

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

Asahi Broadcasting Group Holdings Corporation **Earnings Reference for the First Quarter** **of FISCAL 2018**

(The fiscal year ending March 31, 2019)

August 2, 2018

The ABC logo consists of the letters "ABC" in white, bold, sans-serif font, set against an orange rectangular background. A white diagonal line runs from the top right corner of the orange rectangle towards the middle of the letter "C".

ABC

Securities Code: **9405**

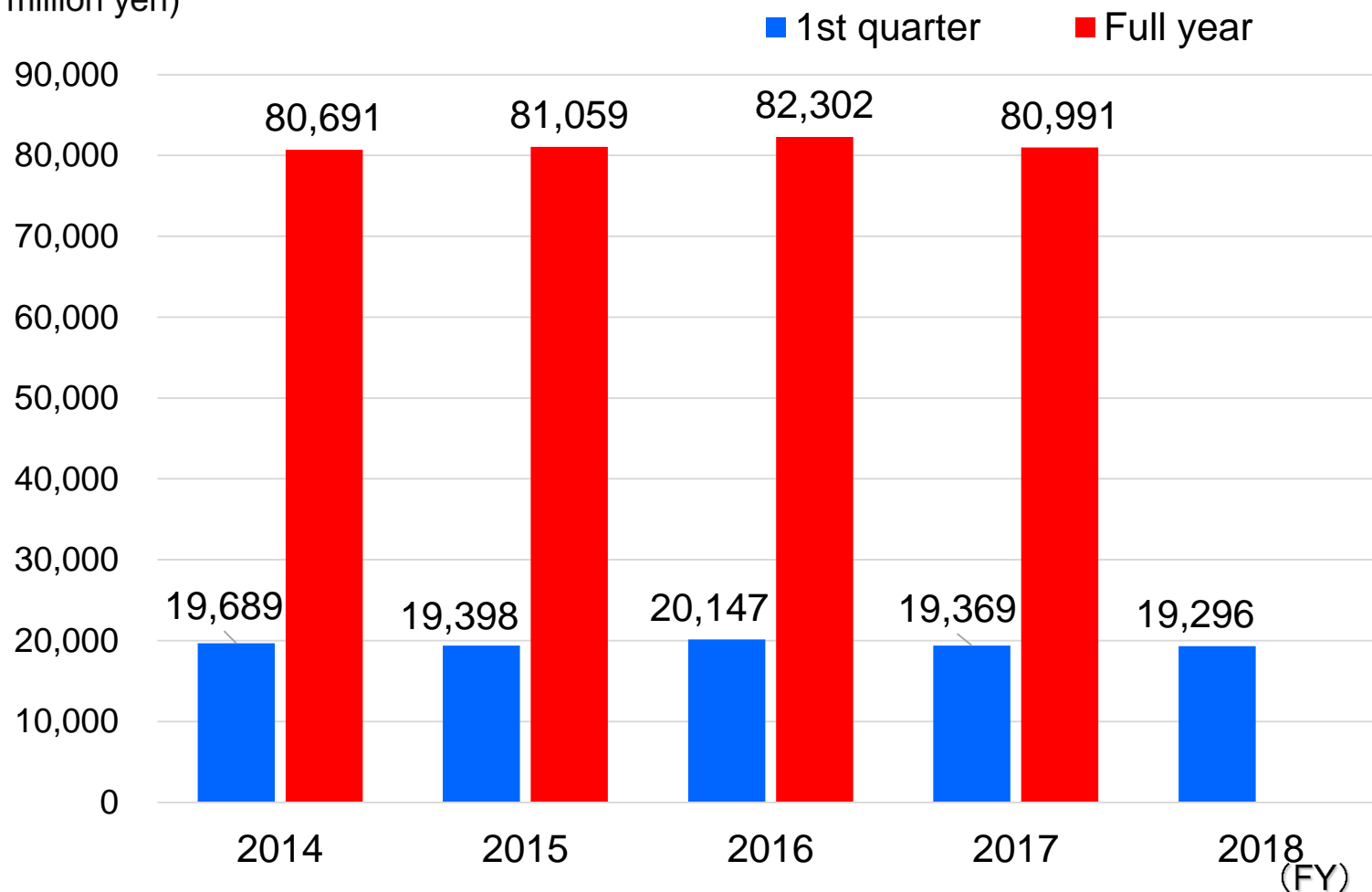
Consolidated Earnings

(in million yen)

	1Q of FY2018	1Q of FY2017	Growth	% change
Net sales	19,296	19,369	-72	-0.4%
Operating income	178	656	-478	-72.9%
Ordinary income	368	816	-448	-54.9%
Profit attributable to owners of parent	1,103	477	626	131.2%

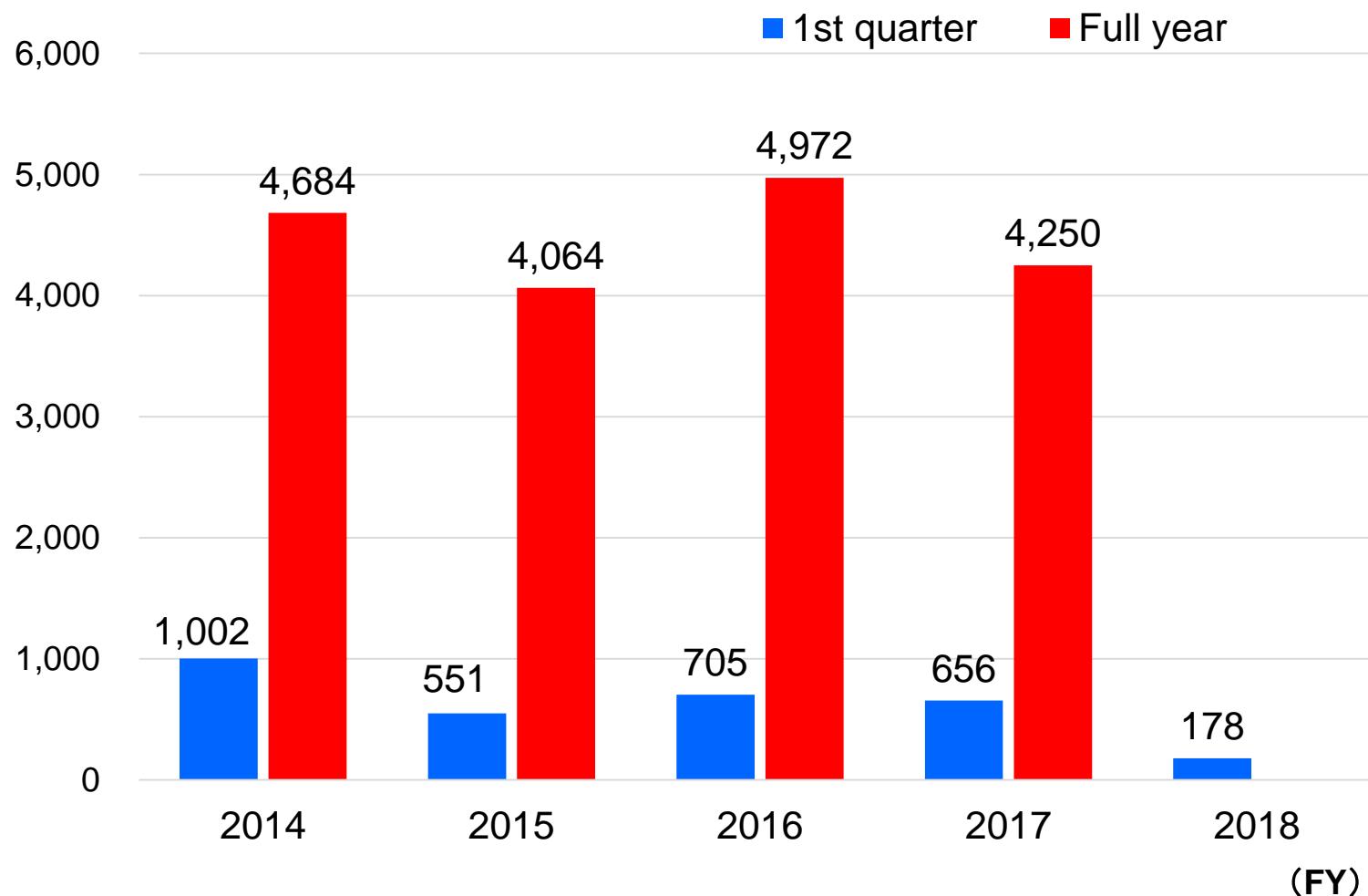
Consolidated Net Sales in the Past 5 Years

(in million yen)



Consolidated Operating Income in the Past 5 Years

(in million yen)



Earnings by Segment

(in million yen)

Broadcasting	1Q of FY2018	1Q of FY2017
Net sales	15,970	16,404
Operating income	15	485
Housing	1Q of FY2018	1Q of FY2017
Net sales	3,095	2,736
Operating income	203	158
Golf Club	1Q of FY2018	1Q of FY2017
Net sales	229	227
Operating income	10	13
Adjustments	1Q of FY2018	1Q of FY2017
Operating income	-51	—

*Percentage change from previous year is not mentioned due to reviewing the allocation of business management expenses etc. according to transition to a holding company structure.

Consolidated Expenses

(in million yen)

Consolidated	1Q of FY2018	1Q of FY2017	Growth	% change
Cost of Sales	13,128	12,791	336	2.6%
Selling, General and Administrative Expenses	5,989	5,920	68	1.2%
Total Operating Expenses	19,118	18,712	405	2.2%

ABC TV Earnings and Expenses

(in million yen)

<Earning>

1 st quarter	ABC TV FY2018
Net sales	13,787
Operating income	-130
Ordinary income	-105
Profit	778

<Expense>

1 st quarter	ABC TV FY2018
Cost of Sales	8,657
Selling, General and Administrative Expenses	5,259
Total Operating Expenses	13,917

Television Broadcasting Business : Revenue (Terrestrial)

<Revenue>

(in million yen)

	1Q of FY2018	1Q of FY2017	Growth	% change
Television broadcasting business revenue	12,979	13,703	-723	-5.3%

Breakdowns

Time	Network time advertising revenue	2,877	2,967	-90	-3.0%
	Local time advertising revenue	1,518	1,472	46	3.2%
Spot sales revenue		8,019	8,722	-703	-8.1%

*FY 2018 network time advertising revenue excludes contract production revenue.

<Expense>

ABC TV Program Expenses	4,453	4,294	159	3.7%
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*FY2018 program expenses are the sum of program expenses and contract program production expenses.
(Contract business from ABC Radio has been added.)

TV spot sales revenue (Terrestrial broadcast)

(in million yen)

	FY2018	FY2017	Growth	% change
1 st quarter	8,019	8,722	-703	-8.1%
2 nd quarter		8,033		
1st half		16,755		
3 rd quarter		9,402		
4 th quarter		8,765		
2nd half		18,167		
Full Fiscal Year		34,923		

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

Industry sector	FY2018		FY2017	
	YoY*	Composition rate	YoY*	Composition rate
Foods	99.9%	13.6%	111.4%	12.5%
Alcoholic and other beverages	116.0%	10.8%	85.6%	8.5%
Cosmetics/Toiletries	108.3%	9.6%	92.8%	8.1%
Pharmaceutical/Medical products	97.1%	7.6%	98.6%	7.2%
Finance	102.1%	7.1%	95.1%	6.4%
Telecommunication	72.1%	6.8%	84.0%	8.7%
Automobile	90.9%	6.6%	115.4%	6.6%
Hobby(Movie/Game/Music etc.)	96.5%	5.2%	85.0%	4.9%
Consumer electronics/Computer	73.1%	5.1%	106.8%	6.4%
Transportation/Tourism/Leisure	84.7%	4.9%	136.6%	5.3%
Restaurants & Fast foods/Services	96.2%	4.6%	133.5%	4.4%
Housing/Real estate/Construction	85.5%	3.3%	145.3%	3.5%
Fashion(Apparel/Jewelry etc.)	72.4%	2.8%	113.9%	3.6%
Government/Political organization	102.8%	2.2%	71.1%	2.0%
Energy/Machine/Material	85.6%	2.0%	79.7%	2.2%
Publishing	97.3%	1.7%	129.6%	1.6%
Retail/Distribution	90.0%	1.5%	57.0%	1.5%
Various organizations(Law office etc.)	75.8%	1.4%	102.0%	1.7%
Mail order sales	53.0%	1.3%	154.5%	2.2%
Homeware	62.4%	1.0%	125.9%	1.5%
Others	88.2%	1.0%	81.7%	1.0%
Total		100.0%		100.0%

*Year-on-year comparisons

Broadcasting Business Revenue (Non-Terrestrial TV)

<Revenue>

(in million yen)

		1Q of FY2018	1Q of FY2017	Growth	% change
ABC TV	Events revenue	506	352	153	43.5%
	Content related revenue	54	156	-102	-65.2%
ABC Radio	Radio broadcasting revenue	608	672	-64	-9.5%
ABC FRONTIER HOLDINGS GROUP	Content related revenue	322	327	-5	-1.7%
Sky-A	CS broadcasting revenue	834	784	49	6.3%
AMC	TV shopping business revenue	419	297	122	41.1%

Consolidated Earnings Forecast

(in million yen)

	FY2018	FY2017 (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	67,600	68,645
Operating income	1,970	3,116
Housing	FY 2018	FY 2017 (actual)
Net sales	12,500	11,474
Operating income	900	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	-200	—

*Percentage change from previous year is not mentioned due to reviewing the allocation of business management expenses etc. according to transition to a holding company structure.

Television Broadcasting Business : Revenue Forecast (Non-Terrestrial TV)

<Revenue>

(in million yen)

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

Breakdowns

Time	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 network time advertising revenue excludes contract production revenue.

<Expense>

ABC TV Program Expenses	17,800	17,682	117	0.7%
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*FY2018 program expenses are the sum of program expenses and contract program production expenses.
(Contract business from ABC Radio has been added.)

Broadcasting Business Revenue Forecast (Non-Terrestrial TV)

<Revenue>

(in million yen)

		FY 2018	FY 2017 (actual)	Growth	% change
ABC FRONTIER HOLDINGS, INC.	Content related revenue	1,600	1,488	111	7.5%
Sky-A	CS broadcasting revenue	3,100	3,122	-22	-0.7%
AMC	TV shopping business revenue	1,500	1,413	86	6.1%
ABC Radio	Radio broadcasting revenue	2,600	2,637	-37	-1.4%

(Including transactions within the consolidated group)

Television Viewer Ratings for Apr-Jun 2018 (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 11.9	YTV 11.8	YTV 7.8
2	KTV 7.6	MBS 10.8	ABC・MBS 10.9	ABC 7.2
3	MBS 7.3	ABC 10.3	* * * * * *	MBS 5.8
4	ABC 7.2	KTV・NHK 9.9	KTV 10.0	KTV 5.7
5	NHK 5.5	* * * * * *	NHK 8.8	NHK 3.1

Television Viewer Ratings for Jan-Jun 2018 (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 12.0	YTV 11.8	YTV 7.6
2	MBS・KTV 7.4	ABC・MBS 10.8	ABC 11.3	ABC 7.3
3	* * * * * *	* * * * * *	MBS 10.9	MBS 5.8
4	ABC 7.3	NHK 10.6	KTV 9.6	KTV 5.3
5	NHK 5.9	KTV 9.7	NHK 9.4	NHK 3.2

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.