

Summary of Business Results for the Nine Months Ended December 31, 2021

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 ending March 31, 2022			
	1Q	2Q	3Q	3Q Cumulative	4Q	Cumulative	1Q	2Q	3Q	3Q Cumulative
Revenues	34,674	35,099	34,568	104,342	35,230	139,572	29,078	29,311	30,046	88,436
Operating Income	5,594	5,521	5,461	16,577	2,574	19,151	5,493	5,360	5,402	16,256
Ordinary Income	5,977	5,844	5,529	17,351	2,998	20,349	5,868	5,563	5,969	17,401
Profit attributable to owners of parent	4,022	3,843	3,424	11,290	2,054	13,345	4,929	3,604	4,119	12,653
Total Assets	230,404	234,330	235,114	235,114	235,314	235,314	239,088	241,572	241,189	241,189
Total Equity	378,420	381,311	377,548	377,548	385,568	385,568	379,097	379,762	371,780	371,780
Net Income per Share (Yen)	13.54	12.94	11.53	38.00	6.91	44.92	16.59	12.16	14.04	42.79
Total Equity per Share (Yen)	772.47	785.21	787.83	787.83	788.27	788.27	801.77	815.22	824.51	824.51
EBITDA ^{*2}	12,368	12,094	11,473	35,936	9,331	45,268	12,056	11,629	11,886	35,572
Cash Dividend per Unit Share (Yen)	—	9.00	—	9.00	9.00	18.00	—	9.00	—	9.00
Net Cash Provided by Operating Activities	20,611	10,532	15,961	47,106	10,842	57,948	8,169	8,370	10,361	26,902
Net Cash Provided by (Used in) Investing Activities	(2,349)	(832)	(4,430)	(7,612)	(3,745)	(11,357)	(3,192)	(155)	(4,311)	(7,659)
Net Cash Provided by (Used in) Financing Activities	(10,380)	(116)	(6,033)	(16,530)	(347)	(16,878)	(6,295)	(1,279)	(7,949)	(15,523)

*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 ending March 31, 2022			
	1Q	2Q	3Q	3Q Cumulative	4Q	Cumulative	1Q	2Q	3Q	3Q Cumulative
Revenues	34,674	35,099	34,568	104,342	35,230	139,572	29,078	29,311	30,046	88,436
Media Business	23,066	23,422	22,896	69,386	22,213	91,599	17,896	17,811	17,557	53,265
Space Business	14,381	14,465	14,400	43,248	15,681	58,929	13,843	14,121	15,030	42,995
Eliminations and Corporate Total	(2,773)	(2,789)	(2,728)	(8,292)	(2,664)	(10,956)	(2,661)	(2,621)	(2,542)	(7,825)
Operating Income	5,594	5,521	5,461	16,577	2,574	19,151	5,493	5,360	5,402	16,256
Media Business	2,174	2,525	2,347	7,047	(1,051)	5,995	2,193	2,016	1,602	5,813
Space Business	3,568	3,197	3,275	10,041	3,788	13,829	3,480	3,503	4,004	10,989
Eliminations and Corporate Total	(148)	(201)	(161)	(511)	(162)	(673)	(181)	(160)	(204)	(545)
Profit attributable to owners of parent	4,022	3,843	3,424	11,290	2,054	13,345	4,929	3,604	4,119	12,653
Media Business	1,603	1,794	1,691	5,089	(692)	4,396	1,652	1,323	1,426	4,402
Space Business	2,529	2,226	1,857	6,614	2,833	9,448	3,380	2,409	2,815	8,605
Eliminations and Corporate Total	(111)	(178)	(124)	(413)	(86)	(500)	(103)	(128)	(121)	(354)
Depreciation Expense	5,850	5,788	5,834	17,473	5,849	23,323	5,740	5,623	5,353	16,717
Media Business	1,861	1,800	1,841	5,503	1,923	7,427	1,872	1,873	1,769	5,515
Space Business	3,907	3,908	3,871	11,686	3,845	15,532	3,791	3,660	3,461	10,913
Eliminations and Corporate Total	82	79	121	282	80	363	75	89	122	288
Capital Expenditures	1,311	736	4,441	6,490	6,548	13,038	1,490	1,219	2,622	5,331
Media Business	1,055	212	2,230	3,498	1,072	4,571	429	762	1,608	2,800
Space Business	251	507	2,199	2,958	5,329	8,288	1,041	450	974	2,466
Eliminations and Corporate Total	4	16	11	32	145	178	18	6	39	64

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

*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 ending March 31, 2022		
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q
SKY PerfecTV!	3,262	3,325	3,307	3,282	3,294	3,347	3,345	3,316
Subscription fee	2,885	2,947	2,930	2,904	2,917	2,969	2,967	2,938
Basic fee and Others*7	377	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
Subscription fee	3,153	3,208	3,168	3,108	3,160	3,173	3,153	3,107
Basic fee and Others*7	437	437	436	435	436	434	434	433
Premium Service Hikari	5,194	5,201	5,184	5,151	5,183	5,146	5,122	5,104
Subscription fee	4,331	4,335	4,315	4,291	4,318	4,281	4,259	4,242
Basic fee and Others*7	863	866	869	860	864	865	863	862

*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 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.

*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 ending March 31, 2022		
	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q
SAC Total (Millions of Yen) ^{*8}	2,391	1,586	2,049	3,749	9,777	1,772	1,971	2,287
Advertising expenses	1,453	650	1,108	2,303	5,515	736	871	1,141
Promotion expenses ^{*9}	198	221	230	538	1,189	282	261	378
Subscription campaign expenses	257	195	183	198	836	230	160	252
Others	448	439	435	507	1,831	463	394	387
Production costs for free programs	33	78	90	200	403	60	283	127

*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.