

(2) Sales by Business

yen (billions)

		Fiscal 2017					Fiscal 2018				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
AP* ¹ (production and sales consolidated)	Air-Conditioner Business	155.1	109.1	90.2	107.8	462.2	160.3	115.9	99.9	111.8	487.9
	Small & Built-in Appliance Business	98.4	93.2	111.9	87.8	391.3	100.6	98.4	118.5	89.5	407.0
	Major Appliance Business	119.8	129.2	137.2	108.7	494.9	124.8	136.8	135.0	114.0	510.6
	AVC Business	161.2	146.7	203.8	140.6	652.3	170.4	170.6	212.8	144.5	698.3
	Commercial Refrigeration & Food Equipment Business	72.2	65.3	65.0	59.1	261.6	66.8	68.7	69.5	60.3	265.3
ES	Lighting BD	67.0	74.5	85.4	81.1	307.9	68.2	76.9	90.5	82.1	317.7
	Energy Systems BD	75.0	79.9	82.1	88.2	325.2	79.1	86.7	93.1	89.8	348.8
	Housing Systems BD	82.4	91.3	98.5	95.0	367.1	88.9	92.8	98.1	92.4	372.2
	Panasonic Ecology Systems Co., Ltd.	37.9	35.6	38.5	40.6	152.5	36.8	36.2	41.9	45.1	160.1
CNS* ²	Avionics Business	74.7	66.2	75.4	68.0	284.3	61.9	71.0	70.1	69.0	272.0
	Process Automation BD	35.9	38.4	36.4	39.0	149.8	45.3	52.9	43.2	42.1	183.5
	Media Entertainment BD	29.5	29.3	30.9	36.1	125.8	31.2	34.5	34.4	32.8	133.0
	Mobile Solutions BD	47.1	41.6	45.9	50.4	185.0	53.0	56.9	62.0	59.7	231.6
	PSSJ	51.4	63.8	64.0	108.8	287.9	54.8	65.9	70.2	108.5	299.4
AIS* ³	Automotive Business	161.3	159.8	167.9	182.6	671.6	206.8	220.3	241.1	260.6	928.8
	Energy Business	107.6	118.8	138.7	128.5	493.6	127.3	133.8	152.0	149.4	562.5
	Industrial Business	218.8	219.4	215.0	217.6	870.8	227.1	240.2	242.5	226.5	936.3

*1 Each business in AP consists of the following BDs. The figures of BDs are on production and sales consolidated basis.

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

*2 Each business in CNS consists of the following BDs.

- Avionics Business : Panasonic Avionics Corporation, Avionics BU
- Process Automation BD
- Media Entertainment BD
- Mobile Solutions BD
- PSSJ : Panasonic System Solutions Japan Co., Ltd.

*3 Each business in AIS consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD, Ficosa International, S.A.
- Energy Business : Rechargeable Battery BD, Energy Device BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductors Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.

(3) Capital Investment by Segment

yen (billions)

	Fiscal 2017	Fiscal 2018
AP	52.4	61.5
ES	34.6	42.1
CNS	21.6	22.1
AIS	191.8	226.0
Other & Corporate	11.2	40.5
Total	311.6	392.2

Note: These figures are calculated on an accrual basis.

(4) Depreciation by Segment

yen (billions)

	Fiscal 2017	Fiscal 2018
AP	47.7	48.0
ES	40.5	39.6
CNS	20.5	19.3
AIS	102.3	105.3
Other & Corporate	13.4	14.4
Total	224.4	226.6

2. Fiscal 2019 Forecasts

Note: Accordingly, the figures for segment information and sales by business in fiscal 2018 have been reclassified to conform to the presentation for fiscal 2019.

(1) Segment Information

yen (billions)

		Fiscal 2018					Fiscal 2019				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
AP	Sales	726.6	687.8	753.9	615.9	2,784.2					2,830.0
	Operating Profit	45.9	28.5	32.2	1.2	107.8					121.0
	Other income/loss	0.4	0.8	-0.6	2.9	3.5					-3.0
ES	Sales	421.0	480.4	484.2	571.8	1,957.4					2,061.0
	Operating Profit	1.1	19.4	26.8	33.9	81.2					101.0
	Other income/loss	-0.4	-5.4	-0.2	-0.9	-6.9					-4.0
CNS	Sales	247.0	280.4	278.6	304.4	1,110.4					1,093.0
	Operating Profit	15.8	23.7	38.0	26.1	103.6					83.0
	Other income/loss	1.3	-0.5	8.6	-7.7	1.7					-3.0
AIS	Sales	656.5	686.6	731.7	729.1	2,803.9					3,000.0
	Operating Profit	18.1	21.3	24.4	29.6	93.4					136.0
	Other income/loss	0.2	-5.0	-8.4	4.0	-9.2					-11.0
Other	Sales	62.5	70.0	58.3	127.7	318.5					310.0
	Operating Profit	2.9	0.1	-0.9	-0.1	2.0					0.0
	Other income/loss	4.3	0.4	-0.2	-2.8	1.7					0.0
Subtotal	Sales	2,113.6	2,205.2	2,306.7	2,348.9	8,974.4					9,294.0
	Operating Profit	83.8	93.0	120.5	90.7	388.0					441.0
	Other income/loss	5.8	-9.7	-0.8	-4.5	-9.2					-21.0
Eliminations and Adjustments	Sales	-248.3	-212.6	-252.4	-278.9	-992.2					-994.0
	Operating Profit	0.1	19.7	-0.4	-26.9	-7.5					-16.0
	Other income/loss	-1.7	-0.5	-3.8	-5.5	-11.5					-14.0
Total	Sales	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2					8,300.0
	Operating Profit	83.9	112.7	120.1	63.8	380.5					425.0
	Other income/loss	4.1	-10.2	-4.6	-10.0	-20.7					-35.0
AP (production and sales consolidated)	Sales	746.6	710.2	781.7	635.2	2,873.7					2,950.0
	Operating Profit	42.5	27.2	34.6	2.8	107.1					121.0
	Other income/loss	0.3	0.8	0.3	1.9	3.3					-3.0

yen (billions)

		Fiscal 2018					Fiscal 2019					
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts	
AP (production and sales consolidated)	Air-Conditioner Business	Sales	160.3	115.8	100.0	111.8	487.9					524.5
		Operating Profit	16.5	4.8	1.0	2.3	24.6					27.1
		Other income/loss	0.0	2.0	-0.1	-0.1	1.8					-1.1
AIS*	Automotive Business	Sales	206.8	220.3	241.1	260.6	928.8					922.7
		Operating Profit	7.0	7.8	2.6	14.4	31.7					43.4
		Other income/loss	1.8	0.3	-8.5	1.5	-4.9					0.0
	Energy Business	Sales	127.3	133.8	152.0	149.4	562.5					758.0
		Operating Profit	-1.7	-0.4	3.5	9.7	11.1					29.1
		Other income/loss	-0.8	-0.2	-0.5	6.6	5.0					-2.5
Industrial Business	Sales	228.9	242.3	245.0	229.0	945.2					984.1	
	Operating Profit	8.2	8.9	16.5	8.4	42.0					55.8	
		Other income/loss	-0.7	-5.8	0.5	-1.3	-7.4					-7.4

* Each business in AIS consists of the following BDs.

•Automotive Business

: Automotive Infotainment Systems BD, Automotive Electronics Systems BD, Ficosa International, S.A.

•Energy Business

: Energy Device BD, Energy Solutions BD, Tesla Energy BD, Automotive Energy BD

•Industrial Business

: Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.

(2) Sales by Business

yen (billions)

		Fiscal 2018					Fiscal 2019				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
AP* ¹ (production and sales consolidated)	Air-Conditioner Business	160.3	115.8	100.0	111.8	487.9					524.5
	Small & Built-in Appliance Business	100.6	98.4	118.5	89.5	407.0					—
	Major Appliance Business	124.8	136.9	134.9	114.0	510.6					—
	AVC Business	169.4	169.6	211.2	143.1	693.3					—
	Commercial Refrigeration & Food Equipment Business	68.7	72.1	72.9	62.2	275.9					—
ES	Lighting BD	68.2	76.9	90.5	82.1	317.7					—
	Energy Systems BD	79.1	86.8	93.2	89.8	348.9					—
	Housing Systems BD	83.4	87.2	92.3	84.7	347.6					—
	Panasonic Ecology Systems Co., Ltd.	38.3	37.8	43.4	46.6	166.2					—
	Panasonic Homes Co., Ltd.	64.8	90.2	73.3	129.1	357.4					—
CNS* ²	Avionics Business	61.9	71.0	70.1	69.0	272.0					—
	Process Automation BD	45.3	52.9	43.2	42.1	183.5					—
	Media Entertainment BD	31.2	34.5	34.4	32.8	133.0					—
	Mobile Solutions BD	53.0	56.9	62.0	59.7	231.6					—
	PSSJ	55.6	67.0	71.2	109.9	303.7					—
AIS* ³	Automotive Business	206.8	220.3	241.1	260.6	928.8					922.7
	Energy Business	127.3	133.8	152.0	149.4	562.5					758.0
	Industrial Business	228.9	242.3	245.0	229.0	945.2					984.1

*1 Each business in AP consists of the following BDs. The figures of BDs are on production and sales consolidated basis.

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- Energy Business : Energy Device BD, Energy Solutions BD, Tesla Energy BD, Automotive Energy BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.

(3) Capital Investment by Segment

yen (billions)

	Fiscal 2018	Fiscal 2019 Forecasts
AP	61.8	50.0
ES	45.5	53.0
CNS	21.6	19.0
AIS	226.4	241.0
Other & Corporate	36.9	17.0
Total	392.2	380.0

Note: These figures are calculated on an accrual basis.

(4) Depreciation by Segment

yen (billions)

	Fiscal 2018	Fiscal 2019 Forecasts
AP	48.6	57.0
ES	43.2	49.0
CNS	19.1	22.0
AIS	105.5	141.0
Other & Corporate	10.2	6.0
Total	226.6	275.0

3. Other

(1) Sales by Region

Note: Accordingly, the figures for sales by region in fiscal 2017 have been reclassified to conform to the presentation for fiscal 2018.

yen (billions)

	Fiscal 2017					Fiscal 2018				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Japan	828.3	901.2	940.8	988.8	3,659.1	849.0	905.8	929.5	1,039.8	3,724.1
Local currency basis YoY	-	-	-	-	-	102%	101%	99%	105%	102%
North and South America	311.2	301.9	325.7	333.4	1,272.2	317.4	341.6	364.2	345.1	1,368.3
Local currency basis YoY	-	-	-	-	-	99%	104%	108%	109%	105%
Europe	163.8	133.0	158.6	152.3	607.7	185.2	192.2	225.7	217.9	821.0
Local currency basis YoY	-	-	-	-	-	113%	131%	130%	135%	127%
Asia	260.7	229.9	240.6	246.0	977.2	273.6	291.0	270.1	252.4	1,087.1
Local currency basis YoY	-	-	-	-	-	101%	117%	106%	103%	106%
China	210.8	199.0	216.9	200.8	827.5	240.1	262.0	264.8	214.8	981.7
Local currency basis YoY	-	-	-	-	-	114%	122%	115%	105%	114%
Total	1,774.8	1,765.0	1,882.6	1,921.3	7,343.7	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2
Local currency basis YoY	-	-	-	-	-	104%	108%	106%	108%	106%

(2) R&D Expenditures

yen (billions)

	Fiscal 2017	Fiscal 2018	Fiscal 2019 Forecast
R&D Expenditures	436.1	448.9	490.0

(3) Foreign Currency Exchange Rates

	Fiscal 2017					Fiscal 2018					Fiscal 2019				
	Q 1	Q 2	Q 3	Q 4	Full year	Q 1	Q 2	Q 3	Q 4	Full year	Q 1	Q 2	Q 3	Q 4	Full year Forecasts
U.S. Dollars	¥108	¥102	¥109	¥114	¥108	¥111	¥111	¥113	¥108	¥111					¥105
Euro	¥122	¥114	¥118	¥121	¥119	¥122	¥130	¥133	¥133	¥130					¥130
Renminbi	¥16.5	¥15.4	¥16.0	¥16.6	¥16.1	¥16.2	¥16.6	¥17.1	¥17.1	¥16.8					¥17.0

Note: Average rate

(4) Foreign Exchange Sensitivity

yen (billions)

	Operating Profit
U.S. Dollars	-2.4
Euro	-1.6
Renminbi	+5.6

Note: Impact of exchange rate fluctuation (Fiscal 2019 Forecasts impact by one yen appreciation.)

Figures here represent information voluntarily prepared by the company.

Disclaimer Regarding Forward-Looking Statements

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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 financial assets in which the Panasonic Group has holdings or changes in valuation of non-financial assets, including property, plant and equipment, goodwill and deferred tax assets; 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 Panasonic Group 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.