

Edgar Filing: SONY CORP - Form 6-K

SONY CORP  
Form 6-K  
April 23, 2008

Form 6-K

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D. C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER

Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934

For the month of April 2008  
Commission File Number: 001-06439

SONY CORPORATION  
(Translation of registrant's name into English)

1-7-1 KONAN, MINATO-KU, TOKYO, 108-0075, JAPAN

(Address of principal executive offices)

The registrant files annual reports under cover of Form 20-F.

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F,

Form 20-F  X

Form 40-F  \_\_

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934, Yes No  X

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):82-\_\_\_\_\_

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

SONY CORPORATION  
(Registrant)

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By: /s/ Nobuyuki Oneda  
(Signature)  
Nobuyuki Oneda  
Executive Vice President and  
Chief Financial Officer

Date: April 23, 2008

List of materials

Documents attached hereto:

i) Press release announcing Sony Ericsson continues to invest for future growth

Sony Ericsson

PRESS RELEASE

April 23, 2008

Sony Ericsson continues to invest for future growth

Q1 Highlights:

- Year-on-year volume growth of 2%
- Income before taxes at higher end of forecast
- R&D investment continues to expand portfolio and addressable market
- New sub-brand XPERIA(TM) added to portfolio

The consolidated financial summary for Sony Ericsson Mobile Communications AB (Sony Ericsson) for the first quarter ended March 31, 2008 is as follows:

	Q1 2007	Q4 2007	Q1 2008
Number of units shipped (million)	21.8	30.8	22.3
Sales (Euro m.)	2,925	3,771	2,702
Gross margin (%)	30.3%	31.8%	29.2%
Operating income (Euro m.)	346	489	181
Operating income (%)	11.8%	13.0%	6.7%
Income before taxes (Euro m.)	362	501	193
Net income (Euro m.)	254	373	133
Average sales price (Euro)	134	123	121

Units shipped in the quarter were 22.3 million, a 2% increase compared to the same period last year and in line with our March 19, 2008 interim announcement of 22 million units. Sales for the quarter were Euro 2,702 million, a decrease of 8% on a year ago due to slowing market growth in mid-to-high end phones in markets where Sony Ericsson has a strong presence. Gross margin was one percentage point lower than Q1 2007, reflecting a less favourable product mix. Income before taxes for the quarter was Euro 193 million, which was at the higher end of the range (Euro 150-200 million) we announced on March 19, 2008. This represented a decrease of 47% compared with a year ago, due to higher R&D investments as a percentage of sales, and reflecting that Q1 2007 was a particularly strong first quarter for the company. Net income for the quarter

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was 48% lower, at Euro 133 million.

"Sony Ericsson continues to invest in expanding its product portfolio to appeal to a wider variety of consumers in both new and existing markets," said Dick Komiyama, President, Sony Ericsson. "Our product announcements during the first quarter have been well received by the industry, and we expect to see a positive effect from these announcements during the second half of 2008."

During the quarter, Sony Ericsson added a new sub-brand to its product portfolio with the announcement of the XPERIA(TM) X1, a high-end multi-media convergence phone based on Windows Mobile(R), which will launch in the second half of the year. In addition, the company announced a number of new phones during the quarter to increase the appeal of its brand to a broader audience. These included new high-end Walkman(R) and HSDPA web phones, such as the W980, W760, Z770 models and also added to its cutting-edge Cyber-shot(TM) range with models such as the C702 and C902.

Average selling price (ASP) decreased both sequentially and year-on-year due to the impact of softer sales of high-to-mid end models in key markets. Market share for the quarter is estimated to be around 8%, down one percentage point sequentially.

Sony Ericsson made a dividend payment of Euro 470 million during the quarter to the parent companies. A second dividend payment will be made this year.

Sony Ericsson forecasts that the global handset market for 2008 will grow at a rate of around 10% from more than 1.1 billion units in 2007. The majority of this growth is expected to be in emerging markets.

XPERIA(TM) is a trademark of Sony Ericsson Mobile Communications

WALKMAN(R) and Cyber-shot(TM) are trademarks or registered trademarks of Sony Corporation

Microsoft and Windows Mobile(R) are trademarks of Microsoft Corporation

### EDITOR'S NOTES:

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### Financial statements and additional information:

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### Financial statements:

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Consolidated income statement

Consolidated income statement - isolated quarters

Consolidated balance sheet

Consolidated statement of cash flows

Consolidated statement of cash flows - isolated quarters

### Additional information:

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Net sales by market area by quarter

- ENDS -

Having sold over 100 million phones in 2007, Sony Ericsson is currently one of

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the five largest mobile phone manufacturers in the world. An important industry player operating in over 80 countries, our phones, accessories and PC cards are synonymous with innovation and style. With R&D sites in Europe, Japan, China, India and North America, diversity is one of the core strengths of the company. Sony Ericsson was established as a 50:50 joint venture by Sony and Ericsson in October 2001, with global corporate functions located in London. For more information about Sony Ericsson please visit [www.sonyericsson.com](http://www.sonyericsson.com)

### CONTACTS:

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#### Investors / Analysts

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This press release contains forward-looking statements that involve inherent risks and uncertainties. We have identified certain important factors that may cause actual results to differ materially from those contained in such forward-looking statements. For a detailed description of risk factors see Sony's and Ericsson's filings with the US Securities and Exchange Commission, particularly each company's latest published Annual Report on Form 20-F.

### Sony Ericsson CONSOLIDATED INCOME STATEMENT

EUR million	Jan-Mar		
	2008	2007	Change
Net sales	2,702	2,925	-8%
Cost of sales	-1,914	-2,039	-6%
Gross profit	788	886	-11%
Gross margin %	29.2%	30.3%	-1%
Research and development expenses	-339	-261	30%
Selling and administrative expenses	-270	-284	-5%
Operating expenses	-610	-545	12%
Other operating income, net	3	5	-36%
Operating income	181	346	-48%
Operating margin %	6.7%	11.8%	-5%

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Financial income	22	18	24%
Financial expenses	-10	-2	-
Income after financial items	193	362	-47%
Taxes	-57	-100	-43%
Minority interest	-3	-9	-63%
Net income	133	254	-48%
Number of units shipped (million)	22.3	21.8	2%
ASP (EUR)	121	134	-10%

Sony Ericsson  
CONSOLIDATED INCOME STATEMENT - ISOLATED QUARTERS

EUR million	2008	2007			
	Q1	Q4	Q3	Q2	Q1
Net sales	2,702	3,771	3,108	3,112	2,925
Cost of sales	-1,914	-2,573	-2,154	-2,192	-2,039
Gross profit	788	1,198	954	921	886
Gross margin %	29.2%	31.8%	30.7%	29.6%	30.3%
Research and development expenses	-339	-349	-280	-283	-261
Selling and administrative expenses	-270	-375	-280	-321	-284
Operating expenses	-610	-724	-560	-604	-545
Other operating income, net	3	15	-1	-2	5
Operating income	181	489	393	315	346
Operating margin %	6.7%	13.0%	12.7%	10.1%	11.8%
Financial income	22	19	7	18	18
Financial expenses	-10	-7	-16	-6	-2
Income after financial items	193	501	384	327	362
Taxes	-57	-118	-109	-97	-100
Minority interest	-3	-10	-8	-10	-9
Net income	133	373	267	220	254
Number of units shipped (million)	22.3	30.8	25.9	24.9	21.8
ASP (EUR)	121	123	120	125	134

Sony Ericsson  
CONSOLIDATED BALANCE SHEET

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EUR million	Mar 31 2008	Dec 31 2007	Mar 31 2007
<b>ASSETS</b>			
Total fixed and financial assets	594	572	495
Current assets			
Inventories	484	437	498
Accounts receivables	1,710	1,870	1,566
Other assets	369	345	859
Other short-term cash investments	1,106	1,431	1,376
Cash and bank	605	724	668
Total current assets	4,274	4,808	4,968
Total assets	4,868	5,380	5,463
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
Shareholders' equity	1,665	2,026	2,033
Minority interest	69	64	55
Total equity	1,734	2,090	2,088
Total long-term liabilities	25	26	22
Accounts payable	1,228	1,263	1,316
Other current liabilities	1,880	2,001	2,037
Total current liabilities	3,108	3,264	3,353
Total shareholders' equity and liabilities	4,868	5,380	5,463
Net cash*	1,703	2,155	2,045

\* Net cash is defined as cash and bank plus short-term cash investments less interest bearing liabilities.

Sony Ericsson  
CONSOLIDATED STATEMENT OF CASH FLOWS

EUR million	Jan-Mar	
	2008	2007

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OPERATIONS		
Net income	133	254
Adjustments to reconcile net income to cash	31	28
	<hr/>	<hr/>
	164	282
Changes in operating net assets	-101	-454
	<hr/>	<hr/>
Cash flow from operating activities	64	-172
INVESTMENTS		
Investing activities	-22	-53
	<hr/>	<hr/>
Cash flow from investing activities	-22	-53
FINANCING		
Financing activities	-462	- 1
	<hr/>	<hr/>
Cash flow from financing activities	-462	-1
Net change in cash	-421	-226
Cash, beginning of period	2,155	2,273
Translation difference in Cash	-24	-2
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Cash, end of period	1,711	2,045
	<hr/>	<hr/>

Sony Ericsson

CONSOLIDATED STATEMENT OF CASH FLOWS - ISOLATED QUARTERS

	Jan-Mar	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar
EUR million	2008	2007	2007	2007	2007
<hr/>					
OPERATIONS					
Net income	133	373	267	220	254
Adjustments to reconcile net income to cash	31	17	32	30	28
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
	164	390	299	250	282
Changes in operating net assets	-101	44	88	16	-454
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Cash flow from operating activities	64	434	387	266	-172
INVESTMENTS					
Investing activities	-22	-27	-53	-31	-53
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Cash flow from investing activities	-22	-27	-53	-31	-53
FINANCING					
Financing activities	-462	0	-300	-548	-1
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Cash flow from financing activities	-462	0	-300	-548	-1
Net change in cash	-421	408	34	-312	-226
Cash, beginning of period	2,155	1,758	1,730	2,045	2,273
Translation difference in Cash	-24	-10	-6	-3	-2
Cash, end of period	1,711	2,155	1,758	1,730	2,045

Sony Ericsson

### NET SALES BY MARKET AREA BY QUARTER

EUR million

	2008		2007		
	Q1	Q4	Q3	Q2	Q1
Isolated quarters					
Europe, Middle East & Africa *	1,494	2,251	1,715	1,729	1,598
Americas	486	636	573	499	365
Asia	722	884	820	885	961
Total	2,702	3,771	3,108	3,112	2,925

\* of which Western Europe

	979	1,569	1,103	1,102	1,078
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	2008		2007		
	Q1	Q4	Q3	Q2	Q1
Sequential change (%)					
Europe, Middle East & Africa *	-34%	31%	-1%	8%	-26%
Americas	-24%	11%	15%	37%	-34%
Asia	-18%	8%	-7%	-8%	-11%
Total	-28%	21%	0%	6%	-23%

\* of which Western Europe

	-38%	42%	0%	2%	-27%
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	2008		2007		
	Q1	Q4	Q3	Q2	Q1
Year over year change (%)					
Europe, Middle East & Africa *	-7%	5%	7%	59%	55%
Americas	33%	15%	37%	52%	46%
Asia	-25%	-18%	-8%	4%	35%
Total	-8%	0%	7%	37%	47%

\* of which Western Europe

	-9%	6%	-1%	47%	60%
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	2008		2007		
	0803	0712	0709	0706	0703
Year to date					
Europe, Middle East & Africa *	1,494	7,293	5,042	3,328	1,598
Americas	486	2,072	1,436	864	365
Asia	722	3,550	2,666	1,846	961
Total	2,702	12,916	9,145	6,037	2,925



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* of which Western Europe	979	4,852	3,283	2,179	1,078
	2008	2007			
YTD year over year change (%)	0803	0712	0709	0706	0703
Europe, Middle East & Africa *	-7%	24%	36%	57%	55%
Americas	33%	34%	44%	49%	46%
Asia	-25%	0%	8%	18%	35%
Total	-8%	18%	27%	42%	47%
* of which Western Europe	-9%	21%	29%	53%	60%