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# Asahi Broadcasting Group Holdings Corporation

**Earnings Reference for Fiscal 2021**  
**(For the fiscal year ending March 31, 2022)**

**May 16, 2022**



Securities Code: 9405



# Consolidated Results

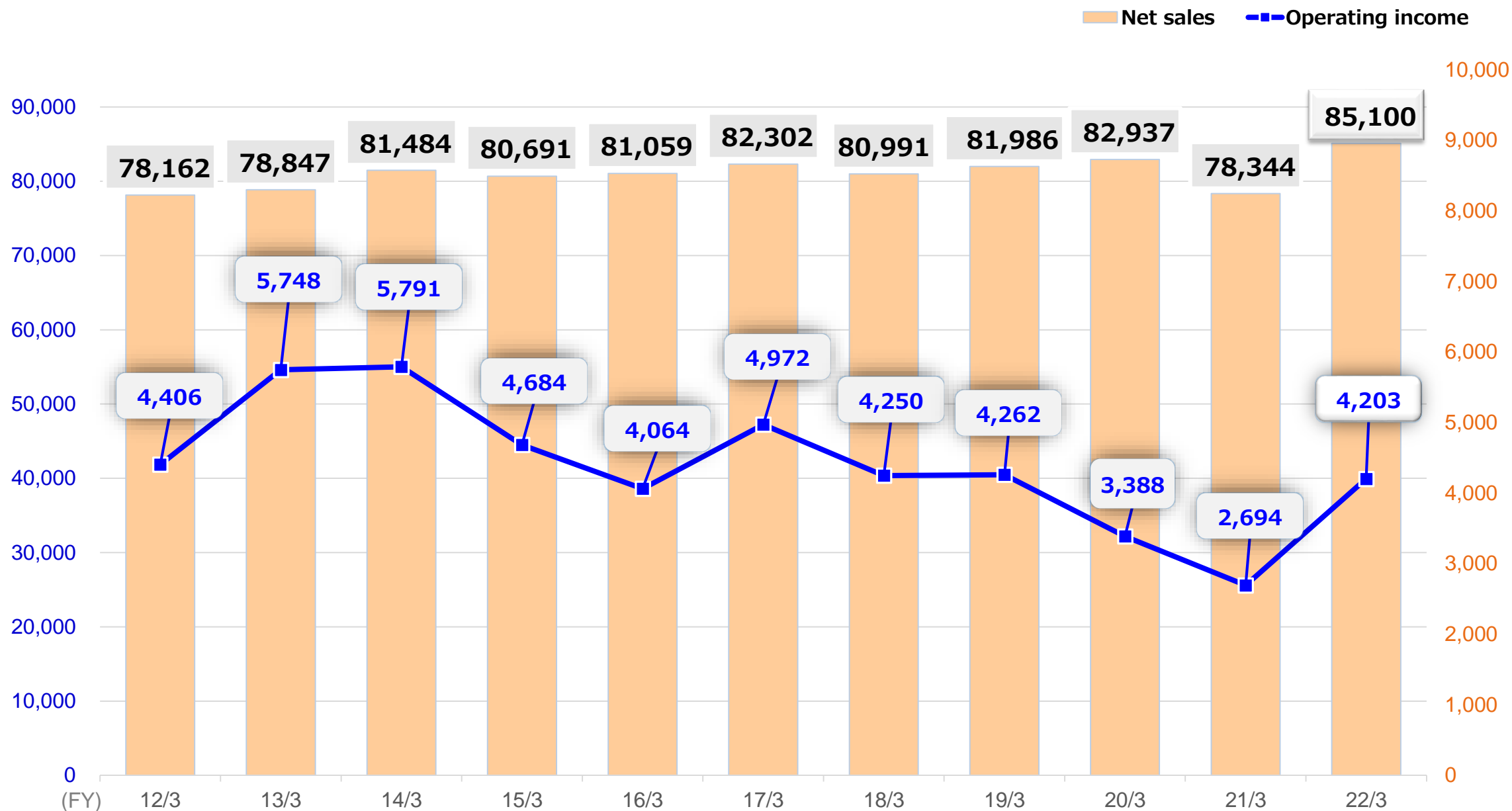
(Millions of yen)

		FY21/3	FY22/3	YoY	% Change
<b>Net Sales</b>		<b>78,344</b>	<b>85,100</b>	<b>6,755</b>	<b>8.6%</b>
Operating Expenses		75,650	80,897	5,246	6.9%
Details	Cost of Sales	52,393	55,581	3,188	6.1%
	Selling, General and Administrative Expenses	23,256	25,315	2,058	8.9%
<b>Operating Income</b>		<b>2,694</b>	<b>4,203</b>	<b>1,508</b>	<b>56.0%</b>
Ordinary Income		3,033	4,792	1,759	58.0%
Profit Attributable to Owners of Parent		-930	2,671	3,601	-

(Note) FY22/3 refers to the fiscal year ending March 31, 2022 and all other fiscal years are referred to in the same manner.

# Consolidated Net Sales and Operating Income in 11 Years

(Millions of yen)



# Results by Segment

(Millions of yen)

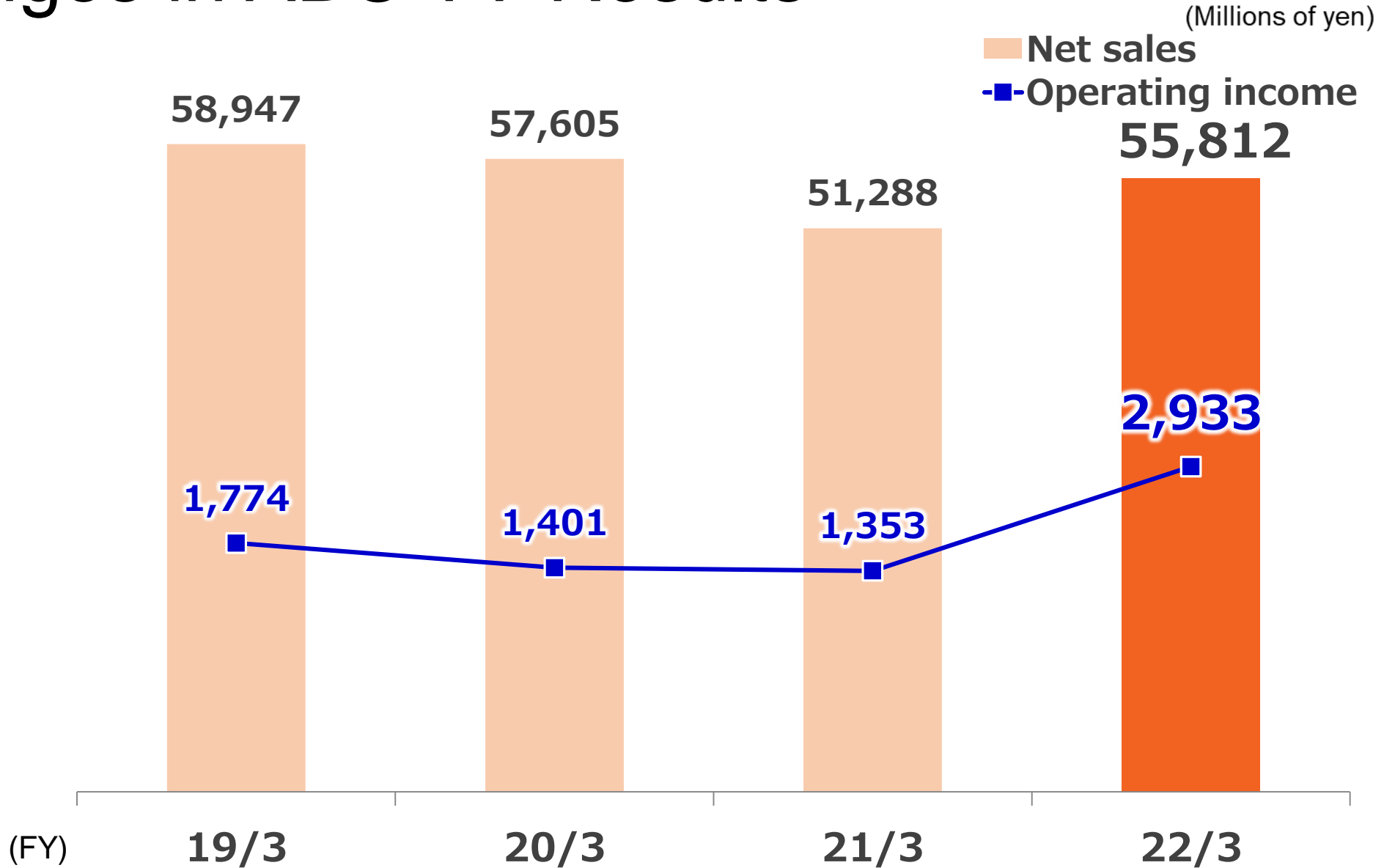
<b>Net Sales</b>		<b>FY21/3</b>	<b>FY22/3</b>	<b>YoY</b>	<b>% Change</b>
Broadcasting and Content		61,850	71,348	9,498	15.4%
By business	Broadcasting		56,130		
	Content		15,170		
	Other		47		
<b>Lifestyle</b>		16,494	13,751	-2,743	-16.6%
By business	Housing		9,825		
	Golf		854		
	At-home shopping		2,694		
	Other		377		
<b>Operating Income</b>		<b>FY21/3</b>	<b>FY22/3</b>	<b>YoY</b>	<b>% Change</b>
Broadcasting and Content		2,020	3,654	1,634	80.9%
<b>Lifestyle</b>		988	874	-113	-11.5%
<b>Adjustments</b>		-314	-325	-11	-

# ABC TV Results

(Millions of yen)

		FY21/3	FY22/3	YoY	% Change
Net Sales		<b>51,288</b>	<b>55,812</b>	<b>4,523</b>	<b>8.8%</b>
Operating Expenses		49,935	52,879	2,943	5.9%
Details	Cost of Sales	30,855	32,877	2,022	6.6%
	Selling, General and Administrative Expenses	19,080	20,001	921	4.8%
Operating Income		<b>1,353</b>	<b>2,933</b>	<b>1,580</b>	<b>116.8%</b>
Ordinary Income		1,411	3,057	1,645	116.6%
Profit		882	1,814	932	105.7%
		FY21/3	FY22/3	YoY	% Change
Program Expenses		15,175	15,361	185	1.2%

# Changes in ABC TV Results



# Details of ABC TV Revenue

(Millions of yen)

	<b>FY21/3 (reference)</b>	<b>FY22/3</b>
<b>Broadcasting Revenue</b>	47,549	<b>50,502</b>
<b>Content Revenue</b>	3,372	<b>4,980</b>
<b>Other Revenue</b>	366	<b>329</b>

## ■ Broadcasting revenue

Mainly advertising revenue obtained through broadcasting (including revenue from TVer, a service streaming past broadcasts)

## ■ Content revenue

Revenue obtained from multifaceted production and development of content and intellectual property (IP), including videos and events (including program sales to affiliates, content development derived from TV programs such as Virtual High School Baseball)

# Changes in ABC TV Major Broadcasting Revenues



(Millions of yen)

	<b>FY19/3</b>	<b>FY20/3</b>	<b>FY21/3</b>	<b>FY22/3</b>
<b>Spot</b>	33,169	31,298	27,587	<b>30,817</b>
<b>Network (Time)</b>	14,060	14,347	13,461	<b>13,018</b>
<b>Local (Time)</b>	5,973	6,225	5,538	<b>5,527</b>
<b>TV Program Streaming (Mainly on TVer)</b>	168	172	306	<b>502</b>

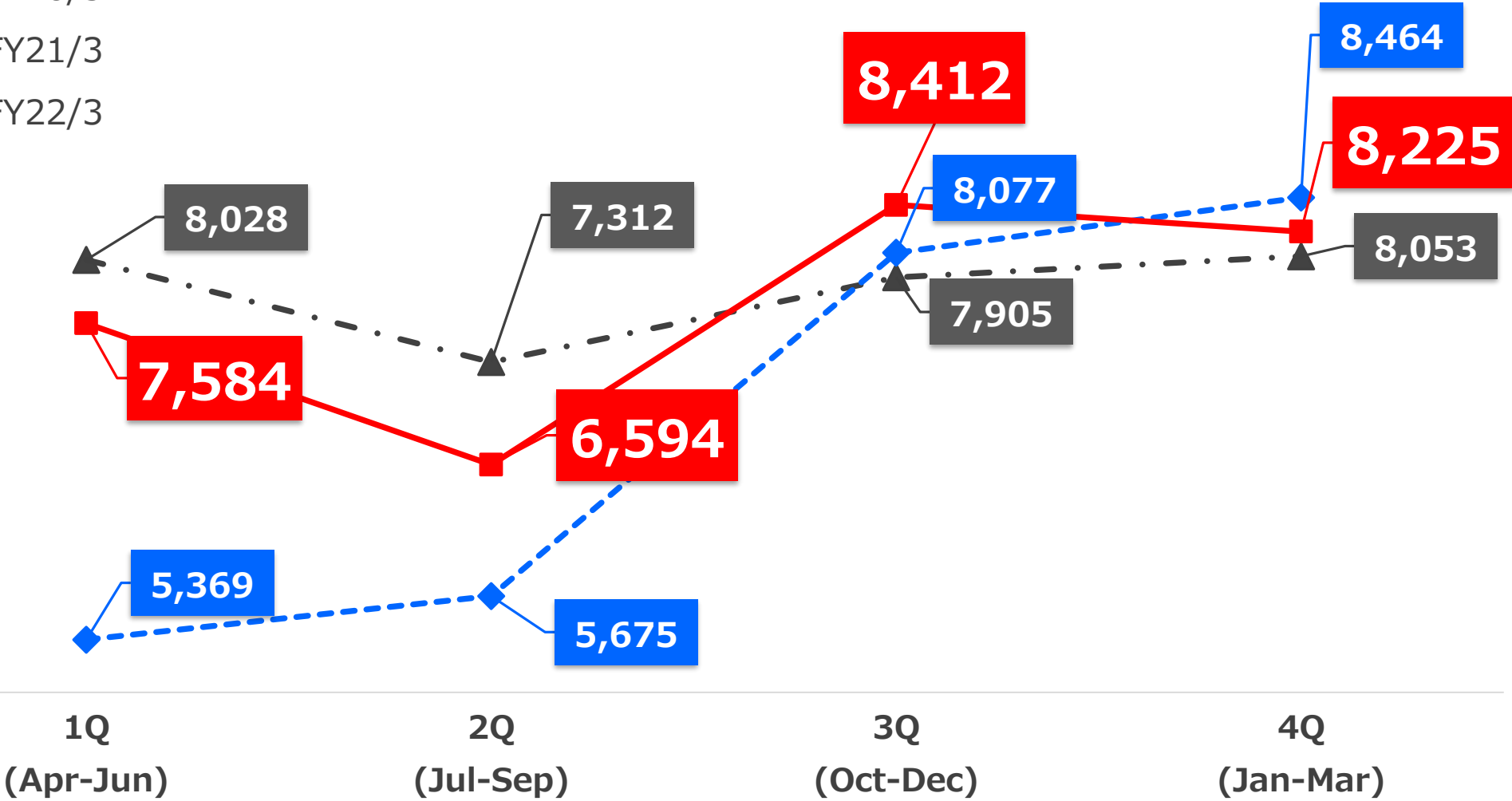


# ABC TV Spot Revenue (Quarterly Performance)



(Millions of yen)

- ▲ FY20/3
- ◆ FY21/3
- FY22/3



# Spot Revenue of TV Business (By Top 20 Industries)

		April 2020-March 2021		April 2021-March 2022	
Rank	Industry	YoY	Composition rate	YoY	Composition rate
1	Transportation/ Leisure/ Food Services / Services	70.9%	9.8%	124.3%	10.9%
2	Foods	89.4%	10.1%	105.3%	9.5%
3	Information/Communications	90.0%	8.2%	126.3%	9.3%
4	Beverages/Liquors	92.7%	7.5%	120.9%	8.1%
5	Pharmaceuticals/Medical Supplies	88.6%	8.0%	102.9%	7.4%
6	Home Electric Appliances / Computer	88.2%	6.0%	131.2%	7.1%
7	Hobby (Movie/Game/Music etc.)	96.0%	5.5%	121.5%	6.0%
8	Finance	81.1%	6.1%	100.5%	5.5%
9	Cosmetics/Toiletries	91.4%	5.6%	108.7%	5.5%
10	Automobiles	83.6%	6.9%	87.5%	5.4%
11	Government/Political Organization	102.4%	3.8%	119.7%	4.1%
12	Publications	93.5%	3.2%	133.4%	3.8%
13	Housing/Real Estate/Construction	77.2%	3.4%	119.8%	3.7%
14	Mail Order Sales	203.8%	3.6%	78.5%	2.5%
15	Household Products	127.6%	2.1%	128.3%	2.4%
16	Fashion (Apparel/Jewelry etc.)	78.5%	2.6%	101.2%	2.4%
17	Energy/Machines/Materials	102.4%	2.9%	76.5%	2.0%
18	Distribution	92.8%	1.8%	101.3%	1.6%
19	Various Organizations (Law Office etc.)	54.2%	1.3%	125.0%	1.4%
20	Logistics Services/Businesses/Events	67.5%	1.3%	106.1%	1.3%
21	Others	105.8%	0.2%	112.1%	0.2%
Total			100.0%		100.0%

\*Year-on-year comparisons

# Television Viewer Ratings in Kansai Region for April 2021- March 2022\* [ Individual (ALL) ]

(\*March 29, 2021 to April 3, 2022)

(Source: Video Research)

	All Day (6:00-24:00)	Golden Time (19:00-22:00)	Prime Time (19:00-23:00)	Prime 2 (23:00-25:00)
<b>1</b>	YTV 4.1%	YTV 6.5%	YTV 6.2%	YTV 3.4%
<b>2</b>	<b>ABC</b> ·KTV <b>3.8%</b> (-0.2)	NHK 6.0%	<b>ABC</b> <b>6.1%</b> (-0.5)	<b>ABC</b> <b>2.9%</b> (-0.3)
<b>3</b>	* * * * * *	<b>ABC</b> <b>5.9%</b> (-0.4)	KTV 5.6%	KTV 2.6%
<b>4</b>	NHK·MBS 3.1%	KTV 5.7%	NHK 5.1%	MBS 2.5%
<b>5</b>	* * * * * *	MBS 4.9%	MBS 4.9%	NHK 1.3%

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

\* Figures in parentheses represent the company's year-on-year change.

# Television Viewer Ratings in Kansai Region for April 2021- March 2022\* [Household]

(\*March 29, 2021 to April 3, 2022)

(Source: Video Research)

	All Day (6:00-24:00)	Golden Time (19:00-22:00)	Prime Time (19:00-23:00)	Prime 2 (23:00-25:00)
1	YTV 7.4%	NHK 10.4%	<b>ABC</b> <b>10.6% (-0.8)</b>	YTV 6.4%
2	<b>ABC</b> <b>7.0% (-0.5)</b>	YTV 10.3%	YTV 10.1%	<b>ABC</b> <b>5.5% (-0.5)</b>
3	KTV 6.9%	<b>ABC</b> <b>10.1% (-0.7)</b>	KTV 9.1%	KTV 4.9%
4	NHK 5.8%	KTV 9.1%	NHK 9.0%	MBS 4.7%
5	MBS 5.7%	MBS 8.1%	MBS 8.2%	NHK 2.6%

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

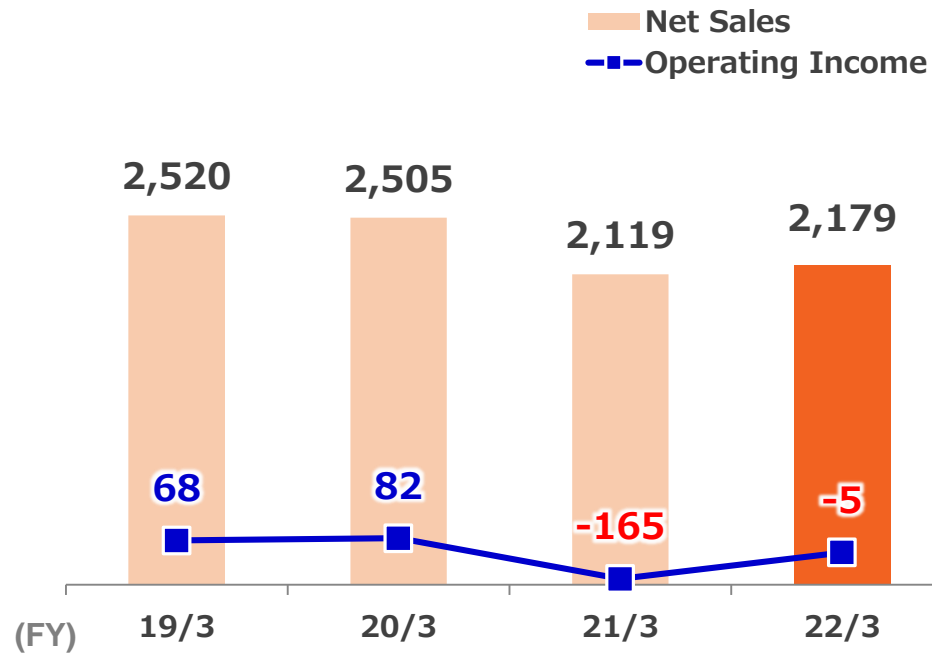
\* Figures in parentheses represent the company's year-on-year change.

# Major Group Companies① <Broadcasting Business>

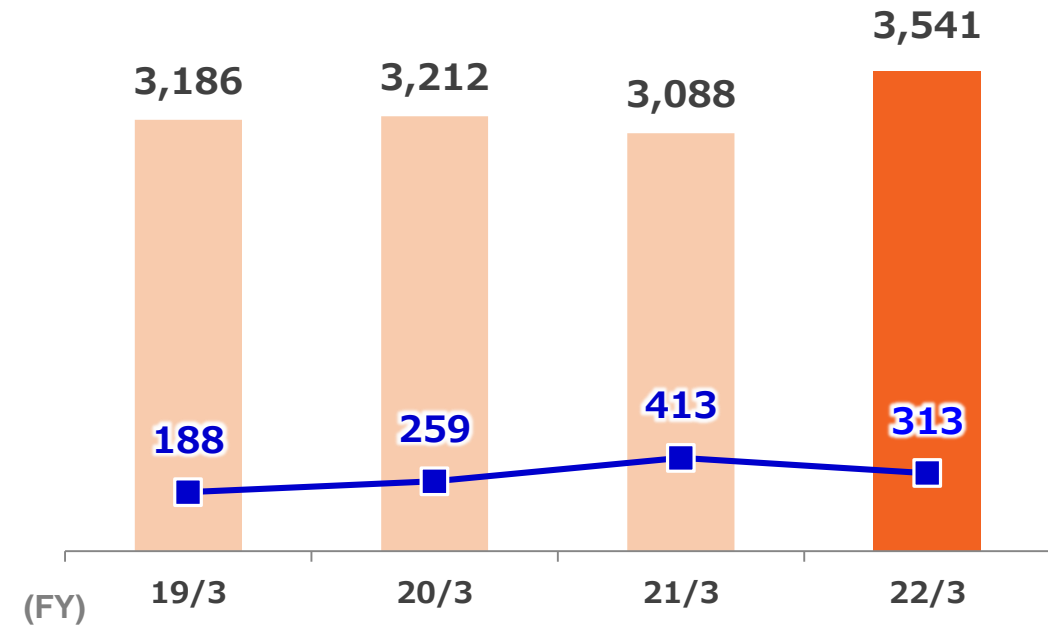


(Millions of yen)

## ABC Radio



## sky-A (CS broadcasting)



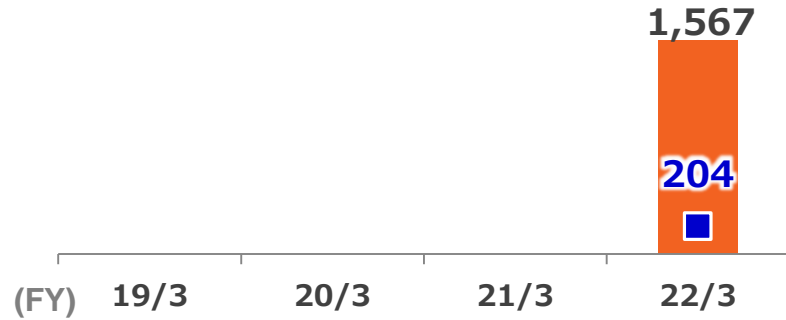
# Major Group Companies② <Content Business>



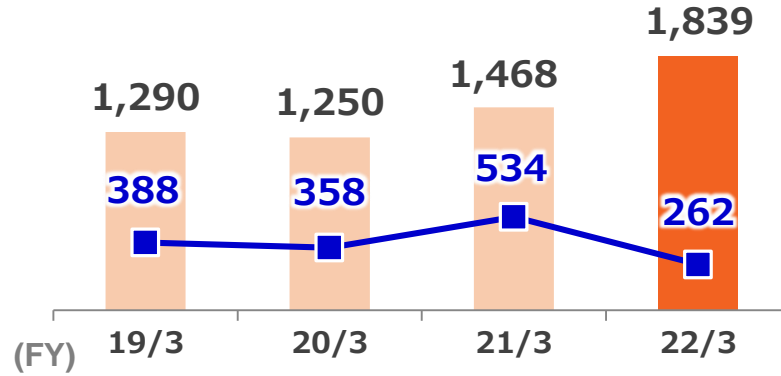
(Millions of yen)

## ABC FRONTIER

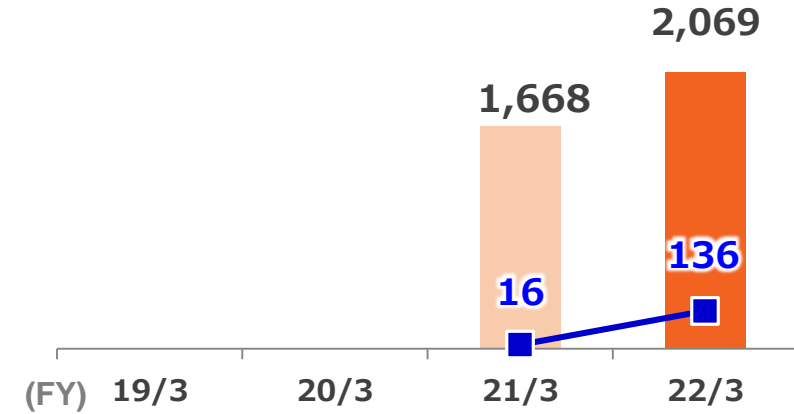
ABC FRONTIER split off subsidiary ABC Animation in FY22/3. No figures are available for ABC FRONTIER for FY21/3 or earlier.



## ABC Animation



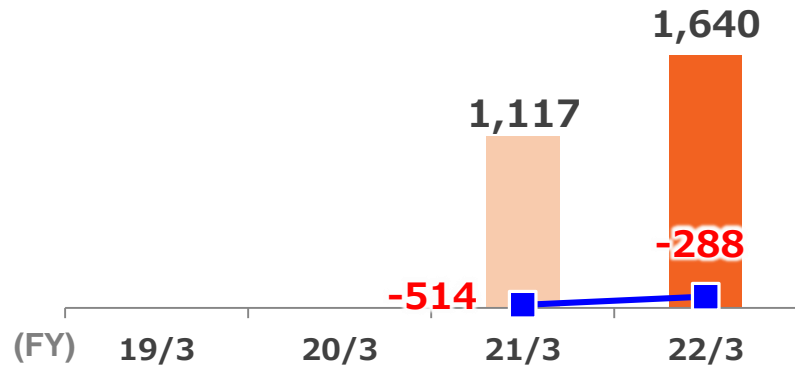
## MASH



## DLE Group

(Consolidation including DLE, Churapps, AMIDUS., etc.)

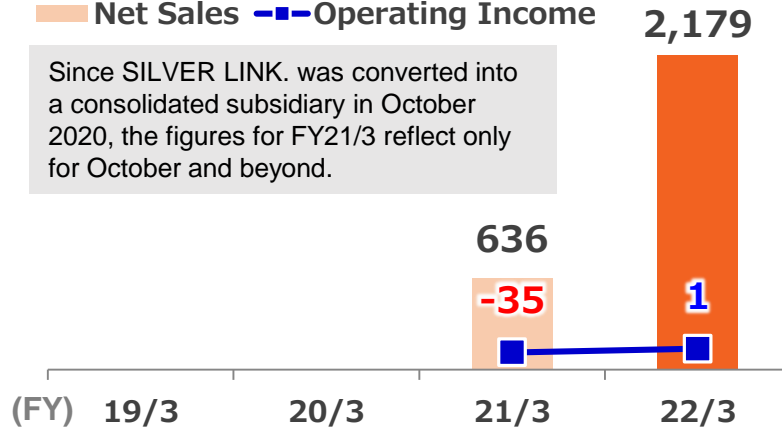
Excerpts from the DLE financial results. DLE's consolidated financial results including non-consolidated subsidiaries of ABC Group (AMIDUS., etc.)



## SILVER LINK.

Net Sales — Operating Income

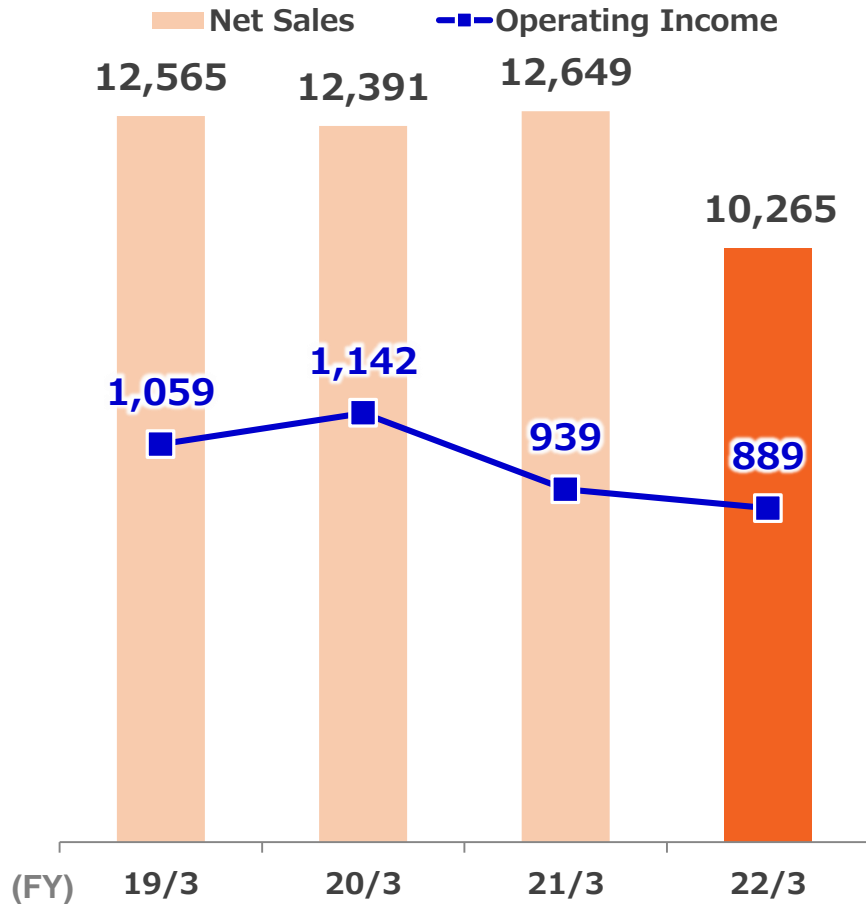
Since SILVER LINK. was converted into a consolidated subsidiary in October 2020, the figures for FY21/3 reflect only for October and beyond.



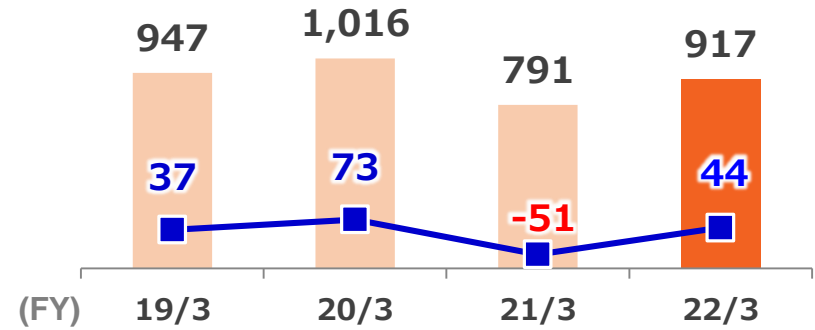
# Major Group Companies③ <Lifestyle Business>

(Millions of yen)

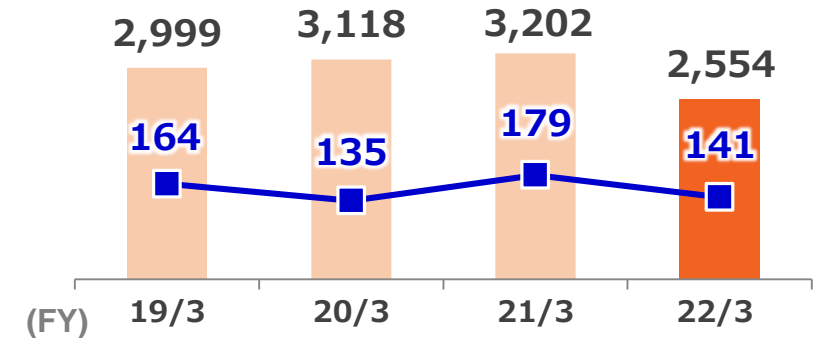
## ABC Development



## ABC GOLF CLUB



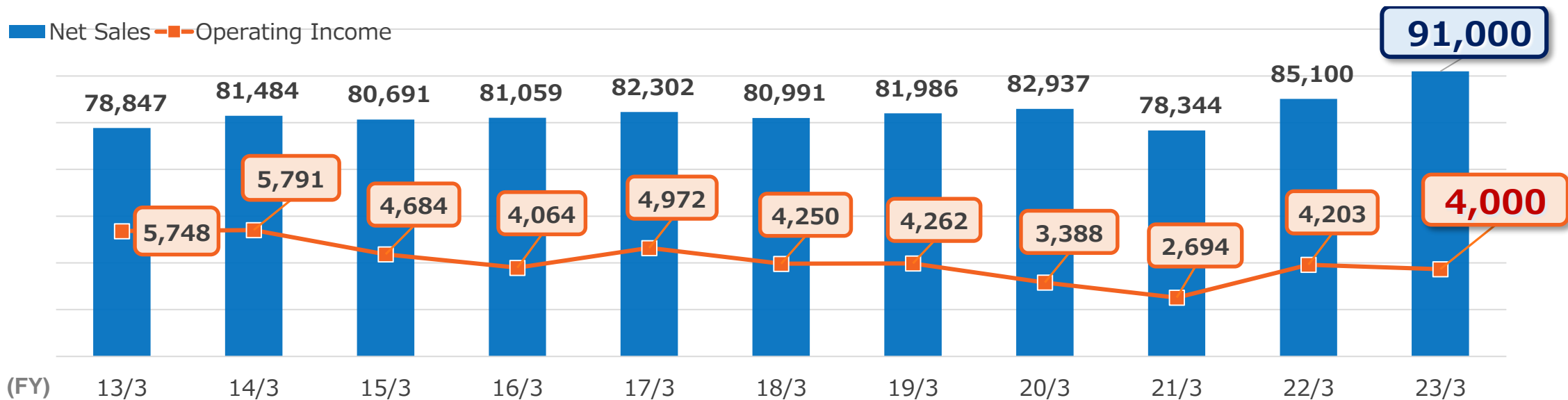
## ABC Media Communications



# FY23/3 Consolidated Financial Results Forecasts

(Millions of yen)

	FY22/3 (actual)	FY23/3	YoY	% Change
Net Sales	85,100	<b>91,000</b>	5,899	6.9%
Operating Income	4,203	<b>4,000</b>	-203	-4.8%
Ordinary Income	4,792	<b>4,500</b>	-292	-6.1%
Profit Attributable to Owners of Parent	2,671	<b>2,900</b>	228	8.6%





# FY23/3 Financial Results Forecasts by Segment

(Millions of yen)



Net Sales		FY22/3 (actual)	FY23/3	YoY	% Change
Broadcasting and Content		71,348	75,200	3,851	5.4%
By business	Broadcasting	56,130	56,400	269	0.5%
	Content	15,170	18,500	3,329	21.9%
	Other	47	300	252	529.5%
Lifestyle		13,751	15,800	2,048	14.9%
By business	Housing	9,825	9,800	-25	-0.3%
	Golf	854	900	45	5.4%
	At-home shopping	2,694	4,500	1,805	67.0%
	Other	377	600	222	59.0%
Operating Income		FY22/3 (actual)	FY23/3	YoY	% Change
Broadcasting and Content		3,654	3,300	-354	-9.7%
Lifestyle		874	1,000	125	14.4%
Adjustments		-325	-300	25	-

# ABC TV Results Forecasts

(Millions of yen)

	FY22/3 (actual)	FY23/3	YoY	% Change
Net Sales	55,812	<b>57,050</b>	1,237	2.2%
Operating Expenses	52,879	<b>54,550</b>	1,670	3.2%
Operating Income	2,933	<b>2,500</b>	-433	-14.8%
Ordinary Income	3,057	<b>2,900</b>	-157	-5.1%

	FY22/3 (actual)	FY23/3	YoY	% Change
Program Expenses	15,361	<b>15,500</b>	138	0.9%

# FY23/3 ABC TV Revenue Forecasts

(Millions of yen)

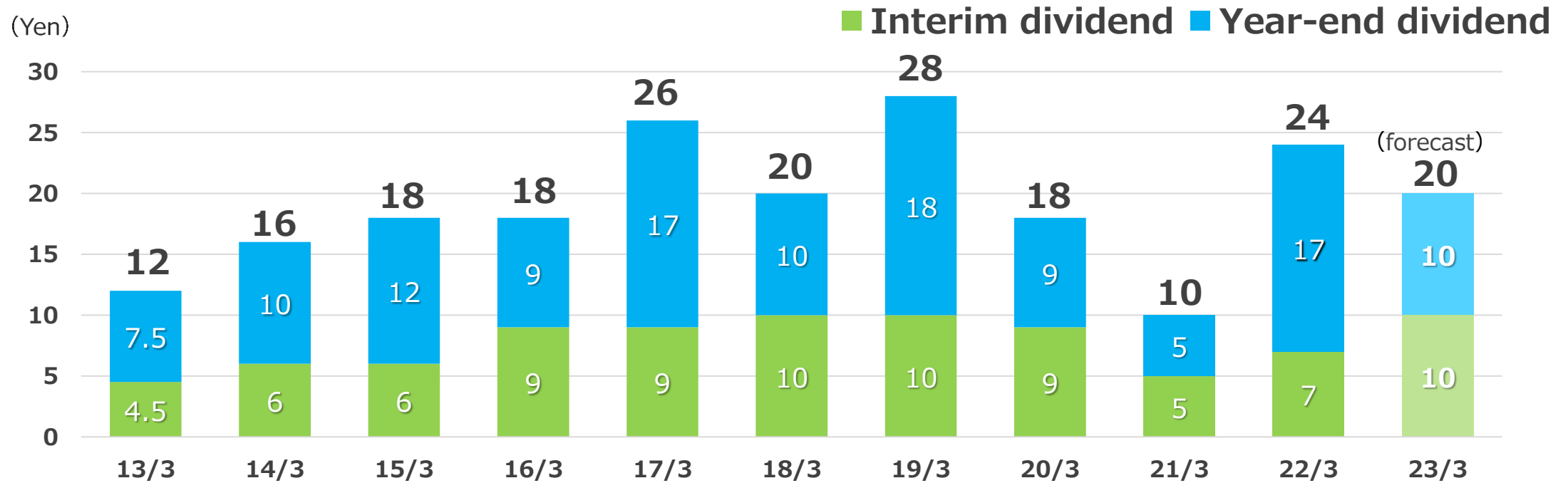
		FY22/3 (actual)	FY23/3	YoY	% Change
<b>Broadcasting Business Revenue</b>		<b>50,502</b>	<b>50,100</b>	<b>-402</b>	<b>-0.8%</b>
Details	Spot	30,817	30,800	-17	-0.1%
	Network	13,018	12,220	-798	-6.1%
	Local	5,527	5,850	322	5.8%
	TV Program Streaming (TVer etc.)	502	600	97	19.3%
<b>Content Business Revenue</b>		<b>4,980</b>	<b>6,530</b>	<b>1,549</b>	<b>31.1%</b>

# Capital Investments/Depreciation and Amortization

(Billions of yen)

	FY21/3		FY22/3		FY23/3 (forecasts)	
	Consolidated	ABC TV	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	5.1	0.4	8.4	6.5	8.3	2.5
Depreciation and Amortization	3.0	1.4	3.2	1.5	4.0	1.9

# Dividends



Regarding shareholder returns, we will make determinations on dividend payment in a consistent, stable, and flexible manner, after comprehensive consideration of the balance between strengthening and maintaining our financial position and investing toward improved corporate value and toward our growth strategies. We maintain a target consolidated dividend payout ratio of 30%.

For the fiscal year ending March 31, 2022, we will maintain the year-end dividend of 17 yen per share announced in February, for an annual dividend of 24 yen per share. For the fiscal year ending March 31, 2023, we forecast an annual dividend of 20 yen per share, with both interim and year-end dividends of 10 yen per share.

# **Asahi Broadcasting Group 2021–2025 Medium-Term Management Strategy NEW HOPE Rolling Plan 2022**

**Asahi Broadcasting Group Holdings Corporation**

# Priority Targets (Quantitative Targets)

## Three-Year Financial Plan (as of May 2021)

	FY2021		FY2022		FY2023	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Consolidated Group	82,000	2,300	88,000	3,000	92,000	4,500

(Millions of yen)

...

FY2025	
Net Sales	Operating Income
100,000	5,700



## Financial Plan by 2025

	FY2021 (actual)		FY2022		FY2023		FY2024		FY2025	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Consolidated Group	85,100	4,203	91,000	4,000	94,000	4,500	97,000	5,000	100,000	5,700



# Priority Targets (Quantitative Targets by Segment)

## Three-Year Financial Plan (as of May 2021)

(Millions of yen)

▼ By reportable segment	FY2021		FY2022		FY2023	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Broadcasting and Content	67,800	1,700	72,000	1,800	75,000	3,200
Lifestyle	14,200	900	16,000	1,500	17,000	1,600

...

FY2025
Net Sales
81,000
19,000



## Financial Plan by 2025

▼ By reportable segment	FY2021 (actual)		FY2022		FY2023		FY2024		FY2025	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Broadcasting and Content	71,348	3,654	75,200	3,300	77,000	3,200	79,300	3,600	81,000	3,800
Lifestyle	13,751	874	15,800	1,000	17,000	1,600	17,700	1,700	19,000	2,200



The financial results forecasts in the period in this presentation are determined on the information available at the moment. As a result, the information contains inherent risks and uncertainties. The outlook may significantly change due to external factors such as domestic and overseas economic trends in the future, as well as the range of COVID-19 impact. Should any event arise that affects the financial results of the Group, the Company will promptly announce it.

**Corporate Information Website**



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

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