

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

Asahi Broadcasting Group Holdings Corporation

Earnings Reference for FISCAL 2017

(The fiscal year ending March 31, 2018)

May 8, 2018

The ABC logo consists of the letters 'ABC' in a white, bold, sans-serif font, set against a solid orange rectangular background. The 'A' and 'B' are connected at the top, and the 'C' is slightly separated to the right.

Securities Code: 9405

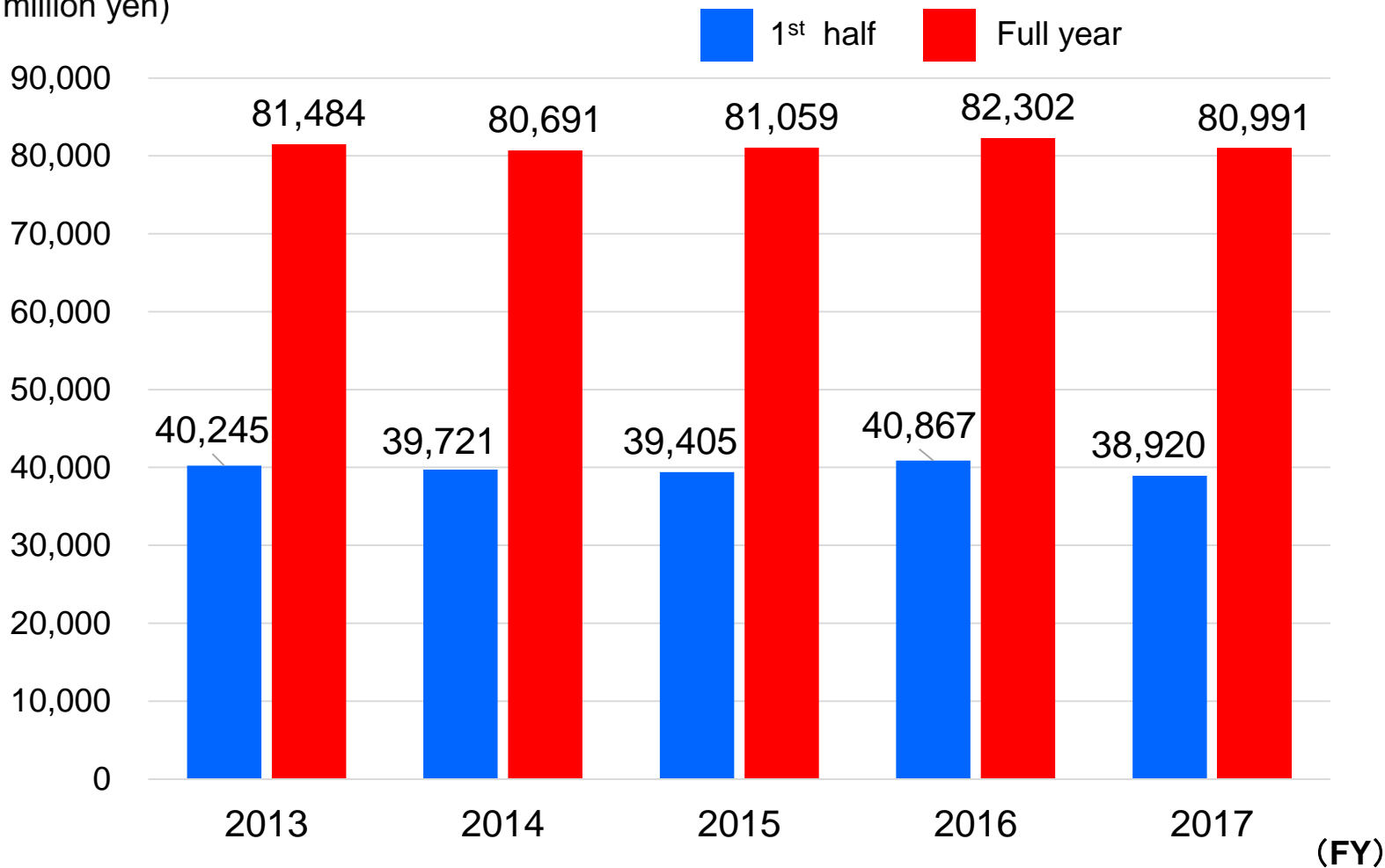
Consolidated Earnings

(in million yen)

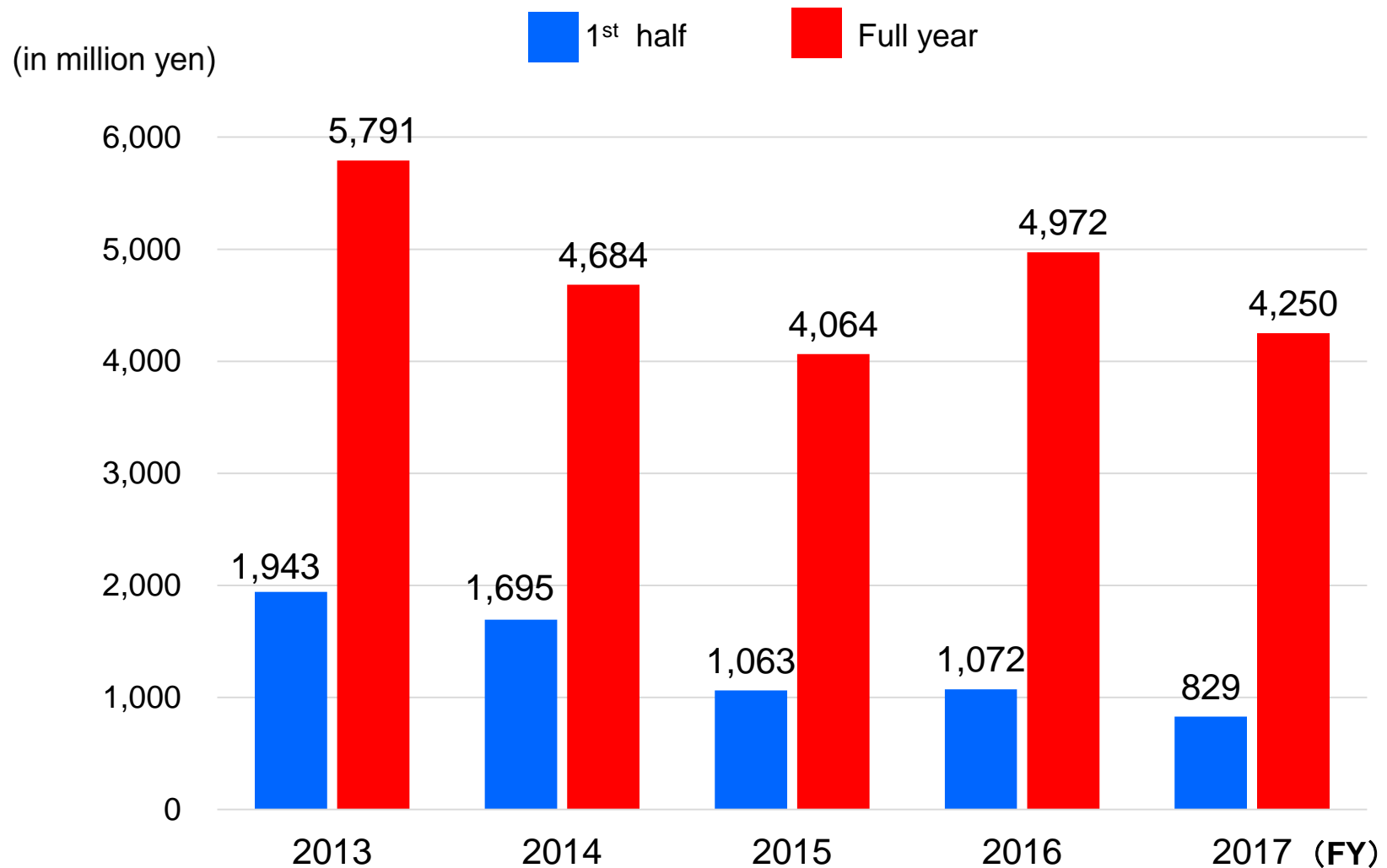
	FY2017	FY2016	Growth	% change
Net sales	80,991	82,302	-1,310	-1.6%
Operating income	4,250	4,972	-722	-14.5%
Ordinary income	4,539	5,261	-722	-13.7%
Profit attributable to owners of parent	2,691	3,416	-724	-21.2%

Consolidated Net Sales in the Past 5 Years

(in million yen)



Consolidated Operating Income in the Past 5 Years



Earnings by Segment

(in million yen)

Broadcasting	FY2017	FY2016	Growth	% change
Net sales	68,645	70,568	-1,923	-2.7%
Operating income	3,116	3,809	-693	-18.2%

Housing	FY2017	FY2016	Growth	% change
Net sales	11,474	10,924	550	5.0%
Operating income	1,083	1,143	-60	-5.3%

Golf Club	FY2017	FY2016	Growth	% change
Net sales	871	809	62	7.7%
Operating income	49	19	30	160.7%

Non-consolidated Earnings (ABC)

(in million yen)

	FY2017	FY2016	Growth	% change
Net sales	62,545	65,130	-2,585	-4.0%
Operating income	2,649	3,485	-835	-24.0%
Ordinary income	3,022	3,891	-868	-22.3%
Profit	2,018	2,867	-848	-29.6%

Television Broadcasting Business Revenue

(Terrestrial broadcast)

<Revenue>

(in million yen)

	FY2017	FY2016	Growth	% change
Television broadcasting business revenue	57,041	58,264	-1,223	-2.1%

Breakdowns

Time	Network time advertising revenue	13,964	14,684	-720	-4.9%
	Local time advertising revenue	6,004	5,592	411	7.4%
Spot sales revenue		34,923	35,752	-829	-2.3%
Program sales revenue		2,149	2,235	-85	-3.8%

TV spot sales revenue (Terrestrial broadcast)

(in million yen)

	FY 2017	FY 2016	Growth	% change
1 st quarter	8,722	8,692	29	0.3%
2 nd quarter	8,033	8,267	-233	-2.8%
1st half	16,755	16,959	-204	-1.2%
3 rd quarter	9,402	9,523	-120	-1.3%
4 th quarter	8,765	9,270	-504	-5.4%
2nd half	18,167	18,793	-625	-3.3%
Full Fiscal Year	34,923	35,752	-829	-2.3%

TV spot sales revenue (Terrestrial broadcast: By Top 20 industry sector)

Industry sector	FY2017		FY2016	
	YoY	Composition rate	YoY	Composition rate
Information/Telecommunication	94.6%	10.8%	129.7%	11.2%
Foods	99.2%	9.8%	103.5%	9.7%
Automobile	109.3%	8.1%	103.6%	7.3%
Pharmaceutical/Medical products	95.5%	7.8%	107.5%	7.9%
Cosmetics/Toiletries	97.1%	7.3%	98.1%	7.3%
Alcoholic and other beverages	94.7%	6.8%	91.5%	7.0%
Finance	85.6%	6.3%	100.2%	7.2%
Consumer electronics/Computer	96.1%	5.5%	94.9%	5.6%
Hobby (Movie/Game/Music etc.)	90.8%	5.5%	104.7%	5.8%
Travel/Leisure	115.8%	5.2%	87.92%	4.2%
Housing/Real estate/Construction	114.0%	4.5%	110.0%	3.9%
Restaurants & Fast foods/Services	122.3%	4.2%	84.0%	3.6%
Fashion (Apparel/Jewelry etc.)	99.6%	2.9%	97.1%	2.8%
Energy/Machine/Material	71.3%	2.6%	311.3%	3.6%
Government/Political organization	105.0%	2.4%	79.2%	2.3%
Publishing	114.2%	2.4%	88.6%	2.0%
Various organizations (Law office etc.)	80.0%	1.7%	95.3%	2.0%
Homeware	111.8%	1.6%	84.7%	1.4%
Mail order sales	98.7%	1.6%	135.3%	1.6%
Retail/Distribution	66.9%	1.5%	76.4%	2.1%
Others	99.4%	1.5%	102.7%	1.5%
Total		100.0%		100.0%

※Year-on-year comparisons

Consolidated / Non-consolidated Expenses

(in million yen)

Consolidated	FY2017	FY2016	Growth	% change
Cost of Sales	53,005	53,788	-782	-1.5%
Selling, General and Administrative Expenses	23,735	23,541	194	0.8%
Total Operating Expenses	76,741	77,329	-588	-0.8%

Non-consolidated	FY2017	FY2016	Growth	% change
Cost of Sales	38,600	40,395	-1,795	-4.4%
Selling, General and Administrative Expenses	21,294	21,248	45	0.2%
Total Operating Expenses	59,895	61,644	-1,749	-2.8%
TV Program Expenses	17,682	17,853	-171	-1.0%

Consolidated Earnings Forecast

(in million yen)

	FY 2018	FY 2017 (actual)	Growth	% change
Net sales	81,000	80,991	8	0.0%
Operating income	2,700	4,250	-1,550	-36.5%
Ordinary income	3,000	4,539	-1,539	-33.9%
Profit attributable to owners of parent	2,700	2,691	8	0.3%

Earnings Forecast by Segment

(in million yen)

Broadcasting	FY 2018	FY 2017 (actual)
Net sales	68,200	68,645
Operating income	1,900	3,116
Housing	FY 2018	FY 2017 (actual)
Net sales	11,900	11,474
Operating income	960	1,083
Golf Club	FY 2018	FY 2017 (actual)
Net sales	900	871
Operating income	30	49
Adjustments	FY 2018	FY 2017 (actual)
Operating income	-190	—

※“Adjustments” is newly created from FY 2018.

Television Broadcasting Business : Revenue/Expense Forecast (Terrestrial)

<Revenue>

(in million yen)

	FY 2018	FY 2017 (actual)	Growth	% change
Television broadcasting business revenue	55,600	57,041	-1,441	-2.5%

Breakdowns

Network time advertising revenue	13,600	13,964	-364	-2.6%
Local time advertising revenue	5,700	6,004	-304	-5.1%
Spot sales revenue	34,200	34,923	-723	-2.1%

※FY 2018's network time advertising revenue excludes the revenue of undertaking production.

<Expense>

ABC TV Program Expenses	17,800	17,682	117	0.7%
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※FY 2018's program expenses are the sum of program expenses and expenses of undertaking program production. (Undertaking business etc. from ABC Radio is included.)

Television Viewer Ratings for FY 2017 (Kansai region)

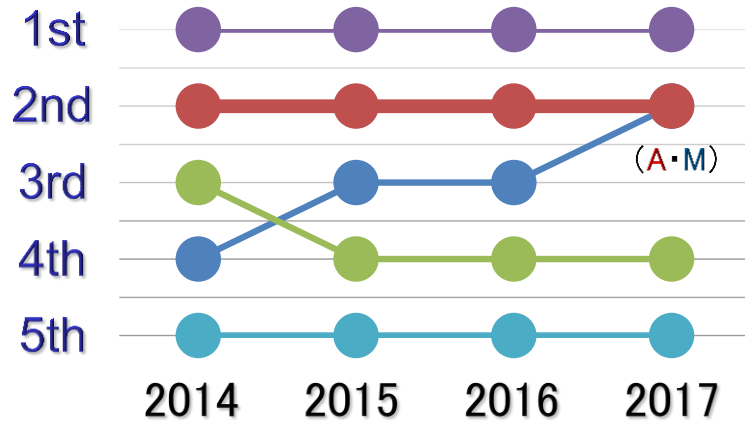
(Source: Video Research) (%)

	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 12.1	YTV 11.9	ABC 7.6
2	ABC ・MBS 7.4	ABC 10.8	ABC 11.3	YTV 7.5
3	* * * * * *	MBS 10.7	MBS 10.8	MBS 5.8
4	KTV 7.2	NHK 10.4	KTV 9.6	KTV 5.3
5	NHK 5.8	KTV 9.7	NHK 9.1	NHK 2.8

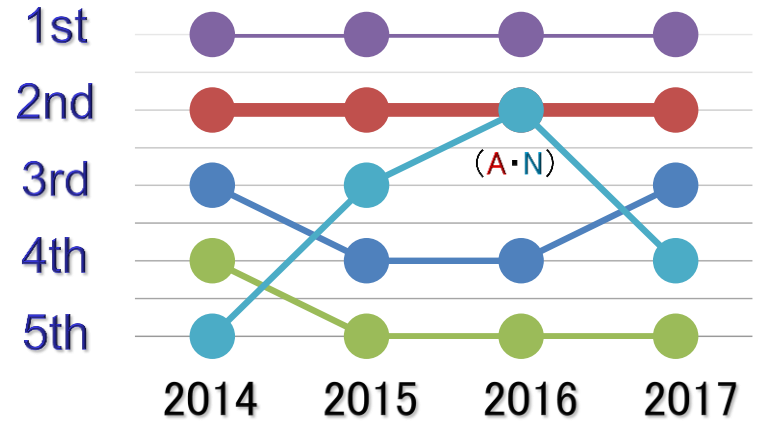
Television Viewer Ratings (Fiscal Year : Kansai region)

All-day (6:00-24:00)

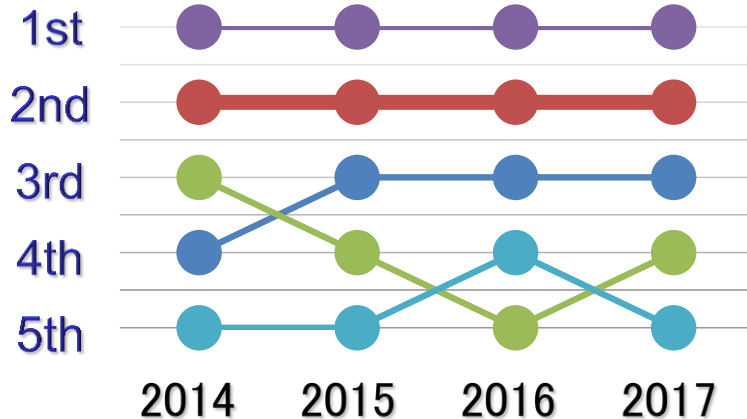
(Source: Video Research)



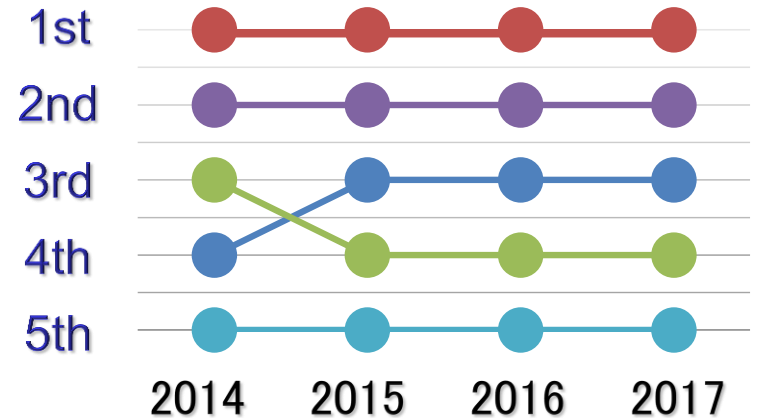
Golden time (19:00-22:00)



Prime (19:00-23:00)



Prime 2 (23:00-25:00)



Dividends

(in yen)

	FY 2018 (forecast)	FY 2017	FY 2016
Interim dividend	10.0	10.0	9.0
Period-end dividend	10.0	10.0	17.0
Total	20.0	20.0	26.0

Contact/Disclaimer

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Corporate Information Website



<https://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.