SONY

Supplemental Information of the Consolidated Financial Results for the First Quarter Ended June 30, 2016 2016 年度第 1 四半期連結業績 補足資料

July 29, 2016 Sony Corporation ソニー株式会社

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Supplemental Financial Data 補足財務データ

Due to Sony's modification to its organizational structure in the fiscal year ending March 31, 2017 ("FY16"), certain figures in the fiscal year ended March 31, 2016 ("FY15") and the fiscal year ended March 31, 2015 ("FY14") have been reclassified to conform to the current presentation (see "Segment and category realignment" on page 12 for details).

Definitions of abbreviated names in the charts below are the following:

Official Names	Abbreviated Names
Mobile Communications segment	MC
Game & Network Services segment	G&NS
Imaging Products & Solutions segment	IP&S
Home Entertainment & Sound segment	HE&S
Semiconductors segment	Semicon
Components segment	Compo
Financial Services segment	Financial

Official Names	Abbreviated Names
Corporate	Corp.
Corporate and eliminations	Corp. Elim.
All Other, Corporate and eliminations	All Other, Corp.
Consolidated total	Cons. total
Operating income	OI
Property, plant and equipment	PP&E

■ Results by segment セグメント別業績⁽¹⁾

(Millions of	yen)	FY14			FY15					FY16		
		Г114	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
	Sales	1,410,215	280,524	279,225	384,514	183,210	1,127,473	185,923				
MC	OI	-217,574	-22,924	-20,601	24,148	-42,058	-61,435	415				
00110	Sales	1,388,029	288,589	360,682	587,088	315,534	1,551,893	330,379				
G&NS	OI	48,104	19,459	23,920	40,168	5,121	88,668	44,031				
IDAO	Sales	700,570	164,747	180,919	184,807	153,482	683,955	122,226				
IP&S	OI	38,790	17,731	23,095	22,823	5,671	69,320	7,506				
	Sales	1,238,057	253,149	289,065	401,992	214,836	1,159,042	235,919				
HE&S	OI	24,102	10,923	15,763	31,151	-7,279	50,558	20,241				
	Sales	-	187,365	-	-	-	739,059	144,430				
Semicon	OI	-	32,724	-	-	-	14,500	-43,549				
_	Sales	-	57,086	-	-	-	224,612	44,136				
Compo	OI	-	-2,298	-	-	-	-42,919	-4,735				
<u> </u>	Sales	878,681	171,549	183,742	262,119	320,732	938,142	183,317				
Pictures	OI	58,527	-11,687	-22,466	20,358	52,302	38,507	-10,640				
	Sales	559,244	130,191	138,671	181,234	167,548	617,644	141,514				
Music	OI	60,604	31,750	14,590	27,407	13,576	87,323	15,938				
<u> </u>	Revenue	1,083,629	279,386	210,732	322,043	260,908	1,073,069	232,719				
Financial	OI	193,307	45,972	41,175	52,220	17,176	156,543	48,547				
A II O II	Sales	386,603	77,576	84,668	96,798	74,179	333,241	60,585				
All Other	OI	-94,977	-2,097	2,728	5,689	-4,311	2,009	-2,072				
	Sales	-	-82,103	-	-	-	-342,418	-67,949				
Corp. Elim.	OI	-	-22,646	-	-	-	-108,877	-19,490				
	Sales	8,215,880	1,808,059	1,892,740	2,580,812	1,824,101	8,105,712	1,613,199				
Cons. total	OI	68,548	96,907	88,018	202,145	-92,873	294,197	56,192				
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For referen								某績				
Former	Sales	950,360	244,405	264,847	256,958	196,807	963,017	-				
Devices	OI	88,699	30,426	32,564	-11,444	-79,965	-28,419	-				

■ Average foreign exchange rates 期中平均為替レート

(Yen)	FY14			FY15					FY16		
	F114	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
USD rate	109.9	121.3	122.2	121.4	115.4	120.1	108.1				
EUR rate	138.8	134.2	135.9	133.0	127.2	132.6	122.1				

⁽¹⁾ Sales and revenue in each business segment represents sales and revenue recorded before intersegment transactions are eliminated. Operating income in each business segment represents operating income reported before intersegment transactions are eliminated and excludes unallocated corporate expenses. Both sales and revenue include operating revenue.

⁽²⁾ The former Devices segment results for FY14 and FY15 incorporate the reclassification of the FY16-based business organization. The former Devices segment sales do not equal the sum of sales of the Semiconductors and Components segments, because the results of the former Devices segment exclude intersegment transactions between the Semiconductors and Components segments.

■ Sales to customers⁽³⁾ 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)	FY14	FY15					FY16				
	F 1 14	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
MC	1,409,179	279,536	278,279	382,262	181,848	1,121,925	184,868				
G&NS	1,292,146	265,898	341,082	565,220	307,575	1,479,775	310,768				
Hardware	733,757	129,465	168,434	326,589	97,341	721,829	119,165				
Network	351,467	105,801	111,534	152,067	159,916	529,318	145,558				
Other	206,922	30,632	61,114	86,564	50,318	228,628	46,045				
IP&S	696,888	163,514	179,070	183,029	151,618	677,231	120,365				
Still and Video Cameras	478,099	110,050	116,155	121,751	80,821	428,777	75,529				
Other	218,789	53,464	62,915	61,278	70,797	248,454	44,836				
HE&S	1,235,686	252,487	288,201	400,564	213,833	1,155,085	234,915				
TV	835,068	168,920	203,008	278,470	147,366	797,764	166,293				
Audio & Video	396,814	81,311	85,162	121,975	66,498	354,946	68,307				
Other	3,804	2,256	31	119	-31	2,375	315				
Semicon	535,398	150,506	159,321	165,701	123,902	599,430	118,273				
Compo	213,812	49,007	51,405	49,248	44,904	194,564	37,841				
Pictures	876,314	171,420	183,586	259,800	321,021	935,827	183,123				
Motion Pictures	434,253	58,175	91,152	149,140	148,888	447,355	75,332				
TV Productions	252,456	50,975	42,333	54,863	121,944	270,115	44,193				
Media Networks	189,605	62,270	50,101	55,797	50,189	218,357	63,608				
Music	540,504	126,980	135,079	176,954	161,956	600,969	138,019				
Recorded Music	383,350	89,328	90,567	131,637	101,186	412,718	89,706				
Music Publishing	70,959	17,844	17,698	16,721	18,995	71,258	15,651				
Visual Media & Platform	86,195	19,808	26,814	28,596	41,775	116,993	32,662				
Financial (revenue)	1,077,604	277,689	209,035	320,368	259,227	1,066,319	230,909				
All Other	298,694	58,710	61,309	71,564	50,566	242,149	47,431				
Corp.	39,655	12,312	6,373	6,102	7,651	32,438	6,687				
Cons. total	8,215,880	1,808,059	1,892,740	2,580,812	1,824,101	8,105,712	1,613,199				

■ Depreciation & amortization by segment セグメント別減価償却費及び償却費

(Millions of yen)	FY14	FY15							FY16		
	F114	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
MC	24,128	6,196	6,011	6,049	5,930	24,186	5,151				
G&NS	18,336	4,640	4,507	5,603	6,048	20,798	5,529				
IP&S	31,946	7,098	6,907	6,535	7,072	27,612	6,085				
HE&S	25,238	5,581	5,806	5,428	4,966	21,781	5,153				
Semicon	78,474	21,950	24,825	25,786	28,403	100,964	25,306				
Compo	11,599	2,745	2,705	2,682	1,038	9,170	880				
Pictures	19,980	5,252	5,471	5,922	5,730	22,375	4,934				
Music	14,644	4,181	4,624	4,650	4,340	17,795	3,687				
Financial	66,223	16,521	24,044	16,005	45,700	102,270	24,363				
All Other, Corp.	64,056	12,857	12,134	12,415	12,734	50,140	12,469				
Cons. total	354,624	87,021	97,034	91,075	121,961	397,091	93,557				

⁽³⁾ Sales and revenue include operating revenue.

■ Restructuring charges⁽⁴⁾ by segment セグメント別構造改革費用

(Millions of yen)	FY14			FY15					FY16		
	F114	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
MC	5,791	8,052	4,258	2,636	6,692	21,638	322				
G&NS	7,272	15	-	120		135	110				
IP&S	7,339	44	16	4	140	204	7				
HE&S	1,960	-57	5	555	704	1,207	12				
Semicon	6,211	-30	34	26	-143	-113	3				
Compo	1,211	-	-	-	22	22	-				
Pictures	1,918	49	121	-169	1,605	1,606	835				
Music	2,114	77	258	104	1,429	1,868	110				
Financial	-	-	-	-	-	-	-				
All Other, Corp.	64,220	1,981	913	2,806	5,992	11,692	346				
Cons. total	98,036	10,131	5,605	6,082	16,441	38,259	1,745				

■ Inventory by segment セグメント別棚卸資産

(Billions of yen)		FY1	5			FY	′16	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
MC	129.6	149.9	120.4	84.5	88.6			
G&NS	116.8	220.7	75.2	84.2	110.6			
IP&S	84.6	80.5	75.0	64.9	67.0			
HE&S	149.1	156.0	119.1	105.3	103.2			
Semicon	158.4	185.5	214.2	224.7	229.7			
Compo	39.3	40.9	40.8	36.5	37.1			
Pictures	55.9	53.2	48.5	43.6	41.7			
Music	14.7	15.8	16.3	14.1	14.2			
All Other and Corp.	32.0	45.7	32.2	25.3	25.8			
Cons. total	780.4	948.2	741.7	683.1	717.9			
(Yen)								
Period-end USD rates	122.5	120.0	120.5	112.7	102.9			
Period-end EUR rates	137.2	135.0	131.8	127.7	114.4			

■ Long-lived assets⁽⁵⁾ by segment セグメント別固定資産

(Billions of yen)	FY15	FY16							
	F113	Q1	Q2	Q3	Q4				
MC	84.6	74.3							
G&NS	123.3	129.2							
IP&S	61.9	58.9							
HE&S	22.6	20.0							
Semicon	419.4	389.3							
Compo	17.2	17.8							
Pictures	141.4	127.6							
Music	240.6	226.8							
Financial	47.8	47.4							
All Other and Corp.	277.8	268.8							
Cons. total	1,436.6	1,360.1	_						

 $^{^{(4)}}$ Restructuring charges include depreciation associated with restructured assets. $^{(5)}$ Long-lived assets include PP&E and intangible assets.

■ Goodwill by segment セグメント別営業権

(Billions of yen)	FY15	FY16							
	FTID	Q1	Q2	Q3	Q4				
MC	3.3	3.3							
G&NS	152.3	149.3			_				
IP&S	8.3	8.0							
HE&S	-	-			_				
Semicon	49.6	48.0							
Compo	7.2	6.9			_				
Pictures	221.5	201.3							
Music	161.8	148.7			_				
Financial	2.3	2.4							
All Other and Corp.	-	-							
Cons. total	606.3	567.9							

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

(Billions of yen)	FY14	FY15	FY16			
	F114	F115	May FCT	Jul FCT		
MC	91.0	78.1				
G&NS	89.1	91.9				
IP&S	66.0	61.5				
HE&S	49.3	44.8	N.A.	N.A.		
Semicon	96.0	120.4				
Compo	13.6	15.7				
Corporate R&D	34.7	29.0				
Cons. total	464.3	468.2	460	450		

■ Additions to long-lived assets excluding Financial Services 金融分野を除くソニー連結の固定資産の増加額

(Billions of yen)	FY14	FY15	FY	16
	1 1 1 7	1 1 13	May FCT	Jul FCT
Additions to PP&E	163.4	372.4	255	245
Additions to intangible assets	80.5	88.4	85	85
Total	243.9	460.9	340	330

■ Depreciation and amortization excluding Financial Services 金融分野を除くソニー連結の減価償却費及び償却費

(Billions of yen)	FY14	FY15	FY16		
	1 1 17	1 1 1 3	May FCT	Jul FCT	
Depreciation of PP&E	164.7	177.8	193	193	
Amortization of intangible assets	123.7	117.0	119	119	
Total	288.4	294.8	312	312	

■ Unit sales of key products 主要製品販売台数

(Million units)		FY15			FY16							
	FY14	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY May FCT	FY Jul FCT
Smartphones	39.1	7.2	6.7	7.6	3.4	24.9	3.1				20	19
PlayStation®4 hardware	14.8	3.0	4.0	8.4	2.3	17.7	3.5				20	20
Digital cameras ⁽⁶⁾	8.5	1.7	1.6	1.8	1.0	6.1	0.8				-	3.4
LCD TVs	14.6	2.6	3.0	4.2	2.4	12.2	2.7				12	12

⁽⁶⁾ Digital cameras include compact digital cameras and interchangeable single-lens cameras.

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, which differ from the U.S. dollar convenience translation information presented in the earnings release, and the change in U.S. dollars, 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

(Million USD)

First quarter ended June 30						
	2015 2016 Change					
Sales and operating revenue	\$1,417	\$1,695	+19.6%			
Operating income (loss)	(95)	(99)	-			

■ Motion Pictures

- Motion Pictures Box Office for films released in North America during the quarter ended June 30, 2016⁽⁷⁾ (Million USD)

Title	Label	Release Date (Days in Release)(8)	North America Box Office	International Box Office	Total
Money Monster	TriStar	5/13/2016	(49)	\$41	\$46 ⁽⁹⁾	\$87
The Angry Birds Movie	Columbia	5/20/2016	(42)	\$105	\$231 ⁽⁹⁾	\$336
The Shallows	Columbia	6/24/2016	(7)	\$26	\$0 ⁽¹⁰⁾	\$26

- Motion Pictures Box Office for films released in North America during the quarter ended June 30, 2015⁽¹¹⁾ (Million USD)

Title	Label	Release Da (Days in Relea		North America Box Office	International Box Office	Total
Paul Blart: Mall Cop 2	Columbia	4/17/2015	(75)	\$70	\$33	\$103
Aloha	Columbia	5/29/2015	(33)	\$20	No Rights	\$20
Insidious: Chapter 3	TriStar	6/5/2015	(26)	No Rights	\$38(9)	\$38

- Select films to be released in the U.S. during the twelve months ending June 30, 2017 (Release dates subject to change) Total: 18 titles

Title	Talent	Expected Release Date	Label
Ghostbusters	Melissa McCarthy, Kristen Wiig, Kate McKinnon, Leslie Jones	7/15/2016	Columbia
Sausage Party	Seth Rogen, Kristen Wiig, Jonah Hill, Bill Hader	8/12/2016	Columbia
Don't Breathe	Daniel Zovatto, Dylan Minnette, Jane Levy	8/26/2016	Screen Gems
When The Bough Breaks	Morris Chestnut, Regina Hall, Jaz Sinclair, Theo Rossi	9/9/2016	Screen Gems
The Magnificent Seven	Denzel Washington, Chris Pratt, Haley Bennett	9/23/2016	Columbia
Inferno	Tom Hanks, Felicity Jones, Irrfan Khan, Omar Sy	10/28/2016	Columbia
Billy Lynn's Long Halftime Walk	Garrett Hedlund, Vin Diesel, Kristen Stewart	11/11/2016	TriStar
Keep Watching	Bella Thorne, Natalie Martinez, Chandler Riggs	12/2/2016	Screen Gems
Passengers	Jennifer Lawrence, Chris Pratt, Michael Sheen	12/21/2016	Columbia
Underworld: Blood Wars	Kate Beckinsale, Theo James, Tobias Menzies	1/6/2017	Screen Gems
Resident Evil: The Final Chapter	Milla Jovovich, Ali Larter, Ruby Rose	1/27/2017	Screen Gems
T2: Trainspotting	Ewan McGregor, Johnny Lee Miller, Robert Carlyle	2/3/2017	TriStar
The Dark Tower	Matthew McConaughey, Idris Elba, Abbey Lee	2/17/2017	Columbia
Baby Driver	Ansel Elgort, Lily James, Kevin Spacey, Jamie Foxx	3/17/2017	TriStar
Life	Ryan Reynolds, Jake Gyllenhaal, Rebecca Ferguson	3/24/2017	Columbia
Smurfs: The Lost Village	Mandy Patinkin, Demi Lovato, Rainn Wilson, Joe Manganiello	4/7/2017	Columbia / Sony Pictures Animation
Bad Boys 3	Will Smith, Martin Lawrence	6/2/2017	Columbia
Rock That Body	Scarlett Johansson, Kate McKinnon, Paul W. Downs	6/23/2017	Columbia

⁽⁷⁾ Data as of June 30, 2016; Source (unless otherwise noted): Box Office Mojo for North America and 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.

⁽⁸⁾ Days in North America theatrical release up to and including June 30, 2016.

Source: Sony Pictures Releasing International ("SPRI").
 Source: SPRI; not in wide release as of June 30, 2016.

⁽¹¹⁾ Data as of June 30, 2015; Source (unless otherwise noted): Box Office Mojo for North America and 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.

⁽¹²⁾ Days in North America theatrical release up to and including June 30, 2015.

- Select films to be released in the U.S. from July 1, 2017 onward (Release dates subject to change) Total: 8 titles

Title	Expected Release Date	Label
Spider-Man: Homecoming	7/7/2017	Columbia
Jumanji	7/28/2017	Columbia
Emoji Movie: Express Yourself	8/11/2017	Columbia / Sony Pictures Animation
Flatliners	8/18/2017	Columbia
The Equalizer 2	9/29/2017	Columbia
The Star	11/10/2017	Columbia / Sony Pictures Animation
Peter Rabbit	3/23/2018	Columbia / Sony Pictures Animation
Hotel Transylvania 3	9/21/2018	Columbia / Sony Pictures Animation

- Top 10 Home Entertainment titles released during the quarters ended June 30, 2016 and 2015⁽¹³⁾ (Film, Television and Direct-to-Video releases, in order of U.S. release date)

For the quarter ended June 30, 2016				
Title	Release Date			
The Lady in the Van	4/19/2016			
The 5 th Wave	5/3/2016			
Hyena Road	5/3/2016			
Outsiders, Season 1	5/24/2016			
Risen	5/24/2016			
Pride and Prejudice and Zombies	5/31/2016			
Never Back Down 3: No Surrender	6/7/2016			
Hello, My Name is Doris	6/14/2016			
Underground, Season 1	6/14/2016			
The Brothers Grimsby	6/21/2016			

For the quarter ended June 30, 2015					
Title	Release Date				
Home Sweet Hell	4/7/2015				
The Wedding Ringer	4/28/2015				
50 to 1	4/28/2015				
Mr. Turner	5/5/2015				
Masters of Sex, Season 2	5/5/2015				
Still Alice	5/12/2015				
Justified, Season 6	6/2/2015				
Red Army	6/9/2015				
Chappie	6/16/2015				
Wild Tales	6/16/2015				

- Select Home Entertainment titles to be released during the quarter ending September 30, 2016 (In order of scheduled U.S. release date) (Release dates subject to change)

For the quarter ending September 30, 2016						
Title	Expected Release Date	Title	Expected Release Date			
House of Cards, Season 4	7/5/2016	The Angry Birds Movie	8/16/2016			
Miracles From Heaven	7/12/2016	Money Monster	9/6/2016			
The Blacklist, Season 3	8/2/2016	The Shallows	9/27/2016			

■ Television Productions

- Television Series with an original broadcast on a U.S. network during the quarters ended June 30, 2016 and 2015⁽¹⁴⁾

For the quarter	For the quarter ended June 30, 2016			For the quarter ended June 30, 2015			
Series	Seasor	n Network	Series	Season	Network		
\$100,000 Pyramid	1	ABC	Battle Creek	1	CBS		
Better Call Saul	2	AMC	Better Call Saul	1	AMC		
Beyond the Tank	2	ABC	Beyond the Tank	1	ABC		
Bloodline	2	Netflix	Community	6	Yahoo!		
Dr. Ken	1	ABC	Helix	2	Syfy		
Game of Silence	1	NBC	Justified	6	FX		
Houdini & Doyle	1	FOX	Outlander	1	Starz		
Outlander	2	Starz	Powers	1	Playstation		
Outsiders	1	WGN America	Shark Tank	6	ABC		
Powers	2	Playstation	Sports Jeopardy!	1	Crackle		
Preacher	1	AMC	The Blacklist	2	NBC		
Shark Tank	7	ABC	The Briefcase	1	CBS		
STRONG	1	NBC	The Goldbergs	2	ABC		
Sports Jeopardy!	2	Crackle	The Lizzie Borden Chronicles	1	Lifetime		
Talking Preacher	1	AMC	The Night Shift	2	NBC		
Talking Saul	1	AMC	Your Family or Mine	1	TBS		
The Blacklist	3	NBC	Days of Our Lives	50	NBC		
The Goldbergs	3	ABC	The Young and the Restless	42	CBS		
The Night Shift	3	NBC	Wheel of Fortune	32	First Run Syndication(15)		
Underground	1	WGN America	Jeopardy!	31	First Run Syndication ⁽¹⁵⁾		
Days of Our Lives	51	NBC	The Dr. Oz Show	6	First Run Syndication ⁽¹⁵⁾		
The Young and the Restless	43	CBS					
Wheel of Fortune	33	First Run Syndication ⁽¹⁵⁾					
Jeopardy!	32	First Run Syndication ⁽¹⁵⁾					
The Dr. Oz Show	7	First Run Syndication(15)					

⁽¹³⁾ Reflects top 10 titles released during the quarters ended June 30, 2016 and 2015, respectively, based on gross revenues earned from DVD, Blu-ray™ and Digital Distribution. Digital Distribution includes electronic sell-through, electronic video-on-demand, cable video-on-demand, hotel pay-per-view and satellite.

(14) Series produced or co-produced by SPE's television production operations.

(15) First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

- Television Series with a new season to premiere on a U.S. network from July 1, 2016 onward⁽¹⁶⁾ (Releases subject to change)

Airing after July 1, 2016						
Series Season ⁽¹⁷⁾		Network	Series	Season ⁽¹⁷⁾	Network	
Better Call Saul	3	AMC	Sneaky Pete	1	Amazon	
Daytime Divas	1	VH1	SuperMansion	2	Crackle	
Dr. Ken	2	ABC	Talking Saul	2	AMC	
Good Girls Revolt	1	Amazon	The Blacklist	4	NBC	
Imaginary Mary	1	ABC	The Blacklist: Redemption	1	NBC	
Kevin Can Wait	1	CBS	The Get Down	1	Netflix	
Masters of Sex	4	Showtime	The Goldbergs	4	ABC	
Notorious	1	ABC	Timeless	1	NBC	
One Day at a Time	1	Netflix	Underground	2	WGN America	
Outlander	3,4	Starz	Days of Our Lives	52	NBC	
Outsiders	2	WGN America	The Young and the Restless	44	CBS	
Preacher	2	AMC	Wheel of Fortune	34	First Run Syndication ⁽¹⁸⁾	
Shark Tank	8	ABC	Jeopardy!	33	First Run Syndication(18)	
Shut Eye	1	Hulu	The Dr. Oz Show	8	First Run Syndication(18)	

- Select Television Series in U.S. off-network syndication(19)

As of June 30, 2016
Better Call Saul
Breaking Bad
Outlander
RULES OF ENGAGEMENT
Seinfeld
Shark Tank
The Blacklist
The Goldbergs

- Television Series with an original broadcast on a non-U.S. network during the quarters ended June 30, 2016 and 2015⁽²⁰⁾

For the quarter ended June 30, 2016			For the quarter	ended J	une 30, 201	5	
Series	Season	Network	Territory	Series	Season	Network	Territory
Europe, Middle East and Afric				Europe, Middle East and Afric			
Newlywed Game	21	France 2	France	Brainiest	13	TF1	France
Brainiest	14	TF1	France	Newlywed Game	20	France 2	France
Das NRW-Duell	10	WDR	Germany	Pyramide (new version)	2	France 2	France
Chain Reaction	10	Rai1	Italy	Who Wants to Marry My Son	4	TF1	France
The Voice	4	Rai2	Italy	Who Wants To Be A Millionaire	15	TF1	France
Top Gear Italia	1	Sky Uno	Italy	und dann noch Paula	1	ZDF	Germany
Eighties, The	6	CTC	Russia	Heldt	3	RTL	Germany
Everybody Loves Raymond	6	CTC	Russia	Das NRW-Duell	10	WDR	Germany
Wallander	4	BBC1	United Kingdom	Chain Reaction	9	Rai 1	Italy
Can't Touch This	1	BBC1	United Kingdom	The Voice	3	Rai2	Italy
The Code	1	BBC1	United Kingdom	Strong Medicine	6	REN-TV	Russia
Natural Born Winners	1	BBC2	United Kingdom	Benchmark	1	Channel 4	United Kingdom
The Inspectors Are Coming	1	ITV	United Kingdom	DCI Banks	4	ITV	United Kingdom
Win Your Wish List	2	BBC1	United Kingdom	Prized Apart	1	BBC1	United Kingdom
				Running the Shop	1	Channel 4	United Kingdom
				Strike Back	5	Sky1	United Kingdom
Latin America:				Latin America:			
Bloque de Busqueda	1	RCN	Colombia	Descarate Sin Evadir	1	RCN	Colombia
Escape Perfecto (Raid The Cage)	3	TV Azteca	Mexico	Escape Perfecto (Raid The Cage)	1	RCN	Colombia
Shark Tank Mexico	1	Canal Sony		Lady, La Vendedora de Rosas	1	RCN	Colombia
Power Couple	1	Record	Brazil	Metastasis (Breaking Bad)	1	Carolco	Colombia
Tudo pela Audiência	3	Multishow	Brazil	Quien Quiere Ser Millonario	2	RCN	Colombia
Tá rindo do que?	1	Multishow	Brazil	Lady, La Vendedora de Rosas	1	Netflix	Latin America
A pergunta que não quer calar	1	Multishow	Brazil	Escape Perfecto (Raid The Cage)	1	TV Azteca	Mexico
				Señorita Polvora	1	TNT	Pan-Regional
Asia and Australia:				Asia and Australia:			
Xin Hun Gona Yu				Love Child	2	Net Nine	Australia
(Mad About You) ⁽²¹⁾	1	Dragon TV	China				
Love Child	3	Net Nine	Australia	•			

⁽¹⁶⁾ Series produced or co-produced by SPE's television production operations.
(17) Only reflects the next season(s) that has been committed to by the network.
(18) First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.
(19) Off-network syndication series have previously aired on U.S. networks and are re-airing on other platforms.
(20) Series produced or co-produced by SPE's television production operations.
(21) Series owned by Huaso Film & TV Digital Production Company, an SPE and CCTV6 joint venture, that is owned 49% by SPE.

■ Media Networks

- Television and Digital Channels as of June 30, 2016

As of June 30, 2016							
Television and Digital Channels ⁽²²⁾	Country / Region	Launch Year ⁽²³⁾	Sony's Owner- ship	Number of Subscribers ⁽²⁴⁾ (mil.)	Number of Subscribers ⁽²⁴⁾ (mil.)		
Europe, Middle East and Africa:							
AXN Iberia	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	8.7	7.8		
AXN White Iberia	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	8.0	7.1		
AXN Black	Portugal, Angola, Mozambique, Cape Verde	2011	100%	3.6	3.3		
AXN Central Europe(25)	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	39.5	38.9		
AXN SPIN Central Europe	Poland, Romania	2012	100%	7.1	5.8		
AXN Italy	Italy	2005	100%	4.3	4.4		
AXN Sci-Fi Italy	Italy	2010	100%	4.3	4.4		
AXN Germany	Austria, Germany, Switzerland	2004	100%	6.1	5.9		
Animax Germany	Austria, Germany, Switzerland	2007	100%	3.1	4.0		
SET Germany	Austria, Germany, Switzerland	2013	100%	0.8	0.5		
Sony MAX Africa	South Africa	2007	100%	7.0	6.9		
Sony Channel Africa	South Africa	2007	100%	7.3	7.0		
Sony Sci-Fi Russia	Russia, CIS, Georgia, Ukraine	2007	88%	9.6	9.6		
SET Russia	Russia, CIS, Georgia, Ukraine	2009	88%	12.8	14.6		
SET Baltics	Estonia, Latvia, Lithuania	2010	88%	1.3	1.1		
Sony Turbo Russia	Russia, CIS, Georgia, Ukraine	2012	88%	3.9	3.3		
Sony Turbo Baltics	Estonia, Latvia, Lithuania	2012	88%	0.8	0.5		
Sony Channel UK ⁽²⁶⁾	United Kingdom, Malta	2011	100%	15.8	14.3		
Movies4Men UK	United Kingdom, Malta	2012	100%	11.4	10.1		
Sony Movie Channel UK	United Kingdom, Malta	2012	100%	11.4	10.1		
Movie Mix ⁽²⁷⁾	United Kingdom	2012	100%	11.4	10.1		
CSC Media Group	United Kingdom	2007	100%	170.1	162.4		
Viva	Israel	1999	50%	1.4	1.4		
Viva Plus	Israel	2011	50%	0.8	0.8		
Film 1 ⁽²⁸⁾	Netherlands	2006	100%	1.0	N/A		
Viasat 3 ⁽²⁹⁾	Hungary	2000	100%	3.3	N/A		
Viasat 6 ⁽²⁹⁾	Hungary	2008	100%	2.7	N/A		
Latin America:							
Canal Sony Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	46.8	42.7		
AXN Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	36.9	34.4		
Lifetime Latin America	Mexico, Central America, South America (excluding Brazil), the Caribbean Basin islands	2005	33%	N/A	19.8		
Crackle Latin America	Pan-Regional Latin America	2012	100%	N/A	N/A		
Canal Sony Brazil	Brazil	1996	100%	15.7	15.9		
AXN Brazil	Brazil	1999	100%	13.9	13.6		
Lifetime Brazil	Brazil	2005	33%	N/A	5.7		
Crackle Brazil	Brazil	2012	100%	N/A	N/A		

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

⁽²²⁾ Individual channels may have more than one feed; total channel feeds were 168 as of June 30, 2016.
(23) Launch year represents the year the first iteration of the channel was launched in its first territory.
(24) Subscriber numbers are SPE estimates.
(25) Includes AXN Black and AXN White.
(26) Channel rebranded from SET UK to Sony Channel UK on January 12, 2016.
(27) Move>Movies and Movie Mix were the same channel broadcast under 2 different names on different platforms. From March 2016 onward, the channel is broadcast solely under the Movie Mix brand name.
(28) Film1 was acquired in July 2015 and comprises the following: Film1 Premier, Film1 Action, Film1 Comedy&Kids, Film1 Spotlight and Film1 Sundance.
(29) SPE acquired 100% of Viasat 3 and Viasat 6 in October 2015.

As of June 30, 2016						
Television and Digital Channels ⁽³⁰⁾	Country / Region	Launch Year ⁽³¹⁾	Sony's Owner- ship	Number of Subscribers ⁽³²⁾ (mil.)	As of June 30, 2015 Number of Subscribers ⁽³²⁾ (mil.)	
Asia and Australia:						
India Channels ⁽³³⁾	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	690.4	650.4	
AXN Asia	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	20.4	20.0	
Animax Asia	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	11.9	11.2	
Sony Channel Asia	Thailand, Singapore, other parts of East Asia	2007	100%	2.0	1.8	
beTV Asia ⁽³⁴⁾	Malaysia, Indonesia, Philippines, East Asia, other parts of Pan-Asia	2008	100%	N/A	1.2	
ONE	Malaysia, Indonesia, Singapore, Brunei	2010	100%	2.7	2.6	
AXN Japan	Japan	1998	65%	7.4	7.6	
Animax Japan	Japan	1998	66%	8.6	8.8	
AXN Mystery Japan	Japan	2008	100%	6.9	6.1	
Star Channel Japan ⁽³⁵⁾	Japan	1986	25%	1.3	N/A	
AXN Korea	South Korea	2011	49%	18.3	17.6	
Animax Korea	South Korea	2006	100%(36)	22.1	20.1	
FMN ⁽³⁷⁾	Indonesia	2006	50%	0.7	0.4	
Crackle Australia	Australia	2010	100%	N/A	N/A	
GEM	Vietnam	2014	100%	0.9	1.0	
GEM Asia ⁽³⁸⁾	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	0.3	N/A	
North America:						
GSN	U.S.	1994	58%	78.0	79.8	
Crackle U.S.	U.S.	2009	100%	N/A	N/A	
Crackle Canada	Canada	2010	100%	N/A	N/A	
Sony Movie Channel U.S.	U.S.	2010	100%	6.0	5.7	
CineSony	U.S.	2012	100%	3.5	1.9	
Hollywood Suite 90s Movies ⁽³⁹⁾	Canada	2012	47%	0.2	0.2	
Hollywood Suite 2000s Movies ⁽³⁹⁾	Canada	2012	47%	0.2	0.2	
getTV	U.S.	2014	100%	49.8	33.1	

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

Since March 31, 2016, SPT Media Networks sold their interests in Lifetime Latin America and Lifetime Brazil in April 2016 and the India Channels operation launched a new channel, Sony WAH, in May 2016.

Number of Channels and Subscribers (Total)

	As of June 30, 2016	As of June 30, 2015
Number of Channels (Total)	89	81
Number of Subscribers ⁽³²⁾ (Total) (mil.)	Approx. 1,402.4	Approx. 1,318.9

⁽³⁰⁾ Individual channels may have more than one feed; total channel feeds were 168 as of June 30, 2016.
(31) Launch year represents the year the first iteration of the channel was launched in its first territory.

⁽³²⁾ Subscriber numbers are SPÉ estimates.

 ⁽³³⁾ India Channels comprise the following: SET, MAX, SAB, PIX, ATHH, MIX, SIX, AXN, PAL, MAX 2, SONY ESPN (rebranded from KIX in January 2016), WAH, and ANIMAX India. 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 2.3 million and 2.0 million of the totals noted for June 30, 2016 and 2015, respectively.
 (34) SPE closed beTV Asia on October 1, 2015.

⁽³⁵⁾ On September 30, 2015, Sony's ownership in Star Channel Japan was transferred to SPT Media Networks. Star Channel Japan comprises of 3 channels: Star 1, Star 2, and Star 3.

Star 2, and Star 3.

(36) SPE acquired the remaining 51% shares of Animax Korea in March 2016.

(37) Channel rebranded from Televiva Indonesia to FMN in August 2015.

(38) SPE launched a joint venture called GEM Asia with Nippon TV in October 2015.

(39) Channels rebranded from AXN Movies and Sony Movie Channel to Hollywood Suite 90s Movies and Hollywood Suite 2000s Movies, respectively, on November 2, 2015.

Music Segment Supplemental Information (English only)

■ Recorded Music

- Recorded Music Revenue breakdown of physical, digital and other revenues (Million yen)

	First quarter e	ended June 30		Fiscal year ended
	2015	2016	Change	March 31, 2016
Physical	33,245	28,858	-13%	156,139
Download ⁽⁴⁰⁾ Streaming ⁽⁴¹⁾	20,937 22,128	16,611 30,668	-21% +39%	86,294 110,210
Digital	43,065	47,279	+10%	196,504
Other ⁽⁴²⁾	13,018	13,570	+4%	60,075
Total	89,328	89,706	+0%	412,718

- Top 10 best-selling recorded music releases(43) for the fiscal years and quarters ended June 30, 2016 and 2015 (In order of revenue contribution)

For the quarter ended June 30, 2016			For the quarter ended June 30, 2015			
Artist	Title	Album Release Date	Artist	Title	Album Release Date	
Beyoncé	Lemonade	4/25/2016	Meghan Trainor	Title	1/9/2015	
Kazumasa Oda	Anohi Anotoki	4/20/2016	Shogo Hamada	Journey of a Songwriter	4/29/2015	
Nogizaka46	Sorezore no Isu	5/25/2016	Francis Cabrel	In Extremis	4/28/2015	
Meghan Trainor	Thank You	5/13/2016	Mark Ronson	Uptown Special	1/13/2015	
Fifth Harmony	7/27	5/27/2016	Sia	1000 Forms Of Fear	7/8/2014	
Sia	This Is Acting	1/29/2016	A\$AP Rocky	AT.LONG.LAST.A\$AP	5/26/2015	
ZAYN	Mind Of Mine	3/25/2016	WALK THE MOON	TALKING IS HARD	12/2/2014	
2PM	GALAXY OF 2PM	6/15/2016	Calvin Harris	Motion	11/4/2014	
G-Eazy	When It's Dark Out	12/4/2015	George Ezra	Wanted On Voyage	6/30/2014	
Kygo	Cloud Nine	5/13/2016	ClariS	ClariS ~SINGLE BEST 1st~	4/15/2015	

- Upcoming releases for the quarter ending September 30, 2016 (In order of date to be released) (Release dates subject to change)

Artist	Title	Expected Album Release Date(44)
Kana Nishino	Just LOVE	7/13/2016
DJ Khaled	Major Key	7/29/2016
Jake Owen	American Love	7/29/2016
Fantasia	The Definition Of	7/29/2016
Usher	Flawed	8/1/2016
Céline Dion	Encore un soir	8/26/2016
Barbra Streisand	Encore: Movie Partners Sing Broadway	8/26/2016
Britney Spears	T.B.D.	9/1/2016
Pitbull	Climate Change	9/1/2016
Leonard Cohen	T.B.D.	9/1/2016
Shogo Hamada	"J.BOY" 30th Anniversary Box	9/4/2016

Note: T.B.D. means its title is to be decided.

■ Music Publishing

- Number of songs in the music publishing catalog owned and administered as of March 31, 2016, 2015 and 2014 (Million songs)

	As of March 31, 2016	As of March 31, 2015	As of March 31, 2014
Sony	2.16	1.94	1.62
EMI Music Publishing	2.05	2.03	1.98
Total	4.21	3.97	3.60

⁽⁴⁰⁾ Download includes digital download and mobile (ringtone).

⁽⁴¹⁾ Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.
(42) Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

⁽⁴³⁾ Releases include albums and digital tracks included in albums. Sales within the quarter may include digital track sales prior to album release.

⁽⁴⁴⁾ Release dates in the U.S. (Release dates for artists signed in Japan are Japanese release dates.)

□ Segment realignment

Sony realigned its business segments from the first quarter of the fiscal year ending March 31, 2017 to reflect a change in the Corporate Executive Officers in charge of certain segments and modifications to the organizational structure of certain segments as of April 1, 2016. As a result of this realignment, Sony has separated the Devices segment into a Semiconductors segment and a Components segment. In addition, the operations of the automotive camera business, which were included in the IP&S segment, and the operations of the Imaging Device Development Division, which were included in Corporate and elimination, are now included in the Semiconductors segment. The sales and operating revenue and operating income (loss) of each segment in the fiscal year ended March 31, 2016 have been reclassified to conform to the current presentation.

Cautionary Statement

Statements made in this document 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) the global economic environment in which Sony operates and the economic conditions in Sony's markets, particularly levels of consumer spending;
- (ii) 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 and liabilities are denominated;
- (iii) 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 televisions, game and network platforms and smartphones, 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 consumer preferences:
- (iv) Sony's ability and timing to recoup large-scale investments required for technology development and production capacity;
- (v) Sony's ability to implement successful business restructuring and transformation efforts under changing market conditions;
- (vi) Sony's ability to implement successful hardware, software, and content integration strategies for all segments excluding the Financial Services segment, and to develop and implement successful sales and distribution strategies in light of the Internet and other technological developments;
- (vii) Sony's continued ability to devote sufficient resources to research and development and, with respect to capital expenditures, to prioritize investments correctly (particularly in the electronics businesses);
- (viii) Sony's ability to maintain product quality and customers' satisfaction with its existing products and services;
- (ix) the effectiveness of Sony's strategies and their execution, including but not limited to the success of Sony's acquisitions, joint ventures and other strategic investments;
- (x) significant volatility and disruption in the global financial markets or a ratings downgrade;
- (xi) Sony's ability to forecast demands, manage timely procurement and control inventories;
- (xii) the outcome of pending and/or future legal and/or regulatory proceedings;
- (xiii) 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;
- (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) Sony's ability to anticipate and manage cybersecurity risk, including the risk of unauthorized access to Sony's business information, potential business disruptions or financial losses; and
- (xvi) risks related to catastrophic disasters or similar events.

Risks and uncertainties also include the impact of any future events with material adverse impact.