

## Supplemental Information for the Consolidated Financial Results for the First Quarter Ended June 30, 2018 2018 年度第 1 四半期連結業績補足資料

July 31, 2018  
Sony Corporation  
ソニー株式会社

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# Supplemental Financial Data 補足財務データ

The data and terminology hereinafter are presented in accordance with generally accepted accounting principles in the United States of America ("U.S. GAAP"). For further detail on terminology, please refer to the notes to the Consolidated Financial Statements on page F-13 and afterwards in Sony's Form 20-F for the fiscal year ended March 31, 2018. A footnote is added where non-U.S. GAAP data is presented.

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

Official Names	Abbreviated Names	Official Names	Abbreviated Names
Game & Network Services segment	G&NS	Corporate	Corp.
Home Entertainment & Sound segment	HE&S	Corporate and elimination	Corp. Elim.
Imaging Products & Solutions segment	IP&S	All Other, Corporate and elimination	All Other, Corp.
Mobile Communications segment	MC	Consolidated Total	Cons. Total
Semiconductors segment	Semicon	Operating income	OI
Financial Services segment	Financial	Property, plant and equipment	PP&E

The data hereinafter is presented in accordance with the most recent alignment of the Segments and Categories (product categories containing sales to external customers). For details on the segmentation, please refer to Financial Statements and Consolidated Financial Results on page F-11 for the First Quarter Ended June 30, 2018.

## ■ Average / assumed foreign exchange rates 期中平均/前提為替レート

(Yen)	FY16	FY17					FY18					FY18 Apr Assumption <sup>1</sup> (Full year)	FY18 Jul Assumption <sup>1</sup> (Q2 – Q4)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
USD	108.4	111.1	111.0	113.0	108.4	110.9	109.1					105	110
EUR	118.8	122.1	130.4	133.0	133.2	129.7	130.1					125	127
Brazilian Real	32.9	34.6	35.1	34.8	33.4	34.5	30.4					30.8	28.7
Chinese Yuan	16.1	16.2	16.6	17.1	17.1	16.8	17.1					16.2	16.7
Indian Rupee	1.63	1.74	1.74	1.76	1.70	1.73	1.64					1.56	1.61
Russian Ruble	1.73	1.95	1.88	1.93	1.91	1.92	1.76					1.78	1.76

## ■ FY18 Estimated Foreign Exchange Impact on Annual Operating Income 2018年度為替感応度（年間営業利益に対する影響額の試算）

(Billion yen)	1 yen appreciation against		1% yen appreciation against Emerging market Currencies <sup>2</sup>
	USD	EUR	
G&NS	+3.0	-2.5	
HE&S	+3.5	-1.0	
IP&S	-0.5	-0.5	N/A
MC <sup>3</sup>	+3.0	-0.5	
Semicon	-5.0	slightly negative	
Electronics total <sup>4</sup>	+3.5	-5.0	-3.5
Entertainment total <sup>5</sup> (Pictures and Music total)	-1.0	N/A	N/A

<sup>1</sup> Assumed foreign exchange rates are based on company forecast.

<sup>2</sup> Emerging market currencies include Brazilian real, Chinese yuan, Indian rupee and Russian ruble.

<sup>3</sup> The MC segment has entered into its own foreign exchange hedging transactions. The impact of those transactions is not included in the above numbers.

<sup>4</sup> Electronics total includes the G&NS, HE&S, IP&S, MC and Semicon segments.

<sup>5</sup> This is the estimated impact when converting the U.S. dollar aggregated results of Sony Pictures Entertainment Inc. ("SPE"), Sony Music Entertainment and Sony/ATV Music Publishing into Japanese yen. The impact of converting the non-U.S. dollar results of these three entities into U.S. dollars during the aggregation process is not reflected in the above numbers.

■ Results by segment セグメント別業績

(Millions of yen)		FY16	FY17					FY18					
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Apr FCT	Jul FCT
G&NS	Sales	1,649,799	348,062	433,204	717,966	444,580	1,943,812	472,101				1,900,000	2,180,000
	OI	135,553	17,733	54,750	85,364	19,631	177,478	83,450				190,000	250,000
Music	Sales	647,658	168,572	206,566	218,429	206,428	799,995	181,471				750,000	760,000
	OI	75,798	25,022	32,514	39,342	30,908	127,786	32,104				112,000	115,000
Pictures	Sales	903,129	205,811	244,003	260,317	300,936	1,011,067	175,081				960,000	990,000
	OI	-80,521	-9,497	7,696	10,489	32,422	41,110	-7,601				42,000	44,000
HE&S	Sales	1,039,004	256,867	300,933	429,847	235,086	1,222,733	272,087				1,150,000	1,150,000
	OI	58,504	22,583	24,387	46,213	-7,342	85,841	17,391				86,000	86,000
IP&S	Sales	579,633	155,635	156,720	181,102	162,435	655,892	164,202				660,000	670,000
	OI	47,257	23,204	18,870	25,982	6,868	74,924	26,077				75,000	78,000
MC	Sales	759,145	181,187	172,041	217,543	152,971	723,742	132,507				640,000	610,000
	OI	10,164	3,616	-2,453	15,801	-44,600	-27,636	-10,758				-15,000	-30,000
Semicon	Sales	773,123	204,261	228,363	250,930	166,456	850,010	202,239				870,000	890,000
	OI	-7,811	55,442	49,370	60,558	-1,347	164,023	29,137				100,000	120,000
Financial	Revenue	1,087,504	303,160	279,224	373,271	272,722	1,228,377	335,205				1,270,000	1,270,000
	OI	166,424	46,223	36,599	56,287	39,838	178,947	40,581				170,000	170,000
All Other	Sales	450,450	109,240	112,820	108,582	76,532	407,174	82,924				N.A.	N.A.
	OI	-29,585	-8,231	-28	2,255	-17,526	-23,530	294				-90,000 <sup>6</sup>	-163,000 <sup>6</sup>
Corp. Elim.	Sales	-286,195	-74,682	-71,343	-85,670	-67,125	-298,820	-64,193				N.A.	N.A.
	OI	-87,081	-18,484	-17,477	8,546	-36,668	-64,083	-15,669					
Cons. Total	Sales	7,603,250	1,858,113	2,062,531	2,672,317	1,951,021	8,543,982	1,953,624				8,300,000	8,600,000
	OI	288,702	157,611	204,228	350,837	22,184	734,860	195,006				670,000	670,000

For reference: G&NS Operating Income if timing of internal royalty recognition was consistent between subsidiaries

ご参考：内部ロイヤリティの認識タイミングが子会社間で一致していたと仮定した場合の G&NS の営業利益

G&NS	OI	135,553	22,865	49,618
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■ Sales to customers 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)		FY16	FY17					FY18					
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
G&NS		1,581,568	323,051	414,255	681,649	429,343	1,848,298	449,980					
Network		714,924	195,302	222,986	300,407	314,497	1,033,192	300,386					
Hardware and Other		866,644	127,749	191,269	381,242	114,846	815,106	149,594					
Music		630,767	165,076	202,837	214,267	202,612	784,792	177,708					
Recorded Music		388,948	99,822	109,177	128,239	109,722	446,960	99,739					
Music Publishing		66,541	16,858	19,501	18,334	19,667	74,360	21,464					
Visual Media & Platform		175,278	48,396	74,159	67,694	73,223	263,472	56,505					
Pictures		901,230	205,670	243,738	260,050	300,715	1,010,173	173,227					
Motion Pictures		409,363	70,274	124,800	106,931	146,940	448,945	68,568					
Television Productions		271,886	61,898	57,389	82,227	87,510	289,024	45,415					
Media Networks		219,981	73,498	61,549	70,892	66,265	272,204	59,244					
HE&S		1,034,215	256,465	300,770	429,604	234,895	1,221,734	271,957					
TV		720,557	179,374	219,553	301,476	161,360	861,763	186,550					
Audio & Video		311,771	76,722	80,639	127,303	72,530	357,194	84,929					
Other		1,887	369	578	825	1,005	2,777	478					
IP&S		571,499	154,117	155,170	179,112	158,764	647,163	162,483					
Still and Video Cameras		351,834	105,863	99,343	121,156	88,956	415,318	113,256					
Other		219,665	48,254	55,827	57,956	69,808	231,845	49,227					
MC		752,688	179,066	169,818	215,141	149,891	713,916	130,354					
Semicon		659,779	172,679	193,407	218,303	142,503	726,892	176,673					
Financial (revenue)		1,080,284	301,360	277,434	371,498	270,943	1,221,235	333,240					
All Other		375,116	94,104	95,592	96,611	65,220	351,527	74,447					
Corp.		16,104	6,525	9,510	6,082	-3,865	18,252	3,555					
Cons. Total		7,603,250	1,858,113	2,062,531	2,672,317	1,951,021	8,543,982	1,953,624					

<sup>6</sup> All Other + Corp. Elim.

■ Unit sales of key products 主要製品販売台数

(Million units)	FY16	FY17					FY18						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Apr FCT	Jul FCT
PlayStation®4 hardware	20.0	3.3	4.2	9.0	2.5	19.0	3.2					16.0	17.0
TVs	12.1	2.5	3.2	4.2	2.5	12.4	2.6					11.5	11.5
Digital cameras <sup>7</sup>	4.2	1.3	1.1	1.4	0.6	4.4	1.0					3.8	3.8
Smartphones	14.6	3.4	3.4	4.0	2.7	13.5	2.0					10.0	9.0

■ Sales to customers by geographic region<sup>8</sup> (to external customers) 地域別売上高 (外部顧客に対するもの)

(Millions of yen)	FY16	FY17					FY18						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Japan	2,392,790	619,741	596,538	775,569	633,771	2,625,619	631,698						
United States	1,673,768	360,936	437,185	614,438	423,146	1,835,705	398,867						
Europe	1,634,683	351,750	429,883	640,214	419,610	1,841,457	394,651						
China	557,995	162,216	176,920	182,809	152,773	674,718	184,170						
Asia-Pacific	866,712	247,398	278,447	293,992	204,342	1,024,179	206,993						
Other Areas	477,302	116,072	143,558	165,295	117,379	542,304	137,245						
Cons. total	7,603,250	1,858,113	2,062,531	2,672,317	1,951,021	8,543,982	1,953,624						

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

(Millions of yen)	FY16	FY17					FY18						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
G&NS	25,486	6,904	7,258	7,324	7,605	29,091	7,024						
Music	16,124	4,142	4,247	4,444	5,397	18,230	4,369						
Pictures	20,487	5,972	5,975	6,243	6,268	24,458	5,870						
HE&S	19,830	4,989	4,569	6,053	5,525	21,136	5,539						
IP&S	25,442	5,861	5,704	6,152	6,211	23,928	6,071						
MC	19,794	4,585	4,715	4,923	4,992	19,215	4,682						
Semicon	102,328	23,802	24,637	24,955	25,864	99,258	25,940						
Financial	47,056	15,107	17,274	15,506	31,956	79,843	17,906						
All Other, Corp.	50,501	11,901	12,320	12,625	9,439	46,285	8,842						
Cons. Total	327,048	83,263	86,699	88,225	103,257	361,444	86,243						

■ Amortization of film costs 繰延映画制作費の償却費

(Millions of yen)	FY16	FY17					FY18						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Amortization of film costs	297,505	79,318	80,824	99,567	99,565	359,274	58,001						

<sup>7</sup> Digital cameras include compact digital cameras and interchangeable single-lens cameras.

<sup>8</sup> Geographic Information shows sales and operating revenue recognized by location of customers. Major countries and areas in each geographic segment excluding Japan, United States and China are as follows:

Europe: United Kingdom, France, Germany, Russia, Spain and Sweden

Asia-Pacific: India, South Korea, Oceania, Thailand and Malaysia

Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

■ **Additions to long-lived assets and depreciation and amortization** 固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY16	FY17					FY18					Apr FCT	Jul FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>9</sup>	272,203	67,381	75,819	94,841	94,099	332,140	62,966					360,000	360,000
Additions to PP&E	183,957	46,872	51,171	69,919	62,767	230,729	43,867					250,000	250,000
Additions to intangible assets	88,246	20,509	24,648	24,922	31,332	101,411	19,099					110,000	110,000
Total depreciation and amortization <sup>10</sup>	327,048	83,263	86,699	88,225	103,257	361,444	86,243					360,000	360,000
Depreciation of PP&E	169,284	40,781	41,756	42,705	44,615	169,857	42,937					190,000	190,000
Amortization of intangible assets <sup>10</sup>	157,764	42,482	44,943	45,520	58,642	191,587	43,306					170,000	170,000

■ **Additions to long-lived assets and depreciation and amortization excluding Financial Services**

金融分野を除くソニー連結の固定資産の増加額、減価償却費及び償却費

(Millions of yen)	FY16	FY17					FY18					Apr FCT	Jul FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>9</sup>	257,624	64,842	72,436	90,117	88,392	315,787	60,566					335,000	335,000
Additions to PP&E	179,298	45,788	50,766	68,992	62,381	227,927	43,624					245,000	245,000
Additions to intangible assets	78,326	19,054	21,670	21,125	26,011	87,860	16,942					90,000	90,000
Total depreciation and amortization <sup>10</sup>	279,992	68,156	69,425	72,719	71,301	281,601	68,337					285,000	285,000
Depreciation of PP&E	167,356	40,253	41,142	42,031	43,976	167,402	42,307					185,000	185,000
Amortization of intangible assets <sup>10</sup>	112,636	27,903	28,283	30,688	27,325	114,199	26,030					100,000	100,000

■ **Research and development expenses** 研究開発費

(Millions of yen)	FY16	FY17					FY18					Apr FCT	Jul FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Research and development expenses	447,456	101,789	108,807	115,783	132,138	458,518	107,462					470,000	470,000

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

(Millions of yen)	FY16	FY17
G&NS	95,553	106,227
HE&S	47,255	58,044
IP&S	58,622	58,578
MC	54,852	55,446
Semicon	117,579	107,209
Corporate R&D	44,381	44,901

■ **Restructuring charges by segment (includes related accelerated depreciation expense<sup>11</sup>)**

セグメント別構造改革費用（関連する加速減価償却費用を含む）

(Millions of yen)	FY16	FY17					FY18					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
G&NS	231	-	-	-	-	-	-					
Music	3,590	7	215	1,594	4,814	6,630	-					
Pictures	2,467	570	-127	39	2,440	2,922	602					
HE&S	752	15	4	8	825	852	-					
IP&S	640	12	9	2	601	624	-					
MC	826	649	42	538	797	2,026	264					
Semicon	-9	-	-	-	28	28	-					
Financial	-	-	-	-	-	-	-					
All Other, Corp.	51,718	1,185	1,448	911	5,779	9,323	443					
Cons. Total	60,215	2,438	1,591	3,092	15,284	22,405	1,309					

<sup>9</sup> Excluding additions for tangible and intangible assets from business combinations.

<sup>10</sup> Including amortization expense for deferred insurance acquisition costs and contract costs. Not including amortization of film costs.

<sup>11</sup> Accelerated depreciation related to restructuring is incurred when the useful life or salvage value of restructured assets is changed. Accelerated depreciation is not included in restructuring charges recorded in accordance with U.S. GAAP, but Sony includes it for the purposes of measuring the impact of restructuring. Sony discloses restructuring charges in accordance with U.S. GAAP in Form 20-F and the Quarterly Securities Reports.

■ **Period-end foreign exchange rates** 期末為替レート

(Yen)	FY17				FY18			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	112.0	112.7	113.0	106.2	110.5			
Period-end EUR rates	128.0	132.9	134.9	130.5	127.9			

■ **Inventory by segment** セグメント別棚卸資産

(Billions of yen)	FY17				FY18			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	116.7	229.6	103.3	74.0	77.9			
Music	13.8	14.3	15.8	14.1	14.8			
Pictures	43.5	44.4	45.9	38.9	43.6			
HE&S	135.3	173.8	144.7	121.3	114.5			
IP&S	71.5	83.4	90.3	75.6	77.2			
MC	87.4	106.3	85.2	78.7	76.7			
Semicon	215.2	224.5	216.7	240.9	240.3			
All Other and Corp.	44.7	54.4	51.8	49.4	47.6			
Cons. Total	728.1	930.7	753.7	692.9	692.6			

■ **Film costs (balance)** 繰延映画製作費（残高）

(Billions of yen)	FY17				FY18			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Film costs	352.1	367.3	365.8	327.6	373.7			

■ **Long-lived assets<sup>12</sup> by segment** セグメント別固定資産

(Billions of yen)	FY17				FY18			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	137.5	139.4	141.9	136.9	137.8			
Music	236.1	235.4	235.0	197.8	199.4			
Pictures	160.5	160.2	159.2	150.4	152.3			
HE&S	37.1	36.8	38.2	39.6	38.1			
IP&S	60.9	56.1	56.3	63.3	62.5			
MC	63.7	65.1	63.4	28.7	29.2			
Semicon	354.2	348.3	368.5	366.2	371.5			
Financial	51.5	59.1	60.4	57.0	57.1			
All Other and Corp.	231.8	239.1	239.7	226.7	224.8			
Cons. Total	1,333.3	1,339.5	1,362.6	1,266.6	1,272.7			

■ **Goodwill by segment** セグメント別営業権

(Billions of yen)	FY17				FY18			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	152.1	152.5	152.6	150.6	151.7			
Music	167.7	173.0	172.1	165.4	170.4			
Pictures	138.4	142.0	154.7	144.4	148.9			
HE&S	-	-	-	-	-			
IP&S	9.6	9.7	9.7	9.5	9.5			
MC	3.3	3.3	3.3	3.3	3.3			
Semicon	48.0	48.1	48.2	45.8	46.5			
Financial	2.4	7.2	7.2	7.2	7.2			
All Other and Corp.	4.4	4.5	4.5	4.3	4.3			
Cons. Total	525.9	540.3	552.3	530.5	541.8			

<sup>12</sup> Long-lived assets include PP&E and intangible assets.

■ Return on Invested Capital (ROIC) by segment セグメント別 ROIC

(Billions of yen)

	FY16			FY17			FY18
	ROIC	Return <sup>13</sup>	Invested Capital <sup>14</sup>	ROIC	Return <sup>13</sup>	Invested Capital <sup>14</sup>	Apr FCT
G&NS	22.0%	89.5	407.6	28.7%	117.2	408.1	33.1%
Music	18.9%	50.0	265.0	36.2%	84.3	233.2	37.0%
Pictures	-6.2%	-52.9	858.2	3.1%	27.1	876.1	3.0%
HE&S	26.2%	38.6	147.0	32.1%	56.6	176.3	31.8%
IP&S	22.2%	31.2	140.7	33.0%	49.5	149.6	31.9%
MC	3.7%	6.7	182.6	-13.2%	-18.2	138.1	-7.7%
Semicon	-0.8%	-5.2	647.9	17.3%	108.3	627.2	10.2%

<sup>13</sup> Operating Income after tax. Tax rates applied to all segments are 34% for FY16 and FY17 and 32% for FY18.

<sup>14</sup> The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, HE&S, IP&S, MC and Semicon. The total of equity and net debt have been used for Music and Pictures (deposits in group companies are excluded from debt). The amount of inventory of G&NS, HE&S, IP&S, MC and Semicon and the invested capital of Music and Pictures have been calculated by averaging the amount of each at five points in time – the beginning of the fiscal year and the end of each four quarters. The amount of long-lived assets, goodwill and investment of G&NS, HE&S, IP&S, MC and Semicon have been calculated by averaging the amount at the beginning and the end of the fiscal year.

# Game & Network Services Segment Supplemental Information

## ■ Game & Network Services segment sales breakdown

(Millions of yen)	FY16	FY17					FY18					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Hardware <sup>15</sup>	598,373	98,315	137,398	270,653	84,258	590,624	98,920					
Game Software <sup>16</sup>	710,970	157,795	202,641	298,970	260,711	920,117	268,243					
Network Services <sup>17</sup>	189,241	59,513	63,999	67,909	79,551	270,972	75,444					
Others <sup>18</sup>	151,215	32,439	29,166	80,434	20,060	162,099	29,494					
Segment Total Sales	1,649,799	348,062	433,204	717,966	444,580	1,943,812	472,101					

## ■ PlayStation®4 (PS4™) hardware and software unit sales

(Million units)	FY16	FY17					FY18						
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Apr FCT	Jul FCT
PS4 hardware	20.0	3.3	4.2	9.0	2.5	19.0	3.2					16.0	17.0
PS4 full game software	217.9	38.7	69.7	86.5	52.0	246.9	40.6					N.A.	N.A.
PS4 full game software digital download ratio <sup>19</sup>	27%	39%	27%	28%	43%	32%	43%					N.A.	N.A.

## ■ Number of PlayStation®Plus subscribers

(Million subscribers)	As of March 31, 2016	As of March 31, 2017	As of March 31, 2018	As of June 30, 2018
PlayStation®Plus	20.8	26.4	34.2	33.9

## ■ Cumulative sell-through units of PS4 hardware and software<sup>20</sup>

As of	Number of cumulative sell-through units (million)	
	PS4 Hardware	PS4 Software <sup>21</sup>
November 16, 2013 (Within 24 hours after PS4 Launch in US/Canada)	1.0	-
December 1, 2013	2.1	-
December 28, 2013	4.2	9.7
February 8, 2014	5.3	-
March 2, 2014	6.0	13.7
April 6, 2014	7.0	20.5 (April 13)
August 10, 2014	10.0	30.0
January 4, 2015	18.5	81.8
March 1, 2015	20.2	-
January 3, 2016	35.9	-
May 22, 2016	40.0	270.9
December 6, 2016	50.0	369.6
January 1, 2017	53.4	409.1
June 11, 2017	60.4	487.8
December 3, 2017	70.6	617.8
December 31, 2017	73.6	645.0

<sup>15</sup> Hardware includes sales of game consoles such as PS4.

<sup>16</sup> Game Software includes physical software sales and digital software sales (including full-games and add-on content).

<sup>17</sup> Network Services includes the network revenues Sony recognizes through the PlayStation™Network other than Game Software such as PlayStation®Plus, PlayStation™Video, PlayStation™Music, PlayStation™Now, PlayStation™Vue and advertising revenue.

<sup>18</sup> Others includes peripheral sales (including PlayStation®VR).

<sup>19</sup> Full game software digital download ratio is calculated by the following formula: "Full game software units sold via digital transactions" / "Full game software units sold via both physical and digital transactions"

<sup>20</sup> Sell-through units are estimated by Sony Interactive Entertainment.

<sup>21</sup> PS4 software unit sales do not include add-on content.



# Music Segment Supplemental Information

## ■ Recorded Music

### - Recorded Music Revenue breakdown of physical, digital and other revenues

(Millions of yen)	FY16	FY17					FY	FY18				
		Q1	Q2	Q3	Q4	Q1		Q2	Q3	Q4	FY	
Physical	130,982	33,553	27,591	43,664	30,318	135,126	22,560					
Digital	200,022	51,386	65,284	68,288	62,320	247,278	62,832					
Download <sup>22</sup>	59,415	12,943	12,295	12,752	11,849	49,839	10,668					
Streaming <sup>23</sup>	140,607	38,443	52,989	55,536	50,471	197,439	52,164					
Other <sup>24</sup>	57,944	14,883	16,302	16,287	17,084	64,556	14,347					
<b>Total</b>	<b>388,948</b>	<b>99,822</b>	<b>109,177</b>	<b>128,239</b>	<b>109,722</b>	<b>446,960</b>	<b>99,739</b>					
(Yen)												
Average USD rates	108.4	111.1	111.0	113.0	108.4	110.9	109.1					

### - Top 10 best-selling recorded music projects<sup>25</sup> for the quarters ended June 30, 2018 and 2017 (In order of revenue contribution)

For the quarter ended June 30, 2018		For the quarter ended June 30, 2017	
Artist	Title	Artist	Title
Nogizaka46	<i>synchronicity</i>	Harry Styles	<i>Harry Styles</i>
Utada Hikaru	<i>Hatsukoi</i>	Nogizaka46	<i>umaretekara hajimete mita yume</i>
Keyakizaka46	<i>Hashiridasu Shunkan</i>	The Chainsmokers	<i>Memories...Do Not Open</i>
Camila Cabello	<i>Camila</i>	DJ Khaled	<i>Grateful</i>
Dave Matthews Band	<i>Come Tomorrow</i>	Rag'n'Bone Man	<i>Human</i>
Luke Combs	<i>This One's for You</i>	Future	<i>FUTURE</i>
George Ezra	<i>Staying at Tamara's</i>	Roger Waters	<i>Is This The Life We Really Want?</i>
PInk	<i>Beautiful Trauma</i>	Khalid	<i>American Teen</i>
MAN WITH A MISSION	<i>Chasing the Horizon</i>	Calvin Harris	<i>Funk Wav Bounces Vol.1</i>
Calvin Harris	<i>Calvin Harris Releases</i>	Shakira	<i>El Dorado</i>

### - Noteworthy projects<sup>25</sup> for the quarter ending September 30, 2018 (In alphabetical order)

Artist	Title
Amigos	<i>110 Karat</i>
Barbra Streisand	<i>T.B.D</i>
Bryson Tiller	<i>T.B.D</i>
Daughtry	<i>Cage To Rattle</i>
Future	<i>BEASTMODE II (Mixtape)</i>
Jain	<i>Souldier</i>
Meghan Trainor	<i>Treat Myself</i>
Russ	<i>T.B.D</i>
Vampire Weekend	<i>T.B.D</i>
Vanessa Mai	<i>SCHLAGER</i>

## ■ Music Publishing

### - Number of songs in the music publishing catalog owned and administered as of March 31, 2018, 2017 and 2016 (Million songs)

	As of March 31, 2018	As of March 31, 2017	As of March 31, 2016
Sony	2.30	2.44	2.16
EMI Music Publishing	2.06	2.05	2.05
<b>Total</b>	<b>4.36</b>	<b>4.49</b>	<b>4.21</b>

<sup>22</sup> Download includes digital download and mobile (ringtone).

<sup>23</sup> Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.

<sup>24</sup> Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

<sup>25</sup> Projects are the aggregation of revenue from albums and digital track exploitation. Revenue within the quarter may also include revenue from individual tracks not associated with an album, or associated with a future album.

# 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 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 segment.

### - Pictures segment sales and operating revenue ("sales") and operating income (loss) in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2017	Fiscal year ended March 31, 2018					Fiscal year ending March 31, 2019				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	8,292	1,851	2,195	2,305	2,782	9,133	1,594				
Operating income (loss)	(682) <sup>26</sup>	(86)	69	93	300	376	(69)				

### - Sales by category and Motion Pictures Revenue breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2017	Fiscal year ended March 31, 2018					Fiscal year ending March 31, 2019				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	3,758	632	1,122	947	1,356	4,057	624				
Theatrical	1,001	129	632	302	450	1,513	95				
Home Entertainment	1,038	199	162	331	290	982	234				
TV Distribution	1,548	265	263	274	575	1,377	267				
Others	171	39	65	40	41	185	28				
Television Productions	2,487	557	517	728	812	2,614	414				
Media Networks	2,029	661	554	628	612	2,455	539				
Intersegment	18	1	2	2	2	7	17				
Total	8,292	1,851	2,195	2,305	2,782	9,133	1,594				

### - Film costs<sup>27</sup> breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2017	Fiscal year ended March 31, 2018					Fiscal year ending March 31, 2019				
	FY	Q1	Q2	Q3	Q4	FY	Q1 <sup>28</sup>	Q2	Q3	Q4	FY
Motion Pictures	1,532	1,580	1,609	1,509	1,538	1,580	1,510				
Television Productions	814	1,047	1,119	1,314	1,199	1,047	1,151				
Media Networks	327	374	416	435	500	374	495				
Beginning Balance	2,673	3,001	3,144	3,258	3,237	3,001	3,156				
Motion Pictures	736	160	138	275	184	757	245				
Television Productions	1,634	388	504	347	330	1,569	310				
Media Networks	703	309	200	240	248	997	202				
Increase in film costs <sup>27</sup>	3,073	857	842	862	762	3,323	757				
Motion Pictures	(688)	(131)	(238)	(246)	(231)	(846)	(116)				
Television Productions	(1,401)	(316)	(309)	(462)	(432)	(1,519)	(236)				
Media Networks	(656)	(267)	(181)	(175)	(252)	(875)	(180)				
Amortization of film costs <sup>27</sup>	(2,745)	(714)	(728)	(883)	(915)	(3,240)	(532)				
Motion Pictures	1,580	1,609	1,509	1,538	1,491	1,491	1,639				
Television Productions	1,047	1,119	1,314	1,199	1,097	1,097	1,225				
Media Networks	374	416	435	500	496	496	517				
Ending Balance	3,001	3,144	3,258	3,237	3,084	3,084	3,381				

<sup>26</sup> Operating loss includes a \$962 million impairment charge of goodwill in the third quarter of the fiscal year ended March 31, 2017.

<sup>27</sup> Film costs include capitalized direct production costs, production overhead and acquisition costs for both Motion Pictures and Television Productions as well as noncurrent capitalized broadcasting rights for Media Networks.

<sup>28</sup> Sony adopted new accounting guidance addressing revenue recognition (ASC 606), which applies retrospectively with the cumulative effect of initially applying the guidance recognized as of April 1, 2018. As a result of the adoption, the beginning balance of Film costs increased by \$72 million.

■ Motion Pictures

- Motion Pictures Box Office for films released in North America during the quarter ended June 30, 2018<sup>29</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>30</sup>	North America Box Office	International Box Office	Total
<i>Superfly</i>	Columbia	6/13/2018 (18)	\$18	\$0	\$18
<i>Sicario: Day of the Soldado</i>	Columbia	6/29/2018 (2)	\$14	\$2 <sup>31</sup>	\$16

- Motion Pictures Box Office for films released in North America during the quarter ended June 30, 2017<sup>32</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>33</sup>	North America Box Office	International Box Office	Total
<i>Smurfs: The Lost Village</i>	Columbia / Sony Pictures Animation	4/7/2017 (85)	\$45	\$150 <sup>34</sup>	\$195
<i>Rough Night</i>	Columbia	6/16/2017 (15)	\$20	\$10 <sup>34</sup>	\$30
<i>Baby Driver</i>	TriStar	6/28/2017 (3)	\$15	\$4 <sup>31</sup>	\$19

- Select films to be released in the U.S. during the twelve months ending June 30, 2019 (Release dates and titles subject to change)  
Total: 17 titles

Title	Talent	Expected Release Date	Label
<i>Hotel Transylvania 3: Summer Vacation</i>	Adam Sandler, Selena Gomez, Andy Samberg	7/13/2018	Columbia / Sony Pictures Animation
<i>The Equalizer 2</i>	Denzel Washington, Melissa Leo, Bill Pullman	7/20/2018	Columbia
<i>Slender Man</i>	Joey King, Julia Goldani-Telles, Jaz Sinclair	8/10/2018	Screen Gems
<i>Searching</i>	John Cho, Debra Messing, Joseph Lee, Michelle La	8/24/2018	Screen Gems
<i>Venom</i>	Tom Hardy, Riz Ahmed, Michelle Williams	10/5/2018	Columbia
<i>Goosebumps 2: Haunted Halloween</i>	Wendi McLendon-Covey, Madison Iseman, Jeremy Ray Taylor	10/12/2018	Columbia
<i>The Front Runner</i>	Hugh Jackman, Vera Farmiga, J.K. Simmons	11/7/2018	Columbia
<i>The Girl in the Spider's Web</i>	Claire Foy, Sverrir Gudnason, Lakeith Stanfield	11/9/2018	Columbia
<i>Untitled James Gunn Horror Movie</i>	Elizabeth Banks, David Denman, Jackson Dunn	11/30/2018	Screen Gems
<i>Spider-Man: Into the Spider-Verse</i>	Shameik Moore, Liev Schreiber, Mahershala Ali	12/14/2018	Columbia / Sony Pictures Animation
<i>Holmes &amp; Watson</i>	Will Ferrell, John C. Reilly, Rebecca Hall	12/21/2018	Columbia
<i>A Dog's Way Home</i>	Ashley Judd, Edward James Olmos, Wes Studi	1/11/2019	Columbia
<i>Miss Bala</i>	Gina Rodriguez, Ismael Cruz Córdova, Anthony Mackie	1/25/2019	Columbia
<i>Escape Room</i>	Deborah Ann Woll, Logan Miller, Taylor Russell	2/1/2019	Columbia
<i>Greyhound</i>	Tom Hanks, Stephen Graham, Elisabeth Shue	3/22/2019	Columbia
<i>Rosie Project</i>	T.B.D.	5/10/2019	TriStar
<i>Men in Black Untitled</i>	Chris Hemsworth, Tessa Thompson, Liam Neeson	6/14/2019	Columbia

Note: T.B.D. means the cast for the applicable title is still to be confirmed.

<sup>29</sup> Data as of June 30, 2018; Source (unless otherwise noted): Box Office Mojo for North America and International Box Office; table includes Sony Pictures Classics' films with total Box Office greater than \$10 million, if any; table also includes films of Stage 6 Films with total Box Office greater than \$10 million, if any.

<sup>30</sup> Days in North America theatrical release up to and including June 30, 2018.

<sup>31</sup> Source: Sony Pictures Releasing International ("SPRI"). SPE has limited territory rights.

<sup>32</sup> Data as of June 30, 2017; 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; table also includes films of Stage 6 Films with International Box Office in the licensed territories greater than \$10 million, if any.

<sup>33</sup> Days in North America theatrical release up to and including June 30, 2017.

<sup>34</sup> Source: SPRI.

- Select films to be released in the U.S. from July 1, 2019 onward (Release dates and titles subject to change)

Total: 17 titles

Title	Expected Release Date	Label
<i>Spider-Man: Far from Home</i>	7/5/2019	Columbia
<i>Once Upon a Time in Hollywood</i>	7/26/2019	Columbia
<i>Grudge</i>	8/16/2019	Screen Gems
<i>Overcomer</i>	8/23/2019	Affirm Films
<i>The Angry Birds Movie 2</i>	9/6/2019	Columbia / Sony Pictures Animation
<i>Charlie's Angeles</i>	9/27/2019	Columbia
<i>Zombieland 2</i>	10/11/2019	Columbia
<i>You Are My Friend</i>	10/18/2019	TriStar
<i>Jumanji Sequel</i>	12/13/2019	Columbia
<i>Masters of the Universe</i>	12/18/2019	Columbia
<i>Little Women</i>	12/25/2019	Columbia
<i>Phil Lord and Chris Miller Animation Movie</i>	1/10/2020	Columbia / Sony Pictures Animation
<i>Bad Boys for Life</i>	1/17/2020	Columbia
<i>Peter Rabbit 2</i>	2/7/2020	Columbia / Sony Pictures Animation
<i>Bloodshot</i>	2/21/2020	Columbia
<i>Barbie</i>	5/8/2020	Columbia
<i>Vivo</i>	11/6/2020	Columbia / Sony Pictures Animation

- Top 10 Home Entertainment titles released during the quarters ended June 30, 2018 and 2017<sup>35</sup>  
(Film, Television and Direct-to-Video releases, in order of U.S. release date)

For the quarter ended June 30, 2018		For the quarter ended June 30, 2017	
Title	Release Date	Title	Release Date
<i>Insidious: The Last Key</i>	4/3/2018	<i>Brimstone</i>	4/11/2017
<i>Golden Exits</i>	4/3/2018	<i>Underworld: Blood Wars</i>	4/25/2017
<i>All the Money in the World</i>	4/10/2018	<i>The Marine 5: Battleground</i>	4/25/2017
<i>Proud Mary</i>	4/10/2018	<i>The Comedian</i>	5/2/2017
<i>Outlander, Season 3</i>	4/10/2018	<i>The Red Turtle</i>	5/2/2017
<i>Film Stars Don't Die in Liverpool</i>	4/24/2018	<i>Resident Evil: The Final Chapter</i>	5/16/2017
<i>Peter Rabbit</i>	5/1/2018	<i>Outsiders, Season 2</i>	5/23/2017
<i>A Fantastic Woman</i>	5/22/2018	<i>Kill 'Em All</i>	6/6/2017
<i>Loveless</i>	6/12/2018	<i>Life</i>	6/20/2017
<i>Paul, Apostle of Christ</i>	6/19/2018	<i>T2: Trainspotting</i>	6/27/2017

- Select Home Entertainment titles to be released during the quarter ending September 30, 2018  
(In order of scheduled U.S. release date) (Release dates subject to change)

For the quarter ending September 30, 2018			
Title	Expected Release Date	Title	Expected Release Date
<i>Finding Your Feet</i>	7/3/2018	<i>The Good Doctor, Season 1</i>	8/7/2018
<i>The Leisure Seeker</i>	7/10/2018	<i>The Blacklist, Season 5</i>	8/14/2018
<i>Final Portrait</i>	7/31/2018	<i>Superfly</i>	9/11/2018

<sup>35</sup> Reflects top 10 titles released during the quarters ended June 30, 2018 and 2017, respectively, based on gross revenues earned from DVD, Blu-ray Disc™ and Digital Distribution. Digital Distribution includes electronic sell-through and video-on-demand distributed on cable, direct broadcast satellite providers and digital platforms, as well as hotel pay-per-view.

■ **Television Productions**

- **Television Series with an original broadcast on a U.S. linear network<sup>36</sup> during the quarters ended June 30, 2018 and 2017<sup>37</sup>**

For the quarter ended June 30, 2018			For the quarter ended June 30, 2017		
Series	Season	Network	Series	Season	Network
<i>Alex, Inc.</i>	1	ABC	<i>Better Call Saul</i>	3	AMC
<i>Kevin Can Wait</i>	2	CBS	<i>Daytime Divas</i>	1	VH1
<i>Preacher</i>	3	AMC	<i>Imaginary Mary</i>	1	ABC
<i>S.W.A.T.</i>	1	CBS	<i>Kevin Can Wait</i>	1	CBS
<i>Snoop Dogg Presents The Joker's Wild</i>	2	TBS	<i>Outsiders</i>	2	WGN America
<i>\$100,000 Pyramid</i>	3	ABC	<i>Preacher</i>	2	AMC
<i>The Blacklist</i>	5	NBC	<i>Shark Tank</i>	8	ABC
<i>The Goldbergs</i>	5	ABC	<i>Talking Preacher</i>	2	AMC
<i>Timeless</i>	2	NBC	<i>Talking Saul</i>	2	AMC
<i>The Gong Show</i>	2	ABC	<i>\$100,000 Pyramid</i>	2	ABC
<i>Days of Our Lives</i>	53	NBC	<i>The Blacklist</i>	4	NBC
<i>The Young and the Restless</i>	45	CBS	<i>The Blacklist: Redemption</i>	1	NBC
<i>The Dr. Oz Show</i>	9	First Run Syndication <sup>38</sup>	<i>The Goldbergs</i>	4	ABC
<i>Jeopardy!</i>	34	First Run Syndication <sup>38</sup>	<i>The Gong Show</i>	1	ABC
<i>Wheel of Fortune</i>	35	First Run Syndication <sup>38</sup>	<i>The Night Shift</i>	4	NBC
			<i>Underground</i>	2	WGN America
			<i>Days of Our Lives</i>	52	NBC
			<i>The Young and the Restless</i>	44	CBS
			<i>Wheel of Fortune</i>	34	First Run Syndication <sup>38</sup>
			<i>Jeopardy!</i>	33	First Run Syndication <sup>38</sup>
			<i>The Dr. Oz Show</i>	8	First Run Syndication <sup>38</sup>

- **Television Series with a new season to premiere on a U.S. linear network<sup>36</sup> from July 1, 2018 onward<sup>37</sup>**  
(Releases subject to change)

Airing after July 1, 2018					
Series	Season <sup>39</sup>	Network	Series	Season <sup>39</sup>	Network
<i>Black Monday</i>	1	Showtime	<i>The Goldbergs</i>	6	ABC
<i>Better Call Saul</i>	4	AMC	<i>The Good Doctor</i>	2	ABC
<i>Deadly Class</i>	1	SyFy	<i>Days of Our Lives</i>	54	NBC
<i>Outlander</i>	4	Starz	<i>The Young and the Restless</i>	46	CBS
<i>Preacher</i>	4	AMC	<i>Wheel of Fortune</i>	36	First Run Syndication <sup>38</sup>
<i>Schooled</i>	1	ABC	<i>Jeopardy!</i>	35	First Run Syndication <sup>38</sup>
<i>Shark Tank</i>	10	ABC	<i>The Dr. Oz Show</i>	10	First Run Syndication <sup>38</sup>
<i>S.W.A.T.</i>	2	CBS			
<i>The Blacklist</i>	6	NBC			

- **Select Television Series in U.S. off-network syndication<sup>40</sup>**

As of June 30, 2018	
<i>Rules of Engagement</i>	<i>The Goldbergs</i>
<i>Seinfeld</i>	<i>The King of Queens</i>
<i>The Blacklist</i>	<i>'Til Death</i>

<sup>36</sup> Linear networks include free, basic or pay television.

<sup>37</sup> Series produced or co-produced by SPE's television production operations; however, series independently produced or co-produced by SPE's Media Networks are not included.

<sup>38</sup> First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

<sup>39</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>40</sup> Off-network syndication series have previously aired on U.S. linear networks and are currently re-airing on other U.S. linear networks or digital platforms or both.

- Television Series with an original broadcast on a digital platform<sup>41</sup> during the quarters ended June 30, 2018 and 2017<sup>42</sup>

For the quarter ended June 30, 2018		
Series	Season	Network
<i>Cobra Kai</i>	1	YouTubeRed
<i>SuperMansion</i>	3	Crackle

For the quarter ended June 30, 2017		
Series	Season	Network
<i>Bloodline</i>	3	Netflix
<i>SuperMansion</i>	2	Crackle
<i>The Get Down</i>	1	Netflix

- Television Series with a new season to premiere on a digital platform<sup>41</sup> from July 1, 2018 onward<sup>42</sup>  
(Releases subject to change)

Airing after July 1, 2018		
Series	Season <sup>43</sup>	Network
<i>7 Days Out</i>	1	Netflix
<i>Atypical</i>	2	Netflix
<i>Cobra Kai</i>	2	YouTubeRed
<i>Future Man</i>	2	Hulu
<i>Now We Here</i>	1	YouTubeRed
<i>L.A.'s Finest</i>	1	Charter

Series	Season <sup>43</sup>	Network
<i>On Becoming God in Central Florida</i>	1	YouTube
<i>One Day at a Time</i>	3	Netflix
<i>Sneaky Pete</i>	3	Amazon
<i>The Boys</i>	1	Amazon
<i>The Tick</i>	2	Amazon

- Television Series with an original broadcast on a non-U.S. linear network<sup>44</sup> during the quarters ended June 30, 2018 and 2017<sup>42</sup>

For the quarter ended June 30, 2018			
Series	Season	Network	Territory

**Europe, Middle East and Africa:**

<i>Newlywed Game</i>	23	France 2	France
<i>Heldt</i>	6	ZDF	Germany
<i>Lifelines</i>	1	RTL	Germany
<i>Startup!</i>	1	SAT.1	Germany
<i>Bangers &amp; Cash</i>	6	VOX	Germany
<i>Kudos</i>	2	RAI 4	Italy
<i>Chain Reaction</i>	12	RAI 1	Italy
<i>The Voice of Italy</i>	5	RAI 2	Italy
<i>Momsters</i>	1	UTV	Russia
<i>A Taste of Home</i>	1	BBCNI	United Kingdom
<i>Blind Date</i>	2	Channel 5	United Kingdom
<i>Who Wants To Be A Millionaire</i>	31	ITV	United Kingdom
<i>Million Pound Menu</i>	1	BBC2	United Kingdom
<i>Doodlebugs</i>	1	BBC1	United Kingdom
<i>Britain in Bloom</i>	1	BBC2	United Kingdom

**Latin America:**

<i>Os Donos da Porra Toda</i>	1	Sony	Brazil
<i>De Férias com Ex - A treta não tira férias</i>	1	MTV	Brazil
<i>A Fuga (Raid the Cage)</i>	1	Band	Brazil
<i>Vai Fernandinha 3</i>	1	Multishow	Brazil
<i>Are you the One?</i>	4	MTV	Brazil
<i>Quem Quer ser um Milionario</i>	2	Globo	Brazil
<i>Shark Tank Colombia</i>	1	Canal Sony	Colombia
<i>Paraiso Travel</i>	1	RCN	Colombia
<i>Enamorandonos (Love is calling)</i>	1	Caracol	Colombia
<i>Shark Tank Mexico</i>	3	Canal Sony	Mexico
<i>Enamorandonos (Love is Calling)</i>	1	TV Azteca	Mexico
<i>Club De Eva</i>	1	TV Azteca	Mexico
<i>Tres Milagros</i>	1	TV Azteca	Mexico
<i>Rosario Tijeras</i>	2	TV Azteca	Mexico

**Asia and Australia:**

For the quarter ended June 30, 2017			
Series	Season	Network	Territory

**Europe, Middle East and Africa:**

<i>Newlywed Game</i>	22	France 2	France
<i>Bangers &amp; Cash</i>	5	VOX	Germany
<i>Jeopardy!</i>	2	RTL plus	Germany
<i>Chain Reaction</i>	11	Rai 1	Italy
<i>Kudos</i>	1	Rai 4	Italy
<i>You Can't Ask That</i>	1	Real Time	Italy
<i>The Winner Is</i>	2	Canale 5	Italy
<i>50 Ways to Kill Your Mammy</i>	1	Rai 2	Italy
<i>Everybody Loves Raymond</i>	8	CTC	Russia
<i>Goodbye House</i>	1	RTE	United Kingdom
<i>Blind Date</i>	1	Channel 5	United Kingdom

**Latin America:**

<i>El Comandante</i>	1	RCN	Colombia
<i>Paquita la del Barrio</i>	1	Imagen	Mexico
<i>La Querida del Centauro</i>	2	Telemundo	US Hispanic
<i>Enamorandonos (Love is Calling)</i>	1	TV Azteca	Mexico
<i>Power Couple</i>	2	Record	Brazil
<i>Shark Tank Mexico</i>	2	Canal Sony	Mexico
<i>Via Fernandinha</i>	2	Multishow	Brazil
<i>Chamado Central</i>	2	Multishow	Brazil
<i>Lady Night</i>	1	Multishow	Brazil
<i>Are You the One?</i>	3	MTV	Brazil

**Asia and Australia:**

<i>House Husbands</i>	5	Nine	Australia
<i>Love Child</i>	4	Nine	Australia

<sup>41</sup> Digital platforms include advertising supported video-on-demand and subscription video-on-demand ("SVOD"). The network has multi-territory rights to the series, unless otherwise noted.

<sup>42</sup> Series produced or co-produced by SPE's television production operations; series independently produced or co-produced by SPE's Media Networks are not included.

<sup>43</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>44</sup> Linear networks include free, basic or pay television.

■ Media Networks

- Television and Digital Channels as of June 30, 2018

As of June 30, 2018					As of June 30, 2017
Television and Digital Channels <sup>45</sup>	Country / Region	Launch Year <sup>46</sup>	Sony's Ownership	Number of Subscribers <sup>47</sup> (mil.)	Number of Subscribers <sup>47</sup> (mil.)
<b>Europe, Middle East and Africa:</b>					
<i>AXN Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	9.5	9.3
<i>AXN White Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	8.7	8.4
<i>AXN Black</i>	Portugal, Angola, Mozambique, Cape Verde	2011	100%	3.9	3.7
<i>AXN Central Europe<sup>48</sup></i>	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	46.1	42.3
<i>AXN SPIN Central Europe</i>	Poland, Romania	2012	100%	9.2	8.0
<i>Pop Italy</i>	Italy	2017	100%	N/A	N/A
<i>Cine Sony Italy</i>	Italy	2017	100%	N/A	*
<i>AXN Germany</i>	Austria, Germany, Switzerland	2004	100%	3.3	3.3
<i>Animax Germany</i>	Austria, Germany, Switzerland	2007	100%	N/A	0.3
<i>Sony Channel Germany</i>	Austria, Germany, Switzerland	2013	100%	0.8	0.9
<i>Sony MAX Africa</i>	South Africa	2007	100%	7.0	7.0
<i>Sony Channel Africa</i>	South Africa	2007	100%	7.2	7.3
<i>Sony Sci-Fi Russia</i>	Russia, CIS, Georgia, Ukraine	2007	88%	9.1	8.8
<i>Sony Channel Russia</i>	Russia, CIS, Georgia, Ukraine	2009	88%	9.7	9.7
<i>Sony Channel Baltics</i>	Estonia, Latvia, Lithuania	2010	88%	1.5	1.5
<i>Sony Turbo Russia</i>	Russia, CIS, Georgia, Ukraine	2012	88%	6.6	3.6
<i>Sony Turbo Baltics</i>	Estonia, Latvia, Lithuania	2012	88%	0.9	0.8
<i>Sony Channel UK<sup>49</sup></i>	United Kingdom, Malta	2011	100%	N/A	15.8
<i>Movies4Men UK</i>	United Kingdom, Malta	2012	100%	13.5	14.9
<i>Sony Movie Channel UK</i>	United Kingdom, Malta	2012	100%	13.5	14.8
<i>CSC Media Group</i>	United Kingdom	2014	100%	148.1	166.6
<i>Viva</i>	Israel	2014	50%	1.5	1.5
<i>Viva Plus</i>	Israel	2014	50%	1.5	1.0
<i>Film 1<sup>50</sup></i>	Netherlands	2015	100%	0.6	0.9
<i>Film 1 D2C</i>	Netherlands	2018	100%	-	*
<i>Viasat 3</i>	Hungary	2015	100%	3.3	3.5
<i>Viasat 6</i>	Hungary	2015	100%	3.0	2.9
<i>Sony Channel Turkey<sup>51</sup></i>	Turkey	2016	51%	18.5	15.4
<i>Planet Turk<sup>51</sup></i>	Turkey	2016	51%	15.9	15.4
<i>Planet Mutfak<sup>51</sup></i>	Turkey	2016	51%	18.5	18.1
<i>Sony Cocuk<sup>51</sup></i>	Turkey	2016	51%	18.5	18.1
<b>Latin America:</b>					
<i>Canal Sony OLA<sup>52 53</sup></i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	27.2	31.1
<i>AXN OLA<sup>52 53</sup></i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	25.4	29.2
<i>Crackle OLA<sup>52</sup></i>	Pan-Regional Latin America (excluding Brazil and Mexico)	2012	100%	-	-
<i>Canal Sony Brazil<sup>53</sup></i>	Brazil	1996	100%	13.3	16.9
<i>AXN Brazil<sup>53</sup></i>	Brazil	1999	100%	11.7	14.0
<i>Crackle Brazil</i>	Brazil	2012	100%	-	-
<i>Canal Sony Mexico<sup>52 53</sup></i>	Mexico	1996	100%	15.6	15.7
<i>AXN Mexico<sup>52 53</sup></i>	Mexico	1999	100%	10.0	9.7
<i>Crackle Mexico<sup>52</sup></i>	Mexico	2012	100%	-	-

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

\* means the television and digital channels are or were not owned, or broadcast, by SPE.

- means that SPE does not disclose the number of subscribers for SVOD services.

<sup>45</sup> Individual channels may have more than one feed; total channel feeds were 194 as of June 30, 2018.

<sup>46</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>47</sup> Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

<sup>48</sup> Includes AXN Black and AXN White.

<sup>49</sup> Sony Channel UK closed on February 6, 2018.

<sup>50</sup> Film 1 comprises the following channels: Film1 Premiere, Film1 Action, Film1 Family, and Film1 Drama. On August 31, 2017, Film1 Sundance closed and was replaced by an SVOD service from Film 1.

<sup>51</sup> Planet TV comprises the following: Sony Channel Turkey, Planet Turk, Planet Mutfak, and Sony Cocuk.

<sup>52</sup> In fiscal quarter ended March 31, 2018, Canal Sony Latin America is now reported as Canal Sony Mexico and Canal Sony OLA; AXN Latin America is now reported as AXN Mexico and AXN OLA; and Crackle Latin America is now reported as Crackle Mexico and Crackle OLA.

<sup>53</sup> As of March 31, 2018, SPE changed its source for subscriber information. Based upon this new source, subscriber numbers as of June 30, 2017 were overstated by 12 million subscribers.

As of June 30, 2018					As of June 30, 2017
Television and Digital Channels <sup>54</sup>	Country / Region	Launch Year <sup>55</sup>	Sony's Ownership	Number of Subscribers <sup>56</sup> (mil.)	Number of Subscribers <sup>56</sup> (mil.)
<b>Asia and Australia:</b>					
<i>India Channels</i> <sup>57</sup>	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	1266.5	1188.8
<i>AXN Asia</i>	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	19.2	20.2
<i>Animax Asia</i>	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	12.2	12.1
<i>Sony Channel Asia</i>	Thailand, Singapore, other parts of East Asia	2007	100%	2.0	1.7
<i>ONE</i>	Malaysia, Indonesia, Singapore, Brunei	2010	100%	3.3	3.3
<i>AXN Japan</i>	Japan	1998	65%	7.4	7.4
<i>Animax Japan</i>	Japan	1998	50%	8.5	8.6
<i>Animax on PlayStation</i>	Japan	2017	100%	–	*
<i>Kids Station</i>	Japan	2017	51%	7.8	7.9
<i>AXN Mystery Japan</i>	Japan	2008	100%	6.4	6.8
<i>Star Channel Japan</i>	Japan	2013	25%	1.2	1.2
<i>AXN Korea</i>	South Korea	2011	49%	20.4	18.8
<i>Animax Korea</i>	South Korea	2006	100%	24.8	23.6
<i>FMN</i>	Indonesia	2013	50%	0.4	0.5
<i>Crackle Australia</i>	Australia	2010	100%	N/A	N/A
<i>GEM</i>	Vietnam	2014	100%	1.0	1.9
<i>GEM Asia</i>	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	0.8	0.8
<b>North America:</b>					
<i>GSN</i>	U.S.	1994	58%	60.0	67.0
<i>Crackle U.S.</i>	U.S.	2009	100%	N/A	N/A
<i>Crackle Canada</i>	Canada	2010	100%	N/A	N/A
<i>Sony Movie Channel U.S.</i>	U.S.	2010	100%	5.5	5.6
<i>CineSony</i>	U.S.	2012	100%	3.5	3.6
<i>Hollywood Suite 90s Movies</i>	Canada	2012	47%	0.4	0.3
<i>Hollywood Suite 2000s Movies</i>	Canada	2012	47%	0.4	0.3
<i>getTV</i>	U.S.	2014	100%	46.4	47.7
<i>FunimationNow</i>	U.S.	2017	95%	–	*

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

\* means the television and digital channels are or were not owned, or broadcast, by SPE.

– means that SPE does not disclose the number of subscribers for SVOD services.

Since March 31, 2018, SPT launched the Film1 D2C over-the-top service (“OTT”) in the Netherlands in June 2018; previously, SPT launched the Animax on PlayStation SVOD service in Japan in December 2017. SPE does not disclose the number of subscribers for SVOD/OTT services.

#### Number of Channels and Subscribers (Total)

	As of June 30, 2018	As of June 30, 2017
Number of Channels (Total)	100	101
Number of Subscribers <sup>56</sup> (Total) (mil.)	Approx. 1,981.2	Approx. 1,942.0

<sup>54</sup> Individual channels may have more than one feed; total channel feeds were 194 as of June 30, 2018.

<sup>55</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>56</sup> Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

<sup>57</sup> India Channels comprise the following: SET, MAX, SAB, PIX, ATTH, MIX, SIX, AXN, PAL, MAX 2, SONY ESPN, WAH, Sony Le PLEX, Sony BBC Earth, Sony ROX HD, Sony YAY!, and the TEN Sports Channels. 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 1.5 million and 2.2 million of the totals noted for June 30, 2018 and 2017, respectively.



## Note

Due to rounding, total amounts may differ from the combined totals of individual figures in this document. For example, the addition of figures provided on a quarterly basis may not necessarily produce the total amounts provided on a full-year basis.

## Cautionary Statement

Statements made in this release 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) Sony's ability to maintain product quality and customer satisfaction with its products and services;
- (ii) 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 image sensors, game and network platforms, smartphones and televisions, 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 customer preferences;
- (iii) Sony's ability to implement successful hardware, software, and content integration strategies, and to develop and implement successful sales and distribution strategies in light of new technologies and distribution platforms;
- (iv) the effectiveness of Sony's strategies and their execution, including but not limited to the success of Sony's acquisitions, joint ventures, investments, capital expenditures, restructurings and other strategic initiatives;
- (v) changes in laws, regulations and government policies in the markets in which Sony and its third-party suppliers, service providers and business partners operate, including those related to taxation, as well as growing consumer focus on corporate social responsibility;
- (vi) Sony's continued ability to identify the products, services and market trends with significant growth potential, to devote sufficient resources to research and development, to prioritize investments and capital expenditures correctly and to recoup its investments and capital expenditures, including those required for technology development and product capacity;
- (vii) Sony's reliance on external business partners, including for the procurement of parts, components, software and network services for its products or services, the manufacturing, marketing and distribution of its products, and its other business operations;
- (viii) the global economic and political environment in which Sony operates and the economic and political conditions in Sony's markets, particularly levels of consumer spending;
- (ix) Sony's ability to meet operational and liquidity needs as a result of significant volatility and disruption in the global financial markets or a ratings downgrade;
- (x) Sony's ability to forecast demands, manage timely procurement and control inventories;
- (xi) 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, liabilities and operating results are denominated;
- (xii) Sony's ability to recruit, retain and maintain productive relations with highly skilled personnel;
- (xiii) Sony's ability to prevent unauthorized use or theft of intellectual property rights, to obtain or renew licenses relating to intellectual property rights and to defend itself against claims that its products or services infringe the intellectual property rights owned by others;
- (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) 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;
- (xvi) risks related to catastrophic disasters or similar events;
- (xvii) the ability of Sony, its third-party service providers or business partners to anticipate and manage cybersecurity risk, including the risk of unauthorized access to Sony's business information and the personally identifiable information of its employees and customers, potential business disruptions or financial losses; and
- (xviii) the outcome of pending and/or future legal and/or regulatory proceedings.

Risks and uncertainties also include the impact of any future events with material adverse impact. Important information regarding risks and uncertainties is also set forth in Sony's most recent Form 20-F, which is on file with the U.S. Securities and Exchange Commission.