

Supplemental Financial Data for Fiscal 2020 First Quarter, ended June 30, 2019 [IFRS] (Consolidated)

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

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 revenue and expenses which are not attributable to any segments for the purpose of evaluating operating results of each segment, 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 2020 refers to the year ending March 31, 2020.

1. Fiscal 2020 First Quarter Results (by Segment, by Business)

Note: The figures of 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	689.0				2,770.0
	Operating Profit	39.1	22.5	27.0	-3.0	85.6	30.0				76.5
	Other income/loss	-0.8	0.6	1.0	1.2	2.0	-0.5				-7.5
LS	Sales	444.4	506.7	517.3	567.7	2,036.1	462.1				1,950.0
	Operating Profit	-0.1	22.9	27.3	14.5	64.6	12.7				162.0
	Other income/loss	-0.8	0.5	-0.6	-24.4	-25.3	0.3				74.5
CNS	Sales	274.3	274.8	266.7	311.9	1,127.7	255.2				1,150.0
	Operating Profit	22.4	29.4	21.7	20.9	94.4	13.7				87.0
	Other income/loss	0.5	1.6	1.2	-8.8	-5.5	-0.5				-2.0
AM	Sales	356.4	369.4	395.6	401.8	1,523.2	377.4				1,577.0
	Operating Profit	-1.5	-7.1	-0.6	-2.9	-12.1	-10.0				-15.0
	Other income/loss	0.2	0.0	-2.8	2.3	-0.3	-0.2				-4.5
IS	Sales	371.6	360.2	361.7	328.8	1,422.3	327.1				1,360.0
	Operating Profit	16.8	20.7	27.0	4.1	68.6	5.2				70.0
	Other income/loss	0.9	-0.3	5.6	-1.1	5.1	-1.6				-9.0
Subtotal	Sales	2,166.9	2,199.7	2,271.5	2,221.8	8,859.9	2,110.8				8,807.0
	Operating Profit	76.7	88.4	102.4	33.6	301.1	51.6				380.5
	Other income/loss	0.0	2.4	4.4	-30.8	-24.0	-2.5				51.5
Other	Sales	71.4	46.2	55.7	133.3	306.6	58.5				300.0
	Operating Profit	0.1	1.5	0.3	-0.2	1.7	1.5				0.0
	Other income/loss	-0.4	0.5	-0.7	-1.7	-2.3	0.4				-2.0
Eliminations and Adjustments	Sales	-229.6	-246.4	-252.4	-435.4	-1,163.8	-278.2				-1,207.0
	Operating Profit	23.2	5.3	-5.1	85.3	108.7	3.3				-80.5
	Other income/loss	18.8	0.1	-2.8	94.7	110.8	-3.9				-49.5
Total	Sales	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7	1,891.1				7,900.0
	Operating Profit	100.0	95.2	97.6	118.7	411.5	56.4				300.0
	Other income/loss	18.4	3.0	0.9	62.2	84.5	-6.0				0.0
AP (production and sales consolidated)	Sales	741.4	695.3	756.1	625.0	2,817.8	704.6				2,850.0
	Operating Profit	37.8	20.3	26.6	-1.5	83.2	28.0				76.5
	Other income/loss	-0.8	0.6	0.9	1.3	2.0	-0.6				-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	166.6				
	Home Appliances	228.9	235.3	244.5	203.7	912.4	224.3				
	Smart Life Network	165.7	152.1	200.9	129.2	647.9	134.4				
	Commercial Refrigeration & Food Equipment	72.8	77.2	79.8	68.8	298.6	69.8				
LS	Lighting	70.8	76.0	88.1	78.7	313.6	66.7				
	Energy Systems	81.6	88.1	92.4	93.9	356.0	84.7				
	Panasonic Ecology Systems	41.7	42.6	45.2	48.3	177.9	41.6				
	Housing Systems	82.6	85.8	96.8	89.0	354.2	87.4				
	Panasonic Homes	69.6	101.0	81.9	122.5	375.0	79.7				
CNS	Avionics	63.2	66.2	63.0	68.5	260.9	58.6				
	Process Automation	58.8	53.8	47.7	44.0	204.3	48.5				
	Media Entertainment	30.5	32.8	30.2	30.6	124.2	27.9				
	Mobile Solutions	62.3	54.5	55.3	68.8	240.9	61.2				
	PSSJ	64.4	67.5	70.5	119.1	321.5	67.1				
AM	Automotive Solutions	244.0	237.2	247.8	262.8	991.7	239.8				
	Automotive Batteries	87.4	106.1	118.3	110.9	422.7	109.2				
IS	Systems	158.2	150.4	142.8	139.5	591.0	134.5				
	Device	123.4	126.2	137.8	113.5	500.9	115.2				

* Each business consists of the following major BDs.

Businesses	Major Business Divisions
AP	<ul style="list-style-type: none"> • Heating and Cooling Solutions : Heating and Cooling Solutions BD • Home Appliances : Kitchen Appliances BD, Laundry Systems and Vacuum Cleaner BD, Beauty and Personal Care BD • Smart Life Network : Smart Life Network 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 • Panasonic Ecology Systems : Panasonic Ecology Systems Co., Ltd. • Housing Systems : Housing Systems BD • 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	8.7				50.0
LS	10.2	11.5	10.6	9.9	42.2	6.7				51.0
CNS	2.9	6.0	4.8	8.9	22.6	4.0				25.0
AM	21.1	25.4	24.4	37.9	108.8	20.7				160.0
IS	11.6	14.3	13.2	24.3	63.4	10.8				72.0
Other & Corporate	3.6	0.5	6.5	7.5	18.1	5.1				7.0
Total	56.8	68.5	69.7	105.5	300.5	56.0				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	12.1				57.0
LS	10.5	10.6	10.8	10.5	42.4	9.5				42.0
CNS	4.7	4.8	4.9	5.1	19.5	4.4				22.0
AM	10.2	9.7	9.9	10.6	40.4	10.3				54.0
IS	16.2	16.5	16.7	16.5	65.9	16.2				74.0
Other & Corporate	2.2	1.7	1.6	3.7	9.2	0.1				6.0
Total	56.1	55.5	56.2	59.0	226.8	52.6				255.0

2. Other

(1) Sales by Region

yen (billions)

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Japan	880.8	938.1	985.3	912.4	3,716.6	875.5				
Local currency basis YoY	104%	104%	106%	88%	100%	99%				
North and South America	364.7	390.2	401.7	373.2	1,529.8	360.8				
Local currency basis YoY	117%	115%	111%	107%	112%	99%				
Europe	206.3	185.8	206.4	208.8	807.3	181.5				
Local currency basis YoY	106%	98%	95%	102%	100%	93%				
Asia	281.2	242.9	245.0	245.9	1,015.0	261.1				
Local currency basis YoY	103%	85%	94%	99%	95%	95%				
China	275.7	242.5	236.4	179.4	934.0	212.2				
Local currency basis YoY	110%	94%	93%	86%	96%	81%				
Total	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7	1,891.1				
Local currency basis YoY	107%	101%	102%	94%	101%	95%				

(2) R&D Expenditures

yen (billions)

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
R&D Expenditures	115.8	120.9	127.9	124.2	488.8	118.6				480.0

(3) Foreign Currency Exchange Rates

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts
U.S. Dollars	¥109	¥111	¥113	¥110	¥111	¥110				¥110
Euro	¥130	¥130	¥129	¥125	¥128	¥123				¥125
Renminbi	¥17.1	¥16.4	¥16.3	¥16.3	¥16.5	¥16.1				¥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 as of May 9, 2019.

(5) Number of Employees

(persons)

	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.
Japan-based	105,465	107,572	106,922	106,305	105,525	107,217			
Overseas	168,678	165,948	166,539	167,553	166,344	166,558			
Total	274,143	273,520	273,461	273,858	271,869	273,775			

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