

Results Presentation

The Year Ended March 31, 2018



Tokyo Broadcasting System Holdings, Inc.

May 10, 2018



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 (16)

TBS Radio, Inc.

TBS-TEX, Inc.

Art Communication System, Inc.

Vucast, Inc.

BS-TBS, INC.

Vecte, Inc.

TBS-VISION, Inc.

DREAMAX TELEVISION, INC.

TBS ProNex Inc

TBS MEDIA RESEARCH INSTITUTE Inc.

Totsu Inc.

FF TOHO Inc.

AKASAKA GRAPHICS ART, INC.

JASC (Japan Artvideo Service Collaborative, Inc.)

TBS International, Inc.

TLC Co., Ltd.

- Consolidated companies in the multi visual ventures and cultural events businesses (10)

NICHION, INC.

TC Entertainment Incorporated

StylingLife Holdings Inc. Two other companies

TBS Service, Inc.

Grand Marche, Inc.

C-TBS, Incorporated

OXYBOT, Inc.

TBS TriMedia, Inc.

- Consolidated companies in the real estate business (4)

Midoriyama Studio City, Inc.

Akasaka Heat Supply, Co., Ltd.

TBS Kikaku Co., Ltd.

TBS Sunwork, Inc.

- Equity method affiliate (2)

WOWOW INC.

Premium Platform Japan, Inc.

● Consolidated Statement of Income (1)



(Unit: million yen)

Consolidated	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	y/y change (%)
Net sales	355,363	361,954	6,590	1.9%
Operating income	19,878	18,800	-1,078	-5.4%
Ordinary income	26,207	26,923	716	2.7%
Profit attributable to owners of parent	16,136	17,182	1,046	6.5%

TBS HD	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	y/y change (%)
Net sales	17,911	17,534	-377	-2.1%
Operating income	3,327	3,267	-59	-1.8%
Ordinary income	13,133	16,929	3,796	28.9%
Net income	11,635	14,866	3,230	27.8%

● Consolidated Statement of Income (2)



(Unit: million yen)

TBS TV	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	y/y change (%)
Net sales	216,717	217,152	435	0.2%
Operating income	8,725	6,299	-2,425	-27.8%
Ordinary income	11,703	9,224	-2,479	-21.2%
Net income	7,745	6,960	-785	-10.1%

(Unit: billion yen)

Notes on results of TBS TV

- Operating expense in the Television division: +1.62
 - Cost of program production: +1.54
 - Agency commissions: -0.23 (30.33 for Q4)
 - Network expense: +0.00
- Operating expense in the Operations division: +0.82
- Extraordinary income
(Gain on sales of investment securities): +0.91

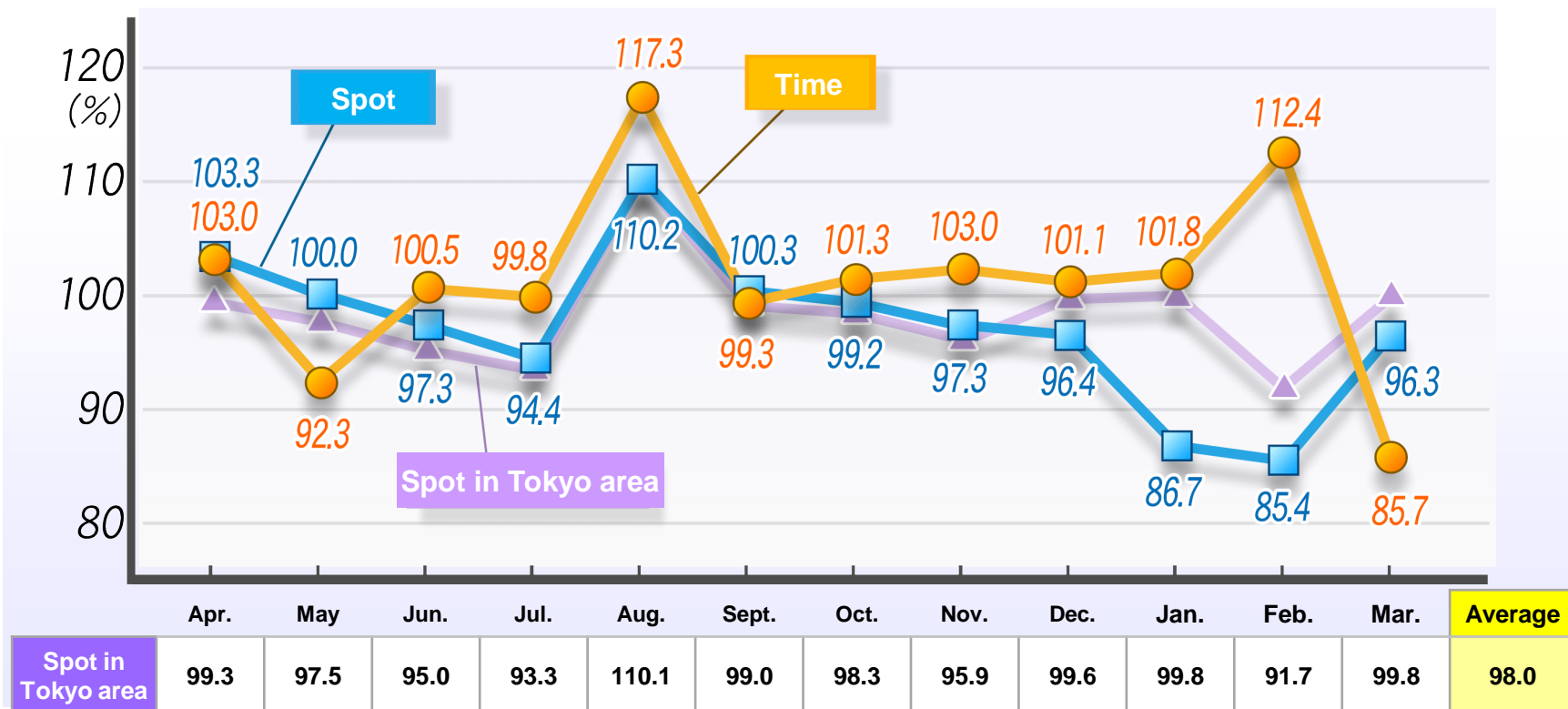
● Breakdown of TBS TV Income



(Unit: million yen)

	Year ended March 31, 2018	y/y change
Television	184,370	-283
(Time advertising)	86,388	999
(Spot advertising)	83,702	-2,538
(Content)	10,331	1,398
(Others)	3,948	-143
Operations	29,727	729
Real estate	3,054	-11
Total income	217,152	435

● Year-on-Year Changes in Time / Spot Earnings



	1Q (Apr. to Jun. 2017)	2Q (Jul. to Sep. 2017)	3Q (Oct. to Dec. 2017)	4Q (Jan. to Mar. 2018)	Fiscal year cumulative
Time	98.6	105.8	101.8	98.5	101.2
Spot	100.2	100.6	97.6	90.2	97.1
TBS share among five key broadcasters	19.2	19.0	18.8	17.7	18.7

(Estimates)

● Spot Advertising Sales Ranks by Business Category



(Unit: %)

	Year ended March 31, 2018	Growth rate	Share	Q4 (Jan. to Mar. 2018)	Growth rate	Share
1	Information, telecommunications, and broadcasting	-3.6	13.5	Information, telecommunications, and broadcasting	-15.7	13.4
2	Foods	-7.8	10.4	Alcoholic and other beverages	16.2	9.5
3	Alcoholic and other beverages	-2.5	10.2	Foods	-24.0	8.5
4	Pharmaceuticals	-9.8	8.8	Automobiles and transportation equipment	-7.1	8.1
5	Cosmetics and toiletry	-1.0	8.4	Transportation and leisure	28.2	7.8
6	Automobiles and transportation equipment	3.7	6.8	Pharmaceuticals	-17.9	7.0
7	Transportation and leisure	31.3	6.5	Financial services	-21.8	6.5
8	Financial services	-26.3	4.8	Real estate and construction	-7.7	6.1
9	Real estate and construction	30.6	4.7	Cosmetics and toiletry	5.4	6.0
10	Eating-out and services	-4.4	4.5	Eating-out and services	13.4	5.3

* Ranked in order of sales proceeds

● TV Program Costs (Production Expenses)



(Unit: million yen)

	Year ended March 31, 2017 Results	Year ended March 31, 2018 Results	y/y change
1Q	23,722	23,770	49
2Q	24,932	25,152	221
3Q	23,805	24,797	992
4Q	25,718	25,997	279
(Direct expenses)	20,311	20,575	264
(Indirect expenses)	5,407	5,422	15
Fiscal year cumulative	98,176	99,717	1,541
Next fiscal year forecast	102,400		

○ 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

● FY2018 Viewer Ratings



* Unit: %; Figures in [] indicate year-on-year changes

	All day	Golden time	Prime time
TBS	(3) 6.3 [+0.2]	(3) 9.9 [+0.1]	(3) 9.8 [+0.1]
NTV	(1) 8.1	(1) 12.4	(1) 12.0
TV Asahi	(2) 7.4	(3) 9.9	(2) 10.0
TV Tokyo	(6) 2.8	(6) 6.6	(6) 6.2
Fuji TV	(5) 5.7	(5) 7.8	(5) 7.7
NHK	(3) 6.3	(2) 10.4	(4) 9.1

HUT	40.8	60.7	58.2
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Ratings for April 3, 2017 to April 1, 2018, on a weekly basis

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

● TBS TV Business Segment Income



(Unit: million yen)

	Segment		Full year	y/y change	Remarks
Operations bureau	Cultural business (events)		2,496	-943	The Little Prince Museum in Hakone and K BALLET COMPANY showed good results, but revenue declined significantly due to the smaller number and size of events compared to the previous year.
	Show business		7,627	3,586	Revenue increased significantly with strong performances of events, in addition to the strong success throughout the year of <i>Seven Souls in the Skull Castle</i> of IHI Stage of Around Tokyo.
	Movies and animations business	Movies	2,071	522	Revenue increased due to the hits of <i>the 8-Year Engagement</i> and <i>The Crimes That Bind</i> in the fourth quarter, as well as the hit of <i>The Land of Stealth</i> throughout the year.
		Animations	878	-99	Revenue declined due to the absence of a blockbuster hit throughout the year.
Content business bureau	Multi-visual content business		2,396	-2,549	Revenue from DVDs declined significantly without a big hit, in addition to the difficult market conditions. Revenue from on-demand declined mainly due to the change in a contract with a customer.
	Overseas business		3,345	453	Revenue rose significantly, primarily due to continued strong sales in Asian markets, the expansion of SASUKE overseas and strong sales of the rights to remake dramas.
	Pay-TV business		8,802	-242	Revenue declined, mainly due to the impact of a decline in the number of subscribers to SKY PerfecTV! and the loss of the broadcast rights to football games.
	Licensing business		1,048	113	Revenue increased, reflecting growth in sales of goods related to <i>Seven Souls in the Skull Castle</i> , <i>99.9</i> , <i>RIKUOH</i> and <i>TOMICA Hyper Rescue Police DRIVE HEAD</i> , in addition to the strong performance of special online shopping programs.
	Digital/new business		1,061	-111	Revenue declined mainly due to the termination of content production for carriers, but profit increased.
	Total		29,727	729	

● Capital Expenditures and Depreciation



(Unit: million yen)

Consolidated	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Capital expenditures	8,948	-1,678	18,765
Depreciation	13,693	683	14,479

TBS HD	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Capital expenditures	531	297	1,066
Depreciation	2,663	-122	2,612

TBS TV	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Capital expenditures	6,696	-1,526	11,976
Depreciation	8,574	978	8,814

● Consolidated Results by Segment



(Unit: million yen)

	External sales				Operating income			
	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	y/y change (%)	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	y/y change (%)
Broadcasting	219,175	217,632	-1,542	-0.7%	5,973	3,300	-2,672	-44.7%
Multi Visual Ventures & Cultural Events	120,986	128,453	7,467	6.2%	6,168	7,551	1,382	22.4%
Real Estate	15,202	15,868	666	4.4%	7,736	7,954	218	2.8%
Consolidated	355,363	361,954	6,590	1.9%	19,878	18,800	-1,078	-5.4%

(Unit: 100 million yen)

Factors behind changes	External sales	Operating income
Broadcasting	TOKYO BROADCASTING SYSTEM TELEVISION (-1.0) TBS HD (-9.8) DREAMAX TELEVISION, INC. (+4.1) TBS Radio (-3.4) BS-TBS (-1.2)	TOKYO BROADCASTING SYSTEM TELEVISION (-19.1) TBS Radio (+1.6) Vecte, Inc. (+1.3) FF TOHO Inc. (+1.2) BS-TBS (-1.6)
Multi Visual Ventures & Cultural Events	TOKYO BROADCASTING SYSTEM TELEVISION (+30.2) SLG (+43.8) Grand Marche (+14.7) NICHION, INC. (+3.0) TBS Service (-5.2) OXYBOT (-5.2)	TOKYO BROADCASTING SYSTEM TELEVISION (-0.9) SLG (+5.7) NICHION, INC. (+3.0) TBS Service (+1.9)
Real Estate	TBS HD (+6.9)	TBS HD (+6.2)

● Consolidated Balance Sheets



(Unit: million yen)

	As of Mar. 2017	As of Mar. 2018	Change		As of Mar. 2017	As of Mar. 2018	Change
Current assets	145,479	159,488	14,008	Current liabilities	77,231	93,382	16,151
				Long-term liabilities	112,402	129,359	16,957
				Total liabilities	189,633	222,742	33,109
Fixed assets	561,583	664,204	102,620	Total net assets	517,430	600,950	83,519
				Shareholders' equity	502,444	585,054	82,610
				Non-controlling interests	14,985	15,895	909
Total assets	707,063	823,693	116,629	Total liabilities and net assets	707,063	823,693	116,629

**Interest-bearing liabilities at the end of the year:
21,200 million yen (-1,900 million yen from the end of the previous year)**

* Excluding lease obligations



(Unit: million yen)

	Year ended March 31, 2017	Year ended March 31, 2018	y/y change
Cash flows from operating activities	36,485	35,536	-948
Cash flows from investing activities	-10,078	-14,028	-3,949
Cash flows from financing activities	-36,718	-7,730	28,987
Net increase (decrease) in cash and cash equivalents	-10,314	13,738	24,052
Cash and cash equivalents at beginning of year	74,734	67,391	-7,342
Cash and cash equivalents at end of year	67,391	81,129	13,738



(Unit: million yen)

TBS R&C	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Net sales	10,825	10,478	-346	10,164
Operating income	357	520	162	503
Ordinary income	364	528	163	511
Net income	239	342	103	337

BS-TBS	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Net sales	17,031	16,784	-246	17,144
Operating income	2,557	2,393	-164	1,708
Ordinary income	2,595	2,440	-155	1,755
Net income	1,781	1,674	-107	1,203



(Unit: million yen)

StylingLife Group (Consolidated)	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Net sales	65,664	70,054	4,389	70,700
Operating income	2,572	3,148	576	3,200
Ordinary income	2,434	3,112	677	3,150
Net income	1,062	1,278	216	1,430

Grand Marche	Year ended March 31, 2017	Year ended March 31, 2018	y/y change	Forecasts for the year ending March 31, 2019
Net sales	12,582	14,056	1,473	14,551
Operating income	312	356	43	386
Ordinary income	326	345	19	394
Net income	221	237	15	266

● Results Forecasts for Year Ending March 31, 2019 (TBS TV)

(Unit: million yen)

TBS TV	Forecasts for the year ending March 31, 2019	y/y change
Net sales	220,000	2,847
Operating income	6,500	200
Ordinary income	9,000	-224
Net income	6,300	-660

Time/Spot, Program Cost Forecasts

	Full year	y/y change
Time	+0.8%	+0.7 billion yen
Spot	+4.9%	+4.0 billion yen
Program cost	102.4 billion yen	+2.7 billion yen

● Results Forecasts for Year Ending March 31, 2019 (Consolidated)

(Unit: million yen)

Consolidated	Forecasts for the year ending March 31, 2019	y/y change
Net sales	367,000	5,045
Operating income	18,000	-800
Ordinary income	27,400	476
Profit attributable to owners of parent	17,500	317

Business Results Forecast by Segment

(Unit: million yen)

	Net sales		Operating income	
	Forecasts for the year ending March 31, 2019	y/y change	Forecasts for the year ending March 31, 2019	y/y change
Broadcasting	2,210	33	30	-3
Multi Visual Ventures & Cultural Events	1,303	18	75	-0
Real Estate	157	-1	75	-4
Consolidated	3,670	50	180	-8



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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