss figures by product category reflect allocations of expenses, including the realized gain or loss from foreign exchange contracts, of the Electronics business which Sony believes are reasonable in showing operating results but are not in accordance with U.S. GAAP.

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<u>Sales and operating revenue</u>	Three months ended March 31			
	2003	2004	Change	2004
Audio				
Customers	¥ 133.6	¥ 121.5	-9.1%	\$ 1,168
Intercategory and intersegment	0.8	1.1		11
Total	134.4	122.6	-8.8	1,179
Video				
Customers	153.2	197.5	+28.9	1,899
Intercategory and intersegment	1.3	2.5		24
Total	154.5	200.0	+29.5	1,923
Televisions				
Customers	203.0	213.8	+5.3	2,056
Intercategory and intersegment	1.3	0.0		0
Total	204.3	213.8	+4.6	2,056
Information and Communications				
Customers	214.8	208.8	-2.8	2,008
Intercategory and intersegment	3.5	2.1		20
Total	218.3	210.9	-3.4	2,028
Semiconductors				
Customers	52.5	66.2	+26.1	636
Intercategory and intersegment	29.1	49.6		478
Total	81.6	115.8	+41.9	1,114
Components				
Customers	131.1	159.5	+21.6	1,533
Intercategory and intersegment	31.2	27.1		261
Total	162.3	186.6	+14.9	1,794
Other				
Customers	107.5	137.2	+27.7	1,319
Intercategory and intersegment	46.6	24.5		236
Total	154.1	161.7	+5.0	1,555
Elimination (intercategory)	(84.2)	(99.2)		(955)
Total	¥ 1,025.3	¥ 1,112.2	+8.5%	\$ 10,694
<u>Operating income (loss)</u>	2003	2004	Change	2004
Audio	¥ (12.5)	¥ (3.1)	—	\$ (30)
Video	(14.5)	2.8	—	27
Televisions	5.6	3.2	-42.8%	31
Information and Communications	(3.8)	0.6	—	6
Semiconductors	(5.8)	1.6	—	16
Components	(1.0)	(2.5)	—	(24)
Other	(15.2)	(15.7)	—	(151)
Sub Total	(47.2)	(13.1)	—	(125)
Unallocated corporate expenses and elimination (intercategory)	(36.0)	(33.4)	—	(321)
Restructuring expenses	(32.9)	(86.9)	—	(836)
Total	¥ (116.1)	¥ (133.4)	—	\$ (1,282)

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