

Electronics Performance by Product Category (Unaudited)

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

Sales and operating revenue	Three months ended June 30			
	2003	2004	Change	2004
Audio				
Customers	¥ 152.4	¥ 134.4	-11.8%	\$ 1,244
Intercategory and intersegment	1.6	0.2		2
Total	154.0	134.6	-12.6	1,246
Video				
Customers	224.4	251.2	+11.9	2,326
Intercategory and intersegment	0.9	1.6		15
Total	225.3	252.8	+12.2	2,341
Televisions				
Customers	188.0	197.2	+4.9	1,826
Intercategory and intersegment	3.1	1.3		12
Total	191.1	198.5	+3.9	1,838
Information and Communications				
Customers	188.1	174.0	-7.5	1,612
Intercategory and intersegment	2.2	1.8		17
Total	190.3	175.8	-7.6	1,629
Semiconductors				
Customers	53.1	66.9	+26.1	619
Intercategory and intersegment	53.7	60.6		561
Total	106.8	127.5	+19.4	1,180
Components				
Customers	135.8	151.7	+11.7	1,405
Intercategory and intersegment	40.0	30.2		280
Total	175.8	181.9	+3.5	1,685
Other				
Customers	105.7	114.2	+8.0	1,057
Intercategory and intersegment	73.9	24.6		227
Total	179.6	138.8	-22.8	1,284
Elimination (intercategory)	(122.6)	(111.9)		(1,036)
Total	¥ 1,100.3	¥ 1,098.0	-0.2%	\$ 10,167
Operating income (loss)	2003	2004	Change	2004
Audio	¥ 6.0	¥ (0.3)	—	\$ (3)
Video	28.5	20.0	-29.8%	185
Televisions	(6.0)	(8.5)	—	(79)
Information and Communications	(2.9)	(1.3)	—	(12)
Semiconductors	(1.8)	8.9	—	83
Components	12.5	8.6	-31.1	80
Other	0.3	3.9	+1,273.1	36
Sub Total	36.6	31.3	-14.3	290
Unallocated corporate expenses and elimination (intercategory)	(18.2)	(13.7)	—	(127)
Restructuring Cost	(4.6)	(10.7)	—	(99)
Total	¥ 13.8	¥ 6.9	-49.9%	\$ 64

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 sales contributions of the products in this business segment. In addition, commencing with the first quarter ended June 30, 2004, 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
AIWA	"Other"	→	"Audio" or "Video" or "Televisions"
Set-top box	"Televisions"	→	"Video"

- 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 cost" 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.