

Supplemental Financial Data for Fiscal 2019 Second Quarter, ended September 30, 2018
[IFRS] (Consolidated)

Note 1: Official names and abbreviated names of each reportable segment are the following:
Appliances: AP Connected Solutions: CNS
Eco Solutions: ES Automotive & Industrial Systems: AIS

Note 2: "Other" includes business activities not belonging to the reportable segments, such as sales of raw materials.

Note 3: The figures in "Eliminations and Adjustments" include revenues and expenses which are not attributable to any segments, consolidation adjustments, and eliminations of intersegment transactions.

Note 4: The figures in "AP (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

Note 5: Other income/loss = Other income (expenses) + Share of profit of investments accounted for using the equity method.

Note 6: Fiscal 2019 refers to the year ending March 31, 2019.

1. Fiscal 2019 Second Quarter Results (by Segment, by Business)

Note: 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		Fiscal 2018					Fiscal 2019				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2018)
AP	Sales	726.6	687.8	753.9	615.9	2,784.2	720.2	688.6			2,800.0
	Operating Profit	45.9	28.5	32.2	1.2	107.8	39.1	22.6			108.0
	Other income/loss	0.4	0.8	-0.6	2.9	3.5	-0.8	0.7			0.5
ES	Sales	421.0	480.4	484.2	571.8	1,957.4	444.4	506.7			2,030.0
	Operating Profit	1.1	19.4	26.8	33.9	81.2	-0.1	22.9			93.0
	Other income/loss	-0.4	-5.4	-0.2	-0.9	-6.9	-0.8	0.5			2.0
CNS	Sales	247.0	280.4	278.6	304.4	1,110.4	274.3	274.8			1,120.0
	Operating Profit	15.8	23.7	38.0	26.1	103.6	22.4	29.4			88.0
	Other income/loss	1.3	-0.5	8.6	-7.7	1.7	0.5	1.6			-2.0
AIS	Sales	656.5	686.6	731.7	729.1	2,803.9	733.8	735.8			3,070.0
	Operating Profit	18.1	21.3	24.4	29.6	93.4	15.4	13.6			103.0
	Other income/loss	0.2	-5.0	-8.4	4.0	-9.2	1.2	-0.3			-13.0
Subtotal	Sales	2,051.1	2,135.2	2,248.4	2,221.2	8,655.9	2,172.7	2,205.9			9,020.0
	Operating Profit	80.9	92.9	121.4	90.8	386.0	76.8	88.5			392.0
	Other income/loss	1.5	-10.1	-0.6	-1.7	-10.9	0.1	2.5			-12.5
Other	Sales	62.5	70.0	58.3	127.7	318.5	71.4	46.2			310.0
	Operating Profit	2.9	0.1	-0.9	-0.1	2.0	0.1	1.5			0.0
	Other income/loss	4.3	0.4	-0.2	-2.8	1.7	-0.4	0.5			0.0
Eliminations and Adjustments	Sales	-248.3	-212.6	-252.4	-278.9	-992.2	-235.4	-252.6			-1,030.0
	Operating Profit	0.1	19.7	-0.4	-26.9	-7.5	23.1	5.2			33.0
	Other income/loss	-1.7	-0.5	-3.8	-5.5	-11.5	18.7	0.0			27.5
Total	Sales	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2	2,008.7	1,999.5			8,300.0
	Operating Profit	83.9	112.7	120.1	63.8	380.5	100.0	95.2			425.0
	Other income/loss	4.1	-10.2	-4.6	-10.0	-20.7	18.4	3.0			15.0
AP (production and sales consolidated)	Sales	746.6	710.2	781.7	635.2	2,873.7	745.4	699.2			2,900.0
	Operating Profit	42.5	27.2	34.6	2.8	107.1	37.7	20.3			108.0
	Other income/loss	0.3	0.8	0.3	1.9	3.3	-0.8	0.6			0.5

			Fiscal 2018					Fiscal 2019				
			Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2018)
AP (production and sales consolidated)	Air-Conditioner Business	Sales	160.3	115.8	100.0	111.8	487.9	158.3	117.3			510.0
		Operating Profit	16.5	4.8	1.0	2.3	24.6	14.3	2.2			21.8
		Other income/loss	0.0	2.0	-0.1	-0.1	1.8	0.1	-0.3			0.0
AIS*	Automotive Business	Sales	206.8	220.3	241.1	260.6	928.8	243.3	236.6			981.7
		Operating Profit	7.0	7.8	2.6	14.4	31.7	7.6	5.0			27.4
		Other income/loss	1.8	0.3	-8.5	1.5	-4.9	0.7	0.1			-4.6
	Energy Business	Sales	127.3	133.8	152.0	149.4	562.5	154.5	177.7			788.0
		Operating Profit	-1.7	-0.4	3.5	9.7	11.1	-8.4	-7.3			22.1
		Other income/loss	-0.8	-0.2	-0.5	6.6	5.0	-1.1	0.0			-2.5
Industrial Business	Sales	228.9	242.3	245.0	229.0	945.2	240.2	230.6			959.1	
	Operating Profit	8.2	8.9	16.5	8.4	42.0	10.4	10.2			48.8	
	Other income/loss	-0.7	-5.8	0.5	-1.3	-7.4	1.5	0.0			-4.9	

* 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 (as of Oct. 31, 2018)
AP* ¹ (production and sales consolidated)	Air-Conditioner Business	160.3	115.8	100.0	111.8	487.9	158.3	117.3			510.0
	Small & Built-in Appliance Business	100.6	98.4	118.5	89.5	407.0	102.9	98.4			—
	Major Appliance Business	124.8	136.9	134.9	114.0	510.6	127.9	138.7			—
	AVC Business	169.4	169.6	211.2	143.1	693.3	167.1	154.1			—
	Commercial Refrigeration & Food Equipment Business	68.7	72.1	72.9	62.2	275.9	71.2	70.8			—
ES	Lighting BD	68.2	76.9	90.5	82.1	317.7	70.8	76.0			—
	Energy Systems BD	79.1	86.8	93.2	89.8	348.9	81.6	88.1			—
	Housing Systems BD	83.4	87.2	92.3	84.7	347.6	82.6	85.8			—
	Panasonic Ecology Systems Co., Ltd.	38.3	37.8	43.4	46.6	166.2	41.7	42.6			—
	Panasonic Homes Co., Ltd.	64.8	90.2	73.3	129.1	357.4	69.6	101.0			—
CNS* ²	Avionics Business	61.9	71.0	70.1	69.0	272.0	63.2	66.2			—
	Process Automation BD	45.3	52.9	43.2	42.1	183.5	58.8	53.8			—
	Media Entertainment BD	31.2	34.5	34.4	32.8	133.0	30.5	32.8			—
	Mobile Solutions BD	53.0	56.9	62.0	59.7	231.6	62.3	54.5			—
	PSSJ	55.6	67.0	71.2	109.9	303.7	64.4	67.5			—
AIS* ³	Automotive Business	206.8	220.3	241.1	260.6	928.8	243.3	236.6			981.7
	Energy Business	127.3	133.8	152.0	149.4	562.5	154.5	177.7			788.0
	Industrial Business	228.9	242.3	245.0	229.0	945.2	240.2	230.6			959.1

*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 : 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		
	Q1	Q2	Full year	Q1	Q2	Full year Forecasts*
AP	9.7	11.8	61.8	7.4	10.8	50.0
ES	7.6	11.6	45.5	10.2	11.5	53.0
CNS	3.1	4.8	21.6	2.9	6.0	19.0
AIS	48.3	59.1	226.4	32.7	39.7	241.0
Other & Corporate	22.9	6.5	36.9	3.6	0.5	17.0
Total	91.6	93.8	392.2	56.8	68.5	380.0

Note: These figures are calculated on an accrual basis.

* Full year forecasts for fiscal 2019 are unchanged.

(4) Depreciation by Segment

yen (billions)

	Fiscal 2018			Fiscal 2019		
	Q1	Q2	Full year	Q1	Q2	Full year Forecasts*
AP	11.6	12.0	48.6	12.3	12.2	57.0
ES	10.9	10.7	43.2	10.5	10.6	49.0
CNS	4.5	4.8	19.1	4.7	4.8	22.0
AIS	27.0	27.9	105.5	26.4	26.2	141.0
Other & Corporate	2.0	1.6	10.2	2.2	1.7	6.0
Total	56.0	57.0	226.6	56.1	55.5	275.0

* Full year forecasts for fiscal 2019 are unchanged.

2. Other

(1) Sales by Region

yen (billions)

	Fiscal 2018					Fiscal 2019				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Japan	849.0	905.8	929.5	1,039.8	3,724.1	880.8	938.1			
Local currency basis YoY	102%	101%	99%	105%	102%	104%	104%			
North and South America	317.4	341.6	364.2	345.1	1,368.3	364.7	390.2			
Local currency basis YoY	99%	104%	108%	109%	105%	117%	115%			
Europe	185.2	192.2	225.7	217.9	821.0	206.3	185.8			
Local currency basis YoY	113%	131%	130%	135%	127%	106%	98%			
Asia	273.6	291.0	270.1	252.4	1,087.1	281.2	242.9			
Local currency basis YoY	101%	117%	106%	103%	106%	103%	85%			
China	240.1	262.0	264.8	214.8	981.7	275.7	242.5			
Local currency basis YoY	114%	122%	115%	105%	114%	110%	94%			
Total	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2	2,008.7	1,999.5			
Local currency basis YoY	104%	108%	106%	108%	106%	107%	101%			

(2) R&D Expenditures

yen (billions)

	Fiscal 2018			Fiscal 2019		
	Q1	Q2	Full year	Q1	Q2	Full year Forecasts*
R&D Expenditures	107.1	115.3	448.9	115.8	120.9	490.0

* Full year forecasts for fiscal 2019 are unchanged.

(3) Foreign Currency Exchange Rates

	Fiscal 2018					Fiscal 2019				
	Q 1	Q 2	Q 3	Q 4	Full year	Q 1	Q 2	Q 3	Q 4	Full year Forecasts (as of Oct. 31, 2018)
U.S. Dollars	¥111	¥111	¥113	¥108	¥111	¥109	¥111			¥110
Euro	¥122	¥130	¥133	¥133	¥130	¥130	¥130			¥130
Renminbi	¥16.2	¥16.6	¥17.1	¥17.1	¥16.8	¥17.1	¥16.4			¥16.6

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 full year forecasts impact by one yen appreciation.)

Figures here represent information voluntarily prepared by the Company as of May 10, 2018.

(5) Number of Employees

(persons)

	2017				2018				2019
	End of Mar.	End of Jun.	End of Sep.	End of Dec.	End of Mar.	End of Jun.	End of Sep.	End of Dec.	End of Mar.
Japan-based	104,832	106,370	105,907	105,439	105,465	107,572	106,922		
Overseas	152,701	164,438	167,391	168,431	168,678	165,948	166,539		
Total	257,533	270,808	273,298	273,870	274,143	273,520	273,461		

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