

# Fiscal 2007 Financial Results Fiscal 2008 Forecast

April 27, 2007  
Matsushita Electric Industrial Co., Ltd.

Notes: 1. This is an English translation from the original presentation in Japanese.  
2. In this presentation, "fiscal 2007" or "FY 2007" refers to the year ended March 31, 2007.

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  - 1) Outline of financial results
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3. Shareholder-oriented management

## FY07 Fourth Quarter Consolidated Results

(yen: billions)

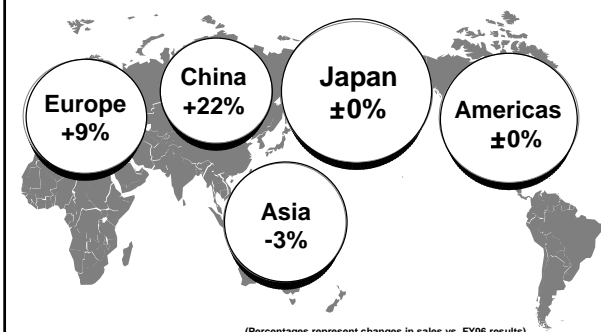
	FY07 Fourth Quarter	FY06 Fourth Quarter	vs. FY06
Sales	2,281.8	2,236.7	+2%
Domestic	1,221.9	1,256.1	-3%
Overseas	1,059.9	980.6	+8%
Operating profit	116.3	113.8	+2%
Pre-tax income	62.3	91.1	-32%
Net income	23.4	40.7	-43%

## FY07 Consolidated Results

(yen: billions)

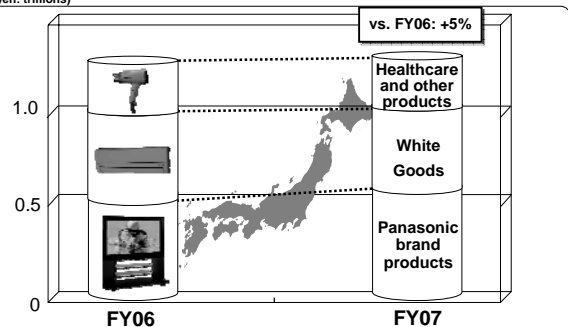
	FY07		FY06	
		vs. FY06		vs. FY05
Sales	9,108.2	+2%	8,894.3	+2%
Domestic	4,616.5	±0%	4,611.4	+1%
Overseas	4,491.7	+5%	4,282.9	+4%
Operating profit	459.5	+11%	414.3	+34%
Pre-tax income	439.1	+18%	371.3	+50%
Net income	217.2	+41%	154.4	+164%

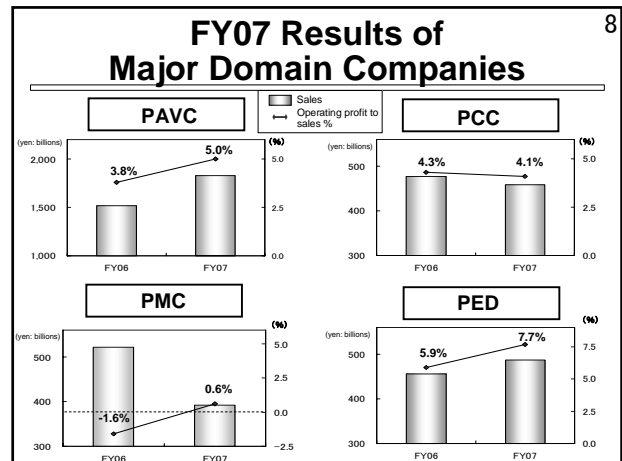
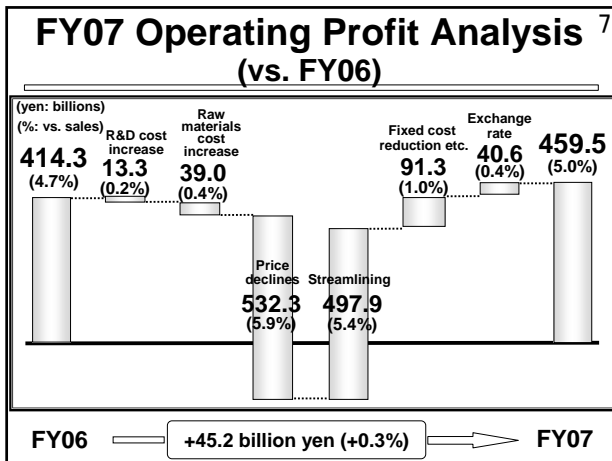
## FY07 Sales by Region



## Sales of Domestic Consumer Products

(yen: trillions)

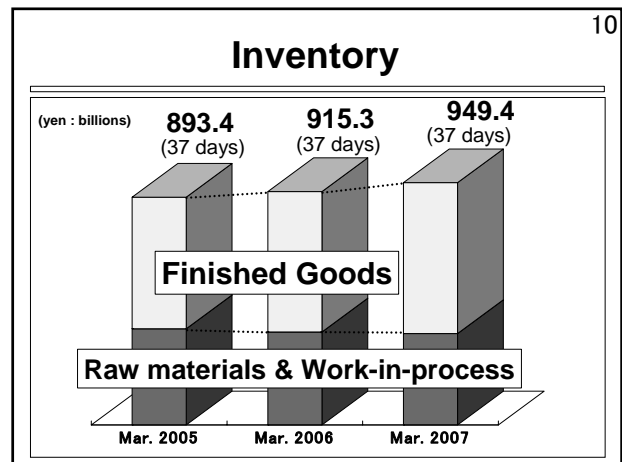




### Pre-tax and Net Income Analysis <sup>9</sup>

(yen: billions)

	FY07	vs. FY06
Operating profit	459.5	+45.2
Non-operating profit/loss	-20.4	+22.6
Financial income (net)	17.2	+4.1
Early retirement charges	-14.2	+22.8
Other	-23.4	-4.3
Pre-tax income	439.1	+67.8
Provision for income taxes	-191.8	-24.8
Minority interests	-31.1	-32.1
Equity in associated companies	1.0	+51.9
Net income	217.2	+62.8



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### FY08 Financial Forecast Assumptions <sup>12</sup>

**Economic forecast**

- **Japan** Economic recovery continues despite weak productivity in some sectors
- **US** Concern about further slowdown due to worsening housing market but risks are limited
- **Europe** Moderate recovery continues and economy remains firm
- **Asia** High economic growth continues in China. Asian economy is steady overall.

**Exchange rates**

	FY07	FY08 (forecast)
■ US dollar	117 yen	110 yen
■ Euro	150 yen	143 yen

## FY08 Full Year Forecast

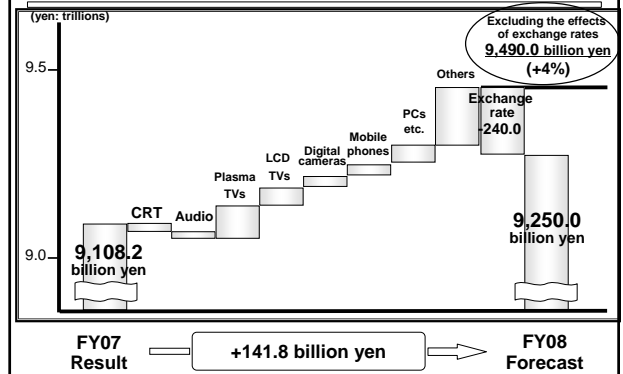
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(yen: billions)

	FY08 (forecast)		FY07	
		vs. FY07		vs. FY06
Sales	9,250.0	+2%	9,108.2	+2%
Domestic	4,630.0	±0%	4,616.5	±0%
Overseas	4,620.0	+3%	4,491.7	+5%
Operating profit	500.0	+9%	459.5	+11%
Pre-tax income	460.0	+5%	439.1	+18%
Net income	250.0	+15%	217.2	+41%

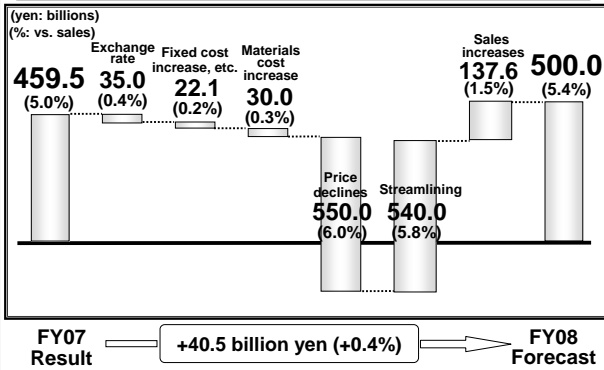
## FY08 Sales Analysis by Product (vs. FY07)

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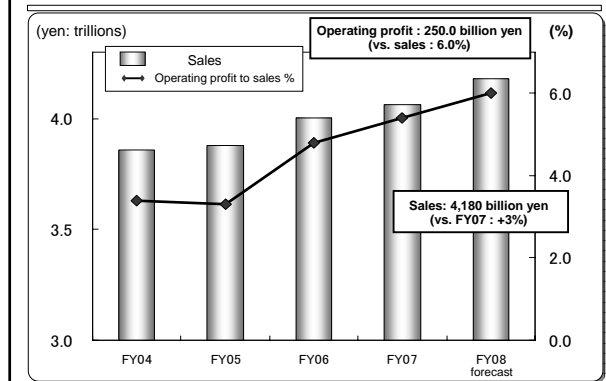
## FY08 Operating Profit Analysis (vs. FY07)

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## AVC Networks

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## Forecasts of Major Domain Companies

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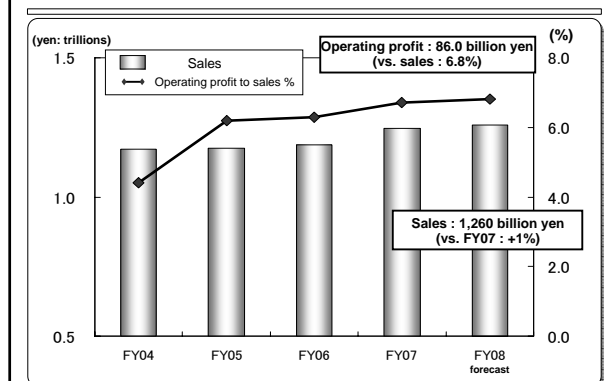
(yen: billions)

	PAVC		PCC*		PMC	
	FY08	vs. FY07	FY08	vs. FY07	FY08	vs. FY07
Sales	1,940.0	+6%	521.0	+14%	449.5	+15%
Operating profit	116.0	+28%	21.6	+16%	2.5	+9%
vs. sales (%)	6.0%	+1.0%	4.2%	+0.1%	0.6%	±0.0%
Capital investment	151.0	+40.0	15.0	+3.6	5.3	±0.0%

\* From FY 2008, PC optical disc drive business of Panasonic Shikoku Electronics Co., Ltd. was transferred to PCC.

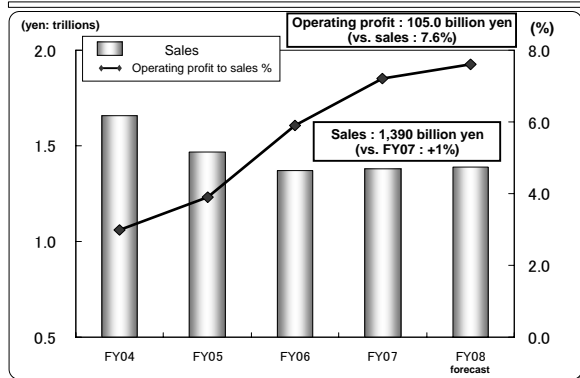
## Home Appliances

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## Components and Devices

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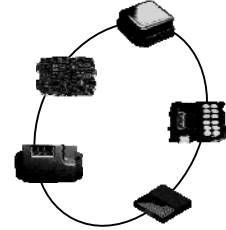


## PED Forecast

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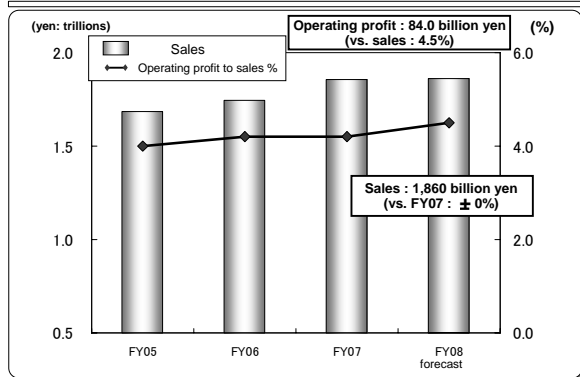
(yen: billions)

	FY08	vs. FY07
Sales	508.7	+4%
Operating profit	39.1	+5%
vs. sales (%)	7.7%	±0%
Capital investment	41.0	+0.7



## MEW and PanaHome

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## Operating Profit Trends

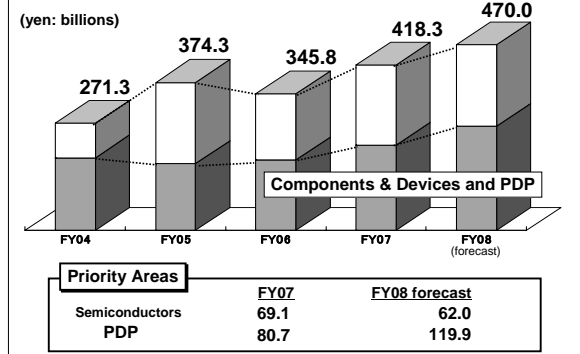
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(vs. FY07)

	↗ increase	↘ decrease
AVC Networks	↗	Plasma TVs, LCD TVs, camcorders, DVD, notebook PCs
	↘	CRT TVs
Home Appliances	↗	Air conditioners, refrigerators
	↘	—
Components and Devices	↗	Semiconductors, batteries, general electronic components
	↘	—
MEW and PanaHome	↗	Elec. construction materials, elec. and plastic materials
	↘	Automation controls

## Capital Investment

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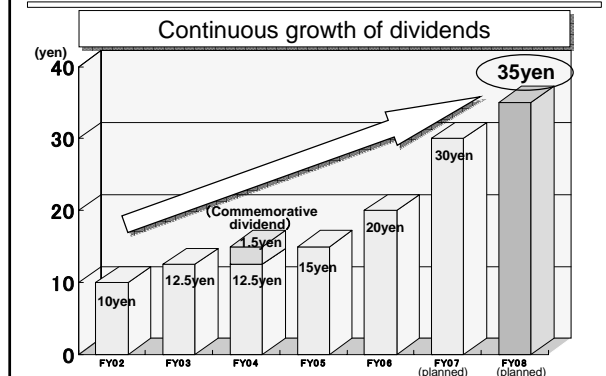
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## Return to Shareholders in FY08

	FY2007	FY2008 (planned)
<b>Dividends</b>	- Annual dividends : 30 yen/share (increase of 10 yen vs. FY06) Interim dividend: 15 yen Year-end dividend: 15 yen (planned)	- Annual dividends : 35 yen/share (increase of 5 yen vs. FY07) Interim dividend: 17.5 yen Year-end dividend: 17.5 yen
<b>Share Repurchases</b>	(Results) - Number of shares : 63.39 million shares - Amount : 153.2 billion yen - Treasury stock held : 310 million shares	- Number of shares : 50 million shares (max) - Amount : 100.0 billion yen (max)

## Annual Dividends Per Share



**Panasonic**  
ideas for life

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