

Results Presentation The First Half of the Year Ending March 31, 2020



Tokyo Broadcasting System Holdings, Inc.

November 7, 2019



Tokyo Broadcasting System Holdings, Inc.

● Consolidated company in media and contents / real estate and other business (1)

TOKYO BROADCASTING SYSTEM TELEVISION, INC.

● Consolidated companies in media and contents (19)

TBS Radio, Inc.

BS-TBS, INC.

C-TBS, Incorporated

TBS SPARKLE, Inc.

TBS-TEX Inc.

Totsu Inc.

Art Communication System, Inc.

TLC Co., Ltd.

AKASAKA GRAPHICS ART, INC.

OXYBOT, Inc.

TBS MEDIA RESEARCH INSTITUTE Inc.

TBS International, Inc.

TBS GLOWDIA, Inc.

NICHION, INC.

TC Entertainment Incorporated

Golf Network Plus Inc.

SEVEN-ARCS Co., Ltd.
(with two other group companies)

● Consolidated companies in lifestyle business (3)

StylingLife Holdings Inc. (with two other group companies)

● Consolidated companies in real estate and other business (4)

Midoriyama Studio City, Inc.

TBS Kikaku Co., Ltd.

Akasaka Heat Supply, Co., Ltd.

TBS Sunwork, Inc.

● Equity method affiliates (3)

WOWOW Inc.

Premium Platform Japan, Inc.

Place Holder, Inc.

● Consolidated Statement of Income



(Unit: million yen)

Consolidated	Year ended March 31, 2019 H1 (Apr. to Sep. 2018)	Year ending March 31, 2020 H1 (Apr. to Sep. 2019)	y/y change	y/y change (%)
Net sales	178,103	176,880	-1,223	-0.7%
Operating income	7,831	6,804	-1,026	-13.1%
Ordinary income	13,219	11,880	-1,339	-10.1%
Profit attributable to owners of parent	8,473	6,737	-1,736	-20.5%

● TBS Television Statement of Income



(Unit: million yen)

TBS TV	Year ended March 31, 2019 H1 (Apr. to Sep. 2018)	Year ending March 31, 2020 H1 (Apr. to Sep. 2019)	y/y change	y/y change (%)
Net sales	105,491	102,207	-3,283	-3.1%
Operating income	1,181	1,117	-64	-5.5%
Ordinary income	2,750	2,638	-112	-4.1%
Net income	1,925	1,840	-85	-4.4%

(Unit: billion yen)

Notes on results of TBS TV	○ Operating expense in the Television division:	-2.42
	• Cost of program production:	-1.71
	• Agency commissions:	-0.48 (14.38 for H1)
	• Network expense:	-0.34
	○ Operating expense in the Business division:	-0.80
○ Extraordinary income:	N/A	

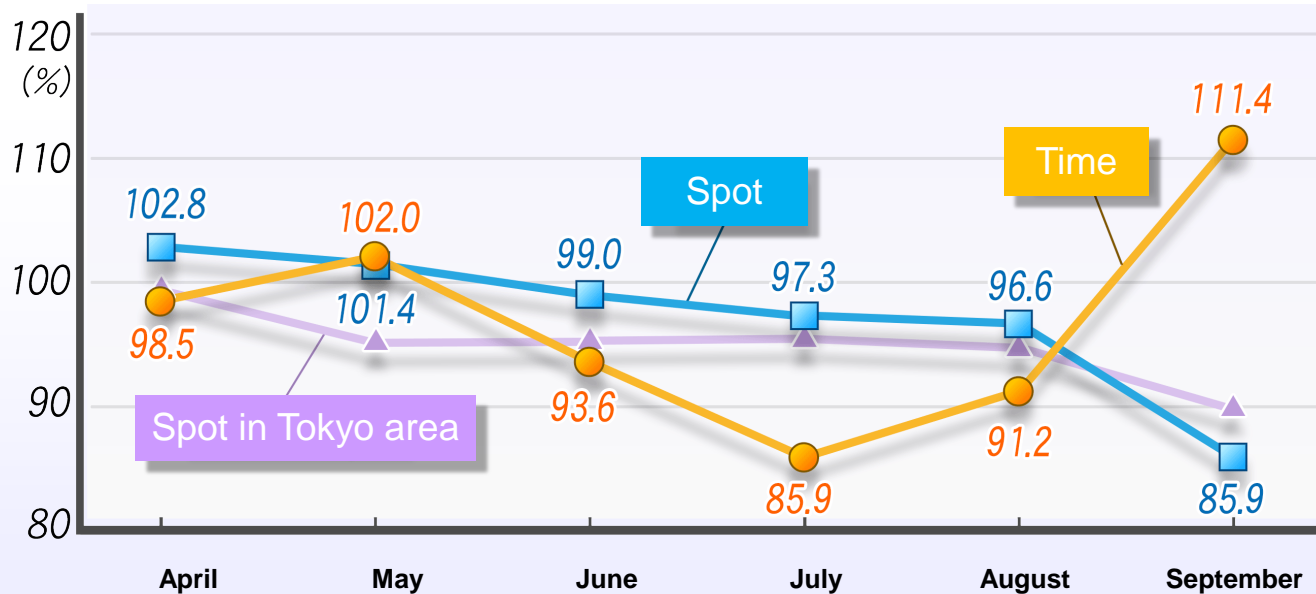
● Breakdown of TBS TV Income



(Unit: million yen)

	H1 (Apr. to Sep. 2019)	y/y change
Television	88,476	-2,436
(Time advertising)	42,338	-1,376
(Spot advertising)	38,731	-1,049
(Content)	5,226	-97
(Others)	2,180	87
Business	12,255	-838
Real estate	1,475	-9
Total income	102,207	-3,283

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



	April	May	June	July	August	September	Apr. to Sep. 2019 Average
Spot in Tokyo area	99.3	95.1	95.2	95.4	94.7	89.8	95.0

	Q1 (Apr. to Jun. 2019)	Q2 (Jul. to Sep. 2019)	Apr. to Sep. 2019 Average	Apr. to Sep. 2018 Average
Time	97.9	95.8	96.9	101.6
Spot	101.1	93.2	97.4	96.8
TBS share among five key broadcasters	20.2	19.2	19.7	19.2

(Estimates)

● Spot Advertising Sales Ranks by Business Category



(Unit: %)

	H1 (Apr. to Sep. 2019)	Growth rate	Share	H1 (Apr. to Sep. 2018)	Growth rate	Share
1	Information, telecommunications, and broadcasting	5.7	13.9	Information, telecommunications, and broadcasting	-0.9	12.8
2	Alcoholic and other beverages	-5.9	11.9	Alcoholic and other beverages	-0.6	12.3
3	Foods	-0.3	10.6	Foods	-10.9	10.3
4	Cosmetics and toiletry	-9.5	8.2	Cosmetics and toiletry	2.5	8.8
5	Pharmaceuticals	-11.6	7.3	Pharmaceuticals	-2.7	8.0
6	Eating-out and services	17.6	7.0	Transportation and leisure	6.1	7.0
7	Transportation and leisure	-9.9	6.5	Eating-out and services	28.6	5.8
8	Automobiles and transportation equipment	1.1	5.8	Automobiles and transportation equipment	-19.8	5.6
9	Financial services	13.6	5.3	Entertainment and hobbies	11.8	4.7
10	Real estate and construction	-24.9	3.3	Financial services	-5.0	4.6

* Ranked in order of sales proceeds

● TV Program Costs (Production Expenses)



(Unit: million yen)

	Year ended March 31, 2019 Results	Year ending March 31, 2020 Results	y/y change
Q 1	25,246	24,066	-1,180
Q 2	25,136	24,598	-538
(Direct expenses)	(20,063)	(19,548)	-515
(Indirect expenses)	(5,073)	(5,049)	-24
H 1	50,382	48,664	-1,718
Q 3	24,394		
Q 4	24,546		
H 2	48,941		
Fiscal year cumulative	99,322	(forecast) 99,300	

○ 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

● First Half Viewer Ratings



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

	All day	Golden time	Prime time	Non-prime time
TBS	④ 5.9 [-0.4]	④ 9.1 [-0.9]	③ 9.1 [-0.8]	⑤ 4.9 [-0.4]
NTV	① 7.7	① 11.3	① 11.1	① 6.8
TV Asahi	② 7.4	② 10.3	② 10.5	② 6.6
TV Tokyo	⑥ 2.5	⑥ 5.9	⑥ 5.4	⑥ 1.7
Fuji TV	⑤ 5.6	⑤ 8.0	⑤ 7.8	④ 5.0
NHK	③ 6.4	③ 9.9	④ 8.6	③ 5.7
HUT	39.7	58.6	56.1	35.0

Ratings for April 1, 2019 to September 29, 2019, on a weekly basis

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

● TBS TV Business Segment Income



(Unit: million yen)

Segment		H1 (Apr. to Sep. 2019)	y/y change	Remarks	
Operations bureau	Show / event business	3,136	-1,033	The performance of the musicals <i>Chicago</i> , <i>Don Juan</i> and other shows was strong. However, revenue decreased significantly due to fewer large shows than in the previous year and the transfer of the Little Prince Museum to TBS GLOWDIA in April.	
	Movies and animations business	Movies	821	129	Revenue increased primarily thanks to the box-office hit of <i>Kaguya-sama: Love Is War</i> released in September.
		Animations	420	84	Revenue increased thanks to DVD sales of <i>The Quintessential Quintuplets</i> , which remained strong.
Content business bureau	Media business	5,358	164	Revenue increased thanks to strong sales of Paravi-related and distribution businesses in the areas of on-demand and video content.	
	Overseas business	1,504	29	Revenue grew slightly as a result of <i>SASUKE</i> -related sales, despite weakness in overseas sales of dramas.	
	Licensing business	635	-90	In the shopping sector, sales of specials remained steady, but revenue declined due to a slight decrease in sales of regular programs and a lack of big hits in program-related merchandise.	
	Extended field business	377	-122	Revenue decreased substantially due to the transfer of program-related businesses to other departments in July.	
Total		12,255	-838		

● Capital Expenditures and Depreciation



(Unit: million yen)

Consolidated	H1 (Apr. to Sep. 2019)	y/y change
Capital expenditures	9,447	2,682
Depreciation	7,102	396

TBS TV	H1 (Apr. to Sep. 2019)	y/y change
Capital expenditures	2,079	△2,112
Depreciation	4,213	96

● Consolidated Results by Segment



(Unit: million yen)

	External sales				Operating income			
	Year ended March 31, 2019 H1 (Apr. to Sep.)	Year ending March 31, 2020 H1 (Apr. to Sep.)	y/y change	y/y change (%)	Year ended March 31, 2019 H1 (Apr. to Sep.)	Year ending March 31, 2020 H1 (Apr. to Sep.)	y/y change	y/y change (%)
Media and Contents	133,938	131,920	-2,018	-1.5%	1,353	607	-745	-55.1%
Lifestyle	36,049	36,659	609	1.7%	2,201	2,062	-138	-6.3%
Real Estate and Others	8,114	8,300	185	2.3%	4,278	4,134	-144	-3.4%
Consolidated	178,103	176,880	-1,223	-0.7%	7,831	6,804	-1,026	-13.1%

(Unit: 100 million yen)

Factors behind changes	External sales	Operating income
Media and Contents	TBS TELEVISION (-30.3) TBS GLOWDIA (-4.4) TBS HD (-3.3) TC Entertainment (+5.7) BS-TBS (+6.2) NICHION (+8.5)	TBS GLOWDIA (-3.7) TBS SPARCLE (-2.7) NICHION (+1.0) TC Entertainment (+1.3)
Lifestyle	SLG (+6.0)	SLG (-1.3)
Real Estate and Others	TBS HD (+1.5)	TBS HD (-0.5) Akasaka Heat supply (-0.3)

● Consolidated Balance Sheets



(Unit: million yen)

	As of Mar. 2019	As of Sep. 2019	Change		As of Mar. 2019	As of Sep. 2019	Change
Current assets	144,192	132,816	-11,375	Current liabilities	80,099	68,169	-11,929
				Long-term liabilities	117,090	128,183	11,092
				Total liabilities	197,189	196,352	-837
Fixed assets	654,289	693,627	39,338	Total net assets	601,291	630,091	28,800
				Shareholders' equity	584,614	612,979	28,365
				Non-controlling interests	16,677	17,112	434
Total assets	798,481	826,443	27,962	Total liabilities and net assets	798,481	826,443	27,962

**Interest-bearing liabilities at the end of the quarter:
Approximately 2.4 billion yen (-0.6 billion yen from the end of the previous quarter)**

* Excluding lease obligations

● Consolidated Statements of Cash Flows



(Unit: million yen)

	H1 (Apr. to Sep. 2018)	H1 (Apr. to Sep. 2019)	y/y change
Cash flows from operating activities	12,457	10,196	-2,260
Cash flows from investing activities	-9,820	-15,023	-5,202
Cash flows from financing activities	-3,639	-4,979	-1,340
Net increase (decrease) in cash and cash equivalents	-952	-9,849	-8,896
Cash and cash equivalents at beginning of term	81,129	72,033	-9,095
Cash and cash equivalents at end of term	81,335	62,254	-19,080



(Unit: million yen)

TBS Radio	Year ended March 31, 2019 H1 (Apr. to Sep. 2018)	Year ending March 31, 2020 H1 (Apr. to Sep. 2019)	y/y change	y/y change (%)
Net sales	4,764	4,761	-3	-0.1%
Operating income	156	108	-47	-30.7%
Ordinary income	161	103	-57	-35.8%
Net income	103	60	-43	-41.9%

BS-TBS	Year ended March 31, 2019 H1 (Apr. to Sep. 2018)	Year ending March 31, 2020 H1 (Apr. to Sep. 2019)	y/y change	y/y change (%)
Net sales	8,024	8,597	572	7.1%
Operating income	924	846	-78	-8.5%
Ordinary income	951	871	-80	-8.5%
Net income	645	594	-51	-8.0%



(Unit: million yen)

StylingLife Group (Consolidated)	Year ended March 31, 2019 H1 (Apr. to Sep. 2018)	Year ending March 31, 2020 H1 (Apr. to Sep. 2019)	y/y change	y/y change (%)
Net sales	36,050	36,660	609	1.7%
Operating income	2,531	2,392	-138	-5.5%
Ordinary income	2,530	2,386	-143	-5.7%
Net income	1,307	1,260	-46	-3.6%

(Unit: million yen)

TBS TV	Previous forecast	Revised forecast	Change	Previous year
Net sales	217,500	211,600	-5,900	217,381
Operating income	7,400	4,100	-3,300	6,838
Ordinary income	10,200	7,100	-3,100	9,768
Net income	7,100	6,000	-1,100	7,246

Forecast TV earnings

	H1 (results)	Full year
Time	-3.1%	-0.1% → -0.1%
Spot	-2.6%	+1.1% → -4.8%

(Unit: million yen)

Consolidated	Previous forecast	Revised forecast	Change	Previous year
Net sales	364,800	360,100	-4,700	366,353
Operating income	15,500	11,700	-3,800	18,572
Ordinary income	24,300	21,200	-3,100	28,835
Profit attributable to owners of parent	14,900	14,300	-600	25,205



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.

● For inquiries:

**IR Promotion Department, President's Office
Tokyo Broadcasting System Holdings, Inc.
5-3-6 Akasaka, Minato-ku, Tokyo 107-8006**

Telephone: 03-3746-1111 (switchboard)

HP: <http://www.tbsholdings.co.jp/ir/en>

