

Panasonic and Schneider Electric Partner to Simplify Energy Management with Innovative Integration to Optimize Building Efficiency and Costs

Integration between Schneider Electric's SmartStruxure™ solution and intelligent room controller and Panasonic's VRF smart connectivity solution delivers new, innovative and seamless level of energy management

Partnership builds on companies' expertise and leadership in HVAC equipment and building management and control

Nurnberg, Germany – October 11th, 2016 – Panasonic Corporation, the worldwide leader in the development of diverse electronics technologies and solutions along with Schneider Electric, the global specialist in energy management and automation, today announced an integrated HVAC and building management solution that brings new levels of HVAC control and energy efficiency to today's commercial buildings.

Both companies have developed a new interface wireless solution which enables direct serial communication between Schneider Electric's building management system and room controllers with Panasonic's variable refrigerant flow (VRF)-based HVAC systems via the ZigBee® wireless communication standard. This integration allows building owners and managers to view all of their core building systems including HVAC, lighting, security, power and electrical distribution anytime and anywhere via a single interface and delivers actionable insights to reduce energy consumption and drive savings.

"We have invested heavily in our commercial and residential air conditioning products and support services to fully address our customers' needs and are excited to deliver additional benefits in building energy management through our partnership with Schneider Electric," said Toshiyuki Takagi, Executive Officer of Panasonic Corporation and President of Panasonic Air-Conditioner. "By combining the power of building management with cutting-edge VRF technology, we are able to help our customers further reduce capital and operating expenditures and reach new levels of sustainability."

"Creating interoperability between major energy consuming systems such as HVAC with building control systems allows facility managers to simplify their operations, better optimize the efficiency of their buildings and reduce energy costs," said Laurent Bataille, Executive Vice President, EcoBuilding Division, Schneider Electric. "By partnering with Panasonic, we're able to provide complete building management from the device level to the cloud, regardless of building type, size or age. This strong digital backbone provides enhanced visibility of the building environment and is a key component in enabling buildings of the future."

The joint Panasonic/Schneider Electric solution can be installed wirelessly – which preserves existing infrastructure and is ideal for retrofits of older buildings – or it can be wired. The solution takes full advantage of innovative plug-and-play technology which simplifies system configurations for extensive VRF systems – or it can be installed as a part of a stand alone system. This make it easy to install and allows system integrators to save time and costs on installation. In addition, facility teams have access to comprehensive energy reports and dashboards as well as Schneider Electric and

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Panasonic's expert technical support teams to ensure that all systems are running at the highest performance levels at all times.

VRF-based HVAC systems are becoming increasingly popular in commercial building settings because of their ability to operate at variable speeds by inverter technology instead of the traditional on/off operation, which drives significant energy savings. Panasonic's VRF system (ECOi/FSV) is designed to dramatically increase energy efficiency by delivering the highest ESEER rating in all outdoor capacities, as well as high efficiency for part-load operations that accurately match the environment in which it is being used. The system is highly reliable, with strong cooling and heating power, even when operating at extreme ambient temperatures ranging from -25°C up to 52°C.

Schneider Electric's SmartStruxure™ building management solution maximizes building efficiency and reduces operating costs across the entire lifecycle of a facility by integrating customized hardware, software, engineering, installation and services to ensure facilities are energy efficient and effectively managed. It breaks down traditional information silos and delivers actionable insights in real-time so facility managers can make smarter decisions to optimize energy management. Additionally, Schneider Electric's SE8000 Series room controllers, as part of SmartStruxure, combine a thermostat/temperature sensor and programmable room controller in a single unit to optimize the energy use of HVAC systems and help reduce operational costs.

The joint Panasonic/ Schneider Electric solution is currently available in Worldwide except Japan market. To learn more, visit www.schneider-electric.com or <http://aircon.panasonic.com> or contact your local Schneider Electric or Panasonic representative.

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About Panasonic

Panasonic Corporation is a worldwide leader in the development of diverse electronics technologies and solutions for customers in the consumer electronics, housing, automotive, enterprise solutions and device industries. Since its founding in 1918, the company has expanded globally and now operates 474 subsidiaries and 94 associated companies worldwide, recording consolidated net sales of 56.794 billion Euro (7.553 trillion Yen) for the year ended March 31, 2016. Committed to pursuing new value through innovation across divisional lines, the company uses its technologies to create a better life and a better world for its customers. To learn more about Panasonic visit: <http://www.panasonic.com/global>. For Air Conditioner Company visit: <http://aircon.panasonic.com>

About Schneider Electric

Schneider Electric is the global specialist in energy management and automation. With revenues of ~€27 billion in FY2015, our 160,000+ employees serve customers in over 100 countries, helping them to manage their energy and process in ways that are safe, reliable, efficient and sustainable. From the simplest of switches to complex operational systems, our technology, software and services improve the way our customers manage and automate their operations. Our connected technologies reshape industries, transform cities and enrich lives. At Schneider Electric, we call this **Life Is On**.

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