

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

Asahi Broadcasting Group Holdings Corporation Earnings Reference for the Third Quarter of FISCAL 2018

(The fiscal year ending March 31, 2019)

February 8, 2019

The ABC logo consists of the letters 'ABC' in a white, bold, sans-serif font, set against a solid orange rectangular background. The logo is positioned in the lower right quadrant of the slide, partially overlapping the building image and the securities code box.

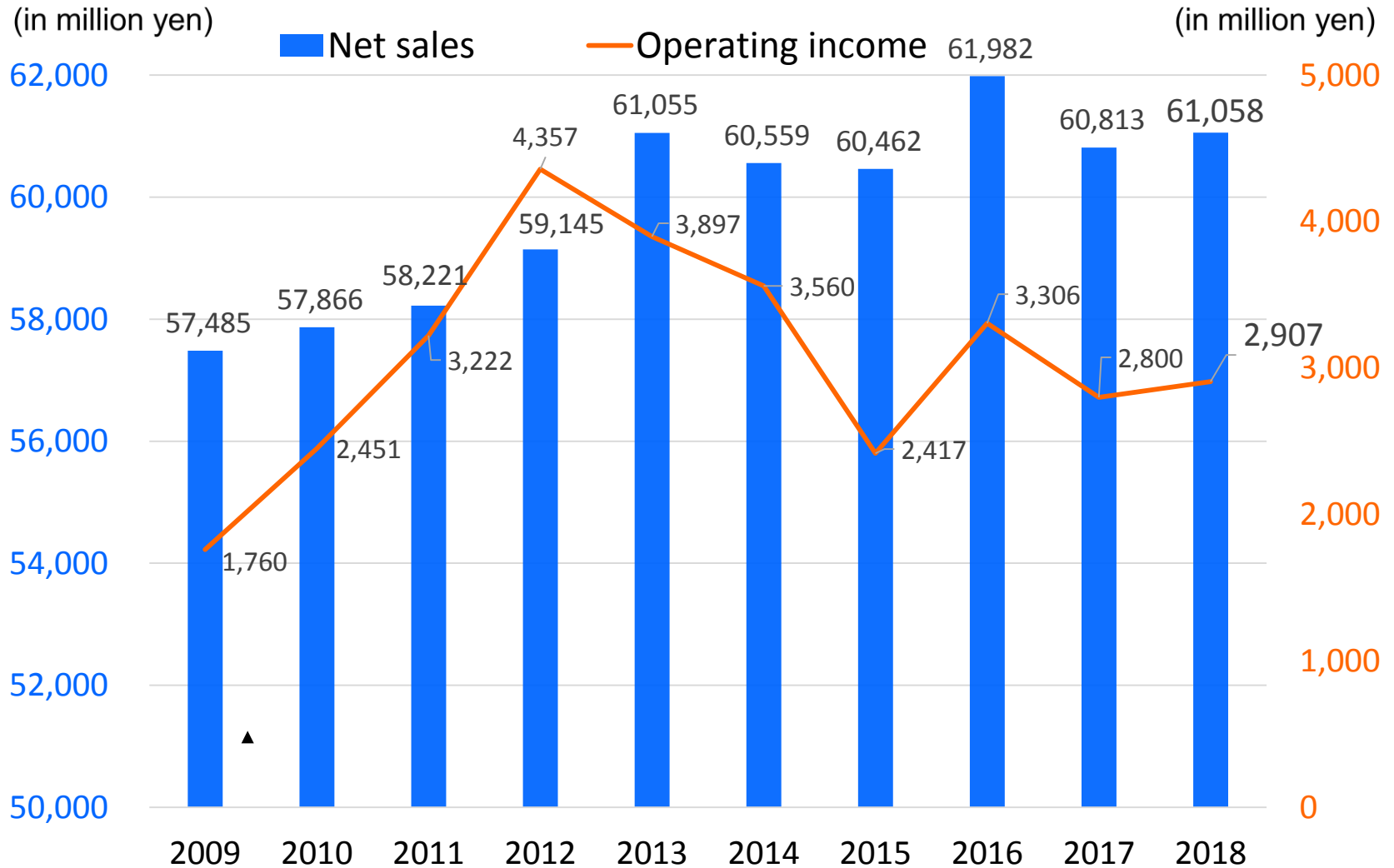
Securities Code: 9405

Consolidated Results and Expenses (3Q)

(in million yen)

		FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)	YoY	% Change
Net sales		61,058	60,813	244	0.4%
Operating expenses		58,150	58,012	138	0.2%
Breakdown	Cost of sales	40,337	40,362	-25	-0.1%
	Selling, general and administrative expenses	17,813	17,650	163	0.9%
Operating income		2,907	2,800	106	3.8%
Ordinary income		3,204	3,081	123	4.0%
Profit attributable to owners of parent		2,895	1,879	1,015	54.1%

Consolidated Net Sales and Operating Income in the Past 10 Years (3Q)



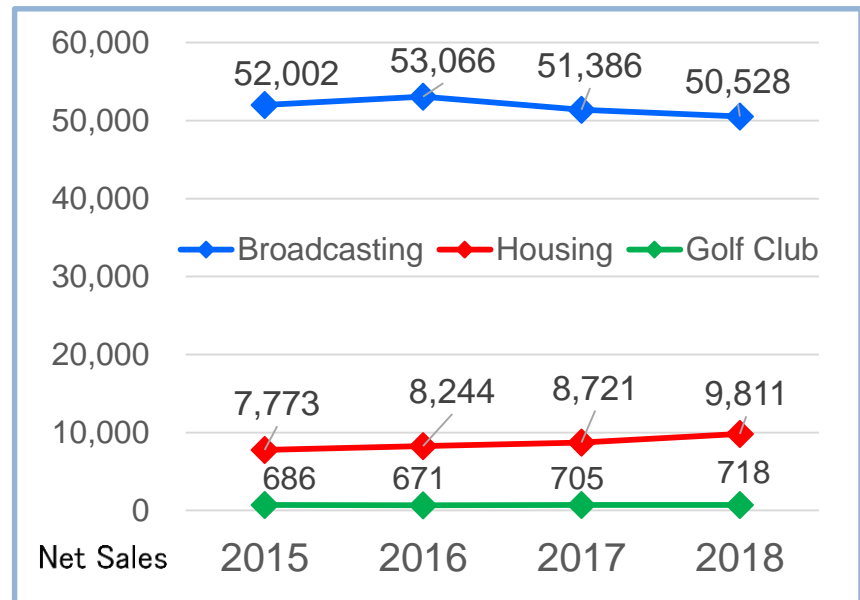
Results by Segment

(in million yen)

Broadcasting	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)
Net Sales	50,528	51,386
Operating Income	2,158	1,921
Housing	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)
Net Sales	9,811	8,721
Operating Income	876	803
Golf Club	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)
Net Sales	718	705
Operating Income	59	75

Adjustments	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)
Operating Income	-186	—

*Percentage change from the previous fiscal year is not mentioned due to reviewing the allocation of business management expenses etc. according to transition to a holding company structure.



ABC TV Results and Expenses

(in million yen)

<Results>

FY2018 3Q (Apr-Dec, 2018)	ABC TV FY2018
Net Sales	43,364
Operating Income	810
Ordinary Income	835
Profit	1,287

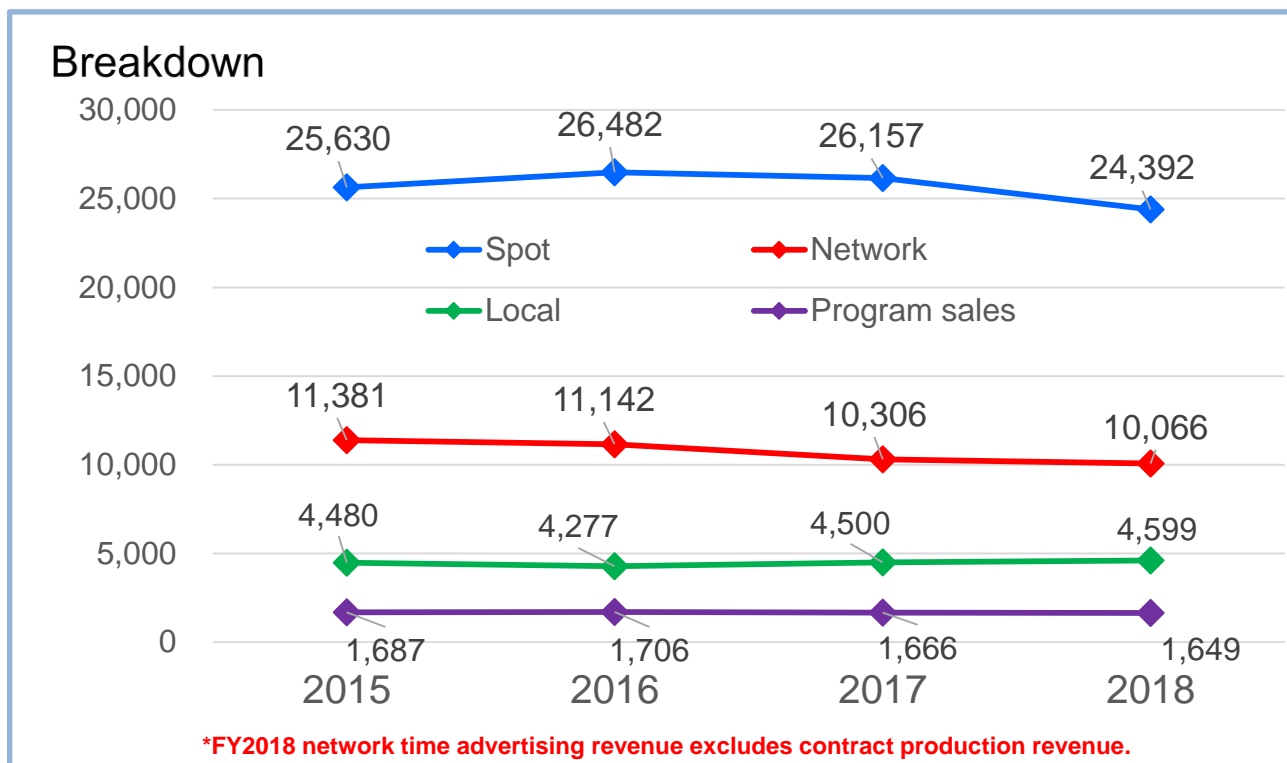
<Expenses>

FY2018 3Q (Apr-Dec, 2018)	ABC TV FY2018
Cost of Sales	26,725
Selling, General and Administrative Expenses	15,828
Total Operating Expenses	42,554

Terrestrial Television Broadcasting Business Revenue (3Q)

(in million yen)

	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)	YoY	% Change
Television broadcasting business revenue	40,707	42,630	-1,922	-4.5%

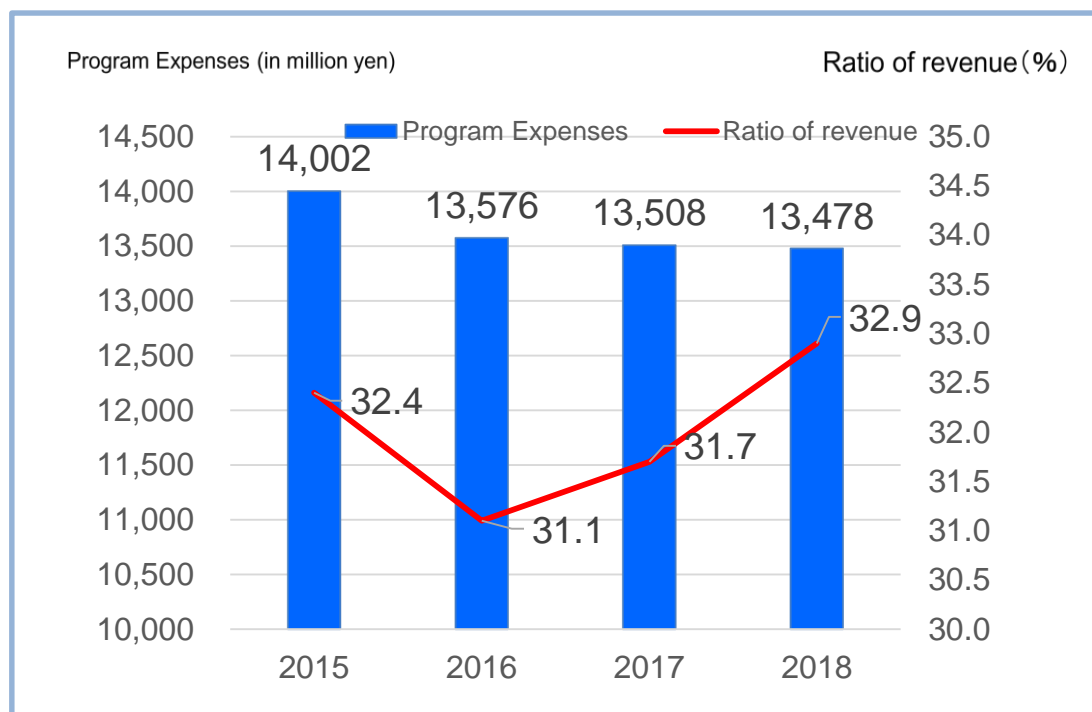


Terrestrial Television Broadcasting Business Expenses (3Q)

(in million yen)

	FY2018 3Q (Apr-Dec, 2018)	FY2017 3Q (Apr-Dec, 2017)	YoY	% Change
ABC TV Program Expenses	13,478	13,508	-29	-0.2%

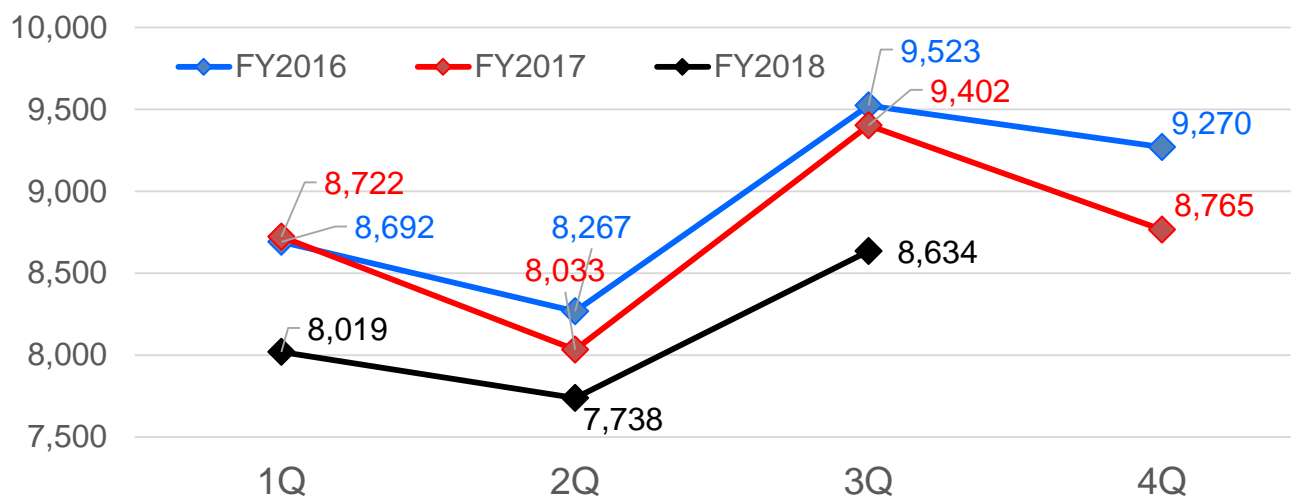
*FY2018 program expenses include outsourcing expenses to group companies and contract program production expenses from ABC Radio.



Terrestrial Television Spot Sales Revenue

(in million yen)

	1Q	2Q	3Q	4Q	Full-year
FY2016	8,692	8,267	9,523	9,270	35,752
FY2017	8,722	8,033	9,402	8,765	34,923
FY2018	8,019	7,738	8,634		24,392



Terrestrial Television Spot Sales Revenue (By Top 20 industry sector)

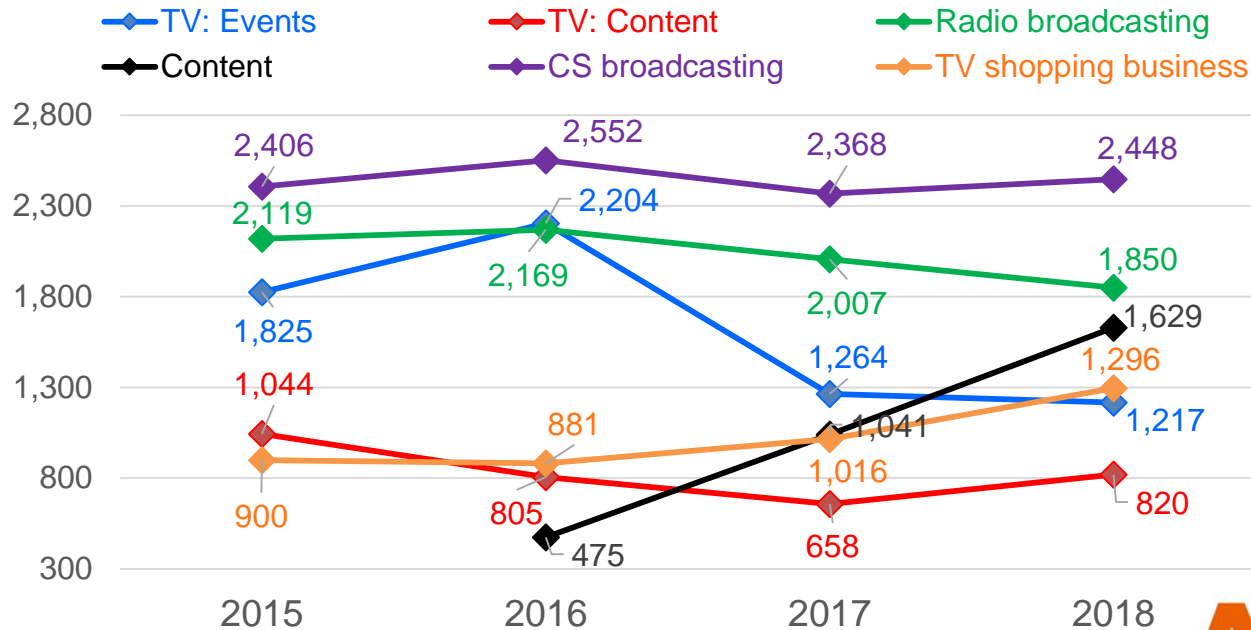
Industry sector	FY2018 3Q		FY2017 3Q	
	YoY	Composition rate	YoY	Composition rate
Information/Telecommunication	89.4%	11.4%	99.2%	11.7%
Transportation/Leisure/Restaurants & Fast foods/Services	113.9%	11.2%	130.2%	9.0%
Pharmaceutical/Medical products	98.7%	10.1%	91.2%	9.4%
Foods	90.9%	9.9%	99.2%	10.0%
Cosmetics/Toiletries	71.5%	7.2%	107.3%	9.2%
Consumer electronics/Computer	89.7%	7.0%	106.7%	7.2%
Automobile	82.1%	6.7%	119.3%	7.5%
Finance	107.5%	6.2%	74.6%	5.3%
Hobby (Movie/Game/Music etc.)	90.7%	5.7%	97.2%	5.8%
Alcoholic and other beverages	77.1%	4.7%	95.6%	5.6%
Fashion (Apparel/Jewelry etc.)	100.6%	3.3%	88.1%	3.0%
Housing/Real estate/Construction	83.7%	3.0%	94.9%	3.2%
Energy/Machine/Material	65.7%	2.2%	104.5%	3.1%
Housewares	86.2%	2.1%	131.3%	2.2%
Retail/Distribution	127.7%	1.8%	57.8%	1.3%
Publishing	105.4%	1.7%	147.1%	1.5%
Government/Political organization	113.8%	1.5%	111.7%	1.2%
Logistics services/Events	110.4%	1.5%	71.6%	1.3%
Mail order sales	133.0%	1.4%	67.5%	0.9%
Various organizations (Law office etc.)	82.1%	1.2%	54.9%	1.3%
Other	248.4%	0.1%	46.4%	0.0%
Total		100.0%		100.0%

***Year-on-year comparisons**

Broadcasting Business Revenue (Non-Terrestrial TV Broadcasting,3Q)

		2015	2016	2017	2018
ABC TV	Events revenue	1,825	2,204	1,264	1,217
ABC TV	Content related revenue	1,044	805	658	820
ABC Radio	Broadcasting revenue	2,119	2,169	2,007	1,850
ABC FRONTIER HOLDINGS	Content related revenue	-	※475	1,041	1,629
Sky-A	CS broadcasting revenue	2,406	2,552	2,368	2,448
AMC	TV shopping business revenue	900	881	1,016	1,296

*ABC FRONTIER HOLDINGS began operations in July 2016, so the FY2016 figures are for July to December 2016.



Note: Events revenue before FY2017 includes radio-related events.

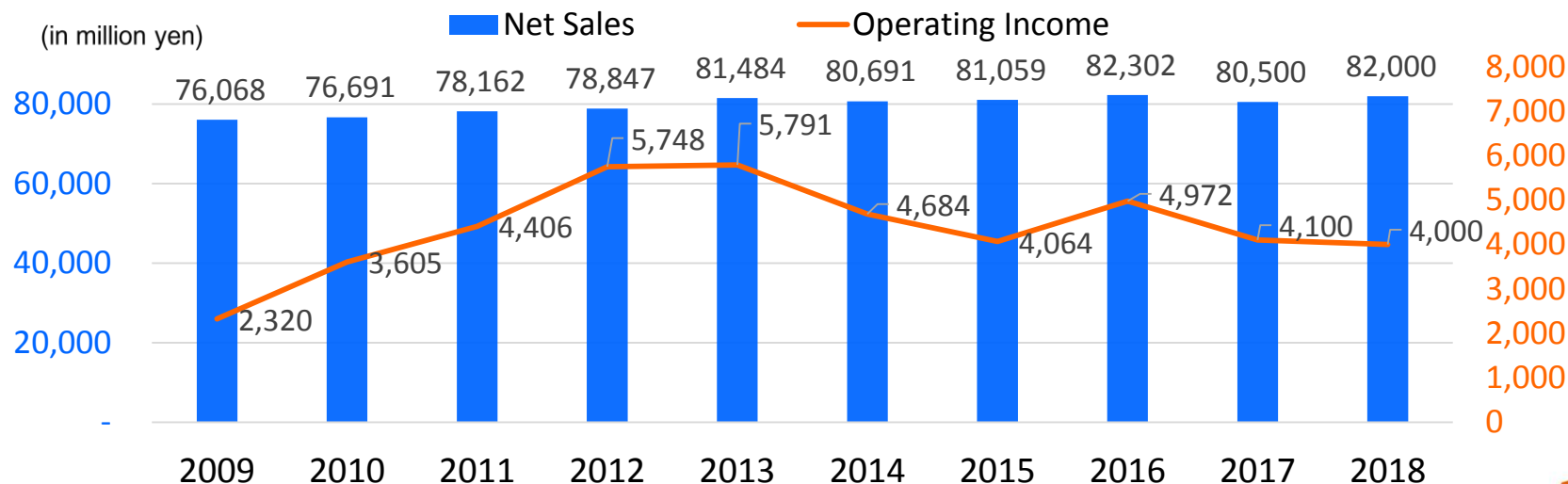
©ABC2019



Forecast for Consolidated Results (Full-year)

(in million yen)

	FY2018	FY2017	YoY	% Change
Net sales	82,000	80,991	1,008	1.2%
Operating Income	4,000	4,250	-250	-5.9%
Ordinary Income	4,300	4,539	-239	-5.3%
Profit attributable to owners of parent	3,500	2,691	808	30.0%



Forecast for Results by Segment (Full-year)

(in million yen)

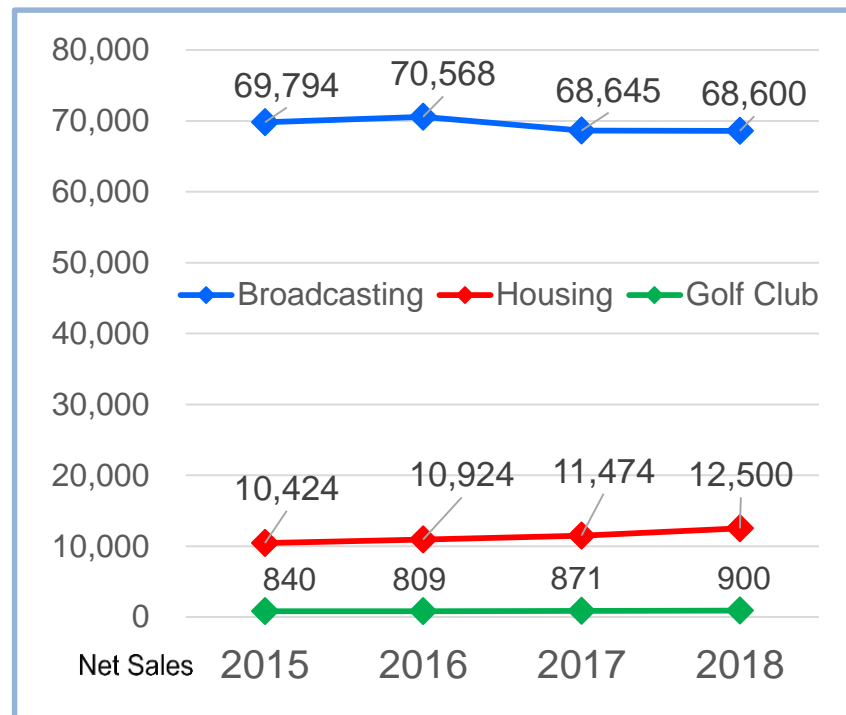
Broadcasting	FY2018	FY2017
Net Sales	68,600	68,645
Operating Income	3,200	3,116

Adjustments	FY2018	FY2017
Operating Income	-260	—

*Percentage change from the previous fiscal year is not mentioned due to reviewing the allocation of business management expenses etc. according to transition to a holding company structure.

Housing	FY2018	FY2017
Net Sales	12,500	11,474
Operating Income	1,030	1,083

Golf Club	FY2018	FY2017
Net Sales	900	871
Operating Income	30	49



ABC TV Forecast for Results and Expenses

(in million yen)

<Results>

Full-year	ABC TV FY2018
Net sales	58,700
Operating Income	1,550
Ordinary Income	1,600

<Expenses>

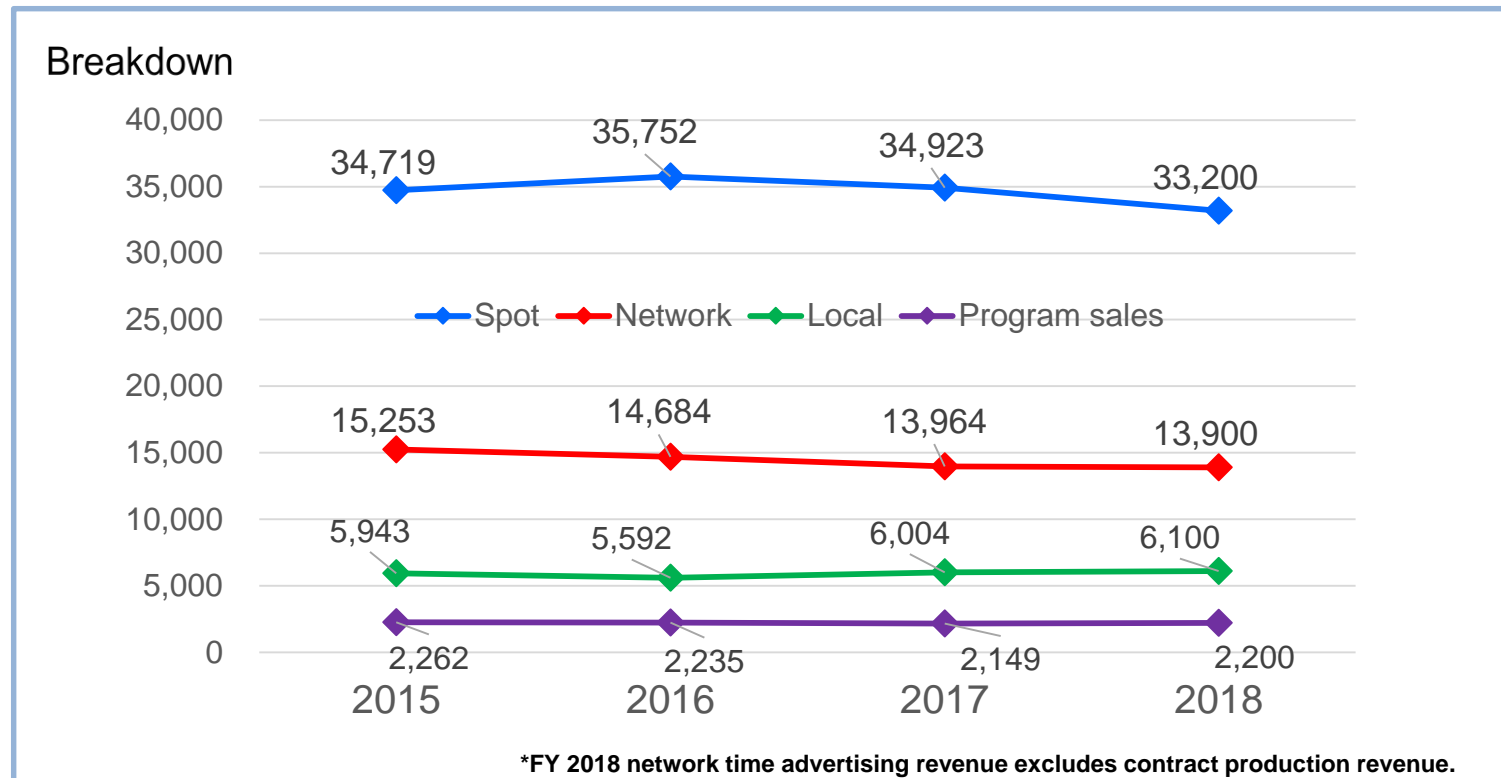
Full-year	ABC TV FY2018
Operating Expenses	57,150

Forecast for Revenue of Television Broadcasting Business (Terrestrial, Full-year)

<Revenue>

(in million yen)

	FY2018 (forecast)	FY2017	YoY	% Change
Television broadcasting business revenue	55,400	57,041	-1,641	-2.9%

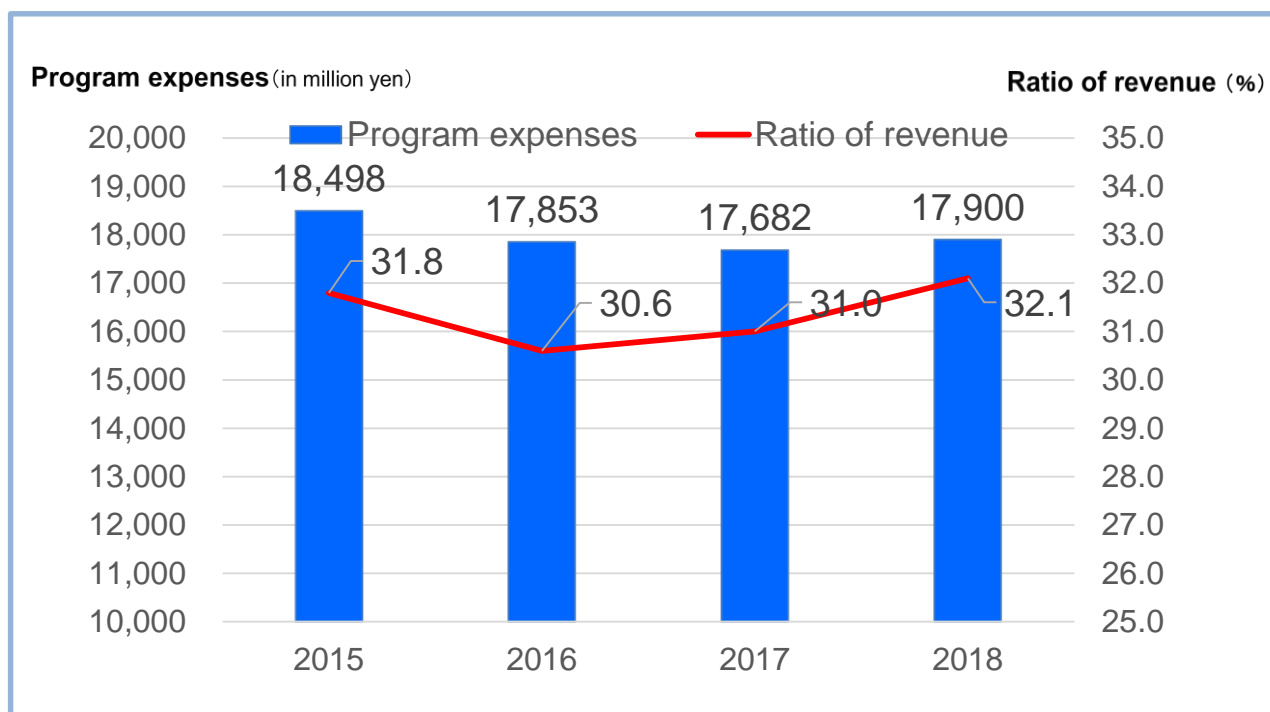


Forecast for Expenses of Television Broadcasting Business (Terrestrial, Full-year)

(in million yen)

	FY2018 (forecast)	FY2017	YoY	% Change
ABC TV Program Expenses	17,900	17,682	217	1.2%

*FY2018 program expenses include outsourcing expenses to group companies and contract program production expenses from ABC Radio.

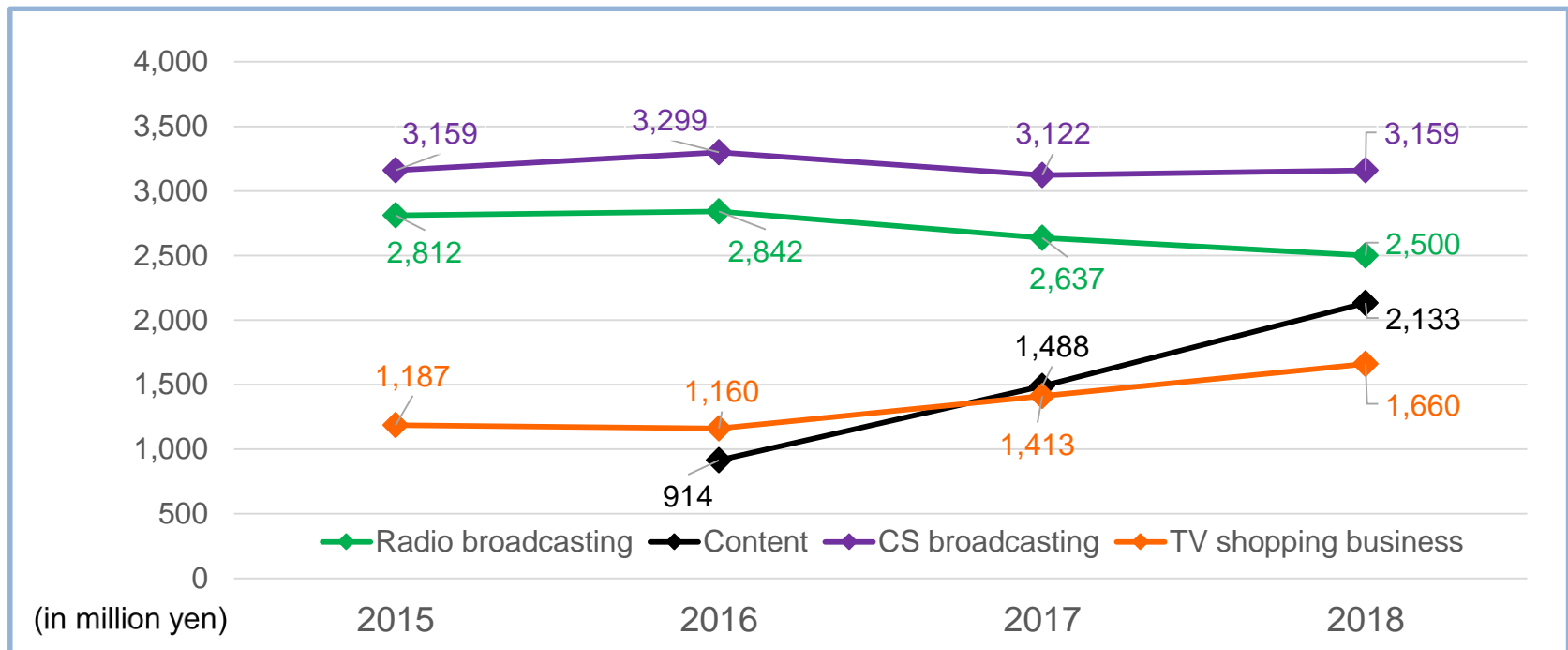


Forecast for Revenue of Broadcasting Business (Non-TV Terrestrial, Full-year)

(in million yen)

		2015	2016	2017	2018
ABC Radio	Broadcasting revenue	2,812	2,842	2,637	2,500
ABC FRONTIER HOLDINGS	Content related revenue	—	*914	1,488	2,133
Sky-A	CS broadcasting revenue	3,159	3,299	3,122	3,159
AMC	TV shopping business revenue	1,187	1,160	1,413	1,660

*ABC FRONTIER HOLDINGS began operations in July 2016, so the FY2016 figures are for July 2016 to March 2017.



Television Viewer Ratings for Apr-Dec 2018 (Kansai region)

(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 8.1	YTV 11.9	YTV 11.8	YTV 7.7
2	KTV 7.5	MBS 10.9	ABC 11.2(+0.1)	ABC 7.0(-0.7)
3	MBS 7.4	ABC 10.6(0.0)	MBS 11.0	MBS 5.9
4	ABC 7.2(-0.2)	KTV・NHK 10.1	KTV 10.0	KTV 5.3
5	NHK 5.9	* * * * * *	NHK 8.8	NHK 3.0

Television Viewer Ratings for 2018 (Kansai region)

(Source: Video Research) (%)

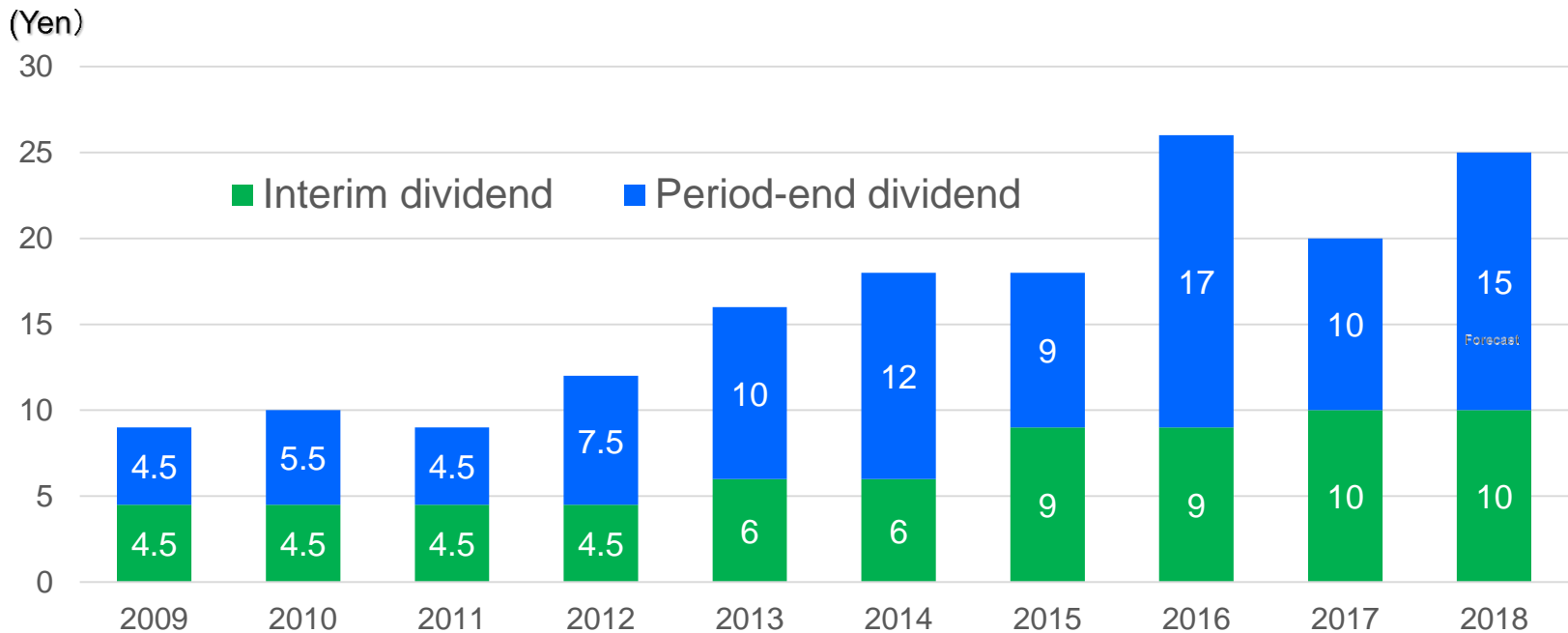
	All-day (6:00-24:00)	Golden time (19:00-22:00)	Prime (19:00-23:00)	Prime 2 (23:00-25:00)
1	YTV 8.1	YTV 12.0	YTV 11.8	YTV 7.6
2	MBS・KTV 7.4	MBS 10.9	ABC 11.3(-0.1)	ABC 7.1(-0.9)
3	* * * * * *	ABC 10.8(-0.1)	MBS 11.0	MBS 5.9
4	ABC 7.2(-0.3)	NHK 10.4	KTV 9.8	KTV 5.3
5	NHK 6.0	KTV 9.9	NHK 9.1	NHK 3.0

Dividends

(in yen)

	FY2018	FY2017	FY2016
Interim dividend	10.0	10.0	9.0
Period-end dividend	15.0 (forecast)	10.0	17.0
Total	25.0 (forecast)	20.0	26.0

Dividends



(FY)

<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 broadcaster. We will do so while making appropriate investments for our future growth.

Contact / Disclaimer

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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.