Results Presentation The First Nine Months of the Year Ending March 31, 2016



Tokyo Broadcasting System Holdings, Inc.

February 4, 2016

From TBS From TBS From TBS From TBS From TBS

List of Consolidated Companies

TBS Sunwork, Inc.



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 (15)
TBS Radio & Communications, Inc.
TBS-VISION, Inc.
FF TOHO Inc.
TBS-TEX Inc.
DREAMAX TELEVISION, INC.
AKASAKA GRAPHICS ART, INC.
Art Communication System, Inc.
TBS ProNex Inc
JASC (Japan Artvideo Service Collaborative, Inc.)
Vucast, Inc.
TBS MEDIA RESEARCH INSTITUTE Inc.
TBS International, Inc.
BS-TBS, INC.
Totsu Inc.
TLC Co., Ltd.

Consolidated companies in the multi visual ventures and cultural events businesses (9)					
NICHION, INC.					
TBS Service, Inc.					
OXYBOT, Inc.					
TC Entertainment Incorporated					
Grand Marche, Inc.					
TBS TriMedia, Inc.					
StylingLife Holdings Inc. Two of	other companies				
Consolidated companies in the real estate business (4)	Equity method affiliates (2				
Midoriyama Studio City, Inc.	Tomo-Digi Corporation				
TBS Kikaku Co., Ltd.	WOWOW INC.				
Akasaka Heat Supply, Co., Ltd.					

Consolidated Statement of Income (1)



Consolidated	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	260,821	261,204	382	0.1%
Operating income	12,043	14,137	2,093	17.4%
Ordinary income	14,530	18,806	4,275	29.4%
Profit attributable to owners of parent	11,371	11,482	111	1.0%

TBS HD	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	12,680	12,730	50	0.4%
Operating income	2,659	2,326	-333	-12.5%
Ordinary income	5,833	13,294	7,461	127.9%
Net income	4,794	12,149	7,354	153.4%

Consolidated Statement of Income (2)



TBS TV	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	157,604	157,774	170	0.1%
Operating income	4,507	5,971	1,464	32.5%
Ordinary income	6,007	8,207	2,200	36.6%
Net income	6,975	5,503	-1,472	-21.1%

	O Operating expense in the Television division:	<u>-2.01</u>
	 Cost of program production: 	-1.66
Notes on	 Agency commissions: 	-0.11 (21.63 for Q3)
results of	Network expense:	+0.00
TBS TV	Operating expense in the Operations division:	+1. <u>09</u>
	O Extraordinary income:	N/A
	(gain on sales of investment securities 2.55 a year	<u>ear ago)</u>

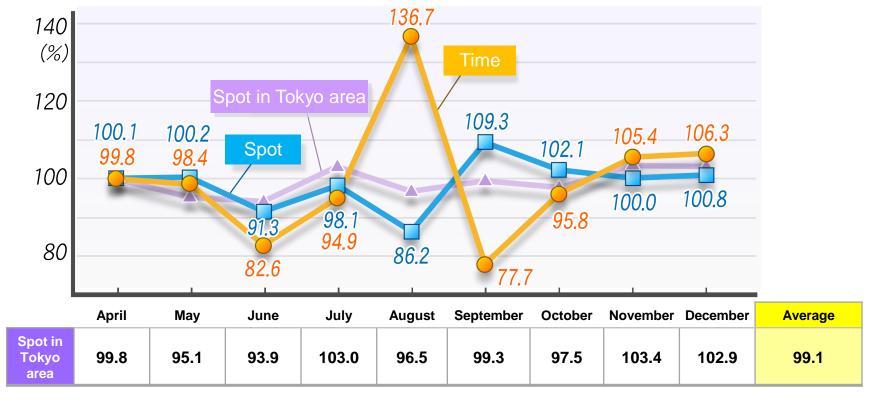
Breakdown of TBS TV Income



	Q3 (Apr. to Dec. 2015)	y/y change
Television	135,819	-855
(Time advertising)	64,222	-599
(Spot advertising)	62,253	-847
(Program sales in Japan)	2,675	177
(Others)	6,667	413
Operations	19,720	1,022
Real estate	2,234	2
Total income	157,774	170

Year-on-Year Changes in Time / Spot Earnings





	1Q (Apr. to Jun. 2015)	2Q (Jul. to Sep. 2015)	3Q (Oct. to Dec. 2015)	Q3 (Apr. to Dec. 2015)	Q3 (Apr. to Dec. 2014)
Time	93.4	101.4	102.4	99.1	100.7
Spot	97.0	97.9	101.0	98.7	98.3
TBS share among five key broadcasters	19.0	18.3	18.6	18.6	18.7

(Estimates)

Spot Advertising Sales Ranks by Business Category



(Unit: %)

						(Unit: %)
	Q3 (Apr. to Dec. 2015)	Growth rate	Share	Q3 (Apr. to Dec. 2014)	Growth rate	Share
1	Information, telecommunications, and broadcasting	6.8	12.7	Information, telecommunications, and broadcasting	37.5	11.8
2	Foods	2.6	11.2	Alcoholic and other beverages	-6.7	11.3
3	Alcoholic and other beverages	-5.7	10.7	Foods	0.3	10.8
4	Pharmaceuticals	2.0	9.6	Pharmaceuticals	5.6	9.3
5	Cosmetics and toiletry	1.3	8.5	Cosmetics and toiletry	16.2	8.3
6	Financial services	-2.3	6.4	Automobiles and transportation equipment	-5.8	7.9
7	Precision instruments and office machines	4.4	6.1	Financial services	-8.9	6.4
8	Automobiles and transportation equipment	-29.0	5.7	Precision instruments and office machines	-3.5	5.8
9	Transportation and leisure	3.3	4.7	Distribution	-15.0	4.7
10	Distribution	-5.5	4.5	Transportation and leisure	12.0	4.5

^{*} Ranked in order of sales proceeds

TBS TV Business Segment Income



	Seg	ment	Q3 (Apr. to Dec. 2015)	y/y change	Remarks
<u>o</u>	Cultural bus (events)	siness	1,764	-222	Revenue declined because there were no large-scale events like Galleria degli Uffizi a year ago. Other events, such as Golden Pharaohs and Pyramids, did not perform well.
Operations	Show business		2,784	252	Revenue rose, mainly due to the strong sales of <i>Number 9 - Immortal Melody</i> , <i>PRINCE OF BROADWAY</i> , and <i>CHICAGO THE MUSICAL</i> , in addition to an increase in the number of events from a year ago.
s bureau	Movies and animations	Movies	1,358	-65	Profit climbed due to the strong sales of <i>Flying Colors</i> on DVD, and <i>Library Wars: The Last Mission</i> , although revenue declined from the level achieved a year ago, which was boosted by the sales of DVDs of <i>SPEC: Close</i> .
	business	Animations	704	-139	Revenue fell due to the weak sales of newly released animations.
0	Multi visual Business (DVDs)		1,421	196	Revenue rose, mainly due to the strong sales of <i>The Emperor's Cook</i> and <i>Library Wars: Book of Memories</i> .
ontent	Overseas bu	usiness	1,646	555	Revenue increased significantly due to the effect of the global launch of <i>SASUKE</i> , in addition to sales in Asian markets that continued to be strong.
Content business	Pay-TV business Licensing business		8,147	843	The revenue of the CS business climbed, reflecting a stable increase in subscriber numbers for TBS Channel 2 and News Bird. TBS on demand continued to show solid performance.
s bureau			701	-270	Revenue declined significantly with the business of creating new products remaining sluggish, although the sales of <i>Gudetama</i> continued to be strong.
2	Smart Media business		1,192	-126	Revenue decreased because the mobile phone billing business was nearly closed, in addition to the contraction of the gaming business.
		Total	19,720	1,022	

TV Program Costs (Production Expenses)



(Unit: million yen)

	Year ended March 31, 2015 Results	Year ending March 31, 2016 Results	y/y change
1Q	25,703	23,528	-2,175
2Q	24,146	24,725	579
H1	49,849	48,254	-1,596
3Q	23,538	23,473	-65
(Direct expenses)	18,615	18,465	-150
(Indirect expenses)	4,923	5,008	85
Q3 cumulative	73,387	71,726	-1,661
4Q	22,988	-	-
H2	46,526	-	-
Fiscal year cumulative	96,376	(forecast) 96,200	

O Major expenses included in TV program cost:

Direct expenses: Program production expenses, fees for broadcasting rights, fine arts production expenses,

technical production expenses

Indirect expenses: Absorbed cost including depreciation and personnel cost for employees

Capital Expenditures and Depreciation



Consolidated	Q3 (Apr. to Dec. 2015)	y/y change
Capital expenditures	5,915	944
Depreciation	9,569	-463

TBS HD	Q3 (Apr. to Dec. 2015)	y/y change
Capital expenditures	693	323
Depreciation	2,364	23

TBS TV	Q3 (Apr. to Dec. 2015)	y/y change
Capital expenditures	3,694	1,250
Depreciation	5,236	-168

Consolidated Results by Segment



(Unit: million yen)

	External sales				Operating in	ncome		
	Year ended March 31, 2015 Q3 (Apr. to Dec.)	Year ending March 31, 2016 Q3 (Apr. to Dec.)	y/y change	y/y change (%)	Year ended March 31, 2015 Q3 (Apr. to Dec.)	Year ending March 31, 2016 Q3 (Apr. to Dec.)	y/y change	y/y change (%)
Broadcasting	160,495	159,935	-559	-0.3%	3,616	4,787	1,170	32.4%
Multi Visual Ventures & Cultural Events	88,820	89,569	749	0.8%	2,685	3,522	837	31.2%
Real Estate	11,506	11,698	192	1.7%	5,741	5,827	86	1.5%
Consolidated	260,821	261,204	382	0.1%	12,043	14,137	2,093	17.4%

		(emilian yen)
Factors behind changes	External sales	Operating income
Broadcasting	TOKYO BROADCASTING SYSTEM TELEVISION (-9.2) BS-TBS (+3.2) TBS Radio & Communications, Inc. (-1.9)	TOKYO BROADCASTING SYSTEM TELEVISION (+11.6) BS-TBS (-0.4) TBS-VISION (-1.8)
Multi Visual Ventures & Cultural Events	TOKYO BROADCASTING SYSTEM TELEVISION (+14.0) Grand Marche (+10.0) StylingLife Holdings (-4.2) TC Entertainment (-9.4)	TOKYO BROADCASTING SYSTEM TELEVISION (-0.7) StylingLife Holdings (+2.5) NICHION (+2.4) Grand Marche (+1.7) TC Entertainment (-0.7)
Real Estate	TBS-HD (+2.0)	TBS-HD (+0.9) Akasaka Heat Supply, Co., Ltd. (+1.0)

Consolidated Balance Sheets



(Unit: million yen)

	As of Mar. 2015	As of Dec. 2015	Change		As of Mar. 2015	As of Dec. 2015	Change		
				Current liabilities	63,072	88,480	25,408		
Current assets	131,127	140,995	9,867	Long-term liabilities	134,541	104,756	-29,784		
				Total liabilities	197,613	193,237	-4,376		
					Total net assets	456,118	466,198	10,080	
Fixed assets	522,604	518,441	-4,163	Shareholders' equity	435,789	451,846	16,056		
						Non-controlling interests	20,328	14,352	-5,976
Total assets	653,732	659,436	5,704	Total liabilities and net assets	653,732	659,436	5,704		

Interest-bearing liabilities at the end of the quarter: 54,200 million yen (-800 million yen from the end of the previous quarter)

* Excluding lease obligations

■ TBS Radio & Communications / BS – TBS



TBS R&C	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	8,042	7,928	-114	-1.4%
Operating income	359	282	-77	-21.5%
Ordinary income	369	288	-80	-21.9%
Net income	218	173	-44	-20.3%

BS-TBS	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	11,547	11,896	349	3.0%
Operating income	1,655	1,606	-49	-3.0%
Ordinary income	1,677	1,630	-47	-2.8%
Net income	1,007	1,060	53	5.3%

StylingLife Group / Grand Marche



StylingLife Group (Consolidated)	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	49,799	49,374	-425	-0.9%
Operating income	1,512	1,764	252	16.6%
Ordinary income	1,355	2,200	845	62.3%
Net income	351	1,375	1,024	291.6%

Grand Marche	Year ended March 31, 2015 Q3 (Apr. to Dec. 2014)	Year ending March 31, 2016 Q3 (Apr. to Dec. 2015)	y/y change	y/y change (%)
Net sales	9,496	10,493	997	10.5%
Operating income	-13	166	179	-
Ordinary income	-5	175	180	-
Net income	-15	110	125	_

3Q Viewer Ratings



* Figures in parentheses denote the difference from the same period in the previous year. Percentage (%)

	All day	Golden time	Prime time
TBS	(5) 6.0 [+0.2]	(3) 10.5 [+1.1]	(3) 10.4 [+1.2]
NTV	(1) 8.4	(1) 12.0	(1) 12.0
TV Asahi	(2) 7.4	(2) 11.4	(2) 11.5
TV Tokyo	(6) 3.2	(6) 6.8	(6) 6.5
Fuji TV	(4) 6.1	(5) 9.0	(5) 9.1
NHK	(3) 6.6	(3) 10.5	(4) 9.3

HUT 40.6 61.8 60.0

Ratings for September 28, 2015 to January 3, 2016, on a weekly basis

(According to research by Video Research Ltd. in the Kanto region)

Revision to Results Forecasts for Year Ending March 31, 2016 (TBS TV)

TBS TV	Previous forecast	Revised forecast	Change	Previous year
Net sales	207,000	207,000	-	209,335
Operating income	6,300	6,300	-	6,300
Ordinary income	8,400	8,400	-	8,221
Net income	4,500	5,500	1,000	8,317

Forecast TV earnings	H1 (results)	H2	Full year
Time	-2.6%	0.0%	-1.3%
Spot	-2.6%	+0.2%	-1.2%

^{*} Forecasts for Time and Spot remain unchanged from the previous announcement.

Revision to Results Forecasts for Year Ending March 31, 2016 (Consolidated)

Consolidated	Previous forecast	Revised forecast	Change	Previous year
Net sales	345,000	345,000	-	347,817
Operating income	16,000	16,000	-	15,728
Ordinary income	19,200	20,700	1,500	18,915
Profit attributable to owners of parent	10,500	12,000	1,500	12,811

Forward-looking statements on future results and all other content in this document are based on the Company's judgment at the time of publication. This document does not assure or guarantee that the stated numerical plans and measures will be achieved. Risks and uncertainties are inherent in this document.

Please note that future results may differ materially from statements herein, depending on changes in factors, including economic circumstances, market trends and business conditions.

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