

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# Asahi Broadcasting Group Holdings Corporation

## Earnings Reference for the Third Quarter of Fiscal 2022

(For the fiscal year ending March 31, 2023)

February 13, 2023

A large blue sign with the white letters "ABC" and a white arrow pointing to the right, mounted on a building facade.

ABC Hall  
River Deck →

The ABC logo, consisting of the letters "ABC" in white on an orange rectangular background, with a white arrow pointing to the right.

Securities Code: 9405

# Consolidated Results

(Millions of yen)

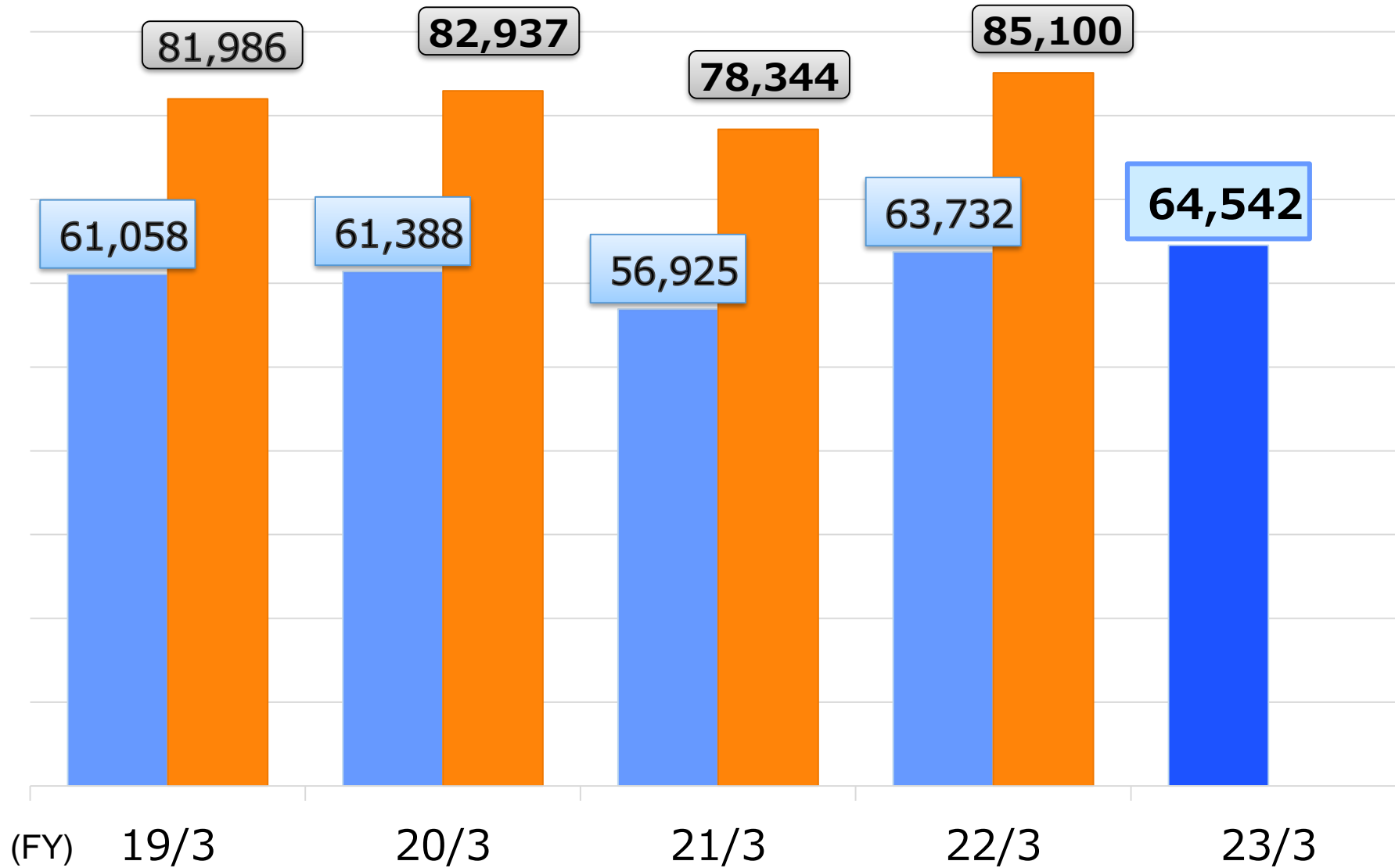
		FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
<b>Net Sales</b>		<b>63,732</b>	<b>64,542</b>	<b>809</b>	<b>1.3%</b>
Operating Expenses		60,245	62,785	2,540	4.2%
Details	Cost of Sales	41,873	43,375	1,502	3.6%
	Selling, General and Administrative Expenses	18,372	19,410	1,037	5.6%
<b>Operating Income</b>		<b>3,487</b>	<b>1,756</b>	<b>-1,730</b>	<b>-49.6%</b>
Ordinary Income		4,084	2,087	-1,997	-48.9%
Profit Attributable to Owners of Parent		2,815	1,307	-1,508	-53.6%

(Note) FY23/3 refers to the fiscal year ending March 31, 2023 and all other fiscal years are referred to in the same manner.

# Five-Year Net Sales (Consolidated)

(Millions of yen)

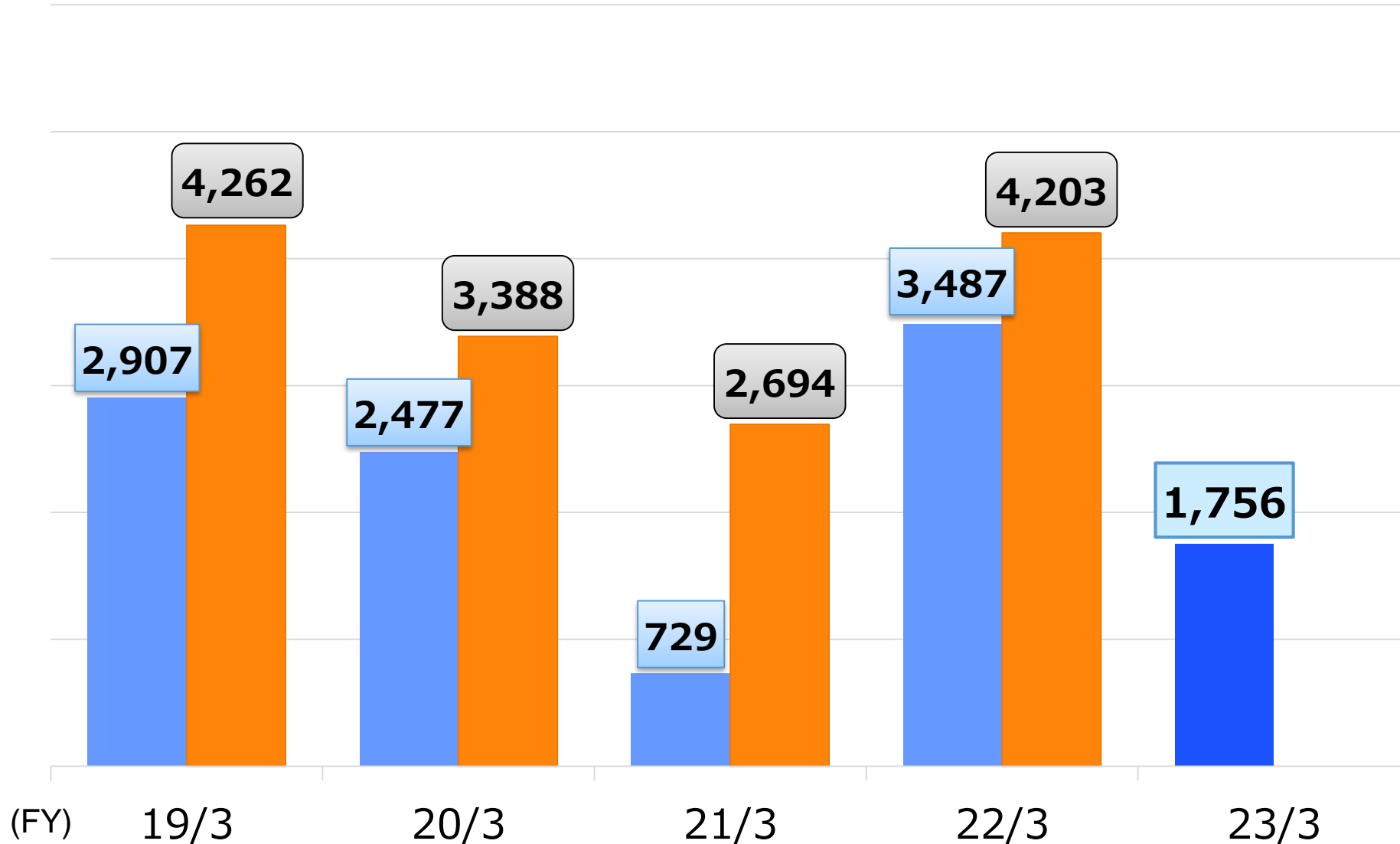
■ 3Q ■ Full Fiscal Year



# Five-Year Operating Income (Consolidated)

(Millions of yen)

■ 3Q ■ Full Fiscal Year



# Results by Segment

(Millions of yen)

Net Sales		FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
Broadcasting and Content		53,318	53,822	503	0.9%
By business	Broadcasting	41,596	41,318	-277	-0.7%
	Content	11,688	12,442	754	6.5%
	Other	34	61	27	79.3%
Lifestyle		10,413	10,719	305	2.9%
By business	Housing	7,537	7,366	-170	-2.3%
	Golf	674	746	72	10.7%
	At-home shopping	1,872	2,284	412	22.0%
	Other	328	321	-7	-2.2%
Operating Income		FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
Broadcasting and Content		2,900	1,575	-1,324	-45.7%
Lifestyle		808	499	-308	-38.2%
Adjustments		-220	-318	-97	-



# ABC TV Results

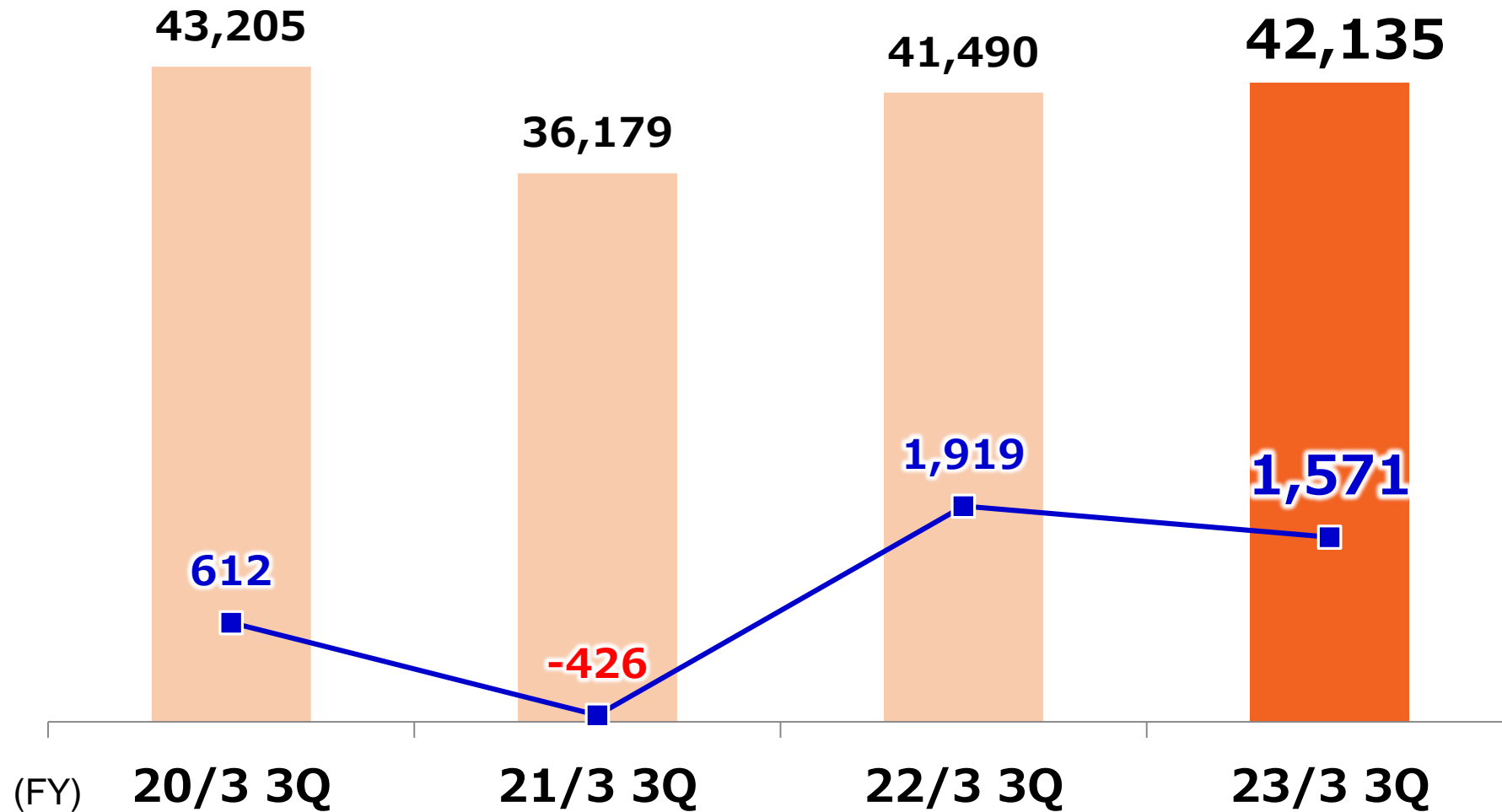
(Millions of yen)

		FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
Net Sales		41,490	<b>42,135</b>	645	1.6%
Operating Expenses		39,570	<b>40,564</b>	993	2.5%
Details	Cost of Sales	24,872	<b>25,484</b>	611	2.5%
	Selling, General and Administrative Expenses	14,697	<b>15,079</b>	382	2.6%
Operating Income		1,919	<b>1,571</b>	-347	-18.1%
Ordinary Income		2,033	<b>1,912</b>	-121	-6.0%
Profit		1,308	<b>1,187</b>	-121	-9.3%
		FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
Program Expenses		11,616	<b>11,603</b>	-13	-0.1%

# Trends of ABC TV Results

(Millions of yen)

Net Sales Operating Income



# Details of ABC TV Revenue

(Millions of yen)

	FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	YoY	% Change
<b>Broadcasting Revenue</b>	37,310	<b>36,690</b>	-619	-1.7%
<b>Content Revenue</b>	3,935	<b>5,223</b>	1,288	32.7%
<b>Other Revenue</b>	244	<b>221</b>	-22	-9.2%

## ■ Broadcasting Revenue

※ Recorded in the broadcasting business in the consolidated financial results

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

## ■ Content Revenue

※ Recorded in the content business in the consolidated financial results

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)



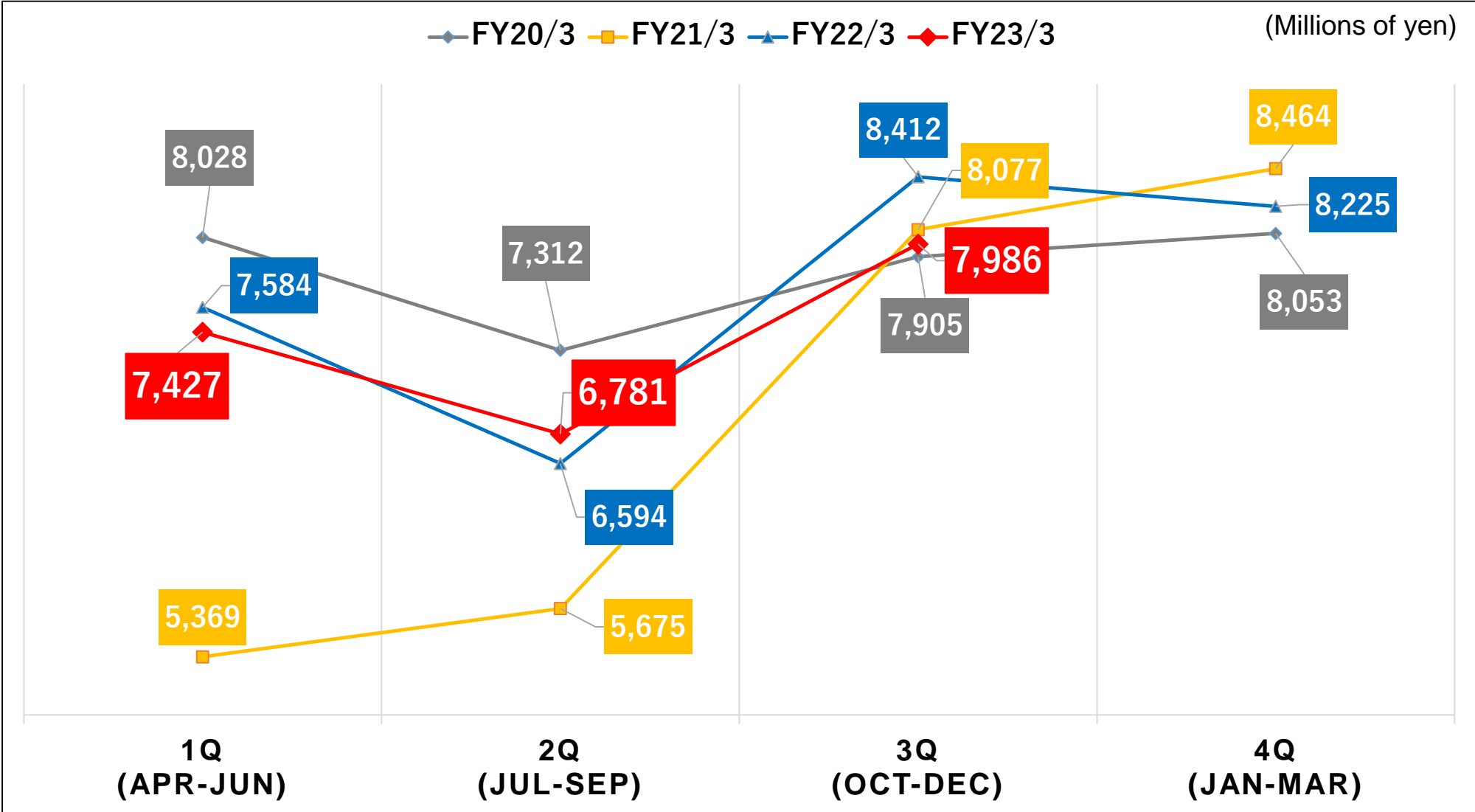
# Trends of ABC TV Major Broadcasting Revenues

(Millions of yen)

	<b>FY20/3 3Q</b> (Apr-Dec 2019)	<b>FY21/3 3Q</b> (Apr-Dec 2020)	<b>FY22/3 3Q</b> (Apr-Dec 2021)	<b>FY23/3 3Q</b> (Apr-Dec 2022)
<b>Spot</b>	23,245	19,122	22,591	<b>22,194</b>
<b>Network (Time)</b>	10,536	9,624	9,620*	<b>9,101*</b>
<b>Local (Time)</b>	4,782	4,093	4,258	<b>4,386</b>
<b>TV Program Streaming (TVer, etc.)</b>	121	185	373	<b>493</b>

\* Network (Time) revenues for FY22/3 and thereafter are affected by applying to the Revenue Recognition Accounting Standard.

# ABC TV Spot Revenue (Quarterly Performance)



# ABC TV Spot Revenue (By Top 20 Industries)



Industry	Oct to Dec 2021		Oct to Dec 2022	
	YoY	Composition rate	YoY	Composition rate
Transportation/ Leisure/ Food Services/ Services	106.5%	10.0%	112.0%	11.7%
Foods	110.5%	10.9%	93.7%	10.8%
Information/ Communications	131.3%	9.7%	85.0%	8.7%
Pharmaceuticals/ Medical Supplies	98.2%	9.5%	79.5%	8.0%
Home Electric Appliances/ Computer	112.5%	7.4%	93.9%	7.4%
Hobbies (Movie/ Game/ Music etc.)	99.4%	6.3%	95.7%	6.3%
Finance	103.9%	4.8%	111.0%	5.6%
Beverages/ Liquors	101.6%	6.4%	78.3%	5.3%
Cosmetics/ Toiletries	97.6%	6.6%	75.1%	5.3%
Automobiles	62.4%	4.7%	100.1%	5.0%
Government/ Political Organization	163.7%	3.2%	114.3%	3.8%
Publications	130.5%	2.3%	128.4%	3.2%
Energy/ Machines/ Materials	90.5%	2.5%	118.2%	3.1%
Fashion (Apparel/ Jewelry etc.)	109.0%	2.7%	103.6%	2.9%
Household Products	108.9%	3.1%	89.4%	2.9%
Housing/ Real Estate/ Construction	140.2%	3.0%	89.1%	2.8%
Distribution	80.6%	1.7%	142.9%	2.5%
Mail Order Sales	77.4%	2.3%	83.0%	2.0%
Various Organizations (Law Office etc.)	138.8%	1.2%	120.4%	1.5%
Logistics Services/ Businesses/ Events	99.6%	1.3%	65.0%	0.9%
Others	118.7%	0.4%	84.4%	0.3%
Total		100%		100%

# Television Viewer Ratings in Kansai Region for Apr-Dec 2022\*



## [ Individual (ALL) ]

(\*April 4, 2022 to January 1, 2023)

(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 3.8%	YTV 6.3%	YTV 6.0%	YTV 3.2%
<b>2</b>	<b>ABC</b> <b>3.5%</b> (-0.3)	<b>ABC</b> <b>5.6%</b> (-0.3)	<b>ABC</b> <b>5.7%</b> (-0.4)	<b>ABC</b> <b>2.8%</b> (-0.1)
<b>3</b>	KTV 3.3%	KTV 5.1%	KTV 5.0%	KTV 2.4%
<b>4</b>	MBS 2.9%	NHK 4.8%	MBS 4.6%	MBS 2.3%
<b>5</b>	NHK 2.6%	MBS 4.7%	NHK 4.2%	NHK 1.1%

■ 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 Year 2022\*

## [ Individual (ALL) ]

(\*January 3, 2022 to January 1, 2023)

(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 3.8%	YTV 6.4%	YTV 6.1%	YTV 3.2%
2	<b>ABC</b> <b>3.6%</b> (-0.2)	<b>ABC</b> <b>5.7%</b> (-0.3)	<b>ABC</b> <b>5.8%</b> (-0.4)	<b>ABC</b> <b>2.8%</b> (-0.1)
3	KTV 3.4%	KTV 5.2%	KTV 5.2%	KTV 2.5%
4	MBS 3.0%	NHK 5.1%	MBS 4.7%	MBS 2.4%
5	NHK 2.8%	MBS 4.7%	NHK 4.4%	NHK 1.2%

■ 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 Apr-Dec 2022\* [Household]



(\*April 4, 2022 to January 1, 2023)

(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 6.7%	YTV 9.8%	<b>ABC</b> 9.7% (-0.9)	YTV 5.9%
2	<b>ABC</b> 6.4% (-0.6)	<b>ABC</b> 9.4% (-0.8)	YTV 9.6%	<b>ABC</b> 5.2% (-0.3)
3	KTV 5.7%	NHK 8.5%	KTV 8.1%	MBS・KTV 4.4%
4	MBS 5.3%	KTV 8.0%	MBS・NHK 7.5%	* * * * * *
5	NHK 4.9%	MBS 7.6%	* * * * * *	NHK 2.3%

■ 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 Year 2022\* [Household]

(\*January 3, 2022 to January 1, 2023)

(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 6.8%	YTV 10.0%	<b>ABC</b> <b>9.9% (-0.8)</b>	YTV 5.9%
<b>2</b>	<b>ABC</b> <b>6.5% (-0.5)</b>	<b>ABC</b> <b>9.5% (-0.7)</b>	YTV 9.7%	<b>ABC</b> <b>5.2% (-0.4)</b>
<b>3</b>	KTV 6.0%	NHK 9.0%	KTV 8.3%	KTV 4.5%
<b>4</b>	MBS 5.4%	KTV 8.2%	NHK 7.9%	MBS 4.4%
<b>5</b>	NHK 5.1%	MBS 7.7%	MBS 7.6%	NHK 2.5%

■ 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>

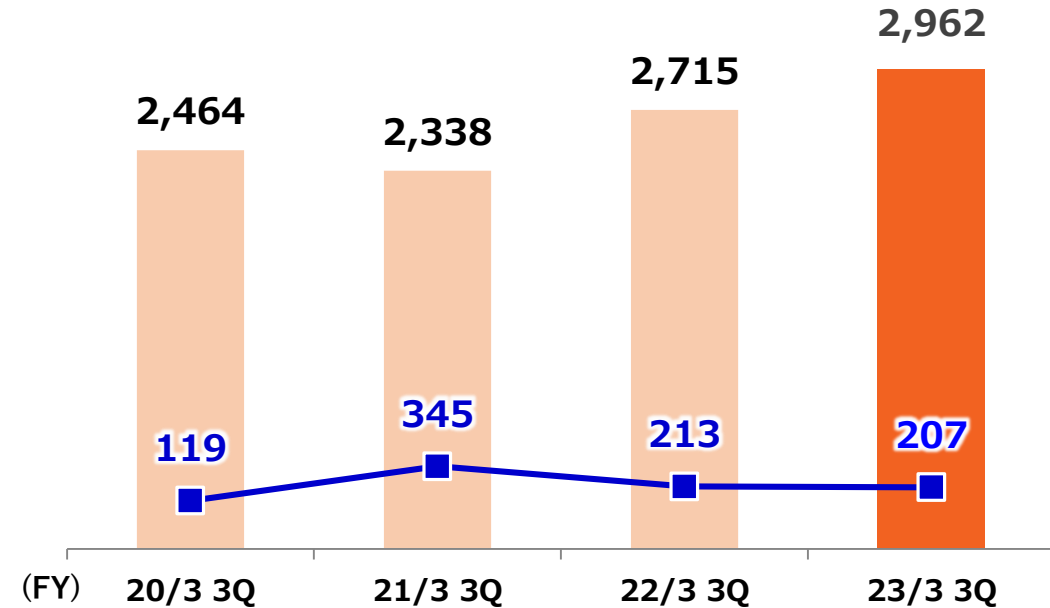
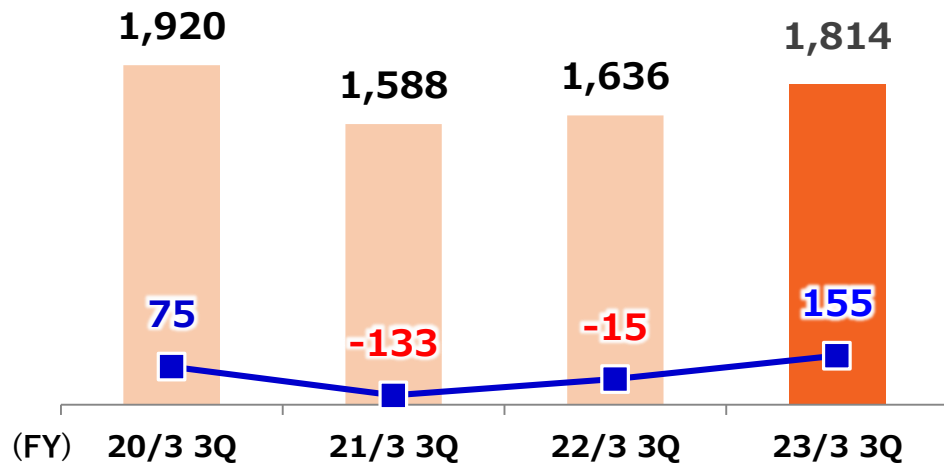


(Millions of yen)

## ABC Radio

## sky-A (CS broadcasting)

Net Sales — Operating Income

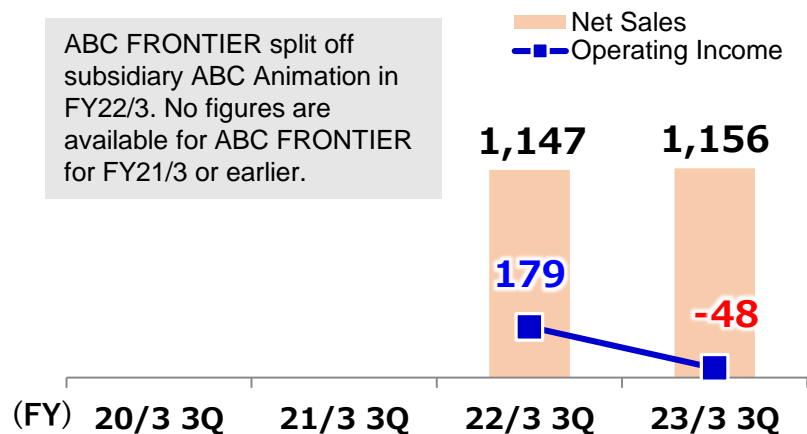


# Major Group Companies② <Content Business>

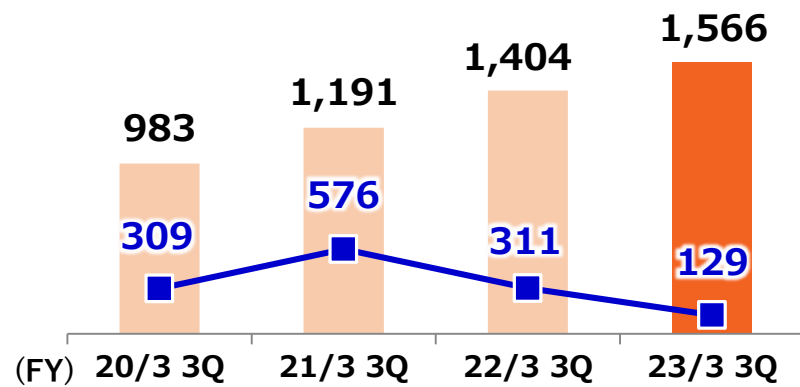
(Millions of yen)

## ABC FRONTIER

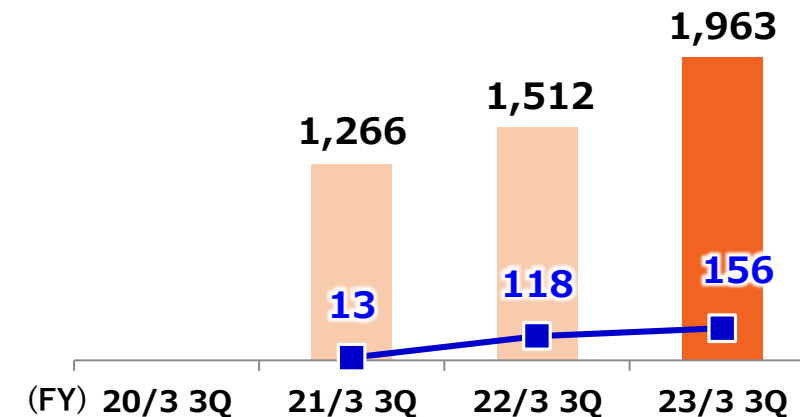
ABC FRONTIER split off subsidiary ABC Animation in FY22/3. No figures are available for ABC FRONTIER for FY21/3 or earlier.



## ABC Animation



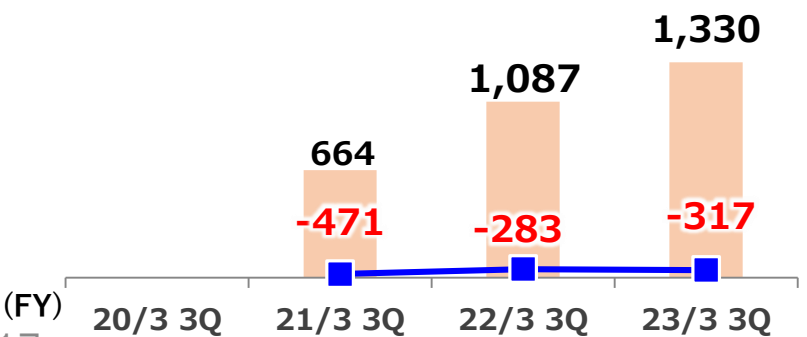
## MASH



## DLE Group

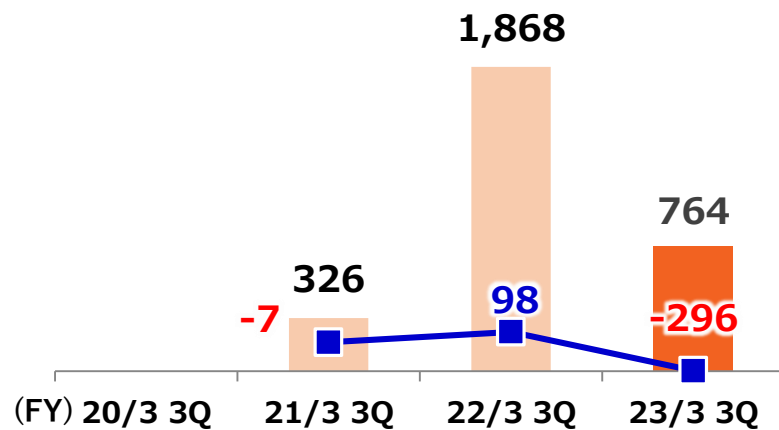
(Consolidation including DLE, Churapps, AMIDUS., etc.)

Excerpts from the DLE financial results. Please refer to the DLE financial statement for detailed information.



## SILVER LINK.

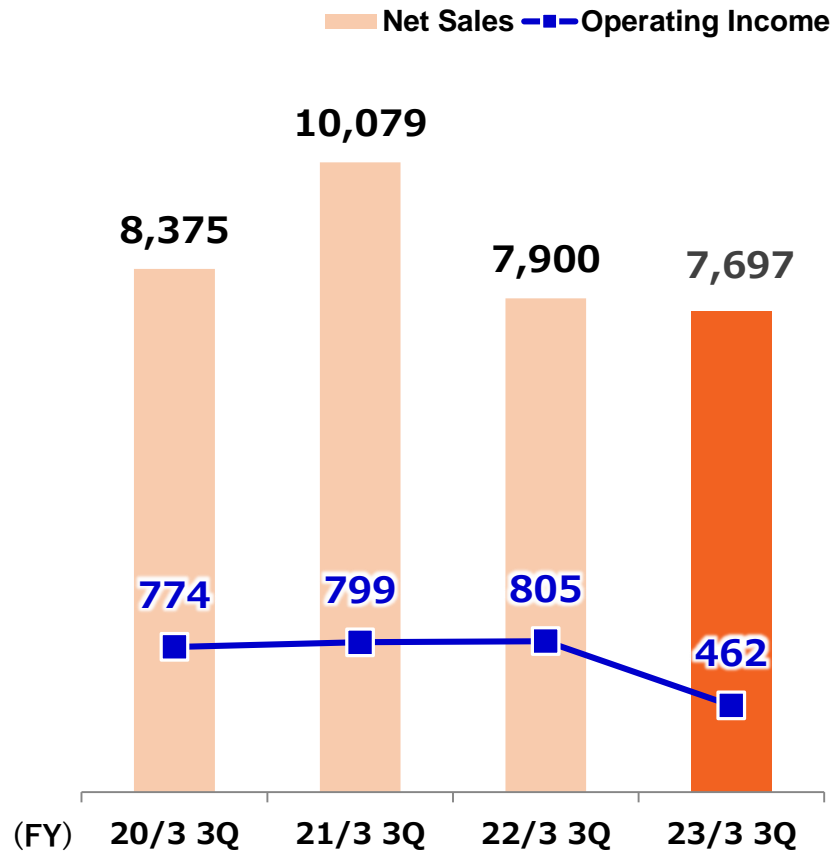
SILVER LINK. was converted into a consolidated subsidiary in October 2020.



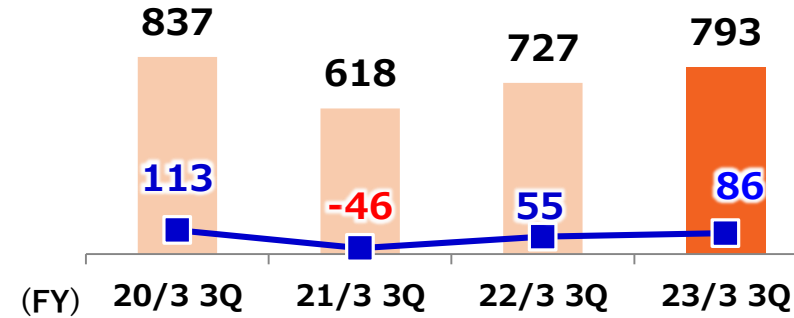
# Major Group Companies③ <Lifestyle Business>

(Millions of yen)

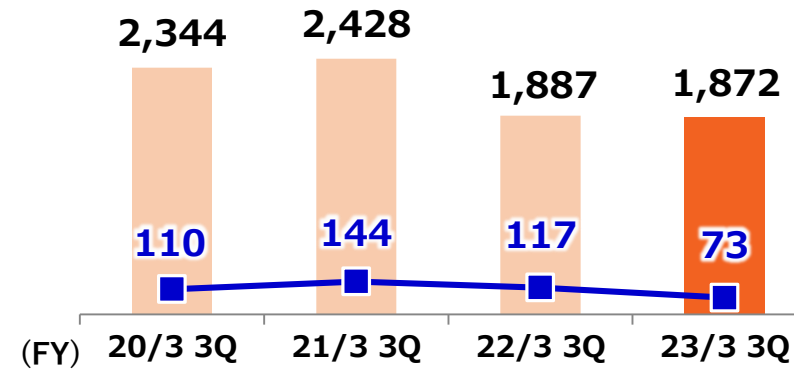
## ABC Development



## ABC GOLF CLUB



## ABC Media Communications



# FY23/3 Consolidated Financial Results Forecasts

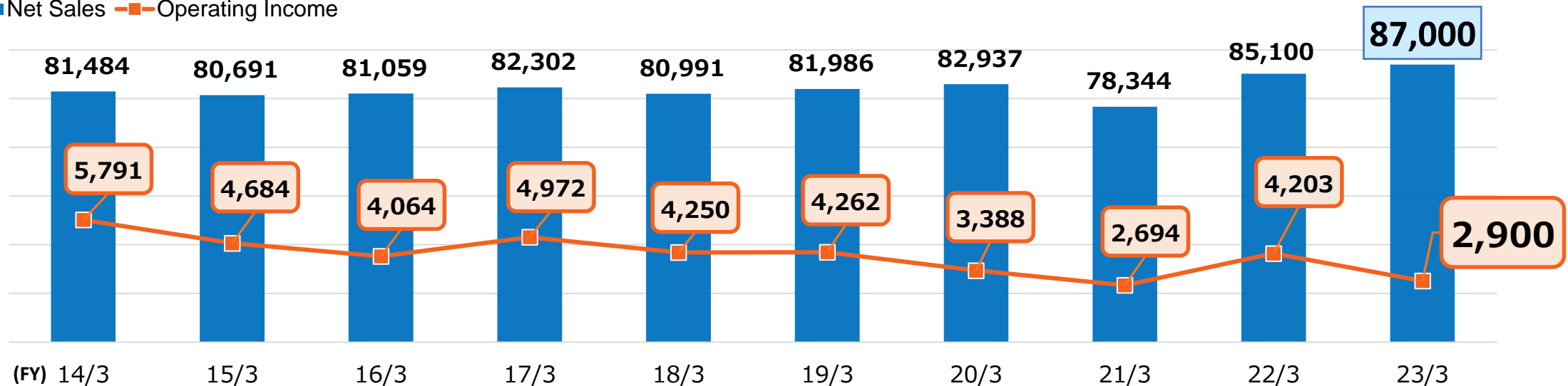


\*No change in disclosure details since November

(Millions of yen)

	FY22/3 (actual)	FY23/3	YoY	% Change
Net Sales	85,100	<b>87,000</b>	1,899	2.2%
Operating Income	4,203	<b>2,900</b>	-1,303	-31.0%
Ordinary Income	4,792	<b>3,400</b>	-1,392	-29.1%
Profit Attributable to Owners of Parent	2,671	<b>2,200</b>	-471	-17.6%

■ Net Sales ■ Operating Income



# Financial Results Forecasts by Segment

\*No change in disclosure details since November

(Millions of yen)

Net Sales		FY22/3 (actual)	FY23/3 (forecast)	YoY	% Change
Broadcasting and Content		71,348	71,800	451	0.6%
By business	Broadcasting	56,130	55,400	-730	-1.3%
	Content	15,170	16,100	929	6.1%
	Other	47	300	252	530.9%
Lifestyle		13,751	15,200	1,448	10.5%
By business	Housing	9,825	9,600	-225	-2.3%
	Golf	854	900	45	5.4%
	At-home shopping	2,694	4,100	1,405	52.2%
	Other	377	600	222	59.0%
Operating Income		FY22/3 (actual)	FY23/3 (forecast)	YoY	% Change
Broadcasting and Content		3,654	2,400	-1,254	-34.3%
Lifestyle		874	800	-74	-8.5%
Adjustments		-325	-300	25	-

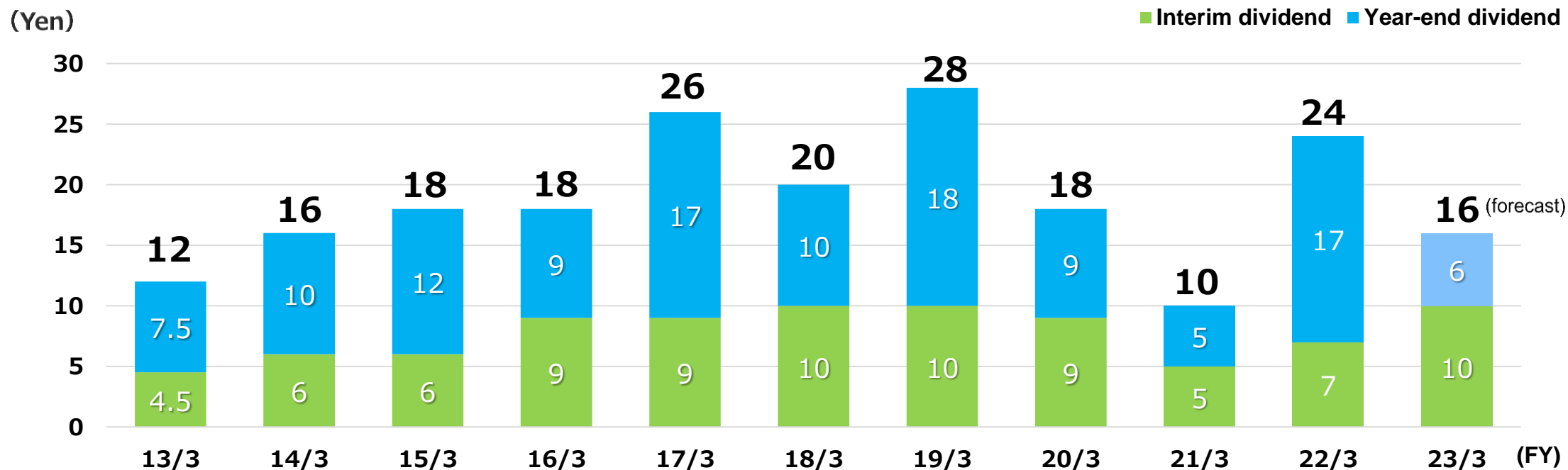


# Capital Investments/Depreciation and Amortization

	FY22/3 3Q (Apr-Dec 2021)		FY23/3 3Q (Apr-Dec 2022)	
	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	¥5.1 billion	¥4.3 billion	<b>¥4.9 billion</b>	<b>¥0.4 billion</b>
Depreciation and Amortization	¥2.4 billion	¥1.1 billion	<b>¥2.8 billion</b>	<b>¥1.3 billion</b>

(Amounts are rounded to the nearest hundred million yen.)

# 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%.

Therefore, for the fiscal year ending March 31, 2023, we expect to issue annual dividends per share of 16 yen, including an interim dividend of 10 yen and a year-end dividend of 6 yen.

# Disclaimer

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\*, corporate reports (integrated reports), and a sustainability report\* can be found on the website.  
(\*available only in Japanese)