

## Supplemental Information for the Consolidated Financial Results for the Second Quarter Ended September 30, 2020 2020 年度第 2 四半期連結業績補足資料

October 28, 2020  
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-12 and in Sony's Form 20-F for the fiscal year ended March 31, 20. 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.
Electronics Products & Solutions segment	EP&S	Corporate and elimination	Corp. Elim.
Mobile Communications segment	MC	All Other, Corporate and elimination	All Other, Corp.
Imaging and Sensing Solutions segment	I&SS	Consolidated Total	Cons. Total
Financial Services segment	Financial	Operating income	OI
		Property, plant and equipment	PP&E

Sony realigned its business segments from the first quarter of the fiscal year ended March 31, 2020 to reflect modifications to the organizational structure of certain segments and a change in the Senior Executives in charge of certain segments as of April 1, 2019. In connection with this decision, the former Home Entertainment & Sound, Imaging Products & Solutions and Mobile Communications segments have been realigned as the Electronics Products & Solutions ("EP&S") segment. Effective from the first quarter of the fiscal year ended March 31, 2020, the former Semiconductors segment has been renamed the Imaging & Sensing Solutions (I&SS) segment.

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 the Consolidated Financial Statements on page F-8 for the second quarter ended September 30, 2020.

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

(Yen)	FY18	FY19					FY20					FY20 Aug Assumption <sup>1</sup> (Q2 – Q4)	FY20 Oct Assumption <sup>1</sup> (Q3 – Q4)
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
USD	110.9	109.9	107.4	108.8	109.0	108.7	107.6	106.2				107.0	105.0
EUR	128.5	123.5	119.3	120.3	120.2	120.8	118.5	124.1				120.0	123.0
Brazilian Real	29.4	28.0	27.1	26.4	24.6	26.5	20.1	19.7				19.6	18.7
Chinese Yuan	16.5	16.1	15.3	15.4	15.6	15.6	15.2	15.4				15.1	15.5
Indian Rupee	1.60	1.59	1.54	1.54	1.52	1.55	1.43	1.44				1.41	1.42
Russian Ruble	1.71	1.70	1.66	1.71	1.65	1.68	1.49	1.44				1.50	1.35

## ■ FY20 Estimated Foreign Exchange Impact on Annual Operating Income 2020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	+2.0	-2.5	
EP&S	+3.0	-1.5	N/A
I&SS	-6.0	Slightly negative	
Net impact of above three segments	-1.0	-4.0	-2.0
Pictures and Music total <sup>3</sup>	-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> This is the estimated impact when converting the U.S. dollar aggregated results of Sony Pictures Entertainment Inc. ("SPE"), Sony Music Entertainment, Sony/ATV Music Publishing and EMI Music Publishing into Japanese yen. The impact of converting the non-U.S. dollar results of these four 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)		FY18	FY19					FY20					
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Aug FCT	Oct FCT
G&NS	Sales	2,310,872	457,461	454,390	632,130	433,570	1,977,551	606,109	506,638			2,500,000	2,600,000
	OI	311,092	73,804	64,987	53,450	46,159	238,400	124,037	104,932			240,000	300,000
Music	Sales	807,489	202,253	219,275	216,938	211,443	849,909	177,115	230,868			790,000	850,000
	OI	232,487	38,277	37,480	36,250	30,338	142,345	34,892	52,851			130,000	152,000
Pictures	Sales	986,873	186,088	260,604	236,014	329,148	1,011,854	175,089	192,333			760,000	760,000
	OI	54,599	376	39,318	5,422	23,041	68,157	24,742	31,751			41,000	48,000
EP&S	Sales	2,320,628	483,915	493,499	650,429	363,425	1,991,268	331,846	504,658			1,870,000	1,870,000
	OI	76,508	25,066	41,387	80,336	-59,513	87,276	-9,121	53,998			60,000	67,000
I&SS	Sales	879,330	230,678	310,724	298,007	231,167	1,070,576	206,186	307,084			1,000,000	960,000
	OI	143,874	49,528	76,378	75,182	34,496	235,584	25,426	49,835			130,000	81,000
Financial	Revenue	1,282,539	336,935	377,181	407,228	186,404	1,307,748	446,760	373,945			1,400,000	1,460,000
	OI	161,477	46,105	38,779	32,634	12,079	129,597	47,203	43,718			142,000	155,000
All Other	Sales	345,737	69,591	68,897	72,273	40,659	251,420	54,095	49,201			N/A	N/A
	OI	-11,127	-2,602	2,434	20,673	-4,217	16,288	3,532	3,191			-123,000 <sup>1</sup>	-103,000 <sup>1</sup>
Corp. Elim.	Sales	-267,781	-41,197	-62,311	-49,857	-47,076	-200,441	-28,281	-51,241			N/A	N/A
	OI	-74,675	371	-21,808	-3,815	-46,936	-72,188	-22,316	-22,512				
Cons.	Sales	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486			8,300,000	8,500,000
Total	OI	894,235	230,925	278,955	300,132	35,447	845,459	228,395	317,764			620,000	700,000

For reference: financial results of MC ご参考: MC の業績

MC	Sales <sup>2</sup>	487,330	100,550	77,714	113,500	70,380	362,144	94,229	79,140			N/A	N/A
	OI	-97,136	1,039	635	6,965	-29,696	-21,057	11,036	9,458			N/A	N/A

<sup>1</sup> All Other + Corp. Elim

<sup>2</sup> Sales and operating revenue to external customers.

■ 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)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
G&NS	2,224,622	441,750	438,046	616,576	423,388	1,919,760	599,049	494,544			
Digital Software and Add-on Content	1,102,231	215,964	226,889	304,982	262,461	1,010,296	394,637	297,061			
Network Services	326,524	83,606	84,377	85,484	83,798	337,265	93,295	95,897			
Hardware and Others	795,867	142,180	126,780	226,110	77,129	572,199	111,117	101,586			
Music	795,025	200,038	216,742	213,861	207,951	838,592	173,735	228,419			
Recorded Music	426,926	111,962	112,202	125,939	117,050	467,153	98,086	123,324			
Streaming	227,513	66,482	66,797	72,812	69,948	276,039	68,900	78,827			
Others	199,413	45,480	45,405	53,127	47,102	191,114	29,186	44,497			
Music Publishing	106,666	39,290	38,407	39,716	40,065	157,478	31,096	37,560			
Visual Media & Platform	261,433	48,786	66,133	48,206	50,836	213,961	44,553	67,535			
Pictures	985,270	185,759	260,387	235,702	328,866	1,010,714	174,441	191,975			
Motion Pictures	436,017	80,870	140,371	101,345	152,475	475,061	65,077	91,161			
Television Productions	288,816	46,486	61,546	72,572	120,620	301,224	64,303	50,936			
Media Networks	260,437	58,403	58,470	61,785	55,771	234,429	45,061	49,878			
EP&S	2,303,167	480,656	486,311	645,818	357,095	1,969,880	327,393	500,683			
TV	788,423	147,761	166,479	235,859	96,414	646,513	106,568	204,618			
Audio & Video	362,580	78,743	83,754	121,742	61,821	346,060	47,081	83,887			
Still and Video Cameras	421,506	100,254	99,606	122,031	62,251	384,142	46,405	90,237			
Mobile Communications	487,330	100,550	77,714	113,500	70,380	362,144	94,229	79,140			
Other	243,328	53,348	58,758	52,686	66,229	231,021	33,110	42,801			
I&SS	770,622	211,175	285,579	277,816	210,689	985,259	198,371	283,954			
Financial (revenue)	1,274,708	334,820	375,089	405,382	184,556	1,299,847	444,916	372,107			
All Other	299,806	60,632	57,943	63,129	33,295	214,999	46,097	40,342			
Corp.	12,467	10,894	2,162	4,878	2,900	20,834	4,917	1,462			
Cons. Total	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486			

■ Unit sales of key products 主要製品販売台数

(Million units)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PlayStation®4 <sup>1</sup>	17.8	3.2	2.8	6.0	1.4	13.5	1.9	1.5			
TVs	11.3	2.0	2.5	3.4	1.4	9.3	1.5	2.7			
Smartphones	6.5	0.9	0.6	1.3	0.4	3.2	0.8	0.6			

■ Sales to customers by geographic region<sup>2</sup> (to external customers) 地域別売上高（外部顧客に対するもの）

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Japan	2,591,784	627,522	669,258	729,225	446,474	2,472,479	730,551	677,672			
United States	1,982,135	435,028	429,935	545,581	453,846	1,864,390	464,616	507,563			
Europe	1,862,166	362,947	407,059	543,709	384,076	1,697,791	361,001	367,019			
China	770,416	201,088	249,320	246,122	148,705	845,235	179,579	232,885			
Asia-Pacific	912,193	183,103	250,038	263,026	195,859	892,026	142,729	225,977			
Other Areas	546,993	116,036	116,649	135,499	119,780	487,964	90,443	102,370			
Cons. total	8,665,687	1,925,724	2,122,259	2,463,162	1,748,740	8,259,885	1,968,919	2,113,486			

<sup>1</sup> Hardware unit sales have been re-classified from previously disclosed figures to reflect the impacts of products that were returned and refurbished products that were sold.

<sup>2</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 and Oceania  
 Other Areas: The Middle East/Africa, Brazil, Mexico and Canada

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

(Millions of yen)	FY18	FY19					FY20					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
G&NS	29,023	6,812	6,878	7,230	8,215	29,135	8,475	9,219				
Music	21,259	6,779	7,268	7,176	7,914	29,137	7,402	7,969				
Pictures	24,081	5,753	5,362	5,151	5,399	21,665	4,343	4,538				
EP&S	61,749	15,081	14,550	15,215	18,445	63,291	14,808	14,994				
I&SS	110,746	29,439	32,128	34,661	37,807	134,035	39,210	38,363				
Financial	91,179	22,151	23,084	14,919	46,513	106,667	8,853	16,905				
All Other, Corp.	35,989	7,397	7,257	7,102	10,956	32,712	7,010	5,639				
Cons. Total	374,026	93,412	96,527	91,454	135,249	416,642	90,101	97,627				

■ Amortization of film costs 繰延映画製作費の償却費

(Millions of yen)	FY18	FY19					FY20					
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Amortization of film costs	348,493	56,546	81,854	74,284	117,125	329,809	56,858	60,985				

■ 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)	FY18	FY19					FY20					Aug FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>1</sup>	344,097	95,057	120,489	123,352	174,163	513,061	103,907	104,139				500,000	480,000
Additions to PP&E	245,142	73,020	85,587	92,469	129,162	380,238	76,239	74,951				385,000	355,000
Additions to intangible assets	98,955	22,037	34,902	30,883	45,001	132,823	27,668	29,188				115,000	125,000
Total depreciation and amortization <sup>2</sup>	374,026	93,412	96,527	91,454	135,249	416,642	90,101	97,627				415,000	415,000
Depreciation of PP&E	177,002	45,653	48,022	50,929	61,148	205,752	55,524	53,881				220,000	220,000
Amortization of intangible assets <sup>2</sup>	197,024	47,759	48,505	40,525	74,101	210,890	34,577	43,746				195,000	195,000

■ 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)	FY18	FY19					FY20					Aug FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Total additions to long-lived assets <sup>1</sup>	324,339	93,207	114,658	119,902	163,651	491,418	101,674	99,353				480,000	460,000
Additions to PP&E	242,812	72,516	85,338	91,976	126,471	376,301	75,714	74,234				380,000	350,000
Additions to intangible assets	81,527	20,691	29,320	27,926	37,180	115,117	25,960	25,119				100,000	110,000
Total depreciation and amortization <sup>2</sup>	282,847	71,261	73,443	76,535	88,736	309,975	81,248	80,722				335,000	335,000
Depreciation of PP&E	174,530	45,085	47,439	50,328	60,529	203,381	54,893	52,693				215,000	215,000
Amortization of intangible assets <sup>2</sup>	108,317	26,176	26,004	26,207	28,207	106,594	26,355	28,029				120,000	120,000

■ Research and development expenses 研究開発費

(Millions of yen)	FY18	FY19					FY20					Aug FCT	Oct FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Research and development expenses	481,202	113,614	122,076	121,282	142,318	499,290	121,308	127,618				515,000	530,000

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

(Millions of yen)	FY17	FY18	FY19
G&NS	106,227	116,308	126,701
EP&S	172,068	162,836	145,877
I&SS	107,209	124,215	143,480
Corporate R&D	44,901	45,918	44,099

<sup>1</sup> Excluding additions for tangible and intangible assets from business combinations.

<sup>2</sup> Including amortization expense for deferred insurance acquisition costs and contract costs. Not including amortization of film costs.

■ Restructuring charges by segment (includes related accelerated depreciation expense<sup>1</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)	FY18	FY19					FY20					Aug FCT	OCT FCT
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
G&NS	-	-	-	-	-	-	-	-	-	-	-	N/A	N/A
Music	3,192	-	485	405	2,295	3,185	-	1,123	-	-			
Pictures	4,795	-	191	87	267	545	2	33	-	-			
EP&S	16,097	1,892	4,708	2,776	5,351	14,727	213	1,102	-	-			
I&SS	-	-	-	-	-	-	-	-	-	-			
Financial	-	-	-	-	-	-	-	-	-	-			
All Other, Corp.	9,007	1,706	896	939	2,968	6,509	282	1,600	-	-			
Cons. Total	33,091	3,598	6,280	4,207	10,881	24,966	497	3,858	-	-	25,000	27,000	

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

(Yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Period-end USD rates	107.8	107.9	109.7	108.8	107.7	105.8	-	-
Period-end EUR rates	122.5	118.0	121.8	119.6	121.1	124.2	-	-

■ Inventory by segment セグメント別棚卸資産

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1 <sup>2</sup>	Q2	Q3	Q4
G&NS	116.3	198.0	75.7	56.3	47.5	135.7	-	-
Music	17.1	19.3	21.8	17.5	9.2	9.7	-	-
Pictures	31.7	31.6	33.0	25.7	3.1	3.3	-	-
EP&S	220.8	254.3	213.0	206.5	204.8	232.9	-	-
I&SS	264.2	235.7	227.9	250.5	293.2	262.8	-	-
All Other, Corp.	43.5	40.6	36.0	33.5	31.0	37.3	-	-
Cons. Total	693.6	779.5	607.4	590.0	588.8	681.7	-	-

■ Film costs (balance) 繰延映画製作費（残高）

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1 <sup>2</sup>	Q2	Q3	Q4
Film costs	431.8	434.8	487.4	427.3	417.6	401.5	-	-

<sup>1</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.

<sup>2</sup> Sony adopted updates in the accounting guidance related to Film costs and broadcasting rights (ASU 2019-02), which is effective from April 1, 2020 and applied prospectively. As a result of adoption, Sony reclassified 24.1 billion yen of broadcasting rights in the Pictures segment and 7.4 billion yen of animation film production costs in the Music segment included in inventories to film costs.

■ Long-lived assets<sup>1</sup> and right-of-use assets by segment セグメント別固定資産・使用権資産

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	202.4	213.7	226.0	230.7	235.2	235.3		
Music	620.8	614.9	635.2	619.5	618.0	617.7		
Pictures	161.0	165.4	168.7	161.8	158.7	153.4		
EP&S	167.6	171.6	175.0	175.5	176.4	178.8		
I&SS	454.1	489.2	523.2	579.1	596.2	610.3		
Financial	113.6	116.9	118.1	127.0	125.1	137.6		
All Other, Corp.	287.0	274.0	274.7	314.0	302.5	300.0		
Cons. Total	2,006.5	2045.7	2,120.9	2,207.6	2,212.1	2,233.1		

■ Goodwill by segment セグメント別営業権

(Billions of yen)	FY19				FY20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
G&NS	153.0	152.9	171.7	171.0	170.6	169.8		
Music	393.2	390.0	400.2	391.3	389.5	387.3		
Pictures	139.9	141.1	155.0	152.4	154.4	152.4		
EP&S	11.9	12.1	12.2	12.2	12.2	12.3		
I&SS	46.0	46.0	46.3	46.2	46.0	45.7		
Financial	7.2	7.2	7.2	10.8	10.8	10.8		
All Other, Corp.	-	-	-	-	-	-		
Cons. Total	751.2	749.4	792.7	783.9	783.5	778.3		

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

(Billions of yen)	FY18			FY19 <sup>2</sup>			FY20 Aug FCT
	ROIC	Return <sup>3</sup>	Invested Capital <sup>4</sup>	ROIC	Return <sup>3</sup>	Invested Capital <sup>4</sup>	ROIC
G&NS	54.9%	211.5	385.1	35.9%	162.1	451.8	34.3%
Music	36.1%	158.1	437.7	12.0%	96.8	807.7	10.1%
Pictures	4.5%	37.1	828.8	5.6%	46.4	821.4	3.5%
EP&S	12.9%	52.0	404.8	15.5%	59.3	381.8	9.5%
I&SS	14.6%	97.8	669.4	20.3%	160.2	789.7	9.0%

■ Cash Flow(CF) by segment セグメント別キャッシュ・フロー<sup>5</sup>

(Billions of yen)	FY19		
	Operating CF	Investing CF	Free CF (Operating CF + Investing CF)
G&NS	180.5	-73.2	107.3
Music	121.1	-56.2	64.9
Pictures	141.5	-40.5	101.0
EP&S	123.8	-108.9	14.9
I&SS	308.9	-224.6	84.3
All Other, Corporate and elimination and Adjustment <sup>6</sup>	-112.9	140.3	27.4
Cons. Total without Financial Services	762.9	-363.1	399.8

<sup>1</sup> Long-lived assets include PP&E and intangible assets.

<sup>2</sup> Adjusted to reflect the impact of the change in the accounting method for leases that became effective on April 1, 2019.

<sup>3</sup> Operating Income after tax. Tax rates applied to all segments are 32% for FY18 and FY19.

<sup>4</sup> The total of long-lived assets, goodwill, investment and inventory have been used for G&NS, EP&S and I&SS. 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, EP&S and I&SS 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, EP&S and I&SS have been calculated by averaging the amount at the beginning and the end of the fiscal year.

<sup>5</sup> Operating CF by segment, Investing CF by segment and Free CF are not a measure in accordance with U.S. GAAP. However, Sony believes that this disclosure may be useful information to investors. The calculation of Investing CF for each segment differs from the calculation of the Statement of Cash Flows for Sony without Financial Services in the Financial Statement as follows:

- Increases and decreases in fixed-term deposits held by each segment are excluded from Investing CF
- Expenditures for capital leases are included in Investing CF (instead of Financial CF)
- Expenditures for operating leases are excluded from Operating CF and included in Investing CF

These result in the following amount being adjusted in each of the Operating CF and the Investing CF figures shown above:

(Operating CF) G&NS: 11.5 bln yen, Music: 9.8 bln yen, Pictures: 7.1 bln yen, EP&S: 26.4 bln yen, I&SS: 7.5 bln yen, All Other and Corporate and elimination: -2.2 bln yen, Adjustment: -60.1 bln yen

(Investing CF) G&NS: -11.8 bln yen, Music: -29.4 bln yen, Pictures: -7.1 bln yen, EP&S: -40.2 bln yen, I&SS: -8.6 bln yen, All Other and Corporate and elimination: -17.7 bln yen, Adjustment: 114.8 bln yen

<sup>6</sup> "Adjustment" stands for numbers placed for the purpose of matching the total of segments' Operating CF and Investing CF with each of Consolidated without Financial Services



# Game & Network Services Segment Supplemental Information

## ■ Game & Network Services segment sales breakdown

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Hardware <sup>1</sup>	527,701	101,614	78,850	148,472	42,975	371,910	55,622	41,701			
Game Software	1,293,744	241,311	255,563	347,079	282,816	1,126,769	432,479	330,989			
Physical Software <sup>2</sup>	191,513	25,347	28,674	42,097	20,354	116,473	37,841	33,928			
Digital Software <sup>3</sup>		66,051	82,930	130,602	96,837	376,420	147,730	125,513			
Add-on Content <sup>4</sup>	1,102,231	149,913	143,958	174,380	165,624	633,876	246,907	171,547			
Network Services <sup>5</sup>	326,525	83,606	84,377	85,484	83,797	337,265	93,295	95,898			
Others <sup>6</sup>	162,903	30,930	35,600	51,095	23,981	141,607	24,714	38,051			
Segment Total Sales	2,310,873	457,461	454,390	632,130	433,569	1,977,551	606,109	506,638			

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

(Million units)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
PS4™ hardware <sup>7</sup>	17.8	3.2	2.8	6.0	1.4	13.5	1.9	1.5			
PS4™ full game software <sup>8</sup>	287.9	49.9	70.6	83.3	64.9	268.6	91.0	80.9			
First party titles	50.6	11.7	6.3	16.3	9.1	43.3	18.5	12.4			
PS4™ full game software digital download ratio <sup>9</sup>	43%	60%	45%	50%	68%	55%	74%	59%			

## ■ Number of PlayStation®Plus (PS Plus) subscribers and Monthly Active Users on PlayStation™Network (PSN) (as of the end of each quarter)

(Million)	FY18	FY19				FY20			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
PS Plus	36.4	36.2	36.9	38.8	41.5	45.0	45.9		
Monthly Active Users <sup>10</sup>	N/A	N/A	N/A	N/A	N/A	114	107		

<sup>1</sup> Hardware is revenue from game consoles such as PS4™.

<sup>2</sup> Physical Software is revenue from first party game software sold on discs to retailers and royalties from third party software sold on discs.

<sup>3</sup> Digital Software is revenue from full game downloads of both first and third party titles sold via the PlayStation™Store.

<sup>4</sup> Add-on Content is revenue from purchases of digital content other than full games such as in-game currency, in-game items and expansion packages.

<sup>5</sup> Network Services is revenue recognized through the PSN other than Game Software and Add-on Content such as PS Plus, PlayStation™Video, PlayStation™Music, PlayStation™Now and advertising revenue.

<sup>6</sup> Others includes revenue from peripherals including PlayStation®VR (PS VR).

<sup>7</sup> Hardware unit sales have been re-classified from previously disclosed figures to reflect the impacts of products that were returned and refurbished products that were sold.

<sup>8</sup> Software unit sales have been re-classified from previously disclosed figures to include download-only titles, PS VR titles as well as software bundled with PS4 and PS VR (excluding certain regions).

<sup>9</sup> Full game software digital download ratio is calculated by dividing full game software units sold via digital transactions by total full game software units.

<sup>10</sup> Monthly Active Users is an estimated total number of unique accounts that played games or used services on the PSN during the last month of the quarter and is based on company research, and may be updated in the future.

■ Previously disclosed cumulative sell-through units of PS4™ hardware and software<sup>1</sup>

As of	Number of cumulative sell-through units (million)	
	PS4™ Hardware	PS4™ Software <sup>2</sup>
11/16/2013 (Within 24 hours after PS4 Launch in US/Canada)	1.0	-
12/1/2013	2.1	-
12/28/2013	4.2	9.7
2/8/2014	5.3	-
3/2/2014	6.0	13.7
4/6/2014	7.0	20.5 (April 13)
8/10/2014	10.0	30.0
1/4/2015	18.5	81.8
3/1/2015	20.2	-
1/3/2016	35.9	-
5/22/2016	40.0	270.9
12/6/2016	50.0	369.6
1/1/2017	53.4	409.1
6/11/2017	60.4	487.8
12/3/2017	70.6	617.8
12/31/2017	73.6	645.0
6/30/2018	-	777.9
7/22/2018	81.2	-
12/31/2018	91.6	924.0*
12/31/2019	106.0	1,181.0

\* Updated in accordance with the press release issued by Sony Interactive Entertainment Inc. on January 31, 2020

■ Previously disclosed cumulative sell-through units of selected PS4™ 1st party software titles

Title	Release Date (in the U.S.)	Number of global cumulative sell-through units <sup>3</sup> (million)	As of (Number of Days in Release)
<i>Bloodborne</i>	3/26/2015	1.0	4/5/2015 (11) <sup>4</sup>
<i>Uncharted 4: A Thief's End</i>	5/10/2016	2.7	5/16/2016 (7)
		8.7	12/21/2016 (226)
<i>Horizon Zero Dawn</i>	2/28/2017	2.6	3/13/2017 (14) <sup>5</sup>
		7.6	2/15/2018 (353)
		10.0	12/31/2018 (672)
<i>GOD OF WAR</i>	4/20/2018	3.1	4/22/2018 (3)
		5.0	5/20/2018 (31)
<i>Detroit: Become Human</i>	5/25/2018	2.0	12/12/2018 (202)
		3.2	8/31/2019 (464)
		3.3	9/9/2018 (3)
<i>Marvel's Spider-Man</i>	9/7/2018	9.0	11/25/2018 (80)
		13.2	7/28/2019 (325)
<i>The Last of Us Part II</i>	6/19/2020	4.0	6/21/2020 (3)
<i>Ghost of Tsushima</i>	7/17/2020	2.4	7/19/2020 (3)

<sup>1</sup> Sell-through units are estimated by Sony Interactive Entertainment.

<sup>2</sup> PS4™ software unit sales do not include add-on content.

<sup>3</sup> Sell-through units are estimated by Sony Interactive Entertainment. They do not include add-on content.

<sup>4</sup> As of April 4, 2015 for sales in North America and Europe.

<sup>5</sup> As of March 12, 2017 for sales in North America and Europe.

# Music Segment Supplemental Information

## ■ Music Revenue breakdown

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Physical	89,561	21,953	20,314	25,681	21,392	89,340	12,690	26,289			
Digital	266,781	75,176	75,635	81,300	78,578	310,690	76,509	87,531			
Download <sup>1</sup>	39,268	8,694	8,839	8,488	8,630	34,650	7,609	8,704			
Streaming <sup>2</sup>	227,513	66,482	66,797	72,812	69,948	276,039	68,900	78,827			
Other <sup>3</sup>	70,584	14,833	16,253	18,958	17,080	67,124	8,886	9,504			
Recorded Music	426,927	111,962	112,202	125,939	117,050	467,153	98,086	123,324			
Streaming <sup>34</sup>	32,414	13,408	13,729	12,658	15,724	55,520	13,906	16,130			
Other	74,252	25,881	24,679	27,059	24,340	101,959	17,190	21,430			
Music Publishing	106,666	39,290	38,408	39,716	40,065	157,478	31,096	37,560			
Mobile Gaming	N/A	N/A	N/A	N/A	N/A	N/A	25,920	43,060			
Other	N/A	N/A	N/A	N/A	N/A	N/A	18,633	24,475			
Visual Media & Platform	261,433	48,786	66,133	48,206	50,836	213,961	44,553	67,535			
(Yen)											
Average USD rates	110.9	109.9	107.4	108.8	109.0	108.7	107.6	106.2			

## ■ Recorded Music

- Top 10 best-selling recorded music projects<sup>4</sup> for Sony Music Entertainment, for the quarters ended September 30, 2020 and 2019 (In order of revenue contribution)

For the quarter ended September 30, 2020		For the quarter ended September 30, 2019	
Artist	Title	Artist	Title
Harry Styles	<i>Fine Line</i>	TOOL	<i>Fear Inoculum</i>
Jawsh 685	<i>Jawsh 685 Releases</i>	Lil Nas X	<i>Panini</i>
Future	<i>High Off Life</i>	Chris Brown	<i>Indigo</i>
Polo G	<i>THE GOAT</i>	Khalid	<i>Free Spirit</i>
Travis Scott	<i>ASTROWORLD</i>	Daniel Kang	<i>color on me</i>
Doja Cat	<i>Hot Pink</i>	Travis Scott	<i>ASTROWORLD</i>
KANG DANIEL	<i>MAGENTA</i>	Luke Combs	<i>This One's for You</i>
Luke Combs	<i>What You See Is What You Get</i>	Tyler, The Creator	<i>IGOR</i>
Bob Dylan	<i>Rough and Rowdy Ways</i>	Polo G	<i>Die A Legend</i>
Luke Combs	<i>This One's for You</i>	DJ Khaled	<i>Father Of Asahd</i>

- Top 5 best-selling recorded music projects<sup>36</sup> for Sony Music Entertainment (Japan) Inc., for the quarters ended September 30, 2020 and 2019 (In order of revenue contribution)

For the quarter ended September 30, 2020		For the quarter ended September 30, 2019	
Artist	Title	Artist	Title
Kenshi Yonezu	<i>STRAY SHEEP</i>	Nogizaka46	<i>Yoake Made Tsuyogaranakutemoii</i>
Hinatazaka46	<i>Hinatazaka</i>	Kenshi Yonezu	<i>Uma to Shika</i>
SixTONES	<i>NAVIGATOR</i>	Hinatazaka46	<i>Do Re Mi Sol La Si Do</i>
Keyakizaka46	<i>Eien Yori Nagai Isshun ~Ano Koro, Tashikani Sonzaishita Watashitachi~</i>	Hinatazaka46	<i>Konna ni Suki ni Natchatte Ii no?</i>
MAN WITH A MISSION	<i>MAN WITH A "BEST" MISSION</i>	Masaki Suda	<i>LOVE</i>

- Selected upcoming releases<sup>5</sup> anticipated over the next six months (In alphabetical order)

Artist	
AC/DC	Indochine
Bruce Springsteen	Lil Tjay
Francis Cabrel	Little Mix
Future	Pentatonix
G-Eazy	

<sup>1</sup> Download includes digital download and mobile (ringtone).

<sup>2</sup> Streaming includes digital audio, digital video and digital radio, and includes revenue from both subscription and ad-supported services.

<sup>3</sup> Other includes license revenue (public performance, broadcast and sync), merchandising and live performances, etc.

<sup>4</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.

<sup>5</sup> Selected upcoming releases, which may include albums and/or tracks, are subject to change.

■ Music Publishing

- Number of songs in the music publishing catalog owned and administered as of March 31, 2020, 2019 and 2018 (Million songs)

	As of March 31, 2020	As of March 31, 2019	As of March 31, 2018
Total	4.86	4.53	4.36

# 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, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales	8,870	1,695	2,427	2,170	3,024	9,316	1,626	1,812			
Operating income (loss)	489	3	366	51	208	628	230	299			

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

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Motion Pictures	3,915	738	1,306	930	1,397	4,371	604	858			
Theatrical	1,190	164	715	354	471	1,704	6	13			
Home Entertainment	1,013	200	160	255	303	918	319	171			
TV Distribution	1,482	315	425	270	555	1,565	258	529			
Others	230	59	6	51	68	184	21	145			
Television Productions	2,597	422	574	669	1,112	2,777	597	480			
Media Networks	2,342	532	545	568	512	2,157	419	470			
Intersegment	16	3	2	3	3	11	6	4			
Total	8,870	1,695	2,427	2,170	3,024	9,316	1,626	1,812			

### - Film costs<sup>1</sup> breakdown in U.S. dollars (Million USD)

	Fiscal year ended March 31, 2019	Fiscal year ended March 31, 2020					Fiscal year ending March 31, 2021				
	FY <sup>2</sup>	Q1	Q2	Q3	Q4	FY	Q1 <sup>3</sup>	Q2	Q3	Q4	FY
Motion Pictures	1,510	1,909	2,109	1,917	1,925	1,909	1,646	1,595			
Television Productions	1,151	1,362	1,466	1,668	2,047	1,362	1,858	1,603			
Media Networks	495	414	429	441	468	414	639	600			
Beginning Balance	3,156	3,685	4,004	4,026	4,440	3,685	4,143	3,798			
Motion Pictures	1,164	369	118	226	17	730	75	187			
Television Productions	1,721	321	529	730	470	2,050	34	206			
Media Networks	786	144	135	141	70	490	64	98			
Increase in film costs <sup>1</sup>	3,671	834	782	1,097	557	3,270	173	491			
Motion Pictures	(765)	(169)	(310)	(218)	(296)	(993)	(126)	(167)			
Television Productions	(1,510)	(217)	(327)	(351)	(659)	(1,554)	(289)	(292)			
Media Networks	(867)	(129)	(123)	(114)	(120)	(486)	(103)	(110)			
Amortization of film costs <sup>1</sup>	(3,142)	(515)	(760)	(683)	(1,075)	(3,033)	(518)	(569)			
Motion Pictures	1,909	2,109	1,917	1,925	1,646	1,646	1,595	1,615			
Television Productions	1,362	1,466	1,668	2,047	1,858	1,858	1,603	1,517			
Media Networks	414	429	441	468	418	418	600	588			
Ending Balance	3,685	4,004	4,026	4,440	3,922	3,922	3,798	3,720			

<sup>1</sup> Film costs include capitalized direct production costs, production overhead and acquisition costs for both Motion Pictures and Television Productions as well as capitalized broadcasting rights for Media Networks.

<sup>2</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.

<sup>3</sup> Sony adopted updates in the accounting guidance related to Film costs and broadcasting rights (ASU 2019-02), which is effective from April 1, 2020 and applied prospectively. As a result of adoption, Pictures reclassified \$221 million of broadcasting rights in inventories to film costs.

■ Motion Pictures

- Motion Pictures Box Office<sup>1</sup> for films released in North America during the quarter ended September 30, 2020<sup>2</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>3</sup>	North America Box Office	International Box Office	Total
<i>The Broken Hearts Gallery</i>	TriStar Pictures	9/11/2020 (20)	\$3 <sup>4</sup>	\$1 <sup>5</sup>	\$4
<i>The Last Shift</i>	Stage 6 Films	9/25/2020 (6)	\$0	\$0	\$0

- Motion Pictures Box Office<sup>1</sup> for films released in North America during the quarter ended September 30, 2019<sup>6</sup> (Million USD)

Title	Label	Release Date (Days in Release) <sup>3</sup>	North America Box Office	International Box Office	Total
<i>Spider-Man™: Far From Home</i>	Columbia Pictures	7/2/2019 (91)	\$390	\$741	\$1,131
<i>Once Upon a Time...in Hollywood</i>	Columbia Pictures	7/26/2019 (67)	\$139	\$217 <sup>4</sup>	\$356
<i>The Angry Birds Movie 2</i>	Sony Pictures Animation	8/13/2019 (49)	\$41	\$84	\$125
<i>Overcomer</i>	Sony / AFFIRM Films	8/23/2019 (39)	\$33	\$0 <sup>4</sup>	\$33

- Select films to be released in the U.S. during the twelve months ending September 30, 2021 (Release dates and titles subject to change) Total: 17 titles

Title	Talent	Expected Release Date	Label
<i>Yellow Rose</i>	Eva Noblezada, Dale Watson, Princess Punzalan and Lea Salonga.	10/9/2020	Stage 6 Films
<i>The Kid Detective</i>	Adam Brody, Sophie Nélisse, Sarah Sutherland, Tzi Ma, Wendy Crewson, Jonathan Whittaker and Peter MacNeill	10/16/2020	Stage 6 Films
<i>The Last Vermeer</i>	Guy Pearce, Claes Bang, Vicky Krieps, Roland Møller, August Diehl, Olivia Grant, Adrian Scarborough, Andrew Havill and Karl Johnson	11/20/2020	TriStar Pictures
<i>Monster Hunter</i>	Milla Jovovich, Tony Jaa, Tip 'T.I.' Harris, Meagan Good, Diego Boneta, Josh Helman, Jin Au-Yeung and Ron Perlman	12/30/2020	Screen Gems
<i>Peter Rabbit 2: The Runaway</i>	Rose Byrne, Domhnall Gleeson, David Oyelowo, Elizabeth Debicki, Margot Robbie and James Corden	1/15/2021	Columbia Pictures
<i>Cinderella</i>	Camila Cabello, Idina Menzel, Billy Porter, Nick Galitzine, Minnie Driver and Pierce Brosnan	2/5/2021	Columbia Pictures
<i>Sony / Marvel Morbius</i>	Jared Leto, Matt Smith, Adria Arjona, Jared Harris, Al Madrigal and Tyrese Gibson	3/19/2021	Columbia Pictures
<i>Fatherhood</i>	Kevin Hart, Alfre Woodard, Anthony Carrigan, Melody Hurd, Lil Rel Howery, Paul Reiser and Deborah Ayorinde	4/2/2021	Columbia Pictures
<i>Vivo</i>	TBD	6/4/2021	Columbia Pictures / Sony Pictures Animation
<i>Ghostbusters: Afterlife</i>	Carrie Coon, Finn Wolfhard, McKenna Grace, Annie Potts, Ernie Hudson and Paul Rudd	6/11/2021	Columbia Pictures
<i>Venom: Let There Be Carnage</i>	Tom Hardy	6/25/2021	Columbia Pictures
<i>Uncharted</i>	Tom Holland and Mark Wahlberg	7/16/2021	Columbia Pictures
<i>Hotel Transylvania 4</i>	Selena Gomez	8/6/2021	Columbia Pictures / Sony Pictures Animation
<i>The Man From Toronto</i>	Kevin Hart, Woody Harrelson, Kaley Cuoco, Melanie Liburd, Pierson Fodé and Jasmine Mathews	9/17/2021	Columbia Pictures
<i>Escape Room 2</i>	Taylor Russell, Logan Miller and Isabelle Fuhrman	TBD	Columbia Pictures
<i>Lord and Miller Connected</i>	Abbi Jacobson, Danny McBride, Maya Rudolph, Mike Rianda, Eric Andre and Olivia Colman	TBD	Columbia Pictures / Sony Pictures Animation

- Select films to be released in the U.S. from October 1, 2021 onward (Release dates and titles subject to change) Total: 3 titles

Title	Expected Release Date	Label
<i>Marvel Sony Untitled Spider-Man™: Far From Home Sequel</i>	12/17/2021	Columbia Pictures
<i>The Nightingale</i>	12/22/2021	TriStar Pictures
<i>Spider-Man™: Into the Spider-Verse Sequel</i>	10/7/2022	Columbia Pictures / Sony Pictures Animation

<sup>1</sup> Source (unless otherwise noted): Box Office Mojo for North America and Sony Pictures Releasing International for 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>2</sup> Data as of September 30, 2020.

<sup>3</sup> Days in North America theatrical release up to and including the last day of the reporting quarter end.

<sup>4</sup> SPE has limited territory rights; still being released as of the last day of the reporting quarter end.

<sup>5</sup> Still in release internationally as of the last day of the reporting quarter end.

<sup>6</sup> Data as of September 30, 2019.

■ **Television Productions**

- **Television Series with an original broadcast on a U.S. linear network<sup>1</sup> during the quarters ended September 30, 2020 and 2019<sup>2</sup>**

For the quarter ended September 30, 2020			For the quarter ended September 30, 2019		
Series	Season	Network	Series	Season	Network
<i>Black Monday</i>	2	Showtime	<i>La Reina Soy Yo</i>	1	Univision
<i>L.A.'s Finest</i>	2	Charter	<i>On Becoming God in Central Florida</i>	1	Showtime
<i>United We Fall</i>	1	NBC	<i>Preacher</i>	4	AMC
<i>Days of our Lives</i>	55/56	NBC	<i>Schooled</i>	2	ABC
<i>The Young and the Restless</i>	48/49	CBS	<i>Shark Tank</i>	11	ABC
<i>The Dr. Oz Show</i>	12	First Run Syndication <sup>3</sup>	<i>\$100,000 Pyramid</i>	4	ABC
<i>Jeopardy!</i>	36/37	First Run Syndication <sup>3</sup>	<i>The Goldbergs</i>	7	ABC
<i>Wheel of Fortune</i>	37/38	First Run Syndication <sup>3</sup>	<i>The Good Doctor</i>	3	ABC
			<i>Days of Our Lives</i>	55	NBC
			<i>The Young and the Restless</i>	47	CBS
			<i>The Dr. Oz Show</i>	11	First Run Syndication <sup>3</sup>
			<i>The Mel Robbins Show</i>	1	First Run Syndication <sup>3</sup>
			<i>Jeopardy!</i>	36	First Run Syndication <sup>3</sup>
			<i>Wheel of Fortune</i>	37	First Run Syndication <sup>3</sup>

- **Television Series with a new season to premiere on a U.S. linear network<sup>1</sup> from October 1, 2020 onward<sup>2</sup> (Releases subject to change)**

Airing after October 1, 2020					
Series	Season <sup>4</sup>	Network	Series	Season <sup>4</sup>	Network
<i>\$100,000 Pyramid</i>	5	ABC	<i>Shark Tank</i>	12	ABC
<i>A Spy Among Friends</i>	1	Charter	<i>S.W.A.T.</i>	4	CBS
<i>Better Call Saul</i>	6	AMC	<i>The Blacklist</i>	8	NBC
<i>Call Your Mother</i>	1	ABC	<i>The Goldbergs</i>	8	ABC
<i>Coyote</i>	1	Paramount	<i>The Good Doctor</i>	4	ABC
<i>For Life</i>	2	ABC	<i>The Young and the Restless</i>	50/51	CBS
<i>Men in Kilts: A Road Trip with Sam and Graham</i>	1	Starz	<i>Jeopardy!</i>	38	First Run Syndication <sup>3</sup>
<i>Outlander</i>	6	Starz	<i>Wheel of Fortune</i>	39	First Run Syndication <sup>3</sup>

- **Select Television Series in U.S. off-network syndication<sup>5</sup>**

As of September 30, 2020		
<i>Better Call Saul</i>	<i>Seinfeld</i>	<i>The King of Queens</i>
<i>NewsRadio</i>	<i>Shark Tank</i>	<i>The Steve Harvey Show</i>
<i>Preacher</i>	<i>The Blacklist</i>	
<i>Rules of Engagement</i>	<i>The Goldbergs</i>	

- **Television Series with an original broadcast on a digital platform<sup>6</sup> during the quarters ended September 30, 2020 and 2019<sup>2</sup>**

For the quarter ended September 30, 2020			For the quarter ended September 30, 2019		
Series	Season	Network	Series	Season	Network
<i>De Brutus Nada</i>	1	Pantaya	<i>Back of the Net</i>	1	Amazon
<i>The Boys</i>	2	Amazon	<i>The Boys</i>	1	Amazon
<i>Woke</i>	1	Hulu			

- **Television Series with a new season to premiere on a digital platform<sup>6</sup> from October 1, 2020 onward<sup>2</sup> (Releases subject to change)**

Airing after October 1, 2020					
Series	Season <sup>4</sup>	Network	Series	Season <sup>4</sup>	Network
<i>A League of Their Own</i>	1	Amazon	<i>The Boondocks</i>	5/6	HBO Max
<i>After Party</i>	1	Apple	<i>The Crown</i>	4-6	Netflix
<i>Atypical</i>	4	Netflix	<i>Them: Covenant</i>	1/2	Amazon
<i>Behind Her Eyes</i>	1	Netflix	<i>Truth Seekers</i>	1	Amazon
<i>Murder House Flip</i>	2	Quibi			

<sup>1</sup> Linear networks include free, basic or pay television.

<sup>2</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>3</sup> First Run Syndication series are originally produced for and aired on local television stations throughout the U.S.

<sup>4</sup> Only reflects the next season(s) that has been committed to by the network.

<sup>5</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.

<sup>6</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.

- Television Series with an original broadcast on a non-U.S. linear network<sup>1</sup> during the quarters ended September 30, 2020 and 2019<sup>2</sup>

For the quarter ended September 30, 2020			
Series	Season	Network	Territory
<b>Europe, Middle East and Africa:</b>			
<i>Dragons' Den</i>	7	VOX	Germany
<i>Die Dr. Wimmer Show (Dr. Oz format)</i>	2	NDR	Germany
<i>Momsters</i>	6	UTV	Russia
<i>To Forgive or To Revenge</i>	3	UTV	Russia
<i>Doc Martin (Doctor Martov)</i>	1	Channel One	Russia
<i>The Code (The Bletchley Circle)</i>	2	Channel One	Russia
<i>Call That Hard Work</i>	1	BBC	United Kingdom
<i>Celebrity Snoop Dogs</i>	1	Channel 4	United Kingdom
<i>Who Wants to be a Millionaire</i>	34	ITV	United Kingdom

<b>Latin America:</b>			
<i>Top Chef</i>	2	Record	Brazil
<i>Who Wants to be a Millionaire</i>	5	Globo	Brazil
<i>Se Sobreviver, Case</i>	1	Multishow	Brazil
<i>Manual para Galanes</i>	1	Claro Video	Panregional
<i>Shark Tank Mexico</i>	5	Canal Sony	Mexico
<i>Enamorándonos (Love is Calling)</i>	1	TV Azteca	Mexico

For the quarter ended September 30, 2019			
Series	Season	Network	Territory
<b>Europe, Middle East and Africa:</b>			
<i>Newlywed Game</i>	24/25	France 2	France
<i>Dragons' Den</i>	6	VOX	Germany
<i>Der Traumjob bei Jochen Schweizer</i>	1	Pro Sieben	Germany
<i>Heldt</i>	6	ZDF	Germany
<i>Goodbye House</i>	1	RTE	Ireland
<i>Everybody Loves Raymond</i>	10	CTC	Russia
<i>Momsters</i>	4	UTV	Russia
<i>Fish on the Cake</i>	3	CHE	Russia
<i>To Forgive or To Revenge</i>	1	UTV	Russia
<i>Parents' Evening</i>	2	BBC NI	United Kingdom
<i>Who Wants to be a Millionaire</i>	33	ITV	United Kingdom

<b>Latin America:</b>			
<i>Dono do Lar</i>	1	MultiShow	Brazil
<i>Lady Night</i>	4	MultiShow	Brazil
<i>Shark Tank Brasil</i>	4	Canal SonyBrazil	
<i>Shark Tank Colombia</i>	3	Canal SonyColombia	
<i>Enamorándonos (Love is Calling)</i>	1	TV Azteca	Mexico
<i>Los Elegidos: Una Familia Poderosa</i>	1	Televisa	Mexico
<i>Rosario Tijeras</i>	3	TV Azteca	Mexico
<i>Shark Tank Mexico</i>	4	Canal SonyMexico	

<sup>1</sup> Linear networks include free, basic or pay television.

<sup>2</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.



■ Media Networks

- Television and Digital Channels as of September 30, 2020

As of September 30, 2020					As of September 30, 2019
Television and Digital Channels <sup>1</sup>	Country / Region	Launch Year <sup>2</sup>	Sony's Ownership	Number of Subscribers <sup>3</sup> (mil.)	Number of Subscribers <sup>3</sup> (mil.)
<b>Europe, Middle East and Africa:</b>					
<i>AXN Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	1998	100%	10.6	9.3
<i>AXN White Iberia</i>	Spain, Portugal, Angola, Mozambique, Cape Verde	2006	100%	10.2	8.6
<i>AXN Black</i>	Portugal, Angola, Mozambique, Cape Verde	2011	100%	4.6	4.0
<i>AXN Central Europe<sup>4</sup></i>	Bulgaria, Czech Republic, Slovakia, Poland, Romania, Hungary, Adria	2003	100%	48.7	47.7
<i>AXN SPIN Central Europe</i>	Poland, Romania	2012	100%	9.8	9.4
<i>AXN Germany</i>	Austria, Germany, Switzerland	2004	100%	3.3	3.3
<i>Animax Germany</i>	Austria, Germany, Switzerland	2007	100%	-	-
<i>Sony Channel Germany</i>	Austria, Germany, Switzerland	2013	100%	0.9	0.9
<i>Sony Sci-Fi Russia</i>	Russia, CIS, Georgia, Ukraine	2007	88%	13.8	9.5
<i>Sony Channel Russia</i>	Russia, CIS, Georgia, Ukraine	2009	88%	11.1	10.3
<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%	7.1	6.6
<i>Sony Turbo Baltics</i>	Estonia, Latvia, Lithuania	2012	88%	1.0	0.9
<i>UK Channels<sup>5</sup></i>	United Kingdom, Malta	2014	100%	93.9	98.2
<i>Viva</i>	Israel	2014	50%	*	1.7
<i>Viva Plus</i>	Israel	2014	50%	*	1.7
<i>Viasat 3</i>	Hungary	2015	100%	3.4	3.3
<i>Viasat 6</i>	Hungary	2015	100%	3.3	3.0
<b>Latin America:</b>					
<i>Sony Channel OLA<sup>6</sup></i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1995	100%	24.1	27.5
<i>AXN OLA<sup>6</sup></i>	Central America, South America (excluding Brazil), the Caribbean Basin islands	1999	100%	24.0	25.8
<i>Sony Channel Brazil<sup>6</sup></i>	Brazil	1996	100%	10.3	12.2
<i>AXN Brazil<sup>6</sup></i>	Brazil	1999	100%	9.0	11.5
<i>Sony Channel Mexico<sup>6</sup></i>	Mexico	1996	100%	15.3	15.5
<i>AXN Mexico<sup>6</sup></i>	Mexico	1999	100%	9.3	10.0

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>1</sup> Individual channels may have more than one feed; total channel feeds were 129 as of September 30, 2020.

<sup>2</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>3</sup> Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

<sup>4</sup> Includes AXN Black and AXN White.

<sup>5</sup> UK Channels includes channels previously categorized under CSC Media Group UK, Movies4Men UK, and Sony Movies Channel UK and now consist of Tiny Pop, Pop, Pop Max, Sony Movies Action, Sony Movie Channel, Sony Movies Classic, and Sony Channel.

<sup>6</sup> SPE changed distributors in the Latin America region on May 4, 2020 and estimates are now provided by the new distributor.

As of September 30, 2020					As of September 30, 2019
Television and Digital Channels <sup>1</sup>	Country / Region	Launch Year <sup>2</sup>	Sony's Ownership	Number of Subscribers <sup>3</sup> (mil.)	Number of Subscribers <sup>3</sup> (mil.)
<b>Asia and Australia:</b>					
<i>India Channels</i> <sup>4 5</sup>	India, North America, Europe, the Pacific, SE Asia, Australia, Middle East and Africa	1995	100%	417.6	489.1
<i>AXN Asia</i>	Taiwan, Vietnam, Malaysia, Indonesia, Hong Kong, Singapore, and other parts of East and SE Asia	1997	100%	*	17.0
<i>Animax Asia</i>	SE Asia, Taiwan, Hong Kong, S. Asia, Philippines, Pakistan, Thailand	2004	100%	*	10.9
<i>ONE</i>	Malaysia, Indonesia, Singapore, Brunei	2010	100%	*	3.3
<i>AXN Japan</i>	Japan	1998	65%	7.3	7.4
<i>Animax Japan</i>	Japan	1998	50%	8.3	8.5
<i>Kids Station</i>	Japan	2018	51%	7.7	7.9
<i>AXN Mystery Japan</i>	Japan	2008	100%	6.4	6.6
<i>AXN Korea</i>	South Korea	2011	49%	*	22.2
<i>Animax Korea</i>	South Korea	2006	100%	*	26.4
<i>FMN</i>	Indonesia	2013	50%	0.3	0.4
<i>GEM Asia</i>	Cambodia, Hong Kong, Indonesia, Thailand	2015	65%	*	0.9
<b>North America:</b>					
<i>GSN</i>	U.S.	1994	100%	51.0	53.8
<i>Crackle Plus</i> <sup>6</sup>	U.S.	2019	49%	N/A	N/A
<i>Sony Movie Channel U.S.</i>	U.S.	2010	100%	4.3	5.5
<i>CineSony</i>	U.S.	2012	100%	3.3	3.7
<i>Hollywood Suite 90s Movies</i>	Canada	2012	47%	0.9	0.5
<i>Hollywood Suite 2000s Movies</i>	Canada	2012	47%	0.8	0.5
<i>getTV</i>	U.S.	2014	100%	46.0	48.7
<i>Funimation</i>	U.S., Canada, Europe, Africa, Australia and New Zealand	2017	80%	-	-
<i>FAST Channels</i> <sup>7</sup>	U.S.	2020	100%	N/A	*

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 September 30, 2019 SPT has sold, closed, acquired, or rebranded the following channels:

- in Asia, sold AXN Korea channels on October 1, 2019.
- in the US, acquired the remaining 42% of GSN from AT&T on November 18, 2019.

Since December 31, 2019 SPT has sold, closed, acquired, or rebranded the following channels:

- in India, closed MIX & ESPN Sony on March 31, 2020.
- On February 28, 2020 Aniplex (a Sony company) acquired 20% ownership of Funimation. On March 2, 2020 Funimation acquired Madman and Wakanim from Aniplex.
- In the UK, Sony Movies Christmas was rebranded Sony Movies Classic on January 7, 2020.

Since March 31, 2020 SPT has sold, closed, acquired, or rebranded the following channels:

- in Asia, sold the following channels on May 8, 2020: AXN Asia, Animax Asia, ONE, Animax Korea, and GEM Asia.
- in the UK, closed Sony Crime Channel on June 9, 2020.
- in India, closed AXN India on June 30, 2020.

Since June 30, 2020 SPT has sold, closed, acquired, or rebranded the following channels:

- in Israel, sold 50% stake in Dori to JV partner on July 8, 2020.

### Number of Channels and Subscribers (Total)

	As of September 30, 2020	As of September 30, 2019
Number of Channels (Total)	65	77
Number of Subscribers <sup>3 5</sup> (Total) (mil.)	Approx. 868.7	Approx. 1,035.5

<sup>1</sup> Individual channels may have more than one feed; total channel feeds were 129 as of September 30, 2020.

<sup>2</sup> Launch year represents the year the first iteration of the channel was launched in its first territory or acquired by Sony.

<sup>3</sup> Subscriber numbers are SPE estimates; SPE does not disclose the number of subscribers for SVOD services.

<sup>4</sup> India Channels comprise the following: SET, SAB, PIX, ATTH, SIX, PAL, MAX, MAX 2, 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 1.3 million and 1.7 million of the totals noted for September 30, 2020 and 2019, respectively. SPE also operates SonyLIV, a digital on demand general entertainment service offered in India, Pakistan, and the U.S that was launched in January 23, 2013 as LIV and rebranded to SonyLIV on June 18, 2020.

<sup>5</sup> The Telecom Regulatory Authority of India ("TRAI") instituted a new tariff regime, effective February 1st, 2019, whereby Indian consumers would be able to subscribe to channels on an a-la-carte basis rather than as bundles. Due to the migration to the new tariff regime, the pay subscriber base is estimated to have declined from 156M to 115M. Additionally, subscribers have opted to subscribe to fewer channels. As a result, the estimated number of subscribers to the Indian channels has declined significantly.

<sup>6</sup> In connection with the establishment of the Crackle Plus joint venture, SPE received, among other things, 37,000 units of preferred equity and 1,000 units of common equity of Crackle Plus, and a future right to convert the preferred equity into common equity of Crackle Plus. If converted, SPE would have a 49% ownership interest in Crackle Plus on a fully diluted basis.

<sup>7</sup> SPE has launched four FAST (Free Ad-Supported Streaming TV) Channels in the current calendar year; these channels are ad supported and have no subscribers. In the current calendar year, SPE has launched the following FAST channels:

- in the US, launched the Game Show Central on March 25, 2020.
- in the US, launched Sony Canal Competencias and Sony Canal Comedias on July 29, 2020.
- in the US, launched Sony Canal Novelas on September 9, 2020.

# Financial Services Segment Supplemental Information

The financial figures for Sony Life Insurance Co., Ltd. ("Sony Life"), Sony Assurance Inc. ("Sony Assurance") and Sony Bank Inc. ("Sony Bank") in this item are presented in accordance with U.S. GAAP. These figures do not match the figures presented in accordance with accounting principles generally accepted in Japan disclosed by Sony Financial Holdings Inc., Sony Life, Sony Assurance or Sony Bank.

## ■ Financial services revenue by entity<sup>1</sup>

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sony Life	1,143,142	299,410	339,674	368,378	164,231	1,171,693	389,038	324,025			
Sony Assurance	112,038	29,330	29,238	29,317	29,710	117,595	30,809	30,860			
Sony Bank	23,579	6,878	7,156	8,306	-10,558	11,783	19,039	11,406			

## ■ Sony Life

### - Revenue breakdown and Operating Income

(Millions of yen)	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue breakdown	1,143,142	299,410	339,674	368,378	164,231	1,171,693	389,038	324,025			
Insurance premiums	910,011	240,427	277,934	237,693	294,040	1,050,095	217,156	217,109			
Investment income (GA <sup>2</sup> )	143,082	40,051	38,151	24,567	62,711	165,480	24,665	38,175			
Investment income (SA <sup>3</sup> )	87,945	18,481	22,897	105,636	-193,005	-45,991	146,894	68,423			
Others	2,105	450	692	482	485	2,109	323	318			
Operating Income	145,640	39,372	34,578	27,846	21,743	123,539	25,283	33,201			

### - Amount of Policies

(Billions of yen)	2019				2020				2021
	Mar.	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.	Mar.
Policy amount in force <sup>4</sup>	49,571	49,841	50,331	50,922	51,448	51,403	51,973		

	FY18	FY19					FY20				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
New policy amount <sup>5</sup>	6,150	1,219	1,317	1,292	1,571	5,399	660	1,359			

### - Number of Lifeplanner® Sales Employees<sup>6</sup>

	2019				2020				2021
	Mar.	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.	Mar.
Lifeplanner® Sales Employees	5,164	5,116	5,119	5,074	5,146	5,123	5,146		

<sup>1</sup> Revenues of Sony Life and Sony Assurance are stand-alone figures, while that of Sony Bank is the consolidated figure including revenues of its subsidiaries.

<sup>2</sup> GA (General Account): Account for managing financial assets not included in separate accounts. This account guarantees policyholders a certain assumed interest rate, while the life insurance company bears the asset management risk.

<sup>3</sup> SA (Separate Account): Separate accounts are used for variable life insurance, variable annuities and other insurance products to invest assets separately from the other financial assets owned by an insurance company in order to pay investment returns directly to policyholders.

<sup>4</sup> Total amount of protection provided by life insurance companies for policyholders.

<sup>5</sup> Total amount of protection provided for new policies sold in each quarter.

<sup>6</sup> The figure includes the number of contracted Lifeplanner® sales employees and those rehired on a fixed-term contract basis after retirement.

## Cautionary Statement

Statements made in this material 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, pandemic disease 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. The continued impact of COVID-19 could heighten many of the risks and uncertainties noted above. 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.