

### **Results Presentation**

- The Year Ended March 31, 2011 -

May 12, 2011 Tokyo Broadcasting System Holdings, Inc.



### List of Consolidated Companies

### Tokyo Broadcasting System Holdings, Inc.

Consolidated company in the broadcasting, multi visual ventures and cultural events businesses and real estate business (1) TOKYO BROADCASTING SYSTEM TELEVISION, INC.

### Consolidated companies in the broadcasting business (13)

TBS Radio & Communications, Inc.

TBS-VISION, Inc.

FF TOHO Inc.

ProCam, Inc.

Akasaka Video Center Co., Ltd.

DREAMAX TELEVISION, INC.

AKASAKA GRAPHICS ART, INC.

Art Communication System, Inc.

TELECOM SOUND, Inc.

JASC (Japan Artvideo Service Collaborative, Inc.)

Vucast, Inc.

TBS MEDIA RESEARCH INSTITUTE Inc.

TBS International, Inc.

### Consolidated companies in the multi visual ventures and cultural events businesses (12)

NICHION, INC.

TBS Service, Inc.

OXYBOT, Inc.

TC Entertainment Incorporated

Grand Marche, Inc.

YOKOHAMA BAYSTARS BASEBALL CLUB, INC.

TBS TriMedia, Inc.

StylingLife Holdings Inc.

Four other companies

### **Consolidated companies in the real estate business (4)**

Midoriyama Studio City, Inc.

TBS Kikaku Co., Ltd.

Akasaka Heat Supply, Co., Ltd.

TBS Sunwork, Inc.

### **Equity method affiliates (5)**

BS-TBS, INC.

Tomo-Digi Corporation

Totsu Inc.

TLC Co., Ltd.

RG MARKETING CO., LTD.



## Consolidated Statements of Income

(Unit: million yen)

	Year ended March 31, 2011			
Consolidated	Amount	y/y change	y/y change (%)	
Net sales	342,754	-8,507	-2.4	
Operating income	7,705	4,361	+130.4	
Ordinary income	9,215	5,312	+136.1	
Net income	103	2,417	-	

(Reference) Comprehensive income: -11,335 (Unit: million yen)

	Year ended March 31, 2011			
TBS HD	Amount	y/y change	y/y change (%)	
Net sales	18,897	1,149	+6.5	
Operating income	2,234	242	+12.2	
Ordinary income	2,898	-662	-18.6	
Net income	2,102	51	+2.5	



## Consolidated Results Forecasts

	Year Ending March 31, 2012	y/y change	y/y change (%)
Net sales	342,000	-754	-0.2
Operating income	8,200	495	+6.4
Ordinary income	9,100	-115	-1.3
Net income	4,600	4,497	_



## Consolidated Results by Segment

(Unit: million yen)

	Year ended March 31, 2011			2011
	External sales	y/y change	Operating income	y/y change
Broadcasting	196,860	-4,415	-2,166	8,158
Multi Visual Ventures & Cultural Events	129,562	-4,054	2,681	-3,399
Real Estate	16,331	-37	7,185	-357
Elimination	_	_	4	-39
Consolidated	342,754	-8,507	7,705	4,361

<b>Factors behind changes</b>	External sales	Operating income
Broadcasting	TBS TV (-44.4), Art Communication System (-3.1), TBS Radio & Communications (-0.5), DREAMAX TELEVISION (+3.0)	TBS TV (+87.0), TBS Radio & Communications (+3.7), DREAMAX TELEVISION (-1.4)
Multi Visual Ventures & Cultural Events	TBS TV (+9.9), Service (-19.6), SLG (-38.9), Grand Marche (+18.6), TC Entertainment (-16.8)	TBS TV (-22.9), Service (-2.2), SLG (-9.1), TC Entertainment (-3.0), NICHION (-2.4)



### Consolidated Balance Sheets

(Unit: million yen)

	As of Mar. 2011	As of Mar. 2010	y/y Change		As of Mar. 2011	As of Mar. 2010	y/y Change						
Current	104.024	174 141	10 702	Current liabilities	117,058	114,469	2,589						
assets	184,924	174,141	10,783	Long-term liabilities	131,305	156,136	-24,831						
				Total liabilities	248,364	270,606	-22,242						
TO 1		8,098 453,541 -45,44		Total net assets	344,658	357,076	-12,417						
Fixed assets	408,098		453,541	453,541	-45,442	-45,442	-45,442	-45,442	-45,442	Shareholders' equity	334,310	346,252	-11,942
					Minority interests	10,348	10,823	-475					
Total assets	593,023	627,683	-34,659	Total liabilities and net assets	593,023	627,683	-34,659						

Interest-bearing liabilities at the end of the year: 147,222 million yen (down 16,739 million yen from the end of the previous year)

(Lease obligations are excluded.)



# Consolidated Statements of Cash Flows

	As of Mar. 2011	As of Mar. 2010	y/y change
Cash flows from operating activities	30,036	18,646	11,390
Cash flows from investing activities	6,278	-13,754	20,033
Cash flows from financing activities	-17,037	-1,379	-15,658
Net increase (decrease) in cash and cash equivalents	19,185	3,678	15,506
Cash and cash equivalents at beginning of year	52,249	48,571	3,678
Cash and cash equivalents at end of year	71,434	52,249	19,185



### Results of TBS Television

(Unit: million yen)

	FY2011	y/y change
Net sales	211,150	-6,769
Operating income	2,978	5,660
Ordinary income	4,410	6,766
Net income	-1,878	1,799

### <Notes on TBS TV FY2011>

- Operating expense in the Television division: -13.22 billion yen (Cost of program production: -\fm\text{9.96} billion; agency commissions: +\fm\text{40.69} billion; network expense: -\fm\text{2.51} billion)
- Operating expense in the Operations division: -0.05 billion yen
- Loss on valuation of investment securities: +4.32 billion yen
- Asset retirement obligations: +0.4 billion yen



# Results Forecasts of TBS Television

	FY2012 forecasts	y/y change
Net sales	211,500	350
Operating income	3,100	122
Ordinary income	4,200	-210
Net income	2,500	4,378

Forecast TV earnings	H1	Н2	Full year
Spot	-3.7%	+8.2%	+2.5%
Time	+2.6%	+1.9%	+2.2%



### Breakdown of TBS TV Income

	FY2011	y/y change
Television	180,614	-4,544
(Time advertising and program production)	86,553	-10,351
(Spot advertising)	82,160	6,509
(Others)	8,214	-714
(Program sales in Japan)	3,684	12
Operations	27,633	-2,242
Real estate	2,902	17
Total income	211,150	-6,769



# TBS TV Business Segment Income

	Contents		FY 2011	y/y change	Remarks for the full fiscal year
	Cultural business (events)		3,198	571	Increased from the previous fiscal year thanks to the huge success of the Great Mammal Exhibition and the Gogh Exhibition.
Opera	Show business		3,764	-834	Down substantially, reflecting the absence of Simon & Garfunkel, which was a major hit in the previous fiscal year.
Operations division	Multi visual	DVDs	3,815	-988	Declined significantly due to the lack of major hits like <i>Ryuseino Kizuna</i> and <i>Rescue</i> in the previous fiscal year, in addition to falling DVD prices.
visio	business	Animations	2,787	869	Increased sharply, with the significant popularity of the <i>Keion</i> series.
Þ	Movie business	Movies	1,723	-3,276	Decreased markedly despite the consecutive hits of <i>Hanamizuki</i> and <i>YAMATO</i> , since they were unable to match the success of <i>ROOKIES</i> - <i>Graduation</i> - in the previous year.
Me	Contents sales business  Contents sales business  Other program sales abroad  Other program sales Contents sales  Uther program sales Contents sales  Description:		1,357	243	Steadily increased thanks to <i>SASUKE</i> , which was sold in 153 nations and regions worldwide, and other factors.
dia bus			319	193	_
iness di			6,940	843	The number of subscribers of TBS Channel and News Bird increased steadily. The on-demand business performed well.
visio	Licensing business		1,495	-21	_
<b>-</b>	Digital business		2,232	157	
		Total	27,633	-2,242	



## FY2011 Viewer Ratings

(Unit: %)

	All day	Golden time	Prime time
TBS	<b>(5) 6.5</b>	<b>(5) 9.7</b>	<b>(5) 9.9</b>
NTV	(2) 8.1	(2) 12.3	(2) 12.4
Fuji TV	(1) 8.2	(1) 12.6	<b>(1) 12.6</b>
TV Asahi	(3) 7.3	(4) 11.5	(3) 12.0
TV Tokyo	<b>(6) 2.8</b>	(6) 6.1	(6) 5.8
NHK	<b>(4) 6.8</b>	(3) 11.8	<b>(4) 10.5</b>
HUT	41.8	63.9	62.7

(Ratings for March 29, 2010 to April 3, 2011, on a weekly basis)

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## TV Program Costs (Production Expenses)

(Unit: million yen)

	FY2011	FY2010	y/y change
<b>Q</b> 1	24,226	25,995	-1,768
Q2	23,950	27,590	-3,640
H1	48,177	53,585	-5,408
Q3	24,515	25,766	-1,251
Q4	22,413	25,719	-3,306
H2	46,928	51,485	-4,557
Full year results	95,105	105,070	-9,965

(Reference) Trends in the forecast cost of program production in FY2011 98,400 million yen at the announcement on May 20,  $2010 \rightarrow 96,400$  million yen at the announcement on August 5,  $2010 \rightarrow 96,000$  million yen at the announcement on February 3, 2011



### TBS Radio & Communications

(Unit: million yen)

TBS R&C		Year ended March 31, 2011		FY2012 forecasts	
IDS K&C	Amount	y/y change		r 12012 forecasts	
Net sales	11,364	-54		11,200	
<b>Operating income</b>	590	369		290	
Ordinary income	579	347		300	
Net income	282	165		120	

Recorded the highest ratings for 58 consecutive periods from August 2001 to February this year.



### Grand Marche/TC Entertainment

Grand Marche	Year ended March 31, 2011		
Grand Marche	Amount	y/y change	
Net sales	14,100	1,849	
Operating income	438	5	
Ordinary income	405	-49	
Net income	243	-20	

FY2012 forecasts		
14,000		
230		
230		
130		

TC Entertainment	Year ended March 31, 2011	
	Amount	y/y change
Net sales	4,056	-1,629
Operating income	64	-299
Ordinary income	68	-296
Net income	39	-172

FY2012 forecasts		
5,000		
20		
20		
10		



## Yokohama Baystars/StylingLife

YOKOHAMA BAYSTARS BASEBALL CLUB	Year ended December 31, 2010 (Jan. to Dec. 2010)		
	Amount	y/y change	
Net sales	7,820	677	
Operating income	-20	419	
Ordinary income	10	433	
Net income	1	504	

Forecasts for year ending December 31, 2011
7,400
0
0
0

StylingLife Group	Year ended March 31, 2011		
(Consolidated)	Amount	y/y change	
Net sales	69,736	-3,877	
Operating income	170	-905	
Ordinary income	24	-994	
Net income	-1,057	-1,245	

FY2012 forecasts		
70,700		
1,300		
1,150		
10		



### BS-TBS

(Unit: million yen)

DC TDC	Year ended March 31, 2011		EN/2012 C	
BS-TBS	Amount	y/y change	FY2012 forecasts	
Net sales	9,330	1,473	9,500	
<b>Operating income</b>	1,182	657	830	
Ordinary income	1,194	664	840	
Net income	1,190	664	840	

Cumulative losses at the end of the year ended March 31, 2011: 34,155 million yen (improved 1,190 million yen from the end of the previous year)



## Capital Expenditures and Depreciation

(Unit: million yen)

Consolidated	FY2011	FY2012 forecasts
Capital expenditures	10,579	12,100
Depreciation	15,130	15,200
TBS-HD	FY2011	FY2012 forecasts
Capital expenditures	370	650
Capital expenditures  Depreciation	370 3,537	650 3,400
• •	0.0	
Depreciation	3,537	3,400

Breakdown of consolidated capital expenditures

Including 860 million yen in digital terrestrial broadcasting, 1,730 million yen in facilities for HD conversion, 4,380 million yen in other investments in general and 3,610 million yen in subsidiaries excluding TBS TV and TBS-HD



### Disclaimer

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