

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**



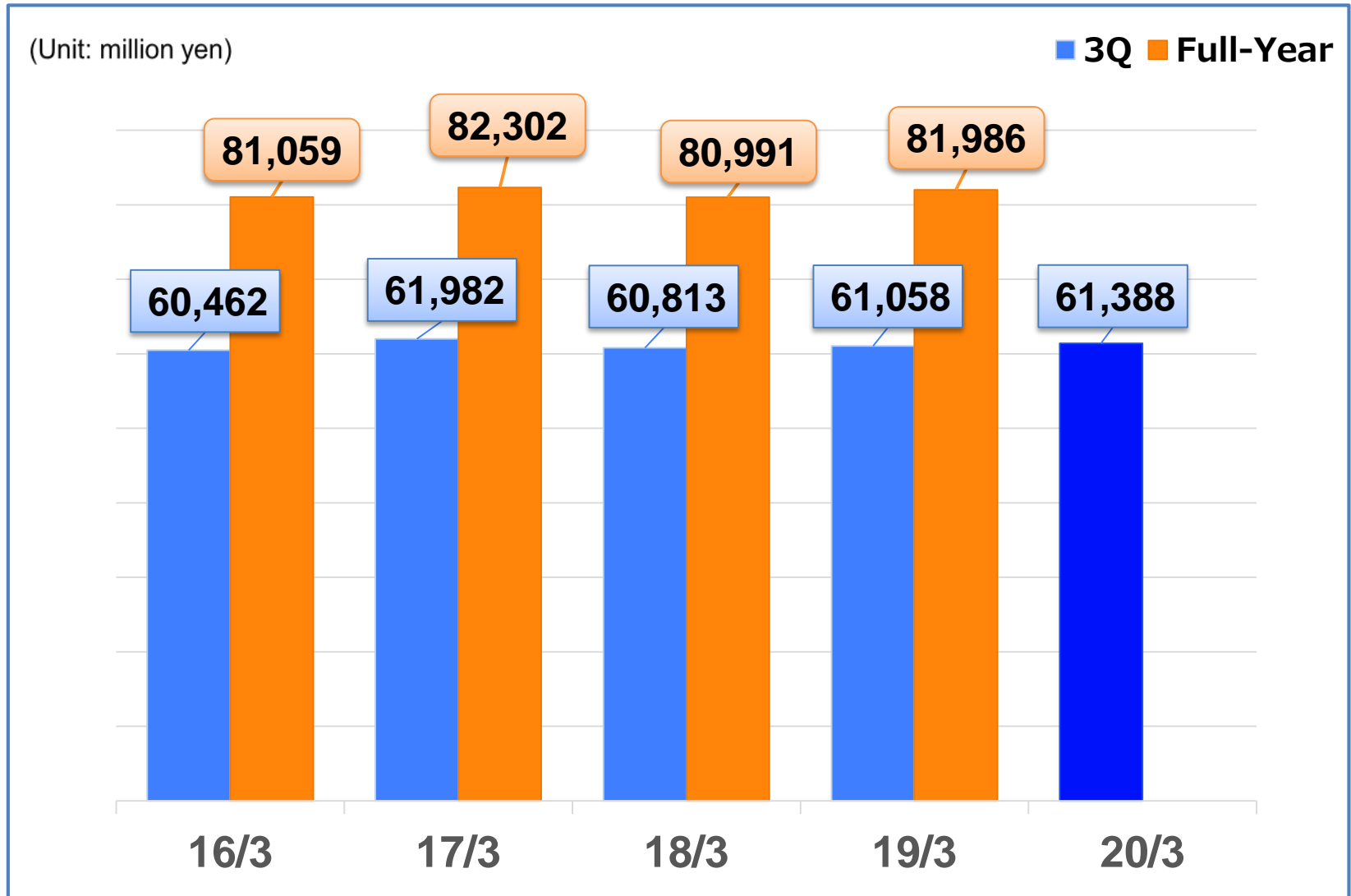
**Securities Code: 9405**

# Consolidated Results

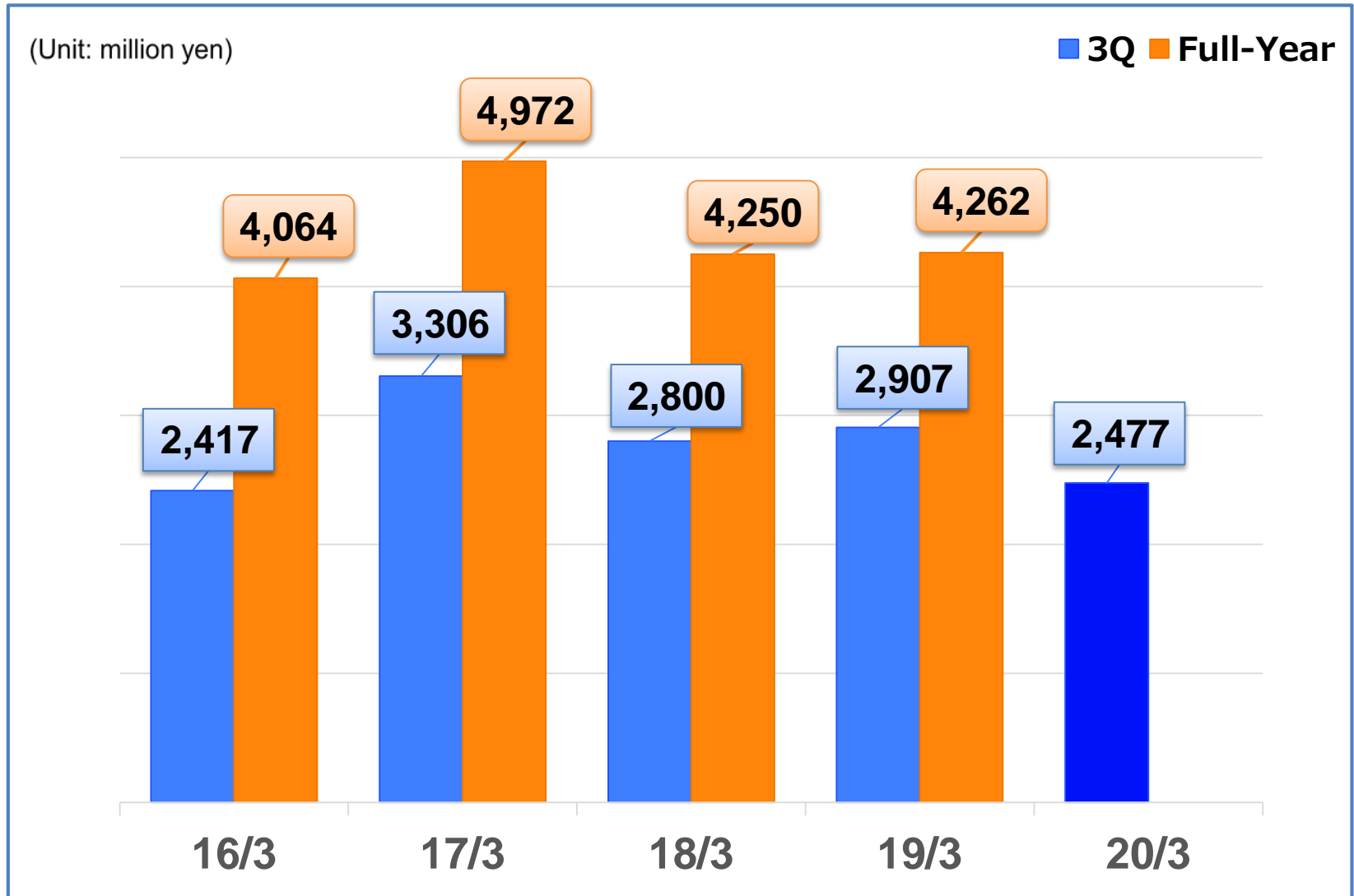
(Unit: million yen)

		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)

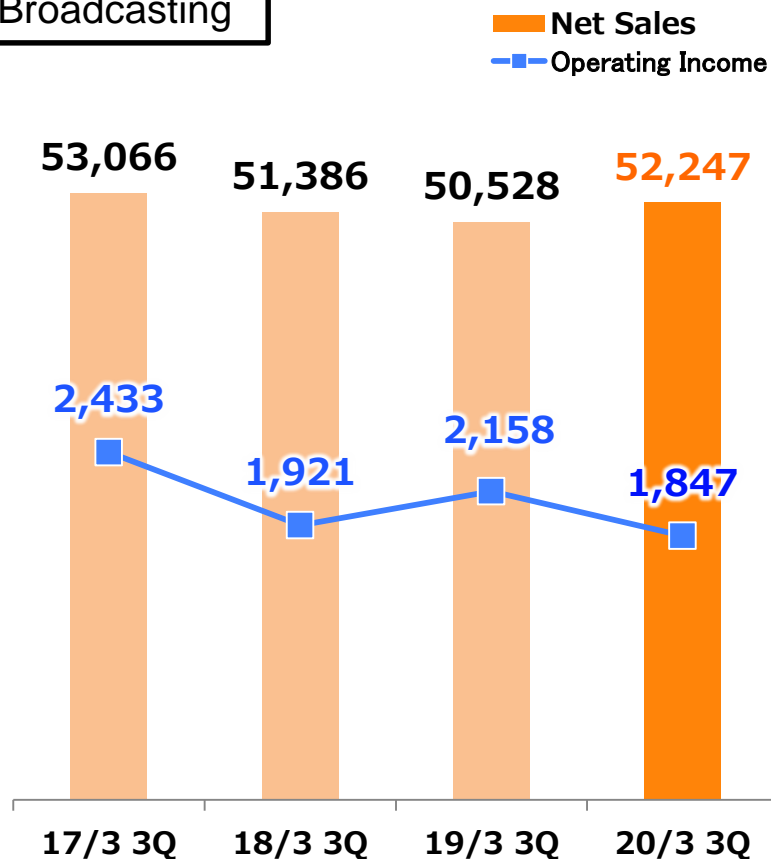


# Five-Year Operating Income (Consolidated)



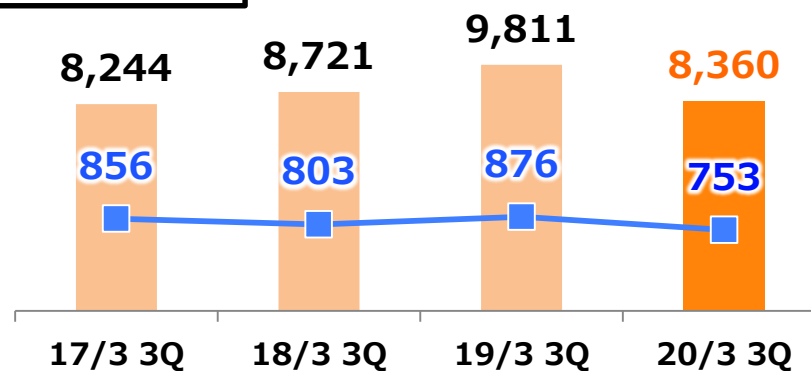
# Results by Segment

## Broadcasting

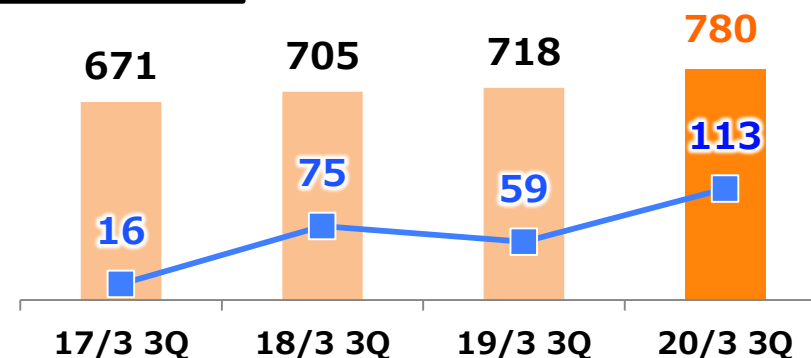


## Housing

(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%



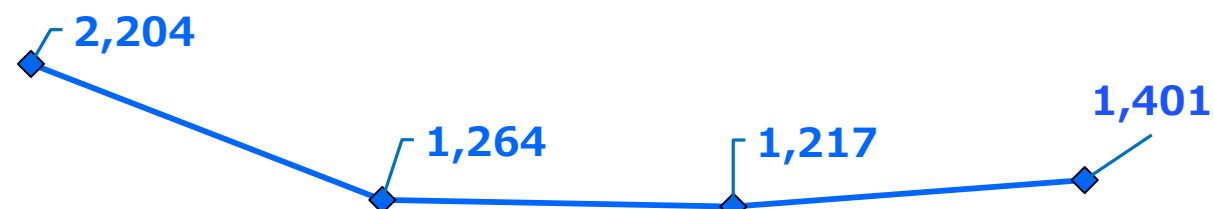
# ABC TV (Former ABC) Revenue Growth

(Unit: million yen)

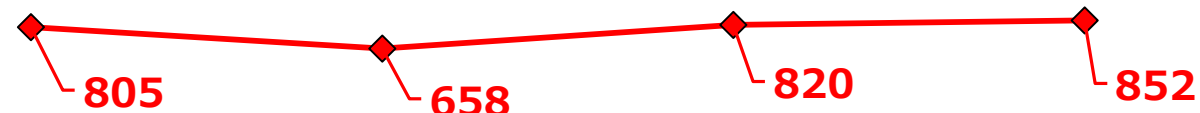
**TV Business**



**Event**



**Content-related**



17/3 3Q

18/3 3Q

19/3 3Q

20/3 3Q

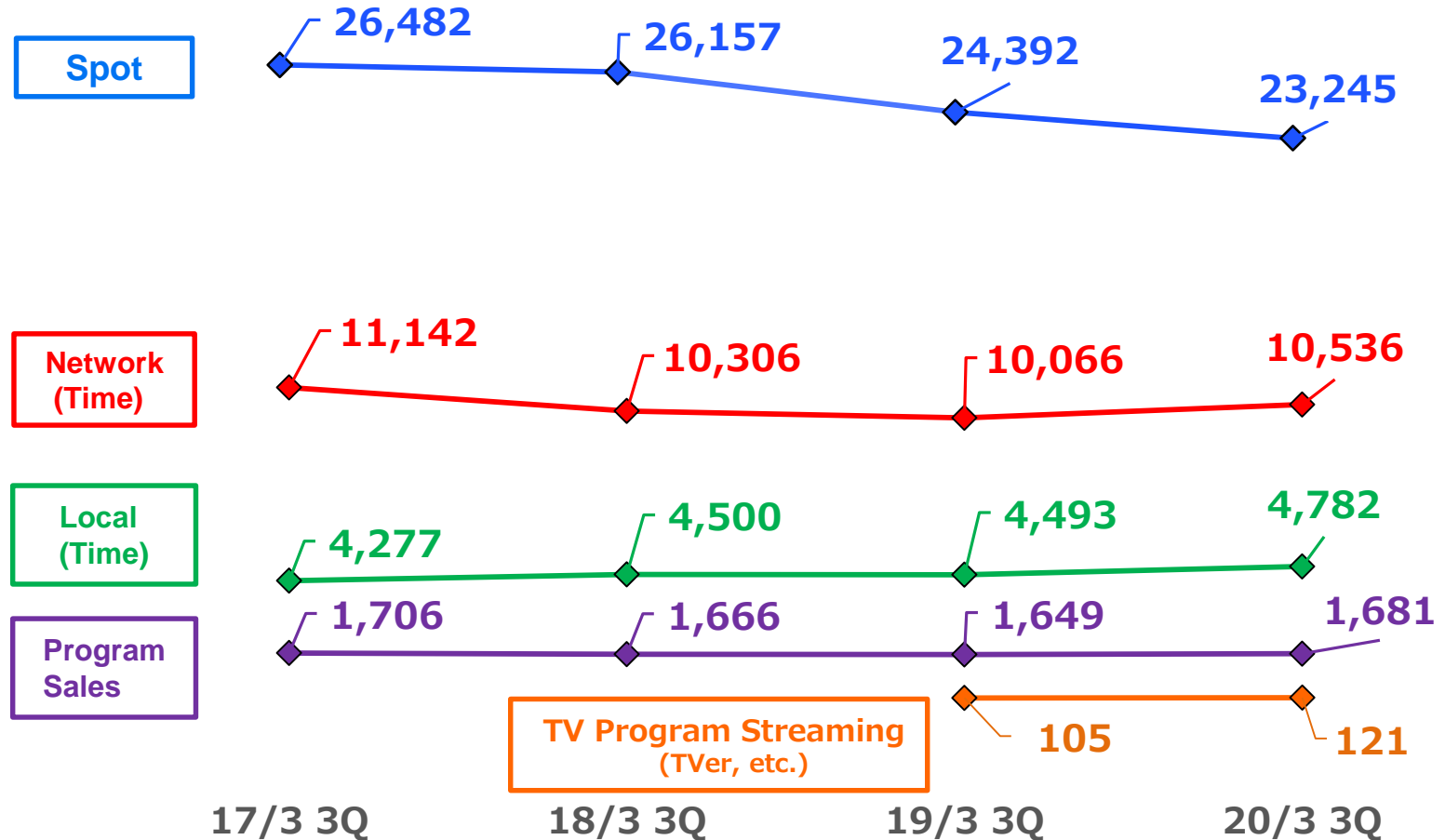
\*Event revenue before FY2017 includes radio-related events.

(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
<b>18/3</b>	8,722	8,033	9,402	8,765	34,923
<b>19/3</b>	8,019	7,738	8,634	8,777	33,169
<b>20/3</b>	8,028	7,312	7,905		

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

	19/3 3Q		20/3 3Q	
Industry	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%

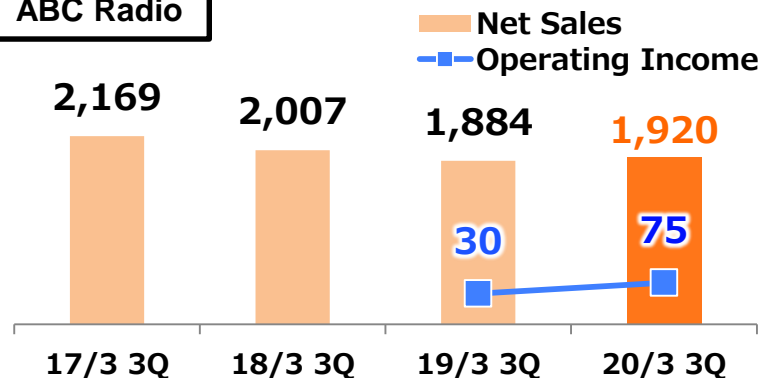
\*Year-on-year comparisons

# Other Broadcasting Businesses (Non-ABC TV-Related)

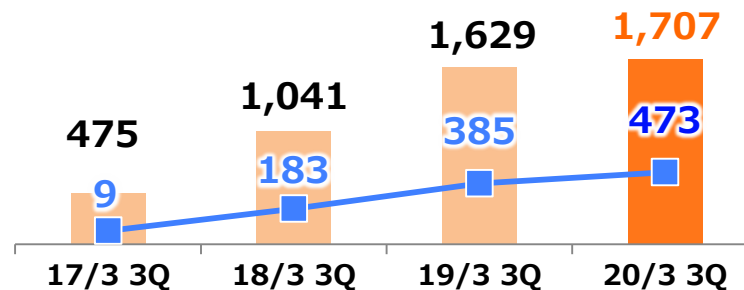
\*Companies for which the bulk of revenues are from non-group sources

(Unit: million yen)

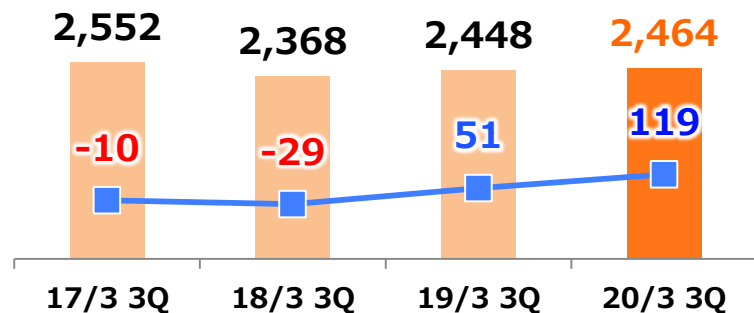
**ABC Radio**



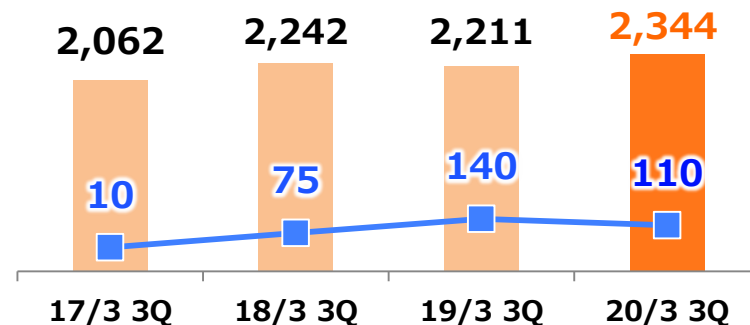
**ABC FRONTIER HD (Content-related)**



**Sky-A (CS broadcasting revenue)**



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



(Unit: million yen)

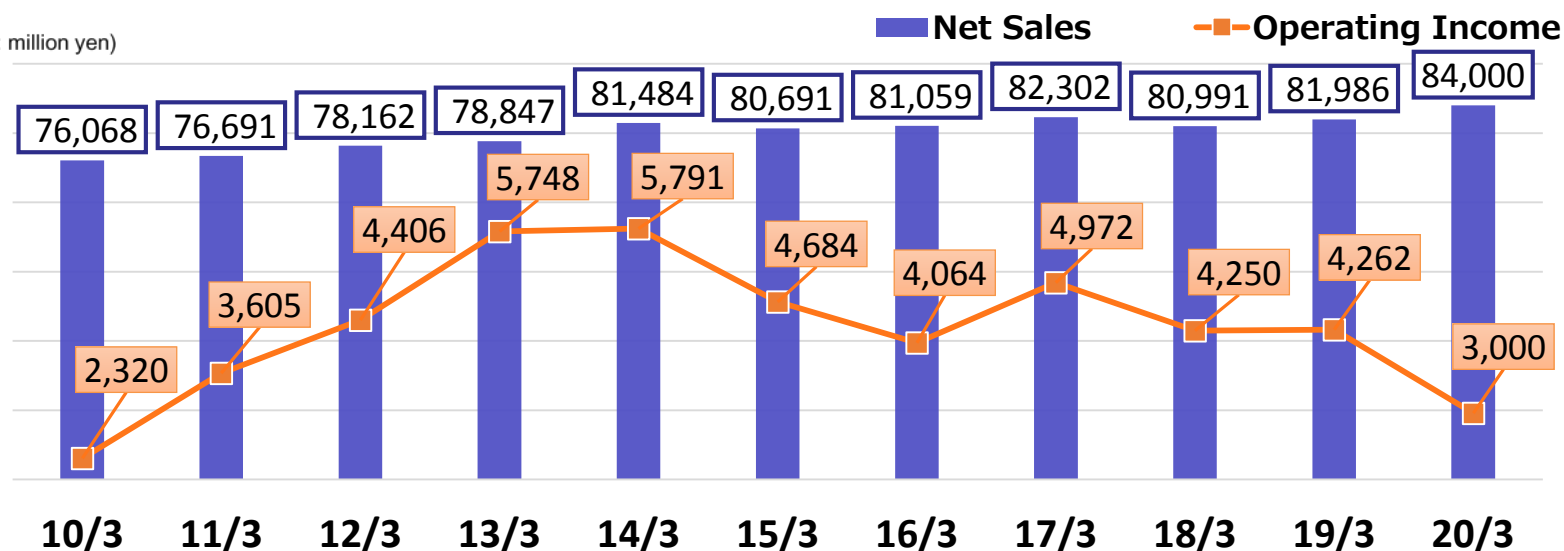
	17/3 3Q	18/3 3Q	19/3 3Q	20/3 3Q
Four companies (non-consolidated) total of operating income	—	—	608	778
*Reference				

# 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%

(Unit: million yen)



# 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
<b>TV Business</b>	55,596	54,000	-1,596	-2.9%
<b>Event</b>	1,623	1,600	-23	-1.4%
<b>Content-related</b>	958	1,050	91	9.6%
<b>Others</b>	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)
<b>1</b>	YTV 8.0%	YTV 11.6%	<b>ABC・YTV</b> <b>11.5%(+0.3)</b>	YTV 7.6%
<b>2</b>	KTV 7.5%	<b>ABC</b> <b>10.9%(+0.3)</b>	* * * * * *	<b>ABC</b> <b>6.4%(-0.6)</b>
<b>3</b>	<b>ABC</b> <b>7.2%(±0)</b>	MBS 9.9%	MBS 10.0%	MBS 5.3%
<b>4</b>	MBS 6.8%	KTV 9.8%	KTV 9.7%	KTV 5.1%
<b>5</b>	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

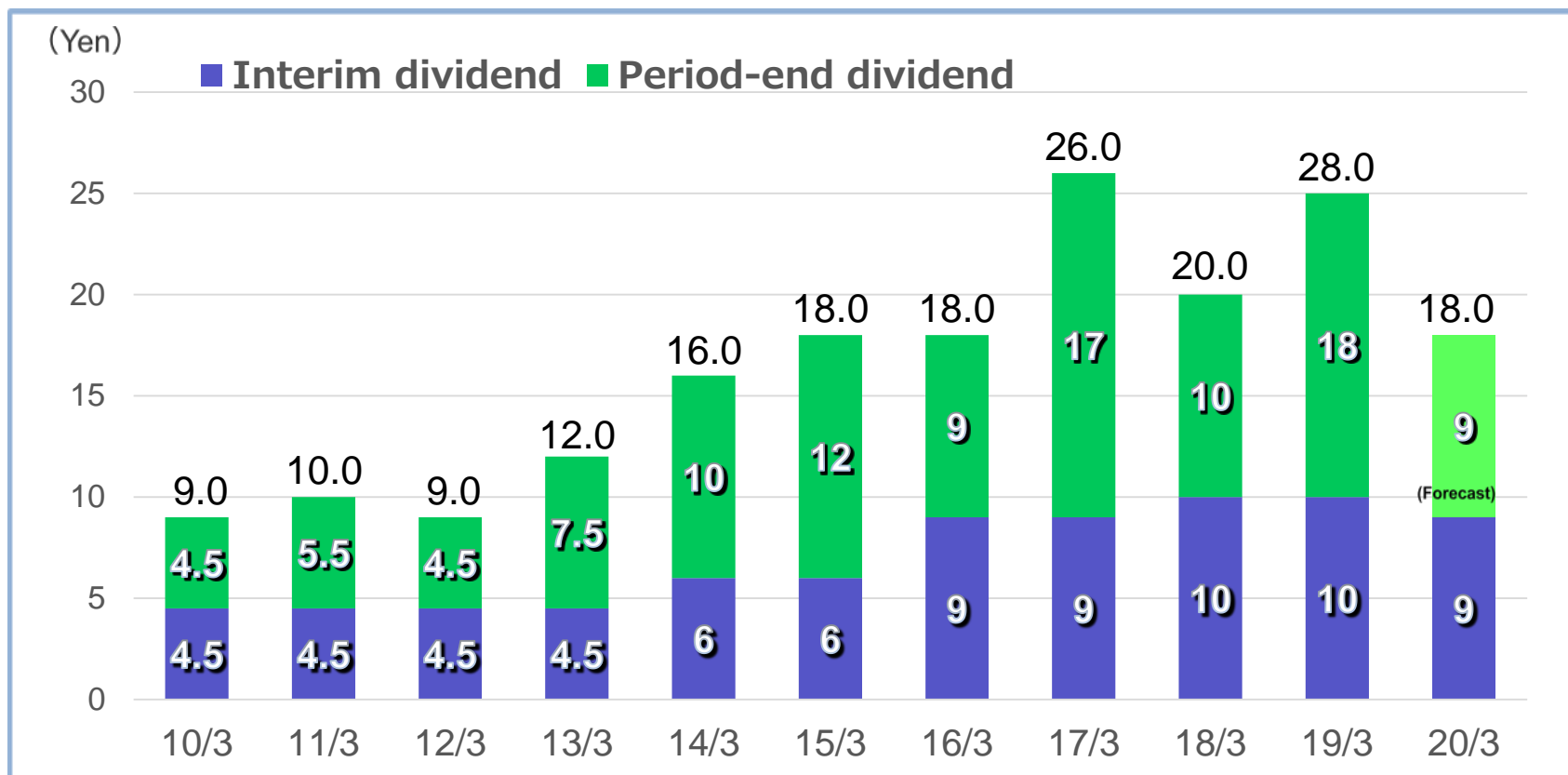
# Television Viewer Ratings in Kansai Region for Jan-Dec 2019

(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%	<b>ABC・YTV</b> <b>11.5%(+0.2)</b>	YTV 7.5%
2	KTV 7.5%	<b>ABC</b> <b>11.0%(+0.2)</b>	* * * * * *	<b>ABC</b> <b>6.6%(-0.5)</b>
3	<b>ABC</b> <b>7.2%(±0)</b>	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.