

Summary of Business Results for the Nine Months Ended December 31, 2022

This material contains forward-looking statements based on SKY Perfect JSAT Holdings' own projections and estimates. The markets where SKY Perfect JSAT Holdings Inc. is active are extremely volatile, subject to rapid changes in technology, customer demands, economic conditions including prices, the potential failures of satellites and many other variables. Due to the risks and uncertainties involved, actual results may differ from the content of these statements. Therefore, these statements should not be interpreted as representations that such objectives will be fulfilled.

Supplementary Data

I . Consolidated Financial Highlights

(Unit : Millions of Yen)

	For the year ended March 31, 2022						For the year ending March 31, 2023			
	1Q	2Q	3Q	3Q Cumulative	4Q	Cumulative	1Q	2Q	3Q	3Q Cumulative
Revenues	29,078	29,311	30,046	88,436	31,196	119,632	28,806	29,190	30,597	88,594
Operating Income	5,493	5,360	5,402	16,256	2,606	18,862	5,551	5,595	5,566	16,714
Ordinary Income	5,868	5,563	5,969	17,401	2,906	20,307	5,924	5,710	5,489	17,125
Profit attributable to owners of parent	4,929	3,604	4,119	12,653	1,926	14,579	4,033	3,669	3,683	11,386
Total Assets	239,088	241,572	241,189	241,189	243,077	243,077	244,497	250,656	255,008	255,008
Total Equity	379,097	379,762	371,780	371,780	378,166	378,166	382,366	389,273	385,490	385,490
Net Income per Share (Yen)	16.59	12.16	14.04	42.79	6.73	49.52	13.89	12.64	12.68	39.21
Total Equity per Share (Yen)	801.77	815.22	824.51	824.51	833.58	833.58	838.34	858.84	873.43	873.43
EBITDA**1	12,056	11,629	11,886	35,572	8,606	44,179	11,509	11,103	11,083	33,696
Cash Dividend per Unit Share (Yen)	—	9.00	—	9.00	9.00	18.00	—	9.00	—	9.00
Net Cash Provided by Operating Activities	8,169	8,370	10,361	26,902	9,605	36,507	23,130	9,160	10,672	42,962
Net Cash Provided by (Used in) Investing Activities	(3,192)	(155)	(4,311)	(7,659)	(78)	(7,737)	(1,812)	(6,206)	(8,905)	(16,923)
Net Cash Provided by (Used in) Financing Activities	(6,295)	(1,279)	(7,949)	(15,523)	(881)	(16,405)	(11,403)	(517)	(6,852)	(18,773)

*1. EBITDA is calculated as Net Income + Tax Expense + Depreciation Expense+ Goodwill Amortization + Interest Expense.

II. Segment Information

(Unit: Millions of Yen)

	For the year ended March 31, 2022						For the year ending March 31, 2023			
	1Q	2Q	3Q	3Q Cumulative	4Q	Cumulative	1Q	2Q	3Q	3Q Cumulative
Revenues	29,078	29,311	30,046	88,436	31,196	119,632	28,806	29,190	30,597	88,594
Space Business	13,843	14,121	15,030	42,995	16,504	59,500	13,841	14,319	15,677	43,839
Media Business	17,896	17,811	17,557	53,265	17,181	70,447	17,463	17,340	17,326	52,131
Eliminations and Corporate Total	(2,661)	(2,621)	(2,542)	(7,825)	(2,489)	(10,314)	(2,499)	(2,470)	(2,406)	(7,376)
Operating Income	5,493	5,360	5,402	16,256	2,606	18,862	5,551	5,595	5,566	16,714
Space Business	3,480	3,503	4,004	10,989	4,878	15,867	4,128	4,208	4,708	13,044
Media Business	2,193	2,016	1,602	5,813	(2,072)	3,740	1,598	1,546	1,036	4,181
Eliminations and Corporate Total	(181)	(160)	(204)	(545)	(200)	(745)	(175)	(158)	(178)	(512)
Profit attributable to owners of parent	4,929	3,604	4,119	12,653	1,926	14,579	4,033	3,669	3,683	11,386
Space Business	3,380	2,409	2,815	8,605	3,693	12,298	2,938	2,637	3,221	8,798
Media Business	1,652	1,323	1,426	4,402	(1,653)	2,749	1,159	1,113	696	2,968
Eliminations and Corporate Total	(103)	(128)	(121)	(354)	(113)	(468)	(64)	(81)	(234)	(380)
Depreciation Expense	5,740	5,623	5,353	16,717	5,443	22,160	5,323	5,258	5,290	15,871
Space Business	3,791	3,660	3,461	10,913	3,500	14,413	3,455	3,447	3,473	10,376
Media Business	1,872	1,873	1,769	5,515	1,805	7,320	1,742	1,741	1,748	5,231
Eliminations and Corporate Total	75	89	122	288	137	426	125	69	68	262
Capital Expenditures	1,490	1,219	2,622	5,331	2,180	7,512	1,240	5,063	8,759	15,063
Space Business	1,041	450	974	2,466	825	3,292	882	4,469	8,188	13,539
Media Business	429	762	1,608	2,800	1,233	4,034	318	569	565	1,454
Eliminations and Corporate Total	18	6	39	64	121	185	40	24	4	69

III. Reference Data of Media Business (Total for SKY PerfecTV!)

(Unit: Thousand)

Number of Subscribers and Churn Rate		For the year ended March 31, 2022					For the year ending March 31, 2023		
		1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q
New Subscribers	Total for SKY PerfecTV! ^{*2}	140	131	127	181	579	137	105	150
	SKY PerfecTV!	132	126	121	169	550	130	100	144
	SKY PerfecTV! Premium Service	6	4	5	10	25	6	4	5
	SKY PerfecTV! Premium Service Hikari	1	1	1	1	4	1	1	1
Churn	Total for SKY PerfecTV! ^{*2}	149	148	210	165	673	157	172	208
	SKY PerfecTV!	122	122	179	138	561	133	147	181
	Premium Service	25	24	29	25	103	22	23	25
	Premium Service Hikari	2	2	2	2	8	2	2	2
Net Increase	Total for SKY PerfecTV! ^{*2}	(9)	(17)	(83)	15	(94)	(20)	(67)	(58)
	SKY PerfecTV!	10	5	(58)	31	(12)	(3)	(47)	(37)
	Premium Service	(19)	(20)	(24)	(15)	(78)	(15)	(19)	(19)
	Premium Service Hikari	(1)	(1)	(1)	(1)	(4)	(1)	(1)	(1)
Total Subscribers	Total for SKY PerfecTV! ^{*2}	3,093	3,076	2,993	3,008	3,008	2,989	2,922	2,864
	SKY PerfecTV!	2,193	2,198	2,140	2,171	2,171	2,168	2,121	2,084
	Premium Service	825	805	781	766	766	750	731	712
	Premium Service Hikari	75	74	72	71	71	70	69	68
Churn Rate(%) ^{*3}	Total for SKY PerfecTV! ^{*2}	4.8%	4.8%	6.8%	5.3%	21.7%	5.2%	5.7%	6.9%
	SKY PerfecTV!	5.6%	5.6%	8.2%	6.3%	25.7%	6.1%	6.8%	8.3%
	Premium Service	2.9%	2.9%	3.4%	3.0%	12.2%	2.8%	3.1%	3.2%
	Premium Service Hikari	2.8%	2.5%	2.7%	2.8%	10.8%	2.6%	2.5%	2.5%

*2. The figures are the total amounts for SKY PerfecTV!, Premium Service, and Premium Service HIKARI.

SKY PerfecTV! is the service (former SKY PerfecTV!e2) using the satellite at 110 degrees east longitude.

Premium Service is the service using the satellites at 124 and 128 degrees east longitude (including standard definition channels).

Premium Service HIKARI is the service using optical fibers.

*3. Quarterly Churn Rate is calculated by dividing Each quarterly churn subscribers and Total Subscribers at the end of the previous fiscal year.

(Unit: Yen)

Average Monthly Subscriber's Payment ^{*4}	For the year ended March 31, 2022					For the year ending March 31, 2023		
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q
SKY PerfecTV!	3,347	3,345	3,316	3,293	3,326	3,340	3,362	3,311
Subscription fee	2,969	2,967	2,938	2,915	2,948	2,962	2,984	2,933
Basic fee and Others ^{*5}	378	378	378	378	378	378	378	378
Premium Service	3,607	3,587	3,540	3,490	3,557	3,559	3,562	3,491
Subscription fee	3,173	3,153	3,107	3,058	3,124	3,128	3,131	3,061
Basic fee and Others ^{*5}	434	434	433	433	433	431	431	430
Premium Service Hikari	5,146	5,122	5,104	5,062	5,109	5,079	5,076	5,044
Subscription fee	4,281	4,259	4,242	4,202	4,246	4,226	4,229	4,203
Basic fee and Others ^{*5}	865	863	862	861	863	853	847	841

*4. Average amount paid by subscribers in the form of monthly viewing fees, etc. These figures are calculated based on number of cumulative contractors.

30% of subscriber payments for SKY PerfecTV! is recognized as commission fee revenue.

100% of subscriber payments for SKY PerfecTV! Premium Service and SKY PerfecTV! Premium Service Hikari is recognized as viewing fee revenue.

*5. Basic fee and others : Basic fee and rental fee of Set top box

Subscriber Acquisition Cost (Total for SKY PerfecTV!)	For the year ended March 31, 2022					For the year ending March 31, 2023		
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q
SAC Total (Millions of Yen) ^{*6}	1,772	1,971	2,287	3,710	9,741	1,851	1,426	2,164
Advertising expenses	736	871	1,141	2,101	4,850	831	529	1,205
Promotion expenses	282	261	378	627	1,550	338	279	317
Subscription campaign expenses	230	160	252	271	915	211	144	222
Others	463	394	387	420	1,665	410	372	380
Production costs for free programs	60	283	127	289	760	59	99	37

*6. Advertising expenses: Advertising expenses for various media.

Promotion expenses: Promotion cost to acquire new subscribers and sales incentives.

Subscription campaign expenses: Cost of campaigns to acquire new subscribers (free of charge antenna installation, etc.).

Others: Operation costs of SKY PerfecTV! customer center etc.

Production costs for free programs : Costs associated with production cost for free programs, such as BS SKY PerfecTV!.