Supplementary Material for Full-Year Financial Results for the Fiscal Year Ending March 31, 2023 (FY2023)
May 11, 2023
Securities code: 9413

## TV TOKYO Holdings Corporation

<Achieved results under "the tribrid strategy" of the broadcasting, anime and streaming businesses >

New record-high net sales, operating income, ordinary income and profit

- Operating income was 9,229 million yen
$\Rightarrow$ increased by 529 million yen from the full-year forecast announced in the third quarter (February 7)
- TV TOKYO recorded higher net sales and profit, with the "streaming and anime" businesses, a growth engine, driving its performance, while the broadcasting businesses secured the same level of profit as in the previous year.
$\Rightarrow$ Net sales for the anime business increased by $23 \%$ year on year due to continued growth in overseas sales. Commercialization in North America increased significantly.
$\Rightarrow$ Net sales for the streaming business increased by $22 \%$ year on year due to strong sales of both new and archived dramas.
<Enhancing shareholder returns>
Annual dividends of 80 yen ( 60 yen for FY22/3)/acquired approximately 460,000 treasury shares ( $1.7 \%$ of issued shares) $\Rightarrow$ Total payout ratio of $46.3 \%$
<Higher net sales and profit expected for FY24/3>
Net sales are expected to increase for the third consecutive year, and operating and ordinary income are expected to increase for the fourth consecutive year
- Aim to achieve $8 \%$ ROE in the late 2020s
- Targets for FY26/3 set at consolidated net sales of 170.0 billion yen and consolidated operating income of 11.0 billion yen.
- Reduce the ratio of "broadcasting" businesses to "anime/streaming/shopping" businesses of " $5: 5$ " in FY2022 to "4:6" in FY26/3 through profit structure reform
*For details, please refer to "Notice concerning Medium-Term Plan 2023"

| Segments | Operating Companies | Busines | Category | Business Operations |
| :---: | :---: | :---: | :---: | :---: |
| Terrestrial broadcasting business | TV TOKYO Corporation | Broadcasting businesses |  | Broadcasting revenue through terrestrial broadcasting Sale of broadcast programs to other broadcasters |
|  |  | Rights <br> businesses | Anime | Business revenue using peripheral rights for anime broadcast programs |
|  |  |  | Streaming | Business revenue using peripheral rights for non-anime broadcast programs |
|  |  |  | business | 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 <br> business | BS TV TOKYO Corporation | Broadcasting businesses |  | Broadcasting revenue through BS broadcasting <br> Sale of broadcast programs to other broadcasters |
|  |  | 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 <br> Overview of Profit and Loss by Segment <br> TVTOKyo HD

| Net sales |  |  |  |  |  |  |  |  |  | (Million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accounting Period (January to March) |  |  |  | Cumulative Period (April to March) |  |  |  |  |  |
|  | FY22/3 4Q | FY23/3 4Q | YoY change |  | FY22/3 full year | FY23/3 full year | YoY change |  | Change from forecast |  |
|  |  |  | Amount | \% |  |  | Amount | \% | Amount | \% |
| Terrestrial broadcasting | 29,683 | 30,232 | 549 | 1.9\% | 110,969 | 113,466 | 2,497 | 2.3\% | 1,090 | 1.0\% |
| Broadcast related | 9,046 | 9,931 | 885 | 9.8\% | 36,647 | 38,542 | 1,895 | 5.2\% | 52 | 0.1\% |
| BS broadcasting | 4,237 | 4,093 | $\triangle 144$ | $\triangle 3.4 \%$ | 17,176 | 16,864 | $\triangle 312$ | $\triangle 1.8 \%$ | 102 | 0.6\% |
| Communication | 1,576 | 1,483 | $\triangle 92$ | $\triangle 5.9 \%$ | 5,020 | 5,181 | 160 | 3.2\% | 75 | 1.5\% |
| Total consolidated net sales | 38,187 | 40,198 | 2,010 | 5.3\% | 148,070 | 150,963 | 2,892 | 2.0\% | 963 | 0.6\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |
| Terrestrial broadcasting | 28,213 | 28,939 | 725 | 2.6\% | 104,248 | 105,915 | 1,666 | 1.6\% | 496 | 0.5\% |
| Broadcast related | 8,605 | 9,841 | 1,236 | 14.4\% | 33,468 | 36,148 | 2,679 | 8.0\% | 318 | 0.9\% |
| BS broadcasting | 4,275 | 3,491 | $\triangle 784$ | $\triangle 18.3 \%$ | 14,946 | 14,550 | $\triangle 395$ | $\triangle 2.6 \%$ | 19 | 0.1\% |
| Communication | 1,460 | 1,320 | $\triangle 140$ | $\triangle 9.6 \%$ | 4,627 | 4,708 | 80 | 1.7\% | 75 | 1.6\% |
| Total consolidated operating expenses | 37,256 | 39,106 | 1,850 | 5.0\% | 139,486 | 141,733 | 2,246 | 1.6\% | 433 | 0.3\% |
| Operating income |  |  |  |  |  |  |  |  |  |  |
| Terrestrial broadcasting | 1,469 | 1,293 | $\triangle 176$ | $\triangle 12.0 \%$ | 6,720 | 7,551 | 830 | 12.4\% | 593 | 8.5\% |
| Broadcast related | 440 | 90 | $\triangle 350$ | $\triangle 79.6 \%$ | 3,178 | 2,394 | $\triangle 783$ | $\triangle 24.7 \%$ | $\triangle 265$ | $\triangle 10.0 \%$ |
| BS broadcasting | $\triangle 38$ | 601 | 639 | - | 2,230 | 2,313 | 83 | 3.7\% | 83 | 3.7\% |
| Communication | 116 | 163 | 47 | 41.0\% | 393 | 472 | 79 | 20.3\% | 0 | 0.1\% |
| Total consolidated operating income | 931 | 1,091 | 159 | 17.2\% | 8,584 | 9,229 | 645 | 7.5\% | 529 | 6.1\% |
| Consolidated ordinary income | 1,042 | 981 | $\triangle 61$ | $\triangle 5.9 \%$ | 9,159 | 9,378 | 218 | 2.4\% | 178 | 1.9\% |
| Profit (loss) attributable to owners of parent | 718 | 1,343 | 625 | 87.1\% | 6,024 | 6,724 | 700 | 11.6\% | 524 | 8.5\% |

Consolidated Overview of Balance Sheets
(Million yen)


Note: Net assets per share $=3,414.10$ yen

| Non-consolidated/TV TOKYO |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Financial Position (Million yen) |  |  |
|  | FY22/3 <br> year-end | FY23/3 <br> year-end | Changes |
| Total assets | 79,928 | 82,545 | 2,617 |
| Total liabilities | 30,318 | 31,005 | 686 |
| Total net assets | 49,609 | 51,539 | 1,930 |

Non-consolidated/BS TV TOKYO

|  | Financial Position |  | (Million yen) |
| :---: | :---: | :---: | :---: |
|  | FY22/3 <br> year-end | $\begin{aligned} & \text { FY23/3 } \\ & \text { year-end } \end{aligned}$ | Changes |
| Total assets | 20,308 | 20,880 | 572 |
| Total liabilities | 4,040 | 3,730 | $\triangle 309$ |
| Total net assets | 16,267 | 17,149 | 882 |

Overview of Consolidated Cash Flows (Million yen)

|  | FY22/3 <br> full-year | FY23/3 <br> full-year |
| :--- | ---: | ---: |
| Operating cash flows | 13,499 | $\mathbf{1 1 , 1 3 5}$ |
| Investing cash flows | $\triangle 1,349$ | $\triangle \mathbf{8 , 3 3 4}$ |
| Financing cash flows | $\triangle 4,793$ | $\triangle \mathbf{3 , 1 3 9}$ |
| Cash and cash equivalents | 38,078 | $\mathbf{3 7 , 7 8 7}$ |

Consolidated Capital Expenditure/Depreciation
(Million yen)

|  | FY23/3 full year results | YoY change |  | FY24/3 full year forecasts | YoY change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% |  | Amount | \% |
| Capital expenditure | 3,391 | 1,278 | 60.5\% | 6,297 | 2,905 | 85.7\% |
| Depreciation | 4,105 | $\triangle 31$ | $\triangle 0.8 \%$ | 4,058 | $\triangle 47$ | $\triangle 1.2 \%$ |

Changes in Capital Expenditure


Changes in Depreciation
(Mjlionyen
5,000


2,000
(Million yen)

|  | Accounting Period (January to March) |  |  |  | Cumulative Period (April to March) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY22/3 4Q | FY23/3 4Q | YoY change |  | FY22/3 <br> full year | $\begin{aligned} & \text { FY23/3 } \\ & \text { full year } \end{aligned}$ | YoY change |  | YoY change |  |
|  |  |  | Amount | \% |  |  | Amount | \% | Amount | \% |
| Net sales | 29,683 | 30,232 | 549 | 1.9\% | 110,969 | 113,466 | 2,497 | 2.3\% | 1,090 | 1.0\% |
| Operating expenses | 28,213 | 28,939 | 725 | 2.6\% | 104,248 | 105,915 | 1,666 | 1.6\% | 496 | 0.5\% |
| Operating income | 1,469 | 1,293 | $\triangle 176$ | $\triangle 12.0 \%$ | 6,720 | 7,551 | 830 | 12.4\% | 593 | 8.5\% |
| Ordinary income | 1,587 | 1,308 | $\triangle 278$ | $\triangle 17.6 \%$ | 8,463 | 10,673 | 2,210 | 26.1\% | 569 | 5.6\% |
| Profit before income taxes | 1,587 | 1,543 | $\triangle 43$ | $\triangle 2.8 \%$ | 8,433 | 10,881 | 2,447 | 29.0\% | 804 | 8.0\% |
| Overview of broadcasting businesses |  |  |  |  |  |  |  |  |  |  |
| Broadcasting businesses TIME (T) | 11,503 | 11,011 | $\triangle 491$ | $\triangle 4.3 \%$ | 47,319 | 44,050 | $\triangle 3,268$ | $\triangle$ 6.9\% | 2 | 0.0\% |
| sales (main items) SPOT (S) | 7,913 | 7,622 | $\triangle 290$ | $\triangle 3.7 \%$ | 29,595 | 28,934 | $\triangle 661$ | $\triangle 2.2 \%$ | 151 | 0.5\% |
| T+S total | 19,416 | 18,633 | $\triangle 782$ | $\triangle 4.0 \%$ | 76,914 | 72,984 | $\triangle 3,930$ | $\triangle 5.1 \%$ | 153 | 0.2\% |
| Program sales | 1,103 | 1,085 | $\triangle 17$ | $\triangle 1.6 \%$ | 4,287 | 4,397 | 109 | 2.6\% | 1 | 0.0\% |
| Broadcasting businesses total sales | 21,088 | 20,041 | $\triangle 1,046$ | $\triangle 5.0 \%$ | 83,253 | 79,257 | $\triangle 3,995$ | $\triangle 4.8 \%$ | $\triangle 29$ | $\triangle 0.0 \%$ |
| Broadcasting businesses expenses | 17,110 | 16,254 | $\triangle 855$ | $\triangle 5.0 \%$ | 67,215 | 63,525 | $\triangle 3,689$ | $\triangle 5.5 \%$ | 30 | 0.0\% |
| Of which, program production expenses | 9,457 | 8,559 | $\triangle 897$ | $\triangle 9.5 \%$ | 37,172 | 33,444 | $\triangle 3,728$ | $\triangle 10.0 \%$ | 244 | 0.7\% |
| (Previous year's announced figures/broadcasting businesses cost) | $(15,112)$ | - |  |  | $(59,273)$ | - |  |  |  |  |
| Broadcasting businesses income | 3,978 | 3,787 | $\triangle 191$ | $\triangle 4.8 \%$ | 16,037 | 15,731 | $\triangle 306$ | $\triangle 1.9 \%$ | $\triangle 59$ | $\triangle 0.4 \%$ |
| (Previous year's announced figures/broadcasting gross margin) | $(5,976)$ |  |  | - | $(23,979)$ |  | - | $\cdots$ | , | $\cdots$ |
| Overview of rights businesses |  |  |  |  |  |  |  |  |  |  |
| Rights businesses sales Anime | 5,705 | 6,758 | 1,052 | 18.5\% | 18,038 | 22,196 | 4,157 | 23.0\% | 664 | 3.1\% |
| Streaming business | 2,558 | 2,954 | 396 | 15.5\% | 8,535 | 10,421 | 1,885 | 22.1\% | 518 | 5.2\% |
| Events | 330 | 477 | 147 | 44.5\% | 1,141 | 1,591 | 450 | 39.4\% | $\triangle 63$ | $\triangle 3.8 \%$ |
| Rights businesses total sales | 8,594 | 10,190 | 1,596 | 18.6\% | 27,716 | 34,209 | 6,493 | 23.4\% | 1,119 | 3.4\% |
| Rights businesses expenses | 5,698 | 6,498 | 799 | 14.0\% | 17,014 | 20,406 | 3,391 | 19.9\% | 964 | 5.0\% |
| (Previous year's announced figures/rights businesses cost) | $(4,015)$ | - |  |  | $(13,792)$ | - |  |  | , | , |
| Rights businesses income | 2,895 | 3,692 | 796 | 27.5\% | 10,701 | 13,802 | 3,101 | 29.0\% | 155 | 1.1\% |
| (Previous year's announced figures/rights gross margin) | $(4,578)$ | - | $\cdots$ | $\cdots$ | $(13,923)$ | - - | $\cdots$ | $\cdots$ | - | $\cdots \cdots$ |
|  period of the previous fiscal year have also been restated. |  |  |  |  |  |  |  |  |  |  |

Changes in SPOT Percentage


Changes in Share of SPOT Area


4Q of the Fiscal Year Ended March 31, 2023 (January to March) Ranking by SPOT Business Type

| Business type | 3Q composition ratio | Difference from the <br> previous years <br> composition ratio | YoY change in <br> sales |
| :--- | ---: | ---: | ---: |
| Restaurants/services | $20.1 \%$ | 0.7 pt | $\triangle 2.1 \%$ |
| Financial/insurance | $12.4 \%$ | 3.2 pt | $27.6 \%$ |
| Information/telecoms | $11.1 \%$ | $\triangle 4.4 \mathrm{pt}$ | $\triangle 32.1 \%$ |
| Real estate/residential facilities | $7.6 \%$ | 1.5 pt | $18.5 \%$ |
| Distribution/retail | $6.2 \%$ | 2.6 pt | $63.3 \%$ |
| Beverages/luxury foods | $6.0 \%$ | $\triangle 1.8 \mathrm{pt}$ | $\triangle 27.6 \%$ |
| Transportation/leisure | $5.3 \%$ | 2.1 pt | $55.5 \%$ |
| Automobiles/related items | $4.5 \%$ | 0.6 pt | $9.0 \%$ |
| Chemicals/pharmaceuticals | $4.4 \%$ | 1.0 pt | $23.9 \%$ |
| Foods | $4.1 \%$ | 0.1 pt | $\triangle 2.4 \%$ |
| Hobbies/sports | $4.0 \%$ | $\triangle 1.8 \mathrm{pt}$ | $\triangle 34.9 \%$ |
| Public sector/associations | $3.4 \%$ | $\triangle 1.8 \mathrm{pt}$ | $\triangle 37.9 \%$ |
| Education/medical services | $2.2 \%$ | 0.7 pt | $35.5 \%$ |
| Energy/materials/machinery | $1.9 \%$ | 0.1 pt | $\triangle 1.6 \%$ |
| Household appliances/AV/precision devices | $1.8 \%$ | $\triangle 2.0 \mathrm{pt}$ | $\triangle 54.2 \%$ |
| Fashion/accessories | $1.8 \%$ | 0.8 pt | $68.6 \%$ |
| Household furnishings and articles | $1.2 \%$ | 0.5 pt | $59.0 \%$ |
| Cosmetics/toiletries | $1.1 \%$ | $\triangle 0.8 \mathrm{pt}$ | $\triangle 44.4 \%$ |
| Publishing | $0.9 \%$ | $\triangle 1.4 \mathrm{pt}$ | $\triangle 64.6 \%$ |

Fiscal Year Ended March 31, 2023 (April to March)(Full Year) Ranking by SPOT Business Type

| Business type | Full-year composition <br> ratio | Difference from the <br> previous year's <br> composition ratio | Yoy change in sales |
| :--- | ---: | ---: | ---: |
| Restaurants/services | $16.7 \%$ | 3.0 pt | $18.2 \%$ |
| Information/telecoms | $14.0 \%$ | $\triangle 1.4 \mathrm{pt}$ | $\triangle 12.0 \%$ |
| Financial/insurance | $8.9 \%$ | $\triangle 0.1 \mathrm{pt}$ | $\triangle 4.4 \%$ |
| Beverages/luxury foods | $8.7 \%$ | $\triangle 0.5 \mathrm{pt}$ | $\triangle 7.9 \%$ |
| Distribution/retail | $7.2 \%$ | 2.9 pt | $62.2 \%$ |
| Foods | $5.8 \%$ | $\triangle 0.7 \mathrm{pt}$ | $\triangle 13.1 \%$ |
| Chemicals/pharmaceuticals | $5.4 \%$ | 0.6 pt | $8.2 \%$ |
| Transportation/leisure | $5.1 \%$ | 0.9 pt | $18.3 \%$ |
| Hobbies/sports | $5.0 \%$ | $\triangle 1.7 \mathrm{pt}$ | $\triangle 27.8 \%$ |
| Real estate/residential facilities | $4.1 \%$ | 0.5 pt | $10.2 \%$ |
| Public sector/associations | $3.7 \%$ | $\triangle 1.4 \mathrm{pt}$ | $\triangle 29.4 \%$ |
| Automobiles/related items | $3.7 \%$ | $\triangle 0.1 \mathrm{pt}$ | $\triangle 4.6 \%$ |
| Housenold appliances/AV/precision devices | $3.0 \%$ | $\triangle 1.5 \mathrm{pt}$ | $\triangle 36.0 \%$ |
| Household furnishings and articles | $1.9 \%$ | 0.2 pt | $8.0 \%$ |
| Energy/materials/machinery | $1.8 \%$ | 0.4 pt | $26.6 \%$ |
| Cosmetics/toiletries | $1.7 \%$ | $\triangle 1.1 \mathrm{pt}$ | $\triangle 41.1 \%$ |
| Education/medical services | $1.2 \%$ | 0.3 pt | $29.4 \%$ |
| Fashion/accessories | $1.1 \%$ | 0.2 pt | $21.3 \%$ |
| Publishing | $1.0 \%$ | $\triangle 0.4 \mathrm{pt}$ | $\triangle 31.0 \%$ |

Individual Viewing Rates for FY2022

|  | All TV stations |  |  | NTV | TV <br> Asahi | TBS | Fuji <br> Television | NHK | Others |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Golden Hours | 32.3 | 3.2 | 9.8 | 5.8 | 5.6 | 4.3 | 3.8 | 5.2 | 4.0 |
| 19:00-22:00 | -3. 5 | -0.3 | -0.1 | -0.4 | -0.2 | -0.3 | -0.7 | -1.2 | -0.3 |
| All day | 19.6 | 1.2 | 6.3 | 3.6 | 3.6 | 2.8 | 2.4 | 2.9 | 2.4 |
| 06:00-24:00 | -2. 2 | -0.2 | -0.2 | -0.4 | -0.2 | -0.2 | -0. 5 | -0.5 | -0.3 |
| Prime Time | 30.3 | 2.8 | 9.1 | 5.4 | 5.6 | 4.2 | 3.8 | 4.5 | 3.7 |
| 19:00-23:00 | -3. 3 | -0.3 | -0.1 | -0.4 | -0.2 | -0.3 | -0.6 | -1.0 | -0.3 |

Upper figures: Viewing rates (\%)
Lower figures: YoY change (\% points)
Share of total: Percentage of the total viewing rate for all TV stations accounted for by the Company

Changes in Individual Viewing Rates
(\%)


Household Viewing Rates Results for FY2022

|  | All TV stations |  | NTV | TV Asahi | TBS | Fuji <br> Television | NHK | Others |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Golden Hours | 51.5 | 5.5 | 9.3 | 9.5 | 7.0 | 6.2 | 9.1 | 7.6 |
| 19:00-22:00 | -5.7 | -0.7 | -0.8 | -0.6 | -0.6 | -1.1 | -2.2 | -0.7 |
| All day | 34.2 | 2.3 | 6.4 | 6.6 | 5.1 | 4.3 | 5.4 | 4.8 |
| 06:00-24:00 | -4. 5 | -0.3 | -0.8 | -0.6 | -0. 5 | -1.0 | -1.0 | -0.6 |
| Prime Time | 48.9 | 4.8 | 8.8 | 9.6 | 7.0 | 6.2 | 8.0 | 7.0 |
| 19:00-23:00 | -5.6 | -0.7 | -0.9 | -0.7 | -0.7 | -1.1 | -1.7 | -0.7 |

Upper figures: Viewing rates (\%) Lower figures: YoY change (\% points)

Changes in Household Viewing Rates


| Anime Full-Year Sales Categories |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Regional Category | Full-Year Sales Categories |  |  |  |
|  | FY23/3 | Yor change |  | \% of total |
|  | full year | Amount | \% |  |
| Japan | 4,000 | 510 | 14.6\% | 18.0\% |
| Overseas | 18,195 | 3,647 | 25.1\% | 82.0\% |
| Anime total | 22,196 | 4,157 | 23.0\% |  |

Streaming Business Full-Year Sales Categories
(Million yen)

|  | Full-Year Sales Categories |  |  |  |
| :---: | ---: | ---: | ---: | ---: |
|  | FY23/3 | YoY change |  | $\%$ of total |
| Category | full year | Amount | $\%$ |  |
| Japan:Video streaming | 7,512 | 1,509 | $25.1 \%$ | $72.1 \%$ |
| Japan:Others * | 2,415 | 288 | $13.6 \%$ | $23.2 \%$ |
| Overseas | 494 | 88 | $21.7 \%$ | $4.7 \%$ |
| Streaming business total | 10,421 | 1,885 | $22.1 \%$ |  |

[^0]Anime
Full Year Ranking by Title

## Net sales

(1)NARUTO
(2) BORUTO
(3) YU-GI-OH!
(4) BLEACH
(5) Pokémon

## Gross margin

(1)NARUTO
(2)BORUTO
(3)Pokémon
(4) YU-GI-OH!
(5) BLEACH

Contents Full Year Ranking by Title Net sales

[^1](Million yen)

|  | Accounting Period (January to March) |  |  |  | Cumulative Period (April to March) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY22/3 4Q | FY23/3 4Q | YoY change |  | FY22/3 <br> full year | FY23/3 <br> full year | YoY change |  |
|  |  |  | Amount | \% |  |  | Amount | \% |
| Net sales | 4,237 | 4,093 | $\triangle 144$ | $\triangle 3.4 \%$ | 17,176 | 16,864 | $\triangle 312$ | $\triangle 1.8 \%$ |
| TIME | 2,662 | 2,553 | $\triangle 109$ | $\triangle$ 4.1\% | 10,908 | 10,650 | $\triangle 257$ | $\triangle 2.4 \%$ |
| SPOT | 1,222 | 1,249 | 27 | 2.2\% | 4,955 | 4,892 | $\triangle 62$ | $\triangle 1.3 \%$ |
| Others | 352 | 289 | $\triangle 62$ | $\triangle 17.8 \%$ | 1,312 | 1,321 | 8 | 0.6\% |
| Operating expenses | 4,275 | 3,491 | $\triangle 784$ | $\triangle 18.3 \%$ | 14,946 | 14,550 | $\triangle 395$ | $\triangle 2.6 \%$ |
| Cost of sales, | 1,767 | 1,261 | $\triangle 505$ | $\triangle 28.6 \%$ | 6,479 | 6,041 | $\triangle 438$ | $\triangle 6.8 \%$ |
| Other expenses | 1,290 | 1,060 | $\triangle 230$ | $\triangle 17.8 \%$ | 4,158 | 4,257 | 99 | 2.4\% |
| Indirect expenses | 1,217 | 1,169 | $\triangle 47$ | $\triangle 3.9 \%$ | 4,307 | 4,251 | $\triangle 55$ | $\triangle 1.3 \%$ |
| Operating income | $\triangle 38$ | 601 | 639 | - | 2,230 | 2,313 | 83 | 3.7\% |

(Payout ratio $=$ Dividend per share/ Basic earnings per share)

|  | 2Q-end | Year-end | Annual | Payout ratio |
| :---: | :---: | :---: | :---: | :---: |
| FY2019 | 15yen | $25 y e n$ | $40 y e n$ | $43.7 \%$ |
| FY2020 | $15 y e n$ | $25 y e n$ | $40 y e n$ | $43.9 \%$ |
| FY2021 | $15 y e n$ | $45 y e n$ | $60 y e n$ | $27.9 \%$ |
| FY2022 | $15 y e n$ | $65 y e n$ <br> commemorative edividend of 10yen | $80 y e n$ <br> commemorative dividend of 10yen | $32.8 \%$ |
| FY2023 <br> (forecast) | $15 y e n$ | $65 y e n$ | $80 y e n$ | $30.7 \%$ |

[^2]In accordance with the current profit structure, from the fiscal year ending March 31, 2024, there will be three segments: "terrestrial/BS broadcasting" the core business; "amine/streaming" which is positioned as a growth engine, and "shopping/others" the third pillar not belonging to the above segments.
(Million yen)

| Net sales | FY23/3 results (Reference value based on new segments) | $\begin{aligned} & \text { FY24/3 } \\ & \text { forecasts } \end{aligned}$ | YoY change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Terrestrial/BS broadcasting businesses | 99,608 | 100,550 | 941 | 0.9\% |
| Anime/streaming businesses | 44,074 | 47,122 | 3,048 | 6.9\% |
| Shopping/others businesses | 13,920 | 18,889 | 4,969 | 35.7\% |
| Total consolidated net sales | 150,963 | 157,000 | 6,036 | 4.0\% |
| Expenses |  |  |  |  |
| Terrestrial/BS broadcasting businesses | 94,969 | 96,035 | 1,066 | 1.1\% |
| Anime/streaming businesses | 38,756 | 41,758 | 3,001 | 7.7\% |
| Shopping/others businesses | 13,662 | 18,068 | 4,406 | 32.3\% |
| Total consolidated operating expenses | 141,733 | 147,500 | 5,766 | 4.1\% |
| Operating income |  |  |  |  |
| Terrestrial/BS broadcasting businesses | 4,639 | 4,514 | $\triangle 124$ | $\triangle 2.7 \%$ |
| Anime/streaming businesses | 5,317 | 5,363 | 46 | 0.9\% |
| Shopping/others businesses | 258 | 821 | 563 | 218.1\% |
| Total consolidated operating income | 9,229 | 9,500 | 270 | 2.9\% |
| Ordinary income | 9,378 | 9,500 | 121 | 1.3\% |
| Profit (loss) attributable to owners of parent | 6,724 | 7,100 | 375 | 5.6\% |

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 trends in economic activity could cause actual business results to differ significantly.

## TV TOKYO Full-Year Financial Results Forecasts for the Fiacal Year Ending March 31, 2024

 result, facility usage fees (part of broadcasting business expenses) paid by TV TOKYO to TV TOKYO Holdings have been reclassified as indirect expenses. This change will have no impact on TV TOKYO's non-consolidated operating income.
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.


[^0]:    * Refers to sales from sources other than video streaming, such as packaged sales of DVD, etc., program sales to BS and CS broadcasting, and box-office revenue.

[^1]:    ${ }^{(1) K i m i n i ~ T o d o k e ~(F r o m ~ m e ~ t o ~ y o u) ~}$
    (2)Hiyama Kentaro no Ninshin (Pregnancy of Hiyama Kentaro)
    (3)Minato Shoji Koin Randorī (Minato's laundromat)
    (4)Kichijoji Rūzāzu (Kichijoji losers)
    (5)Akai Nāsukōru (Red nurse call)

[^2]:    *The total payout ratio for FY2022 is 46.3\%
    Total payout ratio $=$ (Total amount of dividends + Total amount of treasury shares acquired)/ Profit attributable to owners of parent

