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 Presentation for Fiscal 2022 (For the fiscal year ended March 31, 2023)

May 22, 2023





# Matters to be reported

- Overview of Consolidated Financial Report for Fiscal 2022 and Financial Results Forecasts for Fiscal 2023
  - Consolidated Results and Segment Information...P.4
- 2021–2025 Medium-Term Management Strategy  $\sim$  NEW HOPE 2<sup>nd</sup> STAGE  $\sim$  ...... P.24



# Greetings

## Susumu Okinaka

Representative Director and President Asahi Broadcasting Group Holdings Corporation



# **Consolidated Results**

## Hironobu Nakamura

**Executive Officer (Accounting)** Asahi Broadcasting Group Holdings Corporation

# **Consolidated Results**



(Millions of yen)

		FY22/3	FY23/3	YoY	% Change	
Net Sales		85,100	87,028	1,928	2.3%	
0	perating Expenses	80,897	84,434	3,537	4.4%	
De	Cost of Sales	55,581	58,067	2,485	4.5%	
Details	Selling, General and Administrative Expenses	25,315	26,366	1,051	4.2%	
Ο	perating Income	4,203	2,594	-1,608	-38.3%	
	Ordinary Income	4,792	2,661	-2,131	-44.5%	
Profi	t Attributable to Owners of Parent	2,671	1,354	-1,317	-49.3%	

## < Higher Revenue and Lower Profits >

- Higher revenue due to increased content revenue, impact of full-year home and online shopping business (launched last year), etc.
- In contrast, profits declined due to higher content-related expenses and depreciation and amortization

# Results by Segment



	(M	illions	of yen	i)
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	Net Sales	FY22/3	FY23/3	YoY	% Change
Broa	adcasting and Content	71,348	72,967	1,618	2.3%
By	Broadcasting	56,130	55,516	-614	-1.1%
business	Content	15,170	17,387	2,216	14.6%
ess	Other	47	63	16	33.9%
	Lifestyle	13,751	14,061	310	2.3%
	Housing	9,825	9,770	-55	-0.6%
By bu	At-home shopping	2,694	2,954	259	9.6%
business	Golf	854	939	85	10.0%
0,	Other	377	397	20	5.4%
Ор	erating Income	FY22/3	FY23/3	YoY	% Change
Broadcasting and Content		3,654	2,602	-1,052	-28.8%
	Lifestyle	874	433	-440	-50.4%
Adjustments		-325	-441	-116	_

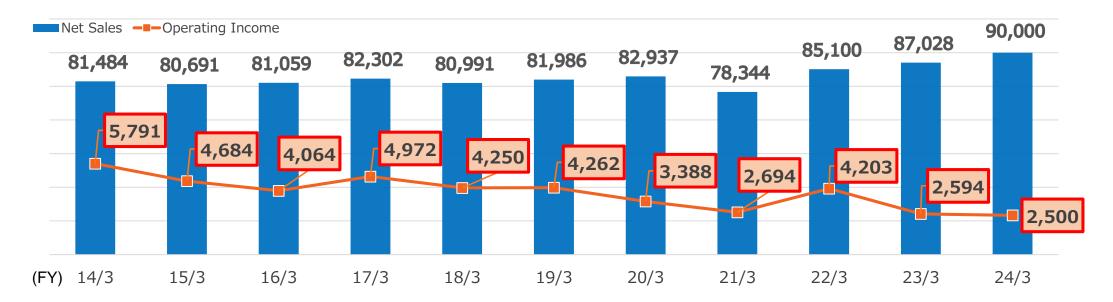
## FY24/3 Consolidated Financial Results Forecasts

7



(Millions of yen)

	FY23/3 (actual)	FY24/3	YoY	% Change
Net Sales	87,028	90,000	2,971	3.4%
Operating Income	2,594	2,500	-94	-3.6%
Ordinary Income	2,661	2,700	38	1.4%
Profit Attributable to Owners of Parent	1,354	1,700	345	25.6%



# FY24/3 Financial Results Forecasts by Segment

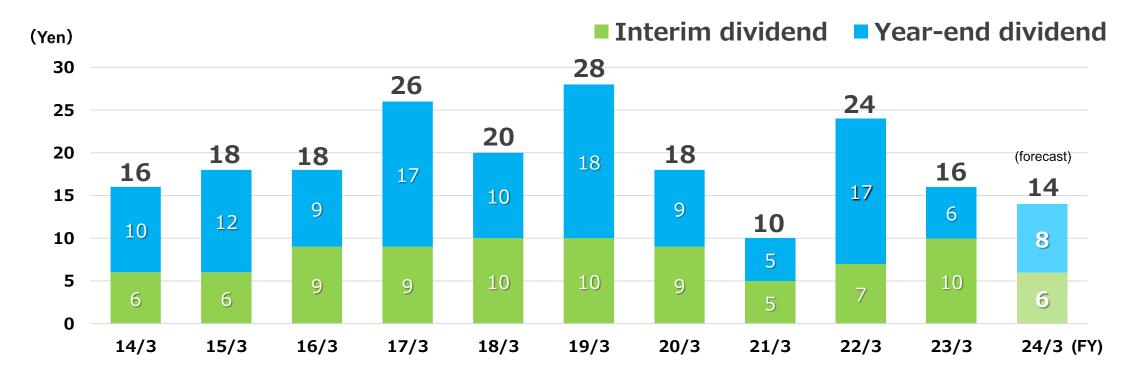


(Millions of yen)

Net Sales		FY23/3 (actual)	FY24/3	YoY	% Change
Broa	adcasting and Content	72,967	75,400	2,432	3.3%
Ву	Broadcasting	55,516	56,700	1,183	2.1%
business	Content	17,387	18,600	1,212	7.0%
ess	Other	63	100	36	57.0%
	Lifestyle	14,061	14,600	538	3.8%
	Housing	9,770	9,700	-70	-0.7%
By bu	At-home shopping	2,954	3,500	545	18.5%
business	Golf	939	950	10	1.1%
0,	Other	397	450	52	13.1%
Ор	erating Income	FY23/3 (actual)	FY24/3	YoY	% Change
Broadcasting and Content		2,602	2,300	-302	-11.6%
	Lifestyle	433	600	166	38.3%
Adjustments		-441	-400	41	-



# 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%.

For the fiscal year ending March 31, 2023, we will maintain the year-end dividend of 6 yen per share, for an annual dividend of 16 yen per share. For the fiscal year ending March 31, 2024, we forecast an annual dividend of 14 yen per share, including an interim dividend of 6 yen and a year-end dividend of 8 yen.



# **ABC TV Results**

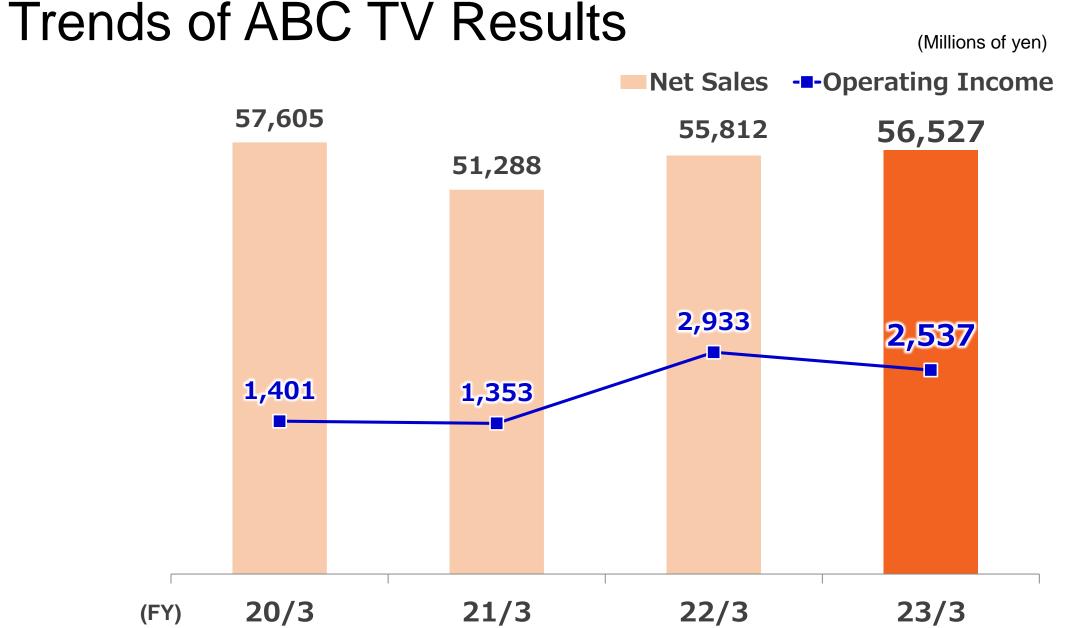
Shinya Yamamoto Representative Director and Vice President Asahi Broadcasting Group Holdings Corporation Representative Director and President Asahi Television Broadcasting Corporation

# ABC TV Results



(Millions of yen)

		FY22/3	FY23/3	YoY	% Change
	Net Sales	55,812	56,527	714	1.3%
0	perating Expenses	52,879	53,990	1,110	2.1%
De	Cost of Sales	32,877	33,635	757	2.3%
Details	Selling, General and Administrative Expenses	20,001	20,354	353	1.8%
C	Operating Income	2,933	2,537	-396	-13.5%
	Ordinary Income	3,057	2,987	-70	-2.3%
	Profit	1,814	1,968	154	8.5%
		FY22/3	FY23/3	YoY	% Change
F	Program Expenses	15,361	15,316	-45	-0.3%





(Millions of yen)

	FY22/3	FY23/3	YoY	% Change
Broadcasting Revenue	50,502	49,534	-968	-1.9%
Content Revenue	4,980	6,694	1,714	34.4%
Other Revenue	329	297	-31	-9.6%

**Broadcasting Revenue X 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

	20/3	21/3	22/3	23/3
Spot	31,298	27,587	30,817	30,094
Network (Time)	14,347	13,461	13,018*	12,294*
Local (Time)	6,225	5,538	5,527	5,805
TV Program Streaming (Mainly on TVer)	172	306	502	618

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

Spot

(Millions of ven)

### •Down 2.3% YoY

\*See the following pages for more details.

## Network (Time) • Down 5.6% YoY

 Decrease in the broadcast time of our nationwide network programs

## Local (Time) • Up 5.0% YoY

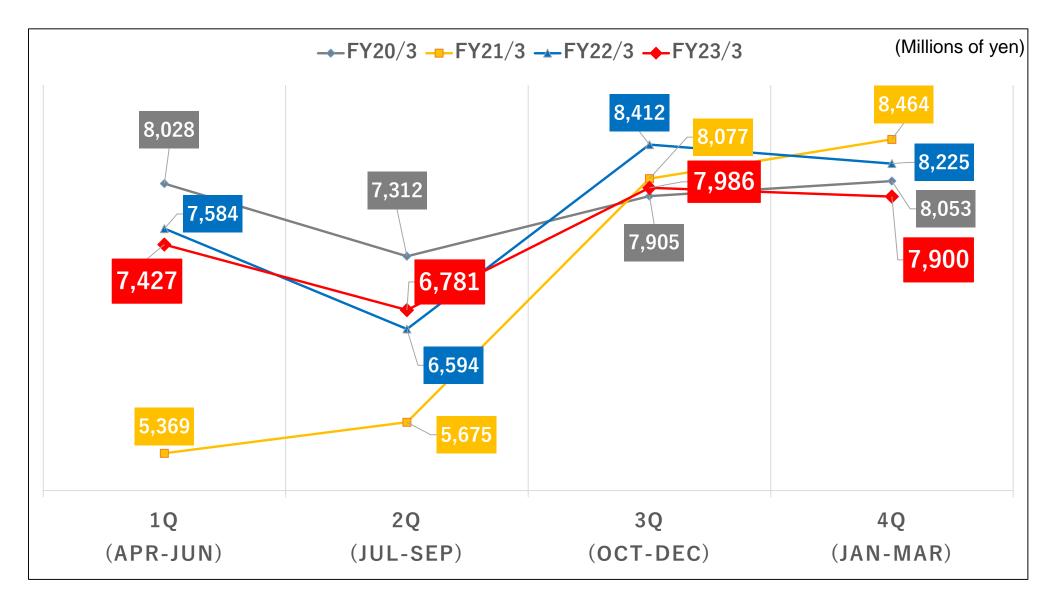
Events related to Ohayo Asahi Desu and Ohayo Asahi Doyobi Desu performed well
Daytime belt programming beginning in April

# TV Program Streaming (TVer, etc.)•Up 22.9% YoY

·July seasonal drama streaming performed well

•TVer original production: *Aiseki Shokudo* (*Let's Share a Table*)

# ABC TV Spot Revenue (Quarterly Performance)



AB

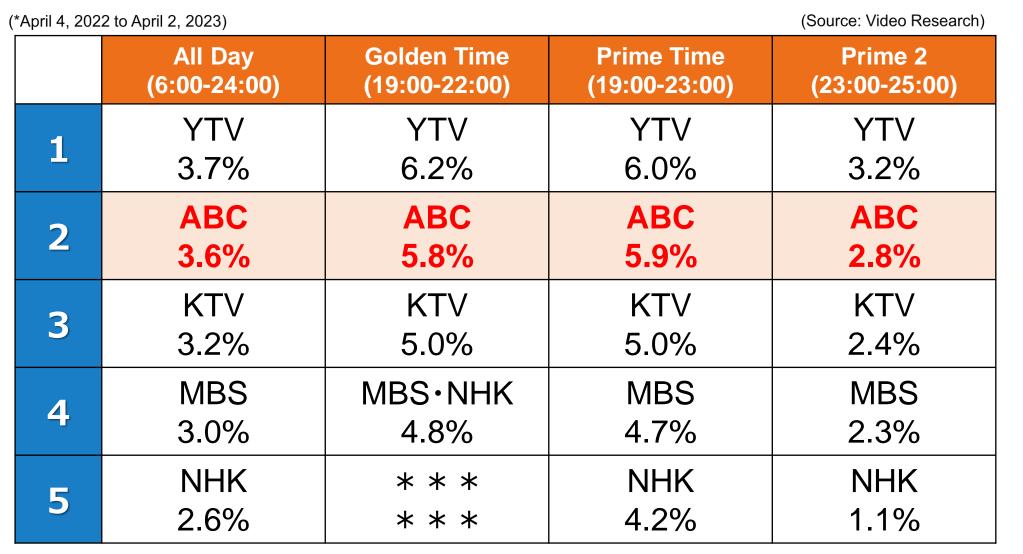
# ABC TV Spot Revenue (By Top 20 Industries)



		April 2021-N	/larch 2022	April 2022-March 2023		
Rank	Industry	YoY*	Composition rate	YoY*	Composition rate	
1	Transportation/Leisure/Food Services/Services	124.3%	10.9%	119.5%	13.3%	
2	Foods	105.3%	9.5%	92.9%	9.1%	
3	Pharmaceuticals/Medical Supplies	102.9%	7.4%	100.4%	7.6%	
4	Information/Communications	126.3%	9.3%	79.2%	7.6%	
5	Beverages/Liquors	120.9%	8.1%	86.6%	7.2%	
6	Home Electric Appliances/Computer	131.2%	7.1%	94.2%	6.8%	
7	Finance	100.5%	5.5%	107.6%	6.1%	
8	Hobbies (Movie/Game/Music etc.)	121.5%	6.0%	91.7%	5.6%	
9	Automobiles	87.5%	5.4%	93.0%	5.2%	
10	Government/Political Organization	119.7%	4.1%	106.8%	4.4%	
11	Cosmetics/Toiletries	108.7%	5.5%	78.1%	4.4%	
12	Housing/Real Estate/Construction	119.8%	3.7%	110.9%	4.2%	
13	Publications	133.4%	3.8%	97.6%	3.8%	
14	Mail Order Sales	78.5%	2.5%	114.3%	3.0%	
15	Energy/Machines/Materials	76.5%	2.0%	126.8%	2.5%	
16	Fashion (Apparel/Jewelry etc.)	101.2%	2.4%	94.7%	2.3%	
17	Household Products	128.3%	2.4%	91.7%	2.3%	
18	Distribution	101.3%	1.6%	108.3%	1.8%	
19	Various Organizations (Law Office etc.)	125.0%	1.4%	104.9%	1.5%	
20	Logistics Services/Businesses/Events	106.1%	1.3%	87.7%	1.1%	
21	Others	112.1%	0.2%	136.5%	0.3%	
	Total		100.0%		100.0%	

\*Year-on-year comparisons

## Television Viewer Ratings in Kansai Region for April 2022-March 2023\* [Individual (ALL)]



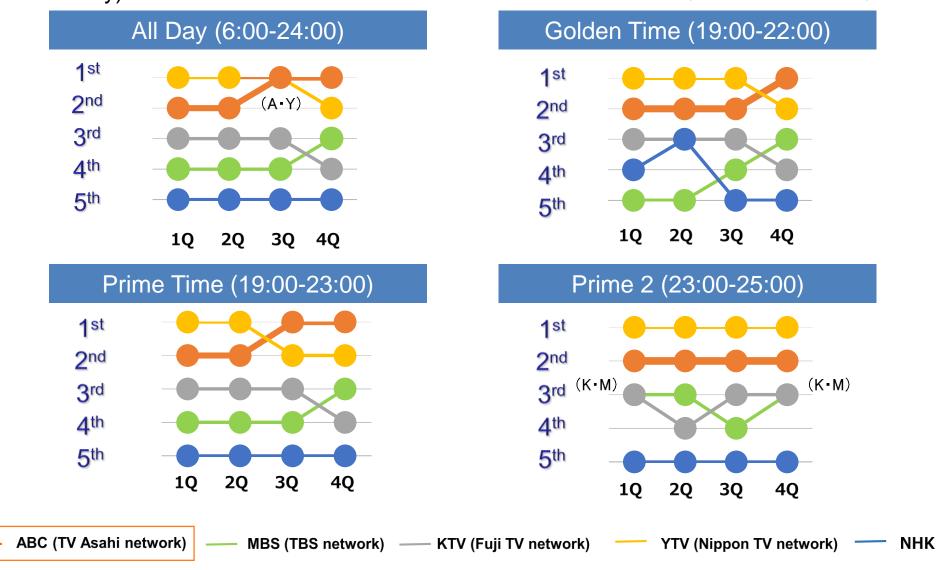
AB

■ 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.

## Trends of Ranking of Television Viewer Ratings in Kansai Region [Individual (ALL)] (Fiscal 2022 Quarterly)



(Source: Video Research)



# FY2022 Notable Results



## Year-end and New Year's Special Programs Continued to Maintain Top Share



*M-1 Grand Prix, Who is a real celebrity?*: Individual (ALL) for Kanto and Kansai regions were top performers in same time slot. *Who is a real celebrity?* topped all programs on the three New Year's days in Kansai for the 13th year in a row!



Multiple routes for ABC content, including streaming, internet, events, etc.

# FY24/3 ABC TV Results Forecasts



(Millions of yen)

	FY23/3 (actual)	FY24/3	YoY	% Change
Net Sales	56,527	58,650	2,122	3.8%
Operating Expenses	53,990	56,650	2,659	4.9%
Operating Income	2,537	2,000	-537	-21.2%
Ordinary Income	2,987	2,050	-937	-31.4%
	FY23/3 (actual)	FY24/3	YoY	% Change
Program Expenses	15,316	16,500	<b>16,500</b> 1,183	

# FY24/3 ABC TV Revenue Forecasts



(Millions of yen)

		FY23/3 (actual)	FY24/3	YoY	% Change
Broadcasting Business Revenue		49,534	50,500	965	1.9%
	Spot	30,094	30,100	5	0.0%
De	Network	12,294	12,740	445	3.6%
Details	Local	5,805	5,850	44	0.8%
	TV Program Streaming (Mainly on TVer)	618	850	231	37.5%
Content Business Revenue		6,694	7,900	1,205	18.0%

# FY2023 Initiatives



#### Start of a New Nationwide Network Primetime Drama Series



• Create and deliver original, high-quality content with an eye to overseas markets; provide to as many people as possible, not only on terrestrial TV but also through streaming

4130 の夜 日 濯 の 夜 ぐらいは… \*\*\*\*

First Drama Entry in the National Network Slot **At Least On Sunday Night** Launched on April 30 Sunday 10:00-10:54 p.m.

## New Services Leveraging Program IP



## **Released Fan Community App!**

 Many new ways to enjoy Aiseki Shokudo (Let's Share a Table) 24/7/365.
 Staff meetings streamed!

## To Maximize Content Value as Quickly as Possible...

## New Content Strategy Committee

New committee established in April to strategize the maximization of content value and clarify future direction. The committee consists of members from ABC TV and ABC Holdings (12 divisions in total).

The committee is charged with accelerating the maximization of ABC TV IP and Group IP through overseas content delivery and events beyond the framework of company and organization.

# Creating Businesses to Solve the SDGs and Social Issues



## SDGs/Regional Co-Creation x Business Creation

## あすを、きょうより素晴らしく。 SDGs ×77 三 ライ

• For a better tomorrow, for a better future. Doing all we can under the *Asu Mirai Project*, currently in full swing. Our goal is to leverage broadcasts and content to growth together with communities and businesses that share common goals.



• Furulabo is a Furusato Nouzei hometown tax donation system website addressing issues across communities and municipalities. We provide support through broadcasts, content creation, and our content delivery capabilities.



• The Travel Salad Expo (held in March 2022) is an event based on the *Travel Salad* TV program. A number of municipalities connected through the *Furulabo* site sponsored booths at the expo.

The new *Travel Salad PLUS*+ travel and food website is taking on the challenge to foster more lively communities and create new fans.

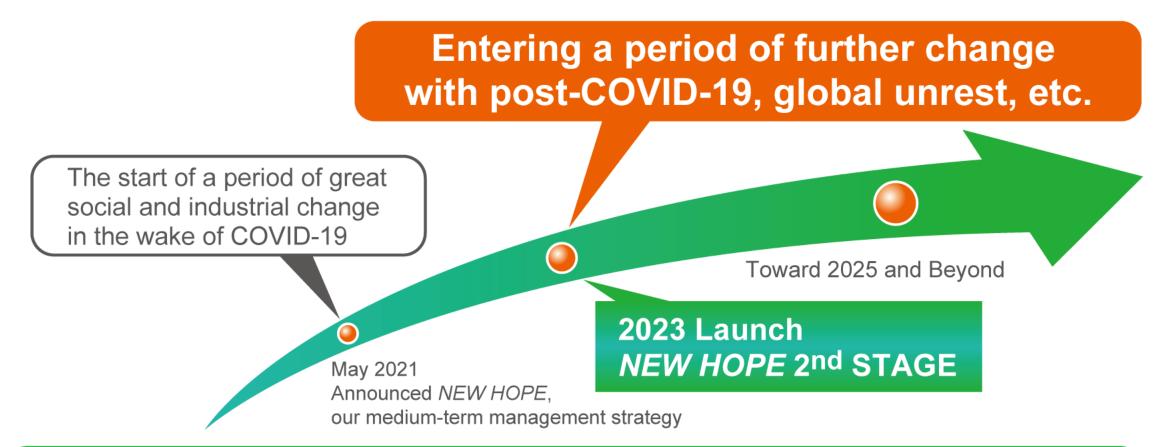
Maximizing Program Value x Supporting Local Communities Toward the Creation of New Business Models



# 2021–2025 Medium-Term Management Strategy NEW HOPE 2<sup>nd</sup> STAGE

# Susumu Okinaka Representative Director and President Asahi Broadcasting Group Holdings Corporation

# NEW HOPE 2021-2025 2<sup>nd</sup> STAGE : Our Vision



Reflecting on the results and issues encountered over the two years of our medium-term management strategy **NEW HOPE**, we are approaching the latter three years under measures we define as a 2<sup>nd</sup> STAGE. We intend to raise awareness throughout the Asahi Broadcasting Group, accelerating organizational growth as we respond to an era of further change.



# **NEW HOPE** 2021-2025 Vision and Priority Targets **Creating and Delivering New Happiness**

# 〈Priority Targets〉

- 1. Strengthen and diversify human resources throughout the group
- 2. Leverage the power of broadcasting, and strengthen and deepen group collaboration
- 3. Build a data utilization system and pursue the use of digital technologies
- 4. Create businesses that contribute to regional revitalization and solutions to social issues

Achieve consolidated sales of 100 billion yen, operating income of 5.7 billion yen, and ordinary income of 6.0 billion yen by FY2025



# NEW HOPE 2nd STAGE

Our Greatest Strengths are Our *Diverse Content* and *Content Creation Human Resources*. Maximizing Our Strengths for Further Growth.



# **NEW HOPE** 2<sup>nd</sup> STAGE Our Business Environment

## The Industry and Our Company

- Changing media/content environment
- Changing customer needs
- Target market globalization
- Shrinking market due to population decline

## Technology

- Disruptive evolution in digital technologies (AI, XR, IoT, robotics, etc.)
- Advent of the data-driven society
- A future of digital twins



## Society

- Prolonged global instability
- Increased awareness of the need to fulfill the SDGs
- Newly emerging lifestyles
- Accelerated low birth rate and aging society
- Decline in local economies and regional strength

Rising Needs for Diversification and Higher-Quality Content and an Increase in Our Social Role as a Media Group



Awareness of and Challenges in Business Transformation

Transcend Corporate Boundaries to Become a Corporate Group Supported by Diverse Human Resources, and Deliver Happiness\* to Our Stakeholders Through Greater Diversity in Content

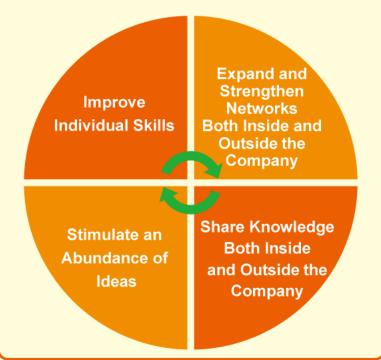
\* Happiness for viewers, listeners, and consumers; Well-Being for local communities; and Good Living for the Group employees.



# **NEW HOPE 2<sup>nd</sup> STAGE** Priority Measures

## (1) Human Resources Crossroads Initiative

- Maximize the Power of the Individual and the Power of the Group Internally and Externally.
- Become a Group of Talented Professionals in All Capacities.



(2) Create Businesses Through Digital Transformation (DX)

- From the pursuit of DX to a phase of practical implementation.
- Create businesses through data marketing, digital sales, digital technologies, and human resources development.

Create Businesses DX Infrastructure

## (3) Naniwa-suji/ Nakanoshima ART ARC Initiative

- The Naniwa-suji/Nakanoshima area and area surrounding our head office (Fukushima-ku, Osaka) are under development. We plan to turn this area into a central arts and entertainment district through our ability to create and deliver.
- We also plan to establish a second creation factory in the area around our head office. This creation factory will function as a content production and information communications center.
- This area will become a lively and vibrant district leading up to the 2025 Osaka-Kansai Expo.



# **NEW HOPE** 2<sup>nd</sup> STAGE Growth Investment Strategy

- Leverage M&A and corporate venture capital (ABC DREAM VENTURES) to secure functions and resources in line with our content and lifestyle business strategies.
- Strengthen investment in the digital domain, aiming to create businesses through DX.
- Maximize the knowledge and skills of each employee and strengthen human capital investment, aiming to become a group (Human Resources Crossroads) attracting talented professionals inside and outside our organization.

Invest in the creation of businesses that contribute to society.

# **NEW HOPE 2<sup>nd</sup> STAGE** Financial Strategy

Optimize our business portfolio by allocating management resources in light of the cost of capital for investment.

Increase corporate value as a comprehensive content business group through ongoing investment in growth to achieve our medium-term management strategy.

Aim to maximize optimal funding sources and efficiencies to maintain an appropriate balance between financial health and financial leverage.



# Medium-Term Management Strategy Rolling Update (Quantitative Targets)



# **Priority Targets** (Quantitative)

## Financial Plan by 2025 (Rolling Plan 2022)

(Millions of yen)

	FY2021 (actual)				023	FY2024		FY2025		
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Consolidated Group	85,100	4,203	91,000	4,000	94,000	4,500	97,000	5,000	100,000	5,700



## Rolling Plan 2023

	FY2021 (actual)		FY2022 (actual)		FY2023		FY2024		FY2025	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Consolidated Group	85,100	4,203	87,028	2,594	90,000	2,500	94,000	3,900	100,000	5,700



# **Priority Targets** (Quantitative by Segment)

## Financial Plan by 2025 (Rolling Plan 2022)

(Millions of yen)

▼ By reportable	FY2021 (actual)		FY2022		FY2023		FY2024		FY2025	
segment	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
Broadcasting and Content	71,348	3,654	75,200	3,300	77,000	3,200	79,300	3,600	81,000	3,800
Lifestyle	13,751	874	15,800	1,000	17,000	1,600	17,700	1,700	19,000	2,200
V Ry reportable	▼ By reportable FY2021 FY2022 FY2023 FY2024 FY2025					005				
By reportable segment	(actı	ual)	(actı	ual)	114	020	114	V2-		FY2025 les Operating Income
		,								
ooginont	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating
Broadcasting and Content	Net Sales 71,348	Operating	Net Sales 72,967		Net Sales 75,400	Operating Income 2,300	Net Sales 77,700	Operating Income 3,300		Operating

Note: We anticipated operating income-related adjustments of -400 million yen in FY2023, and -450 million in the FY2024 to FY2025 time frame, recorded as Adjustments, Other for items not allocated to a specific segment (not shown in table).



# A Final Word

This medium-term strategy runs until 2025, but the environment surrounding us is changing at an incredibly fast pace. We are now at a stage where we have to think about what comes after this medium-term strategy. First and foremost, we've provided some broad guidelines at this stage.

Our primary goal is to improve our corporate value in the medium to long term. Of course, cash is needed for this, and we must also maintain the periodic profit and loss. Furthermore, not only in financial terms but inclusion is also an important keyword. We need to be inclusive not only within our company but also in our approach to society. We believe that the essence of sustainability lies there.

When considering this vision, human resources indeed become key. We believe that if all group employees become conscious of enhancing their talent, this will lead to the success of our group in the future, including the medium-term strategy *NEW HOPE* 2nd STAGE that I explained today.

**Representative Director and President** 





# **Reference Materials**

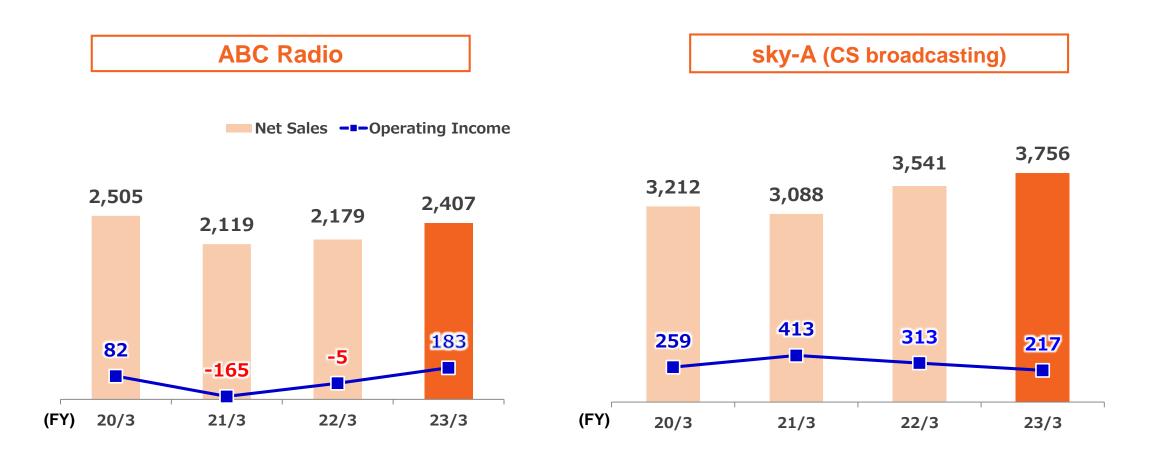
# Capital Investments/Depreciation and Amortization

	FY2	22/3	FY2	23/3	FY24/3 (forecasts)		
	Consolidated	ABC TV	Consolidated	ABC TV	Consolidated	ABC TV	
Capital Investments	¥8.4bn	¥6.5bn	¥7.9bn	¥0.8bn	¥4.8bn	¥2.9bn	
Depreciation and Amortization	¥3.2bn	¥1.5bn	¥3.7bn	¥1.7bn	¥3.9bn	¥1.9bn	

# Major Group Companies ① < Broadcasting Business>



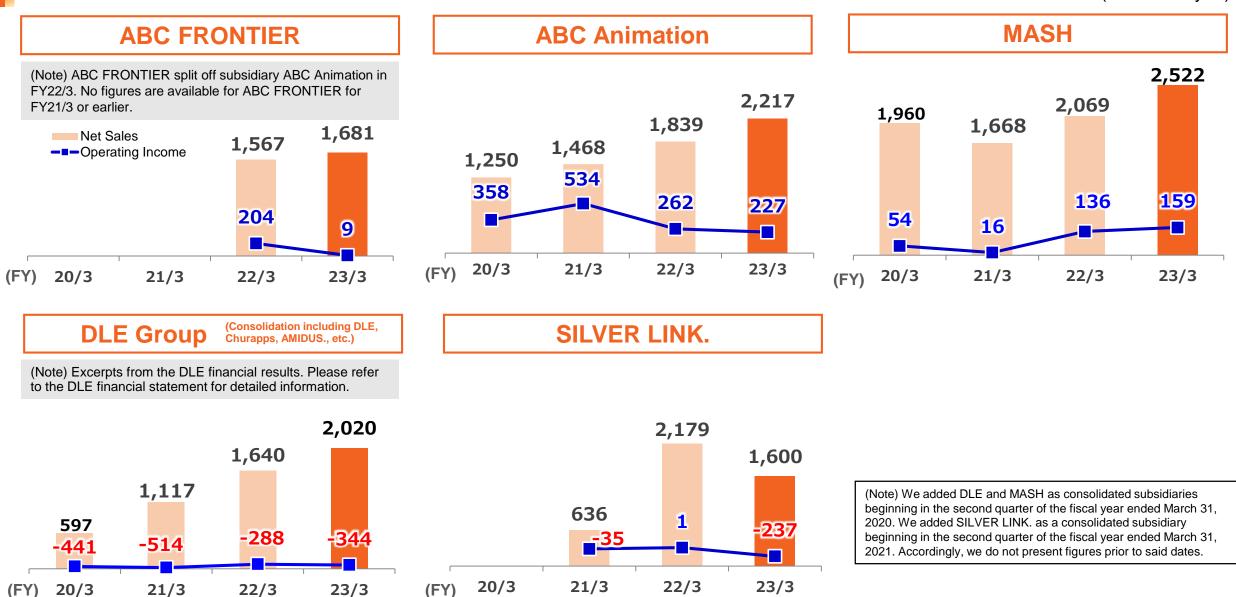
(Millions of yen)



## Major Group Companies<sup>2</sup> <Content Business>

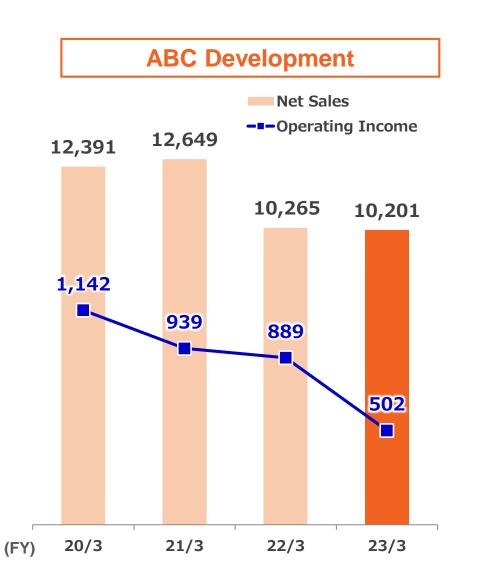


(Millions of yen)



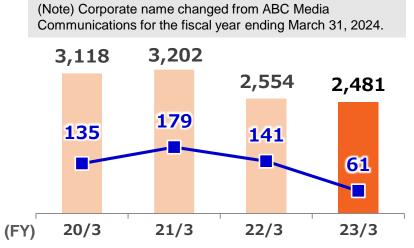
## Major Group Companies 3 < Lifestyle Business>





#### (Millions of yen) **ABC GOLF CLUB** 1,016 986 917 791 73 **59** 44 -51 20/3 21/3 22/3 23/3 **ABC FUN LIFE**

(FY)



# Television Viewer Ratings in Kansai Region for April 2022-March 2023\* [Household]

(\*April 4, 2022 to April 2, 2023)

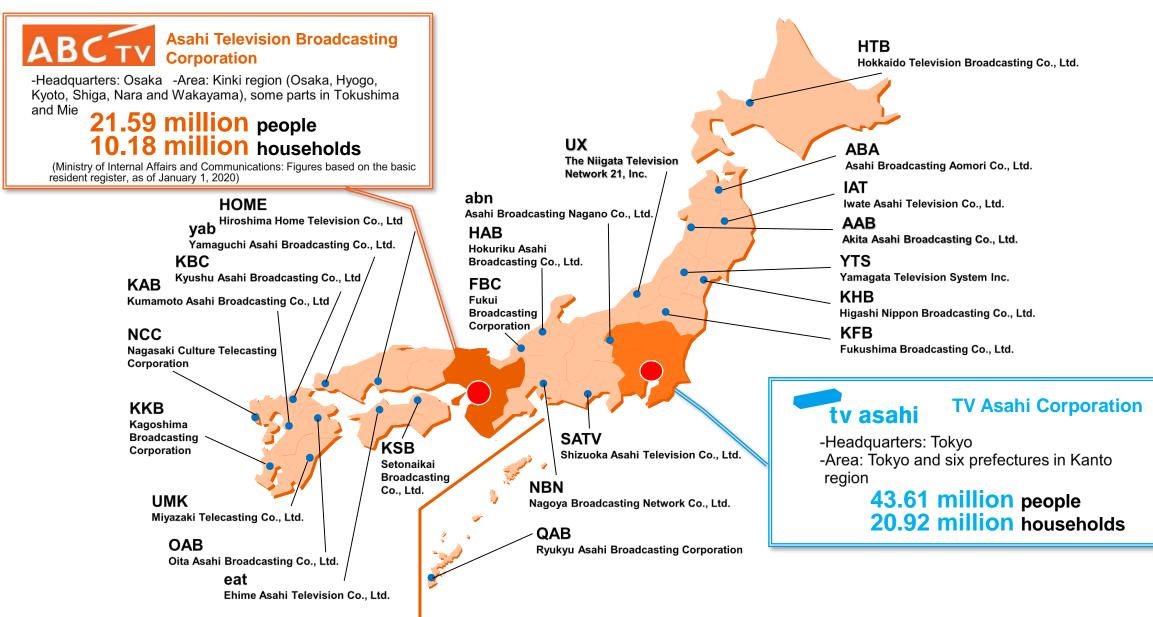
(Source: Video Research)

	All Day	Golden Time	Prime Time	Prime 2
	(6:00-24:00)	(19:00-22:00)	(19:00-23:00)	(23:00-25:00)
1	YTV	ABC·YTV	ABC	YTV
	6.6%	9.7%	10.0%	5.8%
2	ABC	* * *	YTV	ABC
	6.4%	* * *	9.4%	5.2%
3	KTV	NHK	KTV	KTV∙MBS
	5.6%	8.4%	8.0%	4.3%
4	MBS	KTV	MBS	* * *
	5.3%	7.9%	7.7%	* * *
5	NHK	MBS	NHK	NHK
	4.8%	7.7%	7.4%	2.2%

■ 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.

# ANN's TV Network







# 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. Should any event arise that affects the financial results of the Group, the Company will promptly announce it.



(\* available only in Japanese)