

April 28, 2022

SKY Perfect JSAT Holdings Inc.

Summary of Business Results for the Year Ended March 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^{*1}

(Unit: Millions of Yen)

	For the year ended March 31, 2021					For the year ended March 31, 2022				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
Revenues	34,674	35,099	34,568	35,230	139,572	29,078	29,311	30,046	31,196	119,632
Operating Income	5,594	5,521	5,461	2,574	19,151	5,493	5,360	5,402	2,606	18,862
Ordinary Income	5,977	5,844	5,529	2,998	20,349	5,868	5,563	5,969	2,906	20,307
Profit attributable to owners of parent	4,022	3,843	3,424	2,054	13,345	4,929	3,604	4,119	1,926	14,579
Total Assets	230,404	234,330	235,114	235,314	235,314	239,088	241,572	241,189	243,077	243,077
Total Equity	378,420	381,311	377,548	385,568	385,568	379,097	379,762	371,780	378,166	378,166
Net Income per Share (Yen)	13.54	12.94	11.53	6.91	44.92	16.59	12.16	14.04	6.73	49.52
Total Equity per Share (Yen)	772.47	785.21	787.83	788.27	788.27	801.77	815.22	824.51	833.58	833.58
EBITDA ^{*2}	12,368	12,094	11,473	9,331	45,268	12,056	11,629	11,886	8,606	44,179
Cash Dividend per Unit Share (Yen)	—	9.00	—	9.00	18.00	—	9.00	—	9.00	18.00
Net Cash Provided by Operating Activities	20,611	10,532	15,961	10,842	57,948	8,169	8,370	10,361	9,605	36,507
Net Cash Provided by (Used in) Investing Activities	(2,349)	(832)	(4,430)	(3,745)	(11,357)	(3,192)	(155)	(4,311)	(78)	(7,737)
Net Cash Provided by (Used in) Financing Activities	(10,380)	(116)	(6,033)	(347)	(16,878)	(6,295)	(1,279)	(7,949)	(881)	(16,405)

*1. We adopt "Accounting Standard for Revenue Recognition", etc. from the beginning of First Quarter of FY2021.

Each figure from First Quarter of FY2021 is after adoption of "Accounting Standard for Revenue Recognition", etc.

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

II. Segment Information^{*3}

(Unit: Millions of Yen)

	For the year ended March 31, 2021					For the year ended March 31, 2022				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
Revenues	34,674	35,099	34,568	35,230	139,572	29,078	29,311	30,046	31,196	119,632
Media Business	23,066	23,422	22,896	22,213	91,599	17,896	17,811	17,557	17,181	70,447
Space Business	14,381	14,465	14,400	15,681	58,929	13,843	14,121	15,030	16,504	59,500
Eliminations and Corporate Total	(2,773)	(2,789)	(2,728)	(2,664)	(10,956)	(2,661)	(2,621)	(2,542)	(2,489)	(10,314)
Operating Income	5,594	5,521	5,461	2,574	19,151	5,493	5,360	5,402	2,606	18,862
Media Business	2,174	2,525	2,347	(1,051)	5,995	2,193	2,016	1,602	(2,072)	3,740
Space Business	3,568	3,197	3,275	3,788	13,829	3,480	3,503	4,004	4,878	15,867
Eliminations and Corporate Total	(148)	(201)	(161)	(162)	(673)	(181)	(160)	(204)	(200)	(745)
Profit attributable to owners of parent	4,022	3,843	3,424	2,054	13,345	4,929	3,604	4,119	1,926	14,579
Media Business	1,603	1,794	1,691	(692)	4,396	1,652	1,323	1,426	(1,653)	2,749
Space Business	2,529	2,226	1,857	2,833	9,448	3,380	2,409	2,815	3,693	12,298
Eliminations and Corporate Total	(111)	(178)	(124)	(86)	(500)	(103)	(128)	(121)	(113)	(468)
Depreciation Expense	5,850	5,788	5,834	5,849	23,323	5,740	5,623	5,353	5,443	22,160
Media Business	1,861	1,800	1,841	1,923	7,427	1,872	1,873	1,769	1,805	7,320
Space Business	3,907	3,908	3,871	3,845	15,532	3,791	3,660	3,461	3,500	14,413
Eliminations and Corporate Total	82	79	121	80	363	75	89	122	137	426
Capital Expenditures	1,311	736	4,441	6,548	13,038	1,490	1,219	2,622	2,180	7,512
Media Business	1,055	212	2,230	1,072	4,571	429	762	1,608	1,233	4,034
Space Business	251	507	2,199	5,329	8,288	1,041	450	974	825	3,292
Eliminations and Corporate Total	4	16	11	145	178	18	6	39	121	185

*3. We adopt "Accounting Standard for Revenue Recognition", etc. from the beginning of First Quarter of FY2021.

Each figure from First Quarter of FY2021 is after adoption of "Accounting Standard for Revenue Recognition", etc.

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

(Unit: Thousand)

Number of Subscribers and Churn Rate		For the year ended March 31, 2021					For the year ended March 31, 2022				
		1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
New Subscribers	Total for SKY PerfecTV! ^{*4}	167	145	137	184	633	140	131	127	181	579
	SKY PerfecTV!	157	137	131	173	598	132	126	121	169	550
	SKY PerfecTV! Premium Service	9	6	5	10	30	6	4	5	10	25
	SKY PerfecTV! Premium Service Hikari	1	1	1	1	5	1	1	1	1	4
Churn	Total for SKY PerfecTV! ^{*4}	185	142	204	170	702	149	148	210	165	673
	SKY PerfecTV!	152	113	170	139	574	122	122	179	138	561
	Premium Service	31	26	32	29	118	25	24	29	25	103
	Premium Service Hikari	2	2	2	3	10	2	2	2	2	8
Net Increase	Total for SKY PerfecTV! ^{*4}	(18)	3	(67)	14	(68)	(9)	(17)	(83)	15	(94)
	SKY PerfecTV!	5	24	(39)	34	24	10	5	(58)	31	(12)
	Premium Service	(22)	(20)	(27)	(19)	(88)	(19)	(20)	(24)	(15)	(78)
	Premium Service Hikari	(1)	(1)	(1)	(2)	(5)	(1)	(1)	(1)	(1)	(4)
Total Subscribers	Total for SKY PerfecTV! ^{*4}	3,152	3,155	3,088	3,102	3,102	3,093	3,076	2,993	3,008	3,008
	SKY PerfecTV!	2,163	2,187	2,149	2,183	2,183	2,193	2,198	2,140	2,171	2,171
	Premium Service	909	889	862	844	844	825	805	781	766	766
	Premium Service Hikari	79	79	77	76	76	75	74	72	71	71
Churn Rate(%) ^{*5}	Total for SKY PerfecTV! ^{*4}	5.8%	4.5%	6.4%	5.4%	22.1%	4.8%	4.8%	6.8%	5.3%	21.7%
	SKY PerfecTV!	7.0%	5.2%	7.9%	6.4%	26.6%	5.6%	5.6%	8.2%	6.3%	25.7%
	Premium Service	3.4%	2.8%	3.4%	3.1%	12.7%	2.9%	2.9%	3.4%	3.0%	12.2%
	Premium Service Hikari	3.0%	2.7%	3.0%	3.6%	12.2%	2.8%	2.5%	2.7%	2.8%	10.8%

*4. 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.

*5. 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 *6	For the year ended March 31, 2021					For the year ended March 31, 2022				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
SKY PerfectTV!	3,262	3,325	3,307	3,282	3,294	3,347	3,345	3,316	3,293	3,326
Subscription fee	2,885	2,947	2,930	2,904	2,917	2,969	2,967	2,938	2,915	2,948
Basic fee and Others*7	377	378	378	378	378	378	378	378	378	378
Premium Service	3,590	3,645	3,604	3,543	3,596	3,607	3,587	3,540	3,490	3,557
Subscription fee	3,153	3,208	3,168	3,108	3,160	3,173	3,153	3,107	3,058	3,124
Basic fee and Others*7	437	437	436	435	436	434	434	433	433	433
Premium Service Hikari	5,194	5,201	5,184	5,151	5,183	5,146	5,122	5,104	5,062	5,109
Subscription fee	4,331	4,335	4,315	4,291	4,318	4,281	4,259	4,242	4,202	4,246
Basic fee and Others*7	863	866	869	860	864	865	863	862	861	863

*6. 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 PerfectTV! is recognized as commission fee revenue.

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

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

(Unit: Millions of Yen)

Subscriber Acquisition Cost (Total for SKY PerfecTV!)	For the year ended March 31, 2021					For the year ended March 31, 2022				
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	4Q	Cumulative
SAC Total (Millions of Yen) ^{*8}	2,391	1,586	2,049	3,749	9,777	1,772	1,971	2,287	3,710	9,741
Advertising expenses	1,453	650	1,108	2,303	5,515	736	871	1,141	2,101	4,850
Promotion expenses ^{*9}	198	221	230	538	1,189	282	261	378	627	1,550
Subscription campaign expenses	257	195	183	198	836	230	160	252	271	915
Others	448	439	435	507	1,831	463	394	387	420	1,665
Production costs for free programs	33	78	90	200	403	60	283	127	289	760

*8. 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!.

*9. Sales incentive is merged with Promotion expenses from the first quarter of FY2021. The numbers of Promotion expenses in FY2020 are re-calculated.