

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

Asahi Broadcasting Group Holdings Corporation

Earnings Reference for the Second Quarter of Fiscal 2019

(For the fiscal year ending March 31, 2020)

November 7, 2019

The ABC logo is displayed in white text on an orange rectangular background. The letters 'A', 'B', and 'C' are bold and sans-serif. A white diagonal line runs from the top right corner of the 'C' towards the top right corner of the orange box.

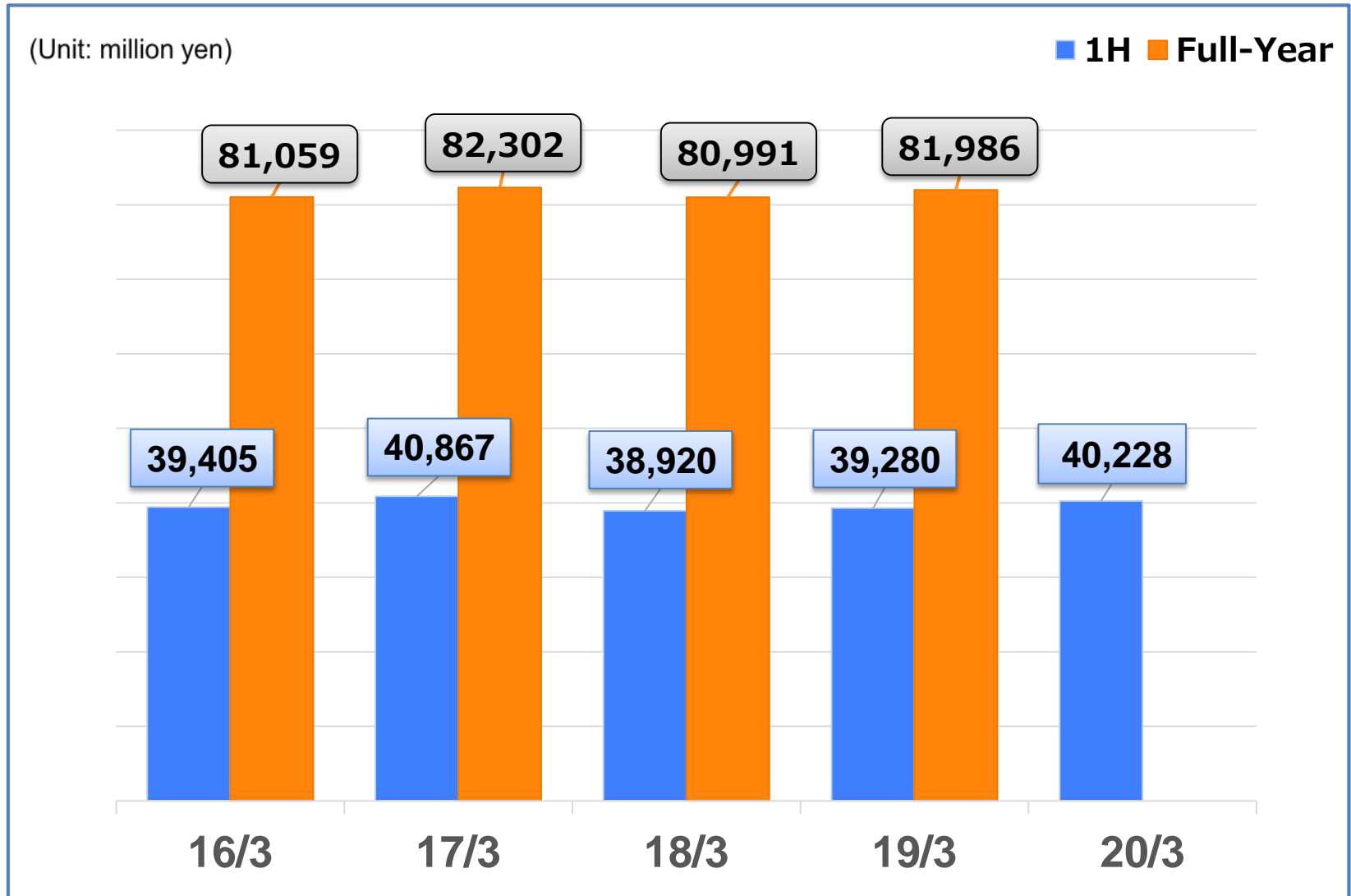
Securities Code: 9405

Consolidated Results

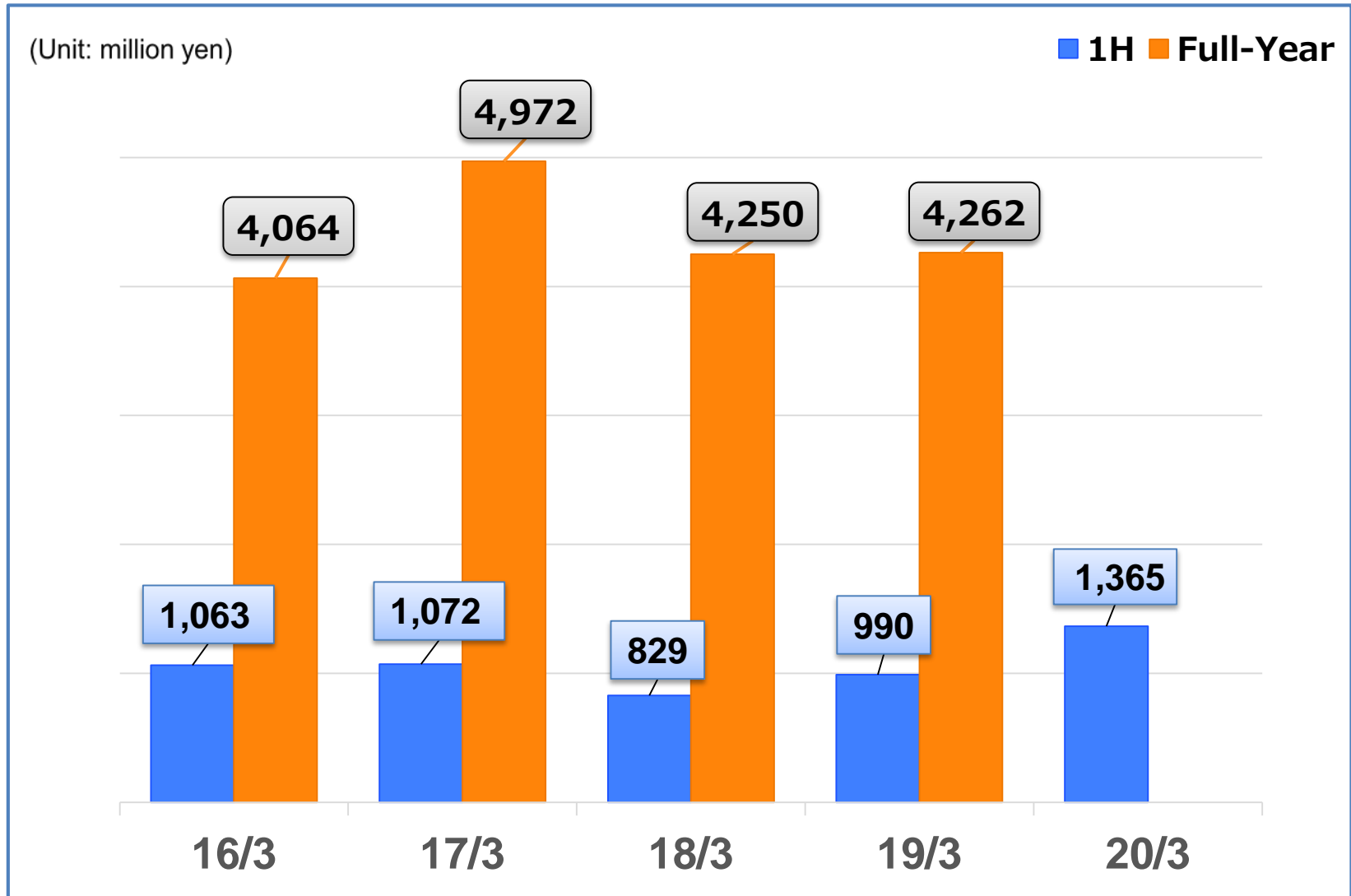
(Unit: million yen)

		19/3 1H	20/3 1H	YoY	% Change
Net Sales		39,280	40,228	947	2.4%
Operating Expenses		38,290	38,862	572	1.5%
Details	Cost of Sales	26,616	26,897	281	1.1%
	Selling, General and Administrative Expenses	11,673	11,965	291	2.5%
Operating Income		990	1,365	375	38.0%
Ordinary Income		1,194	1,507	312	26.2%
Profit Attributable to Owners of Parent		1,508	866	-641	-42.5%

Five-Year Net Sales (Consolidated)

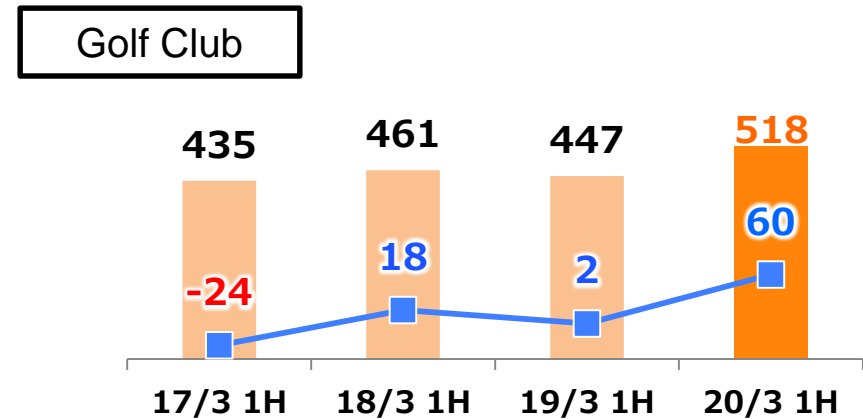
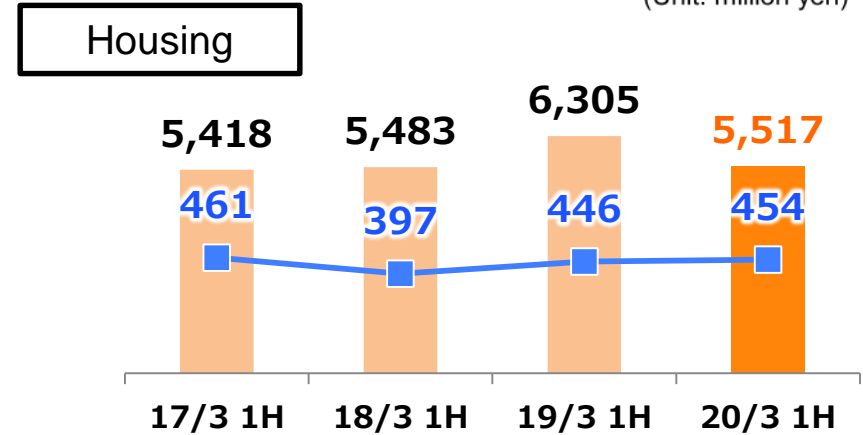
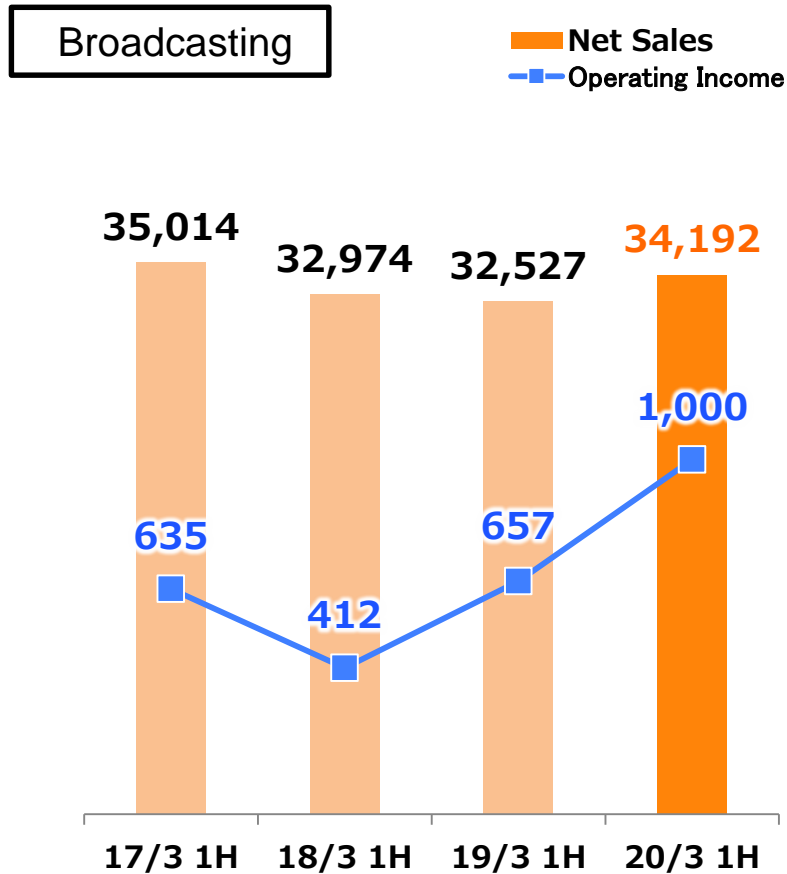


Five-Year Operating Income (Consolidated)



Results by Segment

(Unit: million yen)



(Unit: million yen)

Adjustments	19/3 1H	20/3 1H
Operating Income	-115	-150

ABC TV Results

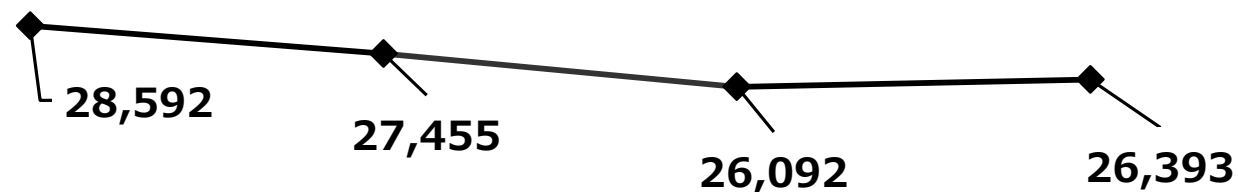
(Unit: million yen)

		19/3 1H	20/3 1H	YoY	% Change
Net Sales		27,887	28,311	423	1.5%
Operating Expenses		27,954	28,185	230	0.8%
Details	Cost of Sales	17,616	17,930	314	1.8%
	Selling, General and Administrative Expenses	10,338	10,255	-83	-0.8%
Operating Income		-67	125	192	-
Ordinary Income		-45	158	204	-
Profit		668	14	-653	-97.8%
		19/3 1H	20/3 1H	YoY	% Change
Program Expenses		8,872	9,121	248	2.8%

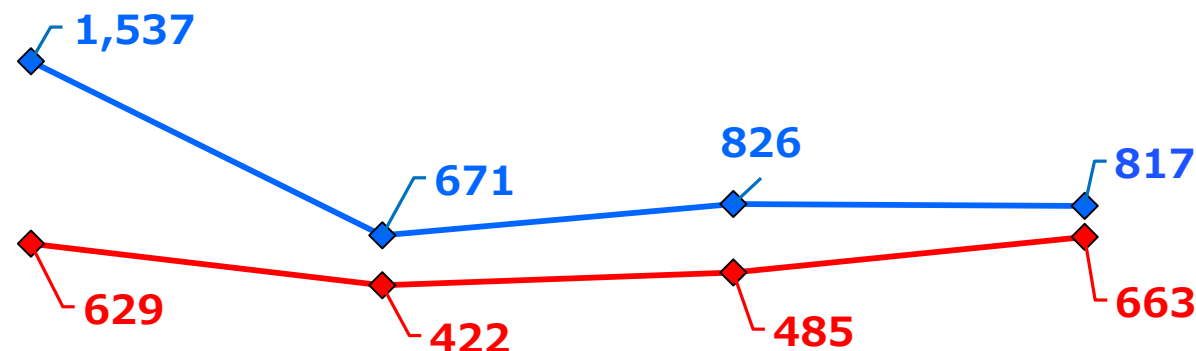
ABC TV (Former ABC) Revenue Growth

(Unit: million yen)

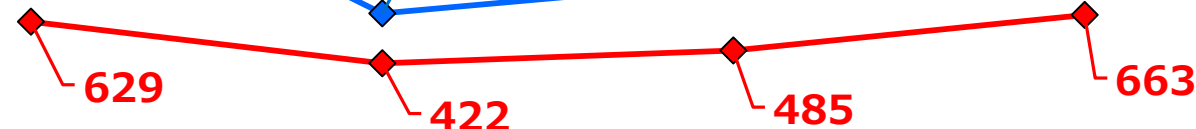
TV Business



Event



Content-related



17/3 1H

18/3 1H

19/3 1H

20/3 1H

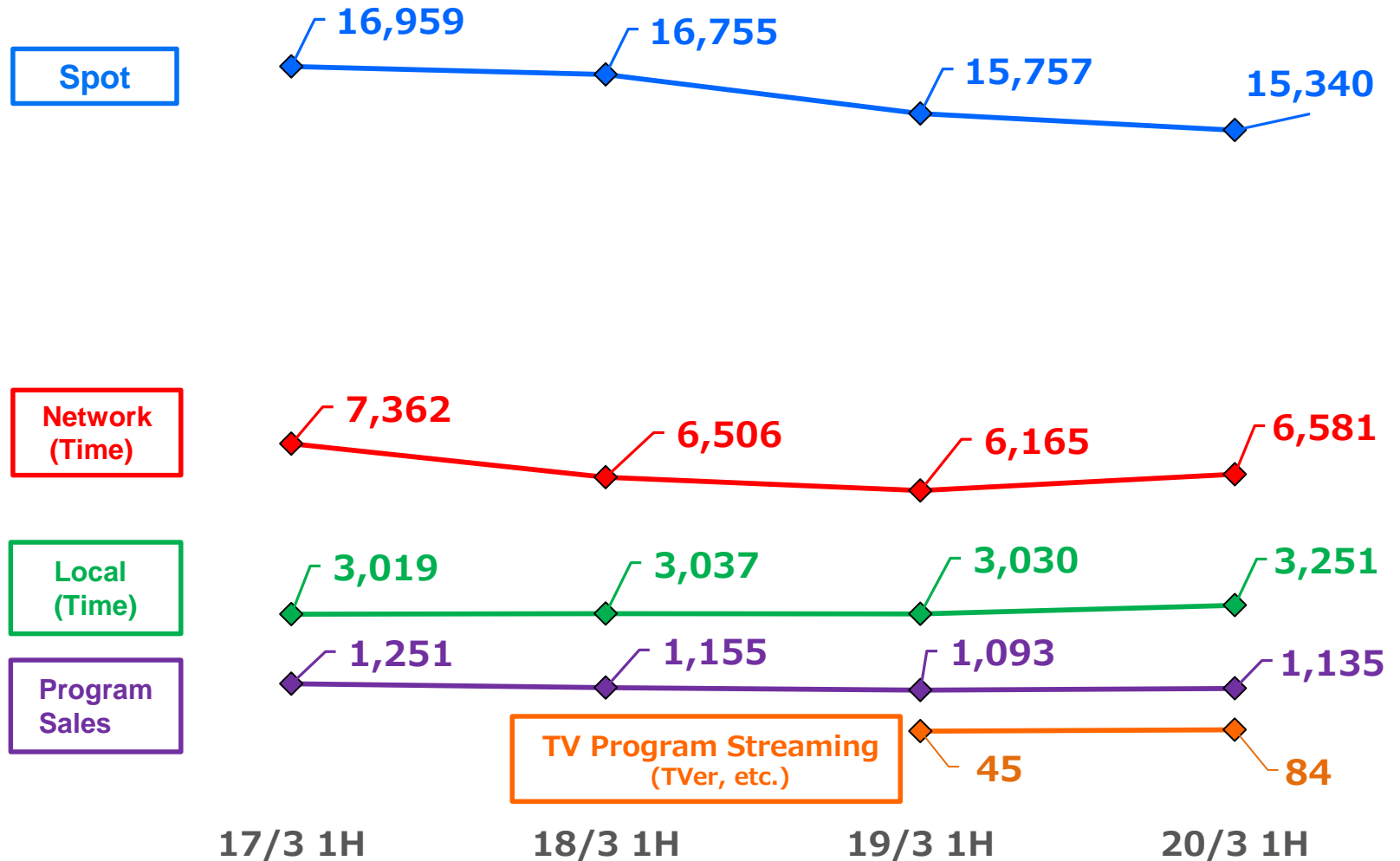
*Event revenue before FY2017 includes radio-related events.

(Unit: million yen)

	17/3 1H	18/3 1H	19/3 1H	20/3 1H
Others	244	251	482	436

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			

Spot Revenue of TV Business (By Top 20 Industries)

	19/3 1H		20/3 1H	
Industry	YoY	Composition rate	YoY	Composition rate
Transportation/Leisure/Restaurants & Fast Foods/Services	106.4%	10.9%	108.3%	12.2%
Foods	99.3%	11.7%	88.3%	10.6%
Beverages/Liquors	110.0%	8.9%	93.8%	8.6%
Automobiles	90.1%	7.7%	95.3%	7.5%
Information/Telecommunication	73.6%	8.0%	88.3%	7.3%
Pharmaceutical/Medical Products	92.6%	7.5%	89.9%	6.9%
Cosmetics/Toiletries	97.6%	7.7%	81.8%	6.5%
Finance	107.8%	6.7%	91.6%	6.3%
Consumer Electronics/Computer	75.1%	4.8%	125.9%	6.2%
Hobby (Movie/Game/Music etc.)	107.9%	6.2%	78.9%	5.0%
Housing/Real Estate/Construction	90.4%	4.1%	87.2%	3.7%
Government/Political Organization	90.0%	2.0%	152.5%	3.1%
Energy/Machine/Material	80.2%	1.8%	160.6%	2.9%
Fashion (Apparel/Jewelry etc.)	86.2%	2.5%	112.8%	2.9%
Publishing	104.6%	2.2%	113.8%	2.6%
Distribution	119.5%	1.8%	93.2%	1.7%
Various Organizations (Law Office etc.)	93.6%	1.7%	96.4%	1.7%
Mail Order Sales	61.5%	1.4%	121.7%	1.7%
Logistics services/Businesses/Events	89.0%	1.2%	109.0%	1.3%
Housewares	79.3%	1.2%	94.9%	1.2%
Other	20.1%	0.0%	691.7%	0.1%
Total		100.0%		100.0%

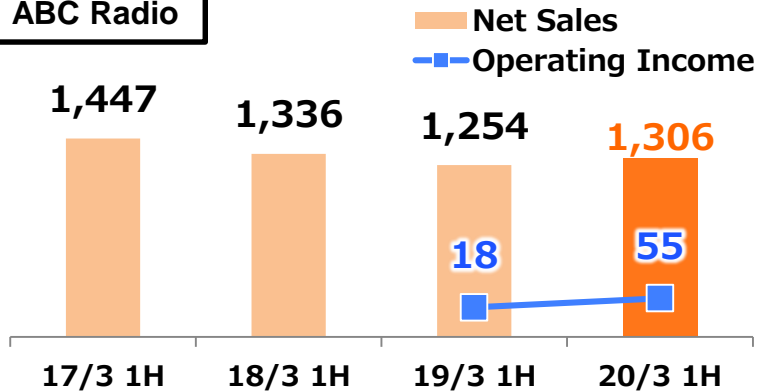
*Year-on-year comparisons

Other Broadcasting Businesses (Non-ABC TV-Related)

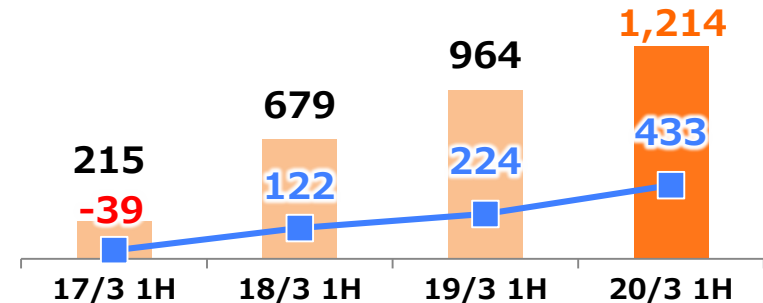
*Companies for which the bulk of revenues are from non-group sources

(Unit: million yen)

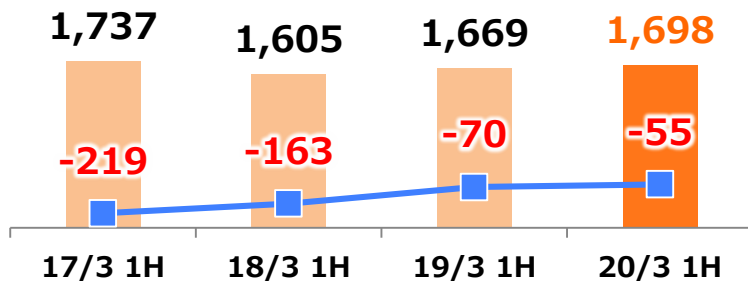
ABC Radio



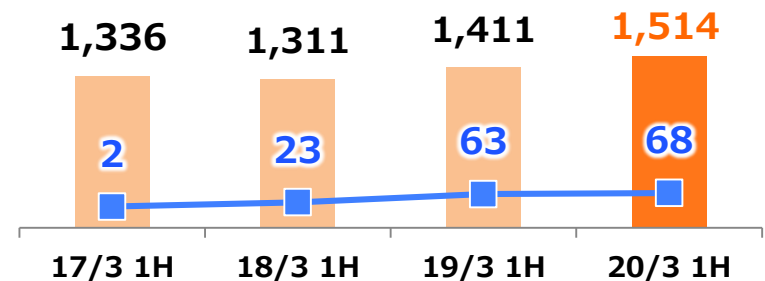
ABC FRONTIER HD (Content-related)



Sky-A (CS broadcasting revenue)



AMC (Mail-order business/Radio program production, etc.)



(Unit: million yen)

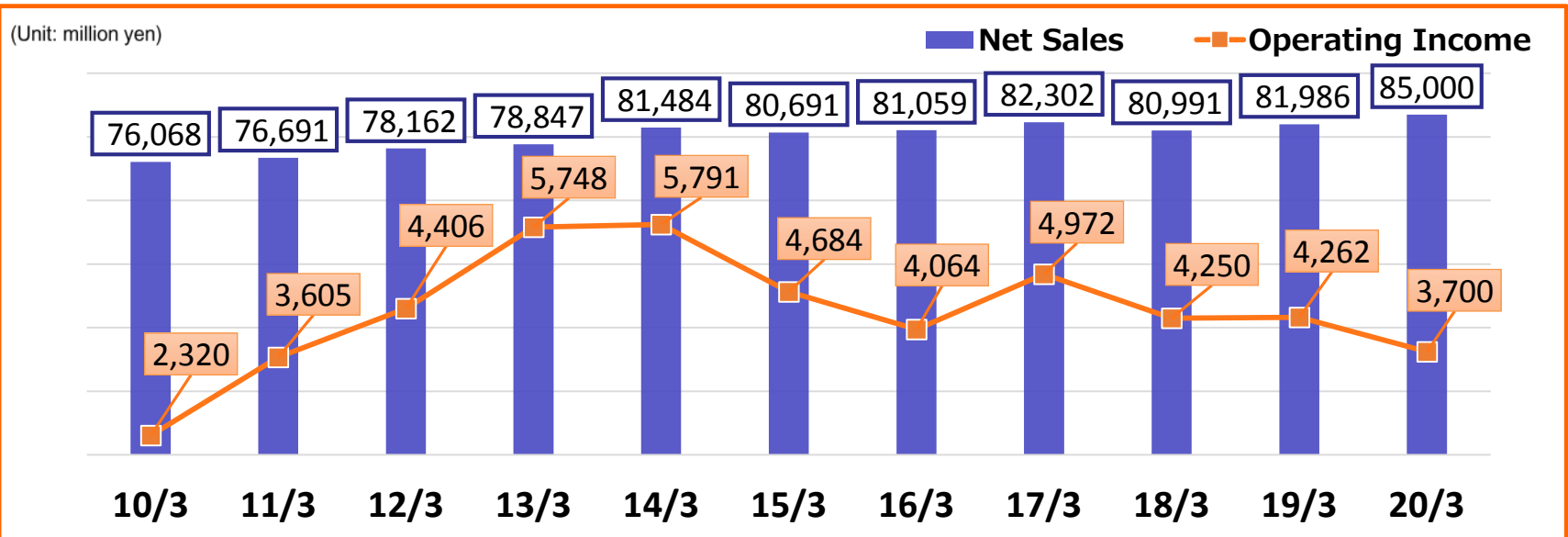
	17/3 1H	18/3 1H	19/3 1H	20/3 1H
Four companies (non-consolidated) total of operating income	-256	-17	236	501
*Reference				

Consolidated Results Forecasts

(Unit: million yen)

	19/3	20/3	YoY	% Change
Net Sales	81,986	85,000	3,013	3.7%
Operating Income	4,262	3,700	-562	-13.2%
Ordinary Income	4,591	4,000	-591	-12.9%
Profit Attributable to Owners of Parent	3,742	2,500	-1,242	-33.2%

(Unit: million yen)



Results Forecasts by Segment

(Unit: million yen)

Broadcasting	19/3	20/3	YoY	% Change
Net Sales	68,550	71,720	3,169	4.6%
Operating Income	3,475	2,930	-545	-15.7%
Housing	19/3	20/3	YoY	% Change
Net Sales	12,545	12,220	-325	-2.6%
Operating Income	1,060	1,010	-50	-4.7%
Golf Club	19/3	20/3	YoY	% Change
Net Sales	890	1,060	169	19.1%
Operating Income	28	110	81	281.7%
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	58,100	-847	-1.4%
Operating Expenses	57,173	56,700	-473	-0.8%
Operating Income	1,774	1,400	-374	-21.1%
Ordinary Income	1,807	1,450	-357	-19.8%

	19/3	20/3	YoY	% Change
Program Expenses	17,619	18,000	380	2.2%

ABC TV Revenue Forecasts

(Unit: million yen)

	19/3	20/3	YoY	% Change
TV Business	55,596	54,850	-746	-1.3%
Event	1,623	1,500	-123	-7.6%
Content-related	958	1,000	41	4.4%
Others	769	750	-19	-2.5%

TV Business Revenue Forecasts

(Unit: million yen)

		19/3	20/3	YoY	% Change
TV Business		55,596	54,850	-746	-1.3%
Details	Spot	33,169	31,890	-1,279	-3.9%
	Network	14,060	14,500	439	3.1%
	Local	5,973	6,000	26	0.4%
	Program Sales	2,225	2,280	54	2.5%
	TV Program Streaming (TVer etc.)	168	180	11	6.8%

Television Viewer Ratings in Kansai Region for Apr-Sep 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 11.2%	ABC 11.2%(+0.3)	YTV 7.5%
2	KTV 7.4%	ABC 10.5%(+0.3)	YTV 11.0%	ABC 6.5%(-0.6)
3	ABC 7.1%(±0)	MBS 9.9%	MBS 10.1%	MBS 5.4%
4	MBS 6.8%	KTV 9.6%	KTV 9.5%	KTV 5.0%
5	NHK 5.5%	NHK 9.3%	NHK 8.2%	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-Sep 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 11.4%	ABC 11.4%(+0.2)	YTV 7.6%
2	KTV 7.5%	ABC 10.8%(+0.2)	YTV 11.3%	ABC 6.7%(-0.5)
3	ABC 7.2%(±0)	MBS 10.2%	MBS 10.3%	MBS 5.6%
4	MBS 7.0%	KTV 9.9%	KTV 9.7%	KTV 5.1%
5	NHK 5.6%	NHK 9.5%	NHK 8.3%	NHK 2.5%

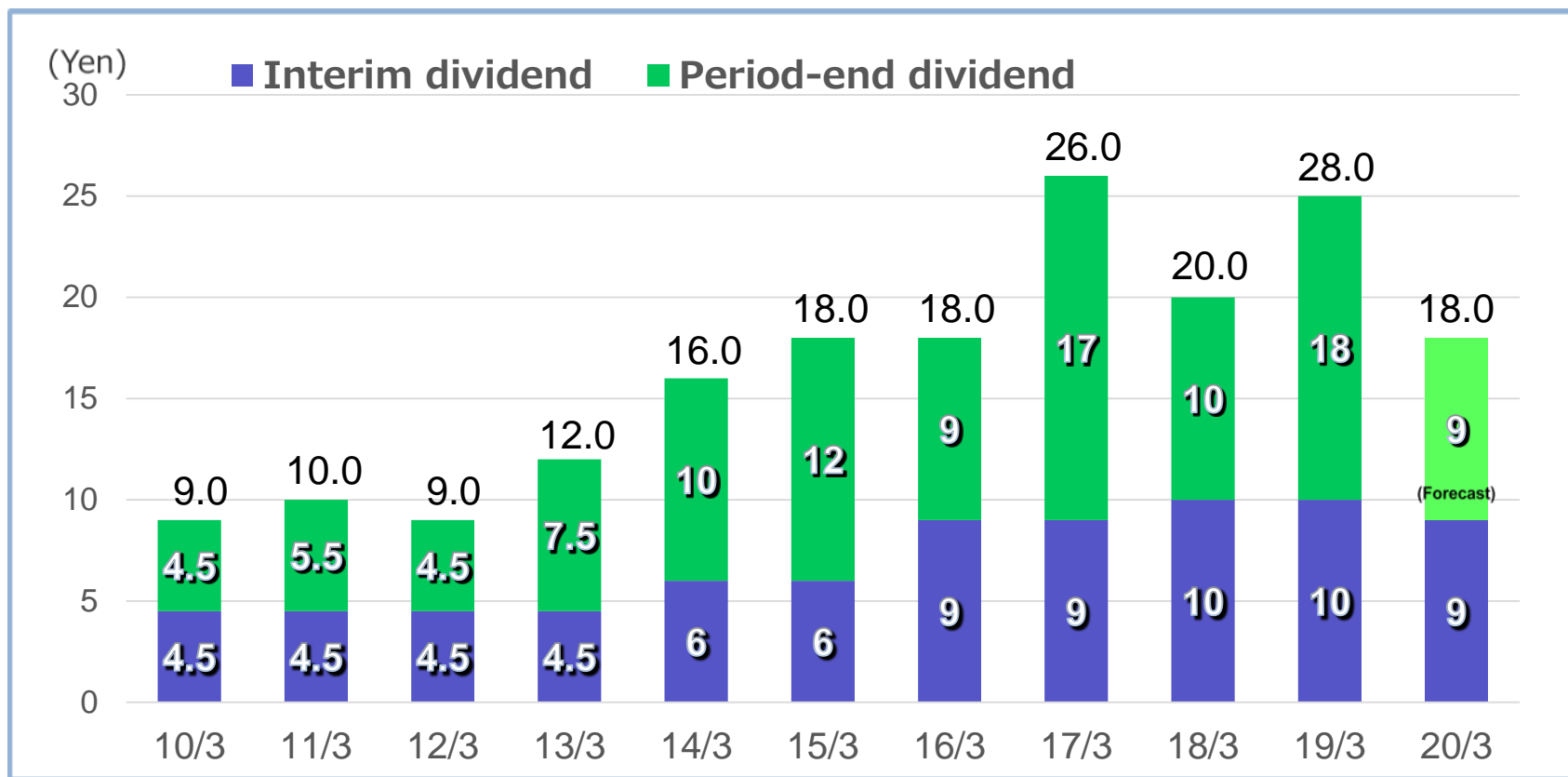
■ ABC (TV Asahi network) ■ MBS (TBS network) ■ KTV (Fuji TV network) ■ YTV (Nippon TV network) ■ NHK

Capital Investments / Depreciation and Amortization

	19/3 1H		20/3 1H	
	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	¥1.9 billion	¥1.3 billion	¥1.0 billion	¥0.7 billion
Depreciation and Amortization	¥1.5 billion	¥0.7 billion	¥1.6 billion	¥0.7 billion

(Amounts less than 0.1 billion yen are rounded to the nearest whole unit)

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/en/>

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