

Supplemental Financial Data for Fiscal 2020 Third Quarter, ended December 31, 2019  
[IFRS] (Consolidated)

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

Appliances : AP  
Connected Solutions : CNS  
Industrial Solutions : IS  
Life Solutions : LS  
Automotive : AM

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: Adjusted operating profit = sales - cost of sales - SG&A

Note 6: Other income/loss = Other income (expenses) + Share of profit of investments accounted for using the equity method.

Note 7: Fiscal 2020 refers to the year ending March 31, 2020.

**1. Fiscal 2020 Third 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 (as of Feb. 3, 2020)
AP	Sales	720.2	688.6	730.2	611.6	2,750.6	689.0	686.8	683.2		2,690.0
	Adjusted operating profit	39.9	21.9	26.0	-4.2	83.6	30.5	23.1	29.7		84.0
	Other income/loss	-0.8	0.6	1.0	1.2	2.0	-0.5	-0.2	0.1		-7.5
	Operating profit	39.1	22.5	27.0	-3.0	85.6	30.0	22.9	29.8		76.5
LS	Sales	444.4	506.7	517.3	567.7	2,036.1	462.1	531.1	512.0		1,960.0
	Adjusted operating profit	0.7	22.4	27.9	38.9	89.9	12.4	33.4	33.4		100.0
	Other income/loss	-0.8	0.5	-0.6	-24.4	-25.3	0.3	-5.0	-3.6		74.5
	Operating profit	-0.1	22.9	27.3	14.5	64.6	12.7	28.4	29.8		174.5
CNS	Sales	274.3	274.8	266.7	311.9	1,127.7	255.2	263.4	251.7		1,110.0
	Adjusted operating profit	21.9	27.8	20.5	29.7	99.9	14.2	22.6	17.7		81.0
	Other income/loss	0.5	1.6	1.2	-8.8	-5.5	-0.5	0.0	22.6		18.0
	Operating profit	22.4	29.4	21.7	20.9	94.4	13.7	22.6	40.3		99.0
AM	Sales	356.4	369.4	395.6	401.8	1,523.2	377.4	369.8	366.2		1,510.0
	Adjusted operating profit	-1.7	-7.1	2.2	-5.2	-11.8	-9.8	-12.6	-6.7		-39.5
	Other income/loss	0.2	0.0	-2.8	2.3	-0.3	-0.2	-0.1	0.2		-4.5
	Operating profit	-1.5	-7.1	-0.6	-2.9	-12.1	-10.0	-12.7	-6.5		-44.0
IS	Sales	371.6	360.2	361.7	328.8	1,422.3	327.1	330.8	326.2		1,300.0
	Adjusted operating profit	15.9	21.0	21.4	5.2	63.5	6.8	14.3	10.0		40.0
	Other income/loss	0.9	-0.3	5.6	-1.1	5.1	-1.6	-3.1	-16.6		-27.0
	Operating profit	16.8	20.7	27.0	4.1	68.6	5.2	11.2	-6.6		13.0
Subtotal	Sales	2,166.9	2,199.7	2,271.5	2,221.8	8,859.9	2,110.8	2,181.9	2,139.3		8,570.0
	Adjusted operating profit	76.7	86.0	98.0	64.4	325.1	54.1	80.8	84.1		265.5
	Other income/loss	0.0	2.4	4.4	-30.8	-24.0	-2.5	-8.4	2.7		53.5
	Operating profit	76.7	88.4	102.4	33.6	301.1	51.6	72.4	86.8		319.0
Other	Sales	71.4	46.2	55.7	133.3	306.6	58.5	57.1	54.7		300.0
	Adjusted operating profit	0.5	1.0	1.0	1.5	4.0	1.1	1.5	1.5		2.0
	Other income/loss	-0.4	0.5	-0.7	-1.7	-2.3	0.4	-0.5	-0.6		-2.0
	Operating profit	0.1	1.5	0.3	-0.2	1.7	1.5	1.0	0.9		0.0
Eliminations and Adjustments	Sales	-229.6	-246.4	-252.4	-435.4	-1,163.8	-278.2	-285.7	-282.8		-1,170.0
	Adjusted operating profit	4.4	5.2	-2.3	-9.4	-2.1	7.2	11.8	9.7		32.5
	Other income/loss	18.8	0.1	-2.8	94.7	110.8	-3.9	-1.3	3.0		-51.5
	Operating profit	23.2	5.3	-5.1	85.3	108.7	3.3	10.5	12.7		-19.0
Total	Sales	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7	1,891.1	1,953.3	1,911.2		7,700.0
	Adjusted operating profit	81.6	92.2	96.7	56.5	327.0	62.4	94.1	95.3		300.0
	Other income/loss	18.4	3.0	0.9	62.2	84.5	-6.0	-10.2	5.1		0.0
	Operating profit	100.0	95.2	97.6	118.7	411.5	56.4	83.9	100.4		300.0
AP (production and sales consolidated)	Sales	741.4	695.3	756.1	625.0	2,817.8	704.6	696.7	704.5		2,760.0
	Adjusted operating profit	38.6	19.7	25.7	-2.8	81.2	28.6	21.0	29.4		84.0
	Other income/loss	-0.8	0.6	0.9	1.3	2.0	-0.6	-0.2	0.1		-7.5
	Operating profit	37.8	20.3	26.6	-1.5	83.2	28.0	20.8	29.5		76.5

**(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	123.9	100.2		
	Home Appliances	228.9	235.3	244.5	203.7	912.4	224.3	240.6	243.8		
	Smart Life Network	165.7	152.1	200.9	129.2	647.9	134.4	144.5	170.1		
	Commercial Refrigeration & Food Equipment	72.8	77.2	79.8	68.8	298.6	69.8	77.0	69.6		
LS	Lighting	70.8	76.0	88.1	78.7	313.6	66.7	75.0	82.4		
	Energy Systems	81.6	88.1	92.4	93.9	356.0	84.7	90.2	88.4		
	Panasonic Ecology Systems	41.7	42.6	45.2	48.3	177.9	41.6	43.1	46.5		
	Housing Systems	82.6	85.8	96.8	89.0	354.2	87.4	95.4	91.7		
	Panasonic Homes	69.6	101.0	81.9	122.5	375.0	79.7	102.0	91.5		
CNS	Avionics	63.2	66.2	63.0	68.5	260.9	58.6	60.8	62.1		
	Process Automation	58.8	53.8	47.7	44.0	204.3	48.5	44.0	39.0		
	Media Entertainment	30.5	32.8	30.2	30.6	124.2	27.9	29.3	27.5		
	Mobile Solutions	62.3	54.5	55.3	68.8	240.9	61.2	60.4	60.1		
	PSSJ	64.4	67.5	70.5	119.1	321.5	67.1	80.0	74.6		
AM	Automotive Solutions	244.0	237.2	247.8	262.8	991.7	239.8	225.0	210.4		
	Automotive Batteries	87.4	106.1	118.3	110.9	422.7	109.2	115.9	125.8		
IS	Systems	158.2	150.4	142.8	139.5	591.0	134.5	135.6	125.6		
	Devices	123.4	126.2	137.8	113.5	500.9	115.2	118.8	120.3		

\* Each business consists of the following major BDs.

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

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 (as of Feb. 3, 2020)
AP	7.4	10.8	10.2	17.0	45.4	8.7	10.2	8.7		45.0
LS	10.2	11.5	10.6	9.9	42.2	6.7	9.9	9.5		41.0
CNS	2.9	6.0	4.8	8.9	22.6	4.0	4.4	4.2		22.0
AM	21.1	25.4	24.4	37.9	108.8	20.7	36.6	20.7		125.0
IS	11.6	14.3	13.2	24.3	63.4	10.8	13.2	11.2		56.0
Other & Corporate	3.6	0.5	6.5	7.5	18.1	5.1	2.7	1.7		11.0
Total	56.8	68.5	69.7	105.5	300.5	56.0	77.0	56.0		300.0

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 (as of Feb. 3, 2020)
AP	12.3	12.2	12.3	12.6	49.4	12.1	11.6	11.5		47.0
LS	10.5	10.6	10.8	10.5	42.4	9.5	8.9	9.5		37.0
CNS	4.7	4.8	4.9	5.1	19.5	4.4	4.7	4.5		19.0
AM	10.2	9.7	9.9	10.6	40.4	10.3	10.7	8.3		39.0
IS	16.2	16.5	16.7	16.5	65.9	16.2	16.2	15.8		65.0
Other & Corporate	2.2	1.7	1.6	3.7	9.2	0.1	0.1	-0.1		3.0
Total	56.1	55.5	56.2	59.0	226.8	52.6	52.2	49.5		210.0

## 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	975.8	904.3		
Local currency basis YoY	104%	104%	106%	88%	100%	99%	104%	92%		
North and South America	364.7	390.2	401.7	373.2	1,529.8	360.8	362.2	368.1		
Local currency basis YoY	117%	115%	111%	107%	112%	99%	97%	95%		
Europe	206.3	185.8	206.4	208.8	807.3	181.5	172.8	194.6		
Local currency basis YoY	106%	98%	95%	102%	100%	93%	101%	101%		
Asia	281.2	242.9	245.0	245.9	1,015.0	261.1	232.3	244.6		
Local currency basis YoY	103%	85%	94%	99%	95%	95%	99%	102%		
China	275.7	242.5	236.4	179.4	934.0	212.2	210.2	199.6		
Local currency basis YoY	110%	94%	93%	86%	96%	81%	92%	89%		
Total	2,008.7	1,999.5	2,074.8	1,919.7	8,002.7	1,891.1	1,953.3	1,911.2		
Local currency basis YoY	107%	101%	102%	94%	101%	95%	100%	94%		

### (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	120.6	113.6		480.0

\* Full year forecasts for fiscal 2020 are unchanged.

### (3) Foreign Currency Exchange Rates

	Fiscal 2019					Fiscal 2020				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 3, 2020)
U.S. Dollars	¥109	¥111	¥113	¥110	¥111	¥110	¥107	¥109		¥108
Euro	¥130	¥130	¥129	¥125	¥128	¥123	¥119	¥120		¥120
Renminbi	¥17.1	¥16.4	¥16.3	¥16.3	¥16.5	¥16.1	¥15.3	¥15.5		¥15.6

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	106,713	105,442	
Overseas	168,678	165,948	166,539	167,553	166,344	166,558	164,965	163,993	
Total	274,143	273,520	273,461	273,858	271,869	273,775	271,678	269,435	

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