

SONY

Q3 FY2002 Consolidated Results Overview

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Q3 FY02 Consolidated Results

(bln yen)	Q3'01	Q3'02	YoY Change (%, bln yen)	YoY Change (LC base*)
Sales & operating revenue	2,279.3	2,307.7	+1.2%	-0.4%
Operating income	158.6	199.5	+40.9 bln yen	+11.3 bln yen
Income before income taxes	119.3	201.9	+82.6 bln yen	
Net income	64.0	125.4	+61.4 bln yen	

*Calculation based on the assumption of no change in currency exchange rates of yen to foreign currency denominations (Local Currency Basis)

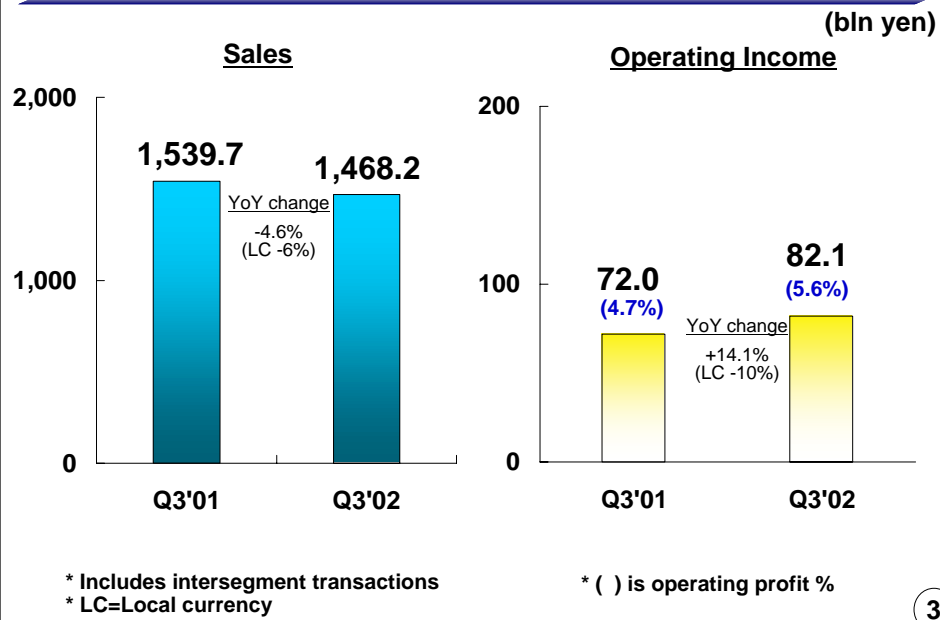
Total Impact of Currency Exchange in Q3'02

Sales and operating revenue: approx +37.8 bln yen

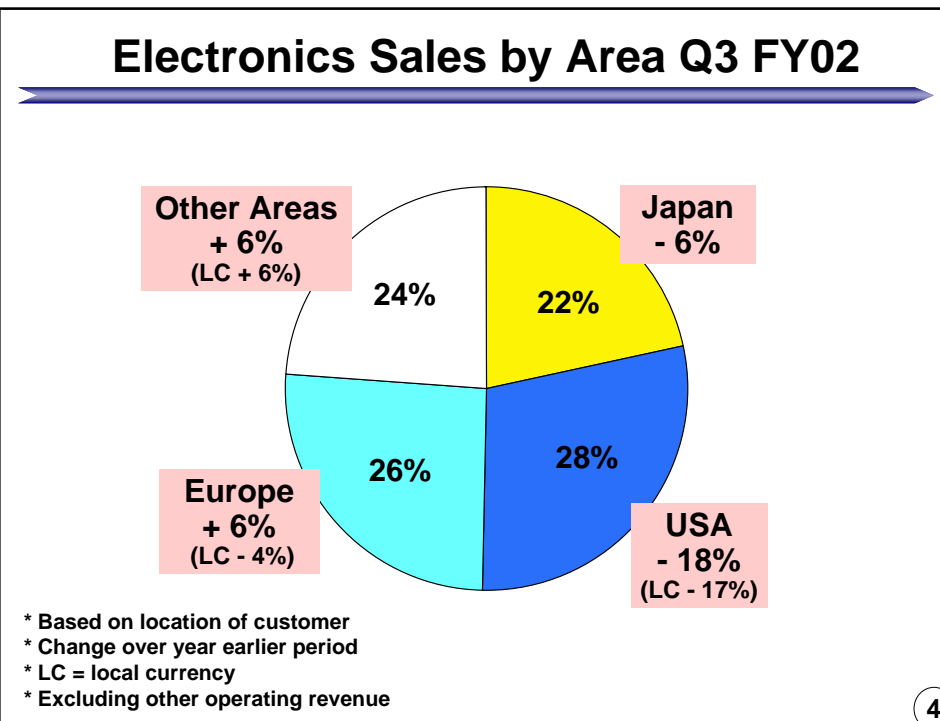
Operating income: approx +29.6 bln yen

Average rate	Q3'01	Q3'02
1 \$	123 yen	122 yen
1 Euro	109 yen	121 yen

Electronics Q3 FY02

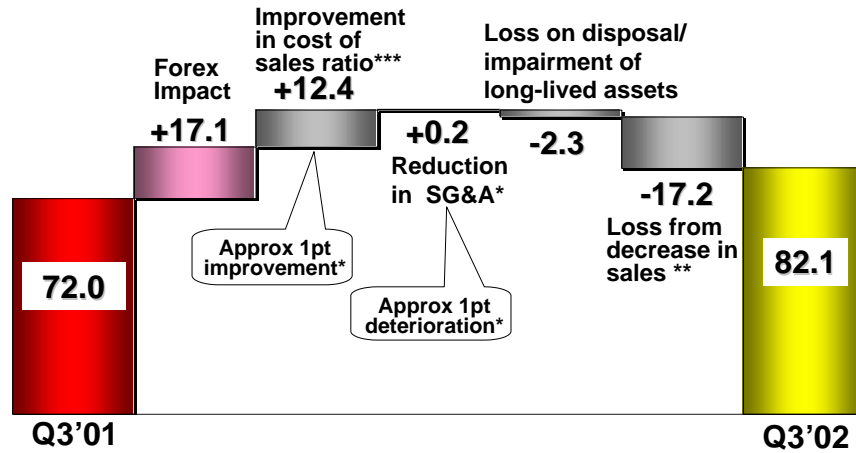


Electronics Sales by Area Q3 FY02



Electronics: Operating Profit Breakdown Q3'02

(bln yen)



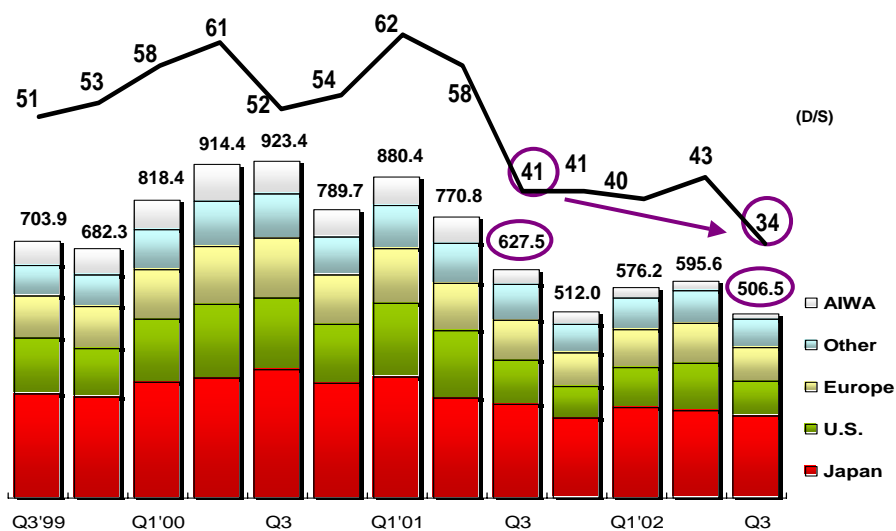
* Revenue basis compared to last fiscal year

** Decrease in sales = change in sales X year earlier period's gross margin

*** Improvement in cost of sales ratio = (point improvement in cost of sales ratio) X (year earlier period's sales)

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Electronics Inventory Levels by Area



* Line graph: Days supply (average inventory in quarter divided by average daily sales in quarter)

* Bar chart: Inventory levels (bln yen)

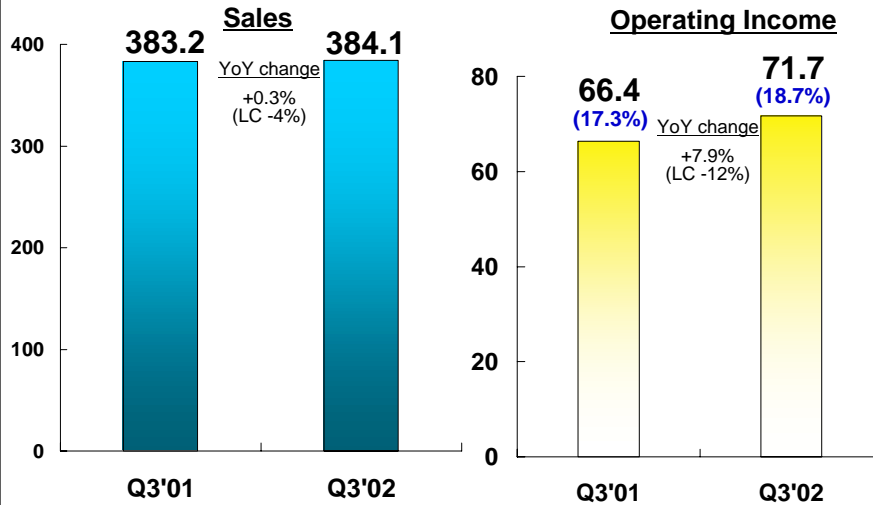
* Inventory figures between Q1'99 to Q4'01 have been restated to reflect business segment changes

* Days supply have been restated only for the period between Q1'01 to Q4'01

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Game Q3 FY02

(bln yen)



* Includes intersegment transactions
* LC=Local currency

* () is operating profit %

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PlayStation H/W,S/W Production Shipments

PS2 Hardware (mln units)

	Q3'01	Q3'02	Change
Total	5.42	8.03	+48%
Japan	1.45	1.49	+3%
N. America	1.63	3.26	+100%
Europe	2.34	3.28	+40%

PS2 Software (mln units)

	Q3'01	Q3'02	Change
Total	52.70	79.00	+50%
Japan	9.70	12.00	+24%
N. America	26.30	38.00	+44%
Europe	16.70	29.00	+74%

PS/PSone Hardware (mln units)

	Q3'01	Q3'02	Change
Total	1.03	3.02	+193%
Japan	0.17	0.25	+47%
N. America	0.29	1.47	+407%
Europe	0.57	1.30	+128%

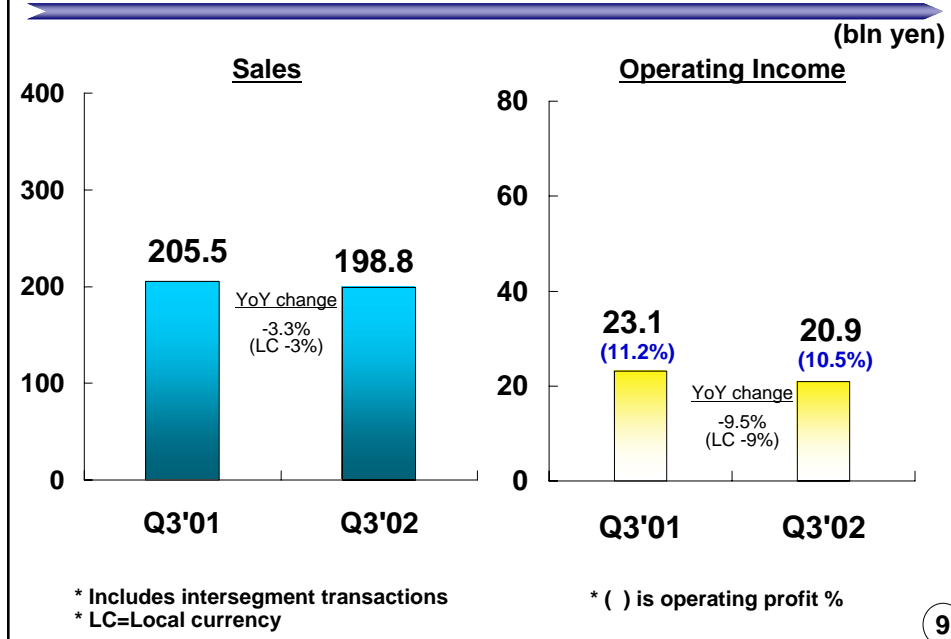
PS/PSone Software (mln units)

	Q3'01	Q3'02	Change
Total	38.00	22.00	-42%
Japan	6.00	3.00	-50%
N. America	16.00	10.00	-38%
Europe	16.00	9.00	-44%

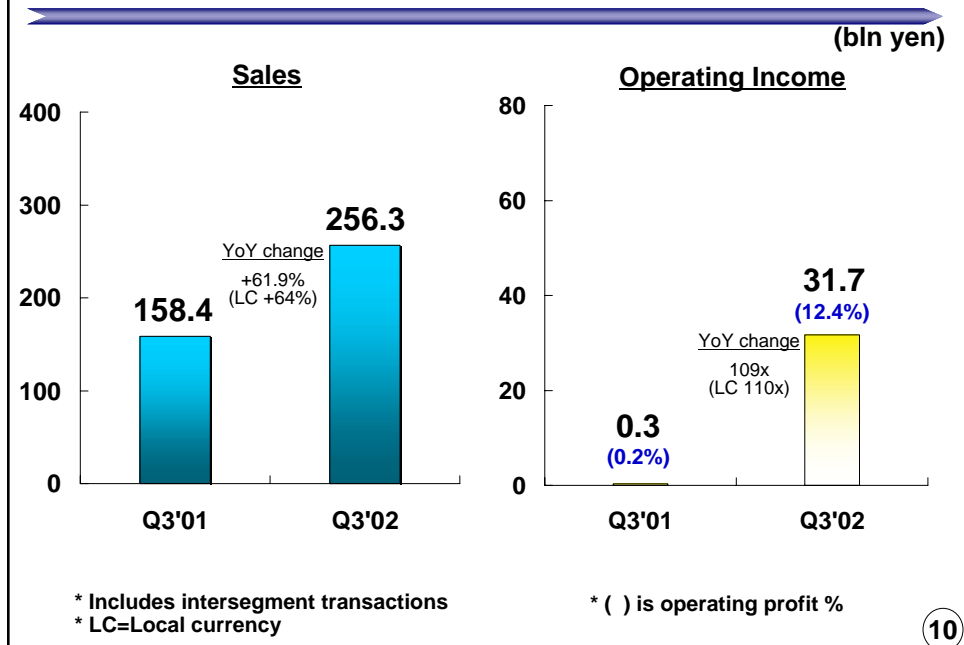
* Production shipment units of hardware and software are counted upon shipment of the products from manufacturing bases. Sales of such products are recognized when the products are delivered to customers.

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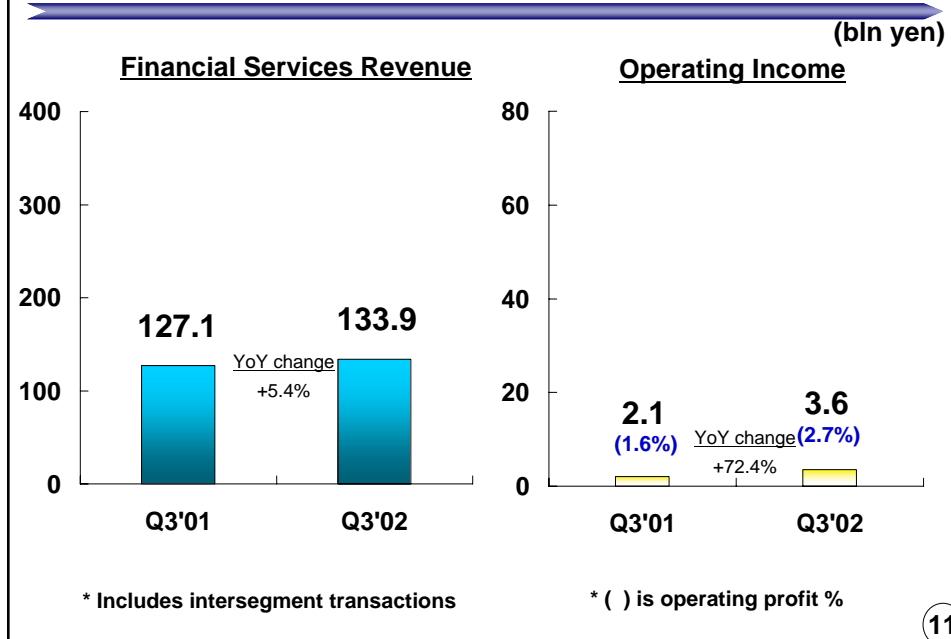
Music Q3 FY02



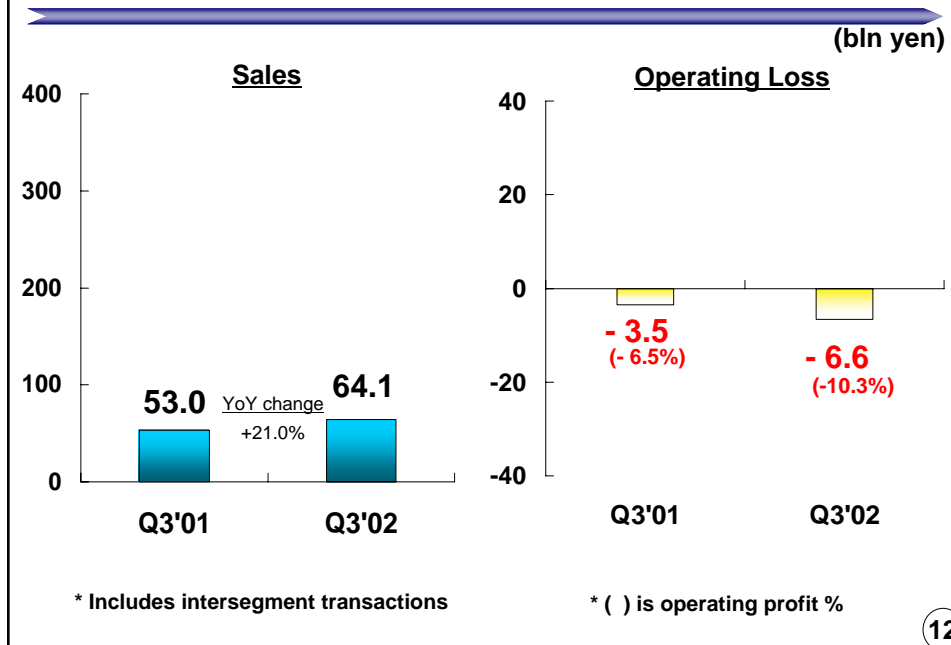
Pictures Q3 FY02



Financial Services Q3 FY02



Other Q3 FY02



As of Jan 29, 2003

FY2002 Forecast

(bln yen)	FY01	FY02E	YoY change	Oct Forecast
Sales & operating revenue	7,578.3	7,600	+0.3%	7,600
Operating income	134.6	280	2.1x	280
Income before income taxes	92.8	310	3.3x	310
Net income	15.3	180	11.8x	180
Capex	326.7	280	- 14%	280
Depreciation & Amortization *	354.1	350	- 1%	350
(of that, dep. for tangible assets)	297.6	260	- 13%	260

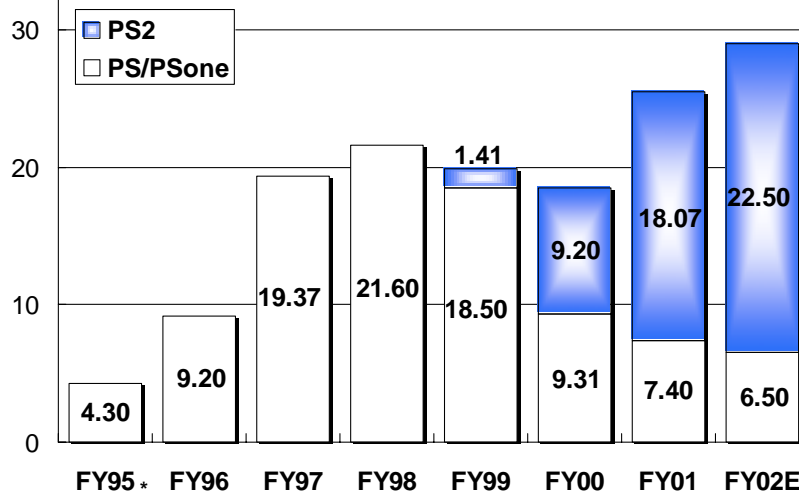
Foreign Exchange Rates	Actual	Forecast Assumption	Previous Assumption
1US\$	124yen	121yen	121yen
1Euro	109yen	119yen	115yen

*Including amortization expenses for intangible assets and for deferred insurance acquisition costs

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PlayStation H/W Production Shipments & Forecast

(mln units)

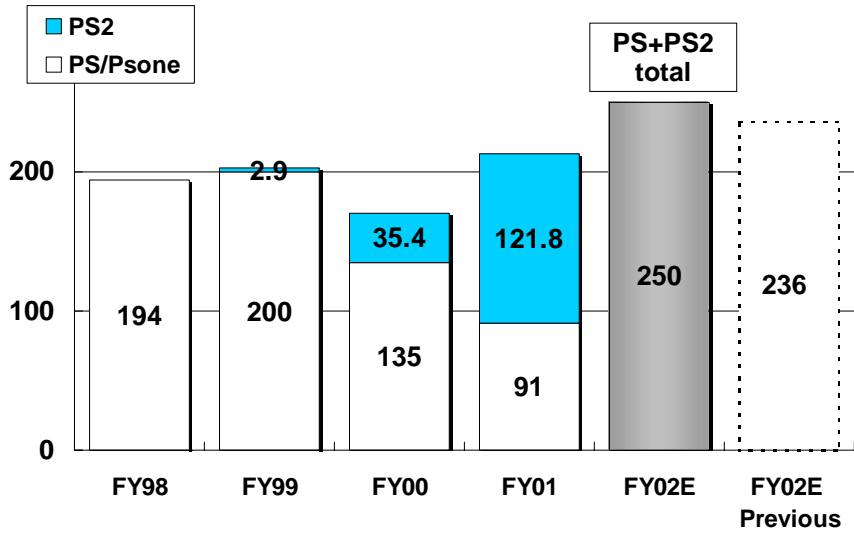


*Cumulative between Dec '94 to Mar '96

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PlayStation Software Shipments & Forecast

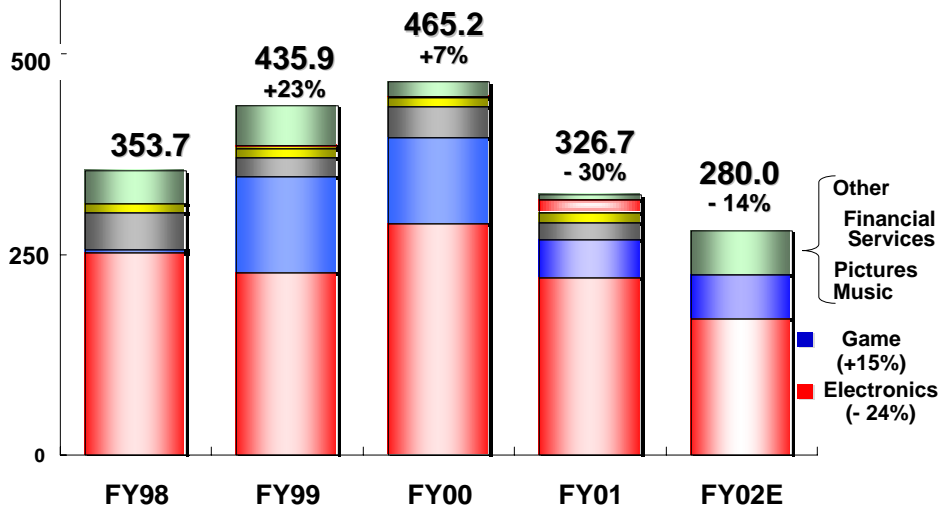
(mln units)



(15)

FY02 Capex Forecast

(bln yen)



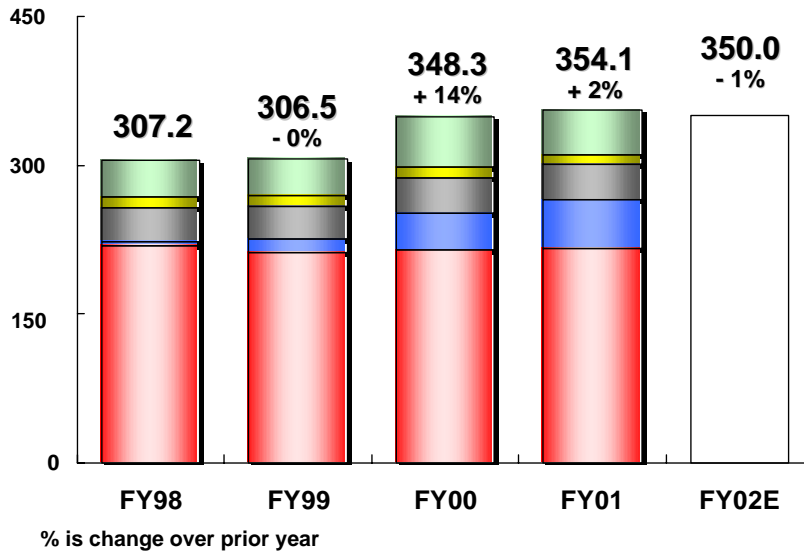
% is change over prior year

(16)

FY02 Depreciation & Amortization Forecast

Including amortization of intangible assets and amortization of deferred insurance acquisition costs

(bln yen)



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Sony Ericsson Mobile Communications

	<i>US GAAP Mil.Euro</i>		
	Q4-2002 <i>Oct. - Dec. 2002</i>	YoY Change	CY2002 <i>Jan. - Dec. 2002</i>
Net Sales	1,235	+18.1%	4,176
Net Income	- 69	+70	- 241
Number of units shipped (Million units)	7.1	+0.3	22.9

*Figures for the previous year are not available.

*SEMC is counted as an affiliated company accounted at equity method for Sony and 50% of its net income (loss) will be recorded in net income of Sony's consolidated statements of income.

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(Reference Data) Exchange Rates Trends (yen)

FY2002	Q1	Q2	Q3	Q4	FY
US\$					
average market rate	126	118	122		
*weighted average market rate	126	118	122		
fwd. contract rate	128	121	121		
Euro					
average market rate	115	116	121		
*weighted average market rate	115	116	121		
fwd. contract rate	115	117	120		
FY2001					
US\$					
average market rate	122	121	123	132	124
*weighted average market rate	122	121	122	131	123
fwd. contract rate	119	121	119	117	119
Euro					
average market rate	106	107	109	115	109
*weighted average market rate	106	107	109	115	108
fwd. contract rate	107	107	107	108	107

*The above rates are the weighted average rates based upon the net export amounts of each month