

Results Presentation The First Quarter of the Year Ending March 31, 2018



Tokyo Broadcasting System Holdings, Inc.

August 3, 2017



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-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.

Vecte, Inc. (former Tomo-Digi Corporation)

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

NICHION, INC.

TBS Service, Inc.

OXYBOT, Inc.

TC Entertainment Incorporated

Grand Marche, Inc.

TBS TriMedia, Inc.

StylingLife Holdings Inc. Two other companies

C-TBS, Incorporated

- Consolidated companies in the real estate business (4)

Midoriyama Studio City, Inc.

TBS Kikaku Co., Ltd.

- Equity method affiliate (1)

Akasaka Heat Supply, Co., Ltd.

TBS Sunwork, Inc.

WOWOW INC.

● Consolidated Statement of Income (1)



(Unit: million yen)

Consolidated	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	86,993	88,002	1,008	1.2%
Operating income	5,255	6,565	1,309	24.9%
Ordinary income	7,843	10,857	3,013	38.4%
Profit attributable to owners of parent	5,224	7,366	2,142	41.0%

TBS HD	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	4,313	4,330	16	0.4%
Operating income	978	988	10	1.1%
Ordinary income	9,736	12,458	2,721	28.0%
Net income	9,076	11,588	2,511	27.7%

● Consolidated Statement of Income (2)



(Unit: million yen)

TBS TV	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	54,073	54,015	-57	-0.1%
Operating income	3,572	3,728	155	4.4%
Ordinary income	4,744	5,190	445	9.4%
Net income	3,325	3,635	309	9.3%

(Unit: billion yen)

Notes on results of TBS TV	○ Operating expense in the Television division:	+0.03
	• Cost of program production:	+0.04
	• Agency commissions:	-0.02 (6.75 for Q1)
	• Network expense:	-0.09
	○ Operating expense in the Operations division:	+0.03
	○ Extraordinary income:	N/A

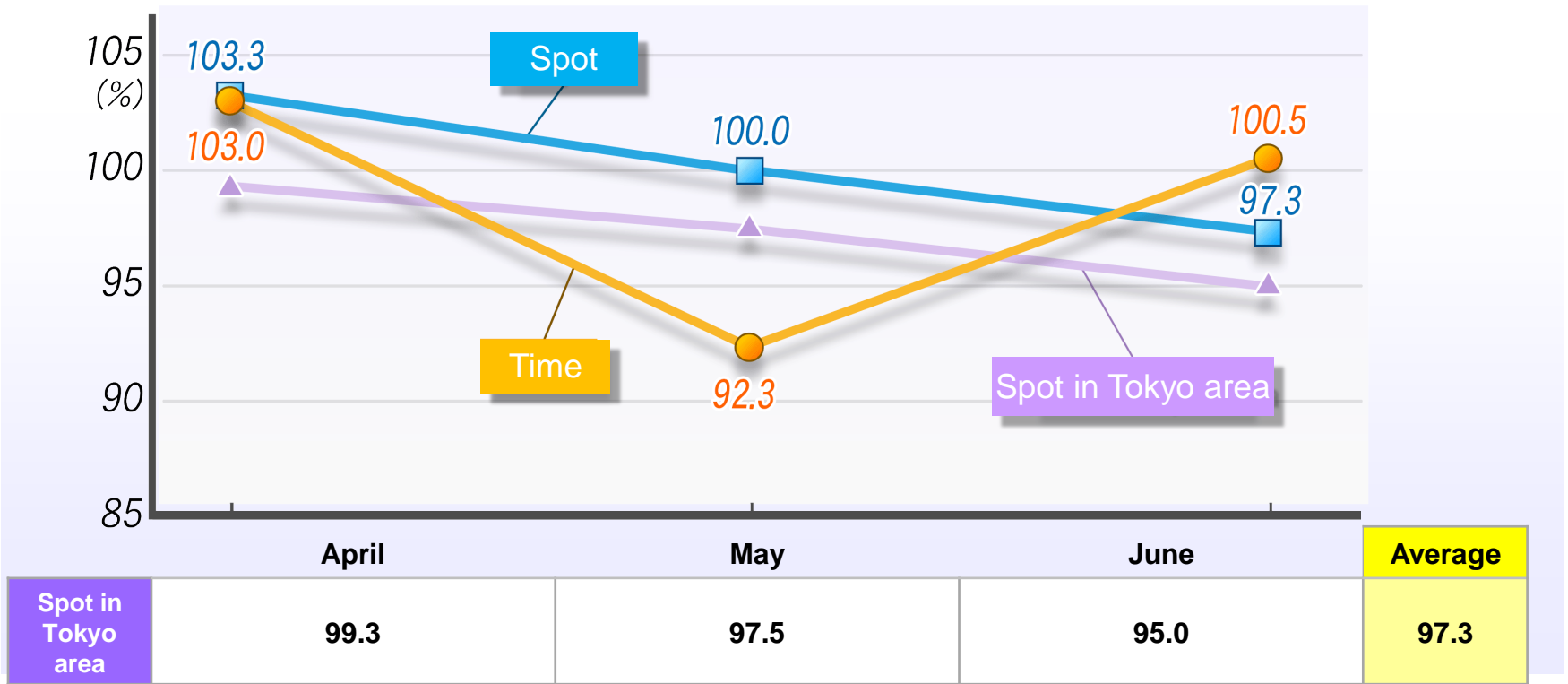
● Breakdown of TBS TV Income



(Unit: million yen)

	Q1 (Apr. to Jun. 2017)	y/y change
Television	45,865	98
(Time advertising)	20,521	-282
(Spot advertising)	21,960	51
(Content)	2,473	332
(Others)	910	-2
Operations	7,376	-186
Real estate	773	29
Total income	54,015	-57

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



	1Q (Apr. to Jun. 2017)	1Q (Apr. to Jun. 2016)
Time	98.6	102.8
Spot	100.2	103.3
TBS share among five key broadcasters	19.2	18.7

(Estimates)

● Spot Advertising Sales Ranks by Business Category



(Unit: %)

	Q1 (Apr. to Jun. 2017)	Growth rate	Share	Q1 (Apr. to Jun. 2016)	Growth rate	Share
1	Alcoholic and other beverages	-9.0	13.1	Alcoholic and other beverages	8.1	14.3
2	Foods	5.1	12.0	Information, telecommunications, and broadcasting	24.5	13.0
3	Information, telecommunications, and broadcasting	-22.1	10.2	Foods	-6.7	11.4
4	Cosmetics and toiletry	-11.2	8.7	Cosmetics and toiletry	3.7	9.8
5	Pharmaceuticals	1.6	7.4	Pharmaceuticals	-4.2	7.3
6	Transportation and leisure	32.7	6.7	Financial services	4.7	6.9
7	Automobiles and transportation equipment	23.6	5.8	Transportation and leisure	-5.3	5.1
8	Financial services	-21.8	5.4	Automobiles and transportation equipment	-24.8	4.7
9	Precision instruments and office machines	0.8	4.5	Precision instruments and office machines	17.7	4.5
10	Real estate and construction	96.6	4.5	Eating-out and services	18.4	4.3

* Ranked in order of sales proceeds

● TV Program Costs (Production Expenses)



(Unit: million yen)

	Year ended March 31, 2017 Results	Year ending March 31, 2018 Results	y/y change
1Q	23,722	23,770	49
(Direct expenses)	18,508	18,516	8
(Indirect expenses)	5,213	5,254	41
2Q	24,932		
H1	48,653		
3Q	23,805		
4Q	25,718		
H2	49,523		
Fiscal year cumulative	98,176	(forecast) 98,000	

○ 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

● 1Q Viewer Ratings



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

	All day	Golden time	Prime time
TBS	(3) 6.0 [± 0.0]	(3) 9.6 [-0.5]	(2) 9.6 [-0.4]
NTV	(1) 7.9	(1) 12.1	(1) 11.7
TV Asahi	(2) 7.2	(4) 9.0	(3) 9.4
TV Tokyo	(6) 2.8	(6) 6.6	(6) 6.2
Fuji TV	(5) 5.6	(5) 7.6	(5) 7.5
NHK	(3) 6.0	(2) 10.3	(4) 9.0

HUT	39.6	59.8	57.5
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Ratings for April 3, 2017 to July 2, 2017, on a weekly basis

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

● TBS TV Business Segment Income



(Unit: million yen)

	Segment		Q1 (Apr. to Jun. 2017)	y/y change	Remarks
Operations bureau	Cultural business (events)		615	-207	Revenue declined significantly mainly due to the backlash of the Pixar exhibition and Hiroshige Vivid exhibition, which were extremely well received in the previous year, despite large events such as Disney on Classic.
	Show business		2,132	631	Revenue increased significantly due to the strong performance of events such as <i>Orebushi</i> and <i>Haikyu!! Winners and Losers</i> , in addition to the great success of <i>Seven Souls in the Skull Castle</i> of IHI Stage Around Tokyo.
	Movies and animations business	Movies	236	-500	Revenue declined substantially due to the backlash of successful <i>64 Six Four Part 1 and Part 2</i> in the previous year, because there was no movie released.
		Animations	246	4	Revenue edged up, reflecting the continued strong sales of programs overseas, particularly in China, amid the absence of blockbuster hit.
Content business bureau	Multi-visual content business		615	-160	Revenue from DVDs declined significantly without the new release, in addition to the difficult market conditions. Revenue from on-demand content also fell slightly.
	Overseas business		778	197	Revenue rose significantly due to continued strong sales in Asian markets, the expansion of <i>SASUKE</i> overseas, and strong sales of animation programs.
	Pay-TV business		2,228	-91	Revenue decreased due to a fall in the number of subscribers of SKY Perfect TV! and the effects of the absence of J League relay on Channel 1, etc.
	Licensing business		278	20	Revenue increased, reflecting growth in sales of goods related to <i>Seven Souls in the Skull Castle</i> and <i>The Full-Time Wife Escapist</i> , in addition to the strong performance of special online shopping programs.
	Smart Media business		244	-82	Revenue declined mainly due to the termination of content production for carriers, but income remained on a par with the level of the previous year.
	Total		7,376	-186	

● Capital Expenditures and Depreciation



(Unit: million yen)

Consolidated	Q1 (Apr. to Jun. 2017)	y/y change
Capital expenditures	1,457	-638
Depreciation	3,188	50

TBS HD	Q1 (Apr. to Jun. 2017)	y/y change
Capital expenditures	9	-11
Depreciation	664	-36

TBS TV	Q1 (Apr. to Jun. 2017)	y/y change
Capital expenditures	1,054	-422
Depreciation	1,946	139

● Consolidated Results by Segment



(Unit: million yen)

	External sales				Operating income			
	Year ended March 31, 2017 Q1 (Apr. to Jun.)	Year ending March 31, 2018 Q1 (Apr. to Jun.)	y/y change	y/y change (%)	Year ended March 31, 2017 Q1 (Apr. to Jun.)	Year ending March 31, 2018 Q1 (Apr. to Jun.)	y/y change	y/y change (%)
Broadcasting	53,561	53,639	77	0.1%	2,800	3,026	225	8.1%
Multi Visual Ventures & Cultural Events	29,670	30,405	735	2.5%	431	1,257	825	191.5%
Real Estate	3,760	3,956	196	5.2%	2,022	2,276	254	12.6%
Consolidated	86,993	88,002	1,008	1.2%	5,255	6,565	1,309	24.9%

(Unit: 100 million yen)

Factors behind changes	External sales	Operating income
Broadcasting	TOKYO BROADCASTING SYSTEM TELEVISION (+1.3) DREAMAX TELEVISION, INC. (+0.9) TBS Radio & Communications, Inc. (-0.9) TBS HD (-1.2)	TOKYO BROADCASTING SYSTEM TELEVISION (+0.6) BS-TBS (+0.9)
Multi Visual Ventures & Cultural Events	TOKYO BROADCASTING SYSTEM TELEVISION (+1.3) Grand Marche (+6.0) SLG (+5.0) TC Entertainment (-1.2) OXYBOT (-1.7)	TOKYO BROADCASTING SYSTEM TELEVISION (-2.1) SLG (+5.4) Grand Marche (+2.0) TBS Service (+1.0) NICHION, INC. (+0.7)
Real Estate	TBS HD (+1.9)	TBS HD (+1.9)

● Consolidated Balance Sheets



(Unit: million yen)

	As of Mar. 2017	As of Jun. 2017	Change		As of Mar. 2017	As of Jun. 2017	Change
Current assets	145,479	137,815	-7,664	Current liabilities	77,231	66,095	-11,135
				Long-term liabilities	112,402	122,368	9,966
				Total liabilities	189,633	188,463	-1,169
Fixed assets	561,583	596,053	34,470	Total net assets	517,430	545,406	27,975
				Shareholders' equity	502,444	530,281	27,836
				Non-controlling interests	14,985	15,125	139
Total assets	707,063	733,869	26,805	Total liabilities and net assets	707,063	733,869	26,805

**Interest-bearing liabilities at the end of the quarter:
22,400 million yen (down 700 million yen from the end of the previous quarter)**

* Excluding lease obligations



(Unit: million yen)

TBS R&C	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	2,617	2,511	-106	-4.1%
Operating income	42	31	-10	-24.7%
Ordinary income	45	34	-10	-23.5%
Net income	23	16	-7	-30.5%

BS-TBS	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	4,073	4,043	-30	-0.7%
Operating income	520	615	95	18.3%
Ordinary income	529	630	100	19.0%
Net income	356	428	71	20.1%



(Unit: million yen)

StylingLife Group (Consolidated)	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	15,514	16,023	509	3.3%
Operating income	-133	414	548	-
Ordinary income	-160	388	548	-
Net income	-271	85	356	-

Grand Marche	Year ended March 31, 2017 Q1 (Apr. to Jun. 2016)	Year ending March 31, 2018 Q1 (Apr. to Jun. 2017)	y/y change	y/y change (%)
Net sales	3,024	3,628	603	20.0%
Operating income	33	234	201	605.3%
Ordinary income	35	236	201	568.8%
Net income	19	160	140	726.1%



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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