

1H FY3/20 Results Materials

(Six Months ended September 30, 2019)

November 7, 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.

"FY3/20" means the fiscal year ending March 31, 2020.

The period from April 1, 2019 to September 30, 2019 is referred to as "1H."

The period from July 1, 2019 to September 30, 2019 is referred to as "2Q."

1H FY3/20 Consolidated Results

<April 1, 2019 to September 30, 2019 >

Millions of yen

	1H FY3/19	1H FY3/20	YoY		FY3/20 Forecast (Announced on May 15)	1H FY3/20 Actual/ FY3/20 Forecast	
Net Sales	292,293	316,550	24,256	8.3%	639,500	(322,949)	49.5%
Operating Income	11,223	18,277	7,054	62.9%	28,500	(10,222)	64.1%
Ordinary Income	15,079	22,692	7,612	50.5%	34,000	(11,307)	66.7%
Net income attributable to owners of the parent	10,118	28,854	18,736	185.2%	33,900	(5,045)	85.1%

Net Sales and Operating Income by Segment

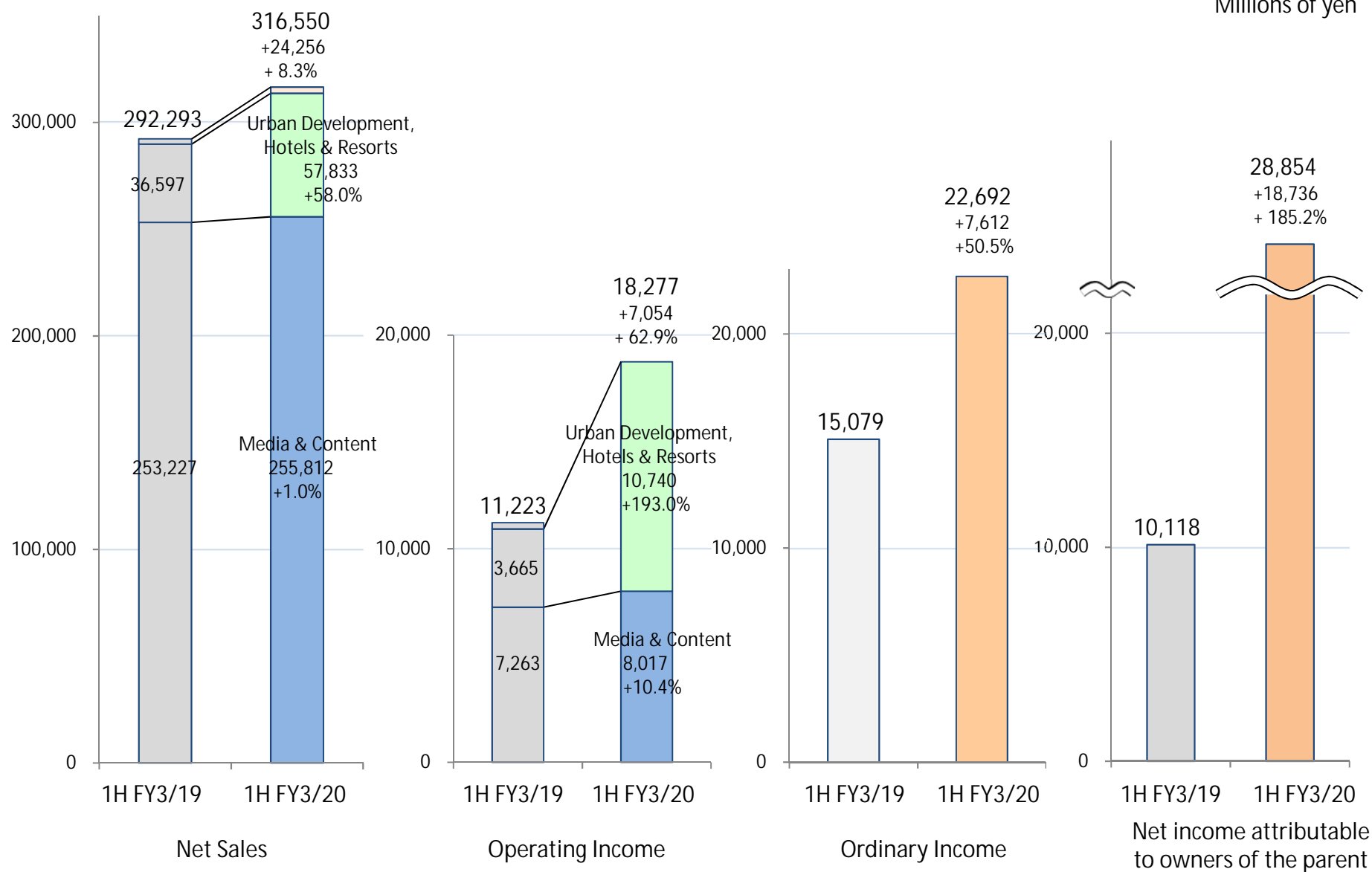
<April 1, 2019 to September 30, 2019 >

Millions of yen

	Business Segment				Total	Adjustment	Consolidated statement of income
		Media & Content	Urban Development, Hotels & Resorts	Other			
Net Sales	1H FY3/20	255,812	57,833	9,787	323,433	(6,883)	316,550
	1H FY3/19	253,227	36,597	9,167	298,993	(6,699)	292,293
	YoY	2,584	21,235	619	24,440	(183)	24,256
	YoY%	1.0%	58.0%	6.8%	8.2%	-	8.3%
Operating Income	1H FY3/20	8,017	10,740	268	19,026	(749)	18,277
	1H FY3/19	7,263	3,665	204	11,134	88	11,223
	YoY	753	7,074	64	7,892	(837)	7,054
	YoY%	10.4%	193.0%	31.4%	70.9%	-	62.9%

1H FY3/20 Consolidated Results (Year-on-Year)

Millions of yen



Summary of Media & Content Segment by Company

Millions of yen

<April 1, 2019 to September 30, 2019 >

	Net Sales			Operating Income		
	1H FY3/19	1H FY3/20	YoY	1H FY3/19	1H FY3/20	YoY
Fuji Television	130,688	127,595	(3,092) (2.4)%	4,581	4,922	340 7.4%
BS Fuji	8,437	8,326	(111) (1.3)%	1,307	869	(438) (33.5)%
Nippon Broadcasting System	6,976	7,363	387 5.6%	131	182	50 38.1%
Fuji Creative Corporation	6,524	6,957	433 6.6%	386	526	140 36.3%
Kyodo Television	7,960	6,172	(1,788) (22.5)%	148	(120)	(269) -
Pony Canyon	15,953	19,850	3,896 24.4%	(318)	(51)	266 -
Dinos Cecile	51,470	54,018	2,547 4.9%	(35)	733	768 -
Quaras	23,602	23,853	250 1.1%	378	400	21 5.6%
Others and adjustment	1,612	1,675	-	681	555	-
Total	253,227	255,812	2,584 1.0%	7,263	8,017	753 10.4%

Summary of Urban Development, Hotels & Resorts Segment by Company

<April 1, 2019 to September 30, 2019 >

Millions of yen

	Net Sales			Operating Income		
	1H FY3/19	1H FY3/20	YoY	1H FY3/19	1H FY3/20	YoY
Sankei Building	17,106	36,890	19,784 115.7%	2,272	9,103	6,831 300.7%
GRANVISTA Hotels & Resorts	13,411	14,361	949 7.1%	1,260	1,465	204 16.2%
Others and adjustment	6,079	6,580	-	133	171	-
Total	36,597	57,833	21,235 58.0%	3,665	10,740	7,074 193.0%

Main Items in Non-Operating Income and Expenses

<April 1, 2019 to September 30, 2019 >

Millions of yen

		1H FY3/19	1H FY3/20	YoY	
Non-operating income					
	Dividends income	1,721	2,001	279	16.2%
	Equity in earnings of affiliates	1,447	2,351	903	62.4%
	Other	1,581	1,084	(496)	(31.4)%
Total		4,750	5,436	686	14.4%
Non-operating expenses					
	Interests	575	536	(38)	(6.7)%
	Other	318	485	167	52.5%
Total		893	1,022	128	14.4%

Main Items in Extraordinary Gain and Loss

<April 1, 2019 to September 30, 2019 >

Millions of yen

		1H FY3/19	1H FY3/20	YoY	
Extraordinary gain					
	Gain on transfer of benefit obligation relating to employees' pension fund	-	18,832	18,832	-
	Other	734	76	(657)	(89.6)%
Total		734	18,909	18,175	-
Extraordinary loss					
	Impairment loss	10	1,536	1,526	-
	Other	500	326	(173)	(34.7)%
Total		511	1,863	1,352	264.6%

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, Shinko Music Publishers, Dinos Cecile Communications, FUJI MUSIC GROUP, ARC/CONRAD MUSIC	24
Urban Development, Hotels & Resorts	The Sankei Building, GRANVISTA Hotels & Resorts, The Sankei Building Management, The Sankei Bldg Techno, Sankei Building Well Care, Sankei Kaikan, Sankei Building Asset Management, SKB USA, SKB SEATTLE, SKB PORTLAND	10
Other	Fujimic, Nippon Broadcasting Project, FUJI CAREER DESIGN, FUJISANKEI COMMUNICATIONS INTERNATIONAL	4
Total		38

Fuji TV Results

1H FY3/20 Fuji TV Results

<April 1, 2019 to September 30, 2019 >

Millions of yen

	1H FY3/19	1H FY3/20	YoY	
Net Sales	130,688	127,595	(3,092)	(2.4)%
Operating Income	4,581	4,922	340	7.4%
Ordinary Income	4,722	5,104	381	8.1%
Net Income	3,198	14,124	10,926	341.6%

Broadcasting Business: Revenues and Cost

Millions of yen

<April 1, 2019 to September 30, 2019 >

	1H FY3/20	YoY	
Broadcasting Business Revenues	104,597	(3,008)	(2.8)%
Broadcasting	88,653	(2,801)	(3.1)%
Network time	38,852	(2,026)	(5.0)%
Local time	5,921	(685)	(10.4)%
Spot	43,880	(88)	(0.2)%
Other Broadcasting	15,943	(207)	(1.3)%
Program sales	8,348	87	1.1%
CS broadcasting and Other	7,595	(294)	(3.7)%
Cost of Broadcasting Business	73,312	(1,095)	(1.5)%

Spot Advertising YoY Trend by Industry

July–September 2019

Industry	Share Last Year	Share	YoY
Information/ Telecommunication/ Broadcasting	14.4%	13.9%	(5.5)%
Cosmetic/Toiletries	12.4%	12.1%	(4.7)%
Foods	8.3%	7.8%	(7.5)%
Beverage (Non-Alcoholic)	6.1%	7.6%	22.4%
Fast Foods/Services	7.1%	7.0%	(4.3)%
Autos	7.5%	6.8%	(10.7)%
Finance/Insurance	6.4%	6.7%	0.7%
Publications/ Entertainment	6.8%	5.1%	(27.0)%
Pharmaceuticals/ Medical Products	6.4%	5.1%	(21.9)%

Industry	Share Last Year	Share	YoY
Travel/Leisure	4.0%	4.9%	19.9%
Distribution/Retail	3.4%	4.2%	20.1%
Apparel/Accessories	4.2%	3.6%	(16.6)%
Office/Precision/ Optical Equipment	2.4%	3.3%	34.5%
Real Estate/Housing	2.8%	2.6%	(11.0)%
Consumer Electronics	1.0%	2.2%	112.2%
Beverage (Alcoholic)	2.3%	2.0%	(16.2)%
Energy/Machinery	0.8%	1.5%	89.4%
Telephone Services	2.1%	1.4%	(34.9)%
Others	1.7%	2.2%	26.8%

***Administrative accounting base**

Production Costs

Millions of yen

	FY3/19	FY3/20	YoY
1Q	19,283	18,639	(3.3)%
2Q	19,259	20,225	5.0%
1H	38,543	38,864	0.8%
3Q	18,572		
4Q	20,571		
2H	39,143		
Full Year	77,686		

* Direct costs of in-house production and program purchases

Other Businesses: Revenues and Cost

<April 1, 2019 to September 30, 2019 >

Millions of yen

	1H FY3/20	YoY	
Other Businesses Revenues	22,998	(84)	(0.4)%
Event	5,140	(3,317)	(39.2)%
Movie	6,944	1,820	35.5%
Digital	5,302	1,272	31.6%
Merchandising	3,417	478	16.3%
Video	543	(272)	(33.4)%
Other	1,649	(66)	(3.9)%
Cost of Other Businesses	17,431	(448)	(2.5)%

SG&A and Non-Operating Income/Expenses

<April 1, 2019 to September 30, 2019 >

Millions of yen

	1H FY3/20	YoY	
SG&A	31,929	(1,889)	(5.6)%
Selling expenses	22,715	(1,154)	(4.8)%
General and administrative expenses	9,213	(734)	(7.4)%
Operating Expenses	122,673	(3,433)	(2.7)%
Operating Income	4,922	340	7.4%
Non-operating income	307	(2)	(0.7)%
Non-operating expenses	125	(43)	(25.5)%
Ordinary Income	5,104	381	8.1%

FY3/20 Earnings Forecasts

(Revision: None)

FY3/20 Consolidated Earnings Forecast (Revision: None)

<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%

CAPEX Plan and Depreciation and Amortization

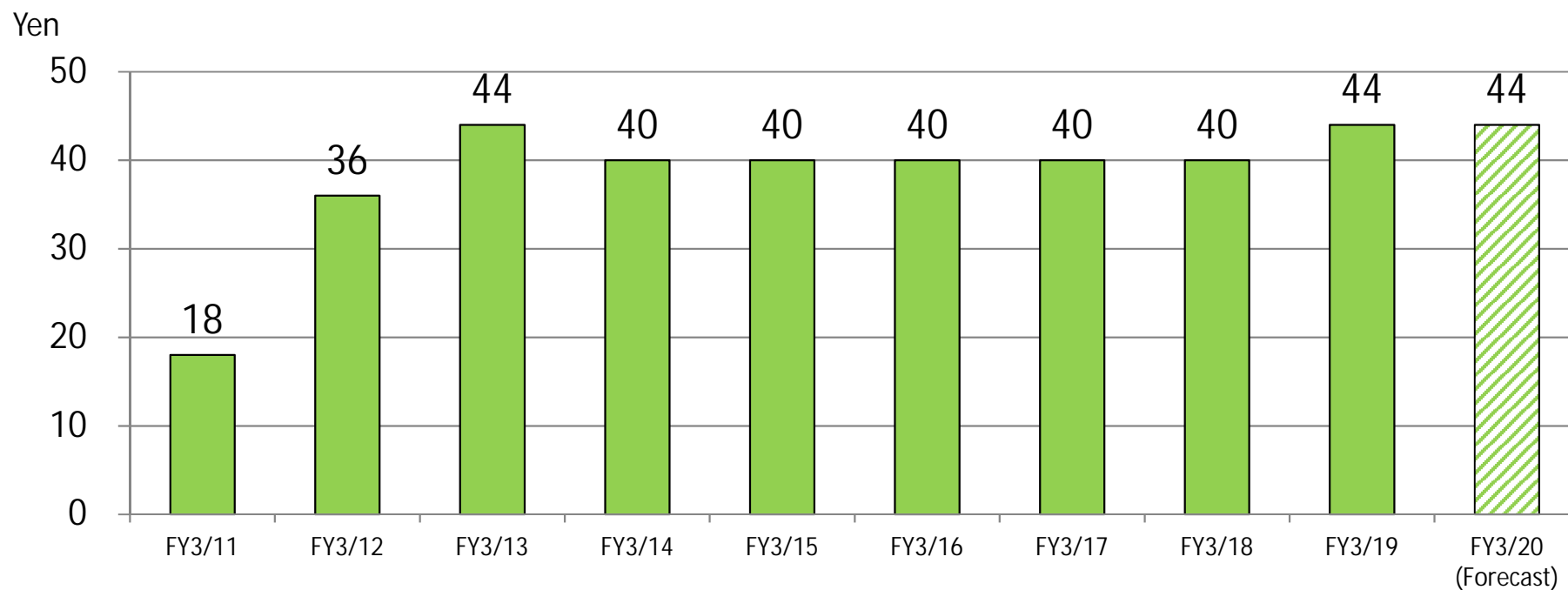
Millions of yen

		FY3/20		FY3/21 (Plan)
		1H (Actual)	Full-Year (Plan)	
CAPEX	Consolidated	18,032	52,900	53,600
	Fuji TV	4,404	10,000	10,000
	Urban Development, Hotels & Resorts	8,561	32,800	39,100
	Fuji Media HD	139	1,100	800
Depreciation and amortization	Consolidated	7,800	17,800	19,200
	Fuji TV	2,934	6,700	7,500
	Urban Development, Hotels & Resorts	2,227	5,600	6,300
	Fuji Media HD	937	2,000	2,000

Shareholder Returns

Continuation of stable dividends

FY3/20 Annual Dividends ¥44 (Forecast, No Revision)



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.

The FY3/19 interim and year-end dividend payments comprised 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.