

Supplemental Financial Data for Fiscal 2022 Third Quarter, ended December 31, 2021
[IFRS] (Consolidated)

Note 1: The Company restructured its Group organization on October 1, 2021, under which the Company changed the format.
 Note 2: The figures before the completion of the audit may change in the future.
 Note 3: "Other" includes operating segments which are not included in the reportable segments and other business activities, such as Entertainment & Communication, Housing and sales of raw materials.
 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 "Lifestyle" 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: EBITDA : Total amount of Operating profit, Depreciation (Tangible assets including Property, plant and equipment/ Right-of-use assets) and Amortization (Intangible assets).
 Adjusted with : - amount equivalent to depreciation corresponding to underlying assets that are applied with Lease accounting treatment as a lessor
 - impact of temporary accounting treatment related to "re-evaluation of assets and debt" after Blue Yonder acquisition
 Note 8: Fiscal 2022 refers to the year ending March 31, 2022.

1. Fiscal 2022 Third Quarter Results

Note 1: "Eliminations and Adjustments" of the fiscal year 2022 forecasts are included in "Other".
 Note 2: "Total" EBITDA include EBITDA of "Other" and "Eliminations and Adjustments".

(1) Segment Information

yen (billions)

		Fiscal 2021					Fiscal 2022				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
Lifestyle	Sales	770.7	898.4	982.5	897.3	3,548.9	917.7	860.5	959.4		3,640.0
	Adjusted operating profit	29.5	51.9	76.0	28.2	185.6	53.1	31.3	40.2		155.0
	Other income/loss	-1.9	-4.4	-1.6	-10.8	-18.7	-1.6	-15.5	-2.4		-28.0
	Operating profit	27.6	47.5	74.4	17.4	166.9	51.5	15.8	37.8		127.0
	EBITDA	51.1	70.6	97.5	41.6	260.8	74.7	39.5	61.8		222.0
Automotive	Sales	153.0	271.0	301.8	291.3	1,017.1	260.6	239.1	275.2		1,080.0
	Adjusted operating profit	-21.0	7.4	-5.7	10.0	-9.3	2.1	-4.6	1.5		5.0
	Other income/loss	-1.0	-1.1	-2.0	1.6	-2.5	0.1	-2.2	0.4		-2.0
	Operating profit	-22.0	6.3	-7.7	11.6	-11.8	2.2	-6.8	1.9		3.0
	EBITDA	-9.4	18.5	5.4	24.5	39.0	14.4	7.5	15.3		58.0
Connect	Sales	185.2	191.1	199.8	241.9	818.0	208.5	217.0	222.6		920.0
	Adjusted operating profit	-16.5	-1.6	4.9	16.9	3.7	7.1	5.0	-6.8		15.0
	Other income/loss	0.5	0.4	-2.3	-22.3	-23.7	-6.9	47.0	-2.8		36.0
	Operating profit	-16.0	-1.2	2.6	-5.4	-20.0	0.2	52.0	-9.6		51.0
	EBITDA	-8.0	6.7	10.6	2.9	12.2	7.8	60.8	13.7		113.0
Industry	Sales	230.5	236.1	258.7	259.3	984.6	286.3	271.3	283.0		1,110.0
	Adjusted operating profit	5.1	7.5	16.5	15.2	44.3	25.0	22.1	18.9		78.0
	Other income/loss	-0.6	-0.5	-3.1	0.6	-3.6	1.5	-2.6	0.4		-4.0
	Operating profit	4.5	7.0	13.4	15.8	40.7	26.5	19.5	19.3		74.0
	EBITDA	17.3	19.4	25.8	28.1	90.6	39.3	32.4	32.4		127.0
Energy	Sales	118.4	161.6	165.9	154.1	600.0	186.1	187.6	194.3		768.0
	Adjusted operating profit	-3.5	11.2	16.3	13.8	37.8	18.7	18.2	18.2		65.0
	Other income/loss	-1.0	1.5	-4.3	-0.5	-4.3	-1.0	-0.3	-1.9		-4.0
	Operating profit	-4.5	12.7	12.0	13.3	33.5	17.7	17.9	16.3		61.0
	EBITDA	8.8	26.3	24.9	26.8	86.8	30.9	31.7	30.6		117.0
Subtotal	Sales	1,457.8	1,758.2	1,908.7	1,843.9	6,968.6	1,859.2	1,775.5	1,934.5		7,518.0
	Adjusted operating profit	-6.4	76.4	108.0	84.1	262.1	106.0	72.0	72.0		318.0
	Other income/loss	-4.0	-4.1	-13.3	-31.4	-52.8	-7.9	26.4	-6.3		-2.0
	Operating profit	-10.4	72.3	94.7	52.7	209.3	98.1	98.4	65.7		316.0
	EBITDA	59.8	141.5	164.2	123.9	489.4	167.1	171.9	153.8		637.0
Other	Sales	190.7	230.7	247.9	306.6	975.9	230.5	239.4	262.3		-218.0
	Adjusted operating profit	-6.2	5.0	13.3	6.8	18.9	4.9	5.0	6.7		47.0
	Other income/loss	-0.9	-0.6	-0.5	-7.9	-9.9	-0.2	-2.9	-2.1		7.0
	Operating profit	-7.1	4.4	12.8	-1.1	9.0	4.7	2.1	4.6		54.0
Eliminations and Adjustments	Sales	-256.6	-321.6	-342.5	-325.0	-1,245.7	-297.3	-273.7	-307.0		
	Adjusted operating profit	6.7	13.6	21.5	-15.6	26.2	8.6	3.3	8.8		
	Other income/loss	14.6	2.5	1.2	-4.2	14.1	-7.0	-7.0	-6.1		
	Operating profit	21.3	16.1	22.7	-19.8	40.3	1.6	-3.7	2.7		
Total	Sales	1,391.9	1,667.3	1,814.1	1,825.5	6,698.8	1,792.4	1,741.2	1,889.8		7,300.0
	Adjusted operating profit	-5.9	95.0	142.8	75.3	307.2	119.5	80.3	87.5		365.0
	Other income/loss	9.7	-2.2	-12.6	-43.5	-48.6	-15.1	16.5	-14.5		5.0
	Operating profit	3.8	92.8	130.2	31.8	258.6	104.4	96.8	73.0		370.0
	EBITDA	89.4	178.4	216.2	121.5	605.5	189.1	185.9	177.6		750.0

			Fiscal 2021					Fiscal 2022				
			Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
Lifestyle	Living Appliances and Solutions Company	Sales	198.3	238.8	263.8	211.2	912.1	227.3	225.4	274.0		950.0
		Adjusted operating profit	17.2	22.1	28.7	11.4	79.4	23.5	14.1	22.1		67.0
		Other income/loss	-0.5	0.0	0.0	0.6	0.1	0.1	-0.7	0.0		0.0
		Operating profit	16.7	22.1	28.7	12.0	79.5	23.6	13.4	22.1		67.0
		EBITDA	21.4	26.8	33.5	17.0	98.7	28.5	18.6	28.0		88.0
	Heating & Ventilation A/C Company	Sales	186.0	167.6	159.5	173.7	686.8	217.0	150.6	162.2		714.0
		Adjusted operating profit	16.1	11.3	10.5	7.7	45.6	21.7	2.3	-0.1		28.0
		Other income/loss	0.1	0.2	0.0	-0.7	-0.4	-1.3	-0.7	-0.6		-2.0
		Operating profit	16.2	11.5	10.5	7.0	45.2	20.4	1.6	-0.7		26.0
		EBITDA	20.2	15.5	14.6	11.6	61.9	25.0	6.1	4.2		44.0
	Cold Chain Solutions Company	Sales	54.9	67.1	68.1	65.2	255.3	72.9	78.3	75.3		300.0
		Adjusted operating profit	-2.9	1.8	-0.1	-0.8	-2.0	1.2	1.3	-6.9		-1.0
		Other income/loss	0.0	-0.2	0.0	-0.8	-1.0	-0.1	-0.8	-0.1		-1.0
		Operating profit	-2.9	1.6	-0.1	-1.6	-3.0	1.1	0.5	-7.0		-2.0
		EBITDA	-1.0	3.6	1.8	0.3	4.7	3.0	2.4	-5.0		5.5
	Electric Works Company	Sales	208.7	243.2	262.6	269.5	984.0	230.6	246.6	265.8		1,016.0
		Adjusted operating profit	3.3	11.4	20.1	11.8	46.6	5.1	10.0	13.7		42.0
		Other income/loss	-2.7	-5.0	-1.3	-7.3	-16.3	-0.3	-6.9	0.3		-11.0
		Operating profit	0.6	6.4	18.8	4.5	30.3	4.8	3.1	14.0		31.0
		EBITDA	8.4	14.1	26.5	12.7	61.7	12.0	10.2	21.0		62.0
	China and Northeast Asia Company	Sales	186.0	171.1	183.8	159.6	700.5	229.2	200.9	219.3		825.0
		Adjusted operating profit	13.9	9.9	12.2	1.0	37.0	12.5	7.9	3.2		22.5
		Other income/loss	0.4	0.4	0.5	-2.1	-0.8	-1.3	-4.0	-0.6		-7.0
		Operating profit	14.3	10.3	12.7	-1.1	36.2	11.2	3.9	2.6		15.5
EBITDA		18.4	14.5	16.9	3.4	53.2	15.8	8.9	7.8		33.5	

Note: Living Appliances and Solutions Company, Heating & Ventilation A/C Company, Cold Chain Solutions Company, and Electric Works Company include part of sales and profit of China and Northeast Asia Company.

(2) Sales by Voluntarily Disclosed Businesses*

			Fiscal 2021					Fiscal 2022				
			Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Lifestyle	Living Appliances and Solutions Company	Kitchen Appliances	92.4	112.5	117.8	97.4	420.1	108.3	104.9	124.6		
		Laundry Systems and Vacuum Cleaner	62.9	78.0	92.8	72.6	306.3	71.1	74.4	97.9		
		Beauty and Personal Care	42.5	47.6	52.4	40.5	183.0	47.8	46.3	51.6		
	Heating & Ventilation A/C Company	Heating and Cooling Solutions	145.8	120.4	103.6	125.4	495.2	170.1	107.8	113.4		
		Ecology Systems	38.8	45.9	54.3	47.5	186.5	45.9	41.9	47.6		
	Electric Works Company	Lighting	53.7	61.8	73.1	67.7	256.3	55.5	62.8	68.8		
		Energy Systems	66.2	78.5	86.0	80.4	311.1	72.2	75.5	84.3		
	Automotive	Automotive Cockpit Systems	58.1	107.2	122.5	118.3	406.1	102.1	93.9	109.1		
		Automotive Electronics Systems	61.0	108.0	120.9	119.1	409.0	109.0	94.9	109.6		
	Connect	Avionics	27.3	24.5	25.3	24.9	102.0	21.1	25.4	26.6		
Process Automation		43.3	46.4	46.6	53.7	190.0	66.0	63.2	51.5			
Media Entertainment		17.9	21.3	22.2	25.6	87.0	24.1	28.8	27.0			
Mobile Solutions		49.3	47.7	47.5	52.3	196.8	47.5	41.3	43.1			
PSSJ		59.4	61.9	64.6	109.0	294.9	59.1	70.5	59.1			
Industry	Control Devices/FA Solutions	83.3	92.4	102.5	105.3	383.5	119.1	115.8	118.3			
	Electronic Devices/Electronic Materials	78.1	76.3	84.0	88.3	326.8	96.5	97.3	101.0			
Energy	In-vehicle	58.1	88.0	89.8	86.9	322.9	113.4	118.6	117.6			
	Industrial / Consumer	59.9	72.6	75.8	66.3	274.5	73.6	71.8	74.9			
Other	Entertainment & Communication	39.6	71.6	86.6	61.9	259.7	65.8	56.9	65.7			
	Housing	99.0	106.1	114.2	110.5	429.8	104.0	111.2	121.0			

* Each Voluntarily Disclosed Business consists of the following Major Business Divisions.

		Businesses with Sales Disclosed	Major Business Divisions, etc.
Lifestyle	Living Appliances and Solutions	•Kitchen Appliances •Laundry Systems and Vacuum Cleaner •Beauty and Personal Care	: Kitchen Appliances BD : Laundry Systems and Vacuum Cleaner BD : Beauty and Personal Care BD
	Heating & Ventilation A/C	•Heating and Cooling Solutions •Ecology Systems	: Heating and Cooling Solutions BD : Panasonic Ecology Systems Co., Ltd.
	Cold Chain solutions	-	: Hussmann Corporation, Cold Chain BD
	Electric Works	•Lighting •Energy Systems •Other	: Lighting BD : Energy Systems BD : Smart Energy Systems BD
	China and Northeast Asia Company	-	: Smart Life Appliances BD, Building and Housing Solutions BD, Cold Chain (China) BD, Refrigeration and Air-Conditioning Devices BD, Taiwan BD
Automotive	•Automotive Cockpit Systems •Automotive Electronics Systems	: Infotainment Systems BD : HMI Systems BD, Automotive Systems BD, Ficosa International, S.A.	
Connect	•Avionics •Process Automation •Media Entertainment •Mobile Solutions •PSSJ •Blue Yonder	: Panasonic Avionics Corporation, Avionics BU : Process Automation BD : Media Entertainment BD : Mobile Solutions BD : Panasonic System Solutions Japan Co., Ltd. : Blue Yonder Holding, Inc.	
Industry	•Control Devices/FA Solutions •Electronic Devices/Electronic Materials	: Electromechanical Control BD, Industrial Devices BD : Device Solutions BD, Electronic Materials BD	
Energy	•In-vehicle •Industrial / Consumer	: Mobility Energy BD : Energy Devices BD, Energy Solutions BD	
Other	•Entertainment & Communication •Housing	: Entertainment & Communication BD : Housing Systems BD	

(3) Capital Investment by Segment

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
Lifestyle	10.8	12.9	14.1	70.8	108.6	11.6	13.4	20.2		73.0
Automotive	2.9	3.8	4.3	6.6	17.6	3.8	6.5	9.4		33.0
Connect	3.8	3.1	2.8	4.0	13.7	2.3	3.8	4.2		14.0
Industry	6.4	7.0	10.0	17.6	41.0	11.8	12.4	11.5		56.0
Energy	3.1	3.5	9.9	12.0	28.5	8.1	9.5	7.2		42.0
Subtotal	27.0	30.3	41.1	111.0	209.4	37.6	45.6	52.5		218.0
Other/Eliminations and Adjustments	5.1	7.4	3.1	6.0	21.6	4.3	4.4	5.7		17.0
Total	32.1	37.7	44.2	117.0	231.0	41.9	50.0	58.2		235.0

Note: These figures are calculated on an accrual basis.

(4) Depreciation of PP&E by Segment

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
Lifestyle	15.0	14.7	14.9	15.8	60.4	15.2	15.6	15.8		64.0
Automotive	5.5	5.8	5.7	6.2	23.2	5.7	5.9	6.0		24.0
Connect	4.2	4.3	4.3	4.4	17.2	3.8	3.9	4.1		16.0
Industry	11.0	10.8	10.8	11.0	43.6	11.2	11.4	11.6		46.0
Energy	5.6	5.4	5.4	5.2	21.6	5.1	4.9	4.9		20.0
Subtotal	41.3	41.0	41.1	42.6	166.0	41.0	41.7	42.4		170.0
Other/Eliminations and Adjustments	2.9	2.8	2.8	4.9	13.4	2.4	2.3	2.9		15.0
Total	44.2	43.8	43.9	47.5	179.4	43.4	44.0	45.3		185.0

(5) Total of Amortization of Intangible Assets and Depreciation of Right-of-use Assets by Segment

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
Lifestyle	8.5	8.4	8.2	8.4	33.5	8.0	8.1	8.2		31.0
Automotive	7.1	6.4	7.4	6.7	27.6	6.5	8.4	7.4		31.0
Connect	3.8	3.6	3.7	3.9	15.0	3.8	4.9	11.2		32.1
Industry	1.8	1.6	1.6	1.3	6.3	1.6	1.5	1.5		7.0
Energy	0.5	0.6	0.4	0.7	2.2	0.4	0.6	0.6		2.4
Subtotal	21.7	20.6	21.3	21.0	84.6	20.3	23.5	28.9		103.5
Other/Eliminations and Adjustments	12.5	13.6	13.7	13.6	53.4	13.3	13.4	13.5		44.0
Total	34.2	34.2	35.0	34.6	138.0	33.6	36.9	42.4		147.5

2. Other

(1) Sales by Region

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Japan	659.3	752.8	823.1	878.1	3,113.3	766.9	745.1	790.6		
Local currency basis YoY	75%	77%	91%	103%	86%	116%	99%	96%		
North and South America	212.6	304.3	312.0	288.2	1,117.1	320.4	339.6	358.6		
Local currency basis YoY	61%	86%	89%	85%	80%	147%	107%	106%		
Europe	111.0	164.5	195.2	191.3	662.0	177.6	159.0	194.6		
Local currency basis YoY	64%	92%	98%	106%	90%	145%	93%	96%		
Asia	198.9	230.7	252.0	262.1	943.7	270.4	234.0	295.1		
Local currency basis YoY	78%	100%	105%	116%	99%	129%	97%	110%		
China	210.1	215.0	231.8	205.8	862.7	257.1	263.5	250.9		
Local currency basis YoY	104%	102%	114%	149%	114%	111%	112%	97%		
Total	1,391.9	1,667.3	1,814.1	1,825.5	6,698.8	1,792.4	1,741.2	1,889.8		
Local currency basis YoY	75%	85%	96%	105%	90%	124%	101%	100%		

(2) R&D Expenditures

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts*
R&D Expenditures	103.9	106.0	97.5	112.4	419.8	97.4	103.5	110.3		420.0

*Full year forecasts for fiscal 2022 are unchanged.

(3) Foreign Currency Exchange Rates

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Feb. 2, 2022)
U.S. Dollars	¥108	¥106	¥105	¥106	¥106	¥109	¥110	¥114		¥111
Euro	¥118	¥124	¥125	¥128	¥124	¥132	¥130	¥130		¥130
Renminbi	¥15.2	¥15.4	¥15.8	¥16.4	¥15.7	¥17.0	¥17.0	¥17.8		¥17.3

Note: Average rate

(4) Foreign Exchange Sensitivity yen (billions)

	Operating profit
U.S. Dollars	-1.0
Euro	-0.8
Renminbi	+2.1

Note: Impact of one yen appreciation to fiscal 2022 operating profit (full year forecast).
Reference figures voluntarily prepared by the Company as of May 10, 2021.

(5) Cash Flows yen (billions)

	Fiscal 2021					Fiscal 2022				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Cash flows from operating activities	-98.3	174.3	254.1	173.9	504.0	130.1	-88.5	62.3		
Cash flows from investing activities	44.1	-16.2	-46.1	194.8	176.6	-59.0	-643.8	-58.0		
Free Cash Flow	-54.2	158.1	208.0	368.7	680.6	71.1	-732.3	4.3		

	2020				2021				2022
	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.
Gross Cash ^{Note 1}	1,051.8	1,097.4	1,271.4	1,403.9	1,641.9	1,668.5	1,013.9	931.1	
Interest-bearing Debt	1,471.3	1,648.4	1,669.2	1,626.1	1,447.4	1,456.1	1,750.4	1,686.1	
(Lease liabilities)	(266.9)	(266.1)	(265.4)	(252.8)	(257.9)	(261.9)	(258.8)	(252.1)	
Net Cash	-419.5	-551.0	-397.8	-222.2	194.5	212.4	-736.5	-755.0	

Note1: Gross Cash is the total of "Cash and cash equivalents" and time deposits and others included in "Other financial assets."

(6) Number of Employees (persons)

	2020				2021				2022
	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	98,064	96,875	94,299	93,615	92,733	93,151	92,379	89,627	
Overseas	161,321	152,474	152,213	151,931	150,807	147,051	152,100	151,159	
Total	259,385	249,349	246,512	245,546	243,540	240,202	244,479	240,786	

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