

Supplemental Financial Data for Fiscal 2023 Second Quarter, ended September 30, 2022
[IFRS] (Consolidated)

Note 1: The figures presented hereinafter may change in the course of the audit, which has not been completed.

Note 2: "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 eliminations of intersegment transactions, adjustments of profits and losses which are not attributable to any segments, and consolidation adjustments.

Note 3: Adjusted operating profit = sales - cost of sales - SG&A

Note 4: Other income/loss = Other income (expenses) + Share of profit (loss) of investments accounted for using the equity method

Note 5: 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 liabilities" upon Blue Yonder acquisition.

Note 6: Fiscal 2023 refers to the year ending March 31, 2023.

1. Fiscal 2023 Second Quarter Results

Note 1: In "Information by Segment" and "Voluntarily Disclosed Business", the figures for fiscal 2022 are reclassified in conformity with the business segmentation for fiscal 2023.

Note 2: Management accounting adjustments to sales prices, which had been included in "Eliminations and adjustments", are included in each segment from fiscal 2023. (Accordingly, the results for fiscal 2022 are reclassified in conformity with this change.)

Note 3: "Total" EBITDA include EBITDA of "Other" and "Eliminations and Adjustments."

Note 4: "Eliminations and Adjustments" of the fiscal year 2023 forecasts are included in "Other."

(1) Information by Segment

yen (billions)

		Fiscal 2022					Fiscal 2023				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
Lifestyle	Sales	781.7	742.9	820.2	820.8	3,165.6	836.5	877.0			3,400.0
	Adjusted operating profit	46.7	29.7	35.7	19.4	131.5	35.7	32.6			135.0
	Other income/loss	-1.6	-15.4	-2.3	-4.0	-23.3	2.6	2.8			-11.0
	Operating profit	45.1	14.3	33.4	15.4	108.2	38.3	35.4			124.0
	EBITDA	68.2	37.8	57.4	40.9	204.3	63.1	60.8			228.0
Automotive	Sales	259.0	237.9	273.5	292.4	1,062.8	269.6	323.0			1,290.0
	Adjusted operating profit	2.1	-4.6	1.5	3.4	2.4	-12.1	0.1			10.0
	Other income/loss	0.1	-2.2	0.4	0.7	-1.0	1.5	-2.0			0.0
	Operating profit	2.2	-6.8	1.9	4.1	1.4	-10.6	-1.9			10.0
	EBITDA	14.4	7.5	15.3	19.9	57.1	4.2	13.1			70.0
Connect	Sales	207.2	216.0	221.8	277.7	922.7	244.8	273.1			1,098.0
	Adjusted operating profit	7.1	5.3	-6.6	9.9	15.7	-9.3	-0.3			16.0
	Other income/loss	-7.0	47.1	-2.8	-0.2	37.1	-0.2	-0.6			-1.0
	Operating profit	0.1	52.4	-9.4	9.7	52.8	-9.5	-0.9			15.0
	EBITDA	7.8	61.2	14.0	30.8	113.8	9.8	17.9			85.0
Industry	Sales	284.1	272.0	282.1	289.9	1,128.1	296.5	299.5			1,140.0
	Adjusted operating profit	25.0	22.1	18.9	20.7	86.7	24.3	19.4			89.0
	Other income/loss	1.5	-2.6	0.4	-2.8	-3.5	2.2	2.6			-2.0
	Operating profit	26.5	19.5	19.3	17.9	83.2	26.5	22.0			87.0
	EBITDA	39.3	32.5	32.4	31.4	135.6	40.8	36.6			146.0
Energy	Sales	188.0	189.6	196.9	198.3	772.8	227.8	242.0			953.0
	Adjusted operating profit	19.6	19.1	19.3	12.8	70.8	16.5	13.9			57.0
	Other income/loss	-1.0	-0.3	-1.9	-0.8	-4.0	-0.2	-1.5			-3.0
	Operating profit	18.6	18.8	17.4	12.0	66.8	16.3	12.4			54.0
	EBITDA	32.0	32.4	31.8	26.8	123.0	32.3	29.0			114.0
Subtotal	Sales	1,720.0	1,658.4	1,794.5	1,879.1	7,052.0	1,875.2	2,014.6			7,881.0
	Adjusted operating profit	100.5	71.6	68.8	66.2	307.1	55.1	65.7			307.0
	Other income/loss	-8.0	26.6	-6.2	-7.1	5.3	5.9	1.3			-17.0
	Operating profit	92.5	98.2	62.6	59.1	312.4	61.0	67.0			290.0
	EBITDA	161.7	171.4	150.9	149.8	633.8	150.2	157.4			643.0
Other	Sales	267.1	284.4	294.0	314.2	1,159.7	284.3	295.6			319.0
	Adjusted operating profit	16.1	9.7	10.8	11.5	48.1	15.4	11.7			33.0
	Other income/loss	-0.7	-2.7	-3.2	-3.8	-10.4	-0.4	-0.2			-3.0
	Operating profit	15.4	7.0	7.6	7.7	37.7	15.0	11.5			30.0
	EBITDA	26.1	26.7	27.6	28.3	113.8	32.5	31.7			114.0
Eliminations and Adjustments	Sales	-194.7	-201.6	-198.7	-227.9	-822.9	-185.6	-220.2			
	Adjusted operating profit	2.9	-1.0	7.9	-7.3	2.5	-4.8	2.8			
	Other income/loss	-6.4	-7.4	-5.1	23.8	4.9	-7.5	4.8			
	Operating profit	-3.5	-8.4	2.8	16.5	7.4	-12.3	7.6			
	EBITDA	1.5	1.3	2.8	16.5	7.4	-12.3	7.6			
Total	Sales	1,792.4	1,741.2	1,889.8	1,965.4	7,388.8	1,973.9	2,090.0			8,200.0
	Adjusted operating profit	119.5	80.3	87.5	70.4	357.7	65.7	80.2			340.0
	Other income/loss	-15.1	16.5	-14.5	12.9	-0.2	-2.0	5.9			-20.0
	Operating profit	104.4	96.8	73.0	83.3	357.5	63.7	86.1			320.0
	EBITDA	189.1	185.9	177.6	191.4	744.0	170.5	193.8			750.0

			Fiscal 2022					Fiscal 2023				
			Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
Lifestyle	Living Appliances and Solutions Company	Sales	193.5	192.8	235.6	218.0	839.9	205.5	232.4			940.0
		Adjusted operating profit	18.2	11.6	23.3	10.2	63.3	12.9	13.9			65.5
		Other income/loss	0.2	-0.7	0.0	1.1	0.6	2.5	0.0			0.5
		Operating profit	18.4	10.9	23.3	11.3	63.9	15.4	13.9			66.0
		EBITDA	22.8	15.6	28.7	17.7	84.8	21.1	19.7			90.0
	Heating & Ventilation A/C Company	Sales	205.8	145.6	163.1	166.3	680.8	221.0	177.4			770.0
		Adjusted operating profit	17.8	2.8	1.5	-0.6	21.5	13.4	3.5			22.0
		Other income/loss	-1.3	-0.8	-0.5	-0.8	-3.4	0.1	2.4			-1.1
		Operating profit	16.5	2.0	1.0	-1.4	18.1	13.5	5.9			20.9
		EBITDA	20.8	6.2	5.4	3.4	35.8	18.6	11.2			40.0
	Cold Chain Solutions Company	Sales	62.9	67.6	67.2	72.4	270.1	77.6	91.1			310.0
		Adjusted operating profit	1.1	1.0	-0.6	1.7	3.2	2.1	3.5			7.0
		Other income/loss	-0.1	-0.7	0.0	0.4	-0.4	0.0	-0.1			0.0
		Operating profit	1.0	0.3	-0.6	2.1	2.8	2.1	3.4			7.0
		EBITDA	2.8	2.1	1.3	4.0	10.2	4.2	5.5			14.6
	Electric Works Company	Sales	204.2	218.4	234.4	247.7	904.7	216.9	252.0			970.0
		Adjusted operating profit	5.4	9.7	13.4	16.4	44.9	7.2	12.7			50.0
		Other income/loss	-0.3	-6.9	0.4	-1.0	-7.8	-0.5	-0.7			-8.5
		Operating profit	5.1	2.8	13.8	15.4	37.1	6.7	12.0			41.5
		EBITDA	12.2	10.0	20.8	22.5	65.5	13.6	19.0			70.0
	China and Northeast Asia Company	Sales	225.1	196.5	214.2	178.4	814.2	244.0	243.8			920.0
		Adjusted operating profit	12.1	7.5	2.4	-4.4	17.6	12.2	13.3			24.4
		Other income/loss	-1.3	-3.9	-0.6	-3.1	-8.9	0.7	2.5			-0.4
		Operating profit	10.8	3.6	1.8	-7.5	8.7	12.9	15.8			24.0
EBITDA		15.3	8.5	7.0	-2.3	28.5	18.5	21.6			46.4	

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.
From fiscal 2023 second quarter, the business in China is excluded from the scope of consolidation of Cold Chain Solutions Company, and the results of the previous year and fiscal 2023 first quarter are also restated accordingly.

(2) Sales by Voluntarily Disclosed Business*

			Fiscal 2022					Fiscal 2023				
			Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Lifestyle	Living Appliances and Solutions Company	Kitchen Appliances	93.2	91.8	108.5	92.9	386.4	98.4	108.5			
		Laundry Systems and Vacuum Cleaner	62.7	65.0	85.1	62.7	275.5	70.5	87.5			
		Beauty and Personal Care	37.7	36.1	42.0	33.0	148.8	36.8	36.5			
	Heating & Ventilation A/C Company	Heating and Cooling Solutions	149.9	97.0	105.1	116.5	468.5	168.9	127.9			
		Ecology Systems	55.0	47.9	57.0	48.4	208.3	51.9	49.2			
	Electric Works Company	Lighting	57.5	64.8	71.3	68.3	261.9	60.8	68.4			
		Energy Systems	71.8	75.2	83.8	87.2	318.0	81.1	93.5			
	Automotive	Automotive Cockpit Systems	102.2	93.9	109.0	117.6	422.7	100.9	116.7			
		Automotive Electronics Systems	108.6	94.6	109.1	120.2	432.5	113.8	131.3			
	Connect	Avionics	21.0	25.4	26.6	31.6	104.6	29.5	38.0			
Process Automation		65.9	63.0	50.9	53.6	233.4	66.7	59.1				
Media Entertainment		23.8	28.4	26.7	27.1	106.0	28.9	30.6				
Mobile Solutions		46.2	40.0	41.6	58.9	186.7	45.9	56.5				
Gemba Solutions		58.7	70.3	59.2	99.1	287.3	46.6	61.3				
Industry	Blue Yonder			25.4	28.3	53.7	36.5	41.3				
	Control Devices	58.5	57.6	63.0	64.4	243.5	65.5	76.3				
	FA Solutions	40.6	37.4	35.5	35.5	149.0	40.9	37.4				
	Electronic Devices	84.7	85.2	85.1	85.2	340.2	94.3	93.7				
Energy	Electronic Materials	36.8	37.7	38.0	39.0	151.5	40.6	37.8				
	In-vehicle	113.4	118.6	117.6	118.8	468.4	146.4	153.2				
Other	Industrial / Consumer	75.5	73.7	77.6	78.1	304.9	79.8	87.0				
	Entertainment & Communication	72.2	68.5	72.7	66.9	280.3	60.6	67.5				
	Housing	104.3	111.3	121.2	116.5	453.3	110.8	115.0				

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

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

(3) Capital Investment by Reportable Segment

yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
Lifestyle	11.6	13.3	20.3	33.6	78.8	13.0	20.6			107.0
Automotive	3.8	6.5	9.4	7.6	27.3	4.3	5.6			29.0
Connect	2.2	3.9	4.3	6.8	17.2	2.7	2.6			15.0
Industry	11.8	12.5	11.5	21.1	56.9	11.0	15.9			63.0
Energy	8.1	9.5	7.2	11.3	36.1	7.8	14.0			97.0
Subtotal	37.5	45.7	52.7	80.4	216.3	38.8	58.7			311.0
Other/Eliminations and Adjustments	4.4	4.3	5.5	6.6	20.8	5.6	4.5			34.0
Total	41.9	50.0	58.2	87.0	237.1	44.4	63.2			345.0

Note: These figures are calculated on an accrual basis.

(4) Depreciation of PP&E by Reportable Segment

yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
Lifestyle	15.2	15.6	15.8	17.4	64.0	16.2	16.4			72.0
Automotive	5.7	5.8	6.1	6.7	24.3	6.8	6.9			28.0
Connect	3.8	4.0	4.1	4.2	16.1	3.9	4.1			16.0
Industry	11.2	11.4	11.6	12.0	46.2	12.7	12.9			53.0
Energy	5.0	4.9	4.9	5.0	19.8	5.0	4.7			23.0
Subtotal	40.9	41.7	42.5	45.3	170.4	44.6	45.0			192.0
Other/Eliminations and Adjustments	2.5	2.3	2.8	2.9	10.5	3.9	4.6			28.0
Total	43.4	44.0	45.3	48.2	180.9	48.5	49.6			220.0

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

yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
Lifestyle	7.9	7.9	8.2	8.1	32.1	8.6	9.0			32.0
Automotive	6.5	8.5	7.3	9.1	31.4	8.0	8.0			32.0
Connect	3.9	4.8	11.3	11.6	31.6	11.8	13.1			48.7
Industry	1.6	1.6	1.5	1.5	6.2	1.6	1.7			6.0
Energy	0.7	0.4	0.7	0.3	2.1	0.6	0.8			2.0
Subtotal	20.6	23.2	29.0	30.6	103.4	30.6	32.6			120.7
Other/Eliminations and Adjustments	13.0	13.6	13.5	14.8	54.9	14.0	13.1			50.3
Total	33.6	36.8	42.5	45.4	158.3	44.6	45.7			171.0

3. Other

(1) Sales by Region

yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Japan	766.9	745.1	790.6	886.9	3,189.5	736.1	790.1			
Local currency basis YoY	116%	99%	96%	101%	102%	96%	106%			
Subtotal other than Japan	1,025.5	996.1	1,099.2	1,078.5	4,199.3	1,237.8	1,299.9			
Local currency basis YoY	131%	103%	103%	107%	110%	107%	111%			
North and South America	320.4	339.6	358.6	363.5	1,382.1	439.4	491.1			
Local currency basis YoY	147%	107%	106%	115%	117%	116%	116%			
Europe	177.6	159.0	194.6	205.3	736.5	202.8	210.9			
Local currency basis YoY	145%	93%	96%	106%	106%	110%	124%			
Asia	270.4	234.0	295.1	291.5	1,091.0	334.2	319.0			
Local currency basis YoY	129%	97%	110%	105%	109%	110%	117%			
China	257.1	263.5	250.9	218.2	989.7	261.4	278.9			
Local currency basis YoY	111%	112%	97%	97%	104%	89%	90%			
Total	1,792.4	1,741.2	1,889.8	1,965.4	7,388.8	1,973.9	2,090.0			
Local currency basis YoY	124%	101%	100%	104%	106%	102%	109%			

(2) R&D Expenditures

yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts*
R&D Expenditures	97.4	103.5	110.3	108.6	419.8	110.1	116.5			440.0

*Full year forecasts for fiscal 2023 remain unchanged from the forecast announced on May 11, 2022.

(3) Foreign Currency Exchange Rates

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year Forecasts (as of Oct. 31, 2022)
U.S. Dollars	¥109	¥110	¥114	¥116	¥112	¥130	¥138			¥132
Euro	¥132	¥130	¥130	¥130	¥131	¥138	¥139			¥134
Renminbi	¥17.0	¥17.0	¥17.8	¥18.3	¥17.5	¥19.6	¥20.2			¥19.9

Note : Average rate

(4) Foreign Exchange Sensitivity yen (billions)

	Impacts on the adjusted operating profit
U.S. Dollars	-0.8
Euro	-0.9
Renminbi	+3.9

Note : Impacts on the adjusted operation profit forecast for fiscal 2023 (on a full year basis) as a result of the Yen's appreciation by one yen. Those figures are prepared and disclosed by the Company voluntarily for reference purposes only as of May 11, 2022.

(5) Cash Flows yen (billions)

	Fiscal 2022					Fiscal 2023				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Cash flows from operating activities	130.1	-88.5	62.3	148.7	252.6	122.5	86.8			
Cash flows from investing activities	-59.0	-643.8	-58.0	-35.3	-796.1	-74.2	-65.8			
Free Cash Flow	71.1	-732.3	4.3	113.4	-543.5	48.3	21.0			

yen (billions)

	2021				2022				2023
	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}	1,641.9	1,668.5	1,013.9	931.1	1,248.3	995.4	893.2		
Interest-bearing Debt	1,447.4	1,456.1	1,750.4	1,686.1	1,897.3	1,630.7	1,497.3		
(Lease liabilities)	(257.9)	(261.9)	(258.8)	(252.1)	(266.7)	(266.8)	(260.9)		
Net Cash	194.5	212.4	-736.5	-755.0	-649.0	-635.3	-604.1		

Note: 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)

	2021				2022				2023
	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	92,733	93,151	92,379	89,627	88,603	89,496	88,070		
Overseas	150,807	147,051	152,100	151,159	151,595	151,927	150,761		
Total	243,540	240,202	244,479	240,786	240,198	241,423	238,831		

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