

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 First Quarter of Fiscal 2021 (For the fiscal year ending March 31, 2022)

August 2, 2021



Securities Code: 9405



# Consolidated Results

(Millions of yen)

		FY21/3 1Q <small>(Apr-Jun 2020)</small>	FY22/3 1Q <small>(Apr-Jun 2021)</small>	YoY	% Change
<b>Net Sales</b>		<b>15,353</b>	<b>19,854</b>	<b>4,500</b>	<b>29.3%</b>
Operating Expenses		16,026	19,233	3,207	20.0%
Details	Cost of Sales	10,587	13,034	2,447	23.1%
	Selling, General and Administrative Expenses	5,439	6,199	759	14.0%
<b>Operating Income</b>		<b>-672</b>	<b>620</b>	<b>1,293</b>	<b>-</b>
Ordinary Income		-511	771	1,282	-
Profit Attributable to Owners of Parent		-353	442	796	-

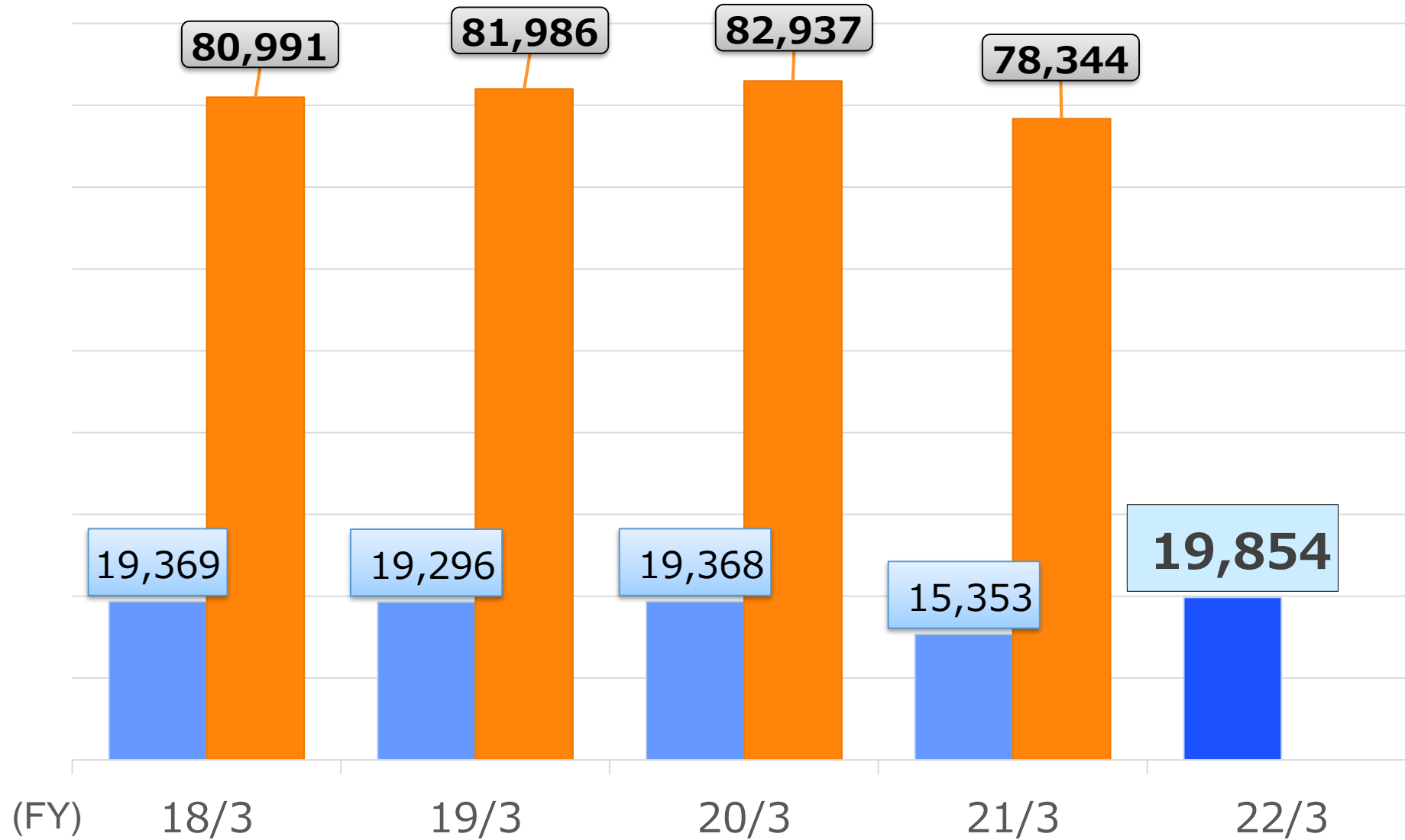
(Note) FY22/3 refers to the fiscal year ending March 31, 2022 and all other fiscal years are referred to in the same manner.

# Five-Year Net Sales (Consolidated)

(Millions of yen)

■ 1Q

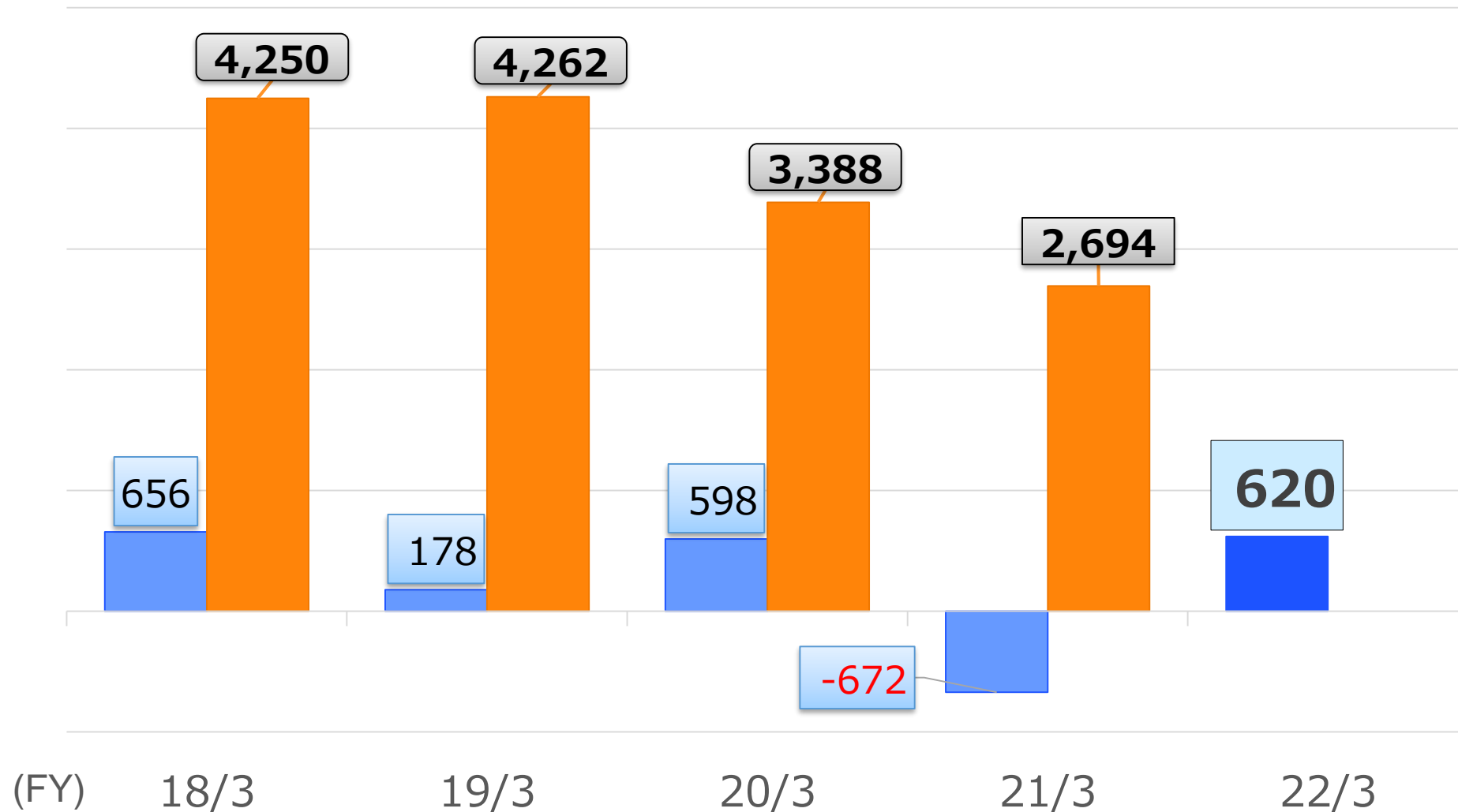
■ Full Fiscal Year



# Five-Year Operating Income (Consolidated)

(Millions of yen)

■ 1Q ■ Full Fiscal Year



# Results by Segment

(Millions of yen)

Net Sales		FY21/3 1Q (Apr-Jun 2020)	FY22/3 1Q (Apr-Jun 2021)	YoY	% Change
Broadcasting and Content		12,391	16,009	3,617	29.2%
By business	Broadcasting		13,308		
	Content		2,691		
	Other		9		
Lifestyle		2,961	3,844	882	29.8%
By business	Housing		2,944		
	Golf		191		
	At-home shopping		606		
	Other		102		
Operating Income		FY21/3 1Q	FY22/3 1Q	YoY	% Change
Broadcasting and Content		-570	353	923	-
Lifestyle		-19	325	344	-
Adjustments		-82	-57	25	-

# ABC TV Results

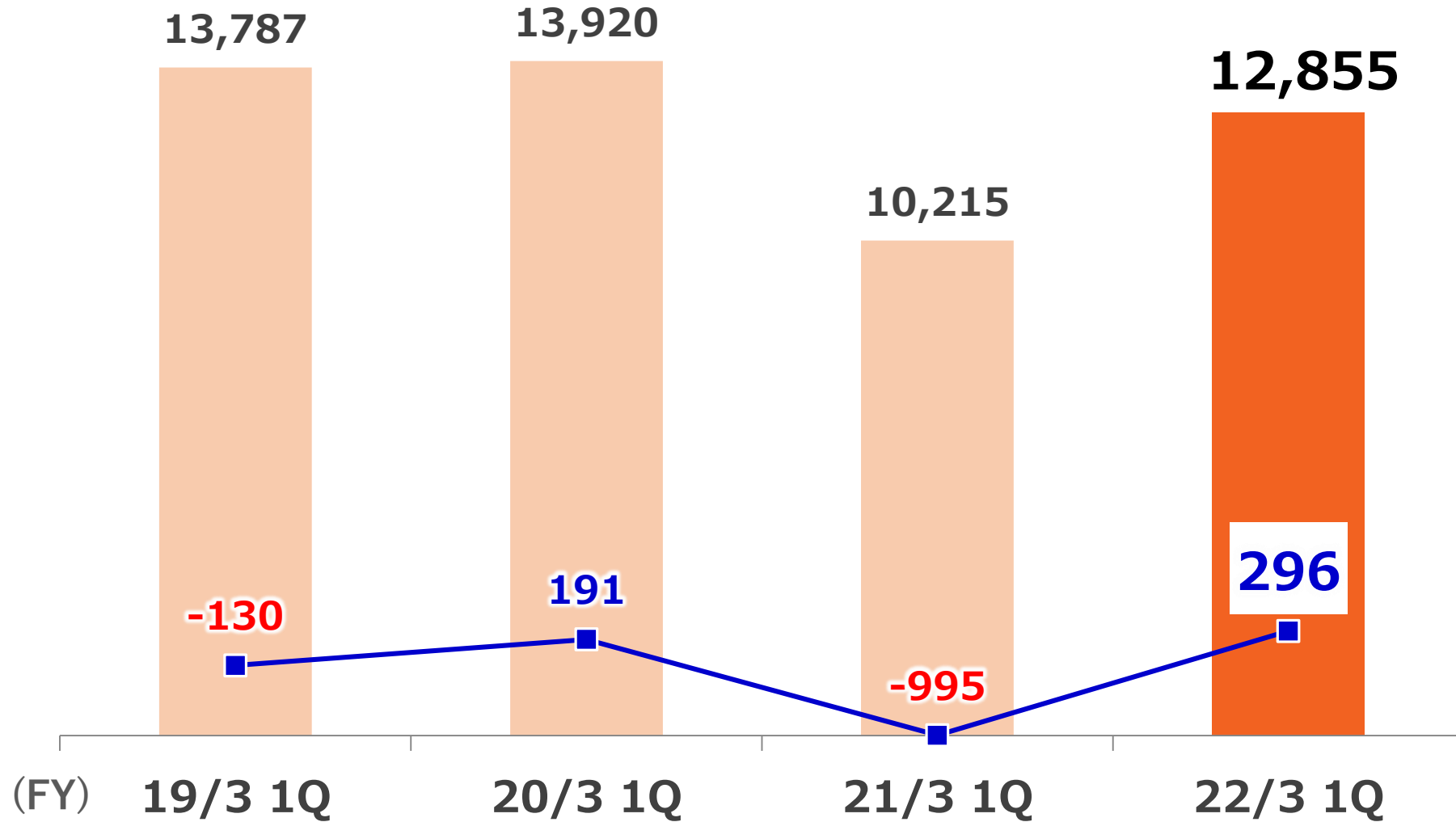
(Millions of yen)

		FY21/3 1Q (Apr-Jun 2020)	FY22/3 1Q (Apr-Jun 2021)	YoY	% Change
Net Sales		10,215	<b>12,855</b>	2,639	25.8%
Operating Expenses		11,211	<b>12,558</b>	1,346	12.0%
Details	Cost of Sales	6,815	<b>7,684</b>	868	12.8%
	Selling, General and Administrative Expenses	4,395	<b>4,874</b>	478	10.9%
Operating Income		-995	<b>296</b>	1,292	-
Ordinary Income		-964	<b>329</b>	1,293	-
Profit		-633	<b>210</b>	843	-
		FY21/3 1Q	FY22/3 1Q (Apr-Jun 2021)	YoY	% Change
Program Expenses		3,279	<b>3,827</b>	548	16.7%

# Changes in ABC TV Results

(Millions of yen)

Net Sales  
Operating Income



# Details of ABC TV Revenue

(Millions of yen)

	<b>FY21/3 1Q</b> (Apr-Jun 2020) (reference)	<b>FY22/3 1Q</b> (Apr-Jun 2021)
<b>Broadcasting Revenue</b>	<b>9,733</b>	<b>12,001</b>
<b>Content Revenue</b>	<b>384</b>	<b>770</b>
<b>Other Revenue</b>	<b>97</b>	<b>83</b>

■ **Broadcasting revenue:**

Mainly advertising revenue obtained through broadcasting (including revenue from TVer, a service streaming past broadcasts)

■ **Content revenue:**

Revenue obtained from multifaceted production and development of content and intellectual property, including videos and events (including program sales to affiliates, content development derived from TV programs such as Virtual High School Baseball)



# Changes in ABC TV Major Broadcasting Revenues



(Millions of yen)

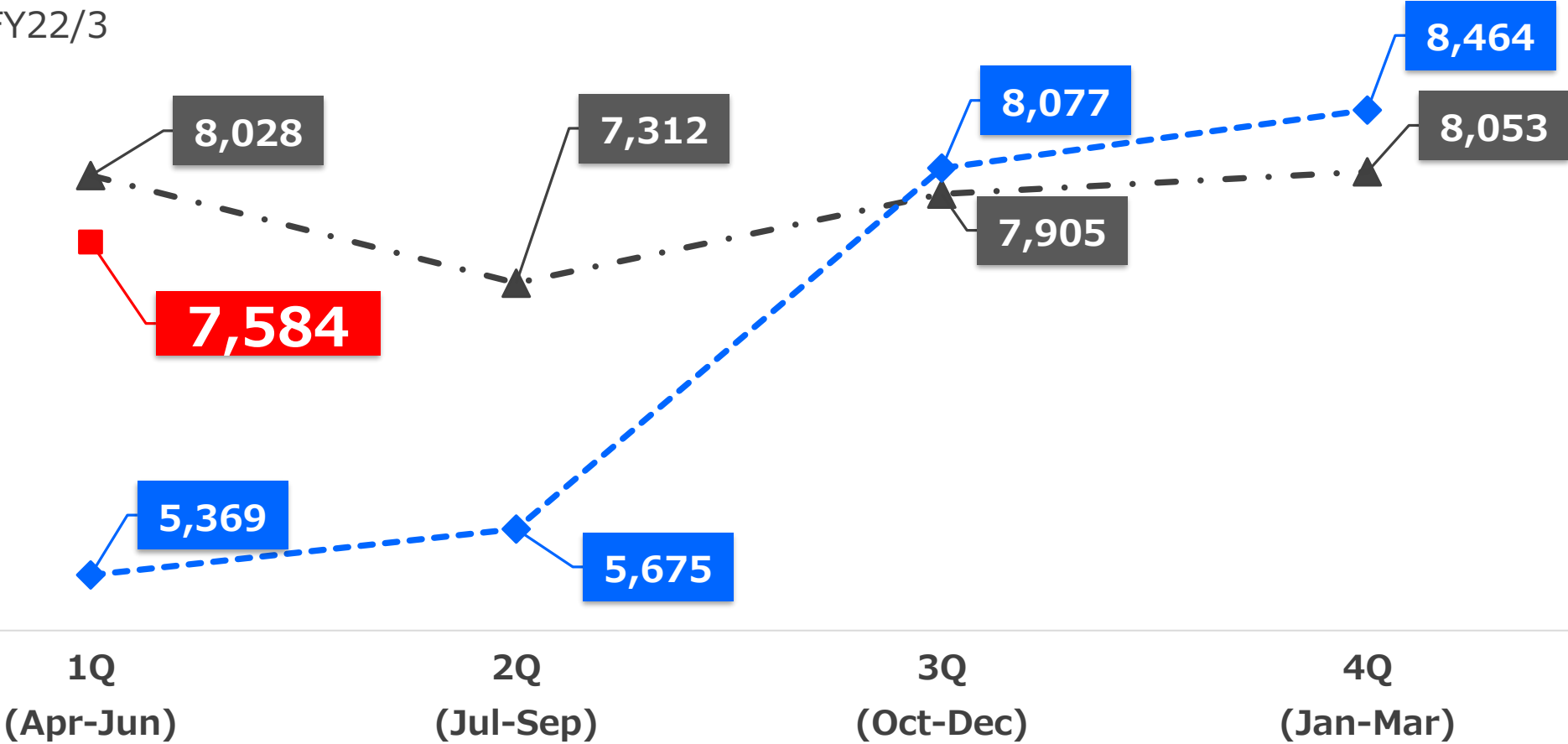
	<b>FY19/3 1Q</b> (Apr-Jun 2018)	<b>FY20/3 1Q</b> (Apr-Jun 2019)	<b>FY21/3 1Q</b> (Apr-Jun 2020)	<b>FY22/3 1Q</b> (Apr-Jun 2021)
<b>Spot</b>	<b>8,019</b>	<b>8,028</b>	<b>5,369</b>	<b>7,584</b>
<b>Network (Time)</b>	<b>2,877</b>	<b>3,047</b>	<b>2,958</b>	<b>2,698*</b>
<b>Local (Time)</b>	<b>1,494</b>	<b>1,572</b>	<b>1,223</b>	<b>1,394</b>
<b>TV Program Streaming (TVer, etc.)</b>	<b>23</b>	<b>44</b>	<b>34</b>	<b>145</b>

\*Network (Time) revenue for FY22/3 is impacted by an apply in revenue recognition standards.

# ABC TV Spot Revenue (Quarterly performance)

(Millions of yen)

- ▲ FY20/3
- ◆ FY21/3
- FY22/3



# ABC TV Spot Revenue (By Top 20 Industries)

Industry	FY21/3 1Q (Apr-Jun 2020)		FY22/3 1Q (Apr-Jun 2021)	
	YoY	Composition rate	YoY	Composition rate
Foods	79.3%	13.7%	120.5%	11.7%
Transportation/ Leisure/ Food Services / Services	54.6%	9.2%	171.4%	11.2%
Beverages / Liquors	88.5%	12.6%	117.6%	10.5%
Pharmaceuticals / Medical Supplies	83.0%	9.1%	130.9%	8.5%
Home Electric Appliances / Computer	61.9%	6.1%	185.6%	8.0%
Information / Communications	54.8%	5.3%	197.6%	7.5%
Cosmetics / Toiletries	61.3%	6.6%	148.6%	7.0%
Hobby (Movie / Game / Music etc.)	65.2%	4.3%	206.5%	6.3%
Automobiles	48.0%	4.5%	136.1%	4.3%
Finance	66.2%	6.5%	81.5%	3.8%
Government / Political Organization	90.5%	4.0%	114.2%	3.2%
Fashion (Apparel / Jewelry etc.)	46.4%	2.4%	171.8%	2.9%
Publications	56.3%	1.8%	218.3%	2.8%
Mail Order Sales	138.1%	3.6%	109.9%	2.8%
Housing / Real Estate / Construction	35.3%	1.7%	208.0%	2.6%
Household Products	93.2%	1.5%	216.8%	2.3%
Distribution	55.5%	1.6%	154.6%	1.8%
Various Organizations (Law Office etc.)	51.7%	1.3%	128.8%	1.2%
Energy / Machines / Materials	54.6%	2.5%	49.8%	0.9%
Logistics Services / Businesses / Events	79.6%	1.5%	73.1%	0.8%
Others	0.00%	0.0%	0.0%	0.1%
<b>Total</b>		<b>100.0%</b>		<b>100.0%</b>

# Television Viewer Ratings in Kansai Region for Apr-Jun 2021\*

## [ Individual (ALL) ]

(\*March 29, 2021 to June 27, 2021)

(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>	YTV 4.2%	YTV 6.7%	YTV 6.4%	YTV 3.6%
<b>2</b>	<b>ABC</b> <b>3.9%</b> (-0.5)	<b>ABC·NHK</b> <b>6.0%</b> (-0.8)	<b>ABC</b> <b>6.2%</b> (-1.1)	<b>ABC</b> <b>2.9%</b> (-0.6)
<b>3</b>	KTV 3.8%	* * * * * *	KTV 5.6%	KTV 2.5%
<b>4</b>	MBS·NHK 3.1%	KTV 5.7%	NHK 5.1%	MBS 2.4%
<b>5</b>	* * * * * *	MBS 4.9%	MBS 4.9%	NHK 1.1%

■ 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.

# Television Viewer Ratings in Kansai Region for Apr-Jun 2021\* [ Household ]

(\*March 29, 2021 to June 27, 2021)

(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>	YTV 7.6%	YTV 10.7%	<b>ABC</b> <b>10.8%</b> (-1.8)	YTV 6.7%
<b>2</b>	<b>ABC</b> <b>7.2%</b> (-1.0)	NHK 10.5%	YTV 10.5%	<b>ABC</b> <b>5.6%</b> (-0.9)
<b>3</b>	KTV 6.9%	<b>ABC</b> <b>10.4%</b> (-1.1)	KTV・NHK 9.0%	KTV 4.8%
<b>4</b>	MBS 5.7%	KTV 9.0%	* * * * * *	MBS 4.6%
<b>5</b>	NHK 5.6%	MBS 8.0%	MBS 8.2%	NHK 2.3%

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

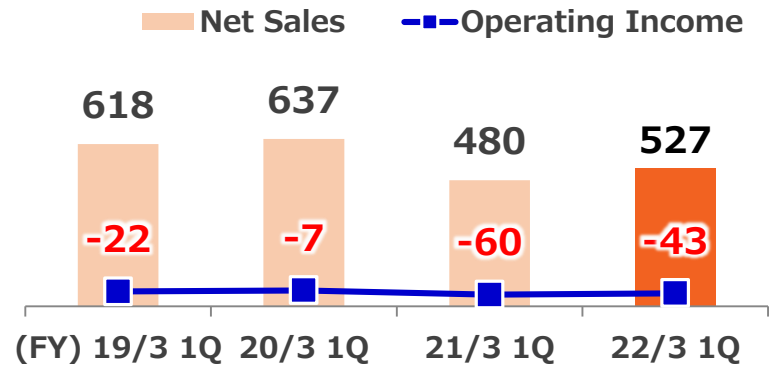
\*Figures in parentheses represent the company's year-on-year change.

# Major Group Companies① (Broadcasting and Content business)

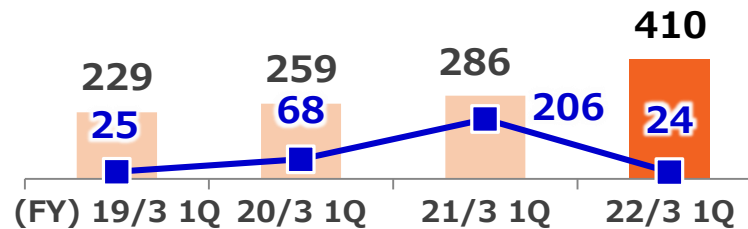


(Millions of yen)

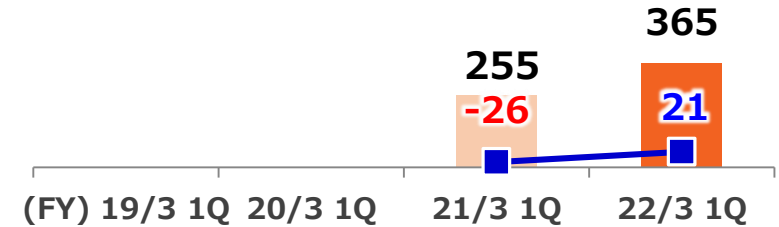
## ABC Radio



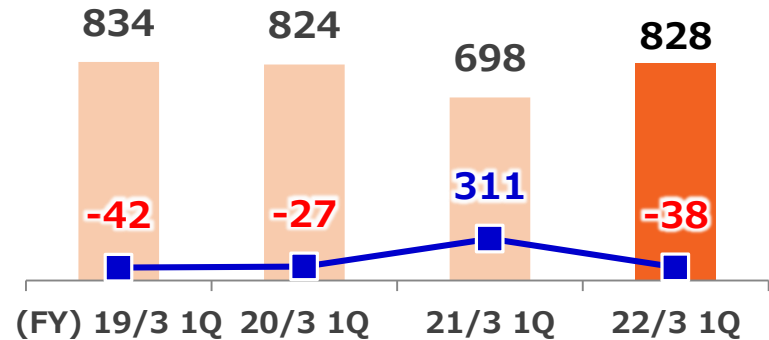
## ABC Animation



## MASH

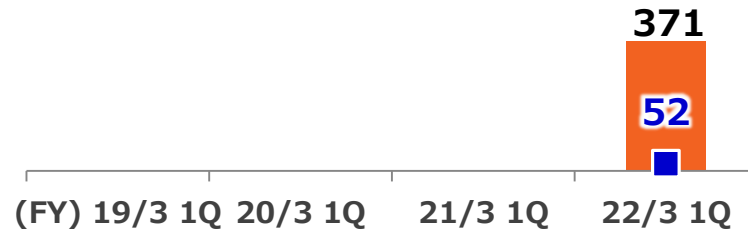


## sky-A (CS broadcasting)



## ABC FRONTIER

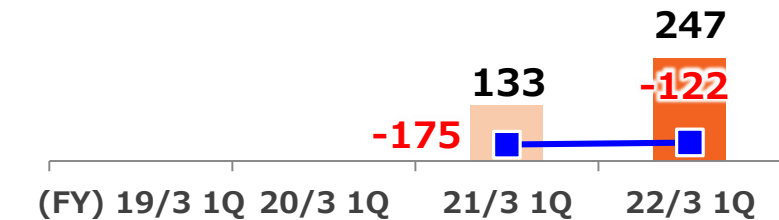
ABC FRONTIER split off subsidiary ABC Animation in FY22/3. No figures are available for ABC FRONTIER for FY21/3 or earlier.



## DLE Group

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

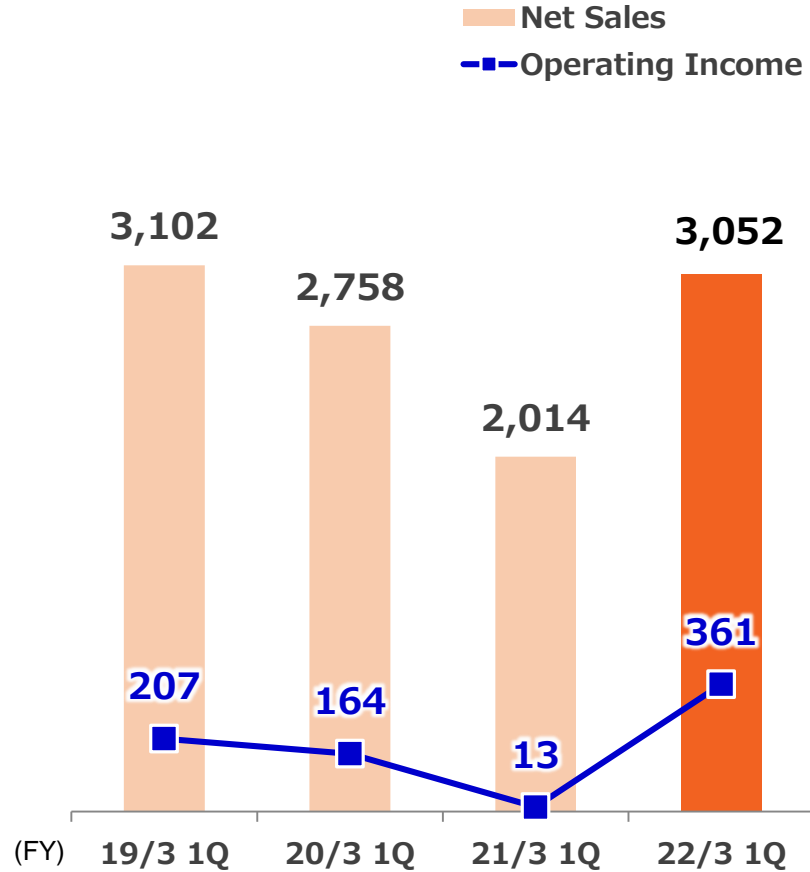
Excerpts from the DLE financial results. Please refer to the DLE financial statement for detailed information.



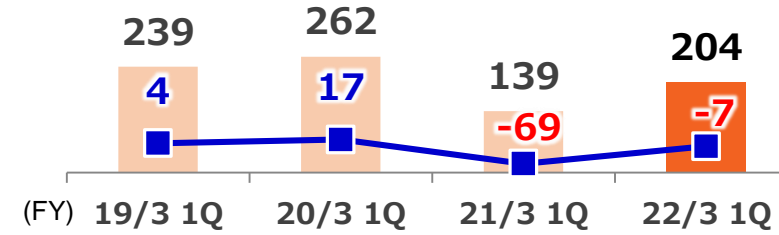
# Major Group Companies② (Lifestyle business)

(Millions of yen)

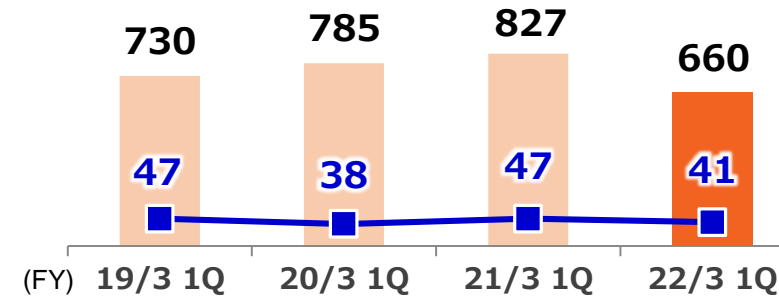
## ABC Development



## ABC GOLF CLUB



## ABC Media Communications



# FY22/3 Consolidated Financial Results Forecasts

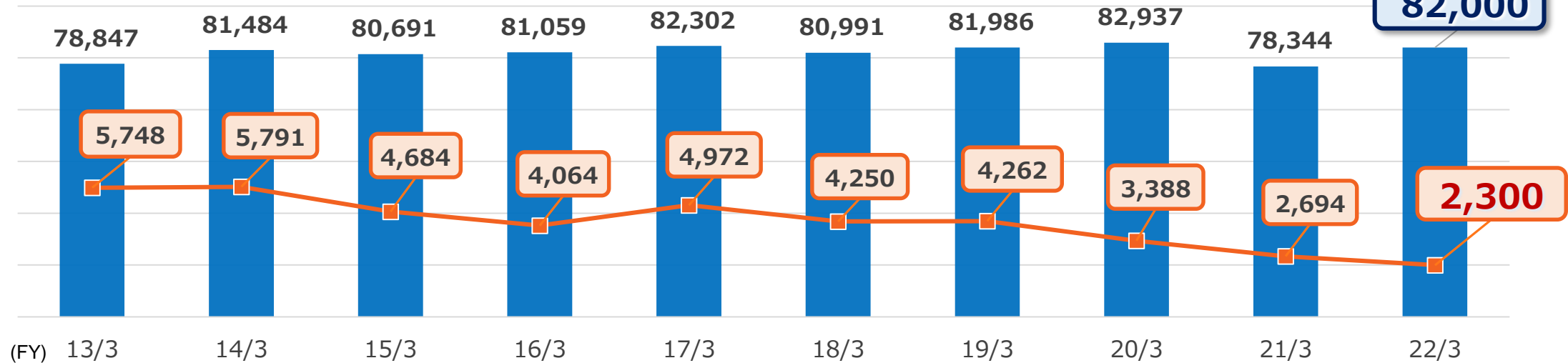


\*No change in disclosure details since May

(Millions of yen)

	FY21/3 (actual)	FY22/3	YoY	% Change
Net Sales	78,344	<b>82,000</b>	3,655	4.7%
Operating Income	2,694	<b>2,300</b>	-394	-14.6%
Ordinary Income	3,033	<b>2,500</b>	-533	-17.6%
Profit Attributable to Owners of Parent	-930	<b>1,600</b>	2,530	—

■ Net Sales ■ Operating Income





# Financial Results Forecasts by Segment

\*No change in disclosure details since May

(Millions of yen)

		Net Sales	Operating Income
<b>Broadcasting and Content</b>		<b>67,800</b>	<b>1,700</b>
By business	Broadcasting	54,900	
	Content	12,600	
	Other	300	
<b>Lifestyle</b>		<b>14,200</b>	<b>900</b>
By business	Housing	9,800	
	Golf	900	
	At-home shopping	2,900	
	Other	600	
Other			-300

# FY22/3 ABC TV Results Forecasts

\*No change in disclosure details since May

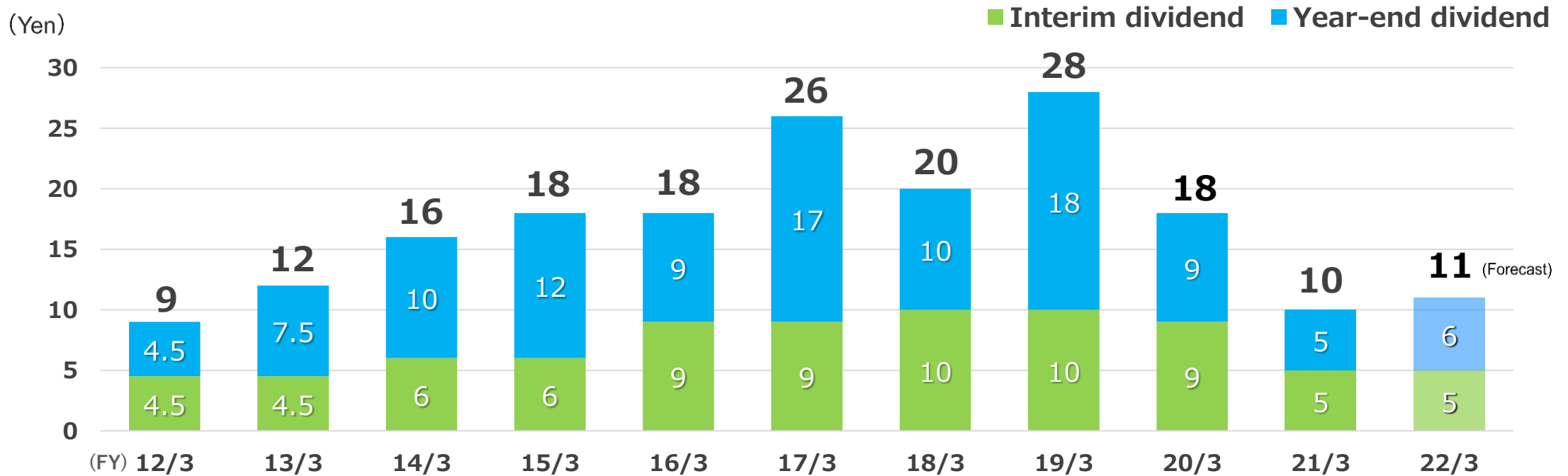
(Millions of yen)

	FY21/3 (actual)	FY22/3	YoY	% Change
Net Sales	51,288	<b>54,300</b>	3,011	5.9%
Operating Expenses	49,935	<b>52,800</b>	2,864	5.7%
Operating Income	1,353	<b>1,500</b>	146	10.9%
Ordinary Income	1,411	<b>1,600</b>	188	13.3%

	FY21/3 (actual)	FY22/3	YoY	% Change
Program Expenses	15,175	<b>16,000</b>	824	5.4%

# Dividends

\*No change in disclosure details since May



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% and have set a minimum annual dividend level of 10 yen per share.

Therefore, for the fiscal year ending March 2021, we will issue annual dividends per share of 10 yen, and for the fiscal year ending March 2022, we expect to issue annual dividends per share of 11 yen, including an interim dividend of 5 yen and a year-end dividend of 6 yen.

# Disclaimer

The financial results in the period in this presentation are determined on the information available at the moment and are based on the assumption that the Japanese economy will gradually recover. As a result, the information in this presentation contains inherent risks and uncertainties.

The outlook may significantly change due to external factors such as domestic and overseas economic trends in the future, as well as when COVID-19 comes to an end and the range of its impact. 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 and corporate reports can be found on the website.