

## Electronics Performance by Product Category (Unaudited)

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

**Three months ended December 31**

<u>Sales and operating revenue</u>	2001	2002	Change	2002
Audio				
Customers	¥ 238.4	¥ 215.6	-9.6%	\$ 1,797
Intercategory and intersegment	2.4	0.7		6
Total	240.8	216.3	-10.1	1,803
Video				
Customers	249.8	257.3	+3.0	2,144
Intercategory and intersegment	1.6	2.4		20
Total	251.4	259.7	+3.3	2,164
Televisions				
Customers	281.0	284.0	+1.1	2,366
Intercategory and intersegment	0.0	0.0		0
Total	281.0	284.0	+1.1	2,366
Information and Communications				
Customers	307.6	251.7	-18.2	2,098
Intercategory and intersegment	3.2	3.6		30
Total	310.8	255.3	-17.9	2,128
Semiconductors				
Customers	39.6	52.9	+33.5	440
Intercategory and intersegment	35.9	44.4		371
Total	75.5	97.3	+28.8	811
Components				
Customers	134.7	144.8	+7.5	1,207
Intercategory and intersegment	115.3	115.3		961
Total	250.0	260.1	+4.0	2,168
Other				
Customers	151.8	137.0	-9.8	1,142
Intercategory and intersegment	161.5	144.2		1,201
Total	313.3	281.2	-10.3	2,343
Elimination (intercategory)	(183.1)	(185.7)		(1,548)
Total	¥ 1,539.7	¥ 1,468.2	-4.6%	\$ 12,235
<u>Operating income (loss)</u>	2001	2002	Change	2002
Audio	¥ 18.0	¥ 25.2	+40.4%	\$ 210
Video	39.3	36.5	-7.2	304
Televisions	21.0	25.9	+23.5	216
Information and Communications	7.0	(5.2)	—	(43)
Semiconductors	(5.0)	4.2	—	35
Components	8.1	22.7	+181.8	189
Other	(13.0)	(9.0)	—	(75)
Sub Total	75.4	100.3	+32.9	836
Corporate and elimination (intercategory)	(3.4)	(18.2)	—	(151)
Total	¥ 72.0	¥ 82.1	+14.1%	\$ 685

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. In addition, commencing with the first quarter ended June 30, 2002, Sony has partly realigned its product category configuration in the Electronics business. In accordance with this change, results of the previous year have been reclassified to conform to the presentations for the current year.
- "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.

## Electronics Performance by Product Category (Unaudited)

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

<b>Sales and operating revenue</b>	<b>Nine months ended December 31</b>			
	2001	2002	Change	2002
Audio				
Customers	¥ 599.1	¥ 549.0	-8.4%	\$ 4,575
Intercategory and intersegment	6.7	3.5		29
Total	605.8	552.5	-8.8	4,604
Video				
Customers	649.0	676.5	+4.2	5,637
Intercategory and intersegment	3.9	7.2		61
Total	652.9	683.7	+4.7	5,698
Televisions				
Customers	623.0	666.7	+7.0	5,556
Intercategory and intersegment	0.9	7.4		62
Total	623.9	674.1	+8.0	5,618
Information and Communications				
Customers	854.6	715.7	-16.2	5,964
Intercategory and intersegment	8.2	9.5		79
Total	862.8	725.2	-16.0	6,043
Semiconductors				
Customers	137.0	152.3	+11.2	1,269
Intercategory and intersegment	128.5	142.1		1,184
Total	265.5	294.4	+10.9	2,453
Components				
Customers	384.1	404.4	+5.3	3,370
Intercategory and intersegment	309.7	308.3		2,569
Total	693.8	712.7	+2.7	5,939
Other				
Customers	365.0	383.1	+5.0	3,193
Intercategory and intersegment	458.9	428.7		3,572
Total	823.9	811.8	-1.5	6,765
Elimination (intercategory)	(494.7)	(539.2)		(4,494)
Total	¥ 4,033.9	¥ 3,915.2	-2.9%	\$ 32,626
<b>Operating income (loss)</b>				
Audio	¥ 33.3	¥ 57.8	+73.8%	\$ 482
Video	95.5	115.5	+20.9	963
Televisions	23.7	36.9	+55.8	308
Information and Communications	(49.5)	(13.4)	—	(112)
Semiconductors	(2.1)	10.7	—	89
Components	(17.3)	50.0	—	417
Other	(45.1)	(48.0)	—	(401)
Sub Total	38.5	209.5	+444.4	1,746
Corporate and elimination (intercategory)	11.7	(52.0)	—	(433)
Total	¥ 50.2	¥ 157.5	+213.9%	\$ 1,313

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. In addition, commencing with the first quarter ended June 30, 2002, Sony has partly realigned its product category configuration in the Electronics business. In accordance with this change, results of the previous year have been reclassified to conform to the presentations for the current year. Sales of mobile phones are no longer recorded in the "Information and Communications" category as of the third quarter ended December 31, 2001. From the third quarter of the previous year sales of mobile phones manufactured for Sony Ericsson Mobile Communications, AB are recorded in the "Other" product category.
- "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.