

# Supplementary Material for Full-Year Financial Results for the Fiscal Year Ended March 31, 2022 (FY2021)

**Thursday**, **May** 12, 2022

Securities code: 9413

### Overview of Business Segments



Segments	Operating Companies	Busines	s Category	Business Operations
		Broadcastin	g businesses	Broadcasting revenue through terrestrial broadcasting Sale of broadcast programs to other broadcasters
			Anime	Business revenue using peripheral rights for anime broadcast programs
Terrestrial broadcasting business		Rights	Streaming	Business revenue using peripheral rights for non-anime broadcast programs
		businesses		Box-office revenue through investment in movies, and business revenue by using peripheral rights
			Events	Box-office revenue by organizing events, etc.
Broadcast related business	12 consolidated subsidiaries (excluding other segments' operating companies)			TV shopping, e-commerce business, and paid CS broadcasting channel business  Music publishing business, and businesses that supplement broadcasting itself, such as production and sale of programs, and broadcasting operations
BS Broadcasting	BS TV TOKYO Corporation	Broadcasting businesses		Broadcasting revenue through BS) broadcasting Sale of broadcast programs to other broadcasters
business		Rights businesses		Business revenue using peripheral rights for BS broadcast programs
Communication business	TV TOKYO Communications Corporation			Development, operations, and advertising businesses of digital media such as video streaming

### Consolidated Overview of Profit and Loss by Segment Tokyo HD



(Million yen)

										(IVIIIIIOII y CII)
	Ac	Accounting Period (January to March)				Cum	ulative Period (	April to March)		
	FY21/3 4Q (new	FY22/3 4Q	YoY o	change	FY21/3 full year	FY22/3 full	YoY change		Change from forecast	
Net sales	standard)	(new standard)	Amount	%	(new standard)	year (new standard)	Amount	%	Amount	%
Terrestrial broadcasting	26,537	29,683	3,146	11.9%	95,135	110,969	15,833	16.6%	△ 1,279	△ 1.1%
Broadcast related	8,638	9,046	408	4.7%	35,613	36,647	1,033	2.9%	742	2.1%
BS broadcasting	4,240	4,237	△ 3	△ 0.1%	15,556	17,176	1,619	10.4%	11	0.1%
Communication	1,489	1,576	87	5.9%	4,607	5,020	413	9.0%	86	1.8%
Total consolidated net sales	35,204	38,187	2,983	8.5%	130,240	148,070	17,830	13.7%	△ 29	△ 0.0%
Expenses										
Terrestrial broadcasting	25,168	28,213	3,044	12.1%	90,579	104,248	13,668	15.1%	△ 1,724	△ 1.6%
Broadcast related	8,317	8,605	287	3.5%	32,564	33,468	904	2.8%	567	1.7%
BS broadcasting	4,187	4,275	88	2.1%	14,195	14,946	750	5.3%	61	0.4%
Communication	1,424	1,460	36	2.5%	4,294	4,627	332	7.8%	63	1.4%
Total consolidated operating expenses	34,575	37,256	2,681	7.8%	125,011	139,486	14,474	11.6%	△ 613	△ 0.4%
Operating income										
Terrestrial broadcasting	1,368	1,469	101	7.4%	4,555	6,720	2,164	47.5%	445	7.1%
Broadcast related	319	440	121	38.2%	3,047	3,178	130	4.3%	175	5.8%
BS broadcasting	53	△ 38	△ 91	_	1,361	2,230	869	63.9%	△ 49	△ 2.2%
Communication	64	116	51	78.7%	312	393	80	25.6%	22	6.1%
Total consolidated operating income	629	931	302	48.0%	5,228	8,584	3,355	64.2%	584	7.3%
Consolidated ordinary income	592	1,042	449	75.9%	5,340	9,159	3,819	71.5%	959	11.7%
Profit (loss) attributable to owners of parent	△ 176	718	894	_	2,575	6,024	3,449	133.9%	674	12.6%

Note: YoY changes (amounts and percentages) are comparisons assuming application of the new accounting standard in FY21/3.

### **Overview of Balance Sheets**



#### Consolidated Overview of Balance Sheets

(Million yen)

△4,793

38,078

		FY21/3 year- end	FY22/3 year- end	YoY Change			FY21/3 year- end	FY22/3 year- end	YoY Change
	Current assets	71,092	80,224	9,132	es	Current liabilities	33,667	39,836	6,169
	Non-current assets	56,983	53,852	△3,130	oilitie	Non-current liabilities	5,333	4,403	△930
	Property, plant and equipment	29,054	26,879	△2,174	Liabiliti	Total liabilities	39,001	44,240	5,238
Assets	Intangible assets	1,740	1,798	57		Shareholders' equity	81,670	86,115	4,444
As	Investments and other assets	26,188	25,174	△1,014	assets	Valuation and translation adjustments	4,412	3,500	△912
					Net a	Non-controlling interests	2,991	221	△2,769
						Total net assets	89,074	89,836	762
	Total assets	128,075	134,076	6,001		Total liabilities and net assets	128,075	134,076	6,001

Note: Net assets per share = 3,229.55 yen

Cash and cash equivalents

Non-consolida	ated/IV IOKYO	Financial Position	(Million yen)
	FY21/3 year-end	FY22/3 year- end	YoY Change
Total assets	72,718	79,928	7,209
Total liabilities	25,027	30,318	5,291
Total net assets	47,691	49,609	1,918

NOTI-COTISOIIU	ited/D3 IV ION	10 Hillancial Fosi	don (Million yen)	
	FY21/3 year-	FY22/3 year-	YoY Change	
	end	end	To Figure 1	Operating cash flows
Total assets	19,331	20,308	976	Investing cash flows
Total liabilities	4,137	4,040	△ 96	Financing cash flows
Total net assets	15,194	16,267	1,072	Cash and cash equivaler

Non-consolidated/BS TV TOKYO Financial Position (Million yen)				Overview of Consolida	ated Cash Flows	(Million yen)	
	FY21/3 year-	FY22/3 year-	YoY Change		FY21/3 full year	FY22/3 full year	
	end	end		Operating cash flows	5,858	13,499	
Total assets	19,331	20,308	976	Investing cash flows	△3,952	<b>△1,349</b>	

△1,858

30,693

### Capital Expenditure/Depreciation



#### Consolidated Capital Expenditure/Depreciation

(Million yen)

	FY22/3 full	YoY cl	nange	FY22/3 full	YoY change	
	year results	Amount	%	year forecasts	Amount	%
Capital expenditure	2,112	451	27.2%	4,416	2,303	109.0%
Depreciation	4,136	△195	△4.5%	4,235	98	2.4%





Non-consolidated

# Overview of TV TOKYO Profit and Loss (Terrestrial Broadcasting Business)



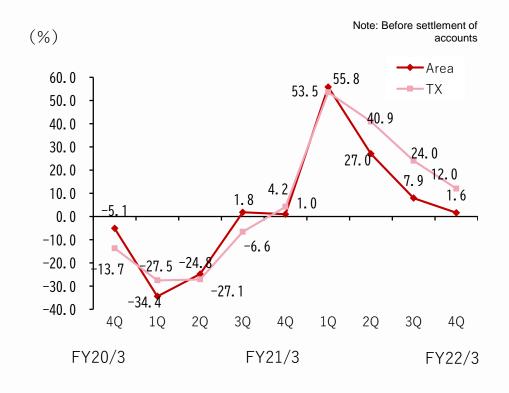
		Acco	ounting Period (	January to Mar	ch)		Cu	mulative Period	(April to March	1)	
		FY21/3 full	FY22/3 full	YoY ch	nange	FY21/3 full	FY22/3 full	YoY ch	ange	YoY ch	nange
Net sales		year (new standard)	year (new standard)	Amount	%	year (new standard)	year (new standard)	Amount	%	Amount	増減率
Main broadcasting	TIME (T)	11,039	11,503	463	4.2%	43,589	47,319	3,729	8.6%	△ 21	△ 0.0%
businesses	SPOT (S)	7,115	7,913	797	11.2%	22,968	29,595	6,626	28.9%	△ 25	△ 0.1%
	T+S 計	18,155	19,416	1,260	6.9%	66,558	76,914	10,356	15.6%	△ 47	△ 0.1%
	Program sales	1,089	1,103	13	1.3%	4,370	4,287	△ 83	△ 1.9%	12	0.3%
Main rights	Anime	4,485	5,705	1,220	27.2%	15,899	18,038	2,139	13.5%	△ 246	△ 1.3%
businesses	Streaming business	1,908	2,558	649	34.0%	5,901	8,535	2,634	44.6%	△ 726	△ 7.8%
	Events	374	330	△ 43	△ 11.7%	681	1,141	459	67.4%	△ 288	△ 20.2%
Bro	adcasting total	19,769	21,088	1,319	6.7%	72,653	83,253	10,600	14.6%	△ 20	△ 0.0%
	Rights total	6,768	8,594	1,826	27.0%	22,482	27,716	5,233	23.3%	△ 1,258	△ 4.3%
	Total net sales	26,537	29,683	3,146	11.9%	95,135	110,969	15,833	16.6%	△ 1,279	△ 1.1%
Expenses											
Broadcasting businesses 'r	ogram production expenses	8,362	9,457	1,094	13.1%	31,727	37,172	5,444	17.2%	204	0.6%
/cost of sales	Other expenses	5,370	5,654	284	5.3%	19,272	22,101	2,828	14.7%	87	0.4%
Rights businesses/cost of sales		3,773	4,015	242	6.4%	12,164	13,792	1,628	13.4%	△ 1,470	△ 9.6%
Shared/indirect expen	ses	7,662	9,085	1,422	18.6%	27,414	31,181	3,767	13.7%	△ 547	△ 1.7%
Total oper	ating expenses	25,168	28,213	3,044	12.1%	90,579	104,248	13,668	15.1%	△ 1,724	△ 1.6%
Income											
Broadcastir	g gross margin	6,036	5,976	△ 59	△ 1.0%	21,652	23,979	2,326	10.7%	△ 312	△ 1.3%
	ts gross margin	2,995	4,578	1,583	52.9%	10,317	_	3,605	34.9%	211	1.5%
Ор	erating income	1,368	1,469	101	7.4%	4,555	6,720	2,164	47.5%	445	7.1%
O	rdinary income	1,438	1,587	148	10.3%	5,912	8,463	2,550	43.1%	526	6.6%
Profit befor	e income taxes	883	1,587	704	79.7%	5,316	8,433	3,117	58.6%	526	6.7%

<sup>1.</sup>YoY changes (amounts and percentages) are comparisons assuming application of the new accounting standard in FY21/3.

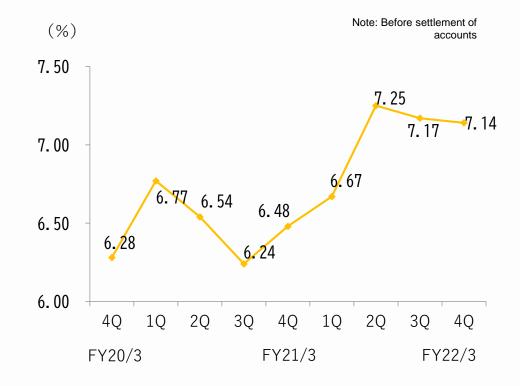
<sup>2.</sup>From the fourth quarter of the fiscal year ended March 31, 2022, net sales figures for the streaming business within main rights businesses include Advertising Video On Demand(AVOD). As a result, the amount recorded for AVOD in relation to the streaming business for the fourth quarter of the fiscal year ended March 31, 2022 was higher than for the first to third quarters, but there is no change to total net sales for the rights businesses.



#### Changes in SPOT Percentage



#### Changes in Share of SPOT Area





4Q of the Fiscal Year Ended March 31, 2022 (January to March)
Ranking by SPOT Business Type

Business type	4Q composition ratio	Difference from the previous year's composition ratio	YoY change in sales
Restaurants/services	19.0%	9.6pt	126.9%
Information/telecoms	15.9%	△0.5pt	8.6%
Financial/insurance	9.1%	1.0pt	25.1%
Beverages/luxury foods	7.8%	△0.7pt	3.3%
Real estate/residential facilities	6.0%	0.6pt	24.0%
Hobbies/sports	5.9%	△3.1pt	△ 26.9%
Public sector/associations	5.2%	1.5pt	58.3%
Foods	4.0%	△2.2pt	△ 27.9%
Automobiles/related items	3.9%	△1.0pt	△ 10.0%
Household appliances/ AV/precision devices	3.8%	0.2pt	18.6%
Distribution/retail	3.6%	0.3pt	21.7%
Chemicals/pharmaceuticals	3.3%	△2.4pt	△ 35.1%
Transportation/leisure	3.2%	0.1pt	14.9%
Publishing	2.3%	0.7pt	59.1%
Cosmetics/toiletries	1.9%	△0.1pt	6.2%
Energy/materials/machinery	1.8%	0.2pt	23.8%
Education/medical services	1.5%	△0.2pt	△ 0.1%
Fashion/accessories	1.0%	0.2pt	34.3%
Household furnishings and articles	0.7%	△4.1pt	△ 83.0%

Fiscal Year Ended March 31, 2022 (April to March) (Full Year)
Ranking by SPOT Business Type

Business type	Full-year composition ratio	Difference from the previous year's composition ratio	YoY change in sales
Information/telecoms	15.7%	3.0pt	59.8%
Restaurants/services	13.3%	5.4pt	117.0%
Beverages/luxury foods	9.2%	0.6pt	39.1%
Financial/insurance	9.0%	1.9pt	63.9%
Hobbies/sports	6.9%	△ 0.9pt	14.7%
Foods	6.5%	△ 3.7pt	△ 17.7%
Public sector/associations	5.1%		5.5%
Chemicals/pharmaceuticals	4.7%	△ 1.9pt	△ 7.4%
Household appliances/ AV/precision devices	4.5%	0.7pt	51.7%
Distribution/retail	4.3%	0.4pt	42.0%
Transportation/leisure	4.2%	△ 0.1pt	26.9%
Automobiles/related items	3.8%	△ 2.2pt	△ 18.0%
Real estate/residential facilities	3.6%	0.7pt	60.3%
Cosmetics/toiletries	3.0%	△ 0.1pt	25.2%
Household furnishings and articles	1.7%		△ 43.9%
Publishing	1.4%	0.3pt	60.8%
Energy/materials/machinery	1.4%	0.4pt	83.7%
Fashion/accessories	0.9%	△ 0.3pt	△ 0.2%
Education/medical services	0.9%	△ 0.7pt	△ 28.1%



#### **Individual Viewing Rates for FY2021**

Upper figures: Viewing rates (%)

Lower figures: YoY change (% points)

	All TV stations	TX Viewing rate	TX Share of total	NTV	TV Asahi	TBS	Fuji Television	NHK	Others
Golden Hours	35.8	3.5	9.9	6.2	5.8	4.6	4.5	6.4	4.3
19:00-22:00	-2.3	-0.4	-0.3	-0.8	-0.3	-0.6	-0.3	-0.1	+0.1
All day	21.8	1.4	6.5	4.0	3.8	3.0	2.9	3.4	2.7
06:00-24:00	-1.5	-0.2	-0.2	-0.6	-0.3	-0.4	-0.2	$\pm 0$	+0.1
Prime Time	33.6	3.1	9.2	5.8	5.8	4.5	4.4	5.5	4.0
19:00-23:00	-2.3	-0.3	-0.4	-0.8	-0.4	-0.6	-0.3	±0	+0.1

(Surveyed by Video Research Ltd.; Kanto region)

Share of total: Percentage of the total viewing rate for all TV stations accounted for by the Company

#### Changes in Individual Viewing Rates (%) 5.0 4.5 4.1 3.9 3.8 3.8 3.7 4.0 3.5 3.5 3.5 3.0 3.4 3.3 3.2 3.0 2.5 2.0 1.5 1.6 1.6 1.5 1.5 1.0 0.5 0.0 4Q 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q FY2021 FY2020 FY2019



#### FY2021 Household Viewing Rates Results

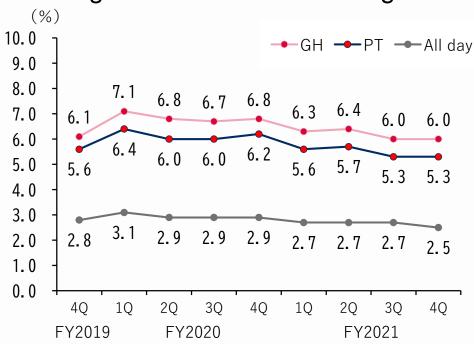
Upper figures: Viewing rates (%)

Lower figures: YoY change (% points)

	All TV stations	TX Viewing rate	NTV	TV Asahi	TBS	Fuji Television	NHK	Others
GH	57.2	6.2	10.1	10.1	7.6	7.3	11.3	8.3
19h-22h	-3.9	-0.6	-1.4	-0.7	-1.2	-0.8	-0.3	+0.1
全日	38.7	2.6	7.2	7. 2	5.6	5.3	6.4	5. 4
6h-24h	-3.2	-0.4	-1.2	-0.8	-0.8	-0.5	-0.2	±0
PT	54.5	5.5	9.7	10.3	7. 7	7.3	9.7	7. 7
19h-23h	-3.9	-0.7	-1.4	-0.9	-1.2	-0.7	-0.2	±0

(Surveyed by Video Research Ltd.; Kanto region)

#### Changes in Household Viewing Rates



### TV TOKYO Rights Businesses



#### Anime Full-Year Sales Categories

	Full-Year Sales Categories					
Pagional Catagony	FY22/3 full	YoY change		% of total		
Regional Category	year	Amount	%	70 OI LOLAI		
Japan	3,490	△ 917	△ 20.8%	19.4%		
Overseas	14,548	3,056	26.6%	80.6%		
Anime total	18,038	2,139	13.5%	100.0%		

#### Streaming Business Full-Year Sales Categories

(Million yen)

	Full-Year Sales Categories					
Sales Destination Category	FY22/3 full	YoY change		% of total		
Sales Destination Category	year	Amount	%	% of total		
Japan:Video streaming	6,003	1,926	47.2%	70.3%		
Japan:Others	2,126	736	52.9%	24.9%		
Overseas	406	△ 28	△ 33.5%	4.8%		
Streaming business total	8,535	2,634	44.6%	100.0%		

<sup>1.</sup> YoY changes (amounts and percentages) are comparisons assuming application of the new accounting standard in FY21/3.

#### Anime Full Year Ranking by Title

Net sales

Gross margin

**1**NARUTO

**1NARUTO** 

**②BORUTO** 

**2BORUTO** 

③YU-GI-OH!

**3**Pokémon

4 Pokémon

4 BLEACH

**5**BLEACH

⑤YU-GI-OH!

Contents Full Year Ranking by Title

Net sales

- 1) Shefu wa Meitantei (The chef is a detective)
- 2 Yurukyan 2 (Yuru camp season 2)
- ③ Kohi Ikaga Desho (Would you like some coffee?)
- 4 Ukiwa: Tomodachi Ijo, Furin Miman(Swim ring: More than friends, less than an affair)
- ⑤ Sanjusai Made Dotei Da To Mahotsukai Ni Nareru Rashii (Cherry magic! Thirty years of virginity can make you a wizard?!)

<sup>2. &</sup>quot;Japan: Others" refers to sales from sources other than video streaming, such as selling packaged

<sup>3.</sup> The above sales figure for Japan: Video streaming includes Advertising Video On Demand (AVOD) for the first time.

Non-consolidated

# Overview of BS TV TOKYO (BS Broadcasting Businesses) Profit and Losses



**BS TV TOKYO Results** 

(Million yen)

	Accounting Period (January to March)			Cumulative Period (April to March)				
	FY21/3 4Q	FY22/3 4Q	YoY change		FY Ended March	FY Ended March	YoY change	
	(new standard)	(new standard)	Amount	%	31, 2021 (new standard)	31, 2022 (new standard)	Amount	%
Net sales	4,240	4,237	△ 3	△ 0.1%	15,556	17,176	1,619	10.4%
TiME	2,540	2,662	121	4.8%	10,072	10,908	836	8.3%
SPOT	1,194	1,222	27	2.3%	4,365	4,955	589	13.5%
Others	505	352	△ 152	△ 30.2%	1,119	1,312	193	17.3%
Operating expenses	4,187	4,275	88	2.1%	14,195	14,946	750	5.3%
Cost of sales, Program production expenses	1,734	1,767	33	1.9%	6,266	6,479	213	3.4%
Other expenses	1,298	1,290	△ 7	△ 0.6%	3,956	4,158	202	5.1%
Indirect expenses	1,155	1,217	62	5.4%	3,973	4,307	334	8.4%
Operating income	53	△ 38	△ 91	△ 170.9%	1,361	2,230	869	63.9%

Note: YoY changes (amounts and percentages) are comparisons assuming application of the new accounting standard in FY21/3.

### **Dividend Forecasts**



Dividend policy: The Company aims to pay a stable dividend (of at least 20 yen), supplemented by a dividend linked to business performance (targeting a 30% payout ratio)

(Dividend payout ratio: Total dividends/Consolidated profit)

	2Q-end	Year-end	Annual	Payout ratio
FY2018	15yen	25yen	40yen	35.0%
FY2019	15yen	25yen	40yen	43.7%
FY2020	15yen	25yen	40yen	43.9%
FY2021	15yen	45yen	60yen	27.9%
FY2022 (forecast)	15yen	45yen	60yen	30.9%

## Full-Year Financial Results Forecasts for the Fiscal Year Ending March 31, 2023



(Million yen)

	- 100 ID	YoY change		YoY change		
	FY22/3		FY23/3			
Not sales	results %		forecasts	Amount	%	
Net sales		1.0.00			2 22/	
Terrestrial broadcasting	110,969	16.6%	111,197	227	0.2%	
Broadcast related	36,647	2.9%	38,684	2,037	5.6%	
BS broadcasting	17,176	10.4%	17,314	138	0.8%	
Communication	5,020	9.0%	5,190	169	3.4%	
Total consolidated net sales	148,070	13.7%	150,000	1,929	1.3%	
Expenses					_	
Terrestrial broadcasting	104,248	15.1%	104,639	391	0.4%	
Broadcast related	33,468	2.8%	35,400	1,931	5.8%	
BS broadcasting	14,946	5.3%	14,994	48	0.3%	
Communication	4,627	7.8%	4,790	162	3.5%	
Total consolidated operating expenses	139,486	11.6%	141,700	2,213	1.6%	
Operating income						
Terrestrial broadcasting	6,720	47.5%	6,557	△ 163	△ 2.4%	
Broadcast related	3,178	4.3%	3,283	105	3.3%	
BS broadcasting	2,230	63.9%	2,320	89	4.0%	
Communication	393	25.6%	400	6	1.8%	
onsolidated operating income	8,584	64.2%	8,300	△ 284	△ 3.3%	
Ordinary income	9,159	71.5%	8,200	△ 959	△ 10.5%	
Profit (loss) attributable to owners of parent	6,024	133.9%	5,380	△ 644	△ 10.7%	

Note: Explanation of the proper use of financial results forecast and other notes

The financial results forecast and other forward-looking statements in this material are based on information that is currently available to the Company and certain assumptions that are deemed reasonable by the Company. A range of factors including a renewed increase in COVID-19 infection and trends in economic activity could cause actual business results to differ significantly.

Non-consolidated

# TV TOKYO Full-Year Financial Results Forecasts for the Fiacal Year Ending March 31, 2023



(Million yen)

		FY22/3	YoY change	FY23/3	YoY change	
Net sales		results	%	forecasts	Amount	%
Main broadcasting	TIME (T)	47,319	8.6%	43,770	△ 3,549	△ 7.5%
businesses	SPOT (S)	29,595	28.9%	30,670	1,075	3.6%
	T+S total	76,914	15.6%	74,440	△ 2,474	△ 3.2%
	Program sales	4,287	△ 1.9%	4,311	24	0.6%
Main Rights	Anime	18,038	13.5%	18,688	650	3.6%
businesses	Streaming businesses	8,535	44.6%	8,880	345	4.0%
	Events	1,141	67.4%	2,859	1,718	150.6%
	Broadcasting total	83,253	14.6%	80,768	△ 2,485	△ 3.0%
	Rights total	27,716	23.3%	30,428	2,712	9.8%
	Total net sales	110,969	16.6%	111,197	227	0.2%
Expenses						
Program production expenses		37,172	17.2%	32,970	△ 4,202	△ 11.3%
Other expenses		22,101	14.7%	22,234	133	0.6%
Rights businesses/cos	st of sales	13,792	13.4%	15,183	1,391	10.1%
Shared/indirect expe	nses	31,181	13.7%	34,252		9.8%
Т	otal operating expenses	104,248	15.1%	104,639	391	0.4%
Income	•				•	<u>.</u>
Broadcasting gross margin		23,979	10.7%	25,564	1,585	6.6%
Rights gross margin		13,923	34.9%	15,245	1,322	9.5%
Operating income		6,720	47.5%	6,557	△ 163	△ 2.4%
Ordinary income		8,463	43.1%	9,961	1,498	17.7%
Pr	ofit before income taxes	8,433	58.6%	9,961	1,528	18.1%
Notes						

The financial results forecast and other forward-looking statements in this material are based on information that is currently available to the Company and certain assumptions that are deemed reasonable by the Company. A range of factors including a renewed increase in COVID-19 infection and trends in economic activity could cause actual business results to differ significantly.

2. Net sales figures for the streaming business within main rights businesses include Advertising Video On Demand (AVOD).

<sup>1.</sup> Explanation of the proper use of financial results forecast and other notes

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