



**(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 Feb. 4, 2019)
AP*1 (production and sales consolidated)	Air-Conditioner Business	160.3	115.8	100.0	111.8	487.9	158.3	117.3	102.5		507.5
	Small & Built-in Appliance Business	100.6	98.4	118.5	89.5	407.0	102.9	98.4	113.8		—
	Major Appliance Business	124.8	136.9	134.9	114.0	510.6	127.9	138.7	132.6		—
	AVC Business	169.4	169.6	211.2	143.1	693.3	167.1	154.1	202.4		—
	Commercial Refrigeration & Food Equipment Business	68.7	72.1	72.9	62.2	275.9	71.2	70.8	78.3		—
ES	Lighting BD	68.2	76.9	90.5	82.1	317.7	70.8	76.0	88.1		—
	Energy Systems BD	79.1	86.8	93.2	89.8	348.9	81.6	88.1	92.4		—
	Housing Systems BD	83.4	87.2	92.3	84.7	347.6	82.6	85.8	96.8		—
	Panasonic Ecology Systems Co., Ltd.	38.3	37.8	43.4	46.6	166.2	41.7	42.6	45.2		—
	Panasonic Homes Co., Ltd.	64.8	90.2	73.3	129.1	357.4	69.6	101.0	81.9		—
CNS*2	Avionics Business	61.9	71.0	70.1	69.0	272.0	63.2	66.2	63.0		—
	Process Automation BD	45.3	52.9	43.2	42.1	183.5	58.8	53.8	47.7		—
	Media Entertainment BD	31.2	34.5	34.4	32.8	133.0	30.5	32.8	30.2		—
	Mobile Solutions BD	53.0	56.9	62.0	59.7	231.6	62.3	54.5	55.3		—
	PSSJ	55.6	67.0	71.2	109.9	303.7	64.4	67.5	70.5		—
AIS*3	Automotive Business	206.8	220.3	241.1	260.6	928.8	243.3	236.6	247.1		972.7
	Energy Business	127.3	133.8	152.0	149.4	562.5	154.5	177.7	190.1		715.0
	Industrial Business	228.9	242.3	245.0	229.0	945.2	240.2	230.6	231.4		939.1

\*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	Q3	Full year	Q1	Q2	Q3	Full year Forecasts (as of Feb. 4, 2019)
AP	9.7	11.8	14.5	61.8	7.4	10.8	10.1	49.0
ES	7.6	11.6	10.2	45.5	10.2	11.5	10.6	47.0
CNS	3.1	4.8	4.5	21.6	2.9	6.0	4.8	20.0
AIS	48.3	59.1	55.1	226.4	32.7	39.7	37.6	199.0
Other & Corporate	22.9	6.5	4.6	36.9	3.6	0.5	6.6	15.0
Total	91.6	93.8	88.9	392.2	56.8	68.5	69.7	330.0

Note: These figures are calculated on an accrual basis.

**(4) Depreciation by Segment**

yen (billions)

	Fiscal 2018				Fiscal 2019			
	Q1	Q2	Q3	Full year	Q1	Q2	Q3	Full year Forecasts (as of Feb. 4, 2019)
AP	11.6	12.0	12.1	48.6	12.3	12.2	12.4	50.0
ES	10.9	10.7	10.8	43.2	10.5	10.6	10.8	43.0
CNS	4.5	4.8	4.9	19.1	4.7	4.8	4.9	20.0
AIS	27.0	27.9	27.8	105.5	26.4	26.2	26.6	109.0
Other & Corporate	2.0	1.6	2.3	10.2	2.2	1.7	1.5	8.0
Total	56.0	57.0	57.9	226.6	56.1	55.5	56.2	230.0

## 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	985.3		
Local currency basis YoY	102%	101%	99%	105%	102%	104%	104%	106%		
North and South America	317.4	341.6	364.2	345.1	1,368.3	364.7	390.2	401.7		
Local currency basis YoY	99%	104%	108%	109%	105%	117%	115%	111%		
Europe	185.2	192.2	225.7	217.9	821.0	206.3	185.8	206.4		
Local currency basis YoY	113%	131%	130%	135%	127%	106%	98%	95%		
Asia	273.6	291.0	270.1	252.4	1,087.1	281.2	242.9	245.0		
Local currency basis YoY	101%	117%	106%	103%	106%	103%	85%	94%		
China	240.1	262.0	264.8	214.8	981.7	275.7	242.5	236.4		
Local currency basis YoY	114%	122%	115%	105%	114%	110%	94%	93%		
Total	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2	2,008.7	1,999.5	2,074.8		
Local currency basis YoY	104%	108%	106%	108%	106%	107%	101%	102%		

### (2) R&D Expenditures

yen (billions)

	Fiscal 2018				Fiscal 2019			
	Q1	Q2	Q3	Full year	Q1	Q2	Q3	Full year Forecasts*
R&D Expenditures	107.1	115.3	117.9	448.9	115.8	120.9	127.9	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 Feb. 4, 2019)
U.S. Dollars	¥111	¥111	¥113	¥108	¥111	¥109	¥111	¥113		¥111
Euro	¥122	¥130	¥133	¥133	¥130	¥130	¥130	¥129		¥130
Renminbi	¥16.2	¥16.6	¥17.1	¥17.1	¥16.8	¥17.1	¥16.4	¥16.3		¥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	106,305	
Overseas	152,701	164,438	167,391	168,431	168,678	165,948	166,539	167,553	
Total	257,533	270,808	273,298	273,870	274,143	273,520	273,461	273,858	

### Disclaimer Regarding Forward-Looking Statements

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