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# Asahi Broadcasting Group Holdings Corporation

## Earnings Reference for Fiscal 2022

(For the fiscal year ending March 31, 2023)

May 12, 2023



ABC

ABC Hall  
River Deck →



ABC

Securities Code: 9405

# Consolidated Results

(Millions of yen)

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

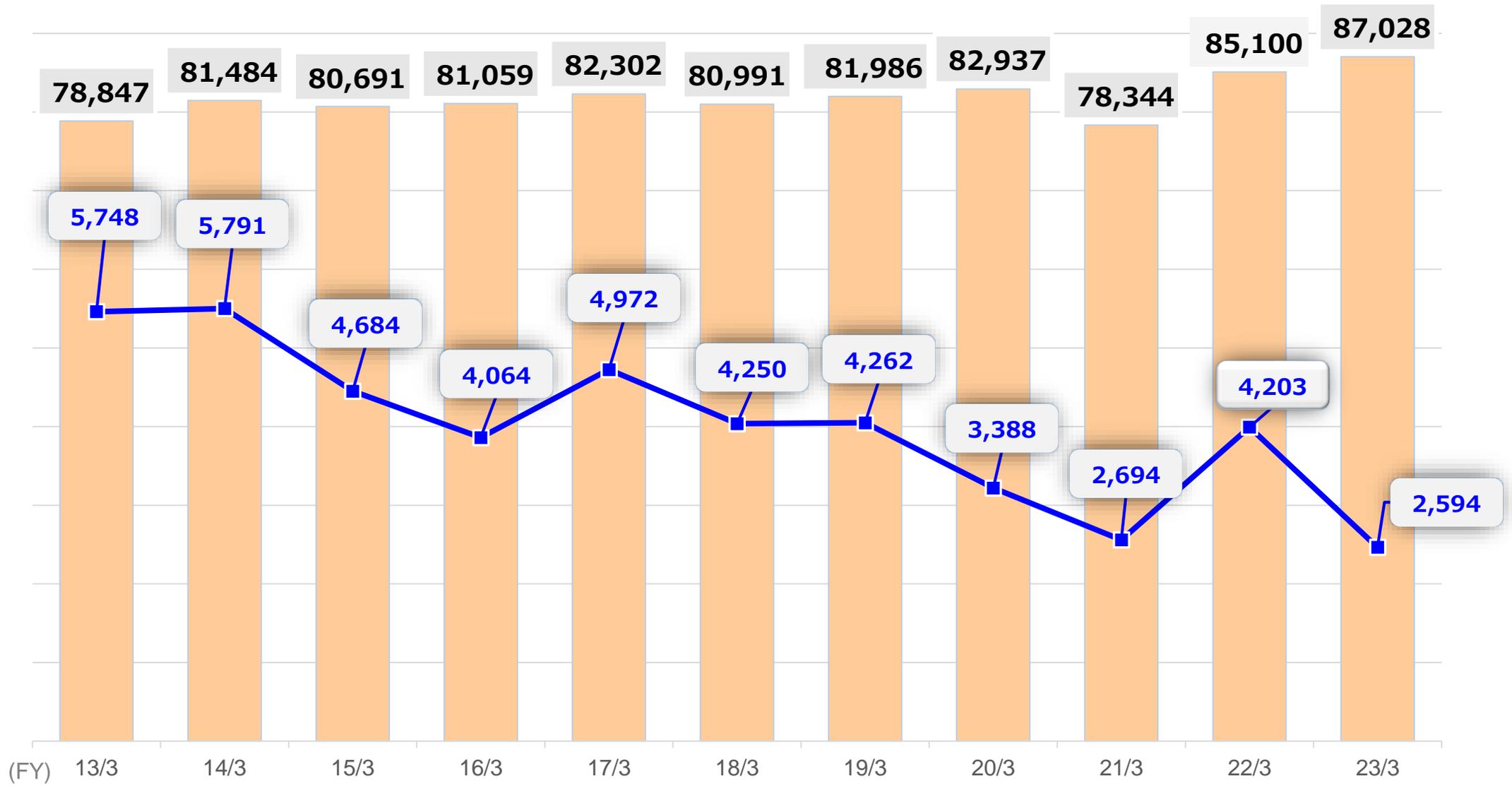
(Note) FY23/3 refers to the fiscal year ending March 31, 2023 and all other fiscal years are referred to in the same manner.

# Consolidated Net Sales and Operating Income in 11 Years



(Millions of yen)

Net sales    Operating income



# Results by Segment

(Millions of yen)

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

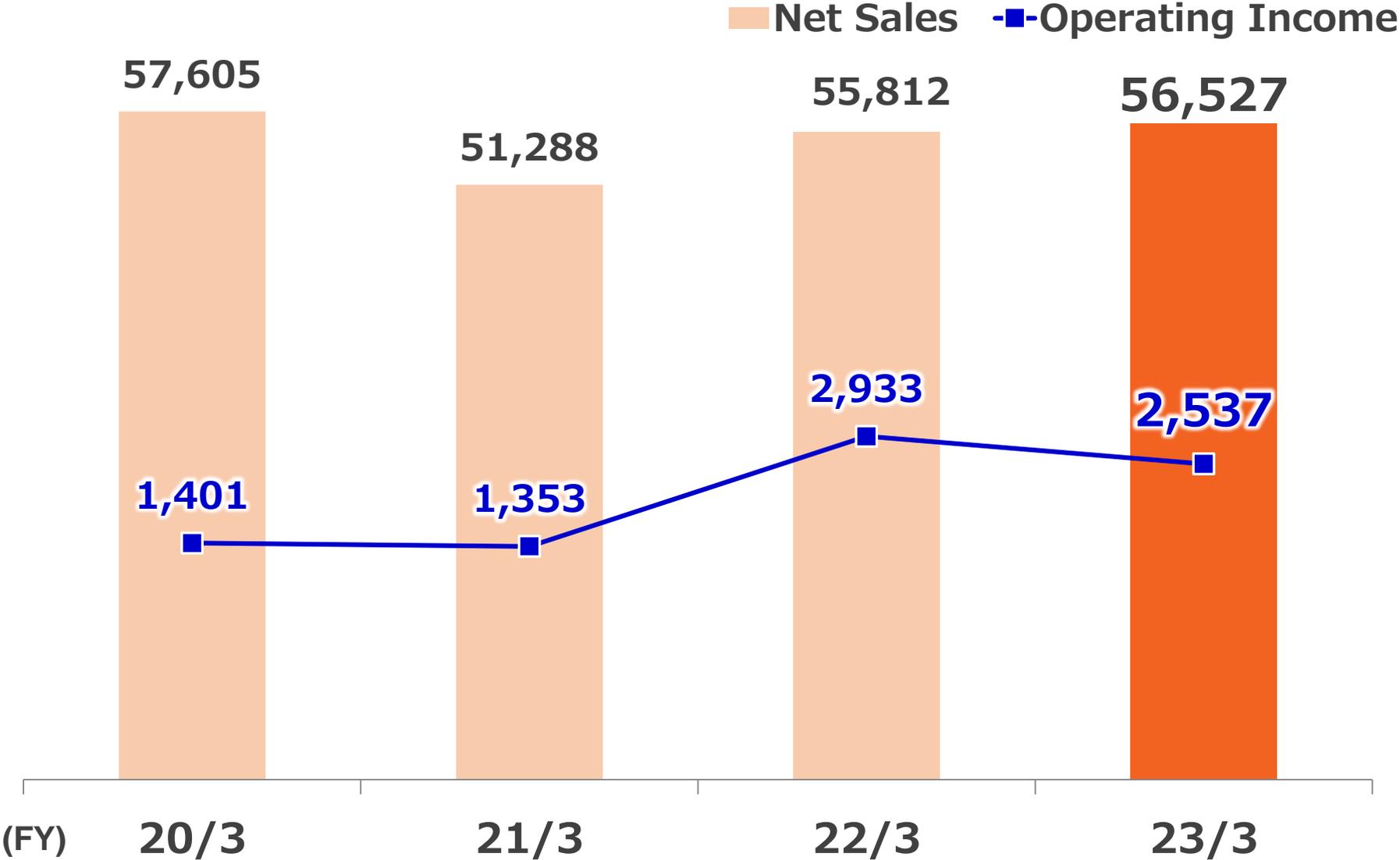
# ABC TV Results

(Millions of yen)

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

# Trends of ABC TV Results

(Millions of yen)



# Details of ABC TV Revenue

(Millions of yen)

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

■ **Broadcasting Revenue** ※ 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

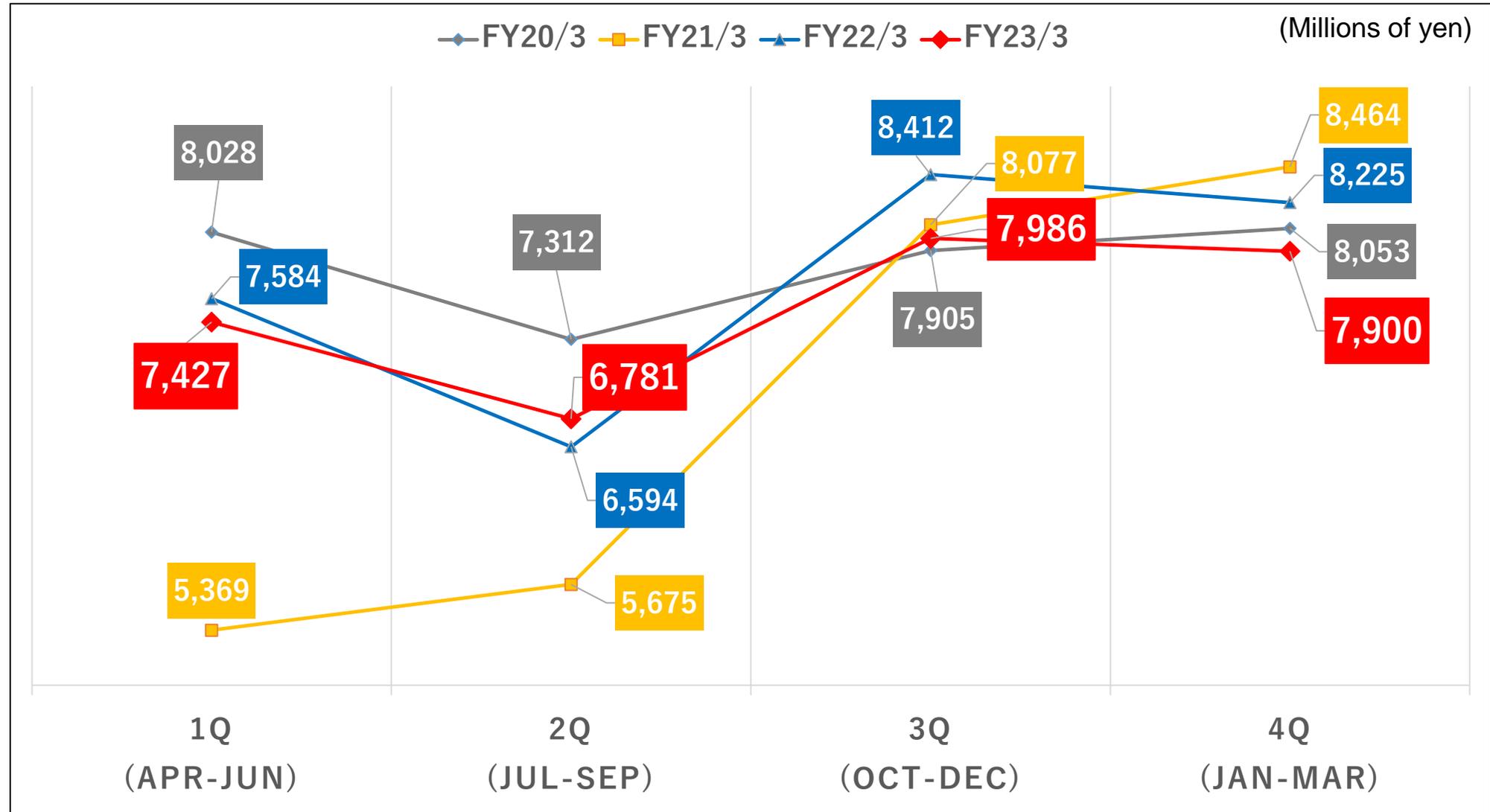


(Millions of yen)

	FY20/3	FY21/3	FY22/3	FY23/3
<b>Spot</b>	31,298	27,587	30,817	<b>30,094</b>
<b>Network (Time)</b>	14,347	13,461	13,018*	<b>12,294*</b>
<b>Local (Time)</b>	6,225	5,538	5,527	<b>5,805</b>
<b>TV Program Streaming (Mainly on TVer)</b>	172	306	502	<b>618</b>

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

# Spot Revenue of TV Business (Quarterly Performance)



# ABC TV Spot Revenue (By Top 20 Industries)



Rank	Industry	April 2021-March 2022		April 2022-March 2023	
		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) ]

(\*April 4, 2022 to April 2, 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)
<b>1</b>	YTV 3.7%	YTV 6.2%	YTV 6.0%	YTV 3.2%
<b>2</b>	<b>ABC</b> <b>3.6%</b>	<b>ABC</b> <b>5.8%</b>	<b>ABC</b> <b>5.9%</b>	<b>ABC</b> <b>2.8%</b>
<b>3</b>	KTV 3.2%	KTV 5.0%	KTV 5.0%	KTV 2.4%
<b>4</b>	MBS 3.0%	MBS・NHK 4.8%	MBS 4.7%	MBS 2.3%
<b>5</b>	NHK 2.6%	* * * * * *	NHK 4.2%	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 April 2022- March 2023\* [ Household ]

(\*April 4, 2022 to April 2, 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)
<b>1</b>	YTV 6.6%	<b>ABC</b> ·YTV <b>9.7%</b>	<b>ABC</b> <b>10.0%</b>	YTV 5.8%
<b>2</b>	<b>ABC</b> <b>6.4%</b>	* * * * * *	YTV 9.4%	<b>ABC</b> <b>5.2%</b>
<b>3</b>	KTV 5.6%	NHK 8.4%	KTV 8.0%	KTV·MBS 4.3%
<b>4</b>	MBS 5.3%	KTV 7.9%	MBS 7.7%	* * * * * *
<b>5</b>	NHK 4.8%	MBS 7.7%	NHK 7.4%	NHK 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.

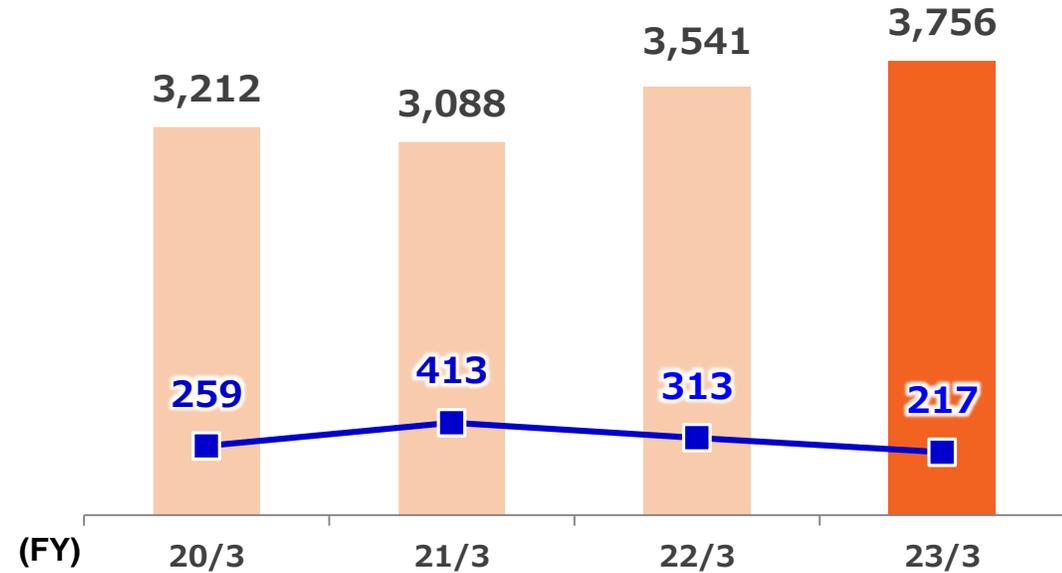
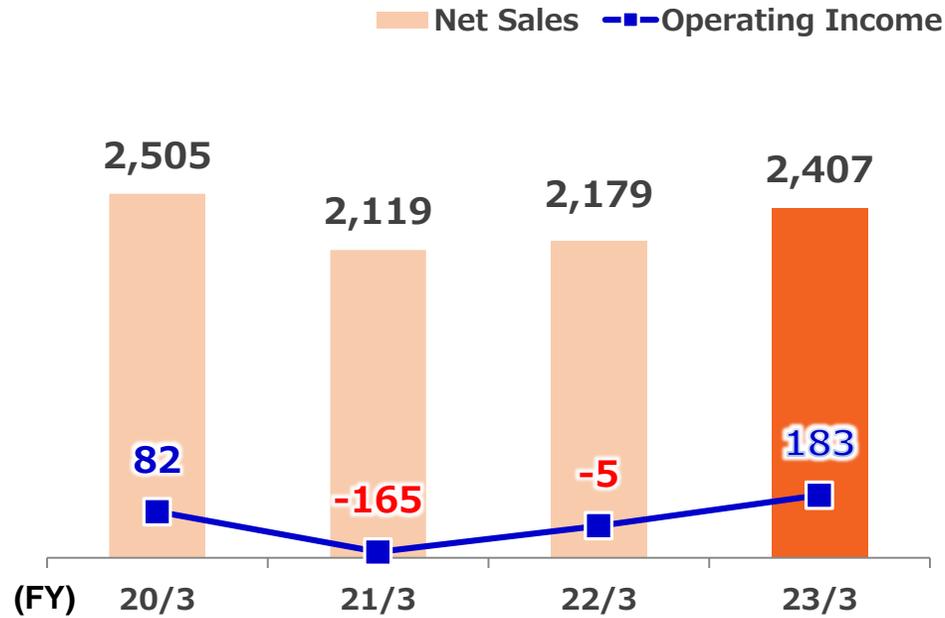
# Major Group Companies① <Broadcasting Business>



(Millions of yen)

## ABC Radio

## sky-A (CS broadcasting)



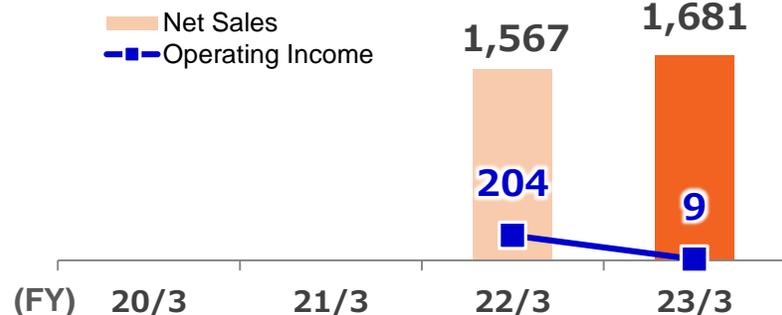
# Major Group Companies② <Content Business>



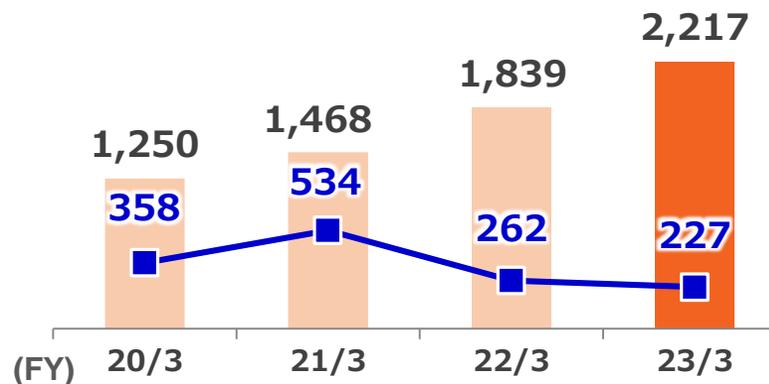
(Millions of yen)

## ABC FRONTIER

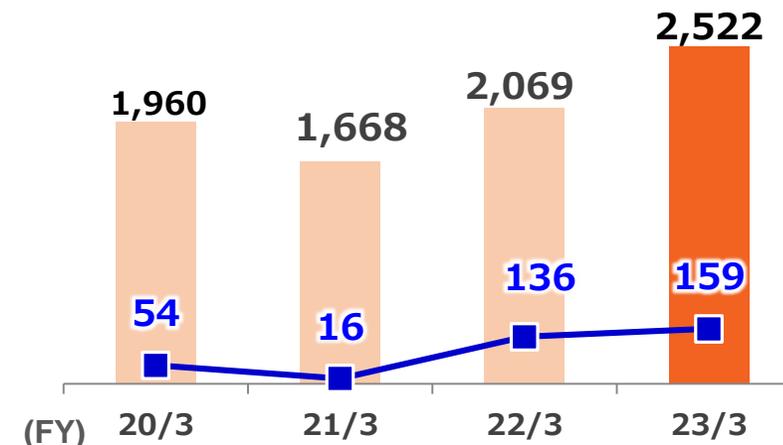
(Note) ABC FRONTIER split off subsidiary ABC Animation in FY22/3. No figures are available for ABC FRONTIER for FY21/3 or earlier.



## ABC Animation



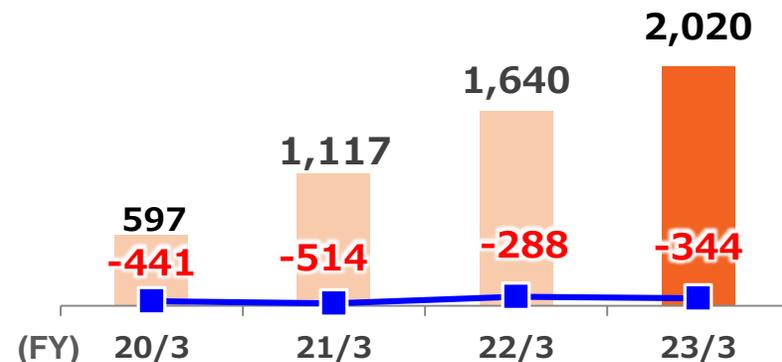
## MASH



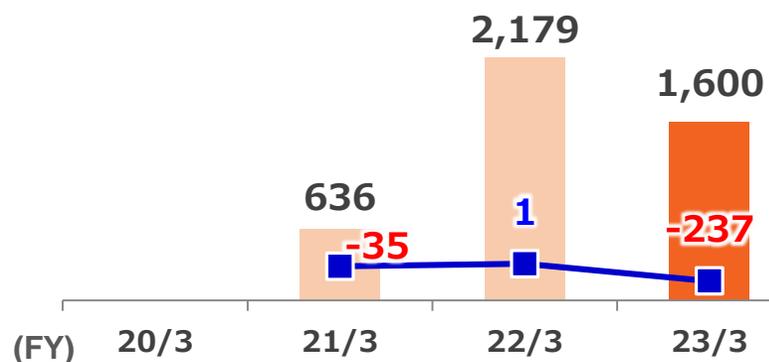
## DLE Group

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

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



## SILVER LINK.



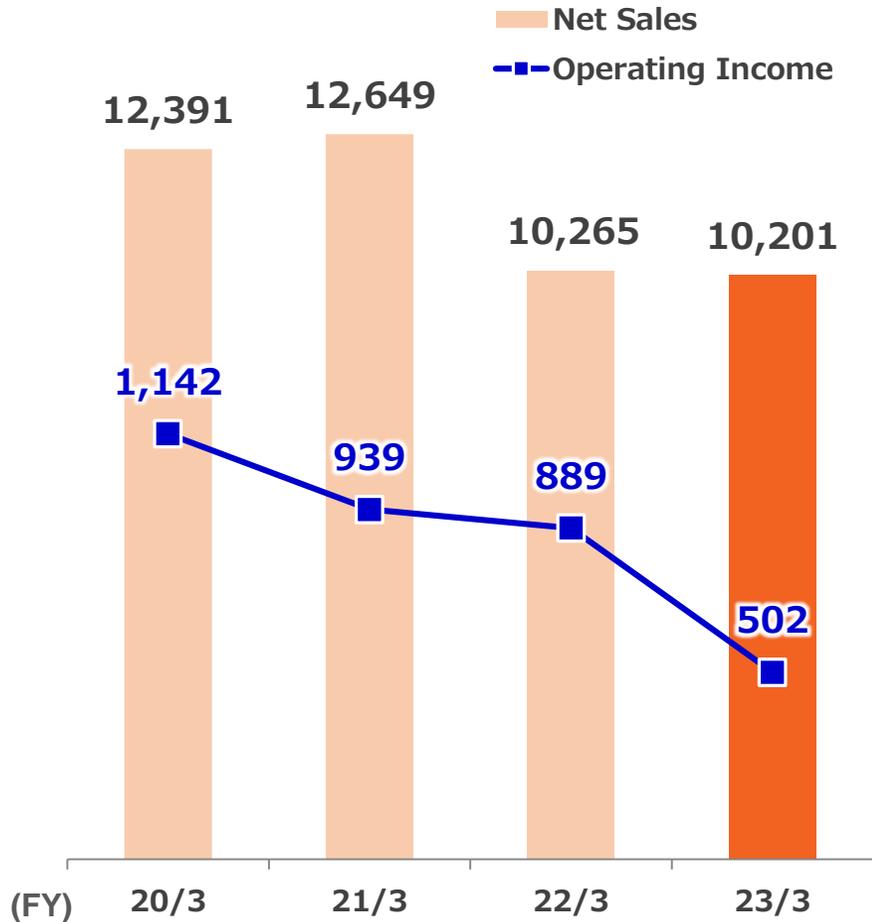
(Note) We added DLE and MASH as consolidated subsidiaries beginning in the second quarter of the fiscal year ended March 31, 2020. We added SILVER LINK. as a consolidated subsidiary beginning in the second quarter of the fiscal year ended March 31, 2021. Accordingly, we do not present figures prior to said dates.

# Major Group Companies③ <Lifestyle Business>

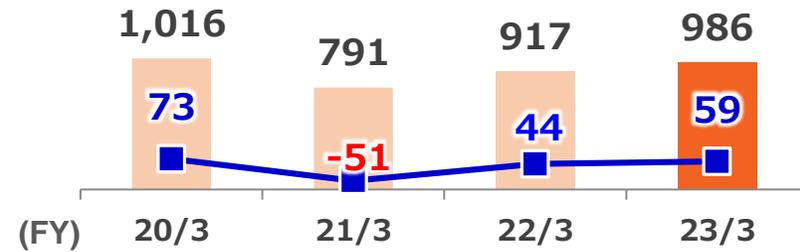


(Millions of yen)

## ABC Development

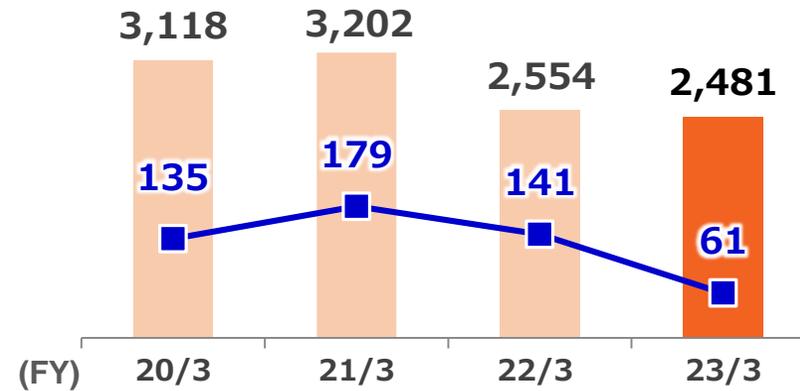


## ABC GOLF CLUB



## ABC FUN LIFE

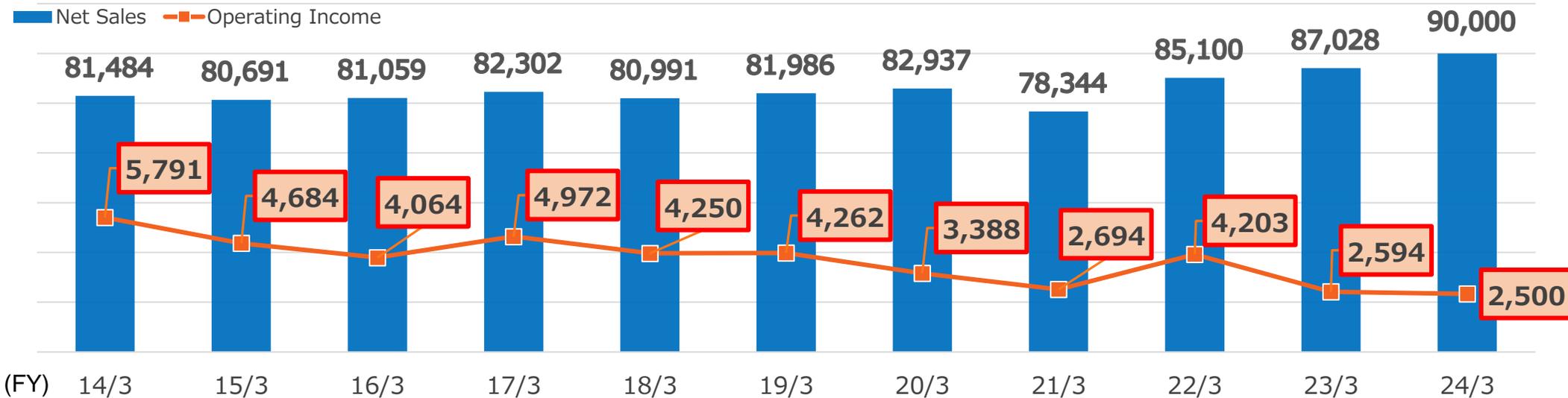
(Note) Corporate name changed from ABC Media Communications for the fiscal year ending March 31, 2024.



# FY24/3 Consolidated Financial Results Forecasts

(Millions of yen)

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



# FY24/3 Financial Results Forecasts by Segment

(Millions of yen)

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

# FY24/3 ABC TV Results Forecasts

(Millions of yen)

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

	FY23/3 (actual)	FY24/3	YoY	% Change
Program Expenses	15,316	<b>16,500</b>	1,183	7.7%

# FY24/3 ABC TV Revenue Forecasts

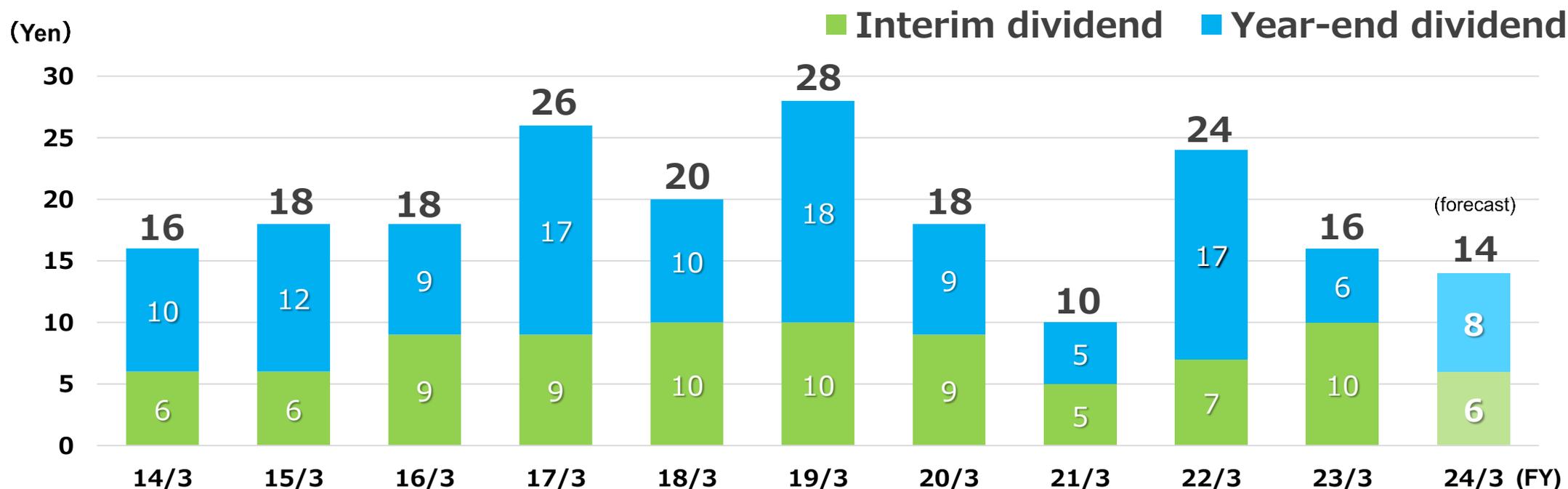
(Millions of yen)

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

# Capital Investments/Depreciation and Amortization

	FY22/3		FY23/3		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

# 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.

# 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)