

1st December, 2020

Attention : Panasonic System Solutions Asia Pacific, System Solution Business Partners

Change in Strategic Direction of PBX and IP Phone

Esteem Partners,

In consideration of the recent global economic situation and the future market forecast of PBX and IP Phone businesses, we have reviewed them and tried to find the way to grow these businesses. After the deep and considered discussion, we, Panasonic, have concluded it is too difficult to continue the current businesses. Hence we have decided to terminate our existing businesses that you are currently handling as follows.

- (i) **We will cease further development of PBX and IP Phone products, including all terminal equipment,**
- (ii) **Final shipment of main units and accessories for current models of PBX and IP Phone from the factory will be December 2022,**
- (iii) **We will ask you to place the final purchase order in advance before the discontinuation of the main units and accessories. The month of the final order will be April 2022.**
- (iv) **Technical Support (Bug Fix) will be available until December 2024.**
- (v) **Service parts to be supplied for 7 years from the model discontinuation**

We would like to ask for your cooperation and support for the business termination.

We appreciate your understanding.

Sincerely yours,



Yoshinori Yamana  
Management Director  
Panasonic System Solutions Asia Pacific