

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 Second Quarter of Fiscal 2023

(For the fiscal year ending March 31, 2024)

November 8, 2023

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

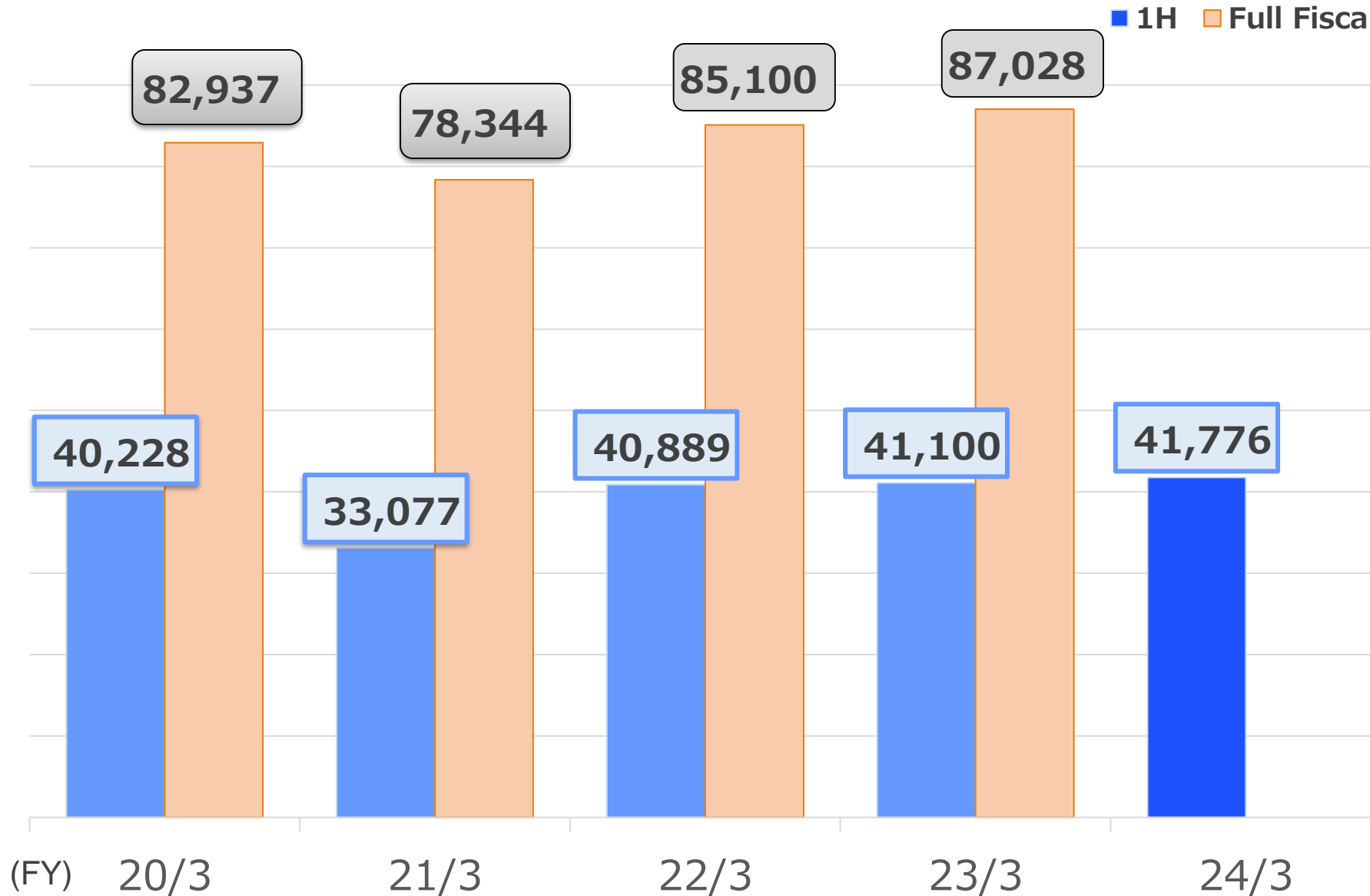
(Millions of yen)

		FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)	YoY	% Change
Net Sales		41,100	41,776	675	1.6%
Operating Expenses		40,806	42,768	1,962	4.8%
Details	Cost of Sales	28,121	29,977	1,856	6.6%
	Selling, General and Administrative Expenses	12,684	12,790	105	0.8%
Operating Income		293	-992	-1,286	-
Ordinary Income		479	-832	-1,311	-
Profit Attributable to Owners of Parent		403	-673	-1,077	-

(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)

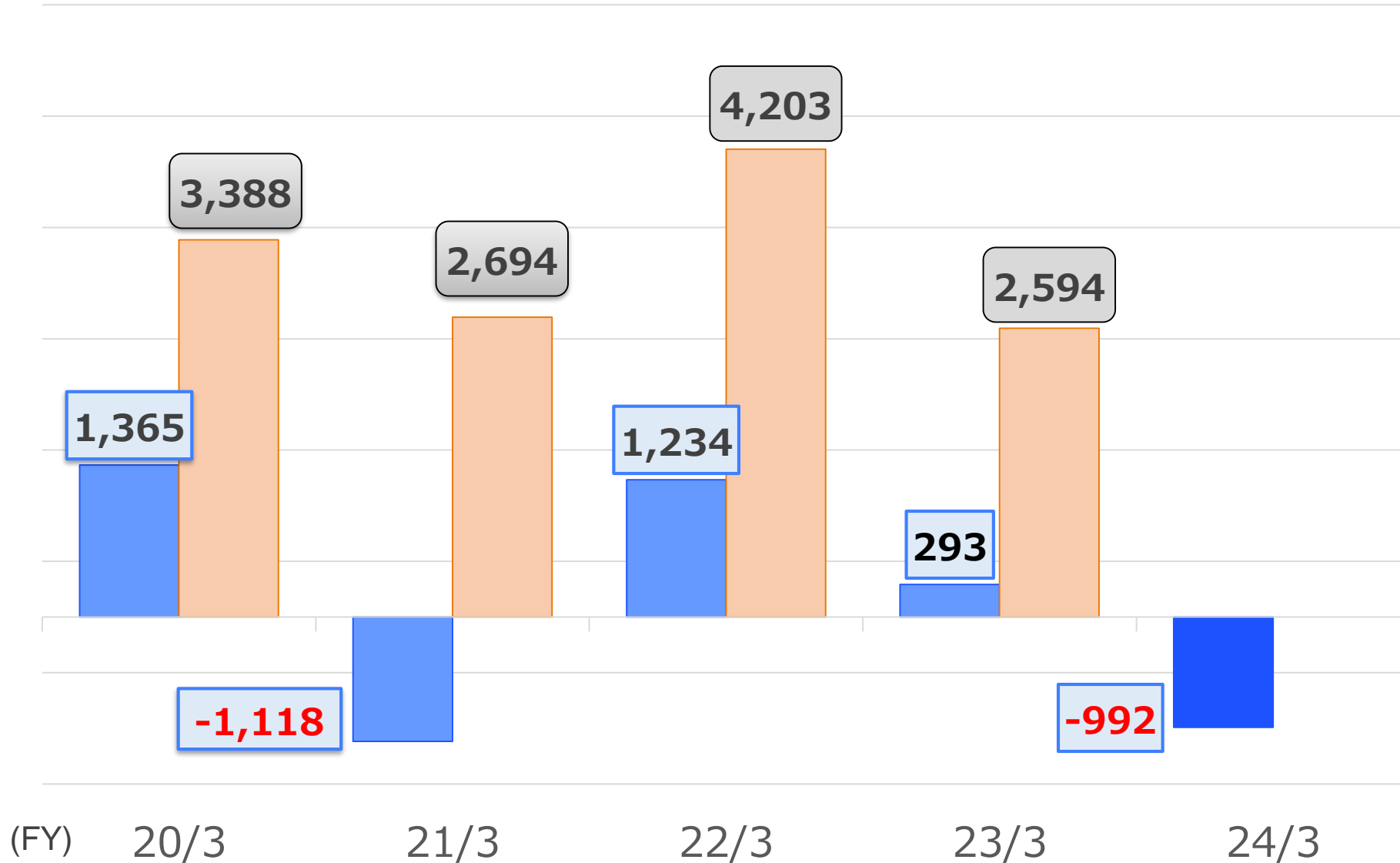
(Millions of yen)



Five-Year Operating Income (Consolidated)

(Millions of yen)

■ 1H ■ Full Fiscal Year



Results by Segment

(Millions of yen)

Net Sales		FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)	YoY	% Change
Broadcasting and Content		34,482	35,541	1,058	3.1%
By business	Broadcasting	26,468	25,550	-917	-3.5%
	Content	7,987	9,948	1,961	24.6%
	Other	26	42	15	56.3%
Lifestyle		6,617	6,234	-383	-5.8%
By business	Housing	4,476	4,376	-100	-2.2%
	At-home shopping	1,471	1,196	-275	-18.7%
	Golf	484	488	4	0.9%
	Other	184	173	-11	-6.3%
Operating Income		FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)	YoY	% Change
Broadcasting and Content		407	-733	-1,141	-
Lifestyle		118	-60	-178	-
Adjustments		-232	-198	33	-

ABC TV Results

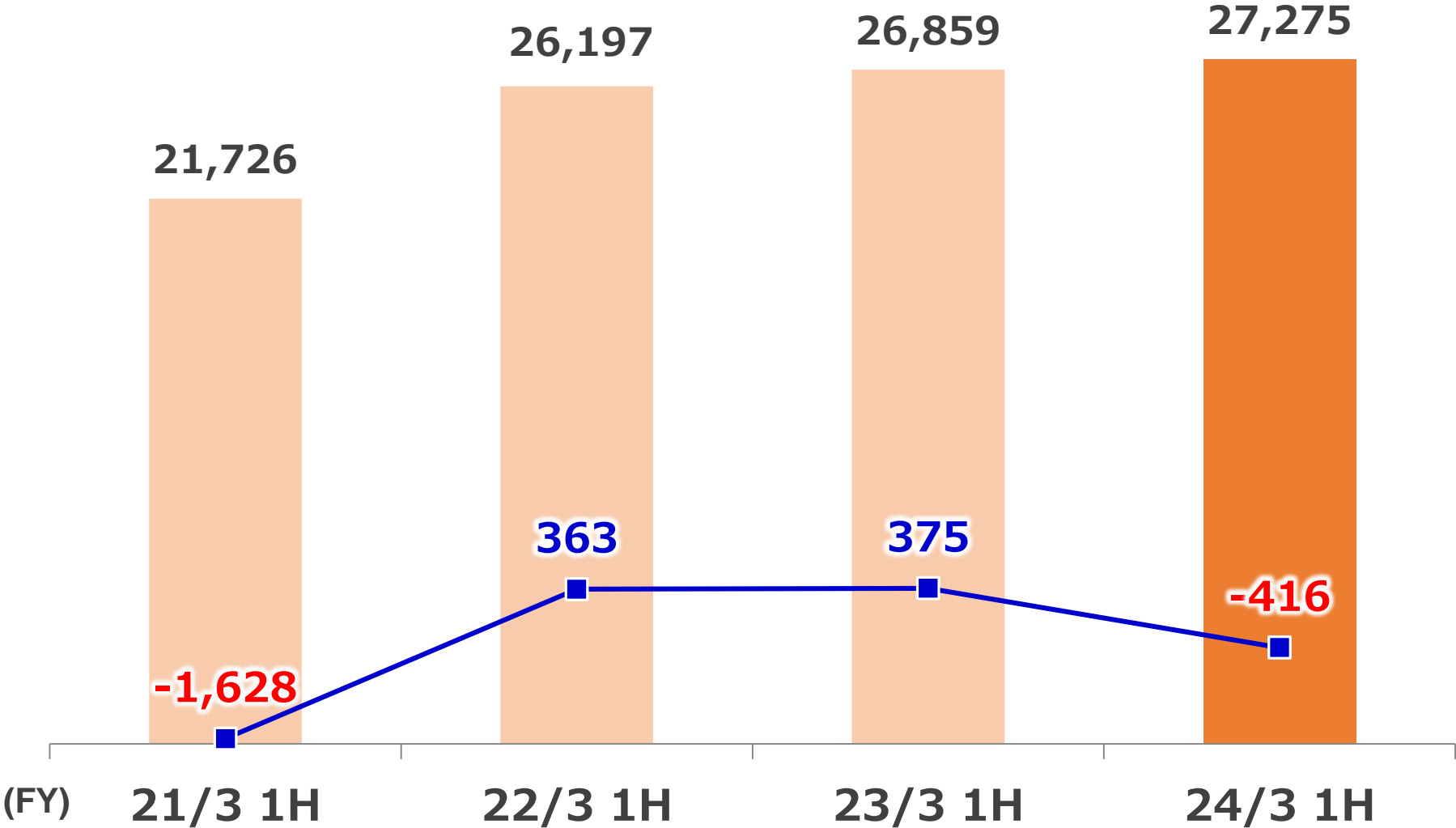
(Millions of yen)

		FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)	YoY	% Change
Net Sales		26,859	27,275	415	1.5%
Operating Expenses		26,484	27,691	1,207	4.6%
Details	Cost of Sales	16,588	18,110	1,521	9.2%
	Selling, General and Administrative Expenses	9,895	9,581	-314	-3.2%
Operating Income		375	-416	-791	—
Ordinary Income		604	-356	-960	—
Profit		339	-265	-605	—
		FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)	YoY	% Change
Program Expenses		7,862	8,278	416	5.3%

Trends of ABC TV Results

(Millions of yen)

Net Sales Operating Income



Details of ABC TV Revenue

(Millions of yen)

	FY22/3 1H (Apr. to Sep. 2021)	FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)
Broadcasting Revenue	23,463	23,317	22,551
Content Revenue	2,570	3,400	4,579
Other Revenue	163	140	143

■ **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)

Trends of ABC TV Major Broadcasting Revenues

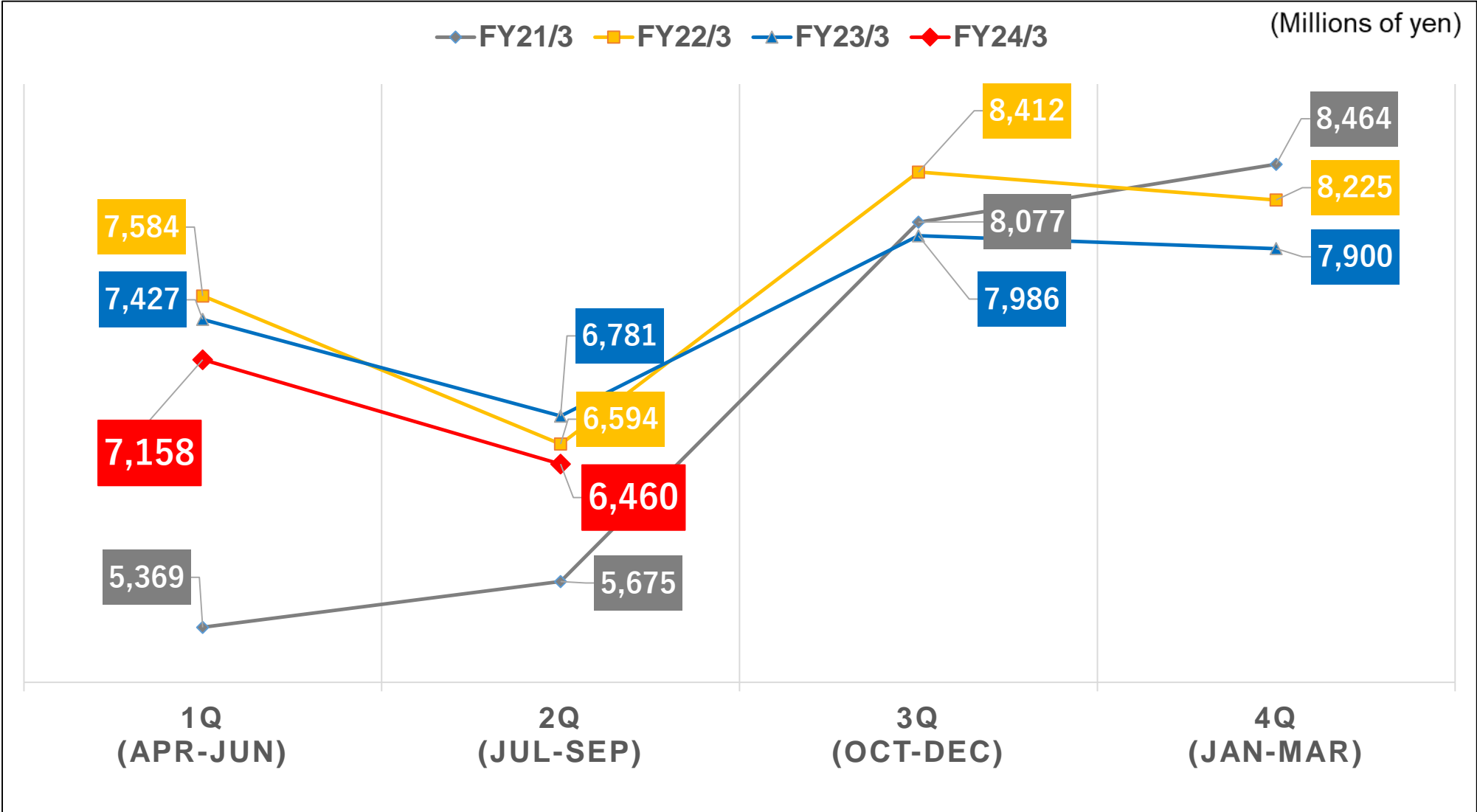


(Millions of yen)

	FY21/3 1H (Apr. to Sep. 2020)	FY22/3 1H (Apr. to Sep. 2021)	FY23/3 1H (Apr. to Sep. 2022)	FY24/3 1H (Apr. to Sep. 2023)
Spot	11,045	14,178	14,208	13,619
Network (Time)	6,202	5,858	5,581	5,435
Local (Time)	2,673	2,859	2,985	2,745
TV Program Streaming (TVer, etc.)	97	249	254	310

* 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	FY23/3 1H (Apr. to Sep. 2022)		FY24/3 1H (Apr. to Sep. 2023)	
	YoY	Composition rate	YoY	Composition rate
Transportation/Leisure/Food Services/Services	115.8%	14.0%	105.3%	15.4%
Beverages/Liquors	93.3%	9.1%	110.8%	10.5%
Foods	93.9%	9.4%	93.8%	9.2%
Pharmaceuticals/Medical Supplies	109.9%	8.3%	85.7%	7.4%
Information/Communications	84.5%	7.1%	92.7%	6.9%
Home Electric Appliances/Computer	96.9%	7.2%	90.0%	6.8%
Finance	119.5%	5.4%	110.6%	6.2%
Hobbies (Movie/Game/Music etc.)	85.3%	5.4%	102.4%	5.8%
Cosmetics/Toiletries	75.7%	4.6%	100.9%	4.8%
Automobiles	82.7%	4.6%	83.8%	4.0%
Housing/Real Estate/Construction	128.8%	3.6%	94.6%	3.5%
Government/Political Organization	103.8%	3.7%	89.3%	3.4%
Mail Order Sales	130.9%	3.6%	82.6%	3.1%
Fashion (Apparel/Jewelry etc.)	91.7%	2.0%	125.2%	2.6%
Publications	123.5%	4.2%	56.4%	2.5%
Household Products	90.5%	2.0%	105.7%	2.2%
Distribution	98.8%	1.5%	125.1%	2.0%
Energy/Machines/Materials	148.6%	1.9%	72.9%	1.5%
Various Organizations (Law Office etc.)	86.0%	1.0%	133.5%	1.3%
Logistics Services/Businesses/Events	103.7%	1.2%	55.4%	0.7%
Others	218.8%	0.3%	69.2%	0.2%
Total		100.0%		100.0%

*Year-on-year comparisons

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

(*April 3 to October 1, 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	ABC 3.4%	YTV 5.5%	ABC 5.3%	YTV 3.0%
2	YTV 3.3%	ABC 5.0%	YTV 5.2%	ABC 2.6%
3	KTV 3.0%	KTV 4.7%	KTV 4.7%	KTV 2.2%
4	MBS 2.8%	MBS 4.5%	MBS 4.4%	MBS 2.0%
5	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-Sep 2023* [Household]

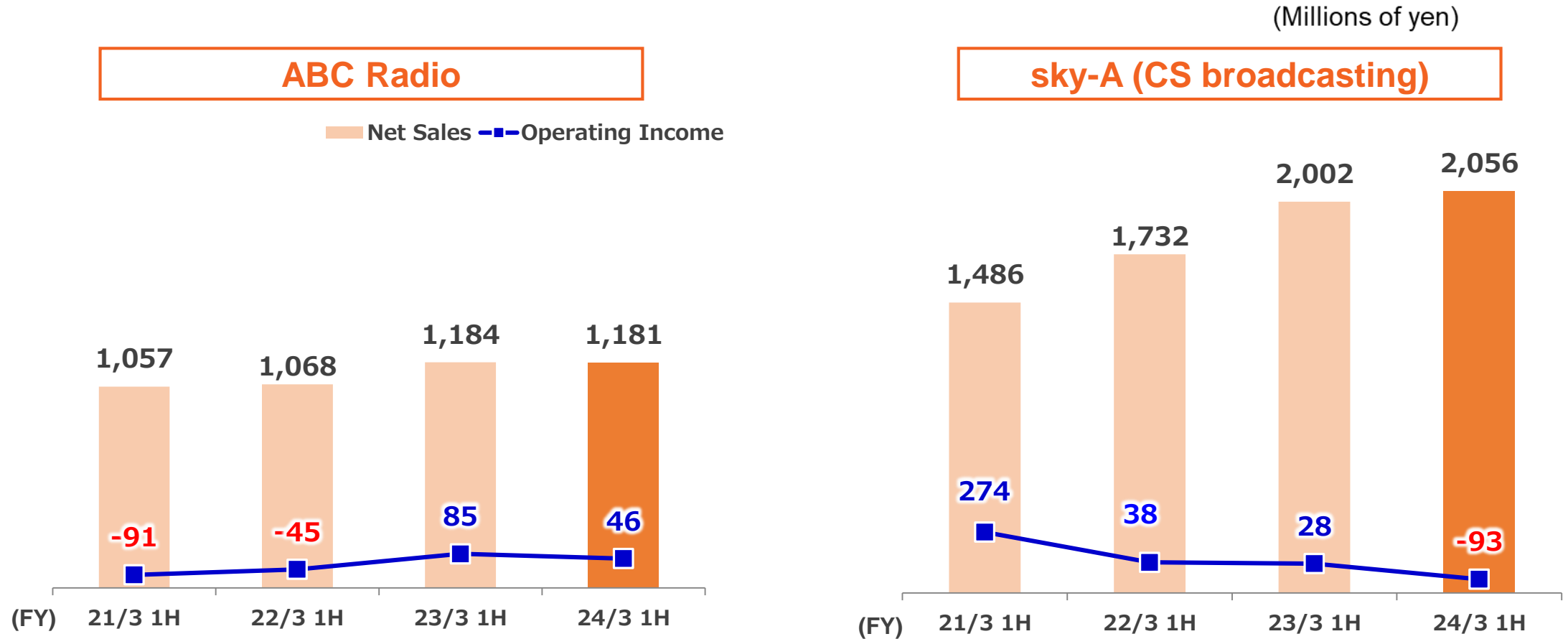
(*April 3 to October 1, 2023)

(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	ABC 6.1%	YTV 8.7%	ABC 9.1%	YTV 5.5%
2	YTV 5.9%	ABC 8.5%	YTV 8.4%	ABC 4.8%
3	KTV 5.4%	NHK 7.9%	KTV 7.4%	KTV 4.0%
4	MBS 5.0%	KTV 7.3%	MBS 7.1%	MBS 3.7%
5	NHK 4.7%	MBS 7.1%	NHK 7.0%	NHK 1.9%

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

Major Group Companies① <Broadcasting Business>

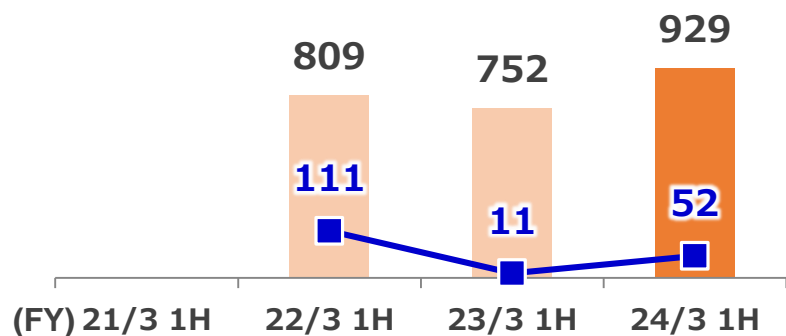


Major Group Companies② <Content Business>

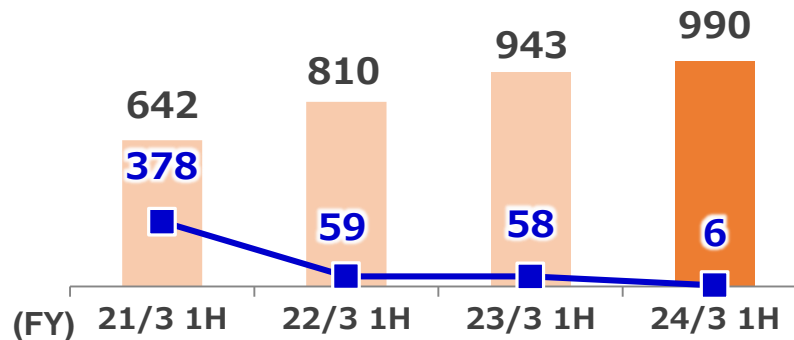
(Millions of yen)

ABC Frontier *

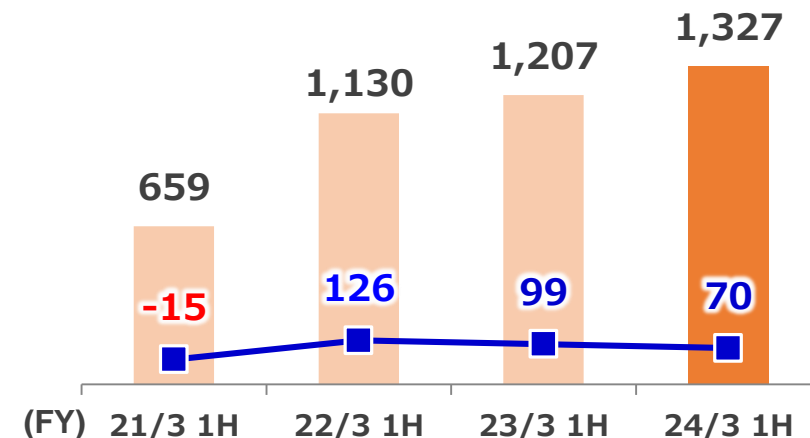
Net Sales Operating Income



ABC ANIMATION



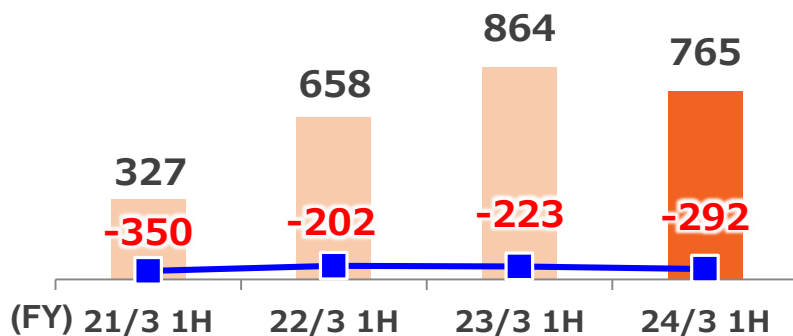
MASH



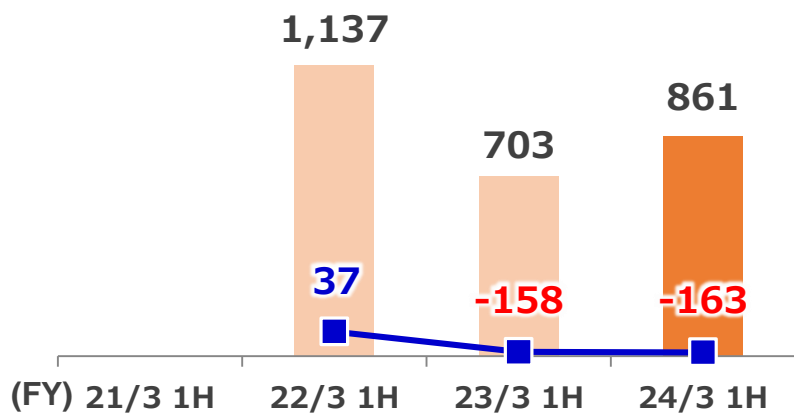
DLE Group

(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. **



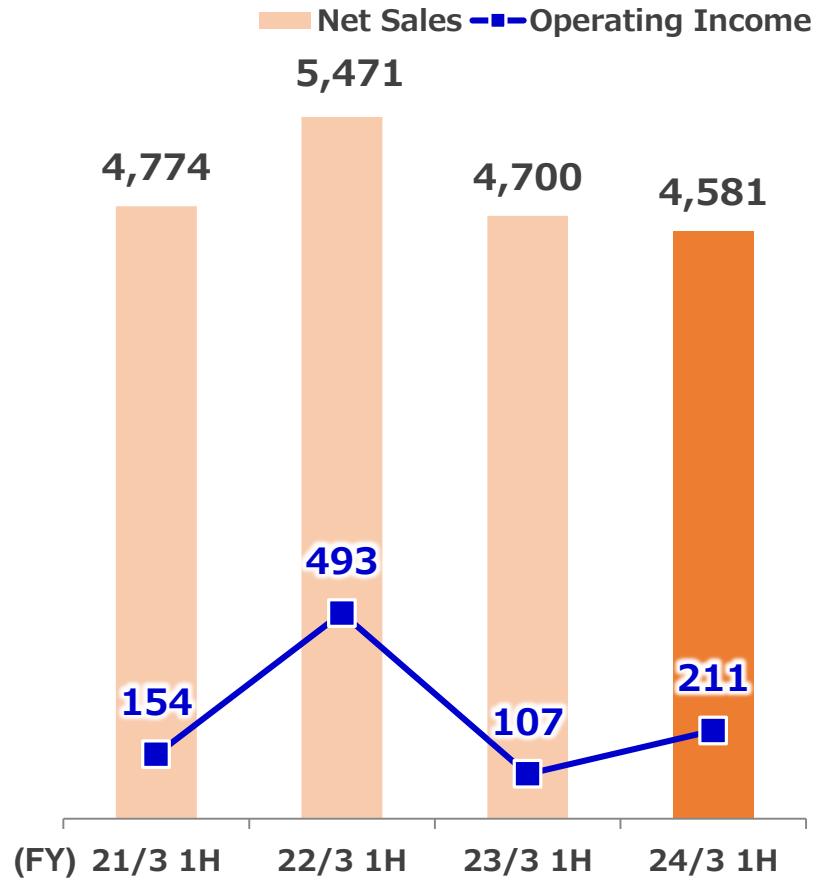
(Notes)

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

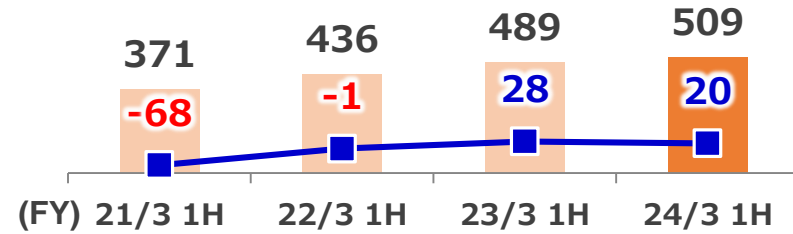
Major Group Companies③ <Lifestyle Business>

(Millions of yen)

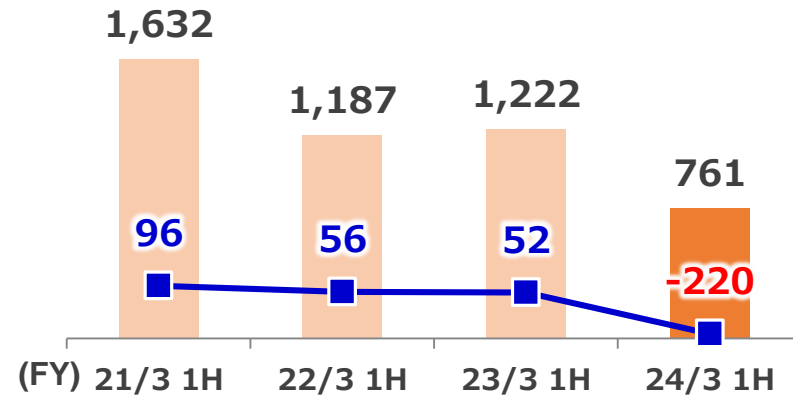
ABC Development



ABC GOLF CLUB



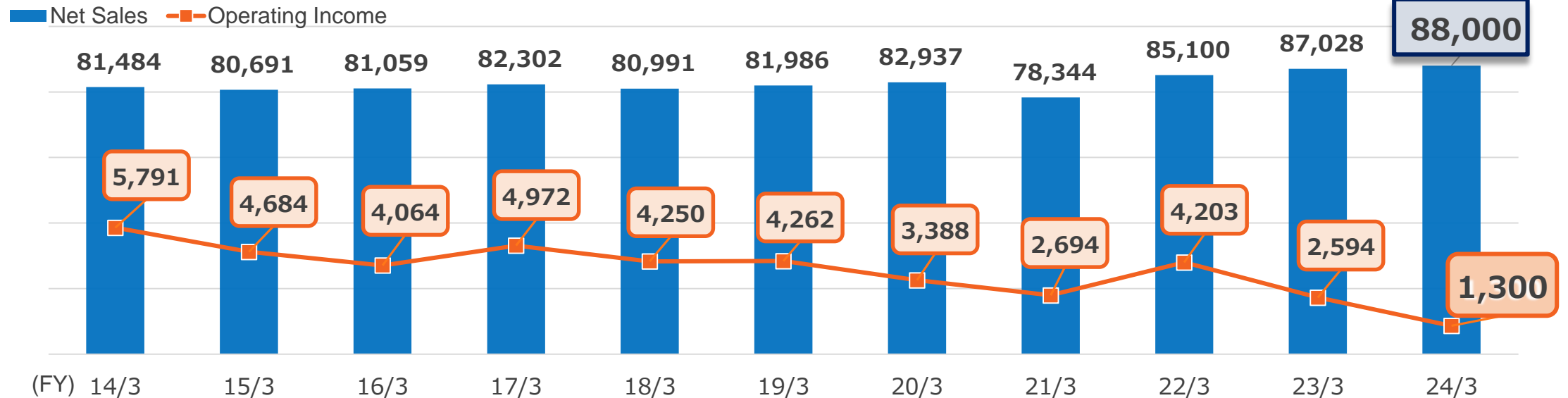
ABC FUN LIFE



FY24/3 Consolidated Financial Results Forecasts

(Millions of yen)

	FY23/3 (actual)	FY24/3 (as of May)	FY24/3 (revised in Nov.)	YoY	% Change
Net Sales	87,028	90,000	88,000	972	1.1%
Operating Income	2,594	2,500	1,300	-1,294	-49.9%
Ordinary Income	2,661	2,700	1,500	-1,161	-43.6%
Profit Attributable to Owners of Parent	1,354	1,700	1,000	-354	-26.1%



Financial Results Forecasts by Segment

(Millions of yen)

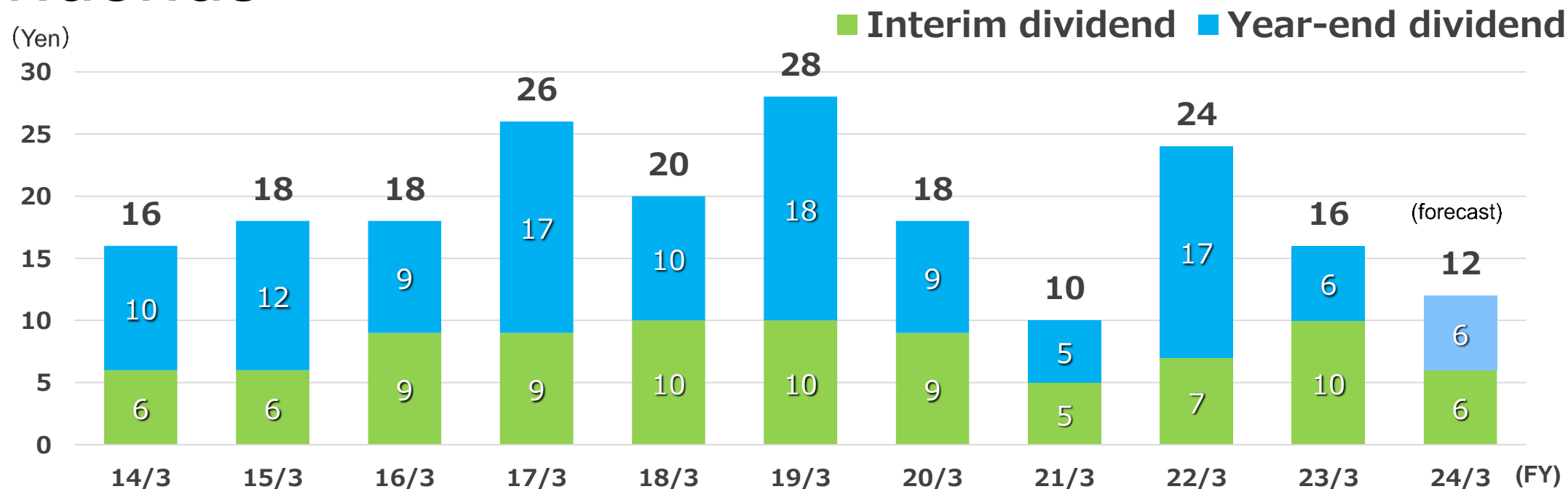
		Net Sales (as of May)	Net Sales (revised in Nov.)	Operating Income (as of May)	Operating Income (revised in Nov.)
Broadcasting and Content		75,400	73,800	2,300	1,400
By business	Broadcasting	56,700	55,100		
	Content	18,600	18,600		
	Other	100	100		
Lifestyle		14,600	14,200	600	300
By business	Housing	9,700	9,700		
	At-home shopping	3,500	3,200		
	Golf	950	950		
	Other	450	350		
Other				-400	-400

Capital Investments/Depreciation and Amortization

	FY23/3 1H (Apr. to Sep. 2022)		FY24/3 1H (Apr. to Sep. 2023)	
	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	¥2.5 billion	¥0.2 billion	¥2.0 billion	¥1.2 billion
Depreciation and Amortization	¥1.9 billion	¥0.9 billion	¥1.8 billion	¥0.9 billion

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

Dividends



In line with our dividend policy, and in light of the revision to the financial results forecasts announced today, the Company revised the year-end dividend down by ¥2.00 from the previous forecast to ¥6.00 per share.

As a result, the annual dividend is forecasted to be ¥12.00.

[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.

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.

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 a sustainability report* can be found on the website.

(*available only in Japanese)