

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

Asahi Broadcasting Group Holdings Corporation

Earnings Reference for the Third Quarter of Fiscal 2019

(For the fiscal year ending March 31, 2020)

February 7, 2020

ABC

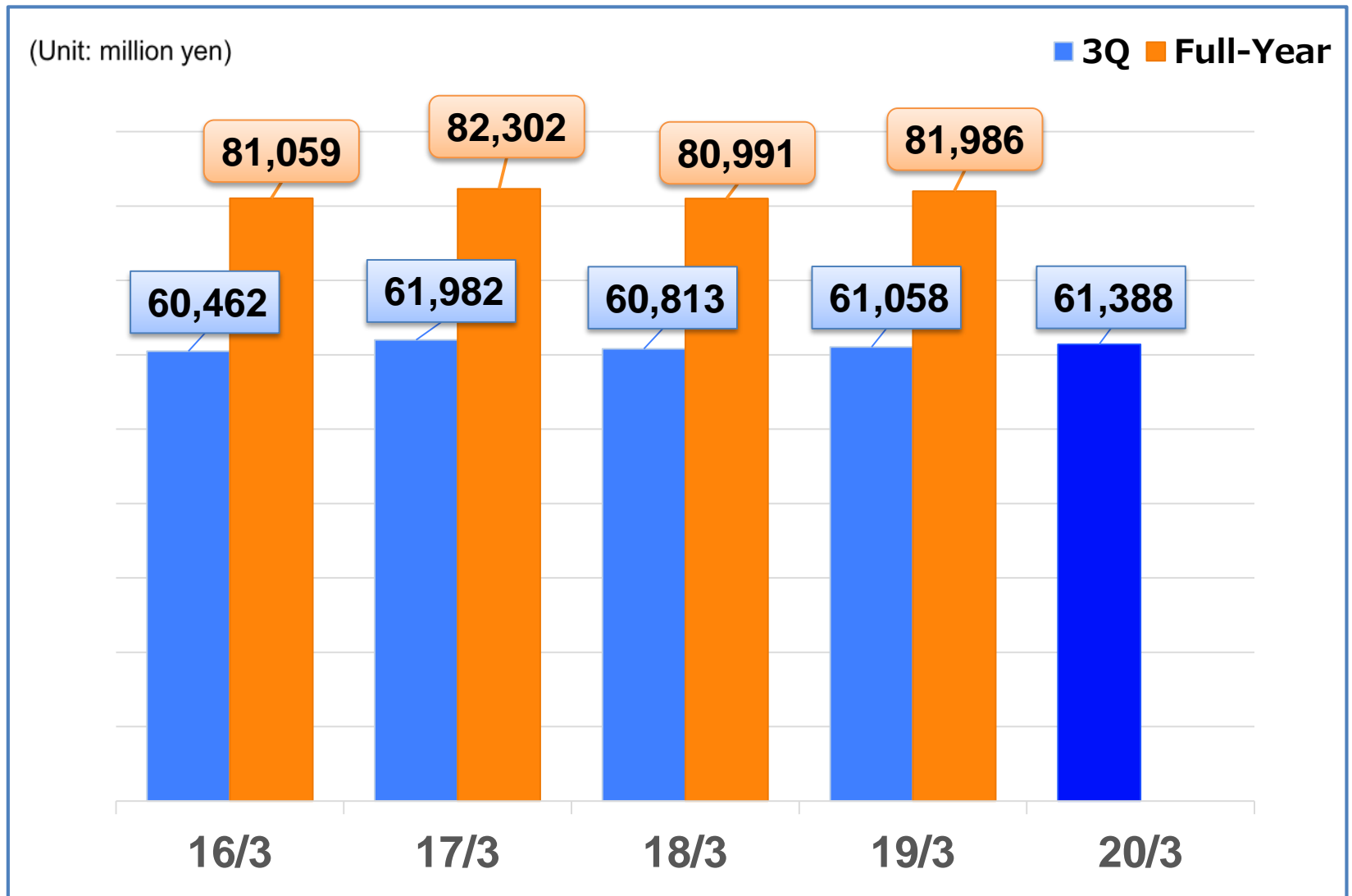
Securities Code: **9405**

Consolidated Results

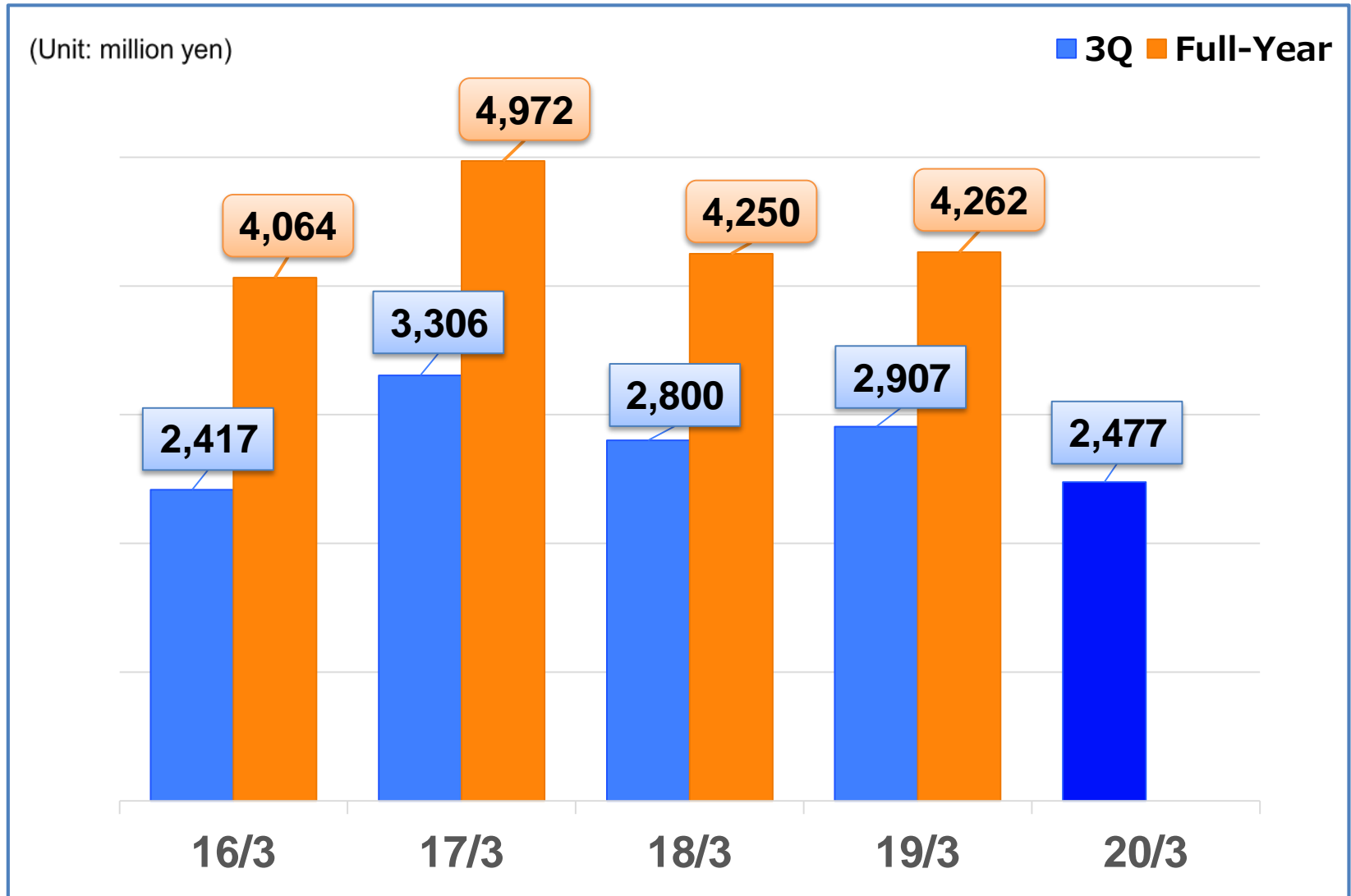
(Unit: million yen)

		19/3 3Q	20/3 3Q	YoY	% Change
Net Sales		61,058	61,388	330	0.5%
Operating Expenses		58,150	58,910	760	1.3%
Details	Cost of Sales	40,337	40,745	408	1.0%
	Selling, General and Administrative Expenses	17,813	18,165	351	2.0%
Operating Income		2,907	2,477	-429	-14.8%
Ordinary Income		3,204	2,711	-492	-15.4%
Profit Attributable to Owners of Parent		2,895	1,779	-1,115	-38.5%

Five-Year Net Sales (Consolidated)

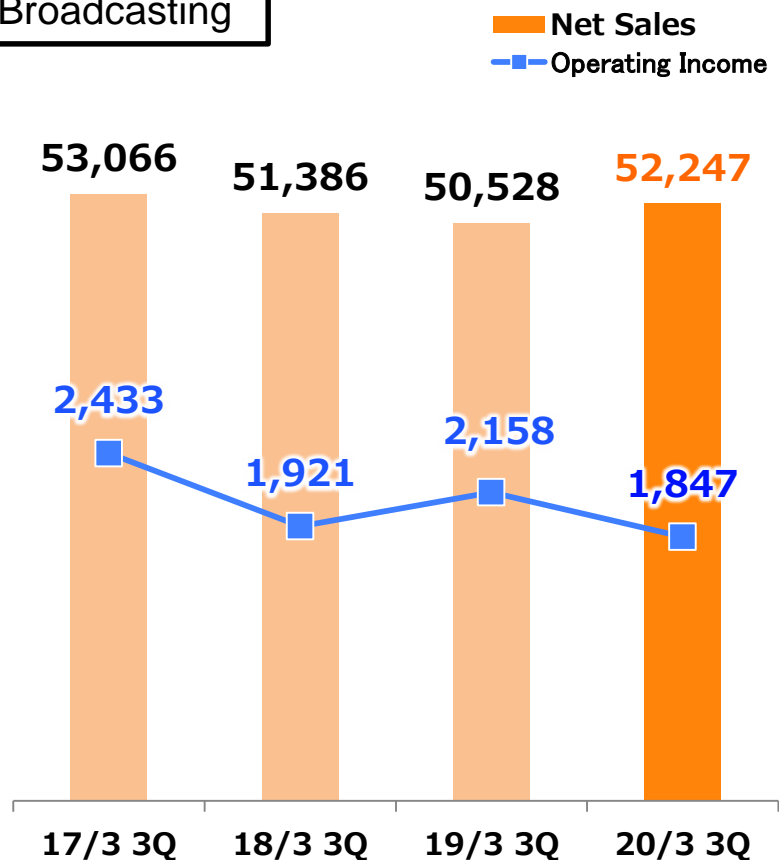


Five-Year Operating Income (Consolidated)



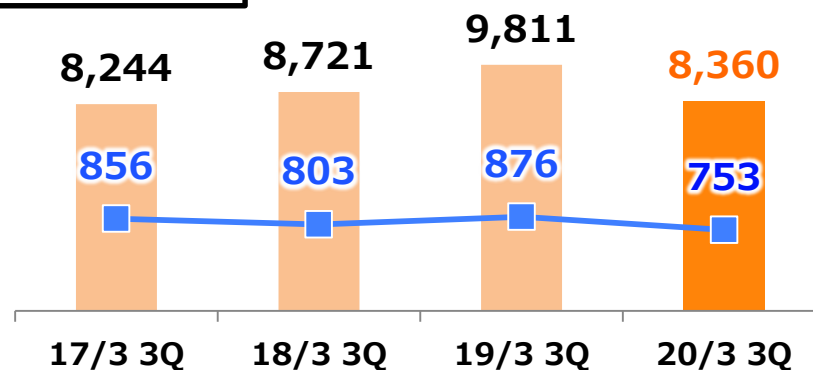
Results by Segment

Broadcasting

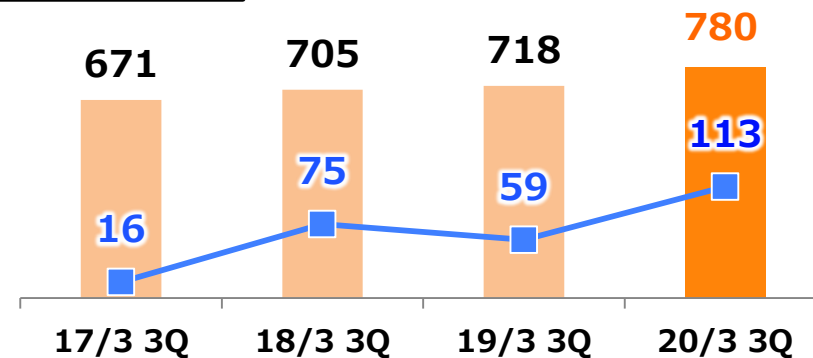


Housing

(Unit: million yen)



Golf Club



(Unit: million yen)

Adjustments	19/3 3Q	20/3 3Q
Operating Income	-186	-236

ABC TV Results

(Unit: million yen)

		19/3 3Q	20/3 3Q	YoY	% Change
Net Sales		43,364	43,205	-159	-0.4%
Operating Expenses		42,554	42,593	38	0.1%
Details	Cost of Sales	26,725	27,088	362	1.4%
	Selling, General and Administrative Expenses	15,828	15,504	-324	-2.0%
Operating Income		810	612	-197	-24.4%
Ordinary Income		835	646	-189	-22.7%
Profit		1,287	318	-969	-75.3%
		19/3 3Q	20/3 3Q	YoY	% Change
Program Expenses		13,478	13,677	198	1.5%

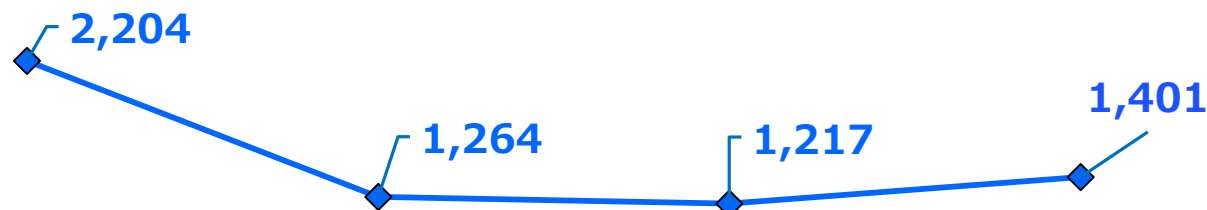
ABC TV (Former ABC) Revenue Growth

(Unit: million yen)

TV Business



Event



Content-related



17/3 3Q

18/3 3Q

19/3 3Q

20/3 3Q

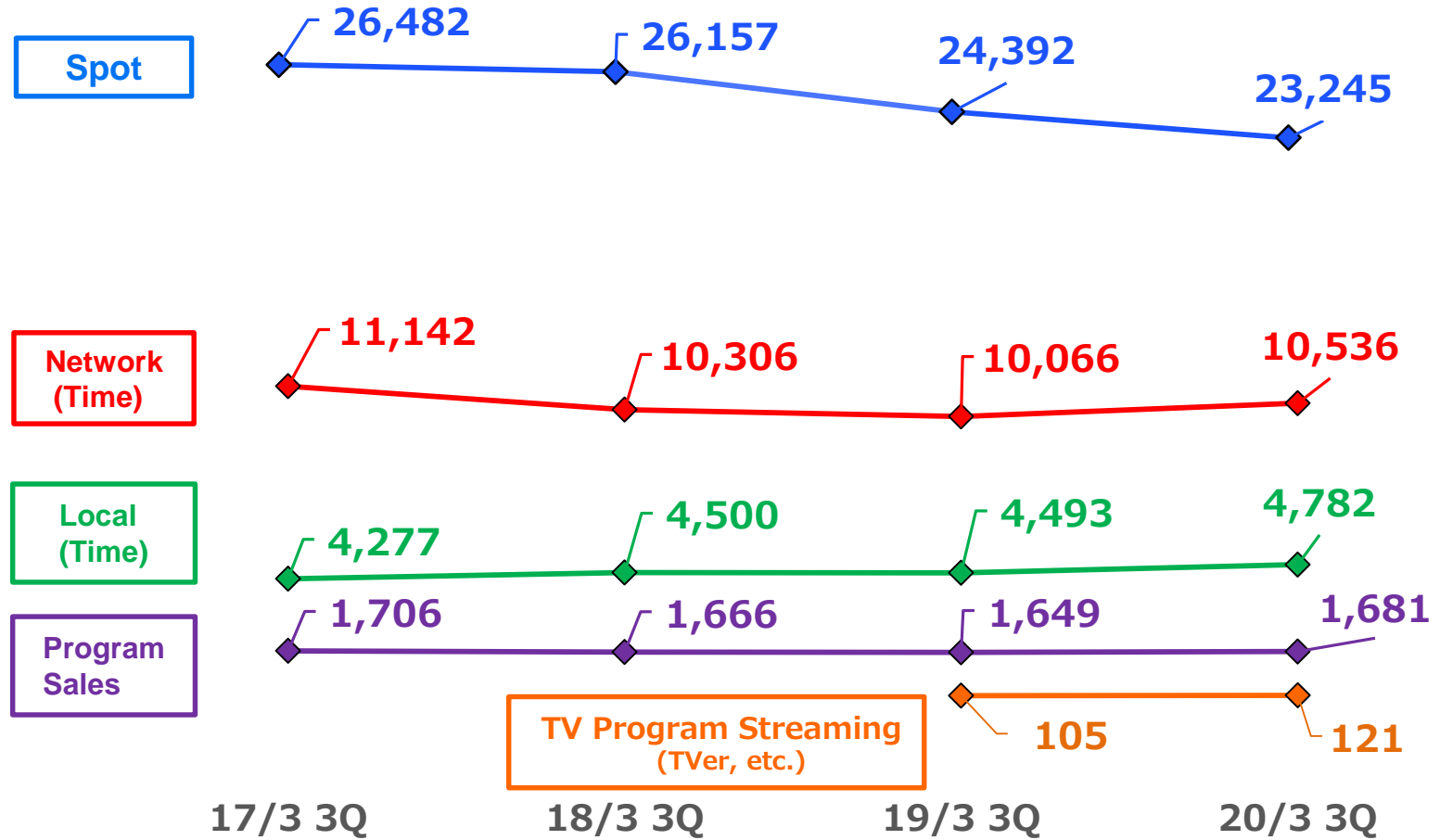
*Event revenue before FY2017 includes radio-related events.

(Unit: million yen)

	17/3 3Q	18/3 3Q	19/3 3Q	20/3 3Q
Others	351	350	619	583

Details of TV Business Revenue

(Unit: million yen)



Spot Revenue of TV Business

(Unit: million yen)

	1Q	2Q	3Q	4Q	Full-Year
18/3	8,722	8,033	9,402	8,765	34,923
19/3	8,019	7,738	8,634	8,777	33,169
20/3	8,028	7,312	7,905		

Spot Revenue of TV Business (By Top 20 Industries)

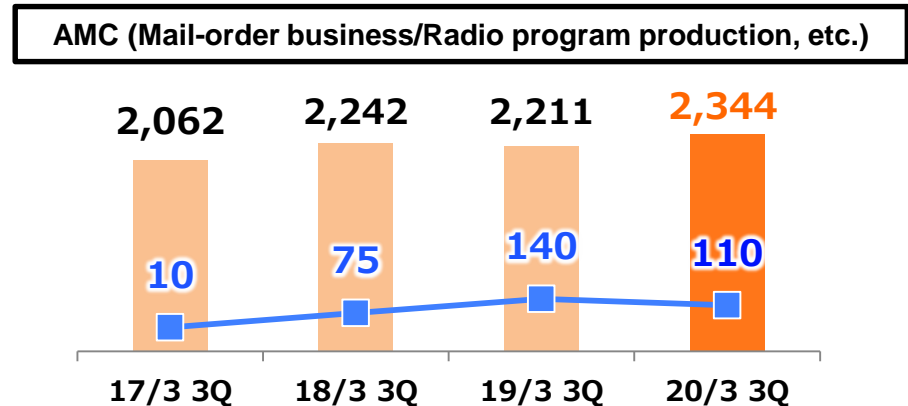
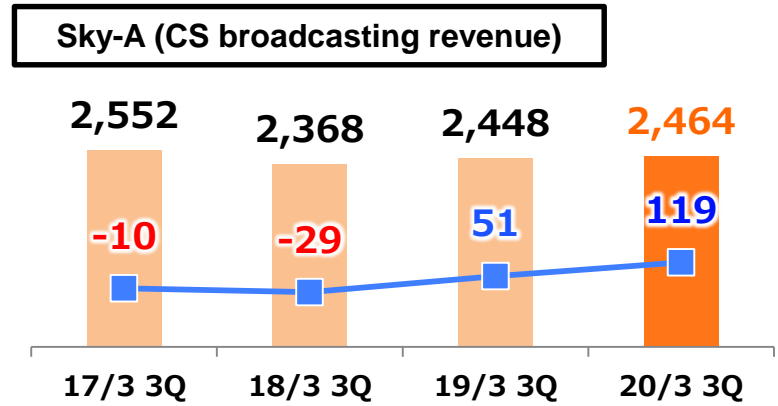
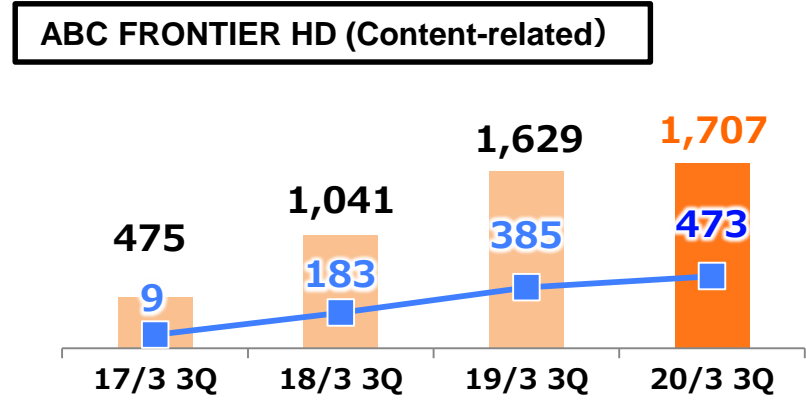
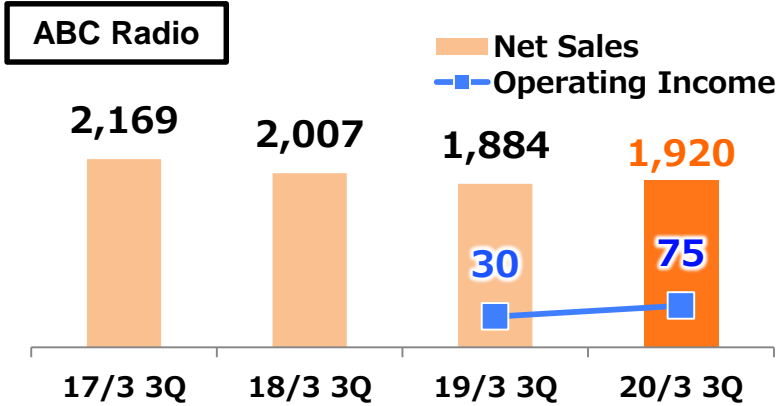
Industry	19/3 3Q		20/3 3Q	
	YoY	Composition rate	YoY	Composition rate
Pharmaceutical/Medical Products	98.7%	10.1%	103.7%	11.5%
Foods	90.9%	9.9%	106.2%	11.4%
Transportation/Leisure/Restaurants & Fast Foods/Services	113.9%	11.2%	89.6%	11.0%
Information/Telecommunication	89.4%	11.4%	67.5%	8.4%
Automobiles	82.1%	6.7%	94.7%	6.9%
Consumer Electronics/Computer	89.7%	7.0%	83.1%	6.4%
Hobby (Movie/Game/Music etc.)	90.7%	5.7%	100.0%	6.3%
Finance	107.5%	6.2%	90.9%	6.1%
Beverages/Liquors	77.1%	4.7%	97.0%	5.0%
Cosmetics/Toiletries	71.5%	7.2%	63.0%	4.9%
Fashion (Apparel/Jewelry etc.)	100.6%	3.3%	88.1%	3.1%
Logistics services/Businesses/Events	110.4%	1.5%	174.5%	2.9%
Housing/Real Estate/Construction	83.7%	3.0%	75.9%	2.4%
Energy/Machine/Material	65.7%	2.2%	85.6%	2.1%
Distribution	127.7%	1.8%	102.0%	2.1%
Various Organizations (Law Office etc.)	82.1%	1.2%	155.1%	2.0%
Housewares	86.2%	2.1%	84.2%	1.9%
Government/Political Organization	113.8%	1.5%	110.6%	1.9%
Publishing	105.4%	1.7%	98.0%	1.9%
Mail Order Sales	133.0%	1.4%	99.8%	1.5%
Other	248.4%	0.1%	245.4%	0.3%
Total		100.0%		100.0%

*Year-on-year comparisons

Other Broadcasting Businesses (Non-ABC TV-Related)

*Companies for which the bulk of revenues are from non-group sources

(Unit: million yen)



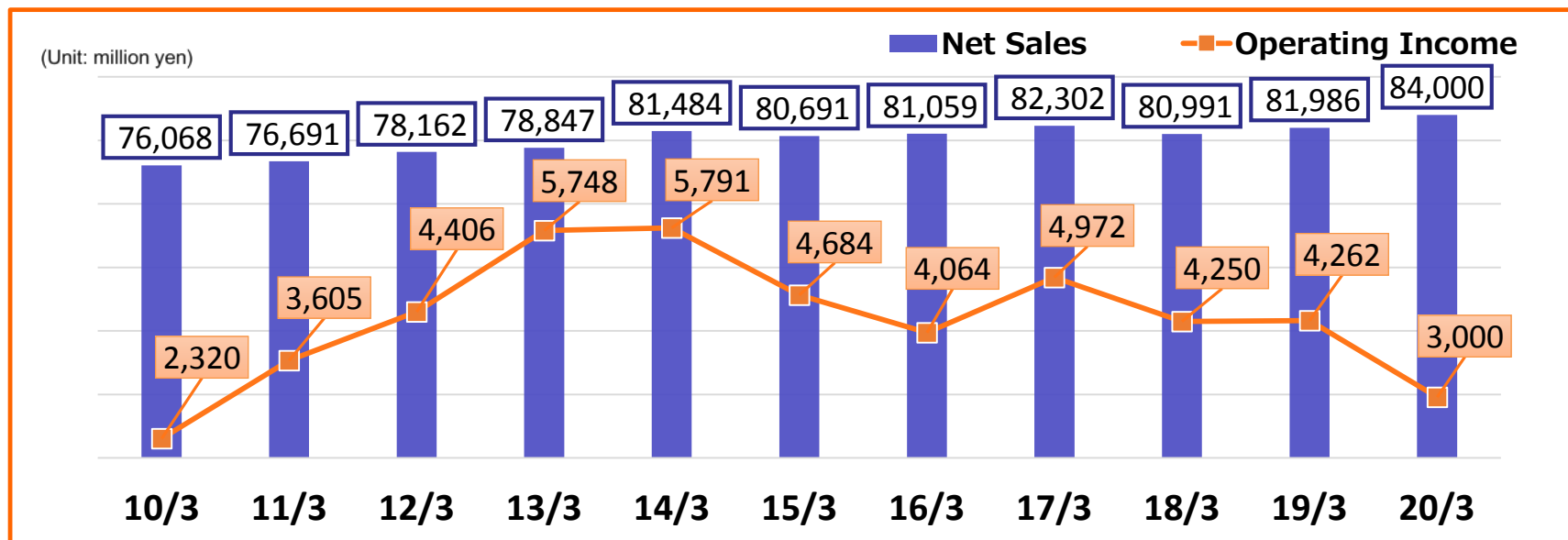
(Unit: million yen)

	17/3 3Q	18/3 3Q	19/3 3Q	20/3 3Q
Four companies (non-consolidated) total of operating income	—	—	608	778
*Reference				

Consolidated Results Forecasts

(Unit: million yen)

	19/3	20/3	YoY	% Change
Net Sales	81,986	84,000	2,013	2.5%
Operating Income	4,262	3,000	-1,262	-29.6%
Ordinary Income	4,591	3,200	-1,391	-30.3%
Profit Attributable to Owners of Parent	3,742	2,500	-1,242	-33.2%



Results Forecasts by Segment

(Unit: million yen)

Broadcasting	19/3	20/3	YoY	% Change
Net Sales	68,550	70,630	2,079	3.0%
Operating Income	3,475	2,270	-1,205	-34.7%
Housing	19/3	20/3	YoY	% Change
Net Sales	12,545	12,350	-195	-1.6%
Operating Income	1,060	1,010	-50	-4.7%
Golf Club	19/3	20/3	YoY	% Change
Net Sales	890	1,020	129	14.5%
Operating Income	28	70	41	146.4%
Adjustments	19/3	20/3	YoY	% Change
Operating Income	-301	-350	-48	-

ABC TV Results Forecasts

(Unit: million yen)

	19/3	20/3	YoY	% Change
Net Sales	58,947	57,400	-1,547	-2.6%
Operating Expenses	57,173	56,300	-873	-1.5%
Operating Income	1,774	1,100	-674	-38.0%
Ordinary Income	1,807	1,150	-657	-36.4%

	19/3	20/3	YoY	% Change
Program Expenses	17,619	17,700	80	0.5%

ABC TV Revenue Forecasts

(Unit: million yen)

	19/3	20/3	YoY	% Change
TV Business	55,596	54,000	-1,596	-2.9%
Event	1,623	1,600	-23	-1.4%
Content-related	958	1,050	91	9.6%
Others	769	750	-19	-2.8%

TV Business Revenue Forecasts

(Unit: million yen)

		19/3	20/3	YoY	% Change
TV Business		55,596	54,000	-1,596	-2.9%
Details	Spot	33,169	31,180	-1,989	-6.0%
	Network	14,060	14,300	240	1.7%
	Local	5,973	6,160	186	3.1%
	Program Sales	2,225	2,210	-15	-0.7%
	TV Program Streaming (TVer etc.)	168	150	-18	-11.0%

Television Viewer Ratings in Kansai Region for Apr-Dec 2019

(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 11.6%	ABC ·YTV 11.5%(+0.3)	YTV 7.6%
2	KTV 7.5%	ABC 10.9%(+0.3)	* * * * * *	ABC 6.4%(-0.6)
3	ABC 7.2%(±0)	MBS 9.9%	MBS 10.0%	MBS 5.3%
4	MBS 6.8%	KTV 9.8%	KTV 9.7%	KTV 5.1%
5	NHK 5.6%	NHK 9.5%	NHK 8.3%	NHK 2.4%

■ ABC (TV Asahi network) ■ MBS (TBS network) ■ KTV (Fuji TV network) ■ YTV (Nippon TV network) ■ NHK

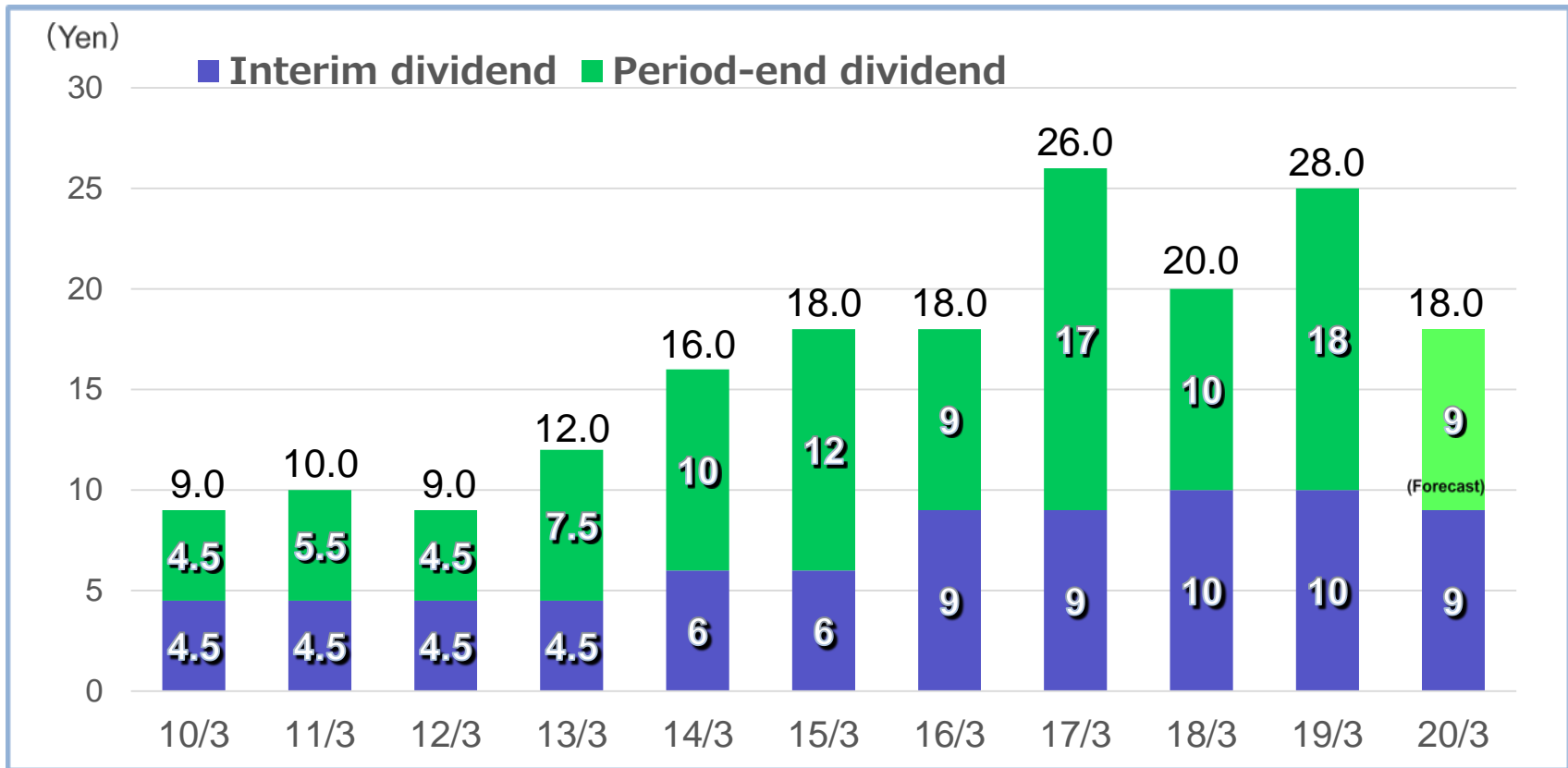
Television Viewer Ratings in Kansai Region for Jan-Dec 2019

(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 11.7%	ABC ·YTV 11.5%(+0.2)	YTV 7.5%
2	KTV 7.5%	ABC 11.0%(+0.2)	* * * * * *	ABC 6.6%(-0.5)
3	ABC 7.2%(±0)	MBS 10.1%	MBS 10.2%	MBS 5.4%
4	MBS 6.9%	KTV 10.0%	KTV 9.8%	KTV 5.1%
5	NHK 5.6%	NHK 9.6%	NHK 8.3%	NHK 2.5%

■ ABC (TV Asahi network) ■ MBS (TBS network) ■ KTV (Fuji TV network) ■ YTV (Nippon TV network) ■ NHK

Dividends



<Profit distribution policy>

The Company places one of its highest management priorities on shareholder return. With respect to profit distribution, we strive to continuously provide steady dividends and maintain a dividend payout ratio (consolidated) that does not fall below 30% as well as strengthen and maintain our financial structure from the standpoint of a responsible certified broadcasting holding company. We will do so while making appropriate investments for our future growth.

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.

Corporate Information Website



<https://corp.asahi.co.jp>

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