

**Supplemental Consolidated Financial Data for Fiscal 2016  
ended March 31, 2016**

Note: Certain businesses were transferred among segments on April 1, 2015. Accordingly, the figures for segment information in fiscal 2015 have been reclassified to conform to the presentation for fiscal 2016.

**1. Segment Information**

yen(billions)

	Fiscal 2016 Results				
	Sales	16/15	Segment Profit	% of sales	16/15
Appliances (AP)	2,269.4	97%	72.2	3.2%	145%
Eco Solutions (ES)	1,610.8	97%	78.4	4.9%	82%
AVC Networks (AVC)	1,169.8	101%	74.7	6.4%	144%
Automotive & Industrial Systems (AIS)	2,708.6	97%	102.7	3.8%	88%
Other	661.4	87%	16.1	2.4%	111%
Total	8,420.0	97%	344.1	4.1%	105%
Eliminations and Adjustments *1	-866.3	-	71.6	-	-
Consolidated total	7,553.7	98%	415.7	5.5%	109%
Appliances (production and sales consolidated) *2	2,504.8	98%	67.8	2.7%	133%

\*1 The figures in "Eliminations and Adjustments" include earnings and expenses which are not attributable to any reportable segments, for the purpose of evaluating operating results of each segment, and consolidation adjustments (including amortization of intangible assets and differences of accounting principles).

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

**2. Business Division Information**

yen(billions)

		Fiscal 2016 Results	
		Sales	16/15
AP	Refrigerator BD	131.4	107%
	Laundry Systems and Vacuum Cleaner BD	204.4	108%
	Cold Chain BD	92.7	100%
ES	Lighting BD	320.3	101%
	Energy Systems BD	367.1	89%
	Housing Systems BD	353.6	96%
	Panasonic Ecology Systems Co., Ltd.	159.7	100%
AVC <sup>*1</sup>	Mobility Business	200.0	95%
	Visual and Imaging Business	276.2	103%
	Communication Business	128.6	86%
	Vertical Solution Business	361.4	117%
AIS <sup>*2</sup>	Automotive Business	694.6	102%
	Energy Business	539.7	97%
	Industrial Business	808.5	93%
	Factory Solutions Business	306.0	100%

\*1 Each business in AVC Networks consists of the following BDs.

- Mobility Business : IT Products BD, Storage BD
- Visual and Imaging Business : Imaging Network BD, Security Systems BD, Visual Systems BD
- Communication Business : Office Products BD, Communication Products BD
- Vertical Solution Business : Avionics BD, Infrastructure Systems BD

\*2 Each business in Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD
- Energy Business : Rechargeable Battery BD, Energy Device BD, Panasonic Storage Battery Co., Ltd.
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.
- Factory Solutions Business : Smart Factory Solutions BD

### 3. Sales by Region

	Fiscal 2016 Results		
		Yen basis 16/15	Local currency basis 16/15
Domestic	3,601.8	98%	98%
Overseas	3,951.9	98%	95%
North and South America	1,241.4	102%	96%
Europe	701.9	96%	101%
Asia	1,046.0	101%	99%
China	962.6	93%	87%
Total	7,553.7	98%	96%

### 4. Capital Investment, Depreciation and R&D Expenditures

#### Capital Investment by Segment

	Fiscal 2016 Results	
		16-15
Appliances	43.1	+1.5
Eco Solutions	46.7	+13.9
AVC Networks	24.5	+0.8
Automotive & Industrial Systems	116.3	+3.9
Other	18.2	+2.0
Total	248.8	+22.1

Note: These figures are calculated on an accrual basis.

#### Depreciation (tangible assets)

Fiscal 2016 Results	
	16-15
235.0	-7.1

#### R&D Expenditures

Fiscal 2016 Results	
	16-15
449.8	-7.4

### 5. Foreign Currency Exchange Rates

	Rates Used for Consolidation	
	Fiscal 2015 Results*	Fiscal 2016 Results*
U.S. Dollars	¥110	¥120
Euro	¥139	¥133
Renminbi	¥17.7	¥18.9

\* Average rate

### 6. Number of Employees

	End of March 2015	End of March 2016
Domestic	106,697	104,067
Overseas	147,387	145,453
Total	254,084	249,520

## 7. Fiscal 2017 Forecasts (IFRS)

Panasonic will voluntarily adopt International Financial Reporting Standards (IFRS) from its year-end financial results for the fiscal year ending March 31, 2017 (fiscal 2017). Accordingly, the Company discloses its annual forecasts for fiscal 2017 based on IFRS. The changes from fiscal 2016 are also calculated based on IFRS (unaudited).

### (1) Segment Information (IFRS)

		yen(billions)				
		Fiscal 2017 Forecasts				
		Sales	17/16	Segment Profit	% of sales	17/16
Appliances	(AP)	2,370.0	104%	97.0	4.1%	163%
Eco Solutions	(ES)	1,640.0	103%	90.0	5.5%	118%
AVC Networks	(AVC)	1,175.0	100%	59.0	5.0%	86%
Automotive & Industrial Systems	(AIS)	2,640.0	98%	100.0	3.8%	199%
Other		690.0	107%	5.0	0.7%	35%
Total		8,515.0	101%	351.0	4.1%	130%
Eliminations and Adjustments *1		-915.0	-	-41.0	-	-
Consolidated total		7,600.0	100%	310.0	4.1%	135%
Appliances (production and sales consolidated) *2		2,600.0	104%	100.0	3.8%	183%

\*1 The figures in "Eliminations and Adjustments" include earnings and expenses which are not attributable to any reportable segments, for the purpose of evaluating operating results of each segment, and consolidation adjustments (including amortization of intangible assets and differences of accounting principles).

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

### (2) Capital Investment, Depreciation and R&D Expenditures

#### Capital Investment by Segment (IFRS)

		yen(billions)	
		Fiscal 2017 Forecasts	
			17-16
Appliances		60.0	+16.7
Eco Solutions		56.0	+10.9
AVC Networks		29.0	+4.5
Automotive & Industrial Systems		185.0	+68.7
Other		15.0	-8.7
Total		345.0	+92.1

Note: These figures are calculated on an accrual basis.

#### Depreciation (tangible assets) (IFRS)

yen(billions)	
Fiscal 2017 Forecasts	
	17-16
250.0	+11.8

#### R&D Expenditures (IFRS)

yen(billions)	
Fiscal 2017 Forecasts	
	17-16
470.0	+34.1

### (3) Foreign Currency Exchange Rates

	Rates Used for Consolidation Fiscal 2017 Forecasts
U.S. Dollars	¥115
Euro	¥125
Renminbi	¥17.6

## 8. Other

The sales results of the following business divisions will be disclosed from the first quarter of fiscal 2017.

AP <sup>*1</sup>	Air-Conditioner Business
	Commercial Refrigeration & Food Equipment Business
	Small & Built-in Appliance Business
	Major Appliance Business
	AV Business
ES	Lighting BD
	Energy Systems BD
	Housing Systems BD
	Panasonic Ecology Systems Co., Ltd.
AVC <sup>*2</sup>	Mobility Business
	Visual and Imaging Business
	Communication Business
	Solutions Business
AIS <sup>*3</sup>	Automotive Business
	Energy Business
	Industrial Business
	Factory Solutions Business

\*1 Each business in Appliances consists of the following BDs.

- Air-Conditioner Business : Air-Conditioner Company
- Commercial Refrigeration & Food Equipment Business : Cold Chain BD, Hussmann Corporation
- Small & Built-in Appliance Business : Kitchen Appliances BD, Beauty and Living BD
- Major Appliance Business : Refrigerator BD, Laundry Systems and Vacuum Cleaner BD
- AV Business : TV BD, Home Entertainment BD

\*2 Each business in AVC Networks consists of the following BDs, etc.

- Mobility Business : IT Products BD, Storage BD
- Visual and Imaging Business : Imaging Network BD, Security Systems BD, Visual Systems BD
- Communication Business : Office Products BD, Communication Products BD
- Solutions Business : Panasonic Avionics Corporation, Domestic/Overseas Solutions

\*3 Each business in Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD
- Energy Business : Rechargeable Battery BD, Energy Device BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.
- Factory Solutions Business : Smart Factory Solutions BD

### Disclaimer Regarding Forward-Looking Statements

This document includes forward-looking statements (that include those within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934), as amended about Panasonic and its Group companies (the Panasonic Group). Panasonic discloses its consolidated financial forecasts for fiscal 2017 based on International Financial Reporting Standards (IFRS). To the extent that statements in this document do not relate to historical or current facts, they constitute forward-looking statements. These forward-looking statements are based on the current assumptions and beliefs of the Panasonic Group in light of the information currently available to it, and involve known and unknown risks, uncertainties and other factors. Such risks, uncertainties and other factors may cause the Panasonic Group's actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements. Panasonic undertakes no obligation to publicly update any forward-looking statements after the date of this document. Investors are advised to consult any further disclosures by Panasonic in its subsequent filings under the Financial Instrument and Exchange Act of Japan (the FIEA) and other publicly disclosed documents.

The risks, uncertainties and other factors referred to above include, but are not limited to, economic conditions, particularly consumer spending and corporate capital expenditures in the Americas, Europe, Japan, China and other Asian countries; volatility in demand for electronic equipment and components from business and industrial customers, as well as consumers in many product and geographical markets; the possibility that excessive currency rate fluctuations of the U.S. dollar, the euro, the Chinese yuan and other currencies against the yen may adversely affect costs and prices of Panasonic's products and services and certain other transactions that are denominated in these foreign currencies; the possibility of the Panasonic Group incurring additional costs of raising funds, because of changes in the fund raising environment; the possibility of the Panasonic Group not being able to respond to rapid technological changes and changing consumer preferences with timely and cost-effective introductions of new products in markets that are highly competitive in terms of both price and technology; the possibility of not achieving expected results or incurring unexpected losses in connection with the alliances or mergers and acquisitions; the possibility of not being able to achieve its business objectives through joint ventures and other collaborative agreements with other companies, including due to the pressure of price reduction exceeding that which can be achieved by its effort and decrease in demand for products from business partners which Panasonic highly depends on in BtoB business areas; the possibility of the Panasonic Group not being able to maintain competitive strength in many product and geographical areas; the possibility of incurring expenses resulting from any defects in products or services of the Panasonic Group; the possibility that the Panasonic Group may face intellectual property infringement claims by third parties; current and potential, direct and indirect restrictions imposed by other countries over trade, manufacturing, labor and operations; fluctuations in market prices of securities and other assets in which the Panasonic Group has holdings or changes in valuation of long-lived assets, including property, plant and equipment and goodwill, deferred tax assets and uncertain tax positions; future changes or revisions to accounting policies or accounting rules; the possibility of incurring expenses resulting from a leakage of customers' or confidential information from the Company's systems due to unauthorized access or a detection of vulnerability of network-connected products of the Company; as well as natural disasters including earthquakes, prevalence of infectious diseases throughout the world, disruption of supply chain and other events that may negatively impact business activities of the Panasonic Group. The factors listed above are not all-inclusive and further information is contained in the most recent English translated version of Panasonic's securities reports under the FIEA and any other documents which are disclosed on its website.

<Attachment 1> Reference

Segment Information for Fiscal 2016 (U.S. GAAP)

Sales

	yen(billions)				
	1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	599.0	572.9	605.3	492.2	2,269.4
Eco Solutions	370.2	402.1	409.9	428.6	1,610.8
AVC Networks	271.2	299.6	283.3	315.7	1,169.8
Automotive & Industrial Systems	696.6	690.0	676.6	645.4	2,708.6
Other	123.1	157.1	134.9	246.3	661.4
Total	2,060.1	2,121.7	2,110.0	2,128.2	8,420.0
Eliminations and Adjustments *1	-202.3	-219.1	-199.1	-245.8	-866.3
Consolidated Total	1,857.8	1,902.6	1,910.9	1,882.4	7,553.7
Appliances (production and sales consolidated) *2	655.4	618.2	690.2	541.1	2,504.8

Segment profit

	yen(billions)				
	1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	23.8	19.7	26.8	1.9	72.2
Eco Solutions	9.2	21.2	25.2	22.8	78.4
AVC Networks	5.1	26.8	18.7	24.1	74.7
Automotive & Industrial Systems	28.5	32.6	23.4	18.2	102.7
Other	-5.2	6.2	3.1	12.0	16.1
Total	61.4	106.5	97.2	79.0	344.1
Eliminations and Adjustments *1	15.2	17.4	22.6	16.4	71.6
Consolidated Total	76.6	123.9	119.8	95.4	415.7
Appliances (production and sales consolidated) *2	21.4	18.2	26.8	1.4	67.8

\*1 The figures in "Eliminations and Adjustments" include earnings and expenses which are not attributable to any reportable segments, for the purpose of evaluating operating results of each segment, and consolidation adjustments (including amortization of intangible assets and differences of accounting principles).

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

## <Attachment 2> Reference

### Segment Information for Fiscal 2015 (U.S. GAAP)

Note: The figures for each segment in fiscal 2015 have been conformed to the presentation for fiscal 2016.

#### Sales

	yen(billions)				
	1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	616.9	576.2	634.0	507.7	2,334.8
Eco Solutions	384.4	406.0	433.9	441.7	1,666.0
AVC Networks	257.7	273.9	296.2	326.5	1,154.3
Automotive & Industrial Systems	682.7	703.5	704.3	706.3	2,796.8
Other	143.2	154.7	149.3	317.3	764.5
Total	2,084.9	2,114.3	2,217.7	2,299.5	8,716.4
Eliminations and Adjustments *1	-232.6	-243.7	-221.3	-303.8	-1,001.4
Consolidated Total	1,852.3	1,870.6	1,996.4	1,995.7	7,715.0

#### Segment profit

	yen(billions)				
	1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	31.0	8.9	18.4	-8.5	49.8
Eco Solutions	16.2	25.6	33.9	19.6	95.3
AVC Networks	-3.1	7.0	17.7	30.2	51.8
Automotive & Industrial Systems	21.1	36.9	30.9	27.5	116.4
Other	-2.0	3.9	-0.4	13.1	14.6
Total	63.2	82.3	100.5	81.9	327.9
Eliminations and Adjustments *1	19.1	12.4	12.8	9.7	54.0
Consolidated Total	82.3	94.7	113.3	91.6	381.9

yen(billions)

	Fiscal 2015	
	Sales	Profit
Appliances (production and sales consolidated) *2	2,552.5	50.8

\*1 The figures in "Eliminations and Adjustments" include earnings and expenses which are not attributable to any reportable segments, for the purpose of evaluating operating results of each segment, and consolidation adjustments (including amortization of intangible assets and differences of accounting principles).

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

<Attachment 3> Reference

Business Division Information for Fiscal 2016 (Sales) (U.S. GAAP)

		yen(billions)				
		1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
AP	Refrigerator BD	36.1	38.1	32.7	24.6	131.4
	Laundry Systems and Vacuum Cleaner BD	46.3	54.1	57.9	46.1	204.4
	Cold Chain BD	23.6	26.0	21.8	21.3	92.7
ES	Lighting BD	71.5	77.8	89.4	81.8	320.3
	Energy Systems BD	90.5	94.7	91.3	90.7	367.1
	Housing Systems BD	82.5	89.6	94.0	87.5	353.6
	Panasonic Ecology Systems Co., Ltd.	36.9	37.0	40.7	45.1	159.7
AVC <sup>*1</sup>	Mobility Business	48.0	50.6	49.8	51.6	200.0
	Visual and Imaging Business	64.3	75.3	70.4	66.1	276.2
	Communication Business	35.1	36.8	32.2	24.6	128.6
	Vertical Solution Business	80.8	91.2	86.7	102.8	361.4
AIS <sup>*2</sup>	Automotive Business	170.9	173.0	177.1	173.6	694.6
	Energy Business	126.3	137.3	141.4	134.6	539.7
	Industrial Business	210.6	214.0	198.2	185.7	808.5
	Factory Solutions Business	88.8	77.0	71.3	69.0	306.0

\*1 Each business in AVC Networks consists of the following BDs.

- Mobility Business : IT Products BD, Storage BD
- Visual and Imaging Business : Imaging Network BD, Security Systems BD, Visual Systems BD
- Communication Business : Office Products BD, Communication Products BD
- Vertical Solution Business : Avionics BD, Infrastructure Systems BD

\*2 Each business in Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD
- Energy Business : Rechargeable Battery BD, Energy Device BD, Panasonic Storage Battery Co., Ltd.
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.
- Factory Solutions Business : Smart Factory Solutions BD

## <Attachment 4> Reference

### Business Division Information for Fiscal 2015 (Sales) (U.S. GAAP)

Note: The figures for each Business Division in fiscal 2015 are conformed to the presentation for fiscal 2016.

		yen(billions)				
		1st quarter (Apr.-June)	2nd quarter (July -Sep.)	3rd quarter (Oct. -Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
AP	Refrigerator BD	33.3	34.7	31.1	24.3	123.4
	Laundry Systems and Vacuum Cleaner BD	39.3	48.3	56.6	45.6	189.9
	Cold Chain BD	21.3	25.9	22.5	23.3	93.0
ES	Lighting BD	69.9	75.7	88.8	83.3	317.7
	Energy Systems BD	98.3	103.9	105.0	107.3	414.5
	Housing Systems BD	91.1	90.6	98.3	86.4	366.5
	Panasonic Ecology Systems Co., Ltd.	36.8	35.9	43.3	44.0	159.9
AVC <sup>*1</sup>	Mobility Business	46.0	46.0	56.0	62.5	210.5
	Visual and Imaging Business	60.3	68.0	69.4	69.6	267.3
	Communication Business	38.4	39.0	38.6	33.1	149.0
	Vertical Solution Business	69.3	68.7	82.1	88.1	308.3
AIS <sup>*2</sup>	Automotive Business	161.5	164.1	174.3	182.4	682.3
	Energy Business	125.1	133.7	147.4	152.9	559.0
	Industrial Business	218.8	222.6	214.9	211.0	867.3
	Factory Solutions Business	77.8	85.5	69.1	72.6	305.0

\*1 Each business in AVC Networks consists of the following BDs.

- Mobility Business : IT Products BD, Storage BD
- Visual and Imaging Business : Imaging Network BD, Security Systems BD, Visual Systems BD
- Communication Business : Office Products BD, Communication Products BD
- Vertical Solution Business : Avionics BD, Infrastructure Systems BD

\*2 Each business in Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD
- Energy Business : Rechargeable Battery BD, Energy Device BD, Panasonic Storage Battery Co., Ltd.
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD,  
Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.
- Factory Solutions Business : Smart Factory Solutions BD