

# **Fiscal 2016 Second Quarter and Six Months Financial Results**

October 29, 2015  
Panasonic Corporation

*Notes: 1. This is an English translation from the original presentation in Japanese.  
2. In this presentation, "fiscal 2016" or "FY2016" refers to the year ending March 31, 2016.  
In addition, "fiscal 2016 six months" or "FY16 6M" refer to the period from April to September 2015.*

## **2Q (July to Sept.) Consolidated Financial Results**

- ✓ Sales : Increased in solution businesses and white goods  
Positive impact of exchange rate movements contributed to sales increase
  
- ✓ O P : Improved significantly led by sales increases in growing businesses and strengthening profitability structure

Achieved OP increase even in the 1H (Apr. to Sept.)

## FY16 2Q Results (July to Sept.)

(yen: billions)

	FY16 2Q	FY15 2Q	vs. FY15 2Q/ difference	
Sales	1,902.6	1,870.6	+2% (-3%)*	+32.0 (-50.3)*
Operating profit	123.9 (6.5%)	94.7 (5.1%)	+31%	+29.2
Pre-tax income	91.4 (4.8%)	66.8 (3.6%)	+37%	+24.6
Net income **	51.8 (2.7%)	43.0 (2.3%)	+20%	+8.8

Exchange rates	1 US dollar	122 yen	104 yen
	1 Euro	136 yen	138 yen
	1 Renminbi	19.31 yen	16.85 yen

\* Real terms excluding the effects of exchange rates (unreviewed)

\*\* Net income attributable to Panasonic Corporation

## FY16 Six Months Results (Apr. to Sept.)

(yen: billions)

	FY16 6M	FY15 6M	vs. FY15 6M/ difference	
Sales	3,760.4	3,722.9	+1% (-4%)*	+37.5 (-149.1)*
Operating profit	200.5 (5.3%)	177.0 (4.8%)	+13%	+23.5
Pre-tax income	164.1 (4.4%)	121.9 (3.3%)	+35%	+42.2
Net income **	111.3 (3.0%)	80.9 (2.2%)	+38%	+30.4

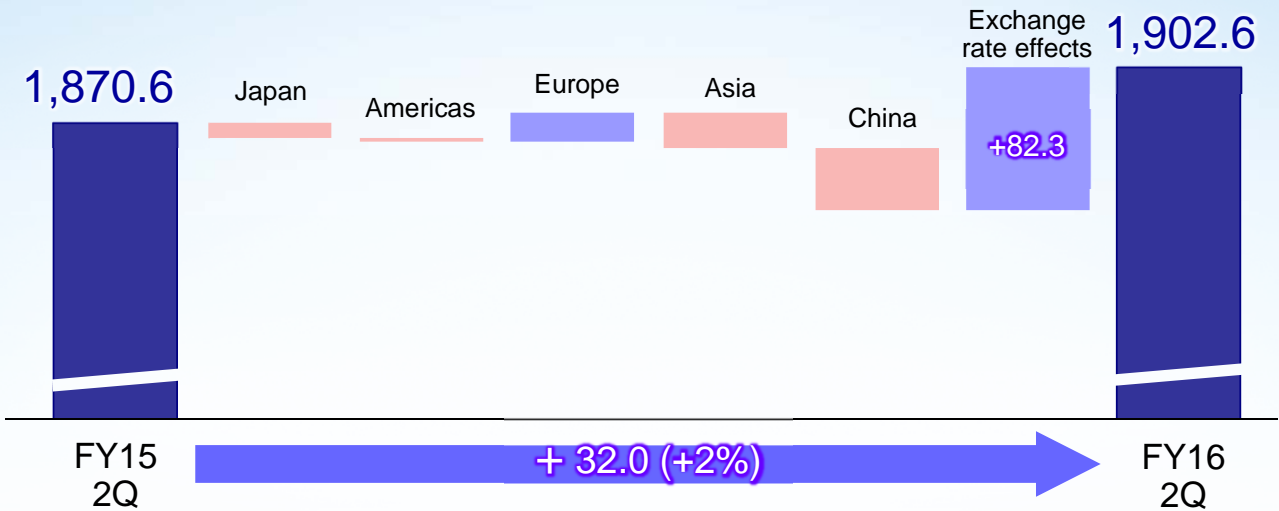
Exchange rates	1 US dollar	122 yen	103 yen
	1 Euro	135 yen	139 yen
	1 Renminbi	19.44 yen	16.63 yen

\* Real terms excluding the effects of exchange rates (unreviewed)

\*\* Net income attributable to Panasonic Corporation

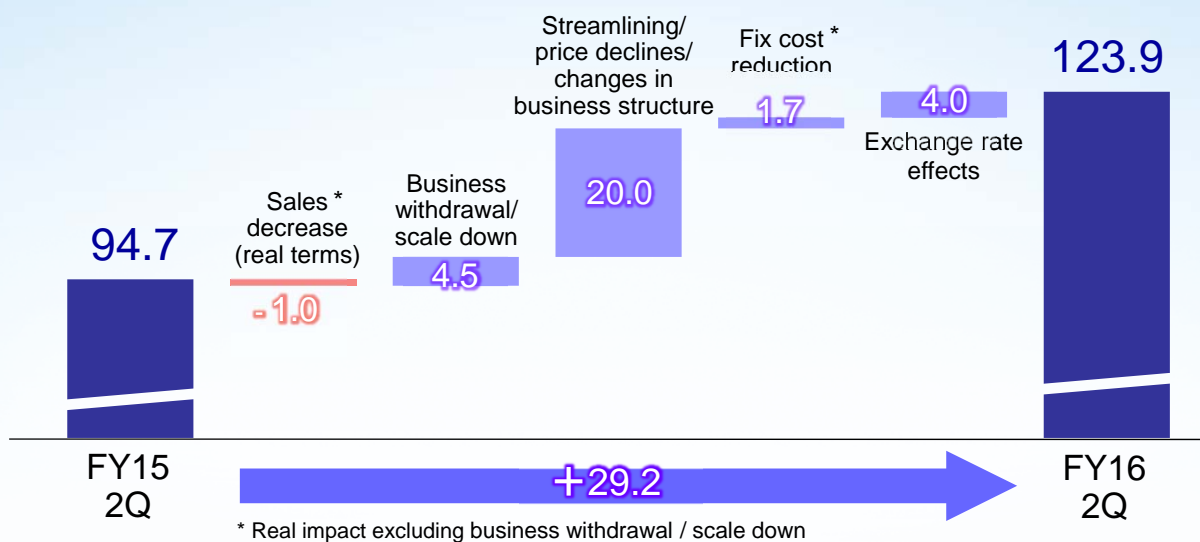
## FY16 2Q Sales Analysis by Region (vs. FY15 2Q)

(yen: billions)



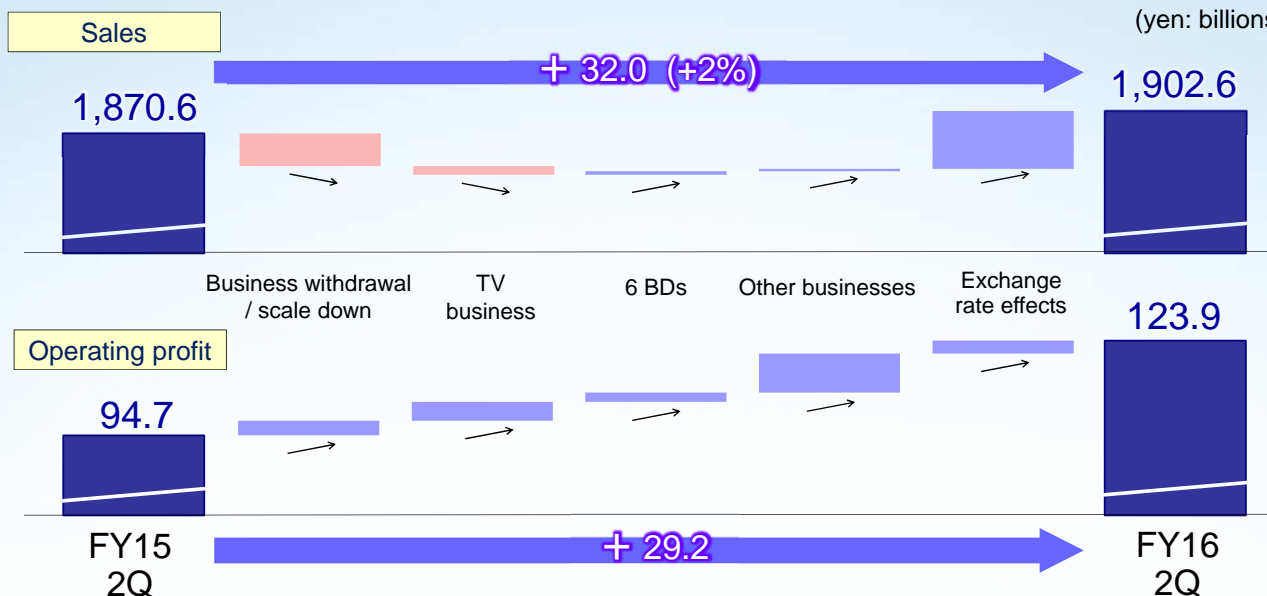
## FY16 2Q Operating Profit Analysis (vs. FY15 2Q)

(yen: billions)



## FY16 2Q Sales and OP Analysis by Business (vs. FY15 2Q)

(yen: billions)



7 | Fiscal 2016 Second Quarter and Six Months Financial Results

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## FY16 2Q Pre-tax and Net Income Analysis

(yen: billions)

	FY16 2Q	vs. FY15 2Q
Operating profit	123.9	+29.2
Non-operating income / loss *	-32.5	-4.6
Pre-tax income	91.4	+24.6
Provision for income taxes	37.1	+15.2
Equity in earnings of associated companies	3.9	+0.8
Net income	58.2	+10.2
Less net income attributable to noncontrolling Interests	6.4	+1.4
Net income attributable to Panasonic Corporation	51.8	+8.8
* Detail of non-operating income / loss		
Business restructuring expenses	-7.2	-1.7

8 | Fiscal 2016 Second Quarter and Six Months Financial Results

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## FY16 2Q Results by Segment

(yen: billions)

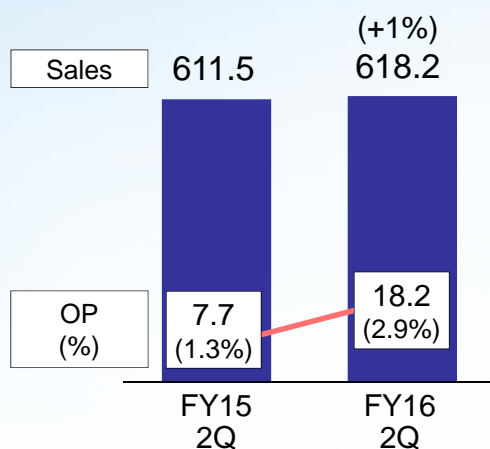
	FY16 2Q			
	Sales	vs. FY15 2Q	OP	vs. FY15 2Q
Appliances	572.9	-1%	19.7	+10.8
Eco Solutions	402.1	-1%	21.2	-4.4
AVC Networks	299.6	+9%	26.8	+19.8
Automotive & Industrial Systems	690.0	-2%	32.6	-4.3
Other	157.1	+2%	6.2	+2.3
Eliminations and adjustments	-219.1	-	17.4	+5.0
Consolidated total	1,902.6	+2%	123.9	+29.2
Appliances (production and sales consolidated) *	618.2	+1%	18.2	+10.5

\* 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."

### Results by segment

## Appliances (production and sales consolidated)

(yen: billions)



### Sales

UP

Sales decrease in TV business were offset by favorable sale in refrigerators and washing machines etc.

### Operating profit

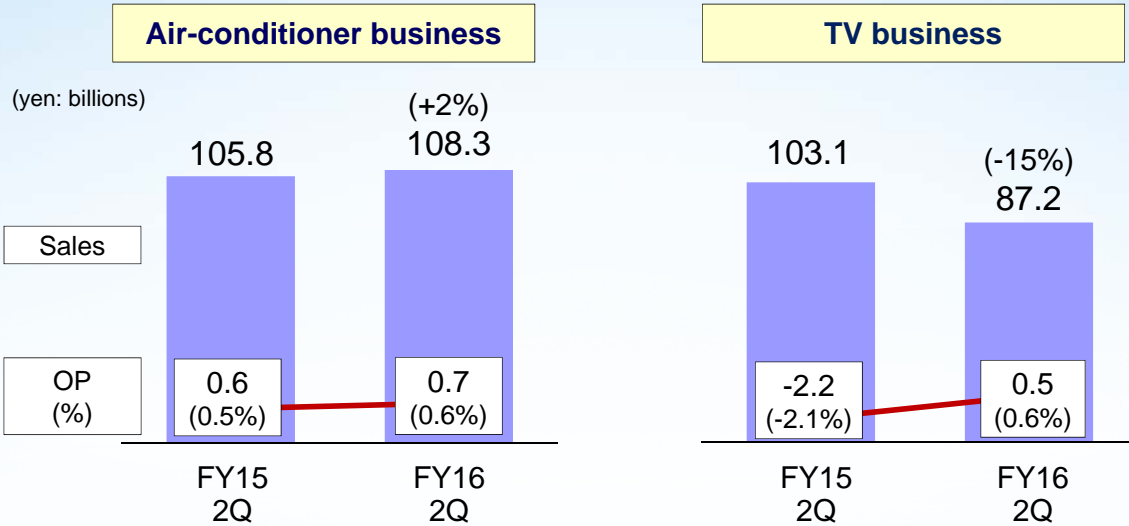
UP

Negative impact of exchange rate movements was offset by sales increases

	FY16 2Q		
	Sales	16/15	vs. FY15
Air-conditioner business *	108.3	+2%	+2.4
TV business *	87.2	-15%	-15.9
Refrigerator BD	38.1	+10%	+3.3
Laundry Systems & Vacuum Cleaner BD	54.1	+12%	+5.7
Cold Chain BD	26.0	+1%	+0.1
Segment total *	618.2	+1%	+6.6

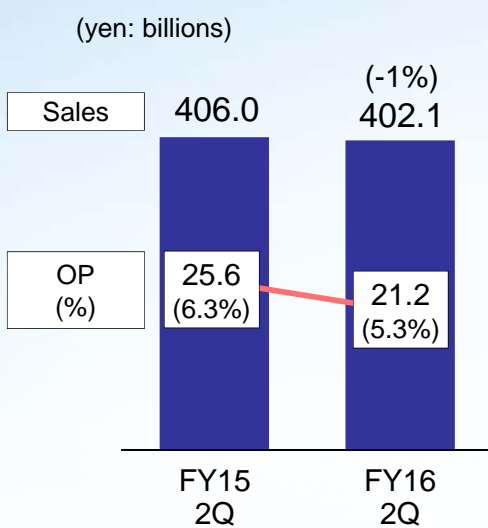
\* production and sales consolidated

## Appliances, Individual businesses (production and sales consolidated)



### Results by segment

## Eco Solutions

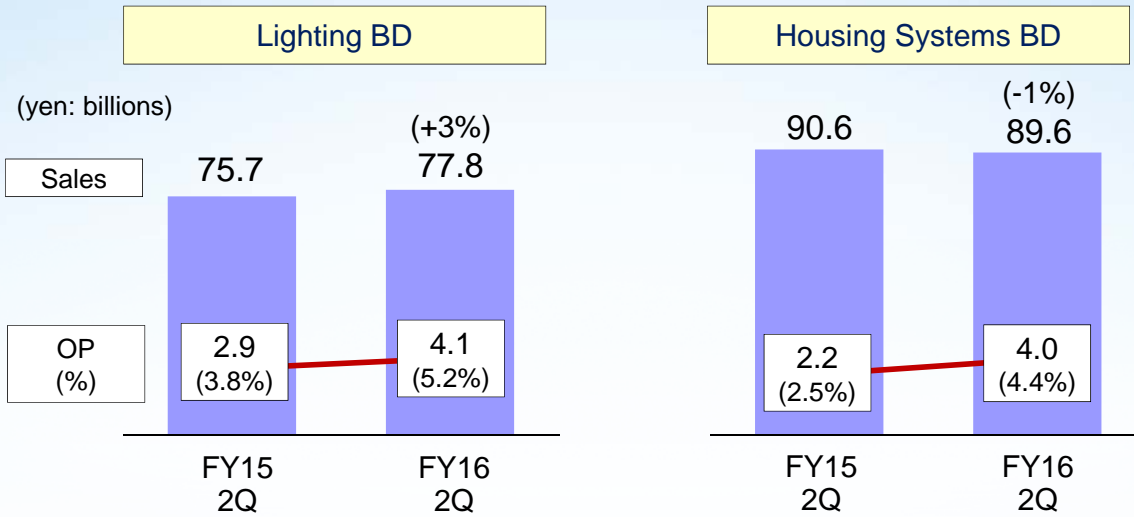


Sales / Operating profit

**DOWN** ■ Both sales and OP were down due mainly to sales decline in Solar business

	FY16 2Q		
	Sales	16/15	vs. FY15
Lighting BD	77.8	+3%	+2.1
Energy Systems BD	94.7	-9%	-9.2
Housing Systems BD	89.6	-1%	-1.0
Panasonic Ecology Systems Co., Ltd.	37.0	+3%	+1.1
Segment total	402.1	-1%	-3.9

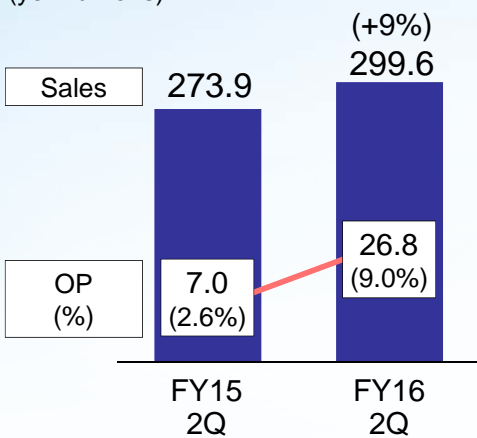
## Eco Solutions, Individual businesses



## Results by segment

### AVC Networks

(yen: billions)



Sales	
UP	Vertical Solution Business led to overall sales increase
Operating profit	
UP	Increased significantly due to sales growth

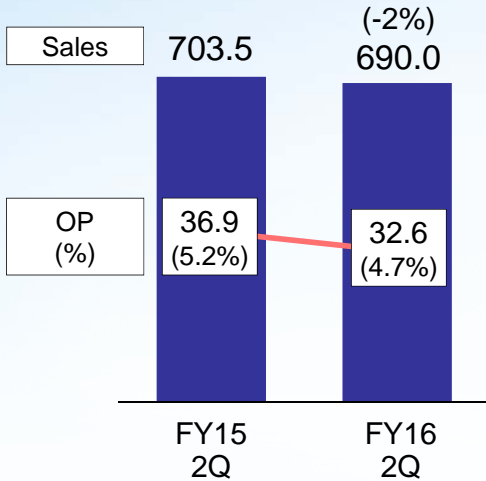
	FY16 2Q		
	Sales	16/15	vs. FY15
Mobility Business	50.6	+10%	+4.6
Visual and Imaging Business	75.3	+11%	+7.4
Communication Business	36.8	-6%	-2.2
Vertical Solution Business	91.2	+33%	+22.5
<b>Segment total</b>	<b>299.6</b>	<b>+9%</b>	<b>+25.7</b>

• Mobility Business : IT Products BD, Storage BD  
 • Visual and Imaging Business : Imaging Network BD, Security Systems BD, Visual Systems BD  
 • Communication Business : Office Products BD, Communication Products BD  
 • Vertical Solution Business : Avionics BD, Infrastructure Systems BD

Results by segment

# Automotive & Industrial Systems (AIS)

(yen: billions)



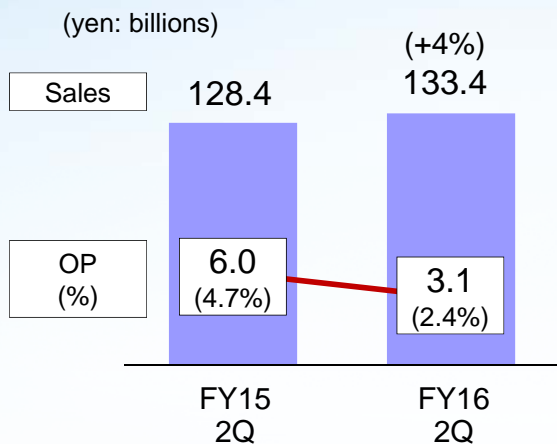
Sales	
<b>DOWN</b>	<ul style="list-style-type: none"> <li>Due to termination of some businesses and sales decline in FA business</li> <li>Sales increased in automotive electronics and LCD panels</li> </ul>
Operating profit	
<b>DOWN</b>	<ul style="list-style-type: none"> <li>Due to sales decrease in FA business and R&amp;D cost increases mainly in automotive business</li> </ul>

	FY16 2Q		
	Sales	16/15	vs. FY15
Automotive Business	173.0	+5%	+8.9
Energy Business	137.3	+3%	+3.7
Industrial Business	214.0	-4%	-8.6
Factory Solutions Business	77.0	-10%	-8.5
Segment total	690.0	-2%	-13.5

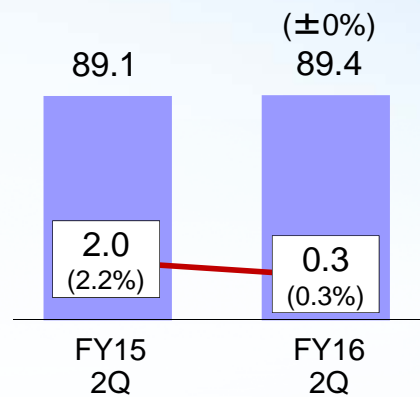
•Automotive Business : Automotive Infotainment Systems BD, Automotive Electronics Systems BD  
 •Energy Business : Rechargeable Battery BD, Energy Device BD, Panasonic Storage Battery Co., Ltd.  
 •Industrial Business : Electromechanical Control BD, Panasonic Semiconductor Solutions Co., Ltd.  
 Device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

## AIS, Individual businesses

### Automotive Infotainment Systems BD



### Rechargeable Battery BD \*



\* Rechargeable Battery BD + Tesla BU



## Sales and OP in Six Large Scale BDs

(yen: billions)

	FY16 2Q				
	Sales	vs. FY15	OP	%	vs. FY15
Air-Conditioner *1	108.3	+2%	0.7	0.6%	+0.1
Lighting	77.8	+3%	4.1	5.2%	+1.2
Housing Systems	89.6	-1%	4.0	4.4%	+1.8
Automotive Infotainment Systems	133.4	+4%	3.1	2.4%	-2.8
Rechargeable Battery *2	89.4	±0%	0.3	0.3%	-1.8
PanaHome	98.6	+19%	6.4	6.5%	+2.2
<b>Total of six BDs</b>	<b>597.1</b>	<b>+4%</b>	<b>18.6</b>	<b>3.1%</b>	<b>+0.7</b>

\*1: Air-Conditioner Company + its sales division (production & sales consolidated)

\*2: Rechargeable Battery BD + Tesla BU

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## (Reference) Segments and Business Divisions

### Appliances

Air-Conditioner Company  
Refrigeration and Air-Conditioning Devices BD  
Refrigerator BD  
Cold Chain BD  
Laundry Systems and Vacuum Cleaner BD  
Kitchen Appliances BD  
Beauty and Living BD  
Home Entertainment BD  
TV BD  
Panasonic Cycle Technology Co., Ltd.  
Smart Energy System BD

### AVC Networks

Imaging Network BD  
Storage BD  
Visual Systems BD  
Avionics BD  
IT Products BD  
Security Systems BD  
Communication Products BD  
Office Products BD  
Infrastructure Systems BD  
System Solutions Company (Japan)

### Automotive & Industrial Systems

Automotive Infotainment Systems BD  
Automotive Electronics Systems BD  
Rechargeable Battery BD  
Energy Device BD  
Panasonic Storage Battery Co., Ltd.  
Electromechanical Control BD  
Panasonic Semiconductor Solutions Co., Ltd.  
Device Solutions BD  
Electronic Materials BD  
Panasonic Liquid Crystal Display Co., Ltd.  
Smart Factory Solutions BD

### Eco Solutions

Lighting BD  
Energy Systems BD  
Housing Systems BD  
Panasonic Ecology Systems Co., Ltd.

### Other

PanaHome Corporation

As of October 29, 2015