

## Supplemental Consolidated Financial Data for Fiscal 2018 Third Quarter and Nine Months, ended December 31, 2017 【IFRS】(Consolidated)

Note: Certain businesses were transferred among segments on April 1, 2017. Accordingly, the figures for segment information in fiscal 2017 have been reclassified to conform to the presentation for fiscal 2018.

### 1. Segment Information

	Fiscal 2018 3Q					Fiscal 2018 Nine Months ended December 31, 2017				
	Sales	18/17	Operating Profit	% of sales	18/17	Sales	18/17	Operating Profit	% of sales	18/17
Appliances (AP)	689.0	103%	30.6	4.4%	102%	2,016.4	104%	103.3	5.1%	104%
Eco Solutions (ES)	416.7	105%	28.1	6.7%	109%	1,174.0	104%	49.4	4.2%	105%
Connected Solutions (CNS)	281.1	109%	38.7	13.8%	195%	812.4	108%	79.1	9.7%	140%
Automotive & Industrial Systems (AIS)	731.6	119%	23.7	3.2%	138%	2,074.6	116%	62.2	3.0%	85%
Other	131.6	93%	-2.2	-1.6%	-	419.1	101%	0.0	0.0%	-
Subtotal	2,250.0	108%	118.9	5.3%	133%	6,496.5	108%	294.0	4.5%	107%
Eliminations and Adjustments *1	-195.7	-	1.2	-	-	-584.3	-	22.7	-	-
Total	2,054.3	109%	120.1	5.8%	123%	5,912.2	109%	316.7	5.4%	115%
Appliances (production and sales consolidated) *2	760.3	103%	34.6	4.6%	109%	2,180.1	104%	104.6	4.8%	107%

\*1 The figures in "Eliminations and Adjustments" include revenues and expenses which are not attributable to any reportable segments for the purpose of evaluating operating results of each segment, consolidation adjustments, and eliminations of intersegment transactions.

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

### 2. Business Division Information

		Fiscal 2018 3Q		Fiscal 2018 Nine Months ended December 31, 2017	
		Sales	18/17	Sales	18/17
AP*1	Air-Conditioner Business	99.9	111%	376.1	106%
	Commercial Refrigeration & Food Equipment Business	69.5	107%	205.1	101%
	Small & Built-in Appliance Business	118.5	106%	317.5	105%
	Major Appliance Business	135.0	98%	396.6	103%
	AVC Business	212.8	104%	553.8	108%
ES	Lighting BD	90.5	106%	235.6	104%
	Energy Systems BD	93.1	113%	258.9	109%
	Housing Systems BD	98.1	100%	279.8	103%
	Panasonic Ecology Systems Co., Ltd.	41.9	109%	115.0	103%
CNS*2	Avionics Business	70.1	93%	203.0	94%
	Process Automation BD	43.2	119%	141.4	128%
	Media Entertainment BD	34.4	111%	100.1	112%
	Mobile Solutions BD	62.0	135%	171.9	128%
	PSSJ	70.2	110%	191.0	107%
AIS*3	Automotive Business	241.1	144%	668.2	137%
	Energy Business	152.0	110%	413.1	113%
	Industrial Business	242.5	113%	709.8	109%

\*1 Each business in Appliances consists of the following BDs. The figures of BDs are on production and sales consolidated basis.

- Air-Conditioner Business : Air-Conditioner Company
- Commercial Refrigeration & Food Equipment Business : Cold Chain BD, Hussmann Corporation
- 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

\*2 Each business in Connected Solutions 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 Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD, Ficosa International, S.A.
- Energy Business : Rechargeable Battery BD, Energy Device BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.

### 3. Sales by Region

yen (billions)

	Fiscal 2018 3Q			Fiscal 2018 Nine Months ended December 31, 2017		
		Yen basis 18/17	Local currency basis 18/17		Yen basis 18/17	Local currency basis 18/17
Domestic	929.5	99%	99%	2,684.3	101%	101%
Overseas	1,124.8	119%	113%	3,227.9	117%	111%
North and South America	364.2	112%	108%	1,023.2	109%	104%
Europe	225.7	142%	130%	603.1	132%	124%
Asia	270.1	112%	106%	834.7	114%	107%
China	264.8	122%	115%	766.9	122%	117%
Total	2,054.3	109%	106%	5,912.2	109%	106%

### 4. Capital Investment by Segments

yen (billions)

	Fiscal 2018 3Q		Fiscal 2018 Nine Months ended December 31, 2017	
		18-17		18-17
Appliances	14.4	+0.4	35.8	+3.1
Eco Solutions	9.5	+2.3	27.2	+4.5
Connected Solutions	4.7	-0.4	12.7	-2.3
Automotive & Industrial Systems	54.9	+6.2	162.2	+58.5
Other	5.4	-5.0	36.4	+11.2
Total	88.9	+3.5	274.3	+75.0

Note: These figures are calculated on an accrual basis.

### 5. Foreign Currency Exchange Rates

	Rates Used for Consolidation				
	Fiscal 2017 3Q	Fiscal 2017 Nine Months ended December 31, 2016	Fiscal 2017 Full Year	Fiscal 2018 3Q	Fiscal 2018 Nine Months ended December 31, 2017
U.S. Dollars	¥109	¥107	¥108	¥113	¥112
Euro	¥118	¥118	¥119	¥133	¥129
Renminbi	¥16.0	¥16.0	¥16.1	¥17.1	¥16.6

Note: Average rate

### 6. Number of Employees

(persons)

	End of December 2016	End of March 2017	End of September 2017	End of December 2017
Domestic	106,431	104,832	105,907	105,439
Overseas	152,758	152,701	167,391	168,431
Total	259,189	257,533	273,298	273,870

## 7. Fiscal 2018 Forecast

### (1) Segment Information

yen(billions)

	As of May 11, 2017					As of February 5, 2018				
	Sales	18/17	Operating Profit	% of sales	18/17	Sales	18/17	Operating Profit	% of sales	18/17
Appliances (AP)	2,550.0	102%	111.0	4.4%	112%	2,570.0	103%	106.0	4.1%	107%
Eco Solutions (ES)	1,626.0	105%	72.0	4.4%	112%	1,626.0	104%	72.0	4.4%	110%
Connected Solutions (CNS)	1,103.0	105%	69.0	6.3%	137%	1,111.5	106%	95.0	8.4%	185%
Automotive & Industrial Systems (AIS)	2,660.0	110%	93.0	3.5%	100%	2,740.0	114%	86.0	3.1%	92%
Other	680.0	101%	7.0	1.0%	88%	680.0	100%	12.0	1.9%	159%
Subtotal	8,619.0	105%	352.0	4.1%	112%	8,727.5	107%	371.0	4.2%	117%
Eliminations and Adjustments *1	-819.0	-	-17.0	-	-	-777.5	-	-21.0	-	-
Total	7,800.0	106%	335.0	4.3%	121%	7,950.0	108%	350.0	4.4%	126%

Appliances (production and sales consolidated) *2	2,750.0	102%	112.0	4.1%	112%	2,780.0	103%	107.0	3.8%	107%
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\*1 The figures in "Eliminations and Adjustments" include revenues and expenses which are not attributable to any reportable segments for the purpose of evaluating operating results of each segment, consolidation adjustments, and eliminations of intersegment transactions.

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

### (2) Foreign Currency Exchange Rates

	Rates Used for Consolidation	
	As of May 11, 2017	As of February 5, 2018
U.S. Dollars	¥110	¥111
Euro	¥120	¥129
Renminbi	¥15.9	¥16.7

#### 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.

The risks, uncertainties and other factors referred to above include, but are not limited to, economic conditions, particularly consumer spending and corporate capital expenditures in the Americas, Europe, Japan, China and other Asian countries; volatility in demand for electronic equipment and components from business and industrial customers, as well as consumers in many product and geographical markets; the possibility that excessive currency rate fluctuations of the U.S. dollar, the euro, the Chinese yuan and other currencies against the yen may adversely affect costs and prices of Panasonic's products and services and certain other transactions that are denominated in these foreign currencies; the possibility of the Panasonic Group incurring additional costs of raising funds, because of changes in the fund raising environment; the possibility of the Panasonic Group not being able to respond to rapid technological changes and changing consumer preferences with timely and cost-effective introductions of new products in markets that are highly competitive in terms of both price and technology; the possibility of not achieving expected results or incurring unexpected losses in connection with the alliances or mergers and acquisitions; the possibility of not being able to achieve its business objectives through joint ventures and other collaborative agreements with other companies, including due to the pressure of price reduction exceeding that which can be achieved by its effort and decrease in demand for products from business partners which Panasonic highly depends on in BtoB business areas; the possibility of the Panasonic Group not being able to maintain competitive strength in many product and geographical areas; the possibility of incurring expenses resulting from any defects in products or services of the Panasonic Group; the possibility that the Panasonic Group may face intellectual property infringement claims by third parties; current and potential, direct and indirect restrictions imposed by other countries over trade, manufacturing, labor and operations; fluctuations in market prices of securities and other financial assets in which the Panasonic Group has holdings or changes in valuation of non-financial assets, including property, plant and equipment, goodwill and deferred tax assets; future changes or revisions to accounting policies or accounting rules; the possibility of incurring expenses resulting from a leakage of customers' or confidential information from the Panasonic Group systems due to unauthorized access or a detection of vulnerability of network-connected products of the Company; as well as natural disasters including earthquakes, prevalence of infectious diseases throughout the world, disruption of supply chain and other events that may negatively impact business activities of the Panasonic Group. The factors listed above are not all-inclusive and further information is contained in the most recent English translated version of Panasonic's securities reports under the FIEA and any other documents which are disclosed on its website.

<Attachment 1> Reference

Segment Information for Fiscal 2018

Sales

	yen (billions)		
	1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)
Appliances	683.3	644.1	689.0
Eco Solutions	361.2	396.1	416.7
Connected Solutions	248.8	282.5	281.1
Automotive & Industrial Systems	656.4	686.6	731.6
Other	127.4	160.1	131.6
Subtotal	2,077.1	2,169.4	2,250.0
Eliminations and Adjustments *1	-211.8	-176.8	-195.7
Total	1,865.3	1,992.6	2,054.3
Appliances (production and sales consolidated) *2	728.5	691.3	760.3

Operating profit

	yen (billions)		
	1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)
Appliances	45.0	27.7	30.6
Eco Solutions	5.4	15.9	28.1
Connected Solutions	16.1	24.3	38.7
Automotive & Industrial Systems	17.7	20.8	23.7
Other	-1.4	3.6	-2.2
Subtotal	82.8	92.3	118.9
Eliminations and Adjustments *1	1.1	20.4	1.2
Total	83.9	112.7	120.1
Appliances (production and sales consolidated) *2	42.6	27.3	34.6

\*1 The figures in "Eliminations and Adjustments" include revenues and expenses which are not attributable to any reportable segments for the purpose of evaluating operating results of each segment, consolidation adjustments, and eliminations of intersegment transactions.

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

<Attachment 2> Reference

Segment Information for Fiscal 2017

Note: The figures for each segment in fiscal 2017 have been reclassified to conform to the presentation for fiscal 2018.

Sales

	yen (billions)				
	1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	667.1	610.1	669.2	557.0	2,503.4
Eco Solutions	349.2	377.4	397.2	423.5	1,547.3
Connected Solutions	249.9	247.3	257.9	296.1	1,051.2
Automotive & Industrial Systems	582.3	595.5	616.7	622.1	2,416.6
Other	125.3	149.4	141.0	258.7	674.4
Subtotal	1,973.8	1,979.7	2,082.0	2,157.4	8,192.9
Eliminations and Adjustments *1	-199.0	-214.7	-199.4	-236.1	-849.2
Total	1,774.8	1,765.0	1,882.6	1,921.3	7,343.7
Appliances (production and sales consolidated) *2	715.8	641.9	736.6	602.8	2,697.2

Operating profit

	yen (billions)				
	1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
Appliances	43.3	26.2	29.9	-0.5	98.9
Eco Solutions	5.3	16.2	25.7	17.0	64.2
Connected Solutions	17.4	19.1	19.8	-5.9	50.4
Automotive & Industrial Systems	14.5	41.3	17.3	19.9	93.0
Other	-3.5	4.1	-3.0	10.4	8.0
Subtotal	77.0	106.9	89.7	40.9	314.5
Eliminations and Adjustments *1	-5.2	-0.6	7.9	-39.8	-37.7
Total	71.8	106.3	97.6	1.1	276.8
Appliances (production and sales consolidated) *2	41.2	24.7	31.6	2.1	99.7

\*1 The figures in "Eliminations and Adjustments" include revenues and expenses which are not attributable to any reportable segments for the purpose of evaluating operating results of each segment, consolidation adjustments, and eliminations of intersegment transactions.

\*2 The figures in "Appliances (production and sales consolidated)" include the sales and profits of sales division for consumer products, which are included in "Eliminations and Adjustments."

<Attachment 3> Reference

Business Division Information for Fiscal 2018 (Sales)

		yen (billions)		
		1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)
AP <sup>*1</sup>	Air-Conditioner Business	160.3	115.9	99.9
	Commercial Refrigeration & Food Equipment Business	66.8	68.7	69.5
	Small & Built-in Appliance Business	100.6	98.4	118.5
	Major Appliance Business	124.8	136.8	135.0
	AVC Business	170.4	170.6	212.8
ES	Lighting BD	68.2	76.9	90.5
	Energy Systems BD	79.1	86.7	93.1
	Housing Systems BD	88.9	92.8	98.1
	Panasonic Ecology Systems Co., Ltd.	36.8	36.2	41.9
CNS <sup>*2</sup>	Avionics Business	61.9	71.0	70.1
	Process Automation BD	45.3	52.9	43.2
	Media Entertainment BD	31.2	34.5	34.4
	Mobile Solutions BD	53.0	56.9	62.0
	PSSJ	54.8	65.9	70.2
AIS <sup>*3</sup>	Automotive Business	206.8	220.3	241.1
	Energy Business	127.3	133.8	152.0
	Industrial Business	227.1	240.2	242.5

\*1 Each business in Appliances consists of the following BDs. The figures of BDs are production and sales consolidated basis.

- Air-Conditioner Business : Air-Conditioner Company
- Commercial Refrigeration & Food Equipment Business : Cold Chain BD, Hussmann Corporation
- 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

\*2 Each business in Connected Solutions 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 Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD, Ficosa International, S.A.
- Energy Business : Rechargeable Battery BD, Energy Device BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.

## <Attachment 4> Reference

### Business Division Information for Fiscal 2017 (Sales)

Note: The figures for each Business Division in fiscal 2017 have been reclassified to conform to the presentation for fiscal 2018.

		yen (billions)				
		1st quarter (Apr.-June)	2nd quarter (July-Sep.)	3rd quarter (Oct.-Dec.)	4th quarter (Jan.-Mar.)	Full year (Apr.-Mar.)
AP <sup>*1</sup>	Air-Conditioner Business	155.1	109.1	90.2	107.8	462.2
	Commercial Refrigeration & Food Equipment Business	72.2	65.3	65.0	59.1	261.6
	Small & Built-in Appliance Business	98.4	93.2	111.9	87.8	391.3
	Major Appliance Business	119.8	129.2	137.2	108.7	494.9
	AVC Business	161.2	146.7	203.8	140.6	652.3
ES	Lighting BD	67.0	74.5	85.4	81.1	307.9
	Energy Systems BD	75.0	79.9	82.1	88.2	325.2
	Housing Systems BD	82.4	91.3	98.5	95.0	367.1
	Panasonic Ecology Systems Co., Ltd.	37.9	35.6	38.5	40.6	152.5
CNS <sup>*2</sup>	Avionics Business	74.7	66.2	75.4	68.0	284.3
	Process Automation BD	35.9	38.4	36.4	39.0	149.8
	Media Entertainment BD	29.5	29.3	30.9	36.1	125.8
	Mobile Solutions BD	47.1	41.6	45.9	50.4	185.0
	PSSJ	51.4	63.8	64.0	108.8	287.9
AIS <sup>*3</sup>	Automotive Business	161.3	159.8	167.9	182.6	671.6
	Energy Business	107.6	118.8	138.7	128.5	493.6
	Industrial Business	218.8	219.4	215.0	217.6	870.8

\*1 Each business in Appliances consists of the following BDs. The figures of BDs are production and sales consolidated basis.

- Air-Conditioner Business : Air-Conditioner Company
- Commercial Refrigeration & Food Equipment Business : Cold Chain BD, Hussmann Corporation
- 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

\*2 Each business in Connected Solutions 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 Automotive & Industrial Systems consists of the following BDs.

- Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD
- Energy Business : Rechargeable Battery BD, Energy Device BD
- Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd., Device Solutions BD, Electronic Materials BD, Panasonic Liquid Crystal Display Co., Ltd.