

Supplemental Financial Data for Fiscal 2019 ended March 31, 2019 [IFRS] (Consolidated)

Note 1: Official names and abbreviated names of each reportable segment are the following:

Fiscal 2019		
Appliances: AP		Eco Solutions: ES
Connected Solutions: CNS		Automotive & Industrial Systems: AIS
Fiscal 2020		
Appliances : AP		Life Solutions : LS
Connected Solutions : CNS		Automotive : AM
Industrial Solutions : IS		

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 ended March 31, 2019.

1. Fiscal 2019 (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

yen (billions)

		Fiscal 2018					Fiscal 2019				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
AP	Sales	726.6	687.8	753.9	615.9	2,784.2	720.2	688.6	730.2	611.6	2,750.6
	Operating Profit	45.9	28.5	32.2	1.2	107.8	39.1	22.6	27.0	-2.8	85.9
	Other income/loss	0.4	0.8	-0.6	2.9	3.5	-0.8	0.7	0.9	1.4	2.2
ES	Sales	421.0	480.4	484.2	571.8	1,957.4	444.4	506.7	517.3	567.7	2,036.1
	Operating Profit	1.1	19.4	26.8	33.9	81.2	-0.1	22.9	27.3	14.5	64.6
	Other income/loss	-0.4	-5.4	-0.2	-0.9	-6.9	-0.8	0.5	-0.6	-24.4	-25.3
CNS	Sales	247.0	280.4	278.6	304.4	1,110.4	274.3	274.8	266.7	311.9	1,127.7
	Operating Profit	15.8	23.7	38.0	26.1	103.6	22.4	29.4	21.7	20.9	94.4
	Other income/loss	1.3	-0.5	8.6	-7.7	1.7	0.5	1.6	1.2	-8.8	-5.5
AIS	Sales	656.5	686.6	731.7	729.1	2,803.9	733.8	735.8	765.0	748.5	2,983.1
	Operating Profit	18.1	21.3	24.4	29.6	93.4	15.4	13.6	26.3	1.1	56.4
	Other income/loss	0.2	-5.0	-8.4	4.0	-9.2	1.2	-0.3	2.7	1.0	4.6
Subtotal	Sales	2,051.1	2,135.2	2,248.4	2,221.2	8,655.9	2,172.7	2,205.9	2,279.2	2,239.7	8,897.5
	Operating Profit	80.9	92.9	121.4	90.8	386.0	76.8	88.5	102.3	33.7	301.3
	Other income/loss	1.5	-10.1	-0.6	-1.7	-10.9	0.1	2.5	4.2	-30.8	-24.0
Other	Sales	62.5	70.0	58.3	127.7	318.5	71.4	46.2	55.7	136.2	309.5
	Operating Profit	2.9	0.1	-0.9	-0.1	2.0	0.1	1.5	0.3	-0.5	1.4
	Other income/loss	4.3	0.4	-0.2	-2.8	1.7	-0.4	0.5	-0.7	-1.9	-2.5
Eliminations and Adjustments	Sales	-248.3	-212.6	-252.4	-278.9	-992.2	-235.4	-252.6	-260.1	-456.2	-1,204.3
	Operating Profit	0.1	19.7	-0.4	-26.9	-7.5	23.1	5.2	-5.0	85.5	108.8
	Other income/loss	-1.7	-0.5	-3.8	-5.5	-11.5	18.7	0.0	-2.6	94.9	111.0
Total	Sales	1,865.3	1,992.6	2,054.3	2,070.0	7,982.2	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7
	Operating Profit	83.9	112.7	120.1	63.8	380.5	100.0	95.2	97.6	118.7	411.5
	Other income/loss	4.1	-10.2	-4.6	-10.0	-20.7	18.4	3.0	0.9	62.2	84.5
AP (production and sales consolidated)	Sales	746.6	710.2	781.7	635.2	2,873.7	745.4	699.2	759.4	628.8	2,832.8
	Operating Profit	42.5	27.2	34.6	2.8	107.1	37.7	20.3	26.7	-1.2	83.5
	Other income/loss	0.3	0.8	0.3	1.9	3.3	-0.8	0.6	1.0	1.3	2.1

yen (billions)

		Fiscal 2018					Fiscal 2019					
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	
AP (production and sales consolidated)	Air-Conditioner Business	Sales	160.3	115.8	100.0	111.8	487.9	158.3	117.3	102.5	116.9	495.0
		Operating Profit	16.5	4.8	1.0	2.3	24.6	14.3	2.2	1.7	2.0	20.2
		Other income/loss	0.0	2.0	-0.1	-0.1	1.8	0.1	-0.3	0.1	0.0	-0.1
AIS*	Automotive Business	Sales	206.8	220.3	241.1	260.6	928.8	243.3	236.6	247.1	262.5	989.5
		Operating Profit	7.0	7.8	2.6	14.4	31.7	7.6	5.0	-4.0	-2.1	6.6
		Other income/loss	1.8	0.3	-8.5	1.5	-4.9	0.7	0.1	-2.7	2.4	0.4
	Energy Business	Sales	127.3	133.8	152.0	149.4	562.5	154.5	177.7	190.1	174.3	696.5
		Operating Profit	-1.7	-0.4	3.5	9.7	11.1	-8.4	-7.3	16.5	5.8	6.6
		Other income/loss	-0.8	-0.2	-0.5	6.6	5.0	-1.1	0.0	5.8	3.2	7.9
	Industrial Business	Sales	228.9	242.3	245.0	229.0	945.2	240.2	230.6	231.4	213.6	915.8
		Operating Profit	8.2	8.9	16.5	8.4	42.0	10.4	10.2	10.4	-1.1	29.7
		Other income/loss	-0.7	-5.8	0.5	-1.3	-7.4	1.5	0.0	-0.2	-3.0	-1.7

* 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

		Fiscal 2018					Fiscal 2019				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
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	116.9	495.0
	Small & Built-in Appliance Business	100.6	98.4	118.5	89.5	407.0	102.9	98.4	113.8	89.5	404.6
	Major Appliance Business	124.8	136.9	134.9	114.0	510.6	127.9	138.7	132.6	116.3	515.5
	AVC Business	169.4	169.6	211.2	143.1	693.3	167.1	154.1	202.4	130.0	653.6
	Commercial Refrigeration & Food Equipment Business	68.7	72.1	72.9	62.2	275.9	71.2	70.8	78.3	72.5	292.8
ES	Lighting BD	68.2	76.9	90.5	82.1	317.7	70.8	76.0	88.1	78.7	313.6
	Energy Systems BD	79.1	86.8	93.2	89.8	348.9	81.6	88.1	92.4	93.9	356.0
	Housing Systems BD	83.4	87.2	92.3	84.7	347.6	82.6	85.8	96.8	89.0	354.2
	Panasonic Ecology Systems Co., Ltd.	38.3	37.8	43.4	46.6	166.2	41.7	42.6	45.2	48.3	177.9
	Panasonic Homes Co., Ltd.	64.8	90.2	73.3	129.1	357.4	69.6	101.0	81.9	122.5	375.0
CNS* 2	Avionics Business	61.9	71.0	70.1	69.0	272.0	63.2	66.2	63.0	68.5	260.9
	Process Automation BD	45.3	52.9	43.2	42.1	183.5	58.8	53.8	47.7	44.0	204.3
	Media Entertainment BD	31.2	34.5	34.4	32.8	133.0	30.5	32.8	30.2	30.6	124.2
	Mobile Solutions BD	53.0	56.9	62.0	59.7	231.6	62.3	54.5	55.3	68.8	240.9
	PSSJ	55.6	67.0	71.2	109.9	303.7	64.4	67.5	70.5	119.1	321.5
AIS* 3	Automotive Business	206.8	220.3	241.1	260.6	928.8	243.3	236.6	247.1	262.5	989.5
	Energy Business	127.3	133.8	152.0	149.4	562.5	154.5	177.7	190.1	174.3	696.5
	Industrial Business	228.9	242.3	245.0	229.0	945.2	240.2	230.6	231.4	213.6	915.8

*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	Q4	Full year	Q1	Q2	Q3	Q4	Full year
AP	9.7	11.8	14.5	25.8	61.8	7.4	10.8	10.1	16.9	45.2
ES	7.6	11.6	10.2	16.1	45.5	10.2	11.5	10.6	9.9	42.2
CNS	3.1	4.8	4.5	9.2	21.6	2.9	6.0	4.8	8.9	22.6
AIS	48.3	59.1	55.1	63.9	226.4	32.7	39.7	37.6	62.2	172.2
Other & Corporate	22.9	6.5	4.6	2.9	36.9	3.6	0.5	6.6	7.6	18.3
Total	91.6	93.8	88.9	117.9	392.2	56.8	68.5	69.7	105.5	300.5

Note: These figures are calculated on an accrual basis.

(4) Depreciation by Segment

yen (billions)

	Fiscal 2018					Fiscal 2019				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
AP	11.6	12.0	12.1	12.9	48.6	12.3	12.2	12.4	12.5	49.4
ES	10.9	10.7	10.8	10.8	43.2	10.5	10.6	10.8	10.5	42.4
CNS	4.5	4.8	4.9	4.9	19.1	4.7	4.8	4.9	5.1	19.5
AIS	27.0	27.9	27.8	22.8	105.5	26.4	26.2	26.6	27.1	106.3
Other & Corporate	2.0	1.6	2.3	4.3	10.2	2.2	1.7	1.5	3.8	9.2
Total	56.0	57.0	57.9	55.7	226.6	56.1	55.5	56.2	59.0	226.8

2. Fiscal 2020 Forecasts

Note: The figures for segment information and sales by business in fiscal 2019 have been reclassified to conform to the presentation for fiscal 2020.

(1) Segment Information

yen (billions)

		Fiscal 2019					Fiscal 2020				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
AP	Sales	720.2	688.6	730.2	611.6	2,750.6					2,770.0
	Operating Profit	39.1	22.5	27.0	-3.0	85.6					76.5
	Other income/loss	-0.8	0.6	1.0	1.2	2.0					-7.5
LS	Sales	444.4	506.7	517.3	567.7	2,036.1					1,950.0
	Operating Profit	-0.1	22.9	27.3	14.5	64.6					162.0
	Other income/loss	-0.8	0.5	-0.6	-24.4	-25.3					74.5
CNS	Sales	274.3	274.8	266.7	311.9	1,127.7					1,150.0
	Operating Profit	22.4	29.4	21.7	20.9	94.4					87.0
	Other income/loss	0.5	1.6	1.2	-8.8	-5.5					-2.0
AM	Sales	356.4	369.4	395.6	401.8	1,523.2					1,577.0
	Operating Profit	-1.5	-7.1	-0.6	-2.9	-12.1					-15.0
	Other income/loss	0.2	0.0	-2.8	2.3	-0.3					-4.5
IS	Sales	371.6	360.2	361.7	328.8	1,422.3					1,360.0
	Operating Profit	16.8	20.7	27.0	4.1	68.6					70.0
	Other income/loss	0.9	-0.3	5.6	-1.1	5.1					-9.0
Subtotal	Sales	2,166.9	2,199.7	2,271.5	2,221.8	8,859.9					8,807.0
	Operating Profit	76.7	88.4	102.4	33.6	301.1					380.5
	Other income/loss	0.0	2.4	4.4	-30.8	-24.0					51.5
Other	Sales	71.4	46.2	55.7	133.3	306.6					300.0
	Operating Profit	0.1	1.5	0.3	-0.2	1.7					0.0
	Other income/loss	-0.4	0.5	-0.7	-1.7	-2.3					-2.0
Eliminations and Adjustments	Sales	-229.6	-246.4	-252.4	-435.4	-1,163.8					-1,207.0
	Operating Profit	23.2	5.3	-5.1	85.3	108.7					-80.5
	Other income/loss	18.8	0.1	-2.8	94.7	110.8					-49.5
Total	Sales	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7					7,900.0
	Operating Profit	100.0	95.2	97.6	118.7	411.5					300.0
	Other income/loss	18.4	3.0	0.9	62.2	84.5					0.0
AP (production and sales consolidated)	Sales	741.4	695.3	756.1	625.0	2,817.8					2,850.0
	Operating Profit	37.8	20.3	26.6	-1.5	83.2					76.5
	Other income/loss	-0.8	0.6	0.9	1.3	2.0					-7.5

(2) Sales by Business*

		Fiscal 2019					Fiscal 2020				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
AP (production and sales consolidated)	Heating and Cooling Solutions	156.7	116.9	102.0	115.0	490.6					
	Smart Life Network	165.7	152.1	200.9	129.2	647.9					
	Home Appliances	228.9	235.3	244.5	203.7	912.4					
	Commercial Refrigeration & Food Equipment	72.8	77.2	79.8	68.8	298.6					
LS	Lighting	70.8	76.0	88.1	78.7	313.6					
	Energy Systems	81.6	88.1	92.4	93.9	356.0					
	Housing Systems	82.6	85.8	96.8	89.0	354.2					
	Panasonic Ecology Systems	41.7	42.6	45.2	48.3	177.9					
	Panasonic Homes	69.6	101.0	81.9	122.5	375.0					
CNS	Avionics	63.2	66.2	63.0	68.5	260.9					
	Process Automation	58.8	53.8	47.7	44.0	204.3					
	Media Entertainment	30.5	32.8	30.2	30.6	124.2					
	Mobile Solutions	62.3	54.5	55.3	68.8	240.9					
	PSSJ	64.4	67.5	70.5	119.1	321.5					
AM	Automotive Solutions	244.0	237.2	247.8	262.8	991.7					
	Automotive Batteries	87.4	106.1	118.3	110.9	422.7					
IS	Systems	158.2	150.4	142.8	139.5	591.0					
	Device	123.4	126.2	137.8	113.5	500.9					

* Each business consists of the following major BDs.

Businesses	Major Business Divisions
AP (production and sales consolidated)	<ul style="list-style-type: none"> • Heating and Cooling Solutions : Heating and Cooling Solutions BD • Smart Life Network : Smart Life Network BD • Home Appliances : Kitchen Appliances BD, Laundry Systems and Vacuum Cleaner BD, Beauty and Personal Care BD • Commercial Refrigeration & Food Equipment : Cold Chain BD, Hussmann Corporation
LS	<ul style="list-style-type: none"> • Lighting : Lighting BD • Energy Systems : Energy Systems BD • Housing Systems : Housing Systems BD • Panasonic Ecology Systems : Panasonic Ecology Systems Co., Ltd. • Panasonic Homes : Panasonic Homes Co., Ltd.
CNS	<ul style="list-style-type: none"> • Avionics : Panasonic Avionics Corporation, Avionics BU • Process Automation : Process Automation BD • Media Entertainment : Media Entertainment BD • Mobile Solutions : Mobile Solutions BD • PSSJ : Panasonic System Solutions Japan Co., Ltd.
AM	<ul style="list-style-type: none"> • Automotive Solutions : Automotive Infotainment Systems BD, HMI Systems BD, Automotive Systems BD, Ficosa International, S.A. • Automotive Batteries : Automotive Energy BD, Tesla Energy BD
IS	<ul style="list-style-type: none"> • Systems : Electromechanical Control BD, Industrial Device BD, Energy Solutions BD • Device : Device Solutions BD, Energy Device BD, Electronic Materials BD

Note: Sales of China & Northeast Asia Company are mainly included in AP and LS segments. Sales of US Company are mainly included in AP and AM segments.

(3) Capital Investment by Segment

yen (billions)

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
AP	7.4	10.8	10.2	17.0	45.4					50.0
LS	10.2	11.5	10.6	9.9	42.2					51.0
CNS	2.9	6.0	4.8	8.9	22.6					25.0
AM	21.1	25.4	24.4	37.9	108.8					160.0
IS	11.6	14.3	13.2	24.3	63.4					72.0
Other & Corporate	3.6	0.5	6.5	7.5	18.1					7.0
Total	56.8	68.5	69.7	105.5	300.5					365.0

Note: These figures are calculated on an accrual basis.

(4) Depreciation by Segment

yen (billions)

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
AP	12.3	12.2	12.3	12.6	49.4					57.0
LS	10.5	10.6	10.8	10.5	42.4					42.0
CNS	4.7	4.8	4.9	5.1	19.5					22.0
AM	10.2	9.7	9.9	10.6	40.4					54.0
IS	16.2	16.5	16.7	16.5	65.9					74.0
Other & Corporate	2.2	1.7	1.6	3.7	9.2					6.0
Total	56.1	55.5	56.2	59.0	226.8					255.0

3. 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	912.4	3,716.6
Local currency basis YoY	102%	101%	99%	105%	102%	104%	104%	106%	88%	100%
North and South America	317.4	341.6	364.2	345.1	1,368.3	364.7	390.2	401.7	373.2	1,529.8
Local currency basis YoY	99%	104%	108%	109%	105%	117%	115%	111%	107%	112%
Europe	185.2	192.2	225.7	217.9	821.0	206.3	185.8	206.4	208.8	807.3
Local currency basis YoY	113%	131%	130%	135%	127%	106%	98%	95%	102%	100%
Asia	273.6	291.0	270.1	252.4	1,087.1	281.2	242.9	245.0	245.9	1,015.0
Local currency basis YoY	101%	117%	106%	103%	106%	103%	85%	94%	99%	95%
China	240.1	262.0	264.8	214.8	981.7	275.7	242.5	236.4	179.4	934.0
Local currency basis YoY	114%	122%	115%	105%	114%	110%	94%	93%	86%	96%
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	1,919.7	8,002.7
Local currency basis YoY	104%	108%	106%	108%	106%	107%	101%	102%	94%	101%

(2) R&D Expenditures

yen (billions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
R&D Expenditures	107.1	115.3	117.9	108.6	448.9	115.8	120.9	127.9	124.2	488.8					480.0

(3) Foreign Currency Exchange Rates

	Fiscal 2018					Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
U.S. Dollars	¥111	¥111	¥113	¥108	¥111	¥109	¥111	¥113	¥110	¥111					¥110
Euro	¥122	¥130	¥133	¥133	¥130	¥130	¥130	¥129	¥125	¥128					¥125
Renminbi	¥16.2	¥16.6	¥17.1	¥17.1	¥16.8	¥17.1	¥16.4	¥16.3	¥16.3	¥16.5					¥16.5

Note: Average rate

(4) Foreign Exchange Sensitivity

yen (billions)

	Operating Profit
U.S. Dollars	-2.4
Euro	-0.9
Renminbi	+2.3

Note: Impact of exchange rate fluctuation (Fiscal 2020 Forecasts impact by one yen appreciation.)

Figures here represent information voluntarily prepared by the company.

(5) Number of Employees

(persons)

	2017				2018				2019				2020
	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.	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	105,525				
Overseas	152,701	164,438	167,391	168,431	168,678	165,948	166,539	167,553	166,344				
Total	257,533	270,808	273,298	273,870	274,143	273,520	273,461	273,858	271,869				

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). 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.

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