

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 2023

(For the fiscal year ending March 31, 2024)

February 13, 2024

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)

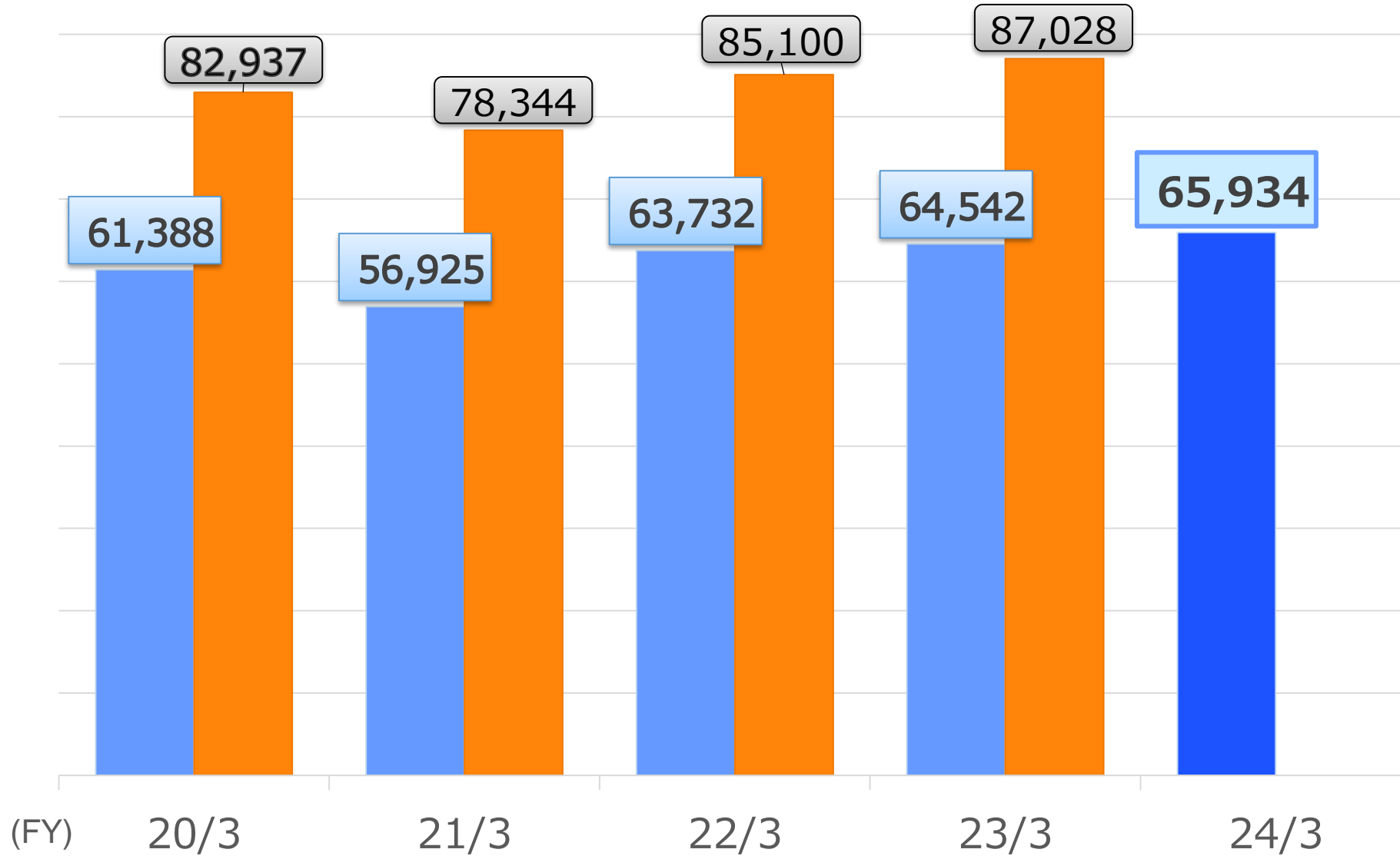
		FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
<b>Net Sales</b>		<b>64,542</b>	<b>65,934</b>	<b>1,392</b>	<b>2.2%</b>
Operating Expenses		62,785	66,146	3,360	5.4%
Details	Cost of Sales	43,375	46,401	3,026	7.0%
	Selling, General and Administrative Expenses	19,410	19,744	333	1.7%
<b>Operating Income</b>		<b>1,756</b>	<b>-211</b>	<b>-1,968</b>	<b>-</b>
Ordinary Income		2,087	38	-2,048	-98.2%
Profit Attributable to Owners of Parent		1,307	-143	-1,451	-

(Note) FY24/3 refers to the fiscal year ending March 31, 2024 and all other fiscal years are referred to in the same manner.

# Five-Year Net Sales (Consolidated)

(Millions of yen)

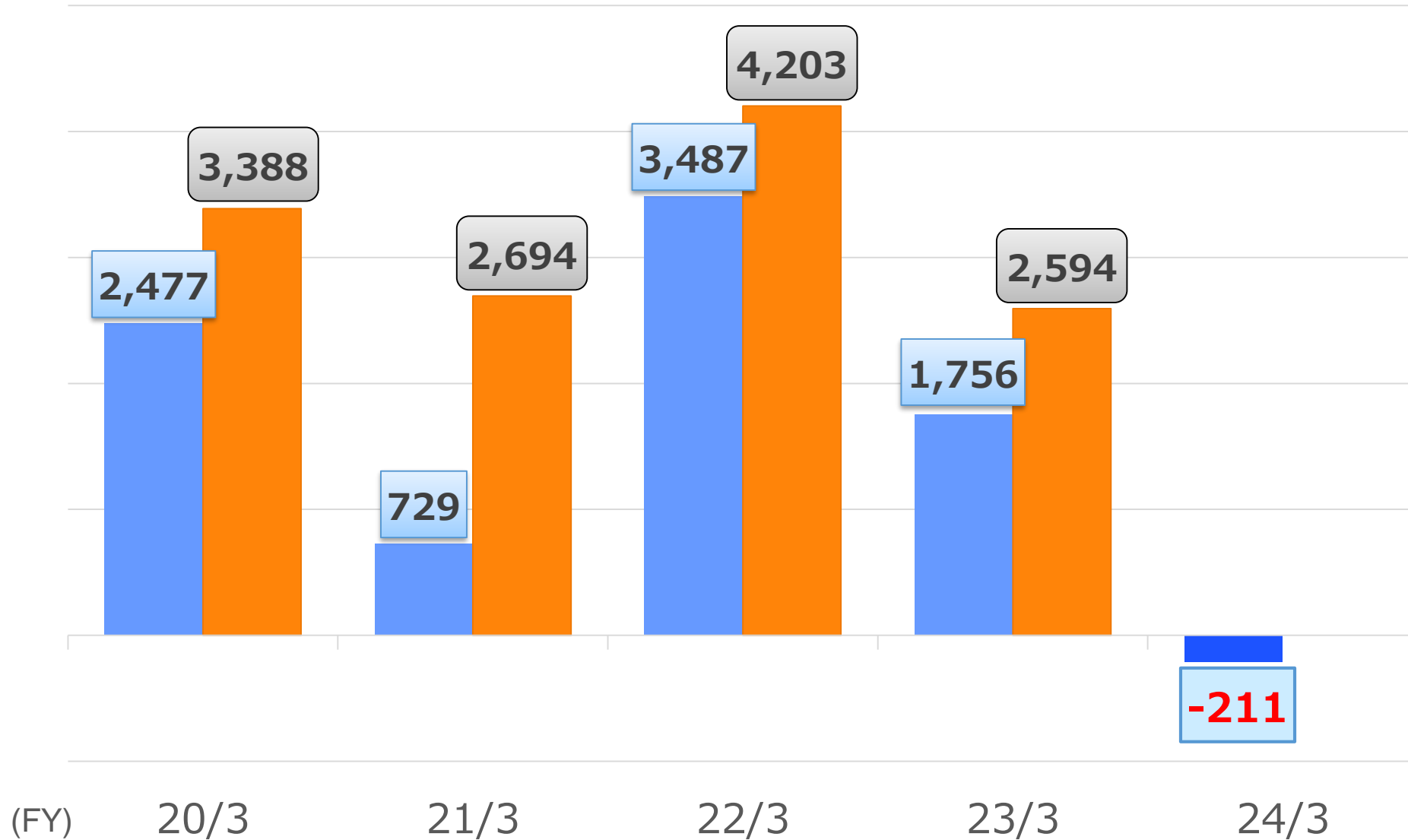
■ 3Q ■ Full Fiscal Year



# Five-Year Operating Income (Consolidated)

(Millions of yen)

■ 3Q ■ Full Fiscal Year



# Results by Segment

(Millions of yen)

Net Sales		FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
Broadcasting and Content		53,822	56,333	2,511	4.7%
By business	Broadcasting	41,318	41,475	157	0.4%
	Content	12,442	14,799	2,356	18.9%
	Other	61	58	-2	-4.1%
Lifestyle		10,719	9,600	-1,119	-10.4%
By business	Housing	7,366	6,529	-837	-11.4%
	At-home shopping	2,284	2,023	-261	-11.4%
	Golf	746	779	32	4.4%
	Other	321	268	-52	-16.4%
Operating Income		FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
Broadcasting and Content		1,575	-41	-1,616	-
Lifestyle		499	169	-330	-66.2%
Adjustments		-318	-339	-21	-



# ABC TV Results

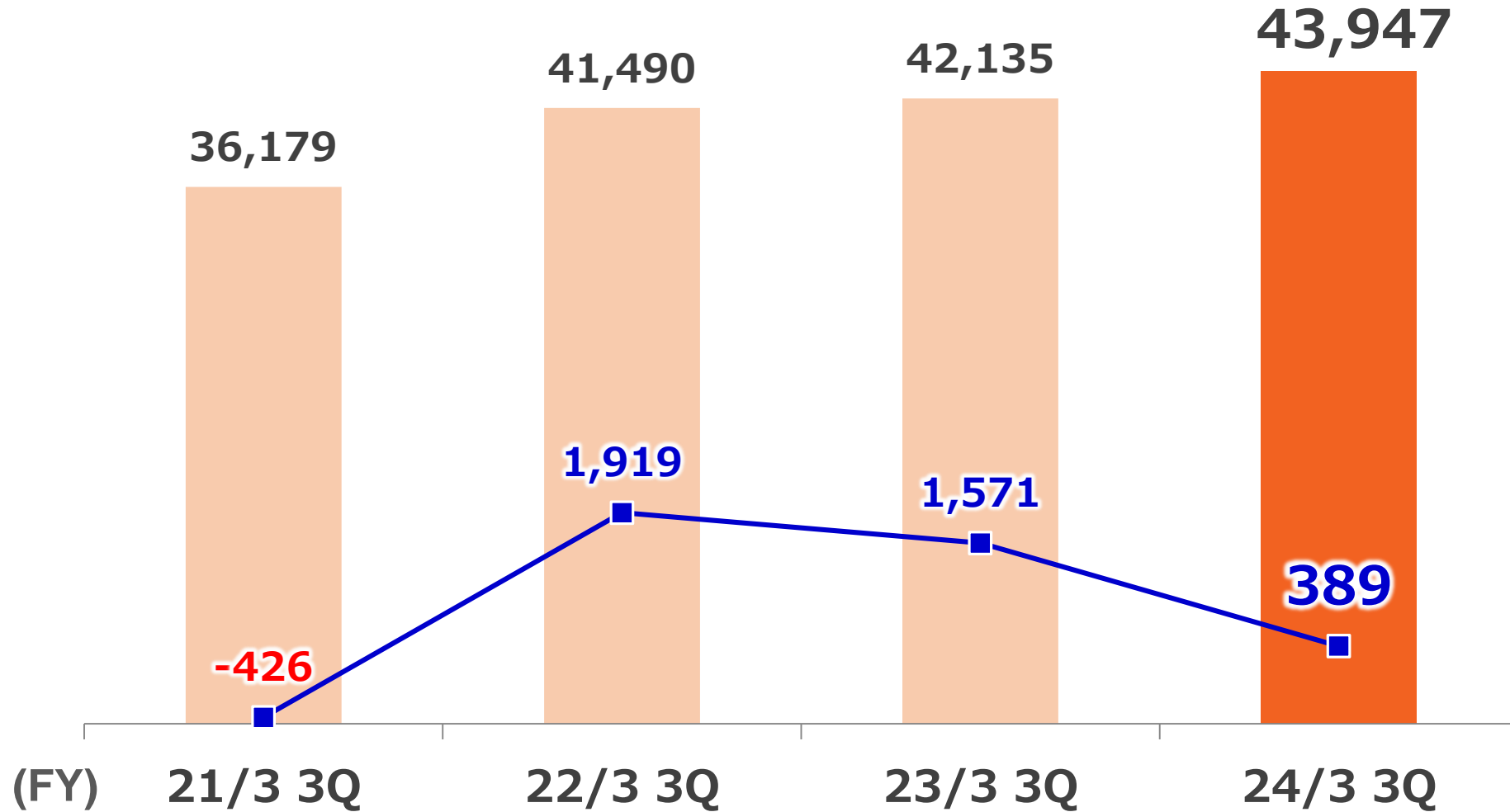
(Millions of yen)

		FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
Net Sales		42,135	<b>43,947</b>	1,811	4.3%
Operating Expenses		40,564	<b>43,558</b>	2,994	7.4%
Details	Cost of Sales	25,484	<b>28,629</b>	3,145	12.3%
	Selling, General and Administrative Expenses	15,079	<b>14,928</b>	-151	-1.0%
Operating Income		1,571	<b>389</b>	-1,182	-75.2%
Ordinary Income		1,912	<b>473</b>	-1,439	-75.3%
Profit		1,187	<b>266</b>	-920	-77.5%
		FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
Program Expenses		11,603	<b>13,127</b>	1,524	13.1%

# 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)	FY24/3 3Q (Apr-Dec 2023)	YoY	% Change
<b>Broadcasting Revenue</b>	37,310	36,690	<b>36,958</b>	268	0.7%
<b>Content Revenue</b>	3,935	5,223	<b>6,774</b>	1,551	29.7%
<b>Other Revenue</b>	244	221	<b>214</b>	-7	-3.4%

## ■ 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

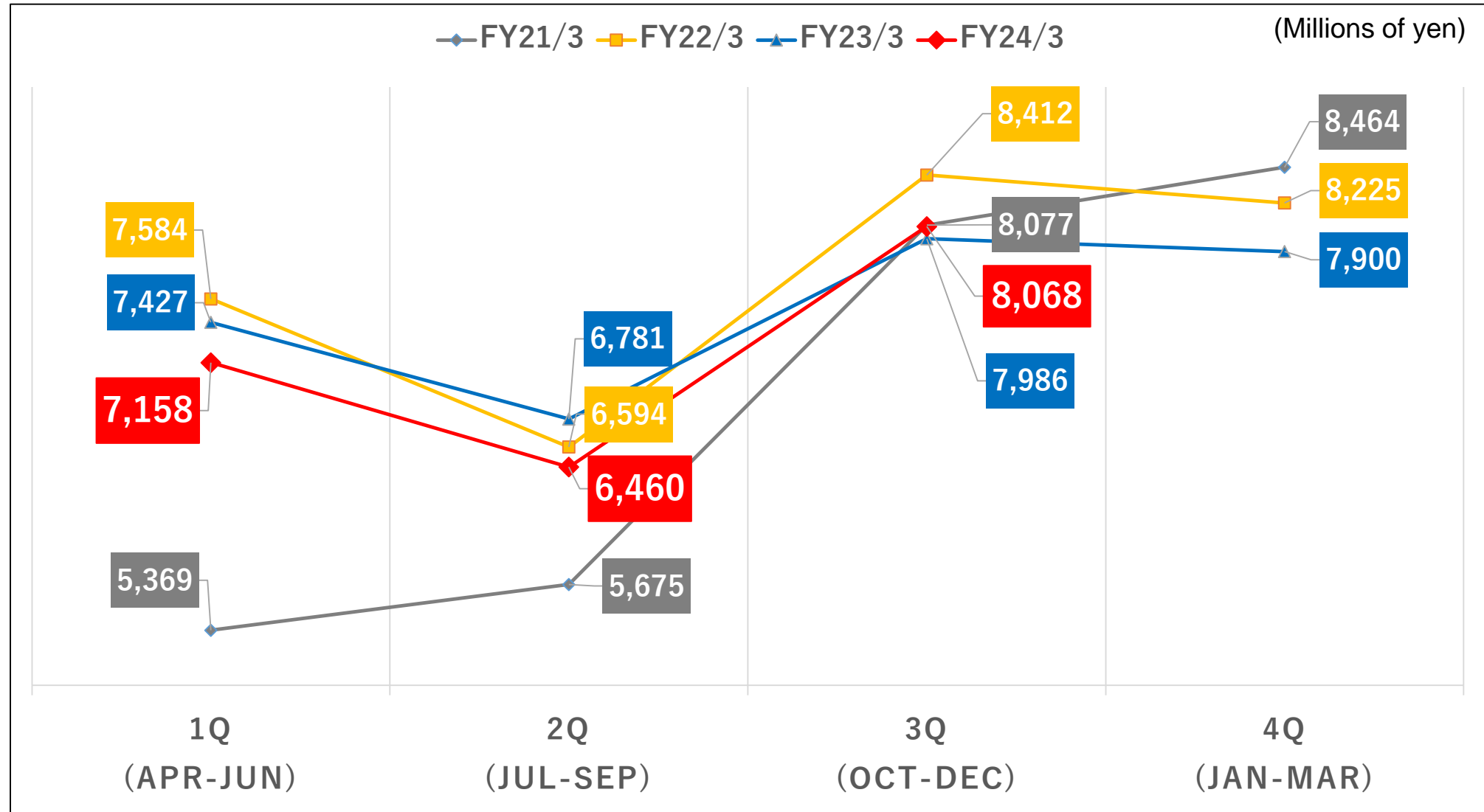


(Millions of yen)

	FY21/3 3Q (Apr-Dec 2020)	FY22/3 3Q (Apr-Dec 2021)	FY23/3 3Q (Apr-Dec 2022)	FY24/3 3Q (Apr-Dec 2023)
<b>Spot</b>	19,122	22,591	22,194	<b>21,687</b>
<b>Network (Time)</b>	9,624	9,620	9,101	<b>9,744</b>
<b>Local (Time)</b>	4,093	4,258	4,386	<b>4,163</b>
<b>TV Program Streaming (TVer, etc.)</b>	185	373	493	<b>661</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 2022		Oct to Dec 2023	
	YoY	Composition rate	YoY	Composition rate
Transportation/ Leisure/ Food Services/ Services	112.0%	11.7%	117.9%	13.7%
Foods	93.7%	10.8%	96.5%	10.3%
Beverages/ Liquors	78.3%	5.3%	181.0%	9.5%
Pharmaceuticals/ Medical Supplies	79.5%	8.0%	96.6%	7.6%
Information/ Communications	85.0%	8.7%	80.4%	6.9%
Home Electric Appliances/ Computer	93.9%	7.4%	82.6%	6.0%
Hobbies (Movie/ Game/ Music etc.)	95.7%	6.3%	95.6%	6.0%
Finance	111.0%	5.6%	107.4%	5.9%
Cosmetics/ Toiletries	75.1%	5.3%	87.2%	4.5%
Automobiles	100.1%	5.0%	88.4%	4.4%
Government/ Political Organization	114.3%	3.8%	103.0%	3.9%
Housing/ Real Estate/ Construction	89.1%	2.8%	121.7%	3.4%
Fashion (Apparel/ Jewelry etc.)	103.6%	2.9%	112.6%	3.3%
Household Products	89.4%	2.9%	109.4%	3.1%
Energy/ Machines/ Materials	118.2%	3.1%	94.7%	2.9%
Mail Order Sales	83.0%	2.0%	136.9%	2.8%
Distribution	142.9%	2.5%	84.0%	2.1%
Various Organizations (Law Office etc.)	120.4%	1.5%	84.0%	1.2%
Logistics Services/ Businesses/ Events	65.0%	0.9%	130.4%	1.1%
Publications	128.4%	3.2%	35.7%	1.1%
Others	84.4%	0.3%	52.9%	0.2%
<b>Total</b>		<b>100%</b>		<b>100%</b>

# Television Viewer Ratings in Kansai Region for Apr-Dec 2023\* [ Individual (ALL) ]



(\*April 3 to December 31, 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>	<b>ABC</b> 3.4%	YTV 5.6%	<b>ABC</b> 5.5%	YTV 2.9%
<b>2</b>	YTV 3.3%	<b>ABC</b> 5.2%	YTV 5.3%	<b>ABC</b> 2.6%
<b>3</b>	KTV 3.0%	KTV 4.8%	KTV 4.8%	KTV 2.2%
<b>4</b>	MBS 2.8%	MBS 4.6%	MBS 4.5%	MBS 1.9%
<b>5</b>	NHK 2.5%	NHK 4.4%	NHK 3.9%	NHK 0.9%

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

# Television Viewer Ratings in Kansai Region for Apr-Dec 2023\* [Household]



(\*April 3 to December 31, 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	<b>ABC</b> 6.2%	YTV 8.8%	<b>ABC</b> 9.2%	YTV 5.4%
2	YTV 5.9%	<b>ABC</b> 8.7%	YTV 8.4%	<b>ABC</b> 4.8%
3	KTV 5.4%	NHK 7.9%	KTV 7.5%	KTV 3.9%
4	MBS 5.0%	KTV 7.5%	MBS 7.2%	MBS 3.6%
5	NHK 4.6%	MBS 7.3%	NHK 7.0%	NHK 2.0%

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

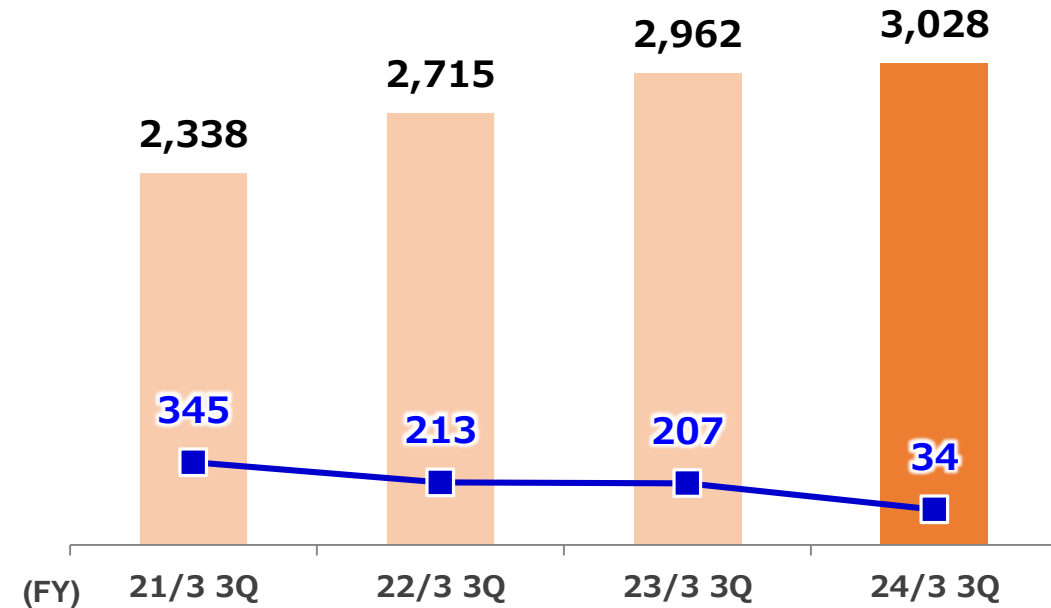
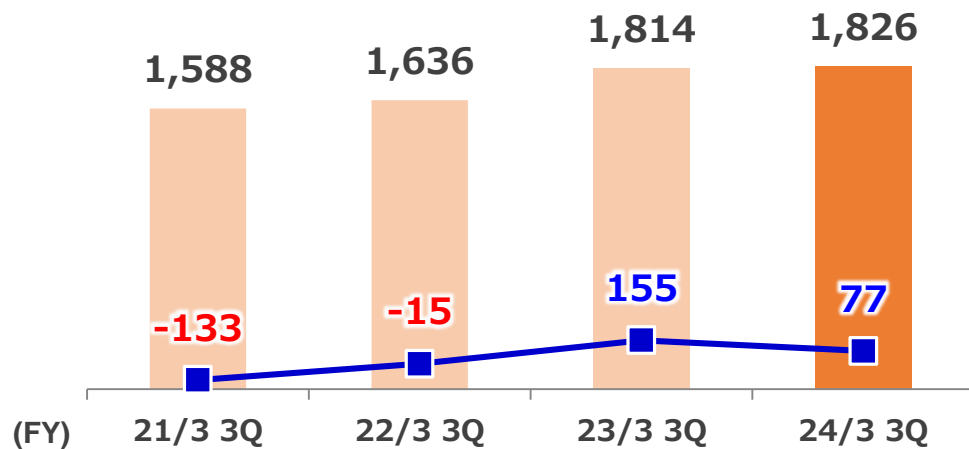
# Major Group Companies① <Broadcasting Business>

(Millions of yen)

## ABC Radio

## sky-A (CS broadcasting)

Net Sales Operating Income





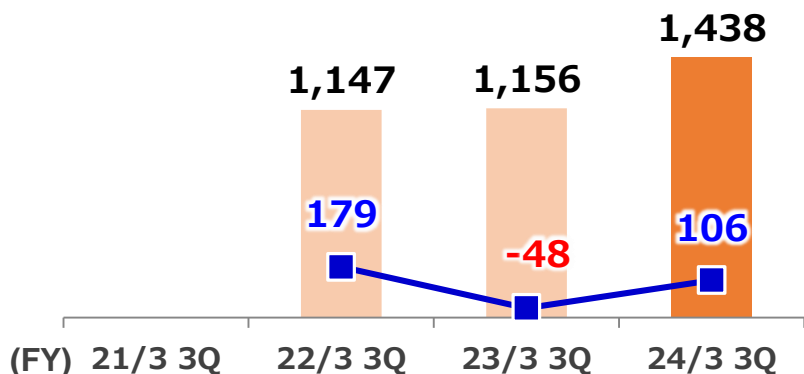
# Major Group Companies② <Content Business>



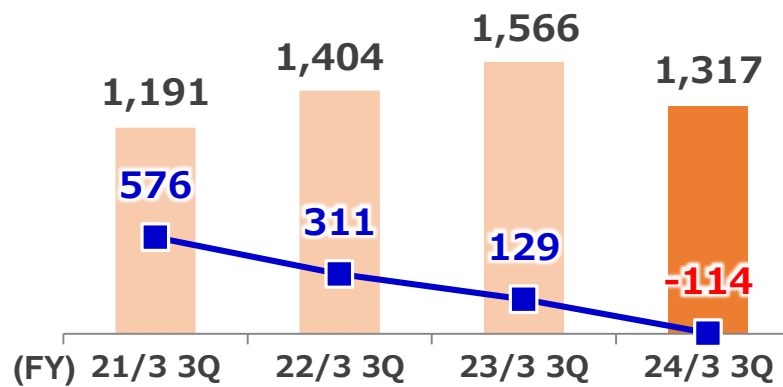
(Millions of yen)

## ABC Frontier \*

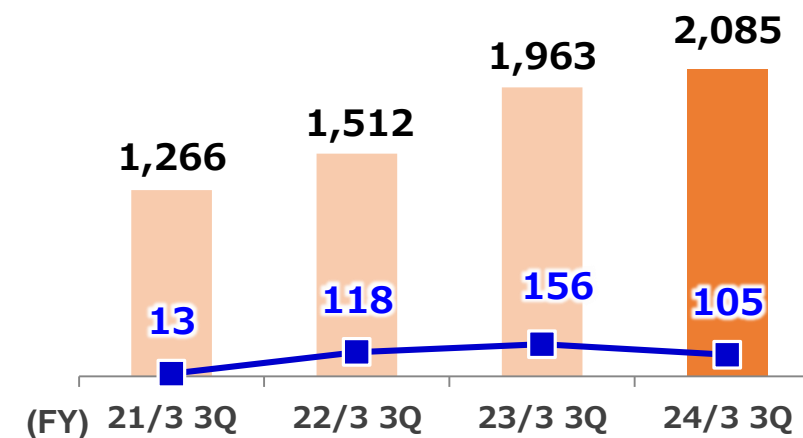
Net Sales — Operating Income



## ABC ANIMATION



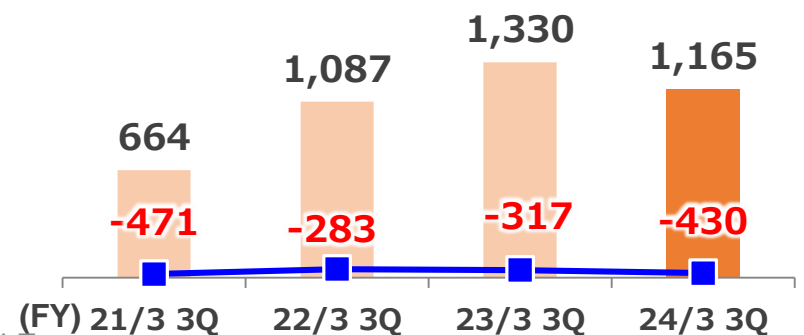
## MASH



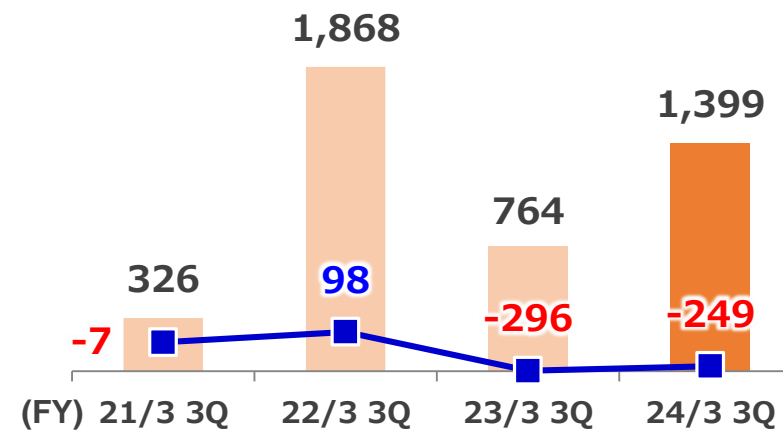
## DLE Group

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

(Note) Excerpts from the DLE financial results. This is the consolidated performance of DLE, including the non-consolidated subsidiaries of the ABC Group (such as AMIDUS.).



## SILVER LINK.\*\*



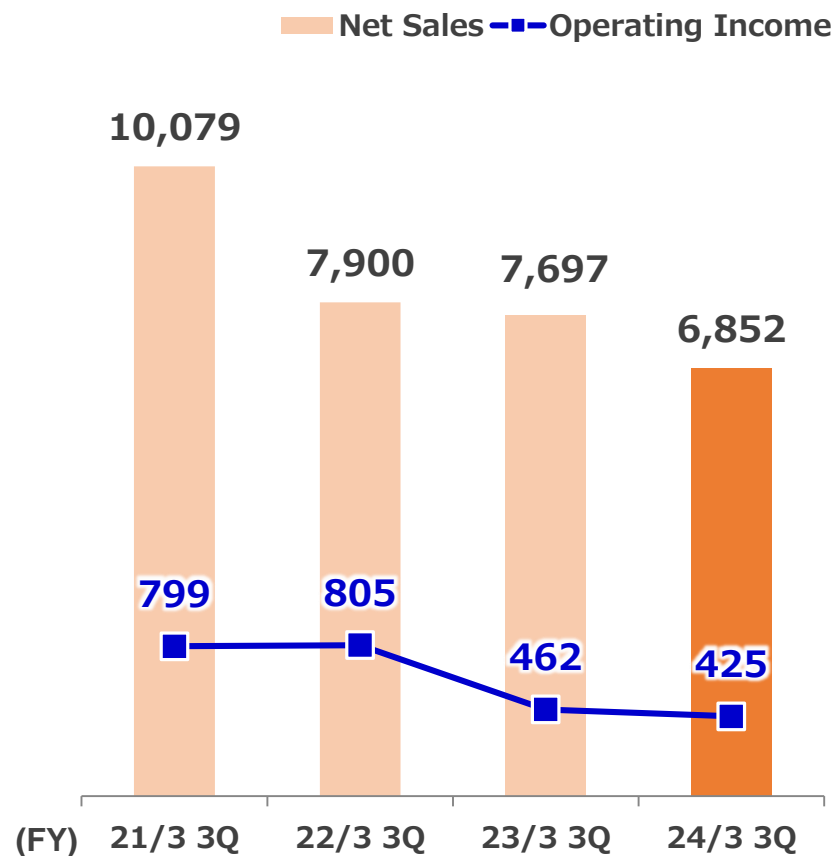
(Notes)

- ABC Frontier\* split off subsidiary ABC ANIMATION in FY22/3.
- We added SILVER LINK.\*\* as a consolidated subsidiary beginning in the third quarter of FY21/3.

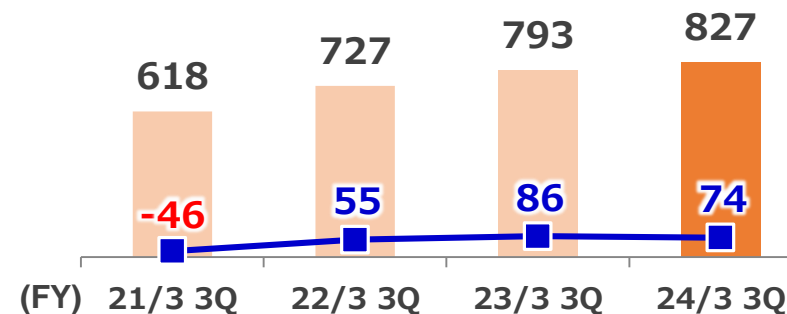
# Major Group Companies③ <Lifestyle Business>

(Millions of yen)

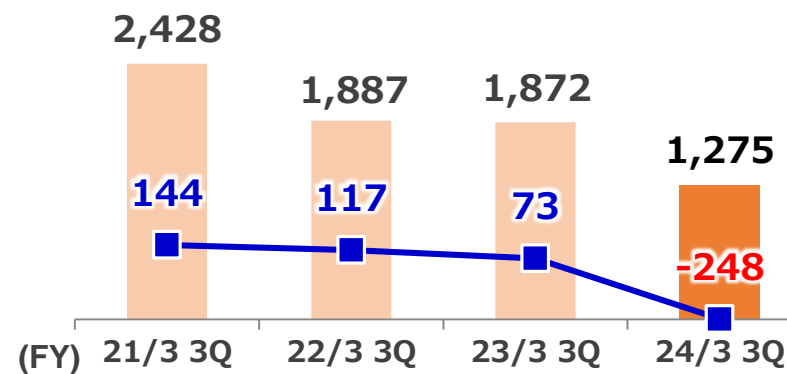
## ABC Development



## ABC GOLF CLUB



## ABC FUN LIFE

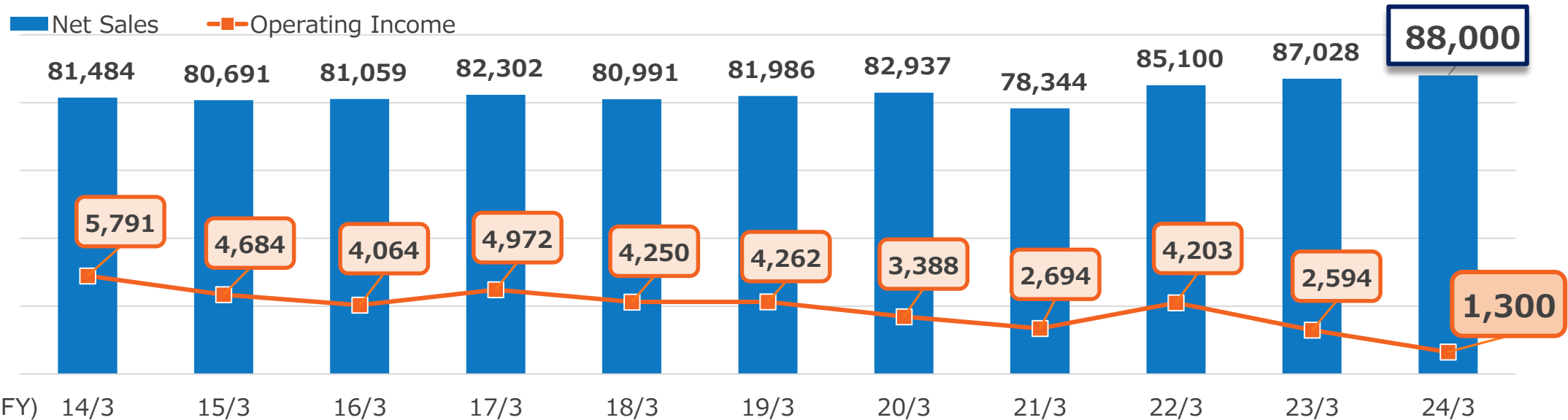


# FY24/3 Consolidated Financial Results Forecasts

\*No change in disclosure details since November

(Millions of yen)

	FY23/3 (actual)	FY24/3	YoY	% Change
Net Sales	87,028	<b>88,000</b>	972	1.1%
Operating Income	2,594	<b>1,300</b>	-1,294	-49.9%
Ordinary Income	2,661	<b>1,500</b>	-1,161	-43.6%
Profit Attributable to Owners of Parent	1,354	<b>1,000</b>	-354	-26.1%



# Financial Results Forecasts by Segment

\*No change in disclosure details since November

(Millions of yen)

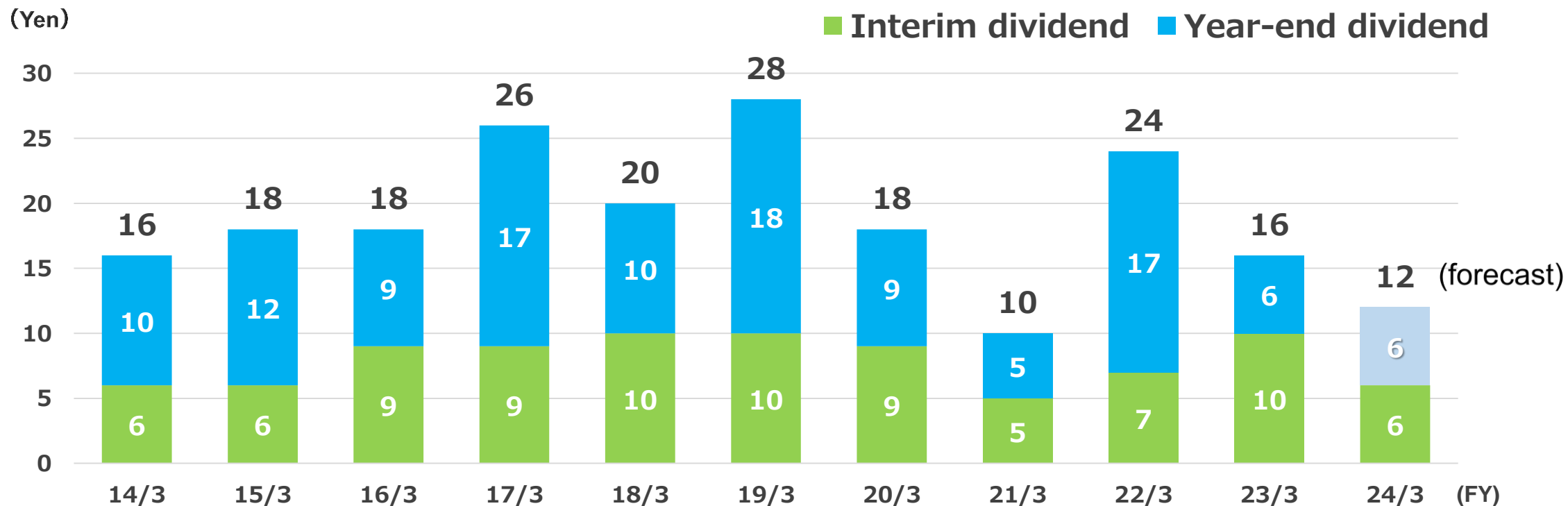
Net Sales		FY23/3 (actual)	FY24/3 (forecast)	YoY	% Change
Broadcasting and Content		72,967	73,800	832	1.1%
By business	Broadcasting	55,516	55,100	-416	-0.7%
	Content	17,387	18,600	1,212	7.0%
	Other	63	100	36	57.0%
Lifestyle		14,061	14,200	138	1.0%
By business	Housing	9,770	9,700	-70	-0.7%
	At-home shopping	2,954	3,200	245	8.3%
	Golf	939	950	10	1.1%
	Other	397	350	-47	-12.0%
Operating Income		FY23/3 (actual)	FY24/3 (forecast)	YoY	% Change
Broadcasting and Content		2,602	1,400	-1,202	-46.2%
Lifestyle		433	300	-133	-30.9%
Adjustments		-441	-400	41	-

# Capital Investments/Depreciation and Amortization

	FY23/3 3Q (Apr-Dec 2022)		FY24/3 3Q (Apr-Dec 2023)	
	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	¥4.9 billion	¥0.4 billion	<b>¥2.7 billion</b>	<b>¥1.6 billion</b>
Depreciation and Amortization	¥2.8 billion	¥1.3 billion	<b>¥2.7 billion</b>	<b>¥1.3 billion</b>

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

# Dividends



[Dividend Policy] Returning appropriate levels of profits to all shareholders is one of the most important management issues for the Company. With respect to the distribution of profits, given the Company's responsibility as a certified broadcasting holding company, it will take into comprehensive account factors such as operating results, the dividend payout ratio, and an appropriate level of internal reserves, while also constantly being aware of the balance between strengthening and maintaining the Company's financial position and making investments for supporting increases in corporate value and growth strategies. In accordance with this policy, the Company plans to flexibly make decisions for continuous and stable dividend payment, targeting a dividend payout ratio of 30% for profit after deducting the amount equivalent to the effective statutory tax rate from consolidated operating income, which indicates profit from the core business of the Group (deemed net profit). Moreover, the Company has set an annual dividend of 12.00 yen per share as the lower limit except in times of a significant decline in business performance due to a rapidly deteriorating business environment.



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. 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\*, integrated reports (corporate reports), and sustainability reports\* can be found on the website.

(\*available only in Japanese)