

1H FY3/20 Financial Results Briefing
Summary of Question and Answer Session

Q. Regarding increasing ROE

Rather than taking a short-term perspective, and without harming the continuity of our business activities, we aim to enhance earnings to increase ROE.

Q. Background to the positive results in the Urban Development, Hotels & Resorts segment

The brisk real estate market, management capabilities of Sankei Building, and our proactive investment strategy boosted segment results.

Q. Outlook for the Urban Development, Hotels & Resorts segment

To increase the level of earnings over the medium term, we need to make capital investments such as development and acquisition of properties, and invest at an appropriate scale. Over the longer term, we are aiming for higher earnings from this segment.

Q. Monetizing content capabilities

We are aiming for expansion in fee-based streaming income, advertising revenue from free catch-up streaming and production fees from external streaming platforms. We plan to proactively expand ad revenue from free catch-up streaming as an addition to terrestrial broadcast revenue.

Q. Status of program ratings and ad revenue

Fuji TV is highly regarded by sponsors, as our programs are popular with the younger viewers they target. This leads to high broadcast revenue .

Q. About Fuji Games

The competitive environment for the game industry is severe. Results from the titles released up to now have not been as positive as we anticipated, but we have expectations for the next title currently in development.

Q. Status of MICE/IR

Once the Tokyo Metropolitan Government discloses its policy, and if we are able to participate in those plans, we will consider the issues in more depth.