

# **DATA BOOKLET**

**For the Fiscal Year Ended March 31, 2014**

**July 1, 2014**

 **tv asahi holdings corporation** 

# Table of Contents

|                                                              |           |
|--------------------------------------------------------------|-----------|
| <b>Outlook for FYE March 31, 2015 .....</b>                  | <b>1</b>  |
| <b>Network Time and Spot Revenues .....</b>                  | <b>2</b>  |
| <b>Spot Industry Segments .....</b>                          | <b>3</b>  |
| <b>Financial Statements</b>                                  |           |
| <b>Consolidated Balance Sheets .....</b>                     | <b>4</b>  |
| <b>Consolidated Statements of Income .....</b>               | <b>6</b>  |
| <b>Consolidated Statements of Comprehensive Income .....</b> | <b>7</b>  |
| <b>Consolidated Statements of Cash Flows .....</b>           | <b>8</b>  |
| <b>Non-consolidated Balance Sheets .....</b>                 | <b>9</b>  |
| <b>Non-consolidated Statements of Income .....</b>           | <b>11</b> |
| <b>Viewer Ratings Summary .....</b>                          | <b>13</b> |

Note: Financial data included in this document were extracted from the kessan tanshin released in Japanese. If there are any discrepancies between them, the original Japanese kessan tanshin prevails.

Note: All figures have been rounded down to the nearest million yen.

## Outlook for FYE March 31, 2015

### ■ Consolidated

|                   | Q2 ending Sept. 30, 2014 |                         | FYE March 31, 2015 |                         |
|-------------------|--------------------------|-------------------------|--------------------|-------------------------|
|                   | <i>mm of yen</i>         | <i>y-o-y growth (%)</i> | <i>mm of yen</i>   | <i>y-o-y growth (%)</i> |
| Net sales         | 138,500                  | 5.5                     | 281,500            | 5.1                     |
| TV broadcasting   | 118,600                  | 7.4                     | 243,700            | 7.1                     |
| Music publication | 3,700                    | Δ 53.4                  | 7,700              | Δ 32.8                  |
| Other businesses  | 16,200                   | 25.1                    | 30,100             | 3.8                     |
| Operating income  | 6,500                    | Δ 32.7                  | 18,000             | 1.4                     |
| Recurring profit  | 6,800                    | Δ 37.3                  | 18,800             | Δ 4.8                   |
| Net income        | 5,200                    | Δ 7.0                   | 12,200             | 4.5                     |

### ■ Outlook for Annual Capital Expenditure

|                      |             |
|----------------------|-------------|
| Consolidated         | 9.75 bn yen |
| TV Asahi Corporation | 9.70 bn yen |

### ■ Outlook for Annual Depreciation and Amortization

|                      |             |
|----------------------|-------------|
| Consolidated         | 9.96 bn yen |
| TV Asahi Corporation | 9.25 bn yen |

## Network Time and Spot Revenues

### ■ Network Time Revenue on a Quarterly Year-on-Year Basis

|               | FYE March 31, |        |        |        |
|---------------|---------------|--------|--------|--------|
|               | 2014          | 2013   | 2012   | 2011   |
| April ~ June  | 97.0%         | 109.3% | 95.4%  | 103.7% |
| July ~ Sept.  | 94.4%         | 107.6% | 100.2% | 101.6% |
| April ~ Sept. | 95.7%         | 108.4% | 97.8%  | 102.6% |
| Oct. ~ Dec.   | 103.4%        | 97.8%  | 105.2% | 96.8%  |
| Jan. ~ March  | 100.5%        | 111.8% | 97.4%  | 96.8%  |
| Oct. ~ March  | 102.0%        | 104.2% | 101.5% | 96.8%  |
| Year end      | 98.8%         | 106.3% | 99.6%  | 99.7%  |

### ■ Spot Revenue on a Monthly Year-on-Year Basis

|               | FYE March 31, |        |        |        |
|---------------|---------------|--------|--------|--------|
|               | 2014          | 2013   | 2012   | 2011   |
| April         | 103.6%        | 131.1% | 86.5%  | 106.4% |
| May           | 109.1%        | 128.7% | 86.5%  | 111.6% |
| June          | 111.8%        | 106.6% | 101.5% | 95.8%  |
| July          | 101.9%        | 107.0% | 100.4% | 105.6% |
| August        | 130.5%        | 91.8%  | 100.4% | 118.0% |
| September     | 112.8%        | 91.8%  | 109.3% | 105.8% |
| April ~ Sept. | 110.2%        | 109.5% | 97.0%  | 106.4% |
| October       | 106.0%        | 93.4%  | 108.8% | 108.8% |
| November      | 106.4%        | 100.1% | 107.8% | 101.0% |
| December      | 102.5%        | 106.4% | 111.2% | 102.3% |
| January       | 112.1%        | 106.5% | 106.8% | 112.6% |
| February      | 119.3%        | 102.1% | 107.6% | 112.7% |
| March         | 105.0%        | 100.5% | 110.8% | 102.8% |
| Oct. ~ March  | 108.0%        | 101.2% | 109.0% | 105.9% |
| Year end      | 109.0%        | 105.0% | 103.2% | 106.1% |

## ■Spot Industry Segments

|                             | FYE March 31, 2014 |              | FYE March 31, 2013 |              | FYE March 31, 2012 |              |
|-----------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
|                             | <i>y-o-y</i>       | <i>share</i> | <i>y-o-y</i>       | <i>share</i> | <i>y-o-y</i>       | <i>share</i> |
| Utilities                   | 90.0%              | 0.5%         | 111.8%             | 0.6%         | 49.1%              | 0.5%         |
| Foods & Beverages           | 100.8%             | 19.8%        | 96.6%              | 21.4%        | 101.2%             | 23.2%        |
| Pharmaceuticals             | 103.0%             | 6.9%         | 91.7%              | 7.3%         | 103.8%             | 8.3%         |
| Cosmetics & Detergents      | 107.3%             | 5.5%         | 93.3%              | 5.6%         | 109.7%             | 6.3%         |
| Clothing                    | 102.0%             | 2.2%         | 118.0%             | 2.3%         | 103.9%             | 2.1%         |
| Publishing                  | 105.6%             | 3.6%         | 130.8%             | 3.8%         | 119.8%             | 3.0%         |
| Construction & Engineering  | 127.8%             | 0.1%         | 46.3%              | 0.1%         | 430.1%             | 0.2%         |
| Hi-tech Precision Equipment | 118.5%             | 3.1%         | 97.0%              | 2.8%         | 100.6%             | 3.1%         |
| Consumer Electronics        | 88.8%              | 4.0%         | 90.9%              | 5.0%         | 79.3%              | 5.7%         |
| Automobiles                 | 115.7%             | 8.2%         | 113.4%             | 7.7%         | 90.5%              | 7.1%         |
| Homeware*                   | 105.1%             | 4.0%         | 119.1%             | 4.2%         | 122.0%             | 3.7%         |
| Housing & Housing Materials | 131.9%             | 3.8%         | 98.9%              | 3.1%         | 105.9%             | 3.3%         |
| Retail                      | 106.0%             | 4.7%         | 104.7%             | 4.8%         | 137.4%             | 4.8%         |
| Finance & Insurance         | 130.0%             | 8.4%         | 118.6%             | 7.0%         | 108.6%             | 6.2%         |
| Service ** & Entertainment  | 113.3%             | 22.5%        | 113.6%             | 21.6%        | 110.5%             | 20.0%        |
| Others                      | 112.0%             | 2.8%         | 120.8%             | 2.8%         | 82.7%              | 2.4%         |
| Total                       | 109.0%             |              | 105.0%             |              | 103.2%             |              |

\* "Homeware" includes toys, video games, sports products, etc.

\*\* "Service" includes telecom and transportation.

## Consolidated Balance Sheets

(mm of yen)

|                                      | At March 31, |         |         |         |         |         |
|--------------------------------------|--------------|---------|---------|---------|---------|---------|
|                                      | 2014         | 2013    | 2012    | 2011    | 2010    | 2009    |
| <b>ASSETS</b>                        |              |         |         |         |         |         |
| <b>I Current Assets</b>              |              |         |         |         |         |         |
| Cash and deposits                    | 11,435       | 10,776  | 9,675   | 12,465  | 9,720   | 11,594  |
| Trade notes and accounts receivable  | 71,488       | 67,141  | 65,366  | 61,364  | 60,311  | 61,508  |
| Marketable securities                | 49,398       | 49,996  | 46,995  | 55,042  | 51,103  | 39,026  |
| Inventories                          | 9,204        | 7,550   | 9,497   | 8,686   | 10,915  | 11,019  |
| Deferred tax assets                  | 1,988        | 2,474   | 2,285   | 2,369   | 1,634   | 1,760   |
| Other current assets                 | 8,639        | 6,697   | 4,605   | 5,120   | 4,945   | 7,681   |
| Less allowance for doubtful accounts | (93)         | (104)   | (101)   | (105)   | (133)   | (89)    |
| Total current assets                 | 152,061      | 144,533 | 138,323 | 144,944 | 138,497 | 132,500 |
| <b>II Fixed assets</b>               |              |         |         |         |         |         |
| 1. Tangible assets                   |              |         |         |         |         |         |
| Buildings and structures, net        | 28,887       | 21,219  | 22,119  | 22,111  | 22,635  | 21,859  |
| Machinery and vehicles, net          | 16,237       | 8,197   | 8,509   | 8,777   | 10,682  | 14,461  |
| Land                                 | 38,509       | 39,916  | 39,700  | 31,240  | 21,173  | 21,014  |
| Leased property, net                 | —            | —       | 3,880   | 5,719   | 7,527   | 8,780   |
| Construction in progress             | 1,734        | 11,119  | 6,160   | 267     | —       | —       |
| Other tangible assets, net           | 3,329        | 4,607   | 3,178   | 3,679   | 4,116   | 3,428   |
| Total tangible assets                | 88,698       | 85,061  | 83,549  | 71,796  | 66,136  | 69,544  |
| 2. Intangible assets                 |              |         |         |         |         |         |
| Software                             | 6,132        | 5,273   | 6,169   | 6,664   | 6,465   | 5,327   |
| Other intangible assets              | 541          | 553     | 283     | 282     | 288     | 306     |
| Total intangible assets              | 6,674        | 5,826   | 6,452   | 6,947   | 6,754   | 5,634   |
| 3. Investments and other assets      |              |         |         |         |         |         |
| Investment in securities             | 86,479       | 84,388  | 74,235  | 70,626  | 76,300  | 74,578  |
| Net defined benefit assets           | 916          | —       | —       | —       | —       | —       |
| Deferred tax assets                  | 2,337        | 1,682   | 4,506   | 6,372   | 6,282   | 7,444   |
| Other investments and other assets   | 8,987        | 11,895  | 11,754  | 9,489   | 9,624   | 10,956  |
| Less allowance for doubtful accounts | (152)        | (238)   | (302)   | (304)   | (334)   | (347)   |
| Total investments and other assets   | 98,568       | 97,728  | 90,193  | 86,184  | 91,872  | 92,631  |
| Total fixed assets                   | 193,940      | 188,616 | 180,195 | 164,927 | 164,763 | 167,810 |
| Total assets                         | 346,001      | 333,150 | 318,519 | 309,871 | 303,261 | 300,311 |

(mm of yen)

|                                                                                     | At March 31,   |                |                |                |                |                |
|-------------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                                                     | 2014           | 2013           | 2012           | 2011           | 2010           | 2009           |
| <b>LIABILITIES</b>                                                                  |                |                |                |                |                |                |
| <b>I Current liabilities</b>                                                        |                |                |                |                |                |                |
| Trade notes and accounts payable                                                    | 6,300          | 10,659         | 11,193         | 12,662         | 13,320         | 15,860         |
| Other payables                                                                      | 19,030         | 15,848         | 17,321         | 14,133         | 14,375         | 13,584         |
| Accrued expenses                                                                    | 24,937         | 21,612         | 21,319         | 18,064         | 16,826         | 15,732         |
| Accrued income taxes                                                                | 4,741          | 3,643          | 2,382          | 3,476          | 540            | 743            |
| Liabilities for director bonuses                                                    | 65             | 60             | 113            | 89             | 82             | 107            |
| Provision for measures associated with the relocation of transmitting station       | —              | 1,080          | —              | —              | —              | —              |
| Other current liabilities                                                           | 2,300          | 2,667          | 2,642          | 3,158          | 3,184          | 3,462          |
| <b>Total current liabilities</b>                                                    | <b>57,376</b>  | <b>55,572</b>  | <b>54,973</b>  | <b>51,584</b>  | <b>48,330</b>  | <b>49,490</b>  |
| <b>II Non-current liabilities</b>                                                   |                |                |                |                |                |                |
| Liabilities for retirement and severance benefits- employees                        | —              | 14,425         | 13,592         | 13,411         | 13,196         | 13,221         |
| Liabilities for retirement and severance benefits- directors and corporate auditors | 353            | 327            | 479            | 638            | 560            | 301            |
| Net defined benefit liabilities                                                     | 16,132         | —              | —              | —              | —              | —              |
| Other non-current liabilities                                                       | 819            | 854            | 942            | 1,374          | 1,277          | 1,145          |
| <b>Total non-current liabilities</b>                                                | <b>17,306</b>  | <b>15,608</b>  | <b>15,014</b>  | <b>15,423</b>  | <b>15,034</b>  | <b>14,669</b>  |
| <b>Total liabilities</b>                                                            | <b>74,683</b>  | <b>71,180</b>  | <b>69,987</b>  | <b>67,008</b>  | <b>63,365</b>  | <b>64,160</b>  |
| <b>NET ASSETS</b>                                                                   |                |                |                |                |                |                |
| <b>I Stockholders' equity</b>                                                       |                |                |                |                |                |                |
| Common stock                                                                        | 36,642         | 36,642         | 36,642         | 36,642         | 36,642         | 36,642         |
| Additional paid-in capital                                                          | 55,342         | 55,342         | 55,342         | 55,342         | 55,342         | 55,342         |
| Retained earnings                                                                   | 167,895        | 159,234        | 152,215        | 147,737        | 142,736        | 142,729        |
| Treasury stock                                                                      | (326)          | (326)          | (321)          | (321)          | (321)          | (321)          |
| <b>Total stockholders' equity</b>                                                   | <b>259,553</b> | <b>250,893</b> | <b>243,879</b> | <b>239,401</b> | <b>234,400</b> | <b>234,393</b> |
| <b>II Accumulated other comprehensive income</b>                                    |                |                |                |                |                |                |
| Net unrealized gain on available-for-sale securities                                | 7,127          | 5,718          | 102            | (995)          | 516            | (2,293)        |
| Deferred gain (loss) on hedges                                                      | 1,635          | 1,027          | 24             | 22             | —              | (23)           |
| Foreign currency translation adjustments                                            | (65)           | (147)          | (186)          | (170)          | (130)          | (143)          |
| Remeasurements of defined benefit plans                                             | (1,685)        | —              | —              | —              | —              | —              |
| <b>Total accumulated other comprehensive income</b>                                 | <b>7,011</b>   | <b>6,598</b>   | <b>(59)</b>    | <b>(1,144)</b> | <b>385</b>     | <b>(2,460)</b> |
| <b>III Minority interests</b>                                                       | <b>4,752</b>   | <b>4,478</b>   | <b>4,710</b>   | <b>4,605</b>   | <b>5,109</b>   | <b>4,217</b>   |
| <b>Total net assets</b>                                                             | <b>271,318</b> | <b>261,969</b> | <b>248,531</b> | <b>242,863</b> | <b>239,895</b> | <b>236,150</b> |
| <b>Total liabilities and net assets</b>                                             | <b>346,001</b> | <b>333,150</b> | <b>318,519</b> | <b>309,871</b> | <b>303,261</b> | <b>300,311</b> |

# Consolidated Statements of Income



(mm of yen)

|                                                                                 | Fiscal Year Ended March 31, |         |         |         |         |         |
|---------------------------------------------------------------------------------|-----------------------------|---------|---------|---------|---------|---------|
|                                                                                 | 2014                        | 2013    | 2012    | 2011    | 2010    | 2009    |
| I Net sales                                                                     | 267,928                     | 253,774 | 239,845 | 235,398 | 230,236 | 247,192 |
| II Cost of sales                                                                | 187,440                     | 182,200 | 172,812 | 170,291 | 170,905 | 188,343 |
| Gross profit                                                                    | 80,487                      | 71,574  | 67,033  | 65,106  | 59,331  | 58,849  |
| III SGA expenses                                                                | 62,739                      | 58,158  | 56,571  | 55,254  | 52,114  | 56,834  |
| Operating income                                                                | 17,748                      | 13,415  | 10,462  | 9,851   | 7,216   | 2,015   |
| IV Non-operating revenue                                                        | 2,334                       | 2,437   | 3,091   | 2,914   | 2,110   | 1,954   |
| Interest income                                                                 | 154                         | 77      | 95      | 141     | 209     | 556     |
| Dividend income                                                                 | 763                         | 667     | 651     | 626     | 584     | 580     |
| Equity in earnings of affiliates                                                | 983                         | 1,241   | 1,719   | 1,395   | 725     | 324     |
| Other non-operating income                                                      | 431                         | 451     | 624     | 750     | 591     | 492     |
| V Non-operating expenses                                                        | 331                         | 145     | 428     | 394     | 582     | 524     |
| Loss on exchange rate                                                           | —                           | —       | —       | —       | —       | 51      |
| Loss on disposal of fixed assets                                                | 277                         | 84      | 320     | 197     | 232     | 194     |
| Allowance for doubtful accounts                                                 | —                           | —       | —       | 47      | 213     | 199     |
| Other non-operating expenses                                                    | 53                          | 60      | 107     | 148     | 136     | 78      |
| Recurring profit                                                                | 19,751                      | 15,708  | 13,124  | 12,371  | 8,744   | 3,444   |
| VI Extraordinary gains                                                          | 1,304                       | —       | 182     | —       | 122     | —       |
| Gain on sale of noncurrent assets                                               | 1,304                       | —       | —       | —       | —       | —       |
| Gain on sale of investment in securities                                        | —                           | —       | 182     | —       | 122     | —       |
| VII Extraordinary losses                                                        | 1,937                       | 1,643   | 88      | 559     | 2,434   | 2,858   |
| Loss on impairment of fixed assets                                              | —                           | —       | —       | —       | 41      | 650     |
| Loss on sale of investment in securities                                        | 79                          | —       | 47      | 63      | —       | 173     |
| Loss on devaluation of investment in securities                                 | 953                         | 263     | 41      | 59      | 2,393   | 2,034   |
| Effect of adoption of new accounting standards for asset retirement obligations | —                           | —       | —       | 437     | —       | —       |
| Loss on measures associated with the relocation of transmitting station         | 904                         | 1,380   | —       | —       | —       | —       |
| Income before income taxes and minority interests                               | 19,117                      | 14,065  | 13,219  | 11,811  | 6,432   | 586     |
| Income and enterprise taxes                                                     | 7,436                       | 5,721   | 4,350   | 4,498   | 1,526   | 1,763   |
| Deferred income taxes                                                           | (289)                       | (1,001) | 1,242   | 164     | 1,286   | (45)    |
| Income before minority interests                                                | 11,971                      | 9,345   | 7,626   | 7,148   | —       | —       |
| Minority interests                                                              | 292                         | 314     | 130     | 135     | 594     | 584     |
| Net income                                                                      | 11,678                      | 9,030   | 7,496   | 7,013   | 3,024   | (1,716) |

## Consolidated Statements of Comprehensive Income

(mm of yen)

|                                                                              | Fisical Year Ended March 31, |        |       |         |      |      |
|------------------------------------------------------------------------------|------------------------------|--------|-------|---------|------|------|
|                                                                              | 2014                         | 2013   | 2012  | 2011    | 2010 | 2009 |
| Income before minority interests                                             | 11,971                       | 9,345  | 7,626 | 7,148   | —    | —    |
| Other comprehensive income                                                   |                              |        |       |         |      |      |
| Net unrealized gain on available-for-sale securities                         | 1,359                        | 5,529  | 1,056 | (1,465) | —    | —    |
| Deferred gain (loss) on hedges                                               | 608                          | 1,002  | 2     | 22      | —    | —    |
| Foreign currency translation adjustments                                     | 81                           | 38     | (15)  | (39)    | —    | —    |
| Share of other comprehensive income of associates accounted for using equity | 50                           | 86     | 42    | (46)    | —    | —    |
| Total other comprehensive income                                             | 2,099                        | 6,657  | 1,085 | (1,529) | —    | —    |
| Comprehensive income                                                         | 14,070                       | 16,002 | 8,711 | 5,619   | —    | —    |
| Components:                                                                  |                              |        |       |         |      |      |
| Comprehensive income attributable to owners of the parent                    | 13,777                       | 15,688 | 8,580 | 5,483   | —    | —    |
| Comprehensive income attributable to minority interests                      | 292                          | 314    | 130   | 135     | —    | —    |

# Consolidated Statements of Cash Flows

(mm of yen)

|                                                                                                                   | Fiscal Year Ended March 31, |          |          |          |         |          |
|-------------------------------------------------------------------------------------------------------------------|-----------------------------|----------|----------|----------|---------|----------|
|                                                                                                                   | 2014                        | 2013     | 2012     | 2011     | 2010    | 2009     |
| <b>I Cash flows from operating activities</b>                                                                     |                             |          |          |          |         |          |
| Income before income taxes and minority interests                                                                 | 19,117                      | 14,065   | 13,219   | 11,811   | 6,432   | 586      |
| Depreciation and amortization                                                                                     | 9,533                       | 9,090    | 9,116    | 8,934    | 10,767  | 9,087    |
| Loss on impairment of fixed assets                                                                                | —                           | —        | —        | —        | 41      | 650      |
| Loss (gain) on sale of noncurrent assets                                                                          | (1,304)                     | —        | —        | —        | —       | —        |
| Loss on disposal of fixed assets                                                                                  | 277                         | 84       | 320      | 197      | 232     | 194      |
| (Gain) Loss on sales of investment in securities                                                                  | 79                          | —        | (135)    | 63       | (122)   | 173      |
| Loss on devaluation of investment in securities                                                                   | 953                         | 263      | 41       | 59       | 2,393   | 2,034    |
| Effect of adoption of new accounting standards for asset retirement obligations                                   | —                           | —        | —        | 437      | —       | —        |
| Increase (decrease) in allowance for doubtful accounts                                                            | (97)                        | (64)     | (4)      | (59)     | 19      | 208      |
| Increase (decrease) in provision for measures associated with the relocation of transmitting station              | (1,080)                     | 1,080    | —        | —        | —       | —        |
| Increase (decrease) in liabilities for retirement and severance benefits-employees                                | —                           | 833      | 181      | 214      | (91)    | (390)    |
| Increase (decrease) in net defined benefit liabilities                                                            | 1,707                       | —        | —        | —        | —       | —        |
| Interest and dividend income                                                                                      | (918)                       | (744)    | (747)    | (768)    | (794)   | (1,137)  |
| Equity in (earnings) losses of affiliates                                                                         | (983)                       | (1,241)  | (1,719)  | (1,395)  | (725)   | (324)    |
| (Increase) decrease in guarantees                                                                                 | —                           | —        | —        | —        | 4,080   | —        |
| (Increase) decrease in trade notes and accounts receivables                                                       | (4,347)                     | (1,543)  | (4,002)  | (1,087)  | 1,669   | 8,744    |
| (Increase) decrease in inventories                                                                                | (1,653)                     | 1,946    | (810)    | 2,227    | 306     | 3,582    |
| Increase (decrease) in trade notes and accounts payables                                                          | (4,363)                     | (857)    | (1,467)  | (638)    | (2,540) | (1,831)  |
| Other cash flows from operating activities                                                                        | 2,902                       | 138      | 1,453    | 2,241    | 1,952   | (2,586)  |
| Sub total                                                                                                         | 19,823                      | 23,050   | 15,444   | 22,237   | 23,620  | 18,991   |
| Interest and dividend received                                                                                    | 1,043                       | 875      | 867      | 841      | 874     | 1,241    |
| Income taxes refunded                                                                                             | 7                           | 30       | 81       | 445      | 883     | —        |
| Income taxes paid                                                                                                 | (6,367)                     | (4,416)  | (5,245)  | (1,183)  | (2,052) | (3,834)  |
| Net cash provided by operating activities                                                                         | 14,506                      | 19,539   | 11,148   | 22,341   | 23,326  | 16,397   |
| <b>II Cash flows from investing activities</b>                                                                    |                             |          |          |          |         |          |
| (Increase) decrease in cash deposits                                                                              | (12)                        | (52)     | 68       | 300      | 3,027   | 1,094    |
| (Increase) decrease in short-term investments                                                                     | —                           | —        | —        | —        | —       | 7,800    |
| Purchase of marketable securities                                                                                 | (44,000)                    | (19,000) | (18,000) | (28,000) | (998)   | —        |
| Proceeds from maturity of marketable securities                                                                   | 37,000                      | 21,000   | 20,043   | 19,000   | —       | —        |
| Purchase of tangible assets                                                                                       | (17,082)                    | (10,235) | (16,746) | (14,437) | (5,497) | (11,723) |
| Proceeds from sale of tangible assets                                                                             | 8,872                       | —        | —        | —        | —       | —        |
| Purchase of intangible assets                                                                                     | (2,214)                     | (1,383)  | (1,629)  | (2,497)  | (2,081) | (1,837)  |
| Purchase of investment in securities                                                                              | (148)                       | (1,084)  | (456)    | (1,240)  | (2,884) | (27,560) |
| Proceeds from maturity of investment in securities                                                                | —                           | —        | 1,000    | 5,062    | 1,500   | 2,000    |
| Proceeds from sale of investment in securities                                                                    | 10                          | 52       | 370      | 1,662    | 363     | 317      |
| Cash paid in conjunction with purchase of consolidated subsidiaries                                               | —                           | (855)    | —        | —        | —       | —        |
| Cash paid in conjunction with purchase of consolidated subsidiaries resulting in change in scope of consolidation | —                           | —        | —        | —        | (543)   | (7)      |
| Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation               | —                           | 740      | —        | —        | —       | —        |
| Other cash flows from investing activities                                                                        | (4)                         | (496)    | (307)    | (1,063)  | (60)    | (287)    |
| Net cash used in investing activities                                                                             | (18,299)                    | (11,314) | (15,657) | (21,212) | (7,174) | (30,205) |
| <b>III Cash flows from financing activities</b>                                                                   |                             |          |          |          |         |          |
| Dividends paid to stockholders                                                                                    | (3,017)                     | (2,012)  | (3,018)  | (2,012)  | (3,018) | (3,018)  |
| Dividends paid to minority stockholders of subsidiaries                                                           | (18)                        | (11)     | (26)     | (98)     | (22)    | (10)     |
| Other cash flows from financing activities                                                                        | (207)                       | (187)    | (153)    | (139)    | (101)   | (15)     |
| Net cash used in financing activities                                                                             | (3,244)                     | (2,211)  | (3,197)  | (2,249)  | (3,141) | (3,044)  |
| <b>IV Effect of exchange rate changes on cash and cash equivalents</b>                                            | 86                          | 36       | (13)     | (34)     | 4       | (156)    |
| <b>V Net increase (decrease) in cash and cash equivalents</b>                                                     | (6,951)                     | 6,050    | (7,720)  | (1,155)  | 13,014  | (17,008) |
| <b>VI Cash and cash equivalents at beginning of term</b>                                                          | 54,532                      | 48,482   | 56,202   | 57,357   | 44,343  | 61,351   |
| <b>VII Cash and cash equivalents at end of term</b>                                                               | 47,581                      | 54,532   | 48,482   | 56,202   | 57,357  | 44,343   |

# Non-consolidated Balance Sheets

(mm of yen)

|                                         | At March 31, |         |         |         |         |         |
|-----------------------------------------|--------------|---------|---------|---------|---------|---------|
|                                         | 2014         | 2013    | 2012    | 2011    | 2010    | 2009    |
| <b>ASSETS</b>                           |              |         |         |         |         |         |
| <b>I Current assets</b>                 |              |         |         |         |         |         |
| Cash                                    | 8,560        | 8,074   | 7,265   | 9,775   | 7,010   | 9,902   |
| Trade notes                             | 344          | 620     | 893     | 732     | 820     | 1,228   |
| Accounts receivable                     | 67,608       | 62,415  | 59,745  | 56,642  | 56,274  | 56,930  |
| Marketable securities                   | 49,398       | 49,996  | 46,995  | 55,042  | 51,103  | 39,026  |
| Inventories                             | 7,537        | 6,695   | 8,589   | 7,667   | 10,125  | 10,461  |
| Advance payments                        | 654          | 549     | 699     | 618     | 385     | 611     |
| Prepaid expenses                        | 411          | 471     | 446     | 423     | 434     | 449     |
| Deferred tax assets                     | 1,198        | 1,783   | 1,562   | 1,592   | 960     | 1,126   |
| Deposits                                | 790          | 1,057   | 239     | 663     | 718     | 686     |
| Other current assets                    | 6,243        | 4,129   | 2,724   | 3,101   | 2,735   | 5,070   |
| Less allowance for doubtful receivables | (59)         | (64)    | (63)    | (77)    | (103)   | (42)    |
| Total current assets                    | 142,688      | 135,729 | 129,098 | 136,182 | 130,466 | 125,450 |
| <b>II Fixed assets</b>                  |              |         |         |         |         |         |
| <b>1. Tangible assets</b>               |              |         |         |         |         |         |
| Buildings                               | 24,925       | 18,121  | 18,942  | 18,847  | 19,404  | 20,142  |
| Structures                              | 2,325        | 1,578   | 1,570   | 1,537   | 1,355   | 1,202   |
| Machinery                               | 15,723       | 7,890   | 8,127   | 8,189   | 10,002  | 13,843  |
| Vehicles                                | 41           | 48      | 40      | 77      | 138     | 214     |
| Equipment                               | 1,936        | 1,829   | 2,382   | 2,690   | 2,933   | 2,467   |
| Land                                    | 36,318       | 37,726  | 37,509  | 29,049  | 18,915  | 18,914  |
| Leased property                         | 119          | 1,922   | 3,702   | 5,501   | 7,292   | 8,757   |
| Construction in progress                | 1,688        | 11,123  | 6,148   | 269     | 240     | 24      |
| Total tangible assets                   | 83,080       | 80,240  | 78,423  | 66,162  | 60,282  | 65,567  |
| <b>2. Intangible assets</b>             |              |         |         |         |         |         |
| Software                                | 5,890        | 4,938   | 5,848   | 6,522   | 6,313   | 5,205   |
| Goodwill                                | 396          | 266     | —       | —       | —       | —       |
| Other intangible assets                 | —            | 227     | 239     | 234     | 243     | 258     |
| Total intangible assets                 | 6,287        | 5,432   | 6,088   | 6,756   | 6,557   | 5,464   |
| <b>3. Investments and other assets</b>  |              |         |         |         |         |         |
| Investments in securities               | 38,660       | 36,844  | 31,707  | 30,279  | 34,386  | 35,009  |
| Investments in subsidiaries             | 49,336       | 49,873  | 44,616  | 44,983  | 44,426  | 40,301  |
| Long-term loan to employees             | 456          | 11      | 14      | 16      | 13      | 11      |
| Long-term loan to affiliates            | —            | 500     | 550     | —       | —       | —       |
| Long-term prepaid expenses              | —            | —       | —       | —       | —       | 1       |
| Deferred tax assets                     | —            | 22      | 2,852   | 4,438   | 4,509   | 5,988   |
| Guarantee deposits                      | —            | —       | —       | —       | —       | 4,898   |
| Other investments and other assets      | 8,793        | 8,686   | 8,410   | 6,514   | 6,544   | 3,433   |
| Less allowance for doubtful receivables | (101)        | (101)   | (101)   | (148)   | (142)   | (319)   |
| Total investments and other assets      | 97,144       | 95,836  | 88,050  | 86,083  | 89,737  | 89,324  |
| Total fixed assets                      | 186,512      | 181,509 | 172,562 | 159,002 | 156,577 | 160,356 |
| Total assets                            | 329,201      | 317,239 | 301,661 | 295,184 | 287,043 | 285,806 |

(mm of yen)

|                                                                               | At March 31,   |                |                |                |                |                |
|-------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                                               | 2014           | 2013           | 2012           | 2011           | 2010           | 2009           |
| <b>LIABILITIES</b>                                                            |                |                |                |                |                |                |
| <b>I Current liabilities</b>                                                  |                |                |                |                |                |                |
| Trade notes payable                                                           | 308            | 322            | 331            | 3,389          | 3,330          | 3,208          |
| Accounts payable                                                              | 3,145          | 6,796          | 7,106          | 6,348          | 7,422          | 9,562          |
| Short-term debt                                                               | 27,124         | 24,678         | 21,473         | 19,513         | 15,556         | 15,151         |
| Current installments of long-term debt                                        | —              | —              | —              | —              | —              | 100            |
| Other payables                                                                | 3,848          | 2,325          | 4,401          | 1,845          | 2,833          | 2,286          |
| Accrued agency commission                                                     | 15,034         | 13,646         | 13,142         | 12,301         | 11,646         | 11,208         |
| Accrued expenses                                                              | 22,735         | 19,930         | 19,597         | 16,647         | 15,223         | 14,382         |
| Accrued income taxes                                                          | 3,251          | 2,748          | 1,048          | 2,158          | —              | —              |
| Advanced payments                                                             | 294            | 415            | 259            | 242            | 207            | 344            |
| Provision for measures associated with the relocation of transmitting station | —              | 1,080          | —              | —              | —              | —              |
| Deposits                                                                      | 338            | 234            | 979            | 992            | 249            | 368            |
| Liabilities for lease                                                         |                | 87             | 89             | 88             | 83             | 18             |
| Asset Retirement Obligation                                                   | 151            | 83             | 127            | 70             | —              | —              |
| Other current liabilities                                                     |                | 911            | 409            | 720            | 1,826          | 2,220          |
| <b>Total current liabilities</b>                                              | <b>76,232</b>  | <b>73,260</b>  | <b>68,966</b>  | <b>64,316</b>  | <b>58,381</b>  | <b>58,852</b>  |
| <b>II Non-current liabilities</b>                                             |                |                |                |                |                |                |
| Liabilities for employee retirement and severance benefits                    | 11,126         | 10,474         | 9,782          | 9,852          | 9,882          | 10,235         |
| Deferred tax liabilities                                                      | 303            | —              | —              | —              | —              | —              |
| Liabilities for lease                                                         |                | 109            | 153            | 221            | 283            | 65             |
| Asset Retirement Obligation                                                   | 355            | 8              | 122            | 447            | —              | —              |
| Other non-current liabilities                                                 |                | 368            | 471            | 499            | 754            | 1,024          |
| <b>Total non-current liabilities</b>                                          | <b>11,785</b>  | <b>10,961</b>  | <b>10,530</b>  | <b>11,020</b>  | <b>10,920</b>  | <b>11,325</b>  |
| <b>Total liabilities</b>                                                      | <b>88,017</b>  | <b>84,221</b>  | <b>79,496</b>  | <b>75,336</b>  | <b>69,302</b>  | <b>70,178</b>  |
| <b>NET ASSETS</b>                                                             |                |                |                |                |                |                |
| <b>I Stockholders' equity</b>                                                 |                |                |                |                |                |                |
| 1.Common stock                                                                | 36,642         | 36,642         | 36,642         | 36,642         | 36,642         | 36,642         |
| 2.Additional paid-in capital                                                  | 55,342         | 55,342         | 55,342         | 55,342         | 55,342         | 55,342         |
| 3.Retained earnings                                                           | 140,554        | 134,351        | 130,032        | 128,770        | 125,231        | 125,909        |
| 4.Treasury stock                                                              | (0)            | —              | —              | —              | —              | —              |
| <b>Total stockholders' equity</b>                                             | <b>232,540</b> | <b>226,337</b> | <b>222,018</b> | <b>220,756</b> | <b>217,217</b> | <b>217,894</b> |
| <b>II Valuation and translation adjustments</b>                               |                |                |                |                |                |                |
| Net unrealized gain on other securities                                       | 7,007          | 5,654          | 121            | (931)          | 524            | (2,250)        |
| Deferred losses on hedges                                                     | 1,635          | 1,027          | 24             | 22             | —              | (15)           |
| <b>Total valuation and translation adjustments</b>                            | <b>8,643</b>   | <b>6,681</b>   | <b>145</b>     | <b>(909)</b>   | <b>524</b>     | <b>(2,266)</b> |
| <b>Total net assets</b>                                                       | <b>241,183</b> | <b>233,018</b> | <b>222,164</b> | <b>219,847</b> | <b>217,741</b> | <b>215,628</b> |
| <b>Total liabilities and net assets</b>                                       | <b>329,201</b> | <b>317,239</b> | <b>301,661</b> | <b>295,184</b> | <b>287,043</b> | <b>285,806</b> |

# Non-consolidated Statements of Income

(mm of yen)

|                                                            | Fiscal Year Ended March 31, |         |         |         |         |         |
|------------------------------------------------------------|-----------------------------|---------|---------|---------|---------|---------|
|                                                            | 2014                        | 2013    | 2012    | 2011    | 2010    | 2009    |
| I Net sales                                                | 226,841                     | 217,662 | 205,235 | 210,670 | 206,723 | 220,931 |
| TV broadcasting revenue                                    | 207,018                     | 199,269 | 188,948 | 185,503 | 180,745 | 196,132 |
| Time sales revenue                                         | 87,950                      | 89,047  | 83,787  | 84,103  | 84,374  | 96,275  |
| Spot sales revenue                                         | 103,486                     | 94,911  | 90,429  | 87,598  | 82,533  | 86,053  |
| Program sales revenue                                      | 12,819                      | 12,845  | 12,276  | 11,977  | 12,027  | 12,203  |
| Other revenue                                              | 2,762                       | 2,464   | 2,455   | 1,824   | 1,809   | 1,599   |
| Other business revenue                                     | 19,822                      | 18,393  | 16,287  | 25,166  | 25,978  | 24,798  |
| II Operating expenses                                      | 214,671                     | 209,042 | 199,134 | 204,004 | 202,346 | 222,458 |
| 1. Broadcasting and other business costs                   | 157,741                     | 156,092 | 148,471 | 154,815 | 155,948 | 172,342 |
| Personnel                                                  | —                           | 14,793  | 14,188  | 15,199  | 13,966  | 14,119  |
| Liabilities for employee retirement and severance benefits | —                           | 1,364   | 1,240   | 1,209   | 1,292   | 1,220   |
| Production costs                                           | —                           | 82,879  | 78,053  | 75,576  | 75,694  | 90,368  |
| Network costs                                              | —                           | 23,726  | 23,971  | 24,036  | 23,378  | 23,784  |
| Other business costs                                       | —                           | 13,427  | 11,383  | 18,815  | 19,788  | 19,507  |
| Depreciation and amortization                              | —                           | 7,147   | 7,242   | 7,638   | 9,653   | 7,717   |
| Other costs                                                | —                           | 12,754  | 12,391  | 12,338  | 12,173  | 15,624  |
| 2. SGA expenses                                            | 56,929                      | 52,950  | 50,663  | 49,188  | 46,398  | 50,116  |
| Operating income                                           | 12,170                      | 8,619   | 6,101   | 6,666   | 4,376   | (1,527) |

(mm of yen)

|                                                                                 | Fiscal Year Ended March 31, |         |       |       |       |         |
|---------------------------------------------------------------------------------|-----------------------------|---------|-------|-------|-------|---------|
|                                                                                 | 2014                        | 2013    | 2012  | 2011  | 2010  | 2009    |
| III Non-operating revenue                                                       | 2,818                       | 2,192   | 1,396 | 2,488 | 2,583 | 2,809   |
| Interest income                                                                 |                             | 10      | 9     | 12    | 27    | 61      |
| Interest on securities                                                          | 2,560                       | 64      | 82    | 124   | 175   | 484     |
| Dividend income                                                                 |                             | 1,840   | 931   | 1,869 | 1,965 | 1,990   |
| Other non-operating revenue                                                     | 258                         | 277     | 373   | 483   | 415   | 273     |
| IV Non-operating expenses                                                       | 293                         | 187     | 317   | 320   | 312   | 576     |
| Interest expenses                                                               | 16                          | 21      | 19    | 17    | 22    | 98      |
| Loss on exchange rate                                                           | —                           | —       | —     | —     | —     | 48      |
| Loss on doubtful receivables                                                    | —                           | —       | —     | 47    | 70    | 199     |
| Loss on disposal of fixed assets                                                | 277                         | 127     | 274   | 203   | 181   | 184     |
| Other non-operating expenses                                                    |                             | 38      | 23    | 50    | 37    | 45      |
| Recurring profit                                                                | 14,695                      | 10,624  | 7,180 | 8,834 | 6,647 | 705     |
| V Extraordinary gains                                                           | 1,304                       | —       | 787   | —     | 120   | —       |
| Gain on sale of noncurrent assets                                               | 1,304                       | —       | —     | —     | —     | —       |
| Gain on sale of investment in securities                                        | —                           | —       | 182   | —     | 120   | —       |
| Profit from liquidation of affiliates                                           | —                           | —       | 604   | —     | —     | —       |
| VI Extraordinary losses                                                         | 1,937                       | 1,612   | 587   | 530   | 3,103 | 2,757   |
| Loss on impairment of fixed assets                                              | —                           | —       | —     | —     | 41    | 650     |
| Loss on sale of investment in securities                                        | 79                          | —       | 47    | 34    | —     | 173     |
| Loss on devaluation of investment in securities                                 | 953                         | 232     | 41    | 59    | 2,393 | 1,932   |
| Loss on devaluation of affiliates                                               | —                           | —       | 498   | —     | 668   | 1       |
| Effect of adoption of new accounting standards for asset retirement obligations | —                           | —       | —     | 437   | —     | —       |
| Loss on measures associated with the relocation of transmitting station         | 904                         | 1,380   | —     | —     | —     | —       |
| Income before income taxes                                                      | 14,062                      | 9,012   | 7,380 | 8,303 | 3,664 | (2,052) |
| Income taxes and enterprise taxes                                               | 4,980                       | 3,720   | 2,190 | 2,330 | 49    | 9       |
| Deferred income taxes                                                           | (138)                       | (1,037) | 910   | 422   | 1,274 | 16      |
| Net income                                                                      | 9,221                       | 6,330   | 4,279 | 5,551 | 2,340 | (2,078) |

## Viewer Ratings Summary

(Source: Video Research)

### ■Monthly Average Ratings April 2013 ~ March 2014

(%)

|                       | All Day<br>6:00am-midnight | Golden Hour<br>7:00pm-10:00pm | Prime Time<br>7:00pm-11:00pm | Prime Time 2<br>11:00pm-1:00am |
|-----------------------|----------------------------|-------------------------------|------------------------------|--------------------------------|
| April                 | 8.0                        | 11.9                          | 12.4                         | 8.7                            |
| May                   | 7.6                        | 11.1                          | 11.7                         | 8.6                            |
| June                  | 7.8                        | 12.0                          | 12.3                         | 8.8                            |
| July                  | 7.4                        | 11.2                          | 11.4                         | 7.5                            |
| August                | 7.5                        | 10.8                          | 11.2                         | 7.0                            |
| September             | 7.5                        | 11.6                          | 11.6                         | 7.5                            |
| April ~ Sept.         | 7.6                        | 11.4                          | 11.7                         | 8.0                            |
| October               | 7.7                        | 12.7                          | 12.8                         | 7.4                            |
| November              | 7.5                        | 12.6                          | 12.7                         | 7.5                            |
| December              | 7.7                        | 12.7                          | 12.9                         | 7.9                            |
| January               | 7.8                        | 12.0                          | 12.4                         | 8.0                            |
| February              | 8.0                        | 11.6                          | 12.3                         | 7.6                            |
| March                 | 7.4                        | 11.6                          | 12.2                         | 7.8                            |
| Oct. 2013~March 2014  | 7.7                        | 12.2                          | 12.6                         | 7.7                            |
| April 2013~March 2014 | 7.7                        | 11.8                          | 12.1                         | 7.8                            |
| April 2012~March 2013 | 7.8                        | 12.4                          | 12.7                         | 8.5                            |