Sony Group Corporation (6758)

ET&S meeting: Virtual production progress, strength of vertical integration

Maintain Rating: BUY | PO: 16,500 JPY | Price: 13,025 JPY

Watch for synergies between ET&S and content

Sony Group hosted a meeting for sell-side analysis to discuss its ET&S segment. The meeting confirmed progress in the virtual production business using Sony's differentiated technologies, and the strengths of a vertically integrated business model. We focus on the creation of synergies between the ET&S segment and content businesses, which are starting to appear in the virtual production business, as a potential catalyst for raising Sony's share-price valuation. We maintain our Buy rating.

Virtual production advances while leveraging strengths

Virtual production refers to simultaneously filming virtual spaces as background images along with actual subjects in the foreground. Sony has two key strengths in virtual production: (1) input using the world-class Venice cinema camera; and (2) ability to create realistic computer-generated images using Epic's Unreal Engine for real-time rendering. Sony has expanded its virtual production track record from commercials to television, and this technology is used not only at Sony's Kiyosumi Shirakawa studio, but also increasingly at partner Kadokawa Daiei Studio.

Vertical integration: Raise value of image authenticity

With the advance of Al, an increase in fake news that uses processed images has become a social problem. Sony has technology that embeds a digital signature to confirm authenticity when taking images with a camera, and plays a leading role in the industry organization that aims to standardize provenance management for images. According to Sony, the technology to embed digital signatures in images relies on image sensors in the group's I&SS segment. We believe an increase in the importance of authenticity could contribute to further differentiation for Sony's cameras.

Focus on selection of new game business CEO

Sony's 3Q results raised concerns about higher PS5 console costs, adding to previous concerns about game software development progress. Sony's share price has fallen 11% since reporting results. However, Sony still has an attractive business portfolio in which nearly all businesses, including the three content businesses, are global leaders. If Sony appoints a new CEO for the game business and presents measures to strengthen first-party software titles, we believe it could lead to an increase in its share price.

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Equity

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Stock Data

Price (Common / ADR) 13,025 JPY / 88.02 USD Price Objective 16,500 JPY / 117.86 USD Date Established 9-Aug-2023/ 9-Aug-2023 B-1-7 / B-1-7 Investment Opinion 52-Week Range 11,055-14,915 JPY Market Value (mn) 16,427,545 JPY Market Value (\$mn) 109,426 USD Shares Outstanding (mn) 1.261.2 Average Daily Value (\$mn) 398.2 USD Free Float 91.3% BofA Ticker / Exchange SNEJF / TYO BofA Ticker / Exchange SONY / NYS Bloomberg / Reuters 6758 JP / 6758.T ROE (2024E) 12.6% 3.9% Net Dbt to Egty (Mar-2023A)

ET&S (entertainment, technology, and services; hardware)

I&SS (imaging and sensing solutions)

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Price objective basis & risk

Sony Group Corporation (6758 / SNEJF / SONY)

We base our ¥16,500 PO (\$117.86/ADR) on a SOTP approach using peer-based segment EV/EBITDA multiples and our FY3/25 EBITDA forecasts for each segment. Multiple of 10x is applied to game business reflecting the delay in first party software development. Our music multiple of 18x is in line with a competitor. Our pictures multiple of 14x applies a discount of around 2pt versus a peer to reflect IP competitiveness. Our ET&S multiple of 6x adds a 1-2pt premium to competitors, taking a positive view of Sony's competitiveness in mirrorless cameras. Our I&SS multiple of 7x adds a 1pt premium to a competitor, considering Sony's competitiveness in large sensors.

Downside risks to our PO are (1) a slowdown in the CMOS image sensors (CIS) business owing to weak smartphone demand, (2) price decline in the TV and smartphone owing to tough competition, (3) a strengthening of the dollar against the euro, and (4) worse-than-expected impact of the COVID-19 outbreak. Upside risks are (1) a rapid increase in the use of multiple rear-camera lenses on smartphones contributing to earnings from CIS, (2) an earlier-than-expected launch of the market for on-board automotive CIS raising Sony's share of that market, and (3) greater-than-expected growth in the delivery of content over networks.

Analyst Certification

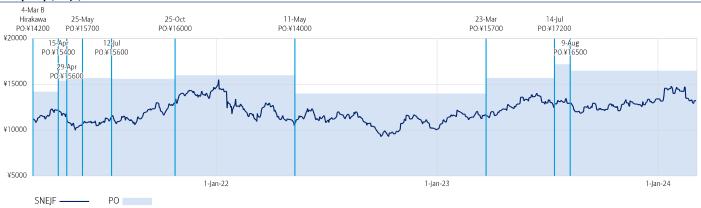
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Sony Group Corp (SNEJF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Sony Group Corp (SONY) Price Chart

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	32	54.24%	Buy	13	40.63%
Hold	11	18.64%	Hold	3	27.27%
Sell	16	27.12%	Sell	4	25.00%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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