# Q1 FY2010 Consolidated Results (Three months ended June 30, 2010) Sony Corporation Investor Relations

- Operating income of 67.0 billion yen was recorded, a significant improvement over the loss recorded in the same quarter of the previous fiscal year.
- The Consumer, Professional & Devices and Networked Products & Services segments contributed significantly to the improved operating results.
- Net income attributable to Sony Corporation's stockholders of 25.7 billion yen was recorded for the current quarter, compared to a net loss in the same quarter of the previous fiscal year.
- Forecasted operating income for the fiscal year has been revised upward, even though further appreciation of the yen against the euro is expected for the remainder of the fiscal year.

### **Q1 FY10 Consolidated Results**

(bln yen)

	Q1 FY09	Q1 FY10	Change	Change (LC*)
Sales & operating revenue	1,599.9	1,661.0	+ 3.8%	+ 8%
<ul> <li>Operating income</li> </ul>	- 25.7	67.0	-	-
Income before income taxes	- 32.9	78.9	-	
Net income attributable to Sony Corporation's stockholders	- 37.1	25.7	-	
Net income attributable to Sony Corporation's stockholders per share of common stock (diluted)	- 36.96 yen	25.61 yen	-	
→ Operating income	- 25.7	67.0	-	-
Less: Equity in net income of affiliates	- 15.1	6.7	-	
Add: Restructuring charges	33.9	7.2	- 78.9%	
Operating income, as adjusted	23.3	67.5	+ 189.8%	

In addition to operating income, Sony's management also evaluates Sony's performance using non-U.S. GAAP adjusted operating income. Operating income, as adjusted, which excludes equity in net income of affiliated companies and restructuring charges, is not a presentation in accordance with U.S. GAAP, and is presented to enhance investors' understanding of Sony's operating income by providing an alternative measure that may be useful to understand Sony's historical and prospective operating performance.

Foreign Exchange Impact		Average Rate	Q1 FY09	Q1 FY10
Sales & operating revenue:	approx 73.5 bln yen	1 dollar	96.3 yen	91.0 yen
Operating income:	approx 13.8 bln yen	1 euro	131.1 yen	115.5 yen
		Other currencies	same level	as Q1 FY09

<sup>\*</sup> Local currency (LC) basis: change that would have occurred with no year-on-year change in exchange rates

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### **Segment Realignment**

### **FY10** FY09 Televisions Digital Imaging Consumer. Audio and Video Consumer Products & Professional Devices Semiconductors & Devices (CPD) Components **Professional Solutions** Networked Products & Services Game **Networked Products** PC and Other Networked B2B & Disc & Services (NPS) Businesses Manufacturing **Pictures** Pictures Music Music Financial Services **Financial Services** Sony Ericsson Sony Ericsson (Equity in net income) (Equity in net income) All Other All Other

### **Details**

- The name of the Consumer Products & Devices segment has been changed to the Consumer, Professional & Devices segment
- The B2B business, which was contained in the B2B & Disc Manufacturing segment, and which includes broadcast- and professional-use products, has been included in the Consumer, Professional & Devices segment as Professional Solutions
- The Blu-ray disc, DVD and CD disc manufacturing business, which was contained in the B2B & Disc Manufacturing segment, has been included in All Other
- Sony realigned its reportable segments effective from the first quarter of the fiscal year ending March 31, 2011 to reflect the Company's modification to the organizational structure as of April 1, 2010

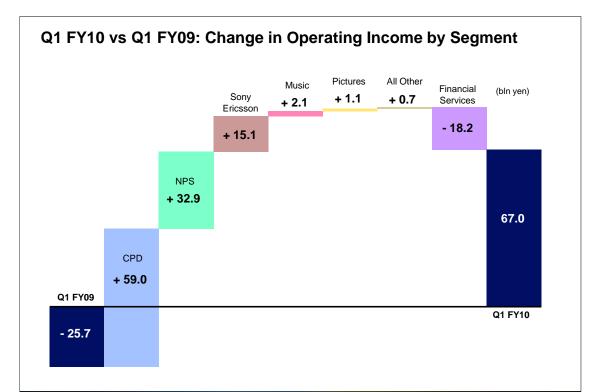
## Q1 FY10 Results by Segment

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		Q1 FY09	Q1 FY10	Change	Change (LC*)	FX Impact**
CPD	Sales	831.2	889.5	+ 7.0 %	+ 12 %	- 42.3 bln yen
	Operating income	- 8.9	50.1	+ 59.0 bln yen	+ 66.7 bln yen	- 7.7
NPS	Sales	246.1	325.9	+ 32.4 %	+ 41 %	- 20.4
	Operating income	- 36.7	- 3.8	+ 32.9 bln yen	+ 40.7 bln yen	- 7.8
Pictures	Sales	170.0	132.1	- 22.3 %	- 18 %	
	Operating income	1.8	2.9	+ 1.1 bln yen		
Music	Sales	108.8	110.3	+ 1.3 %	+ 5 %	
	Operating income	5.4	7.5	+ 2.1 bln yen		
Financial Services	Revenue	227.6	169.0	- 25.7 %		
	Operating income	48.2	30.0	- 18.2 bln yen		
Sony Ericsson***	Equity in net income	- 14.5	0.6	+ 15.1 bln yen		
All Other***	Sales	99.9	106.8	+ 6.9 %		
	Operating income	- 4.6	- 3.9	+ 0.7 bln yen		

Includes Operating Revenue and Intersegment Sales

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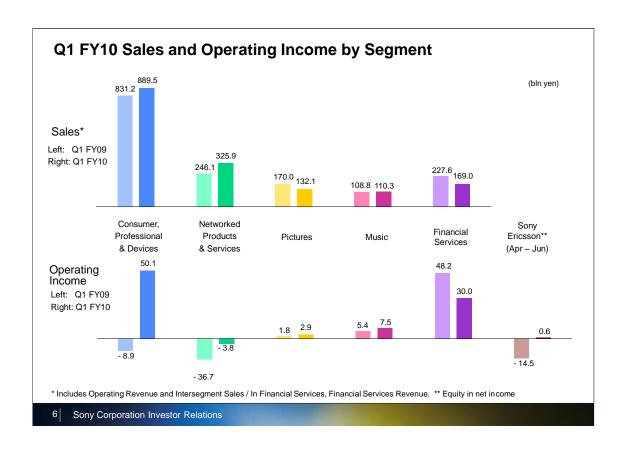


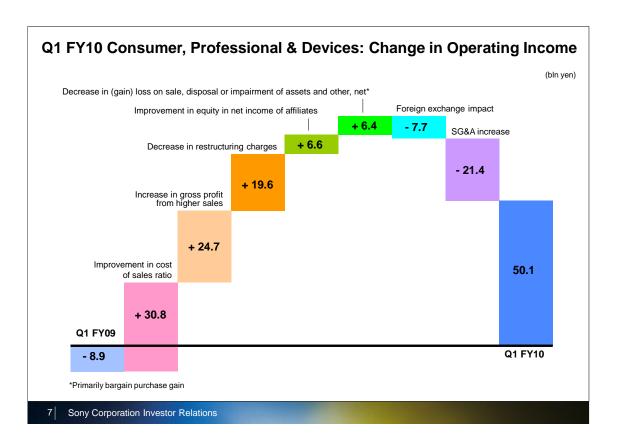
Local currency (LC) basis: change that would have occurred with no year-on-year change in exchange rates
(for the Pictures segment refers to change on a U.S. dollar basis)

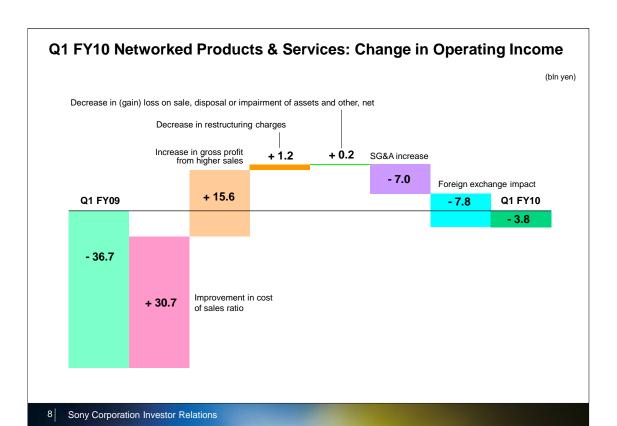
\*\*The average rates of the yen against the U.S. dollar and the euro were 96.3 yen and 131.1 yen (Q1 FY09); 91.0 yen and 115.5 yen (Q1 FY10)

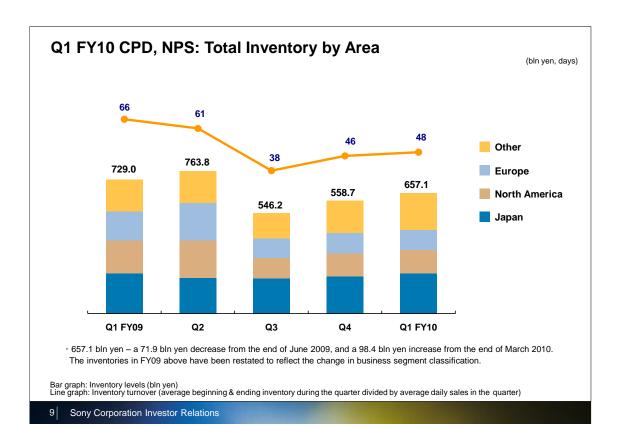
\*\*Sony Ericsson Mobile Communications AB is a 50-50 joint venture with LM Ericsson, and is accounted for by the equity method

<sup>\*\*\*\*\*</sup> All Other consists of various businesses, including Disc Manufacturing, So-net Entertainment Corporation and the OEM business of Sony EMCS Corporation









### **FY10 Consolidated Results Forecast**

(bln yen)

FY09	FY10 May FCT	FY10 Revised FCT	Change
			( revised vs. May FCT)
7,214.0	7,600	7,600	-
31.8	160	180	+ 13%
26.9	140	170	+ 21%
- 40.8	50	60	+ 20%
31.8	160	180	+ 13%
- 30.2	10	15	+ 50%
124.3	80	75	- 6%
27.1	-	-	-
213.4	230	240	+ 4%
192.7	220	230	+ 5%
371.0	340	340	-
432.0	450	450	-
FY09 Actual	Assumption (FY10)	Assumption (Q2-Q4 FY10)	
91.8 yen	approx. 90 yen	approx. 90 yen	
129.7 yen	approx. 125 yen	approx. 110 yen	
	7,214.0 31.8 26.9 - 40.8 31.8 - 30.2 124.3 27.1 213.4 192.7 371.0 432.0 FY09 Actual 91.8 yen	7,214.0 7,600 31.8 160 26.9 140 - 40.8 50  31.8 160 - 30.2 10 124.3 80 27.1 - 213.4 230  192.7 220 371.0 340 432.0 450  FY09 Actual Assumption (FY10) 91.8 yen Approx. 90 yen	7,214.0         7,600         7,600           31.8         160         180           26.9         140         170           - 40.8         50         60           31.8         160         180           - 30.2         10         15           124.3         80         75           27.1         -         -           213.4         230         240           192.7         220         230           371.0         340         340           432.0         450         450           FY09 Actual (FY10)         Assumption (Q2-Q4 FY10)           91.8 yen         approx. 90 yen         approx. 90 yen

<sup>\*</sup> Includes amortization of intangible fixed assets and of deferred insurance acquisition costs

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### **FY10 Consolidated Results Forecast**

(bln yen)

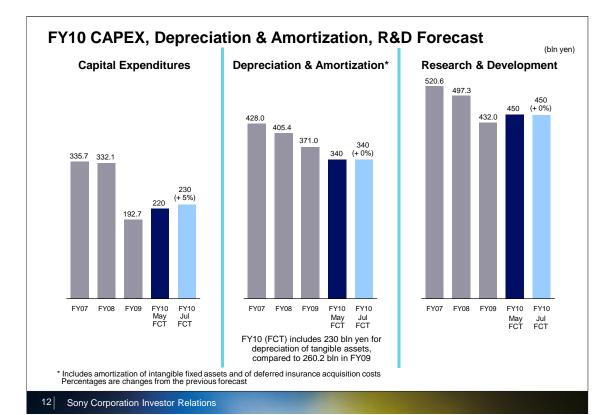
	FY09	FY10 May FCT	FY10 Revised FCT	Change
				( revised vs. May FCT)
Sales & operating revenue	7,214.0	7,600	7,600	-
<ul> <li>Operating income</li> </ul>	31.8	160	180	+ 13%
Income before income taxes	26.9	140	170	+ 21%
Net income attributable to Sony Corporation's stockholders	- 40.8	50	60	+ 20%
Operating income	31.8	160	180	+ 13%
Less: Equity in net income of affiliates	- 30.2	10	15	+ 50%
Add: Restructuring charges	124.3	80	75	- 6%
Add: LCD television asset impairment	27.1	-	-	-
Operating income, as adjusted	213.4	230	240	+ 4%

Sony's forecast for consolidated operating income for the fiscal year ending March 31, 2011 has been revised upward compared to the May forecast, primarily due to the upward revision of expected operating results for the CPD segment, partially offset by a downward revision in expected operating results in the NPS segment. Expected operating results of the CPD and NPS segments are detailed below:

In addition, the revised forecast for consolidated results was affected by a net foreign exchange gain of 13.9 billion yen within other income and expenses, and by additional tax expenses, both recorded during the first quarter of the current fiscal year.

<sup>·</sup> CPD: First quarter operating results in the CPD segment significantly exceeded expectations, primarily due to improved results from televisions. Anticipated CPD segment results for the fiscal year were revised upward due to better than expected first quarter results and expected favorable business operations for the remainder of the fiscal year. This was partially offset by the impact of updated foreign exchange assumptions, namely, the further appreciation of the yen against the euro, for the remainder of the fiscal year.

<sup>·</sup> NPS: First quarter operating results in the NPS segment significantly exceeded expectations primarily due to the strong performance of the game business and PCs. Anticipated operating results for the NPS segment for the fiscal year were revised downward mainly due to the impact of updated foreign exchange assumptions, namely, the further appreciation of the yen against the euro, for the remainder of the fiscal year are anticipated to be generally in line with previous expectations.



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			FY09					FY10			FY10
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	FY FC
onsumer Electronics											
LCD TVs	3.2	3.3	5.4	3.7	15.6	5.1					25
Video Cameras	1.4	1.3	1.5	1.1	5.3	1.4					5
Compact Digital Cameras	5.0	5.2	6.5	4.3	21.0	6.0					23
PCs	1.1	1.4	2.3	2.0	6.8	1.9					8
ame											
Hardware											
PlayStation 3	1.1	3.2	6.5	2.2	13.0	2.4					15
PlayStation Portable	1.3	3.0	4.2	1.4	9.9	1.2					8
PlayStation 2	1.6	1.9	2.1	1.7	7.3	1.6					6
Software			_						-		
PlayStation 3	14.8	23.9	47.6	29.3	115.6	24.8					Approx
PlayStation Portable	8.3	13.0	15.0	8.1	44.4	9.2					same a
PlayStation 2	8.5	11.4	11.2	4.6	35.7	3.4					FY09

# FY10 Unit Sales of Key Consumer Electronics & Game Products (Annual)

FY09	FY10	FY10
ACT	May FCT	July FCT

LCD TVs	15.6	25.0	25.0
Video Cameras	5.3	5.3	5.3
Compact Digital Cameras	21.0	23.0	23.0
Blu-ray Disc Recorders	0.7	0.8	0.9
Blu-ray Disc Players	3.3	5.5	5.5
DVD Players	11.5	11.0	11.0
PCs	6.8	8.8	8.8
Digital Music Players	8.0	7.3	7.3
PlayStation 3 Hardware	13.0	15.0	15.0
PlayStation Portable Hardware	9.9	8.0	8.0
PlayStation 2 Hardware	7.3	6.0	6.0
PlayStation Software (total)	195.7	Approx. sar	me as FY09

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# Sales and Capital Expenditures for Semiconductors and LCD

(bln yen)

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	FY06	FY07	FY08	FY09	FY10 May FCT	FY10 July FCT			
Semiconductors									
Sales	780	850	580	490	470	510			
Capital Expenditures	150	90	80	27	35	45			
LCD									
Sales	140	130	90	90	150	160			
Capital Expenditures	18	5	5	3	7	7			

# **Exchange Rates Trends**

(yen)

		FY09			FY10 Q1 Q2 Q3 Q4 I				
Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY

US\$								
Market rate (simple average)	96	93	95	90	92	91		
Market rate (weighted average)*	96	91	89	90	93	91		
Forward contract rate	95	95	92	89	93	92		

Euro								
	Market rate (simple average)	131	132	125	124	130	115	
	Market rate (weighted average)*	131	132	132	124	130	115	
	Forward contract rate	126	133	133	132	132	122	

<sup>\*</sup> Weighted average rate based upon the net exports amount of each month

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# **FY09 Revised Segment Information**

(bln yen)

Segment		Q1 FY09	Q2 FY09	Q3 FY09	Q4 FY09	FY09
CPD	Sales	831.2	873.2	1,039.4	765.0	3,508.8
	Operating income	- 8.9	6.5	50.8	- 101.6	- 53.2
NPS	Sales	246.1	351.7	605.5	369.4	1,572.6
	Operating income	- 36.7	- 59.0	19.5	- 7.0	- 83.3
Pictures	Sales	170.0	136.4	203.2	195.6	705.2
	Operating income	1.8	- 6.4	14.1	33.3	42.8
Music	Sales	108.8	124.5	163.5	125.8	522.6
	Operating income	5.4	8.6	23.1	- 0.6	36.5
Financial Services	Revenue	227.6	202.1	205.6	216.1	851.4
	Operating income	48.2	32.8	35.0	46.4	162.5
Sony Ericsson	Equity in net income	- 14.5	- 10.9	- 10.2	1.1	- 34.5
Other*	Sales	16.2	- 26.7	20.7	43.2	53.4
	Operating income	- 21.0	- 4.3	13.8	- 27.6	- 39.1
Consolidated total	Sales	1,599.9	1,661.2	2,237.9	1,715.1	7,214.0
	Operating income	- 25.7	- 32.6	146.1	- 56.0	31.8

<sup>\*</sup> Includes All Other, and Corporate & elimination

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