

April 28, 2023

SKY Perfect JSAT Holdings Inc.

Summary of Business Results for the Year Ended March 31, 2023

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 ended March 31, 2023				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
Revenues	29,078	29,311	30,046	31,196	119,632	28,806	29,190	30,597	32,545	121,139
Operating Income	5,493	5,360	5,402	2,606	18,862	5,551	5,595	5,566	5,609	22,324
Ordinary Income	5,868	5,563	5,969	2,906	20,307	5,924	5,710	5,489	6,069	23,194
Profit attributable to owners of parent	4,929	3,604	4,119	1,926	14,579	4,033	3,669	3,683	4,423	15,810
Total Assets	239,088	241,572	241,189	243,077	243,077	244,497	250,656	255,008	256,815	256,815
Total Equity	379,097	379,762	371,780	378,166	378,166	382,366	389,273	385,490	399,055	399,055
Net Income per Share (Yen)	16.59	12.16	14.04	6.73	49.52	13.89	12.64	12.68	15.23	54.44
Total Equity per Share (Yen)	801.77	815.22	824.51	833.58	833.58	838.34	858.84	873.43	879.33	879.33
EBITDA ^{*1}	12,056	11,629	11,886	8,606	44,179	11,509	11,103	11,083	11,865	45,562
Cash Dividend per Unit Share (Yen)	—	9.00	—	9.00	18.00	—	9.00	—	11.00	20.00
Net Cash Provided by Operating Activities	8,169	8,370	10,361	9,605	36,507	23,130	9,160	10,672	14,667	57,630
Net Cash Provided by (Used in) Investing Activities	(3,192)	(155)	(4,311)	(78)	(7,737)	(1,812)	(6,206)	(8,905)	53	(16,870)
Net Cash Provided by (Used in) Financing Activities	(6,295)	(1,279)	(7,949)	(881)	(16,405)	(11,403)	(517)	(6,852)	(648)	(19,422)

*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 ended March 31, 2023				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
Revenues	29,078	29,311	30,046	31,196	119,632	28,806	29,190	30,597	32,545	121,139
Space Business	13,843	14,121	15,030	16,504	59,500	13,841	14,319	15,677	18,314	62,154
Media Business	17,896	17,811	17,557	17,181	70,447	17,463	17,340	17,326	16,601	68,733
Eliminations and Corporate Total	(2,661)	(2,621)	(2,542)	(2,489)	(10,314)	(2,499)	(2,470)	(2,406)	(2,370)	(9,747)
Operating Income	5,493	5,360	5,402	2,606	18,862	5,551	5,595	5,566	5,609	22,324
Space Business	3,480	3,503	4,004	4,878	15,867	4,128	4,208	4,708	6,106	19,151
Media Business	2,193	2,016	1,602	(2,072)	3,740	1,598	1,546	1,036	(318)	3,863
Eliminations and Corporate Total	(181)	(160)	(204)	(200)	(745)	(175)	(158)	(178)	(177)	(690)
Profit attributable to owners of parent	4,929	3,604	4,119	1,926	14,579	4,033	3,669	3,683	4,423	15,810
Space Business	3,380	2,409	2,815	3,693	12,298	2,938	2,637	3,221	4,717	13,515
Media Business	1,652	1,323	1,426	(1,653)	2,749	1,159	1,113	696	(189)	2,779
Eliminations and Corporate Total	(103)	(128)	(121)	(113)	(468)	(64)	(81)	(234)	(104)	(484)
Depreciation Expense	5,740	5,623	5,353	5,443	22,160	5,323	5,258	5,290	5,293	21,165
Space Business	3,791	3,660	3,461	3,500	14,413	3,455	3,447	3,473	3,488	13,865
Media Business	1,872	1,873	1,769	1,805	7,320	1,742	1,741	1,748	1,737	6,969
Eliminations and Corporate Total	75	89	122	137	426	125	69	68	67	330
Capital Expenditures	1,490	1,219	2,622	2,180	7,512	1,240	5,063	8,759	1,691	16,755
Space Business	1,041	450	974	825	3,292	882	4,469	8,188	1,174	14,713
Media Business	429	762	1,608	1,233	4,034	318	569	565	481	1,935
Eliminations and Corporate Total	18	6	39	121	185	40	24	4	35	105

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 ended March 31, 2023				
		1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
New Subscribers	Total for SKY PerfecTV! *2	140	131	127	181	579	137	105	150	178	570
	SKY PerfecTV!	132	126	121	169	550	130	100	144	168	541
	SKY PerfecTV! Premium Service	6	4	5	10	25	6	4	5	9	25
	SKY PerfecTV! Premium Service Hikari	1	1	1	1	4	1	1	1	1	3
Churn	Total for SKY PerfecTV! *2	149	148	210	165	673	157	172	208	167	703
	SKY PerfecTV!	122	122	179	138	561	133	147	181	143	604
	Premium Service	25	24	29	25	103	22	23	25	22	92
	Premium Service Hikari	2	2	2	2	8	2	2	2	2	7
Net Increase	Total for SKY PerfecTV! *2	(9)	(17)	(83)	15	(94)	(20)	(67)	(58)	11	(133)
	SKY PerfecTV!	10	5	(58)	31	(12)	(3)	(47)	(37)	25	(63)
	Premium Service	(19)	(20)	(24)	(15)	(78)	(15)	(19)	(19)	(12)	(66)
	Premium Service Hikari	(1)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(1)	(4)
Total Subscribers	Total for SKY PerfecTV! *2	3,093	3,076	2,993	3,008	3,008	2,989	2,922	2,864	2,875	2,875
	SKY PerfecTV!	2,193	2,198	2,140	2,171	2,171	2,168	2,121	2,084	2,108	2,108
	Premium Service	825	805	781	766	766	750	731	712	700	700
	Premium Service Hikari	75	74	72	71	71	70	69	68	67	67
Churn Rate(%)*3	Total for SKY PerfecTV! *2	4.8%	4.8%	6.8%	5.3%	21.7%	5.2%	5.7%	6.9%	5.6%	23.4%
	SKY PerfecTV!	5.6%	5.6%	8.2%	6.3%	25.7%	6.1%	6.8%	8.3%	6.6%	27.8%
	Premium Service	2.9%	2.9%	3.4%	3.0%	12.2%	2.8%	3.1%	3.2%	2.9%	12.0%
	Premium Service Hikari	2.8%	2.5%	2.7%	2.8%	10.8%	2.6%	2.5%	2.5%	2.7%	10.3%

*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 ended March 31, 2023				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
SKY PerfecTV!	3,347	3,345	3,316	3,293	3,326	3,340	3,362	3,311	3,302	3,329
Subscription fee	2,969	2,967	2,938	2,915	2,948	2,962	2,984	2,933	2,924	2,951
Basic fee and Others *5	378	378	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	3,451	3,517
Subscription fee	3,173	3,153	3,107	3,058	3,124	3,128	3,131	3,061	3,021	3,087
Basic fee and Others *5	434	434	433	433	433	431	431	430	430	431
Premium Service Hikari	5,146	5,122	5,104	5,062	5,109	5,079	5,076	5,044	5,014	5,054
Subscription fee	4,281	4,259	4,242	4,202	4,246	4,226	4,229	4,203	4,179	4,210
Basic fee and Others *5	865	863	862	861	863	853	847	841	835	844

*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 ended March 31, 2023				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
SAC Total (Millions of Yen) ^{*6}	1,772	1,971	2,287	3,710	9,741	1,851	1,426	2,164	2,403	7,845
Advertising expenses	736	871	1,141	2,101	4,850	831	529	1,205	1,353	3,921
Promotion expenses	282	261	378	627	1,550	338	279	317	401	1,336
Subscription campaign expenses	230	160	252	271	915	211	144	222	233	812
Others	463	394	387	420	1,665	410	372	380	413	1,578
Production costs for free programs	60	283	127	289	760	59	99	37	—	196

*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!.