

Note: The following document is an English translation of the Japanese-language original.

**Asahi Broadcasting Corporation**  
**Earnings Reference for the Third Quarter**  
**(Cumulative) of FISCAL 2017**  
(The fiscal year ending March 31, 2018)  
February 7, 2018

**ABC**

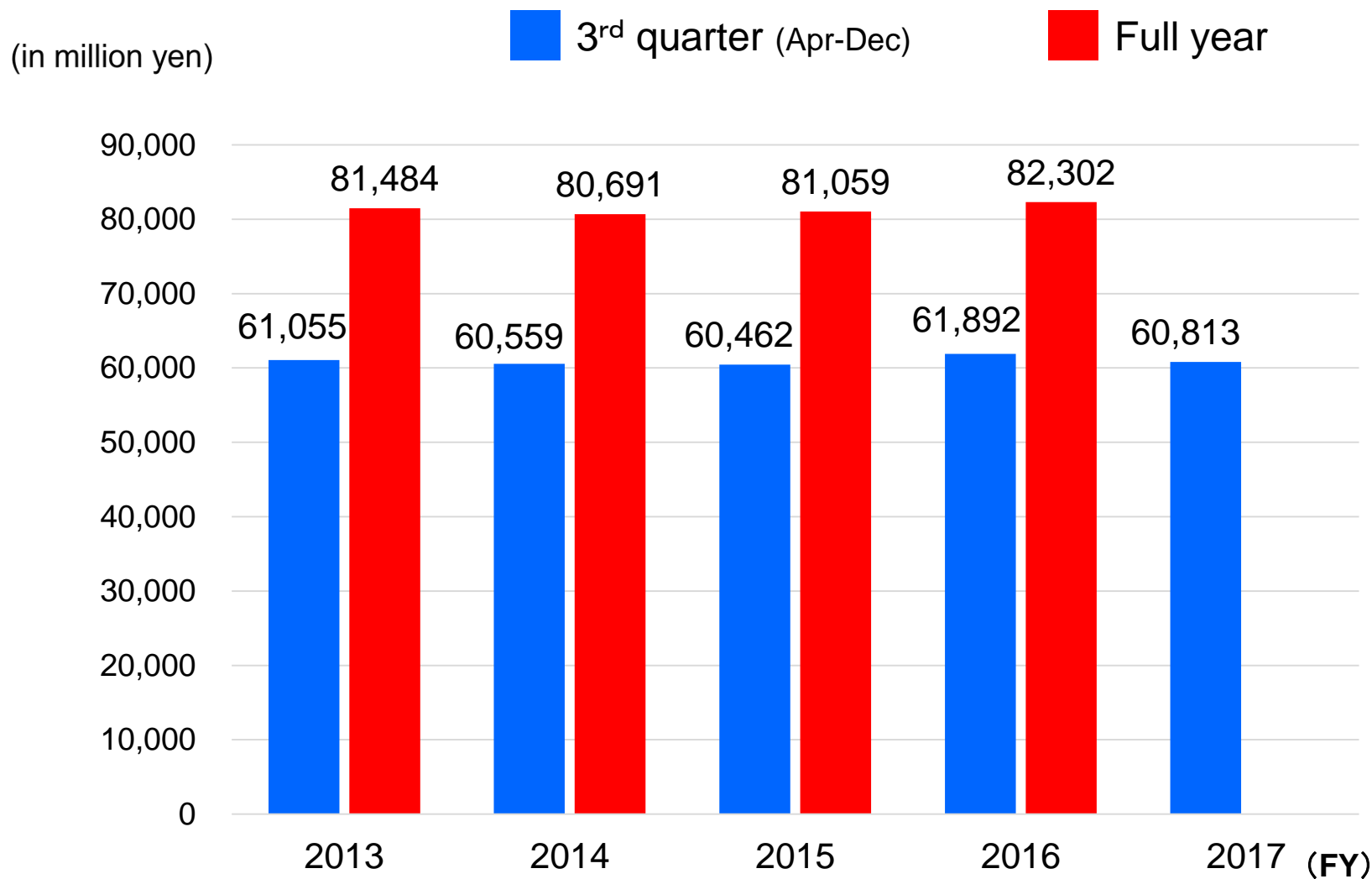
Securities Code: 9405

# Consolidated Earnings

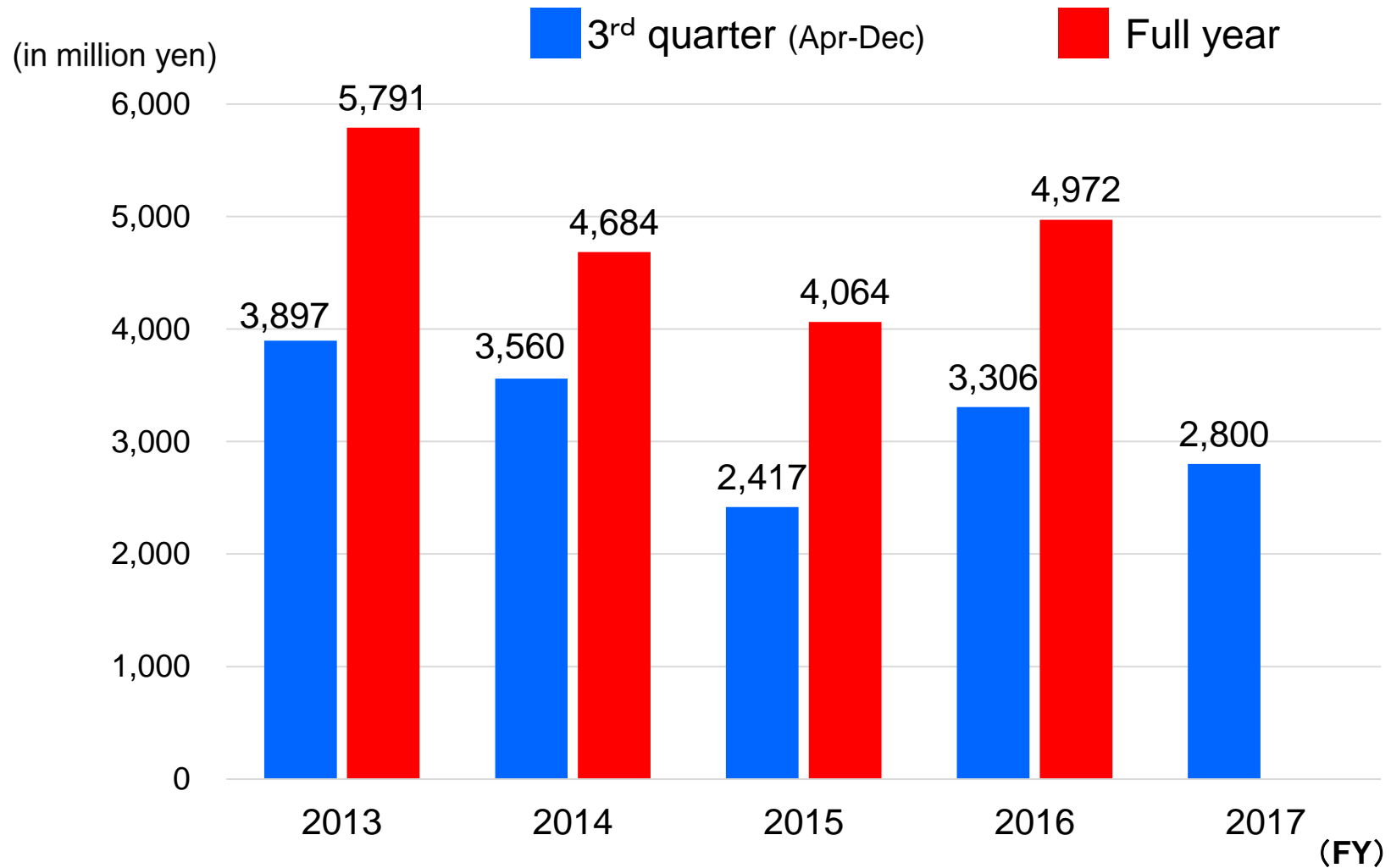
(in million yen)

	FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
Net sales	60,813	61,982	△1,169	△1.9%
Operating income	2,800	3,306	△505	△15.3%
Ordinary income	3,081	3,578	△497	△13.9%
Profit attributable to owners of parent	1,879	2,312	△433	△18.7%

# Consolidated Net Sales in the Past 5 Years



# Consolidated Operating Income in the Past 5 Years



# Earnings by Segment

(in million yen)

<b>Broadcasting</b>	<b>FY2017 3Q</b> (Apr-Dec, 2017)	<b>FY2016 3Q</b> (Apr-Dec, 2016)	<b>Growth</b>	<b>% change</b>
Net sales	51,386	53,066	△1,679	△3.2%
Operating income	1,921	2,433	△512	△21.1%

<b>Housing</b>	<b>FY2017 3Q</b> (Apr-Dec, 2017)	<b>FY2016 3Q</b> (Apr-Dec, 2016)	<b>Growth</b>	<b>% change</b>
Net sales	8,721	8,244	476	5.8%
Operating income	803	856	△52	△6.1%

<b>Golf Club</b>	<b>FY2017 3Q</b> (Apr-Dec, 2017)	<b>FY2016 3Q</b> (Apr-Dec, 2016)	<b>Growth</b>	<b>% change</b>
Net sales	705	671	34	5.1%
Operating income	75	16	59	359.8%

# Non-consolidated Earnings (ABC)

(in million yen)

	FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
Net sales	46,910	49,140	△2,229	△4.5%
Operating income	1,628	2,440	△812	△33.3%
Ordinary income	2,009	2,839	△829	△29.2%
Profit	1,396	2,098	△701	△33.5%

# Television Broadcasting Business Revenue

(Terrestrial broadcast)

<Revenue>

(in million yen)

	FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
<b>Television broadcasting business revenue</b>	42,630	43,608	△977	△2.2%

## Breakdowns

Time	Network time advertising revenue	10,306	11,142	△836	△7.5%
	Local time advertising revenue	4,500	4,277	223	5.2%
Spot sales revenue		26,157	26,482	△325	△1.2%
Program sales revenue		1,666	1,706	△39	△2.3%

# TV spot sales revenue (Terrestrial broadcast)

(in million yen)

	FY 2017	FY 2016	Growth	% change
1 <sup>st</sup> quarter	8,722	8,692	29	0.3%
2 <sup>nd</sup> quarter	8,033	8,267	-233	-2.8%
<b>1<sup>st</sup> half</b>	<b>16,755</b>	<b>16,959</b>	<b>-204</b>	<b>-1.2%</b>
3 <sup>rd</sup> quarter	9,402	9,523	-120	-1.3%
4 <sup>th</sup> quarter		9,270		
<b>2<sup>nd</sup> half</b>		<b>18,793</b>		
<b>Full Fiscal Year</b>		<b>35,752</b>		



# TV spot sales revenue (Terrestrial broadcast: By industry sector)

Industry sector	FY2017 3Q (Apr-Dec, 2017)		FY2016 3Q (Apr-Dec, 2016)	
	YoY (※)	Composition rate	YoY (※)	Composition rate
Information/Telecommunication	99.2%	11.7%	148.3%	11.7%
Foods/Daily products	99.2%	10.0%	104.9%	9.9%
Pharmaceutical/Medical products	91.2%	9.4%	104.8%	10.2%
Cosmetics/Toiletries	107.3%	9.2%	112.6%	8.5%
Automobile	111.9%	8.1%	117.6%	6.8%
Consumer electronics/Computer	113.0%	7.2%	85.0%	6.6%
Hobby (Movie/Game/Music etc.)	99.2%	5.7%	97.3%	5.7%
Alcoholic and other beverages	95.6%	5.6%	100.9%	5.8%
Finance	74.6%	5.3%	104.1%	7.0%
Restaurants & Fast foods/Services	130.7%	4.7%	40.5%	3.5%
Travel/Leisure	129.6%	4.3%	81.5%	3.3%
Housing/Real estate/Construction	94.9%	3.2%	138.8%	3.4%
Fashion (Apparel/Jewelry etc.)	88.1%	3.0%	103.0%	6.6%
Energy/Machine/Material	104.5%	2.5%	339.6%	2.4%
Household articles	134.1%	2.3%	68.9%	1.8%
Publishing	147.1%	1.5%	58.6%	1.0%
Various organizations (Law office etc.)	55.4%	1.3%	98.5%	2.4%
Retail distribution industry	57.8%	1.3%	77.1%	2.3%
Mail order sales	67.5%	0.9%	199.4%	1.4%
Government/Political organization	171.3%	0.7%	40.5%	0.4%
Others	68.1%	1.9%	118.0%	2.6%
Total		100.0%		100.0%

※ Year-on-year comparisons

# Broadcasting Business Revenue (Non-Terrestrial)

(in million yen)

		FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
<b>ABC (Non-consolidated)</b>	Radio broadcasting revenue	2,007	2,169	△161	△7.5%
	Events revenue	1,264	2,204	△940	△42.7%
	Content related revenue	658	805	△147	△18.3%

【Associated Company (Note: Including transactions within the consolidated group)】

<b>ABC FRONTIER HOLDINGS, INC.</b>	<b>Content related revenue</b>	1,041	*475	-	-
<b>Sky-A</b>	<b>CS broadcasting revenue</b>	2,368	2,552	△184	△7.2%
<b>AMC</b>	<b>TV shopping business revenue</b>	1,016	881	135	15.4%

\* Since FRONTIER HD started business in July 2016, the figures for FY 2016 cover only the period of July-September.

# Consolidated / Non-consolidated Expenses

(in million yen)

Consolidated	FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
Cost of Sales	40,362	41,160	△797	△1.9%
Selling, General and Administrative Expenses	17,650	17,515	134	0.8%
Total Operating Expenses	58,012	58,676	△663	△1.1%

Non-consolidated	FY2017 3Q (Apr-Dec, 2017)	FY2016 3Q (Apr-Dec, 2016)	Growth	% change
Cost of Sales	29,423	30,886	△1,462	△4.7%
Selling, General and Administrative Expenses	15,858	15,812	45	0.3%
Total Operating Expenses	45,282	46,699	△1,416	△3.0%
TV Program Expenses	13,508	13,576	△68	△0.5%

# Consolidated Earnings Forecast

(in million yen)

	<b>FY 2017</b>	<b>FY 2016 (actual)</b>	<b>Growth</b>	<b>% change</b>
Net sales	80,500	82,302	−1,802	−2.2%
Operating income	4,100	4,972	−872	−17.5%
Ordinary income	4,300	5,261	−961	−18.3%
Profit attributable to owners of parent	2,600	3,416	−816	−23.9%

# Non-consolidated Earnings Forecast (ABC)

(in million yen)

	FY 2017	FY 2016 (actual)	Growth	% change
Net sales	62,700	65,130	−2,430	−3.7%
Operating income	2,900	3,485	−585	−16.8%
Ordinary income	3,200	3,891	−691	−17.8%
Profit	2,200	2,867	−667	−23.3%

# Consolidated / Non-consolidated Expenses Forecast

(in million yen)

	<b>FY 2017</b>	<b>FY 2016 (actual)</b>	<b>Growth</b>	<b>% change</b>
Consolidated: Operating Expenses	76,400	77,329	−929	−1.2%
Non-consolidated: Operating Expenses	59,800	61,644	−1,844	−3.0%

# Television Viewer Ratings for April-December 2017 (Kansai region)

(Source: Video Research) (%)

	All-day (6:00-24:00)	Golden time (19:00-22:00)	Prime (19:00-23:00)	Prime 2 (23:00-25:00)
1	YTV 8.0	YTV 12.0	YTV 12.0	<b>ABC</b> <b>7.7</b>
2	<b>ABC</b> <b>7.4</b>	<b>ABC</b> ・MBS <b>10.6</b>	<b>ABC</b> <b>11.1</b>	YTV 7.5
3	MBS 7.3	* * * * * *	MBS 10.7	MBS 5.8
4	KTV 7.2	NHK 10.1	KTV 9.7	KTV 5.4
5	NHK 5.6	KTV 9.8	NHK 8.8	NHK 2.7

# Television Viewer Ratings for 2017 (Kansai region)

(Source: Video Research) (%)

	All-day (6:00-24:00)	Golden time (19:00-22:00)	Prime (19:00-23:00)	Prime 2 (23:00-25:00)
1	YTV 8.1	YTV 12.2	YTV 12.1	<b>ABC</b> <b>8.0</b>
2	<b>ABC</b> ・MBS <b>7.5</b>	<b>ABC</b> ・MBS <b>10.9</b>	<b>ABC</b> <b>11.4</b>	YTV 7.5
3	* * * * * *	* * * * * *	MBS 10.9	MBS 5.9
4	KTV 7.2	NHK 10.3	KTV 9.7	KTV 5.3
5	NHK 5.8	KTV 9.8	NHK 9.0	NHK 2.7



# Dividends

(in yen)

	FY 2017	FY 2016	FY 2015
Interim dividend	10.0	9.0	9.0
Period-end dividend	10.0 (forecast)	17.0	9.0
Total	20.0 (forecast)	26.0	18.0

# Contact/Disclaimer

This presentation is intended to provide information on our business etc., not to recommend the investment in our company. And, this presentation contains forecasts and the other forward-looking statements relating to the plans, outlook, targets, and forecasts of Asahi Broadcasting Corporation and its affiliated companies. These forecasts and other forward-looking statements are based on assumptions and beliefs that draw on information that is available as of the date of this presentation. As a result, the information in this presentation contains inherent risks and uncertainties. Accordingly, readers are advised that actual results may differ materially from forecasts due to a variety of factors.

## Contact



Asahi Broadcasting Corporation  
General Affairs Division

TEL: +81-6-6458-5321 (main number)

FAX: +81-6-6454-1111

URL: <http://corp.asahi.co.jp/en/>

For all shareholders, more detailed information such as consolidated financial reports and annual securities reports can be found on the website.