

Insurance includes insurance-related underwriting business, primarily individual life insurance business in Japan conducted through Sony Life and individual automobile insurance business in Japan conducted through Sony Assurance.

## Other

Other business consists of various operating activities, primarily including a leasing and credit financing business through Sony Finance International, Inc., a business focused on parts trading services within the Sony group through Sony Trading International Corporation, satellite broadcasting businesses including program supplying in Japan, primarily through Sony Broadcast Media Co., Ltd., and location-based entertainment businesses in Japan, the U.S., and Germany. In the fiscal year ended March 31, 2001, Sony closed a certain location-based entertainment business in Germany.

## Sales and Distribution

The following table shows Sony's sales in each of its major markets for the periods indicated.

	(Yen in millions)		
	Year ended March 31		
	1999	2000	2001
Japan	1,917,028 (28.2)	2,121,249 (31.7)	2,400,777 (32.8)
United States	2,158,006 (31.7)	2,027,129 (30.3)	2,179,833 (29.8)
Europe	1,667,010 (24.5)	1,470,447 (22.0)	1,473,780 (20.2)
Other Areas	1,062,138 (15.6)	1,067,836 (16.0)	1,260,434 (17.2)
Sales and operating revenue	6,804,182	6,686,661	7,314,824

Note:

Figures in parentheses indicate percentage of sales and operating revenue.