

ELECTRONICS PERFORMANCE BY PRODUCT CATEGORY (Unaudited)

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

Three months ended December 31

Sales and operating revenue	2000	2001	Change	2001
Audio				
Customers	¥ 231.7	¥ 239.3	+3.3%	\$ 1,813
Inter-category and inter-segment	3.8	2.4		18
Total	235.5	241.7	+2.6	1,831
Video				
Customers	234.9	250.8	+6.8	1,900
Inter-category and inter-segment	1.9	1.7		13
Total	236.8	252.5	+6.6	1,913
Televisions				
Customers	222.8	256.6	+15.2	1,944
Inter-category and inter-segment	0.9	0.0		0
Total	223.7	256.6	+14.7	1,944
Information and Communications				
Customers	341.9	323.3	-5.4	2,449
Inter-category and inter-segment	0.5	3.4		25
Total	342.4	326.7	-4.6	2,474
Semiconductors				
Customers	65.8	39.6	-39.8	300
Inter-category and inter-segment	56.9	35.9		272
Total	122.7	75.5	-38.5	572
Components				
Customers	174.1	149.6	-14.1	1,133
Inter-category and inter-segment	156.4	119.2		903
Total	330.5	268.8	-18.7	2,036
Other				
Customers	174.0	154.5	-11.2	1,171
Inter-category and inter-segment	140.9	153.2		1,161
Total	314.9	307.7	-2.3	2,332
Elimination	(210.3)	(177.9)	—	(1,348)
Total	¥ 1,596.2	¥ 1,551.6	-2.8%	\$ 11,754
Operating income (loss)	2000	2001	Change	2001
Audio	¥ 14.7	¥ 18.0	+22.4%	\$ 136
Video	40.5	39.3	-3.0	298
Televisions	18.9	18.4	-2.6	139
Information and Communications	13.8	10.0	-27.5	76
Semiconductors	20.8	(4.9)	—	(37)
Components	17.6	7.5	-57.4	57
Other	(2.5)	(14.2)	—	(108)
Sub Total	123.8	74.1	-40.1	561
Corporate and adjustment	9.3	(3.5)	—	(26)
Total	¥ 133.1	¥ 70.6	-47.0%	\$ 535

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 business 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 contributions of the products in this business segment.
- 'Semiconductors' and 'Other' inter-category and inter-segment amounts primarily include transactions with the Game segment.

3. 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 of the Electronics business which Sony believes are reasonable in showing operating results but are not in accordance with US GAAP.

ELECTRONICS PERFORMANCE BY PRODUCT CATEGORY (Unaudited)

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

Nine months ended December 31

<u>Sales and operating revenue</u>	2000	2001	Change	2001
Audio				
Customers	¥ 576.9	¥ 601.2	+ 4.2%	\$ 4,554
Inter-category and inter-segment	11.4	6.7		51
Total	588.3	607.9	+3.3	4,605
Video				
Customers	625.8	652.8	+4.3	4,946
Inter-category and inter-segment	4.7	4.0		30
Total	630.5	656.8	+4.2	4,976
Televisions				
Customers	538.9	556.1	+3.2	4,213
Inter-category and inter-segment	2.3	0.9		7
Total	541.2	557.0	+2.9	4,220
Information and Communications				
Customers	920.1	902.0	-2.0	6,833
Inter-category and inter-segment	7.2	8.3		63
Total	927.3	910.3	-1.8	6,896
Semiconductors				
Customers	177.1	137.0	-22.6	1,038
Inter-category and inter-segment	161.0	128.5		974
Total	338.1	265.5	-21.5	2,012
Components				
Customers	459.9	419.3	-8.8	3,177
Inter-category and inter-segment	368.9	313.6		2,375
Total	828.8	732.9	-11.6	5,552
Other				
Customers	443.5	369.7	-16.6	2,800
Inter-category and inter-segment	302.8	442.5		3,353
Total	746.3	812.2	+8.8	6,153
Elimination	(560.5)	(479.9)	—	(3,636)
Total	¥ 4,040.0	¥ 4,062.7	+0.6%	\$ 30,778
<u>Operating income (loss)</u>	2000	2001	Change	2001
Audio	¥ 25.5	¥ 33.3	+ 30.6%	\$ 252
Video	102.6	95.5	-6.9	724
Televisions	27.3	17.5	-35.9	132
Information and Communications	18.9	(41.8)	—	(316)
Semiconductors	48.4	(2.0)	—	(16)
Components	42.5	(18.2)	—	(138)
Other	(14.0)	(51.1)	—	(387)
Sub Total	251.2	33.2	-86.8	251
Corporate and adjustment	5.1	11.7	—	89
Total	¥ 256.3	¥ 44.9	-82.5%	\$ 340

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 business 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 contributions of the products in this business segment.
- 'Semiconductors' and 'Other' inter-category and inter-segment amounts primarily include transactions with the Game segment.

3. 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 of the Electronics business which Sony believes are reasonable in showing operating results but are not in accordance with US GAAP.