

Note: The following document is an English translation of the Japanese-language original.

# Asahi Broadcasting Group Holdings Corporation

## Earnings Reference for FISCAL 2019

(The fiscal year ended March 31, 2020)

May 22, 2020

**ABC**

Securities Code: 9405

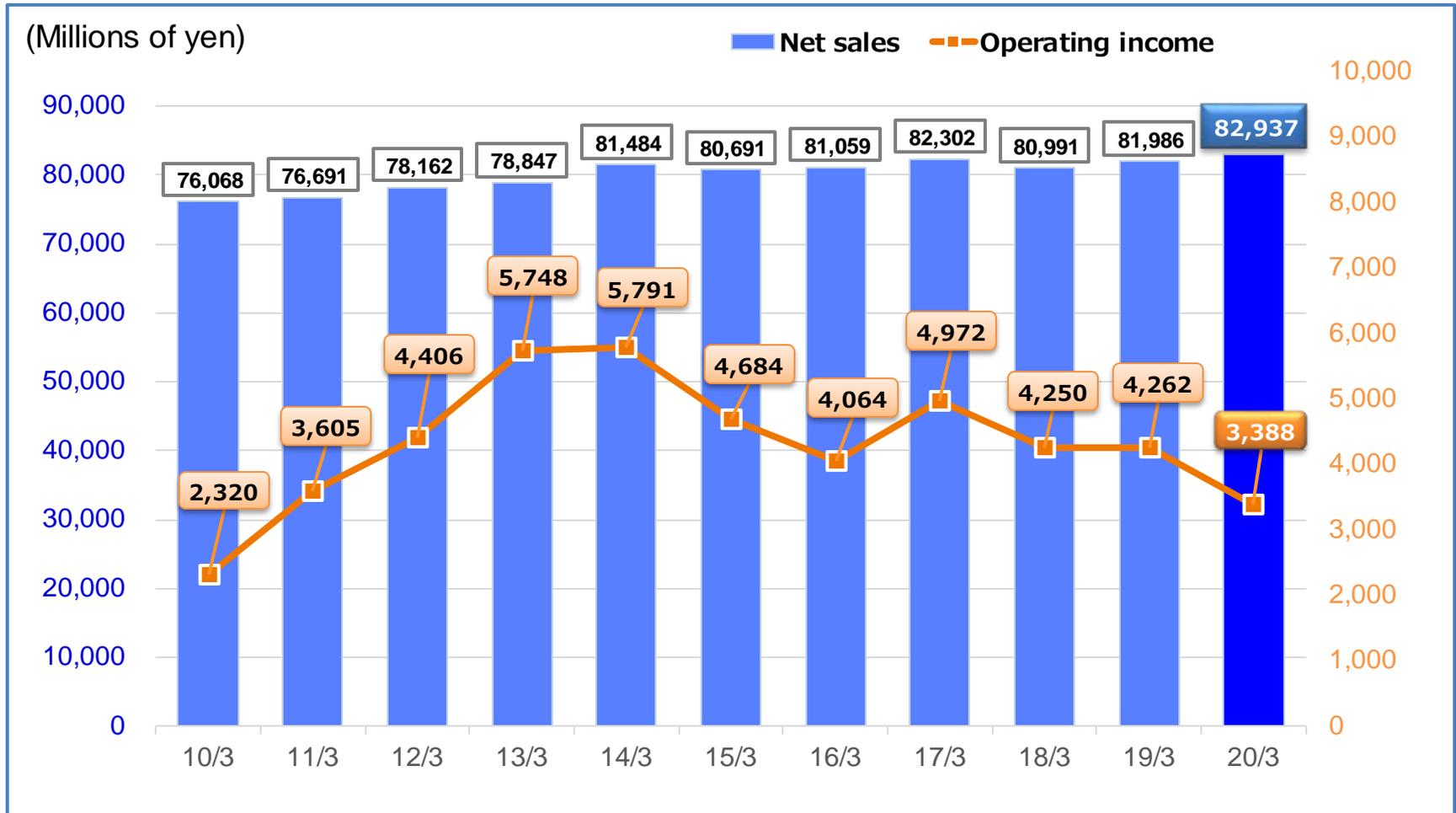
# Consolidated Results

(Millions of yen)

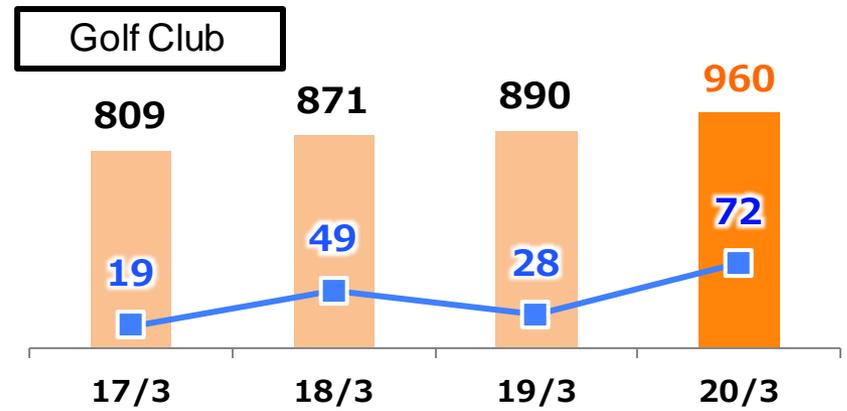
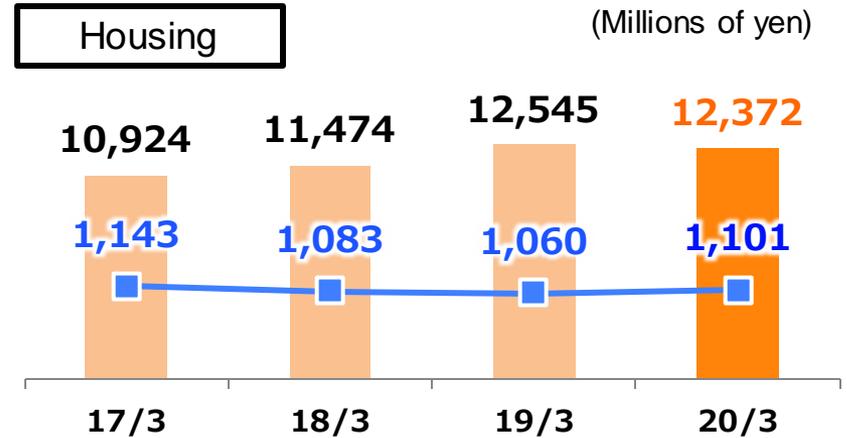
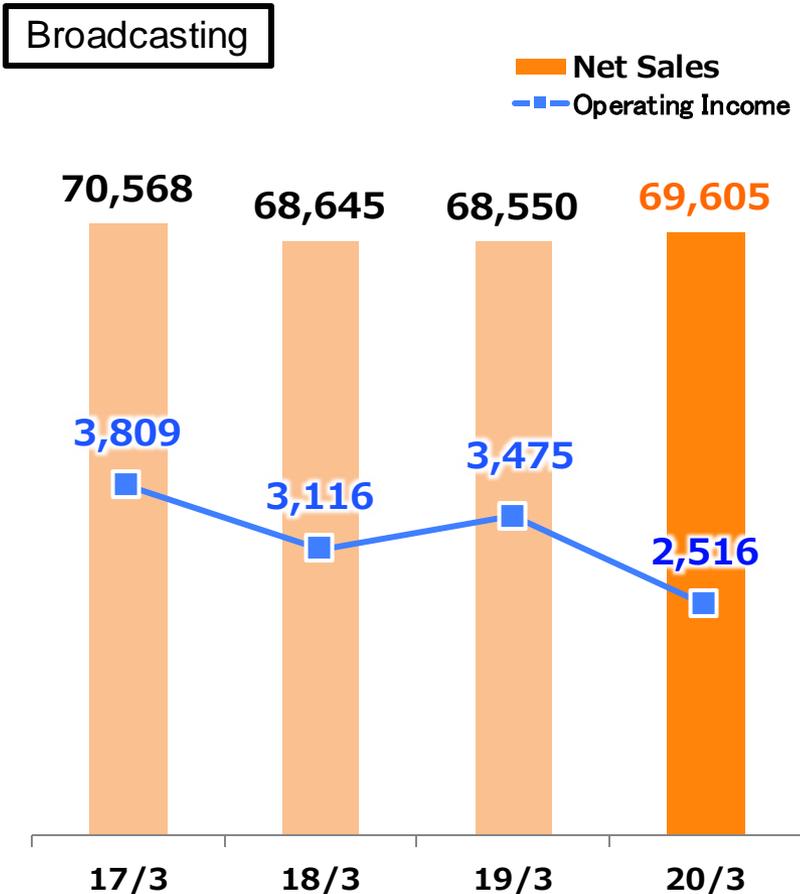
		19/3	20/3	YoY	% Change
Net Sales		81,986	82,937	950	1.2%
Operating Expenses		77,723	79,548	1,825	2.3%
Details	Cost of Sales	53,463	54,959	1,496	2.8%
	Selling, General and Administrative Expenses	24,260	24,588	328	1.4%
Operating Income		4,262	3,388	-874	-20.5%
Ordinary Income		4,591	3,633	-958	-20.9%
Profit Attributable to Owners of Parent		3,742	2,278	-1,464*	-39.1%*

\* Major decrease was due to tax effect accounting associated with change to holding company structure in FY2018 (19/3)

# Consolidated Net Sales and Operating Income in 11 Years



# Results by Segment (Full-year)



(Millions of yen)

Adjustments	19/3	20/3
Operating Income	-301	-301

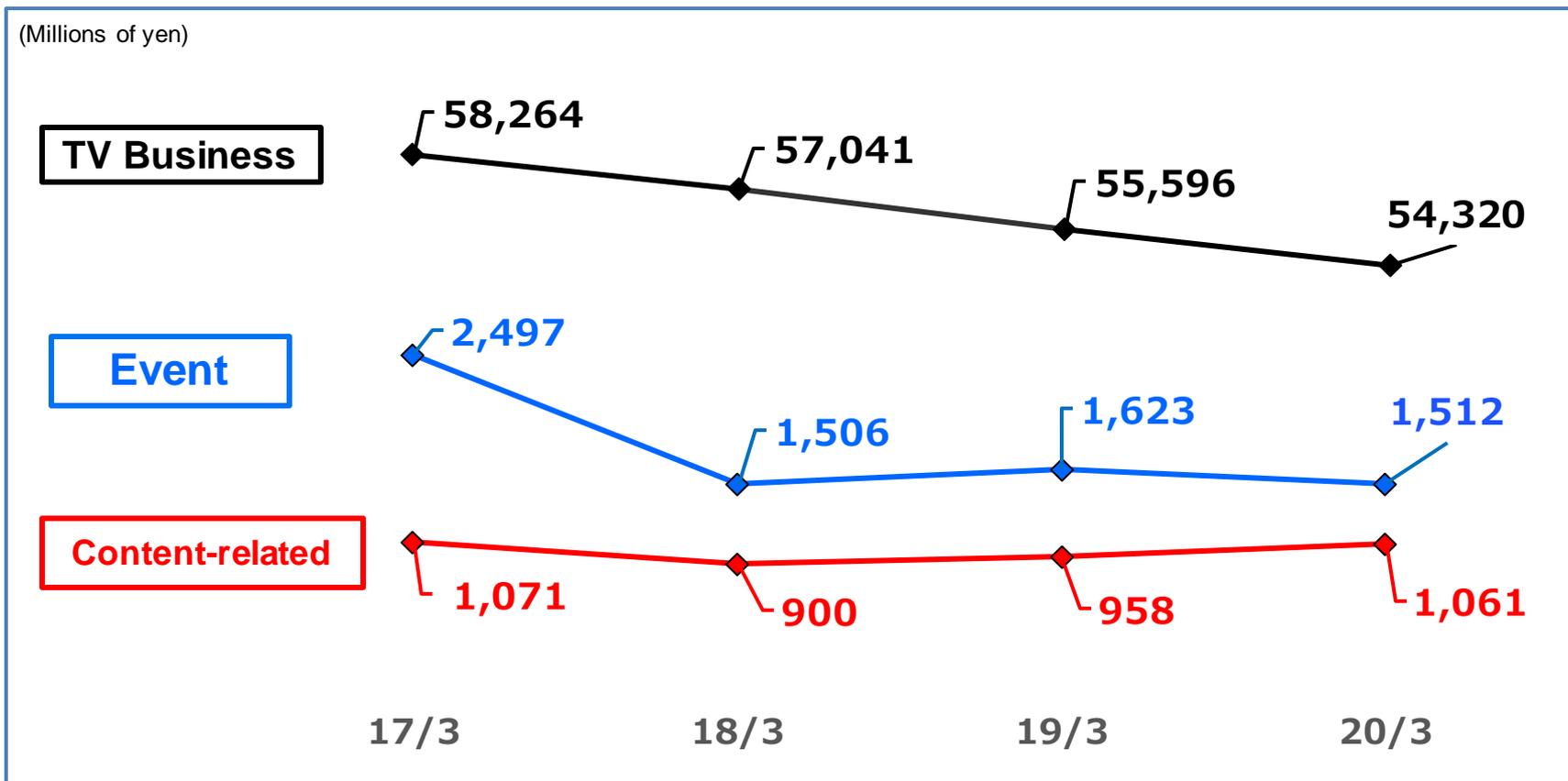
# ABC TV Results

(Millions of yen)

		19/3	20/3	YoY	% Change
Net Sales		58,947	57,605	-1,342	-2.3%
Operating Expenses		57,173	56,203	-969	-1.7%
Details	Cost of Sales	35,730	35,539	-190	-0.5%
	Selling, General and Administrative Expenses	21,443	20,664	-778	-3.6%
Operating Income		1,774	1,401	-372	-21.0%
Ordinary Income		1,807	1,452	-354	-19.6%
Profit		1,933	834	-1,099	-56.9%
		19/3	20/3	YoY	% Change
Program Expenses		17,619	17,777	157	0.9%

# ABC TV (Former ABC) Revenue Growth

(Millions of yen)



\*Event revenue before 18/3 (former ABC) includes radio-related events.

(Millions of yen)

	17/3	18/3	19/3	20/3
Other	454	458	769	711

# Details of TV Business Revenue



- **Spot**  
 - YoY 5.6% ↓
- **Network (Time)**  
 - YoY 2.0% ↑
- **Local (Time)**  
 -YoY 4.2% ↑
- **Program Sales (to affiliates)**  
 -YoY 2.3% ↑
- **TV Program Streaming (TVer etc.)**  
 -YoY 2.1% ↑

	17/3	18/3	19/3	20/3
■ Spot	35,752	34,923	33,169	31,298
■ Network (Time)	14,684	13,964	14,060	14,347
■ Local (Time)	5,572	5,909	5,973	6,225
■ Program Sales (to affiliates)	2,235	2,149	2,225	2,276
■ TV Program Streaming (TVer etc.)	19	95	168	172

# Spot Revenue of TV Business

(Millions of 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	8,053	31,298

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

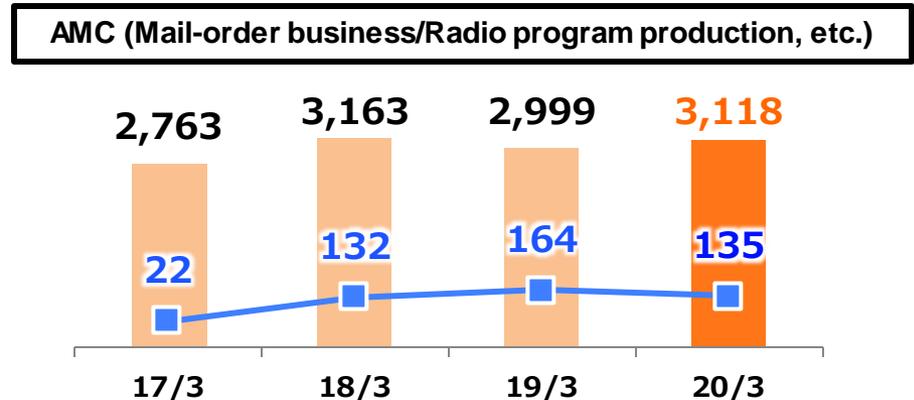
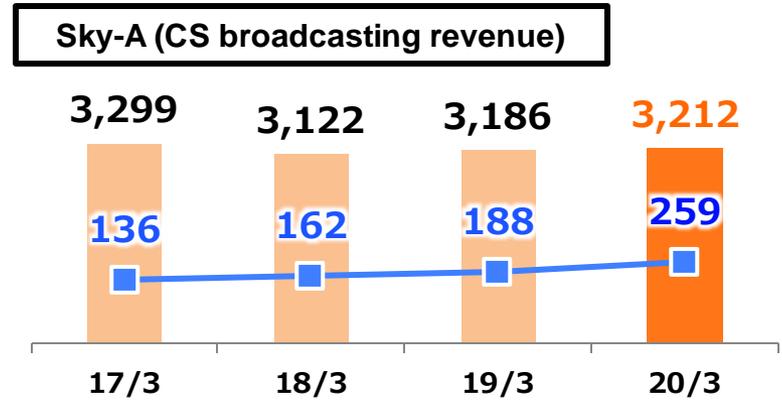
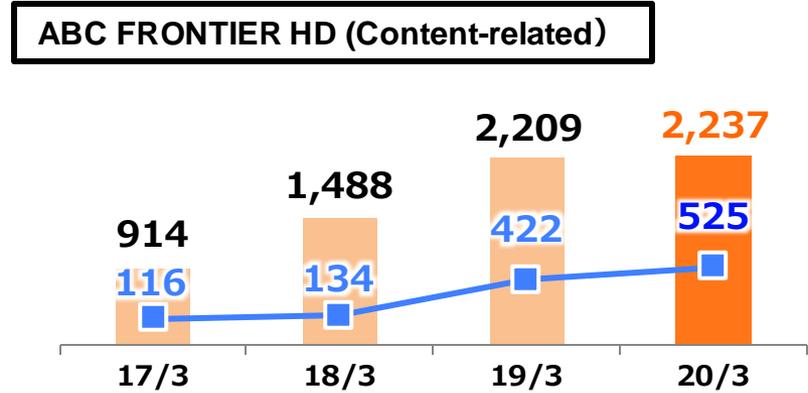
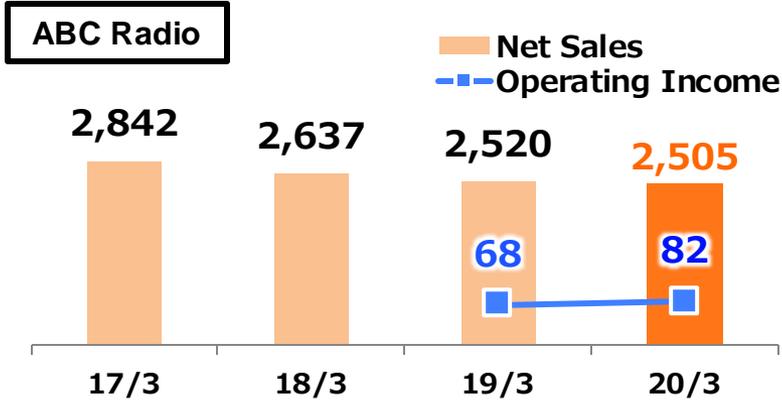
Industry	19/3		20/3	
	YoY	Composition rate	YoY	Composition rate
Transportation/Leisure/Restaurants & Fast Foods/Services	111.9%	11.2%	102.9%	12.2%
Foods	96.4%	10.0%	94.3%	10.0%
Information/Telecommunication	82.3%	9.4%	81.3%	8.1%
Pharmaceutical/Medical Products	96.1%	7.9%	95.4%	7.9%
Automobiles	92.6%	7.9%	86.9%	7.3%
Beverages/Liquors	98.7%	7.1%	95.0%	7.1%
Finance	109.1%	7.2%	86.3%	6.6%
Consumer Electronics/Computer	87.9%	5.1%	110.9%	6.0%
Cosmetics/Toiletries	85.3%	6.5%	78.8%	5.4%
Hobby (Movie/Game/Music etc.)	104.7%	6.0%	79.9%	5.1%
Housing/Real Estate/Construction	86.9%	4.1%	89.9%	3.9%
Government/Political Organization	98.1%	2.5%	122.8%	3.3%
Publishing	106.6%	2.6%	108.9%	3.0%
Fashion (Apparel/Jewelry etc.)	92.6%	2.8%	98.4%	3.0%
Energy/Machine/Material	83.1%	2.3%	101.3%	2.5%
Various Organizations (Law Office etc.)	87.6%	1.5%	126.1%	2.0%
Logistics services/Businesses/Events	85.7%	1.3%	128.7%	1.8%
Distribution	80.3%	1.4%	89.1%	1.7%
Mail Order Sales	80.3%	1.4%	108.3%	1.6%
Housewares	81.7%	1.4%	97.3%	1.4%
Other	73.0%	0.1%	300.6%	0.2%
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

(Millions of yen)



(Millions of yen)

	17/3	18/3	19/3	20/3
Four companies (non-consolidated) total of operating income	274	428	844	1,002
*Reference				

# Television Viewer Ratings in Kansai Region for April 2019- March 2020

(Source: Video Research)

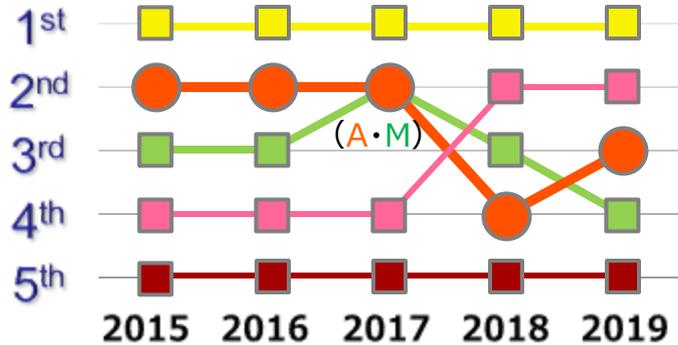
	All-day (6:00-24:00)	Golden time (19:00-22:00)	Prime (19:00-23:00)	Prime 2 (23:00-25:00)
<b>1</b>	YTV 8.0%	YTV 11.7%	<b>ABC</b> <b>11.5%(+0.2)</b>	YTV 7.6%
<b>2</b>	KTV 7.6%	<b>ABC</b> <b>10.9%(+0.1)</b>	YTV 11.4%	<b>ABC</b> <b>6.5%(-0.6)</b>
<b>3</b>	<b>ABC</b> <b>7.3%(±0)</b>	MBS/KTV/NHK 10.0%	MBS 10.1%	MBS 5.5%
<b>4</b>	MBS 6.9%	* * * * * *	KTV 9.8%	KTV 5.1%
<b>5</b>	NHK 5.8%	* * * * * *	NHK 8.7%	NHK 2.4%

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

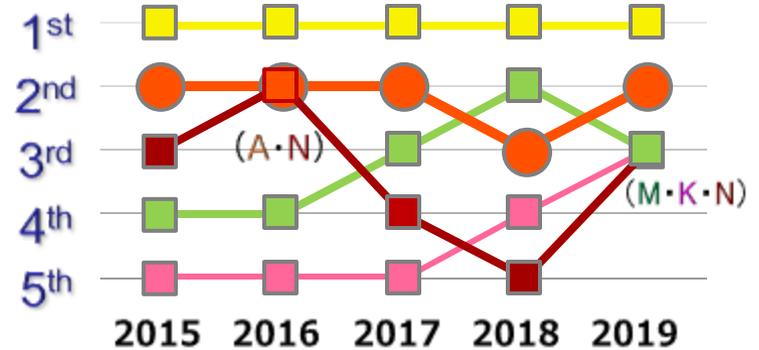
## Ranking of Television Viewer Ratings in Kansai Region by Year

(Source: Video Research)

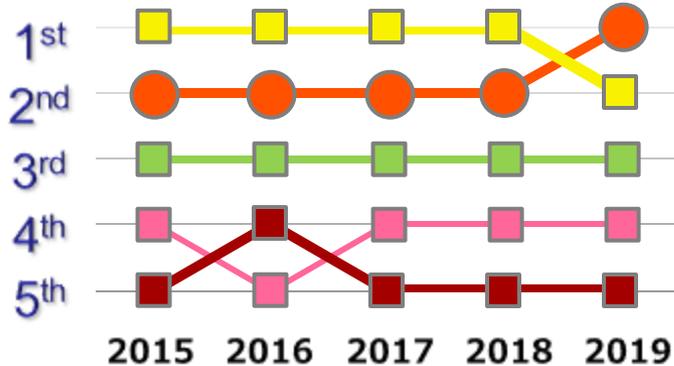
### All-day (6:00-24:00)



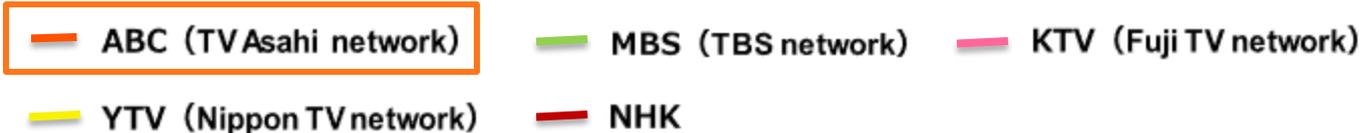
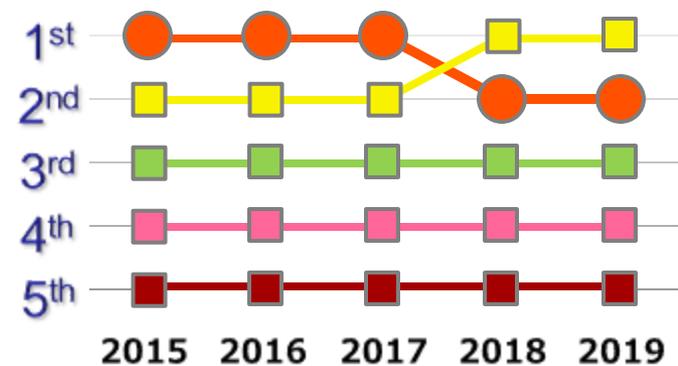
### Golden time (19:00-22:00)



### Prime (19:00-23:00)



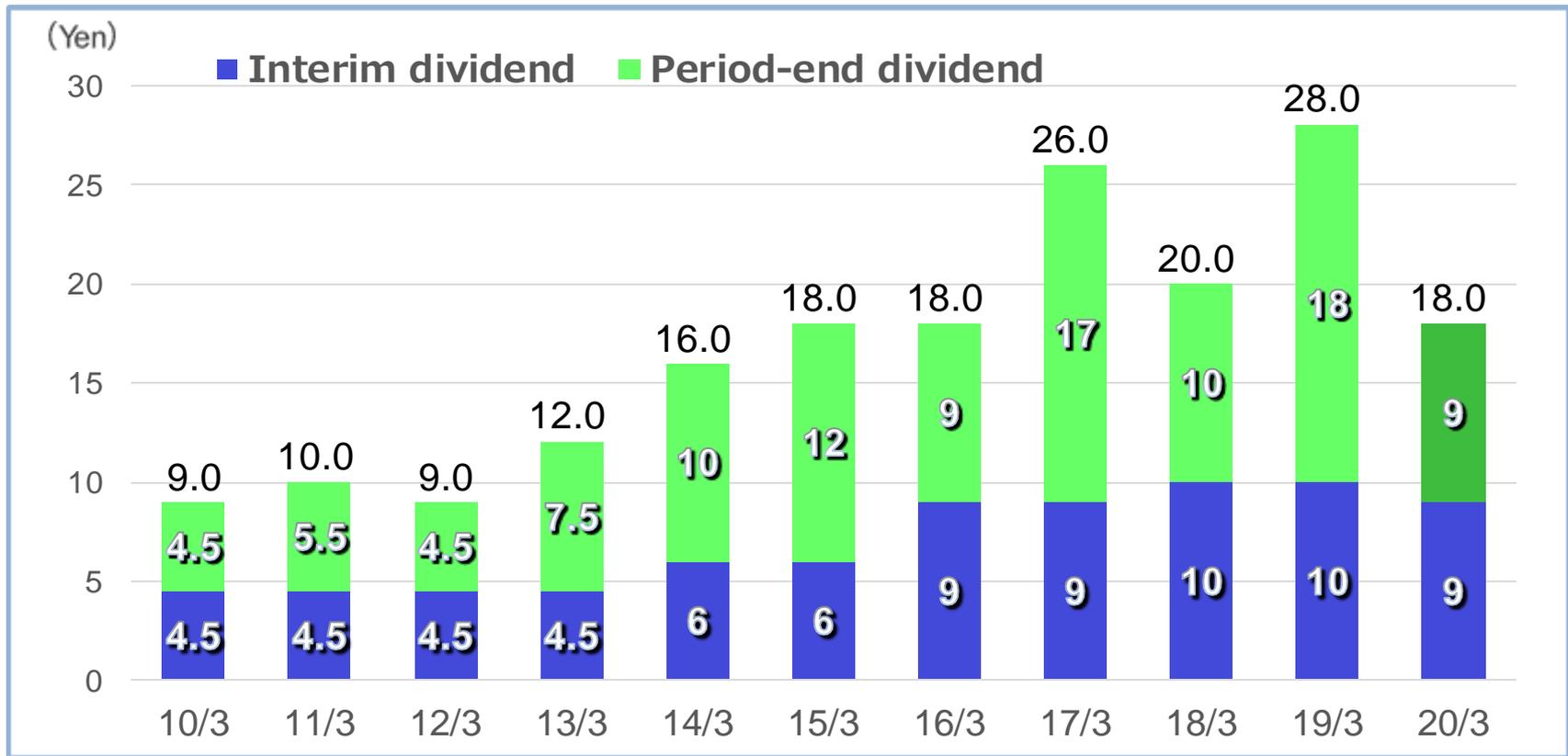
### Prime 2 (23:00-25:00)



# Capital Investments / Depreciation and Amortization

	19/3		20/3	
	Consolidated	ABC TV	Consolidated	ABC TV
Capital Investments	¥2.6 billion	¥1.8 billion	¥2.5 billion	¥2.0 billion
Depreciation and Amortization	¥3.0 billion	¥1.3 billion	¥3.2 billion	¥1.5 billion

# 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.

# Fiscal 2020 Results Forecasts and Current Operations

■ At present, it is extremely difficult to predict the timing of the end of COVID-19 and the state of economic activity recovery in the post-COVID-19 era. Therefore, due to the difficulty in performing calculations at this time, we have decided to leave fiscal 2020 consolidated results forecasts as undecided for the time being. We will make an announcement as quickly as we are able to make appropriate and rational calculations.

▼ The following table provides our current status, including the impact of COVID-19.

Segment	Company	Status as of April 2020
Broadcasting	ABC TV	Spot revenue experienced a significant decline year on year at almost 30%, due in part to advertising cuts by sponsors. Although we strengthened our reporting system for news related COVID-19, etc., re-edited/re-run our entertainment programs, and implemented other measures, we experienced shortages in new content due to suspended recordings, postponed sports broadcasts, etc. We canceled events of all types beginning in early March.
	ABC Radio	
	Sky-A (CS broadcasting)	The business experienced an increase in contract cancellations due to a shortage of content, including postponed professional baseball broadcasts.
	AMC (Mail-order business/Radio program production)	TV shopping performance rose year on year due to increased demand.
	ABC Libra (Program production)	Although we suspended program production, we received orders to re-run a library of programs.
	ABC FRONTIER HOLDINGS (Anime/International/Rights business)	Due to the decline in inbound tourism, we experienced a decrease in hotel and in-flight screenings. Overseas sales were stagnant as well.
	Digiasa (Digital content production)	The impact on operations has been limited, as we had been transitioning to remote work arrangements prior to the outbreak of COVID-19.
	i-NEX (General technical production)	Orders decreased significantly due to cancellations of program production and sports broadcasts.
	MASH (Event planning and management)	We began canceling events in early March. We were able to secure profits through facility operations contracting based on regular repeat contracts.
	DLE	Sales and consulting have been difficult due to voluntary restraints on non-essential travel outside the home. Accordingly, we experienced sluggish performance for new orders.
Procen Studio (Post-production)	Post-production and MA orders fell after the state of emergency declaration.	
Housing	ABC Development Corporation	Our housing exhibition business closed all facilities on a temporary basis after the state of emergency declaration. We plan to open facilities in Nabari (Mie Prefecture) and other areas that are no longer subject to temporary closure orders beginning in May. HDC has also closed all facilities temporarily. We plan to reopen gradually based on the decision of each facility, etc.
Golf Club	ABC GOLF CLUB	Although we continue to operate (under restrictions), cancellations have risen and visitors are down 45% year on year.

# 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/en/>

For all shareholders, more detailed information such as consolidated financial reports and annual securities reports can be found on the website.