

FY3/19 Results Materials

(Fiscal Year ended March 31, 2019)

May 17, 2019

Fuji Media Holdings, Inc.

These materials are an English translation of the original document in Japanese. The Company's performance forecasts and other information are based on the Company's understanding as of the time the earnings presentation materials were prepared.

These materials may contain information about financial targets, forecasts, and other forward looking statements regarding Fuji Media Holdings, Inc., its affiliates, and investees. Actual results may differ substantially due to a variety of factors, including changes in business management, economic conditions, financial markets, and other circumstances.

"FY3/19" means the fiscal year ended March 31, 2019.

The period from January 1, 2019 to March 31, 2019 is referred to as "4Q."

FY3/19 Consolidated Results

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/18	FY3/19	YoY		FY3/19 Forecast (Announced on Feb.5)	FY3/19 - Forecast	
Net Sales	646,536	669,230	22,694	3.5%	654,000	15,230	102.3%
Operating Income	25,258	34,709	9,451	37.4%	32,500	2,209	106.8%
Ordinary Income	35,120	41,975	6,855	19.5%	39,100	2,875	107.4%
Net income attributable to owners of the parent	24,956	23,627	(1,329)	(5.3)%	25,000	(1,372)	94.5%

Net Sales and Operating Income by Segment

<April 1, 2018 to March 31, 2019>

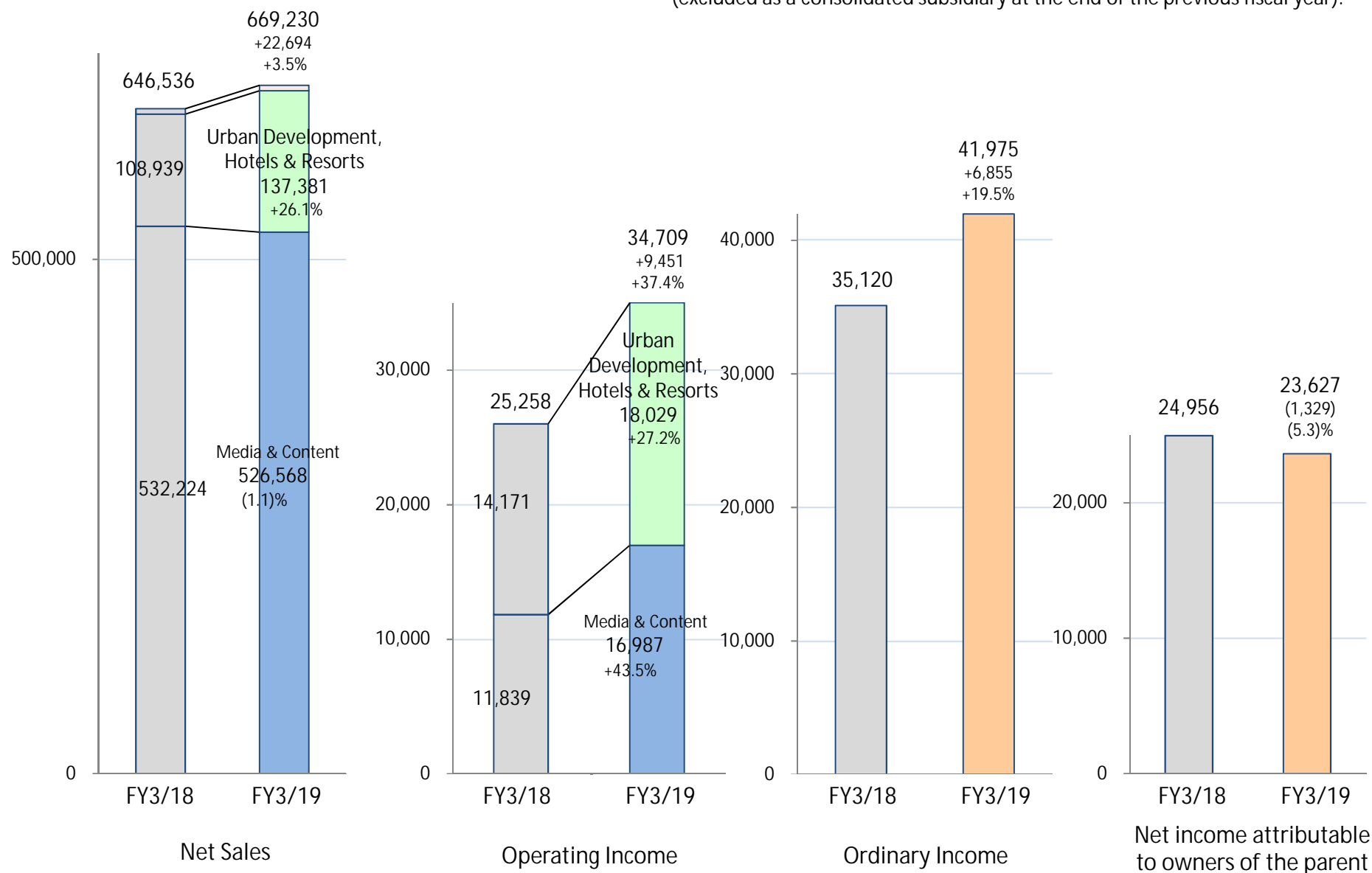
Millions of yen

	Business Segment				Total	Adjustment	Consolidated statement of income
		Media & Content	Urban Development, Hotels & Resorts	Other			
Net Sales	FY3/19	526,568	137,381	19,062	683,012	(13,781)	669,230
	FY3/18	532,224	108,939	20,105	661,269	(14,732)	646,536
	YoY	(5,655)	28,441	(1,042)	21,743	951	22,694
	YoY%	(1.1)%	26.1%	(5.2)%	3.3%	-	3.5%
Operating Income	FY3/19	16,987	18,029	555	35,573	(863)	34,709
	FY3/18	11,839	14,171	662	26,673	(1,415)	25,258
	YoY	5,147	3,858	(106)	8,899	551	9,451
	YoY%	43.5%	27.2%	(16.1)%	33.4%	-	37.4%

FY3/19 Consolidated Results (Year-on-Year)

Millions of yen

Note: The "Media & Content" segment for the previous fiscal year includes the three companies of Sankei Living Shimbun, Living Pro-seed, and Pony Canyon Enterprise (excluded as a consolidated subsidiary at the end of the previous fiscal year).



FY3/19 Financial Highlights

Consolidated operating income of ¥34.7 billion

Increase in Revenue and Operating Income

Media & Content

Fuji TV

- Fuji TV's earnings increased, bolstered by major hit movies *CODE BLUE: The Movie*, *SHOPLIFTERS*, and *MASQUERADE HOTEL*, and popular events such as Cirque du Soleil's *KURIOS* and the VERMEER exhibit. As a result, segment earnings rose overall.
- First revenue gain since FY3/12, second consecutive year of earnings increases.

Pony Canyon

- Increase in revenue and operating income from expansion in share of sales from non-package areas, with strong performance in music and video streaming, as well as event ticket and goods sales.
- Extraordinary loss recorded on withdrawal from new business.

Dinos Cecile

- TV shopping performance was positive, but mainstay catalogue sales declined, leading to an overall decrease in revenue and earnings.
- The Cecile business failed to achieve its plan, and recorded an impairment loss.

Urban Development, Hotels & Resorts

Sankei Building/GRANVISTA

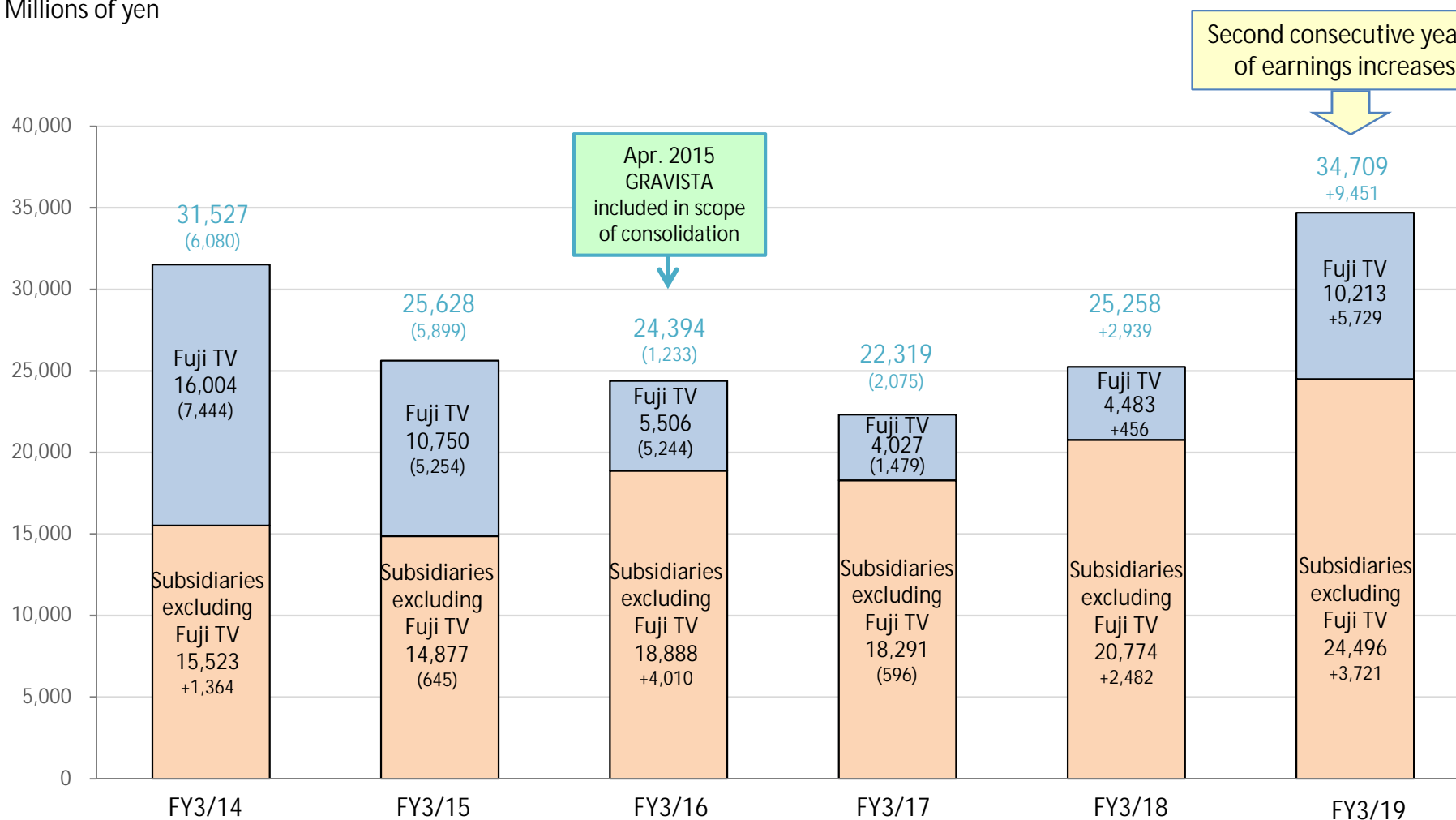
- Sankei Building: Revenue and earnings gain on a full-year operating period for new leased office buildings, and gain on sales that exceeded forecasts following the formation of a REIT.
- GRANVISTA: Revenue and earnings decline stemming from the temporary closure or sale of certain hotels, as well as the impact from natural disasters such as typhoons and earthquakes.
- Revenue and earnings increased for the segment overall.

Overview of FY3/19 Consolidated Results

Full-year consolidated operating income over the last six years

Note: The figure for "Subsidiaries excluding Fuji TV" is the difference between consolidated operating income and Fuji TV's operating income.

Millions of yen



Summary of Media & Content Segment by Company

<April 1, 2018 to March 31, 2019>

Millions of yen

	Net Sales			Operating Income		
	FY3/18	FY3/19	YoY	FY3/18	FY3/19	YoY
Fuji Television	260,677	267,970	7,293 2.8%	4,483	10,213	5,729 127.8%
BS Fuji	18,011	18,455	444 2.5%	2,601	2,200	(401) (15.4)%
Nippon Broadcasting System	14,400	14,071	(329) (2.3)%	21	43	21 103.7%
Fuji Creative Corporation	14,626	14,638	12 0.1%	1,148	1,150	2 0.2%
Kyodo Television	14,394	16,908	2,514 17.5%	316	356	40 12.7%
Pony Canyon	33,587	36,061	2,473 7.4%	365	422	57 15.6%
Dinos Cecile	113,831	107,881	(5,950) (5.2)%	1,281	855	(425) (33.2)%
Quaras	44,514	48,679	4,165 9.4%	521	790	269 51.6%
Others and adjustment	18,180	1,900	-	1,099	953	-
Total	532,224	526,568	(5,655) (1.1)%	11,839	16,987	5,147 43.5%

Note: The "Others and adjustment" for the previous fiscal year includes the three companies of Sankei Living Shimbun, Living Pro-seed, and Pony Canyon Enterprise (excluded as a consolidated subsidiary at the end of the previous fiscal year).

Summary of Urban Development, Hotels & Resorts Segment by Company

<April 1, 2018 to March 31, 2019>

Millions of yen

	Net Sales			Operating Income		
	FY3/18	FY3/19	YoY	FY3/18	FY3/19	YoY
Sankei Building	69,009	88,057	19,048 27.6%	9,654	15,990	6,336 65.6%
GRANVISTA Hotels & Resorts	28,152	25,244	(2,907) (10.3)%	2,552	1,405	(1,146) (44.9)%
Others and adjustment	11,778	24,079	-	1,964	633	-
Total	108,939	137,381	28,441 26.1%	14,171	18,029	3,858 27.2%

Main Items in Non-Operating Income and Expenses

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/18	FY3/19	YoY	
Non-operating income				
Dividends income	2,987	2,943	(44)	(1.5)%
Equity in earnings of affiliates	5,619	3,025	(2,594)	(46.2)%
Other	3,073	3,169	96	3.1%
Total	11,680	9,137	(2,542)	(21.8)%
Non-operating expenses				
Interests	1,204	1,169	(34)	(2.9)%
Loss on investments in partnership	154	122	(31)	(20.4)%
Other	460	579	119	26.0%
Total	1,818	1,872	53	2.9%

Main Items in Extraordinary Gain and Loss

<April 1, 2018 to March 31, 2019>

Millions of yen

April 1, 2018 to March 31, 2019)

	FY3/18	FY3/19	YoY	
Extraordinary gain				
Gain on sales of investment securities	2,820	1,638	(1,181)	(41.9)%
Compensation for forced relocation	-	497	497	-
Other	393	297	(96)	(24.4)%
Total	3,214	2,433	(780)	(24.3)%
Extraordinary loss				
Impairment loss	237	6,326	6,089	-
Loss on withdrawal from business	-	816	816	-
Loss on business restructuring	1,661	-	(1,661)	-
Other	4,375	909	(3,465)	(79.2)%
Total	6,274	8,052	1,778	28.3%

Fuji TV Results

FY3/19 Fuji TV Results

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/18	FY3/19	YoY	
Net Sales	260,677	267,970	7,293	2.8%
Operating Income	4,483	10,213	5,729	127.8%
Ordinary Income	4,829	10,449	5,620	116.4%
Net Income	2,647	6,936	4,289	162.0%

Broadcasting Business: Revenues and Cost

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/19	YoY	
Broadcasting Business Revenues	218,497	(4,304)	(1.9)%
Broadcasting	186,283	(4,402)	(2.3)%
Network time	80,449	592	0.7%
Local time	13,290	(165)	(1.2)%
Spot	92,543	(4,828)	(5.0)%
Other Broadcasting	32,213	98	0.3%
Program sales	16,895	(532)	(3.1)%
CS broadcasting and Other	15,318	630	4.3%
Cost of Broadcasting Business	148,286	(4,895)	(3.2)%

Spot Advertising YoY Trend by Industry

Jan. – Mar. 2019

***Administrative accounting base**

Industry	Share Last Year	Share	YoY
Information/ Telecommunication/ Broadcasting	14.6%	15.4%	2.9%
Cosmetic/Toiletries	10.3%	10.0%	(6.0)%
Fast Foods/Services	8.9%	9.0%	(1.7)%
Autos	8.6%	8.3%	(5.9)%
Finance/Insurance	7.1%	7.5%	2.7%
Foods	6.4%	6.2%	(5.7)%
Publications/ Entertainment	4.6%	5.4%	12.9%
Pharmaceuticals/ Medical Products	4.6%	5.3%	11.5%
Travel/Leisure	3.6%	4.6%	25.6%

Industry	Share Last Year	Share	YoY
Beverage(Non-Alcoholic)	5.8%	4.5%	(25.0)%
Real Estate/Housing	4.6%	3.9%	(18.5)%
Office/Precision/ Optical Equipment	2.4%	3.6%	47.8%
Distribution/Retail	3.9%	3.6%	(12.0)%
Apparel/Accessories	4.6%	2.9%	(37.8)%
Telephone Services	3.4%	2.9%	(15.1)%
Beverage (Alcoholic)	2.5%	2.1%	(18.7)%
Energy/Machinery	0.8%	2.0%	137.6%
Consumer Electronics	1.0%	1.1%	3.3%
Others	2.2%	1.6%	(29.8)%

Production Costs

Millions of yen

	FY3/18	FY3/19	YoY
1Q	20,495	19,283	(5.9)%
2Q	20,305	19,259	(5.2)%
1H	40,801	38,543	(5.5)%
3Q	19,960	18,572	(7.0)%
4Q	19,922	20,571	3.3%
2H	39,882	39,143	(1.9)%
Full Year	80,684	77,686	(3.7)%

* Direct costs of in-house production and program purchases

Other Businesses: Revenues and Cost

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/19	YoY	
Other Businesses Revenues	49,473	11,597	30.6%
Event	17,242	7,804	82.7%
Movie	10,600	3,593	51.3%
Digital	9,805	594	6.5%
Merchandising	6,552	1,294	24.6%
Video	1,531	(732)	(32.3)%
Other	3,740	(957)	(20.4)%
Cost of Other Businesses	38,321	8,152	27.0%

SG&A and Non-Operating Income/Expenses

<April 1, 2018 to March 31, 2019>

Millions of yen

	FY3/19	YoY	
SG&A	71,149	(1,693)	(2.3)%
Selling expenses	50,856	(554)	(1.1)%
General and administrative expenses	20,292	(1,138)	(5.3)%
Operating Expenses	257,757	1,563	0.6%
Operating Income	10,213	5,729	127.8%
Non-operating income	539	(51)	(8.7)%
Non-operating expenses	304	58	23.7%
Ordinary Income	10,449	5,620	116.4%

FY3/20 Earnings Forecasts

Year ending March 31, 2020

Highlights of FY3/20 Earnings Forecasts

Operating income forecast of ¥28.5 billion, as per the medium-term strategy plan FY3/20 consolidated results forecast.

Media & Content

Fuji TV

- Aim to increase broadcasting revenue by strengthening the timetable with strategic investments to increase production spending, concentrating on regular programming.
- Continue to implement structural reforms to achieve greater efficiency in general administrative costs.

Pony Canyon

- Further expansion in the non-package areas, including live events, overseas business, and direct sales.

Dinos Cecile

- Increase sales and the number of active customers by further enhancing the efficiency of mediums, repositioning of strength genres, and online integration including shops on external e-commerce sites.

Urban Development, Hotels & Resorts

Sankei Building/GRANVISTA

- Sankei Building: Conservative estimation of selling profit plan, for forecast decline in revenue and earnings.
- GRANVISTA: Revenue and operating income gains expected as a result of full-year operation of Intergate Hotels opened at the end of the previous fiscal year, and recovery from the negative impact of natural disasters.

FY3/20 Consolidated Earnings Forecast

<April 1, 2019 to March 31, 2020>

Millions of yen

	FY3/19	FY3/20	YoY	
Net Sales	669,230	639,500	(29,730)	(4.4)%
Operating Income	34,709	28,500	(6,209)	(17.9)%
Ordinary Income	41,975	34,000	(7,975)	(19.0)%
Net Income Attributable to Owners of the Parent	23,627	33,900	10,272	43.5%

Full-year Projections for Terrestrial TV Advertising Revenue

<April 1, 2019 to March 31, 2020>

Network Time	Local Time	Spot	Total broadcasting revenues	
0.7%	(1.4)%	3.6%	2.0%	(YoY)

FY3/20 Segment Forecasts

<April 1, 2019 to March 31, 2020>

Millions of yen

	Business Segment				Total	Adjustment	Consolidated statement of income
		Media & Content	Urban Development, Hotels & Resorts	Other			
Net Sales	FY3/20 forecast	518,000	112,800	19,600	650,400	(10,900)	639,500
	FY3/19	526,568	137,381	19,062	683,012	(13,781)	669,230
	YoY%	(1.6)%	(17.9)%	2.8%	(4.8)%	-	(4.4)%
Operating Income	FY3/20 forecast	17,900	11,500	500	29,900	(1,400)	28,500
	FY3/19	16,987	18,029	555	35,573	(863)	34,709
	YoY%	5.4%	(36.2)%	(10.0)%	(15.9)%	-	(17.9)%

CAPEX Plan and Depreciation and Amortization

Millions of yen

		FY3/19 (Actual)	FY3/20 (Plan)	FY3/21 (Plan)
CAPEX	Consolidated	74,784	52,900	53,600
	Fuji TV	7,842	10,000	10,000
	Urban Development, Hotels & Resorts	46,581	32,800	39,100
	Fuji Media HD	14,996*	1,100	800
Depreciation and amortization	Consolidated	17,645	17,800	19,200
	Fuji TV	7,134	6,700	7,500
	Urban Development, Hotels & Resorts	5,109	5,600	6,300
	Fuji Media HD	1,869	2,000	2,000

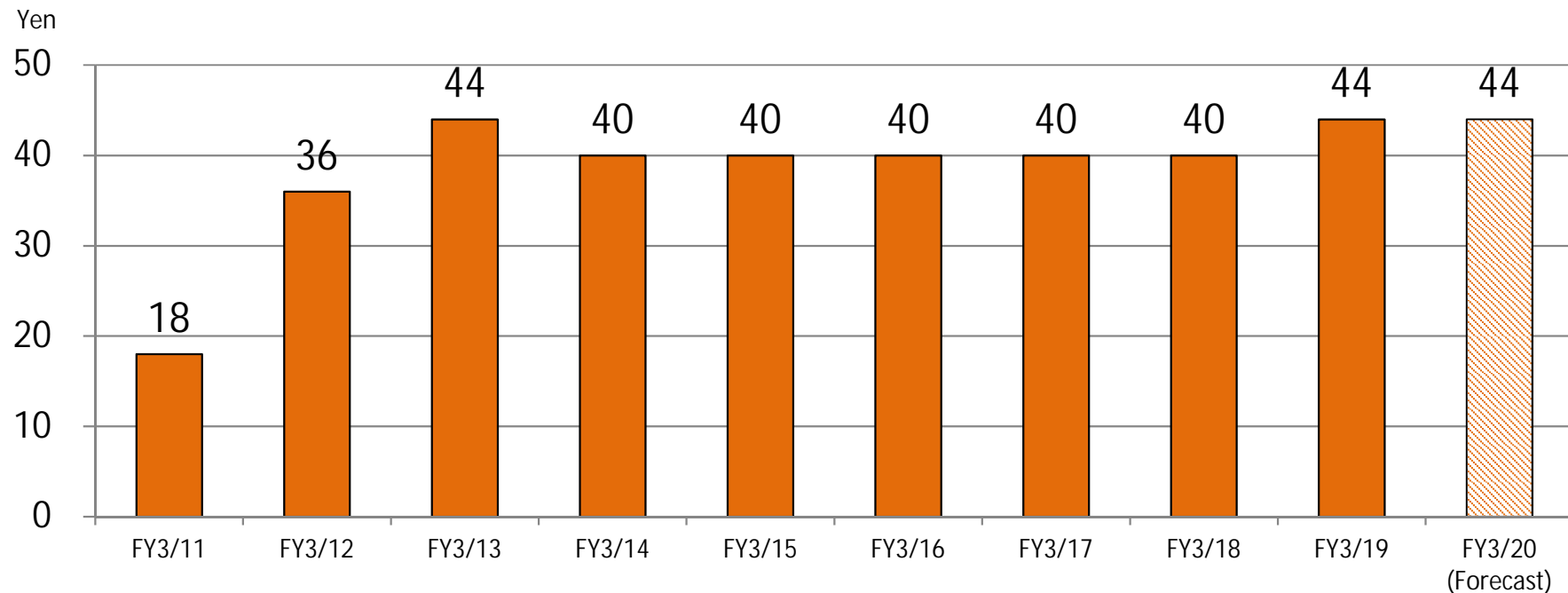
*Includes purchase of land (limited land rights) for the head office building.

Shareholder Returns

FY3/19 Year-end Dividends ¥22 Annual Dividends ¥44

FY3/20 Annual Dividends ¥44 (Forecast)

The FY3/19 year-end dividend payments comprise a 20 yen per share dividend on ordinary shares, and a commemorative dividend of 2 yen per share to mark the 10th anniversary of the transition to a certified broadcast holding company, and the 60th anniversary of Fuji Television Inc.



Note: Fuji Media Holdings adopted the unit share system, and implemented a share split at the ratio of 100 shares for each share of common stock, effective October 1, 2013. Previous dividend figures have been calculated with the number of shares following the split.

Segment Information (Consolidated Subsidiaries)

Segment	Company Name	No. of Companies
Media & Content	Fuji Television Network, Fuji Satellite Broadcasting (BS Fuji), Nippon Broadcasting System, Sendai Television, Fuji Creative Corporation, Kyodo Television, Pony Canyon, Fujipacific Music, Dinos Cecile, Quaras, Fusosha Publishing, Fuji Games, NEXTEP TV WORKSHOP, Fuji Art, Fuji Media Technology, Kyodo Edit, Vasc, Van Eight Production, Basis, Fuji Music Partners, EXIT TUNES, Shinko Music Publishers, Dinos Cecile Communications, FUJI MUSIC GROUP, ARC/CONRAD MUSIC	25
Urban Development, Hotels & Resorts	The Sankei Building, GRANVISTA Hotels & Resorts, The Sankei Building Management, The Sankei Bldg Techno, Sankei Building Well Care, Sankei Kaikan, Koshien Development, Sankei Building Asset Management, SKB USA, SKB SEATTLE, SKB PORTLAND	11
Other	Fujimic, Nippon Broadcasting Project, FUJI CAREER DESIGN, FUJISANKEI COMMUNICATIONS INTERNATIONAL	4
Total		40

Reference

FY3/20 Fuji TV Movie and Event Lineup

Movie

May 17	<i>THE CONFIDENCE MAN JP -The Movie-</i>	The popular drama from screenwriter Ryota Kosawa, who has produced numerous hits, comes to the big screen. The original <i>Confidence Man JP</i> was a Monday 21:00 drama from the April 2018 lineup.
Aug. 9	<i>ONE PIECE STAMPEDE</i>	The latest movie based on <i>One Piece</i> , the globally popular hit comic marking 20 years since its first TV anime broadcast.
Sept. 13	<i>Hit Me Anyone One More Time Koki Mitani new project</i>	The highly anticipated latest work from Koki Mitani, the writer and director who has brought so much laughter and emotion to Japan. The eighth movie from this director is set in the world of politics.
Nov. 1	<i>AT THE END OF THE MATINEE</i> (Working title)	A sad and beautiful adult love story set in Tokyo, Paris, and New York, based on the novel by Akutagawa Prize winner Keiichiro Hirano.
Autumn	<i>La Vérité</i> (Working title)	The latest work from director Hirokazu Koreeda, filmed entirely in France. His film <i>Shoplifters</i> won the Palme d'Or at the Cannes Film Festival, and marked a historical achievement with a nomination for the Academy Award for Best Foreign Language Film.

Event



Mammoth Exhibition *Will they come to life again?*

In June 2019,
the mammoth comes to Japan.

The world premiere of an ancient
mammoth excavated from permafrost.

Jun. 7 (Fri.) – Nov. 4 (Mon.), 2019
National Museum
Of Emerging Science and Innovation

Exhibit traveling to Fukuoka, Nagoya, and Osaka



Basquiat Exhibit *Made in Japan*

The first major exhibit in Japan of works
by Jean-Michel Basquiat, the legendary,
genius artist who changed the New York
art scene in the 1980s.

Sep. 21 (Sat.) – Nov. 17 (Sun.), 2019
Mori Arts Center Gallery
(Roppongi Hills Mori Tower 52F)
www.basquiat.tokyo

Sankei Building/GRANVISTA

Building Business

Building leasing business growing steadily, including the S-GATE Series of mid-sized office buildings.

Construction completed in May on the Hareza Ikebukuro hall building, expected to symbolize the Toshima Ward vision of an “international art and culture city.”

Residential Business

Pursue well-balanced development of condominiums and leased residences, shifting to a more stable business less susceptible to market conditions.



Hareza Ikebukuro Hall Building Entrance

Hotel Resort Business

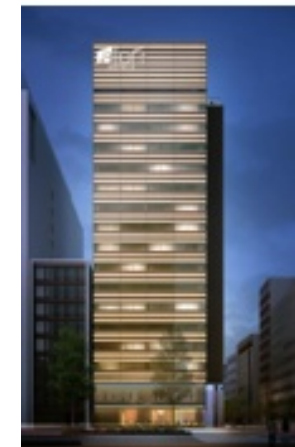
Actively develop high-quality hotels, focusing on major cities throughout Japan.

INTERGATE HOTELS opened during 2019 in Hiroshima (Jan. 15) and Kanazawa (Mar. 16)

Development started on ALOFT TOKYO GINZA.
First partnership project between Sankei Building and Marriot International.
Opening scheduled for spring 2020, 206 rooms.



Hotel Intergate Hiroshima



ALOFT TOKYO GINZA
Exterior design