

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

Asahi Broadcasting Group Holdings Corporation

Earnings Reference for the First Quarter of Fiscal 2020

(For the fiscal year ending March 31, 2021)

August 3, 2020

ABC

Securities Code: **9405**

Consolidated Results

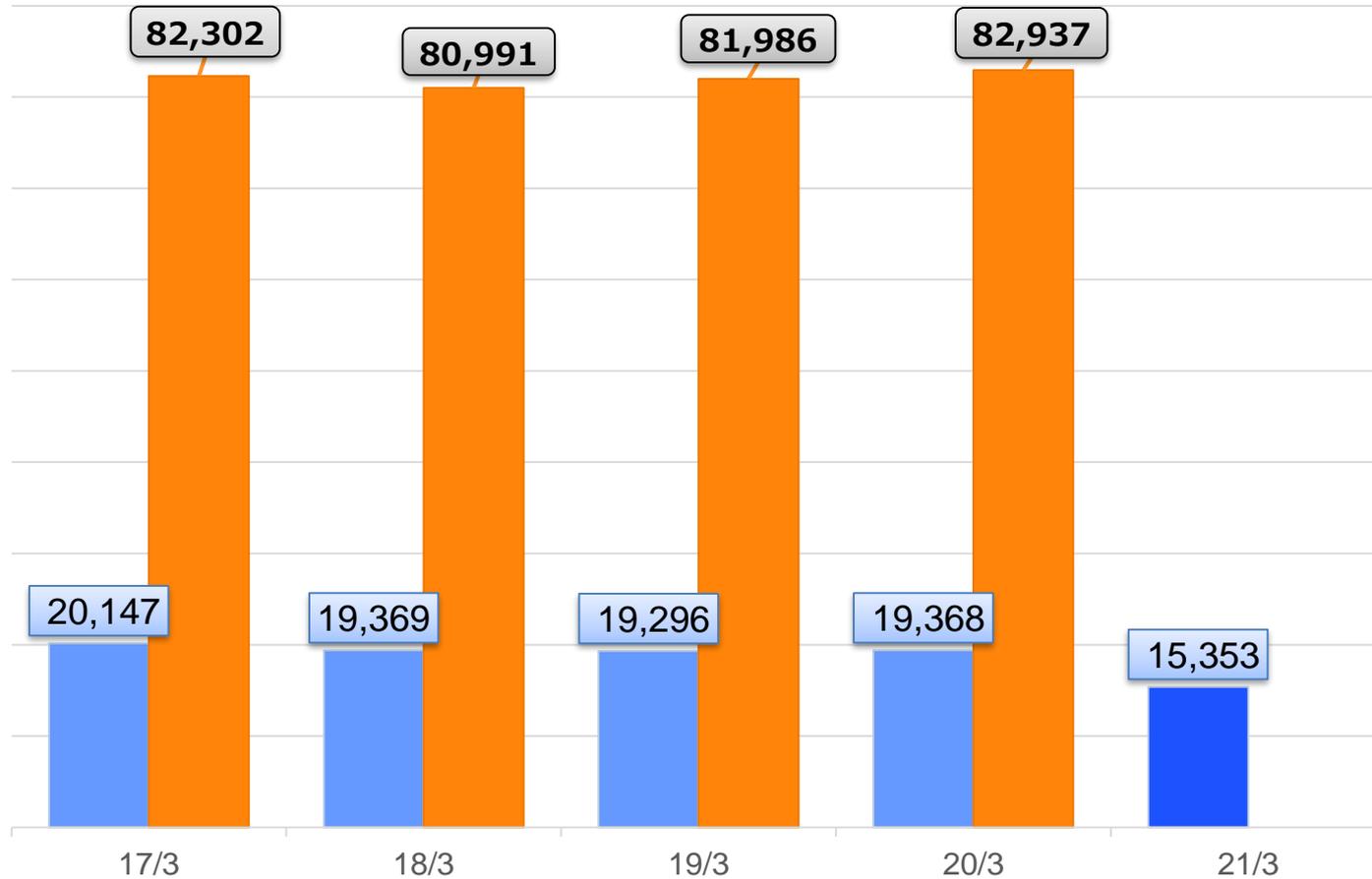
(Millions of yen)

		20/3 1 Q	21/3 1 Q	YoY	% Change
Net Sales		19,368	15,353	-4,015	-20.7%
Operating Expenses		18,770	16,026	-2,744	-14.6%
Details	Cost of Sales	12,709	10,587	-2,122	-16.7%
	Selling, General and Administrative Expenses	6,061	5,439	-622	-10.3%
Operating Income		598	-672	-1,271	-
Ordinary Income		777	-511	-1,288	-
Profit Attributable to Owners of Parent		486	-353	-840	-

Five-Year Net Sales (Consolidated)

(Millions of yen)

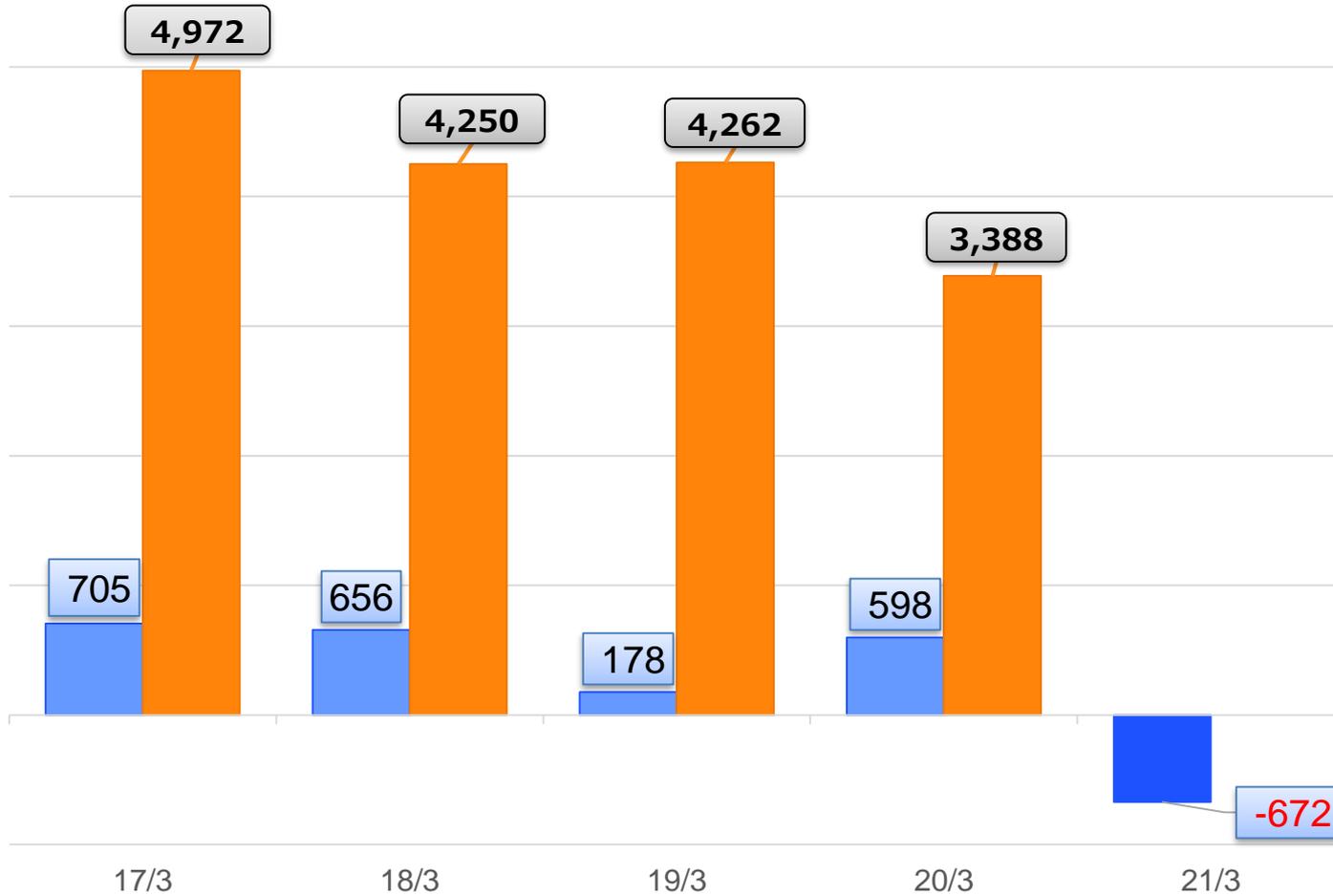
■ 1Q ■ Full-Year



Five-Year Operating Income (Consolidated)

(Millions of yen)

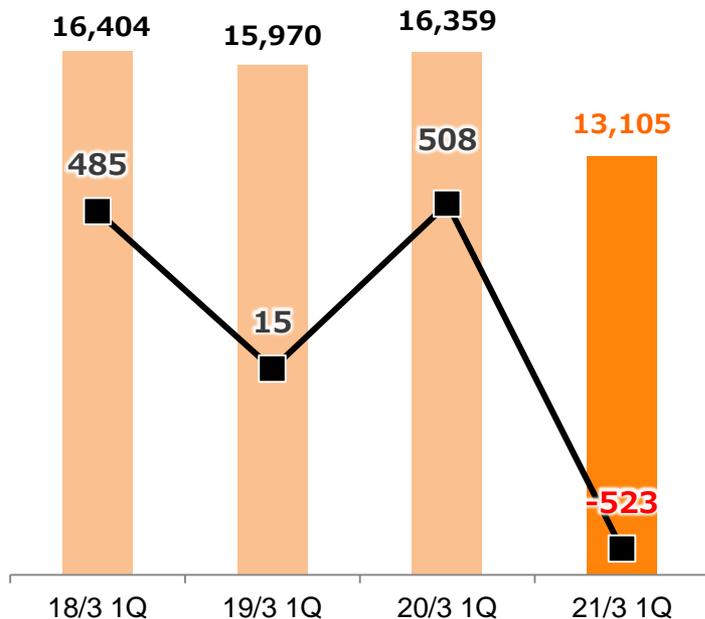
■ 1Q ■ Full-Year



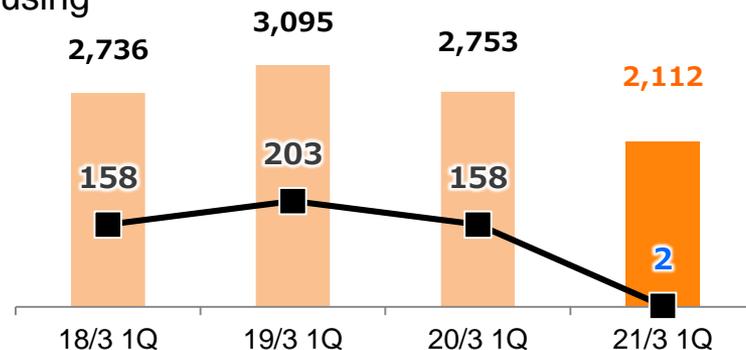
Results by Segment

(Millions of yen)

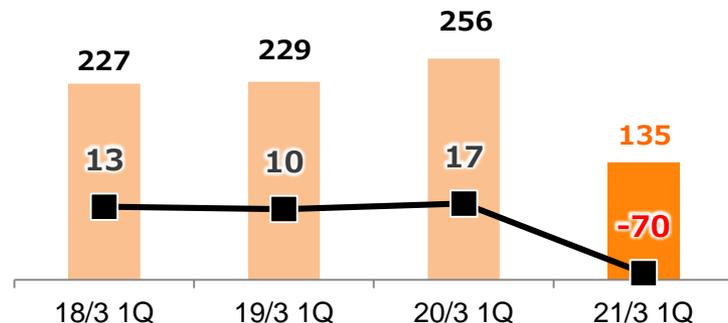
■ Broadcasting
 ■ Net Sales
 ■ Operating Income



■ Housing



■ Golf Club



(Millions of yen)

Adjustments	19/3 1Q	20/3 1Q	21/3 1Q
Operating Income	-51	-85	-82

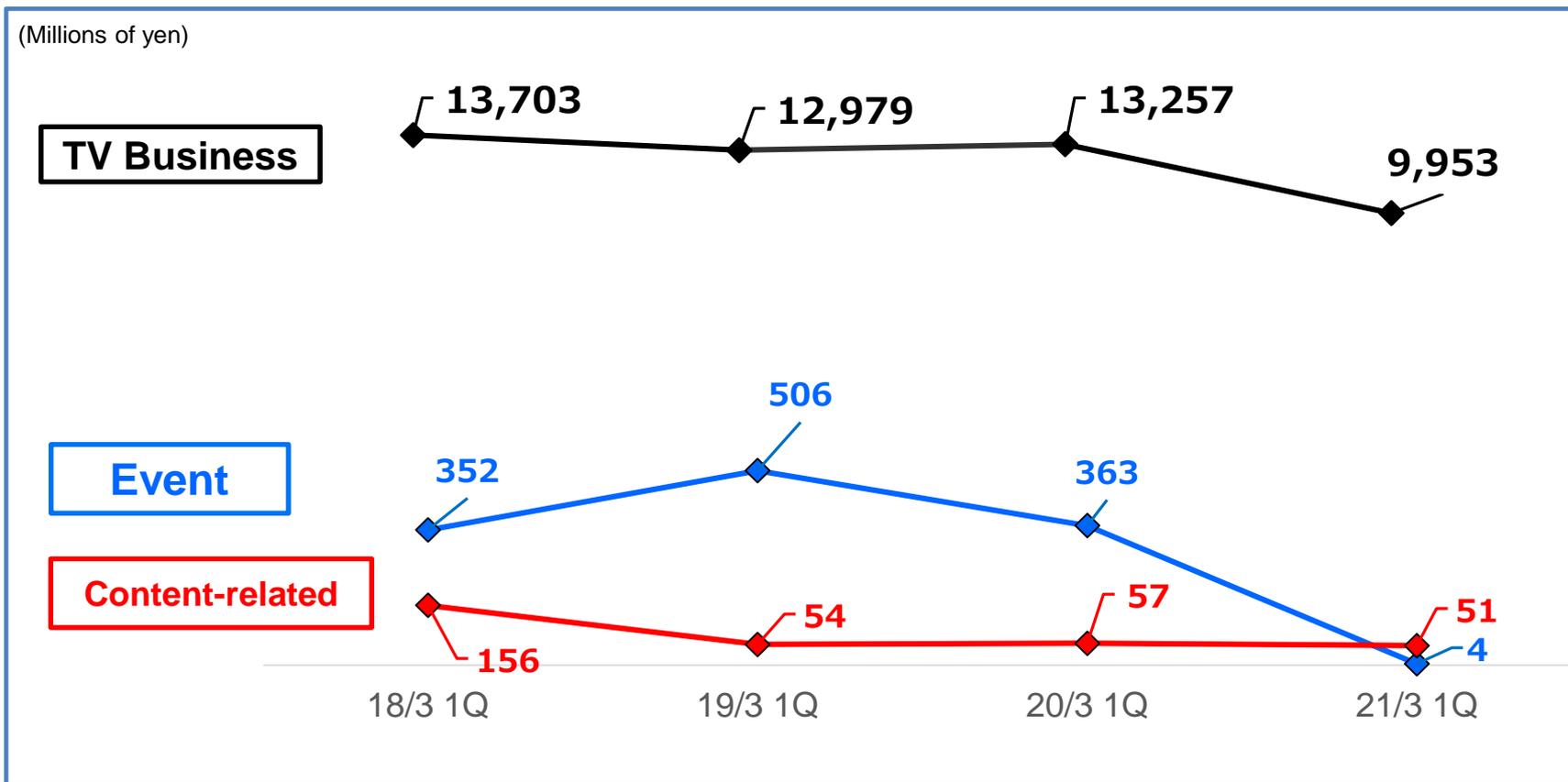
ABC TV Results

(Millions of yen)

		20/3 1Q	21/3 1Q	YoY	% Change
Net Sales		13,920	10,215	-3,704	-26.6%
Operating Expenses		13,729	11,211	-2,517	-18.3%
Details	Cost of Sales	8,503	6,815	-1,687	-19.9%
	Selling, General and Administrative Expenses	5,226	4,395	-830	-15.9%
Operating Income		191	-995	-1,187	-
Ordinary Income		221	-964	-1,186	-
Profit		127	-633	-760	-
		20/3 1Q	21/3 1Q	YoY	% Change
Program Expenses		4,351	3,279	-1,071	-24.6%

ABC TV (Former ABC) Revenue Growth

(Millions of yen)

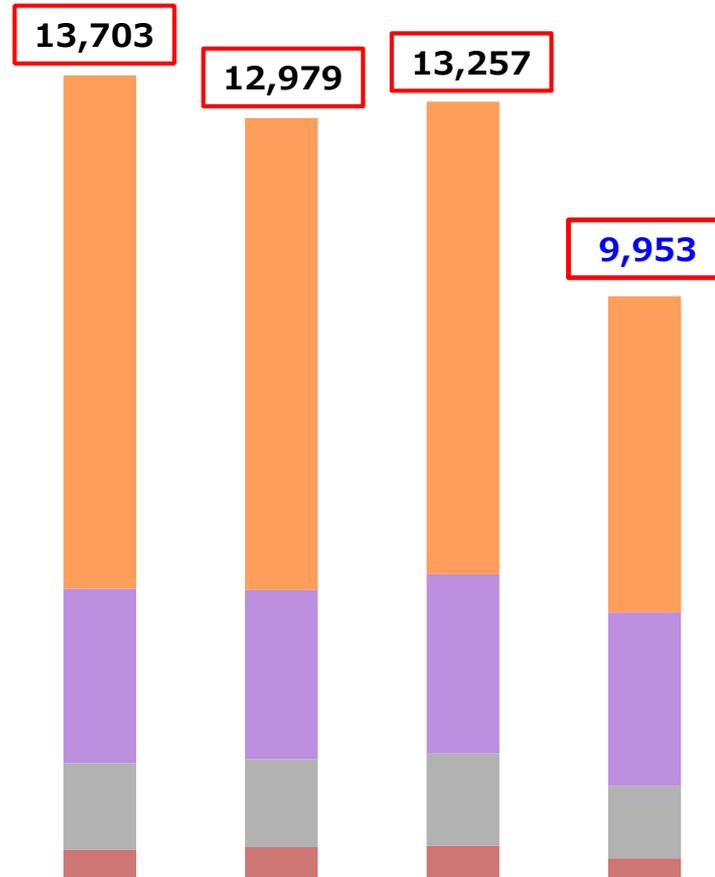


*Event revenue before 18/3 (former ABC) includes radio-related events.

(Millions of yen)

	18/3 1Q	19/3 1Q	20/3 1Q	21/3 1Q
Other	129	246	242	206

Details of TV Business Revenue



- **Spot**
 - YoY **33.1% ↓**
- **Network (Time)**
 - YoY **2.9% ↓**
- **Local (Time)**
 - YoY **22.1% ↓**
- **Program Sales (to affiliates)**
 - YoY **35.1% ↓**
- **TV Program Streaming (TVer etc.)**
 - YoY **23.1% ↓**

	18/3 1Q	19/3 1Q	20/3 1Q	21/3 1Q
■ Spot	8,722	8,019	8,028	5,369
■ Network (Time)	2,967	2,877	3,047	2,958
■ Local (Time)	1,472	1,494	1,572	1,223
■ Program Sales (to affiliates)	541	564	564	366
■ TV Program Streaming (TVer etc.)		23	44	34

Spot Revenue of TV Business

(Millions of yen)

	1Q	2Q	3Q	4Q	Full-Year
19/3	8,019	7,738	8,634	8,777	33,169
20/3	8,028	7,312	7,905	8,053	31,298
21/3	5,369				

Spot Revenue of TV Business (By Top 20 Industries)

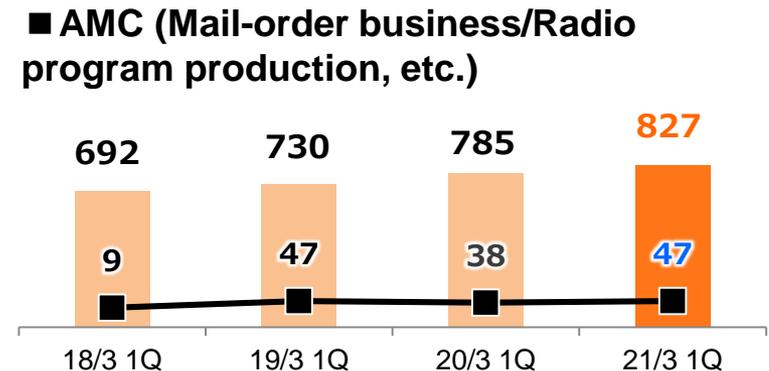
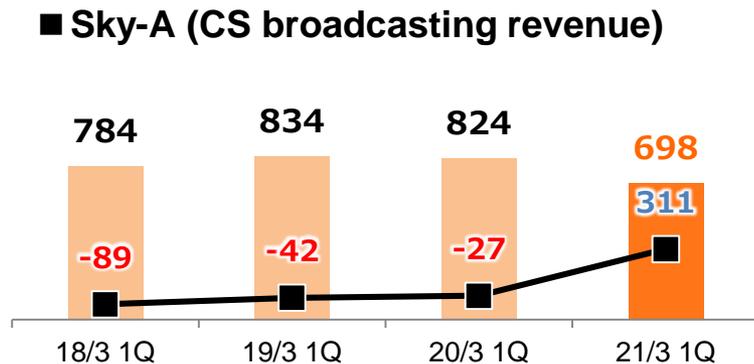
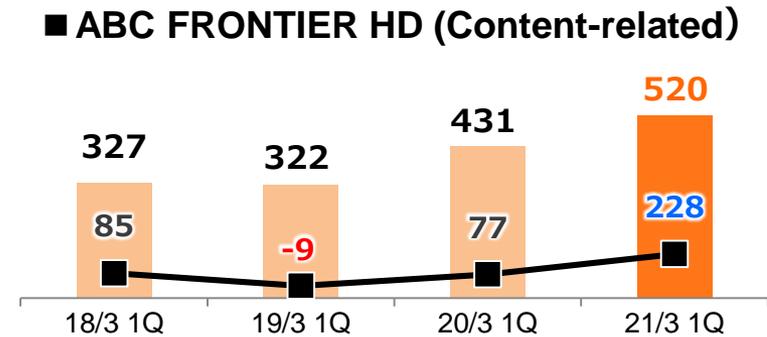
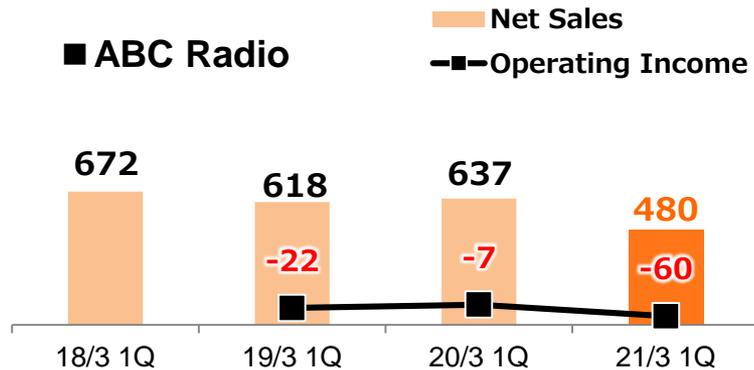
	20/3 1 Q		21/3 1 Q	
Industry	YoY	Composition rate	YoY	Composition rate
Foods	85.2%	11.5%	79.3%	13.7%
Beverages/Liquors	89.0%	9.6%	88.5%	12.6%
Transportation/Leisure/Restaurants & Fast Foods/Services	118.8%	11.3%	54.6%	9.2%
Pharmaceutical/Medical Products	97.0%	7.4%	83.0%	9.1%
Cosmetics/Toiletries	75.6%	7.2%	61.3%	6.6%
Finance	92.9%	6.6%	66.2%	6.5%
Consumer Electronics/Computer	128.6%	6.5%	61.9%	6.1%
Information/Telecommunication	95.3%	6.5%	54.8%	5.3%
Automobiles	94.8%	6.2%	48.0%	4.5%
Hobby (Movie/Game/Music etc.)	84.9%	4.4%	65.2%	4.3%
Government/Political Organization	133.7%	3.0%	90.5%	4.0%
Mail Order Sales	134.6%	1.7%	138.1%	3.6%
Energy/Machine/Material	152.4%	3.1%	54.6%	2.5%
Fashion (Apparel/Jewelry etc.)	122.3%	3.4%	46.4%	2.4%
Publishing	127.4%	2.1%	56.3%	1.8%
Housing/Real Estate/Construction	99.6%	3.3%	35.3%	1.7%
Distribution	128.4%	1.9%	55.5%	1.6%
Logistics services/Businesses/Events	132.9%	1.3%	79.6%	1.5%
Housewares	108.7%	1.1%	93.2%	1.5%
Various Organizations (Law Office etc.)	121.6%	1.7%	51.7%	1.3%
Other	—%	0.1%	0.0%	0.0%
Total		100.0%		100.0%

*Year-on-year comparisons

Other Broadcasting Businesses (Non-ABC TV-Related (1))

*Companies for which the bulk of revenues are from non-group sources

Non-consolidated (Millions of yen)



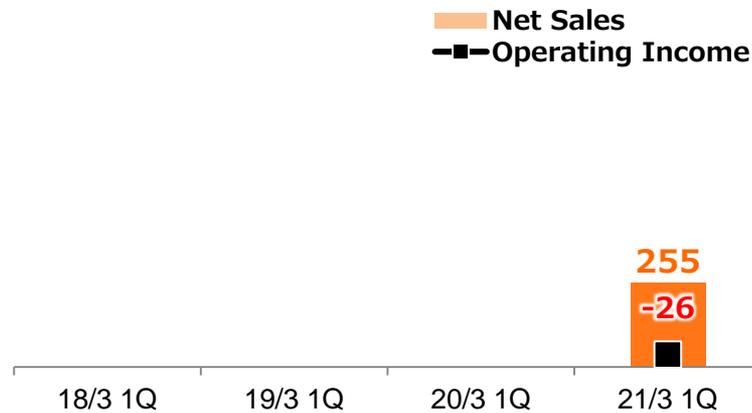
*Outsourcing music publisher business from AMC to ABC Frontier Holdings in April, 2020

Other Broadcasting Businesses (Non-ABC TV-Related (2))

*Companies for which the bulk of revenues are from non-group sources

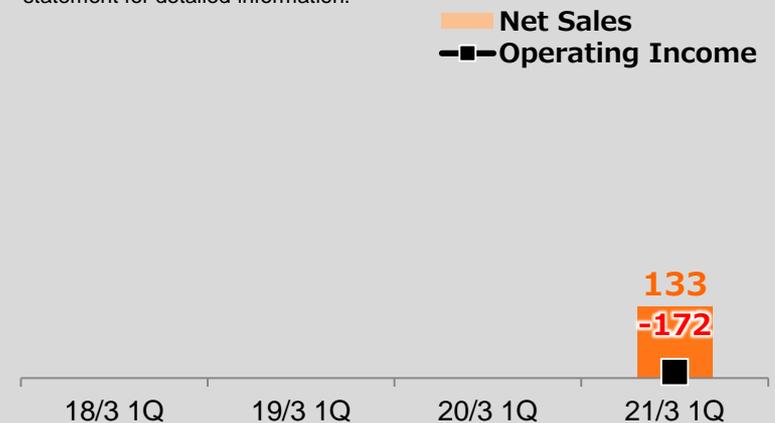
Non-consolidated (Millions of yen)

■ MASH*



■ DLE(Group)*

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



* P&L of MASH/DLE (group) was consolidated from the 2nd quarter of the fiscal year ending March 31, 2020

Television Viewer Ratings in Kansai Region for Apr-Jun 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)
1	YTV 8.7%	NHK 13.0%	ABC 12.6% (+0.4)	YTV 7.7%
2	KTV 8.3%	YTV 12.2%	YTV 11.8%	ABC 6.5% (-0.3)
3	ABC 8.2% (+1.0)	ABC 11.5% (+0.9)	NHK 10.9%	MBS 5.4%
4	MBS 7.3%	KTV 10.4%	KTV 10.3%	KTV 5.1%
5	NHK 6.3%	MBS 9.8%	MBS 9.9%	NHK 2.8%

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

Television Viewer Ratings in Kansai Region for Jan-Jun 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)
1	YTV 8.4%	NHK 12.2%	ABC 12.2% (+0.7)	YTV 7.7%
2	KTV 8.1%	YTV 12.1%	YTV 11.7%	ABC 6.6% (-0.4)
3	ABC 7.9% (+0.6)	ABC 11.2% (+0.2)	NHK 10.4%	MBS 5.7%
4	MBS 7.3%	KTV 10.4%	KTV 10.2%	KTV 5.2%
5	NHK 6.3%	MBS 10.1%	MBS 10.1%	NHK 2.7%

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

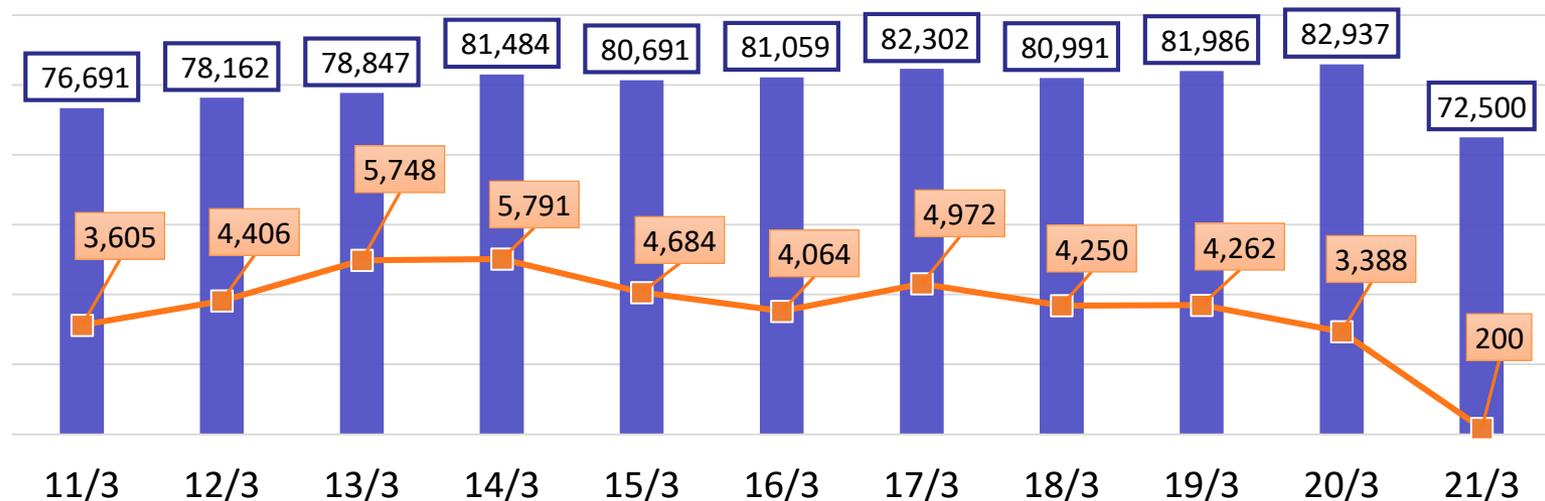
Fiscal 2020 Consolidated Financial Results Forecasts

(Millions of yen)

	20/3 (actual)	21/3	YoY	% Change
Net Sales	82,937	72,500	-10,437	-12.6%
Operating Income	3,388	200	-3,188	-94.1%
Ordinary Income	3,633	500	-3,133	-86.2%
Profit Attributable to Owners of Parent	2,278	300	-1,978	-86.8%

(Millions of yen)

■ Net Sales ■ Operating Income



Fiscal 2020 Financial Results Forecasts

- The financial results forecasts for fiscal 2020 were undetermined in the Consolidated Financial Report for Fiscal 2019 owing to the difficulty of reasonably calculating full-year consolidated financial results forecasts as a result of the impact of the spread of COVID-19. However, as economic activities have gradually resumed, the Company has calculated full-year consolidated financial results forecasts based on the information available at the moment.
- The consolidated financial results forecasts for fiscal 2020 is based on the assumption that the Japanese economy will gradually recover from the second quarter onward.
- 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.

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.