

Securities Code: 9412

SKY Perfect JSAT Holdings Inc.



# Q2 of FY2024 Presentation Material

For the 6-month period ended September 30, 2024

November 7, 2024

# Forward-looking Statements

Statements about the SKY Perfect JSAT Group's forecasts, strategies, management policies, and targets contained in this presentation that are not based on historical facts constitute forward-looking statements. These statements are based on management's assumptions, plans, expectations and judgments from information available at the time. These forward-looking statements are subject to a variety of risks and uncertainties. Therefore, actual results may differ materially from forecasts. The primary risks and uncertainties currently assumed by the SKY Perfect JSAT Group include, but are not limited to, the following:

## General Management

- Risks concerning business investment
- Risks concerning legal regulations on business
- Risks concerning leaks and handling of personal information and important information, and cyber security
- Risks concerning business continuity due to large-scale disaster and new infectious diseases, etc.

## Space Business

- Risks concerning lower competitiveness in the satellite communications Market
- Risks concerning procurement of communications satellites
- Risks concerning operations of communications satellites

## Media Business

- Risks concerning lower business competitiveness of Multi channel pay TV business
- Risks concerning illegal viewing
- Risks concerning customer management system

# Consolidated Financial Results

## Second Quarter of FY2024

# Financial Highlights

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**Consolidated net income\* was ¥9.7 billion, making solid progress at 54% towards the full-year forecast of ¥18 billion**

\*'Consolidated net income' means 'Profit attributable to owners of parent'.

**Operating income reached a record high of ¥13.9 billion**

- **Space Business: Growth driven by Space Intelligence Business and Global & Mobility Area**
- **Media Business: Remained stable with improved operational efficiency**

**Invested ¥18 billion in first half, including ¥8 billion in New Business Fields (full-year forecast of ¥33 billion)**

**Investments to continue in the second half for medium-to long-term growth**

# Consolidated Earning Results for Q2 of FY2024

- Revenue, operating income, and net income all achieved year-on-year growth
- Reaching approximately 50% of the full-year forecast as planned

(in Billions of ¥)	FY2023 Q2 Cumulative Total	FY2024 Q2 Cumulative Total	Change	Change (%)	FY2024 Forecast	Progress (%)
Revenue	60.5	61.0	+0.5	+0.9%	123.3	49.5%
Operating Income	13.4	13.9	+0.5	+3.5%	25.8	53.8%
Net Income (Profit attributable of owners of parent)	8.6	9.7	+1.2	+13.6%	18.0	54.0%
EBITDA*	23.7	24.7	+1.0	+4.5%	46.0	53.8%

\*EBITDA = Net Income + Tax Expense + Depreciation Expense + Amortization of Goodwill + Interest Expense

- Revenue growth in Space Intelligence Business and Global & Mobility Area covered the decline in revenue from the end of 4K broadcasting, etc.
- Concentrated expenditures on strengthening our business foundations in North America and advancing commercialization of Orbital Lasers

(in Billions of ¥)	FY2023 Q2 Cumulative Total	FY2024 Q2 Cumulative Total	Change	Major factors of change (YoY)
<b>Revenue*</b>	31.0	<b>31.4</b>	+0.3	(Revenue) <ul style="list-style-type: none"> <li>• Space Intelligence Business +0.9 (Increase sales in satellite image sales, etc.)</li> <li>• Global and Mobility Area +0.8 (Increase revenue in subsidiary in North America, etc.)</li> <li>• Broadcasting transponder-related revenue (1.4)</li> </ul>
<b>Operating Expense</b>	19.9	<b>20.8</b>	+0.9	(Operating Expense) <ul style="list-style-type: none"> <li>• Subsidiary in North America (Increased expense associated with the commencement of Horizons-4 business) +0.5</li> <li>• Orbital Lasers +0.2</li> <li>• Depreciation expense +0.2</li> </ul>
<b>Operating Income*</b>	11.1	<b>10.6</b>	(0.5)	
<b>Segment Profit**</b>	7.7	<b>7.5</b>	(0.2)	

\*Including inter-segment transactions

\*\*Segment Profit is calculated based on net income after tax

- Operating income increased due to improvements of operational efficiency
- Segment profit increased due to rebound of loss on valuation of investment securities in FY2023 Q2

(in Billions of ¥)	FY2023 Q2 Cumulative Total	FY2024 Q2 Cumulative Total	Change	Major factors of change (YoY)
Revenue*	34.2	33.0	(1.3)	<b>(Operating Income)</b> <ul style="list-style-type: none"> <li>Viewing fees, commission revenues and basic fees (1.2)</li> <li>Sales of FTTH business +0.2</li> </ul>
Operating Expense	31.5	29.3	(2.3)	<b>(Operating Expense)</b> <ul style="list-style-type: none"> <li>Digitalization, depreciation expense, etc. (0.8)</li> <li>Content expense (0.4)</li> <li>Satellite line usages, etc. (1.2)</li> </ul>
Operating Income*	2.7	3.7	+1.0	
Segment Profit**	1.1	2.6	+1.5	<b>(Segment Profit)</b> <ul style="list-style-type: none"> <li>Rebound of loss on valuation of investment securities in FY2023 Q2 +0.8</li> </ul>

\*Including inter-segment transactions

\*\*Segment Profit is calculated based on net income after tax

# Toward 2030

# Progress Update on Growth Investments

- Actively promoting investments for sustainable growth beyond FY2030
- Invested ¥18B in the first half of FY2024  
(¥10B in Core Business and ¥8B in New Business Fields)

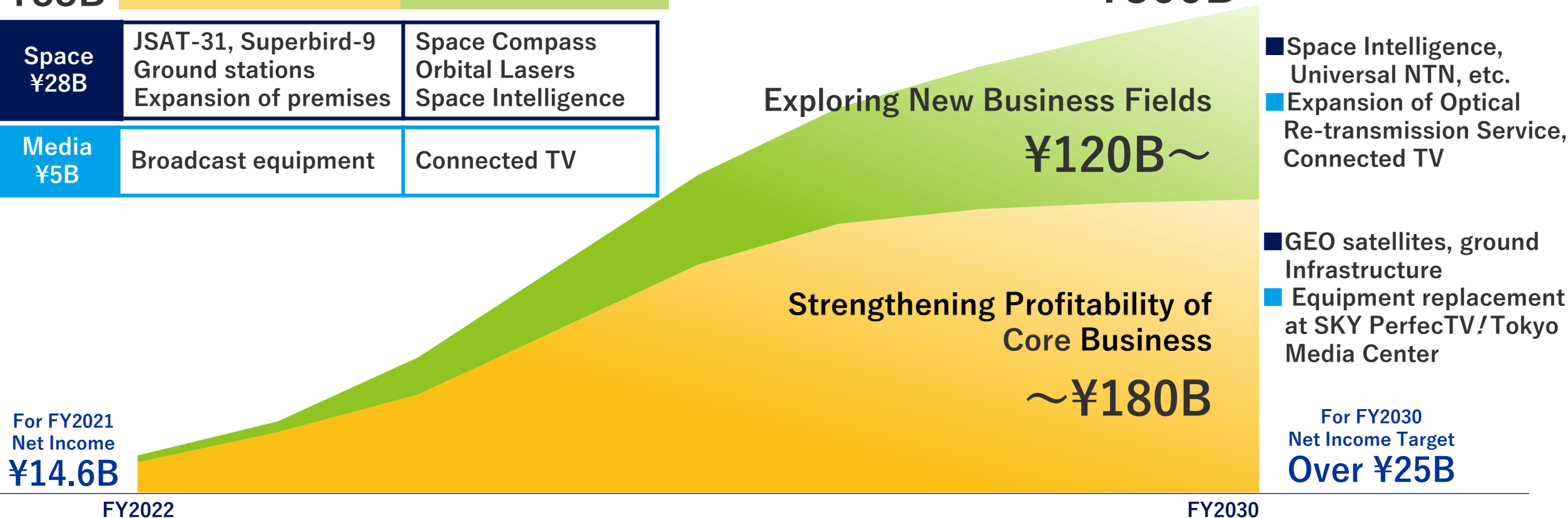
FY2024(planned)

¥33B      Core Business      New Business Fields

Space ¥28B	JSAT-31, Superbird-9 Ground stations Expansion of premises	Space Compass Orbital Lasers Space Intelligence
Media ¥5B	Broadcast equipment	Connected TV

Total for FY2022-FY2030

¥300B



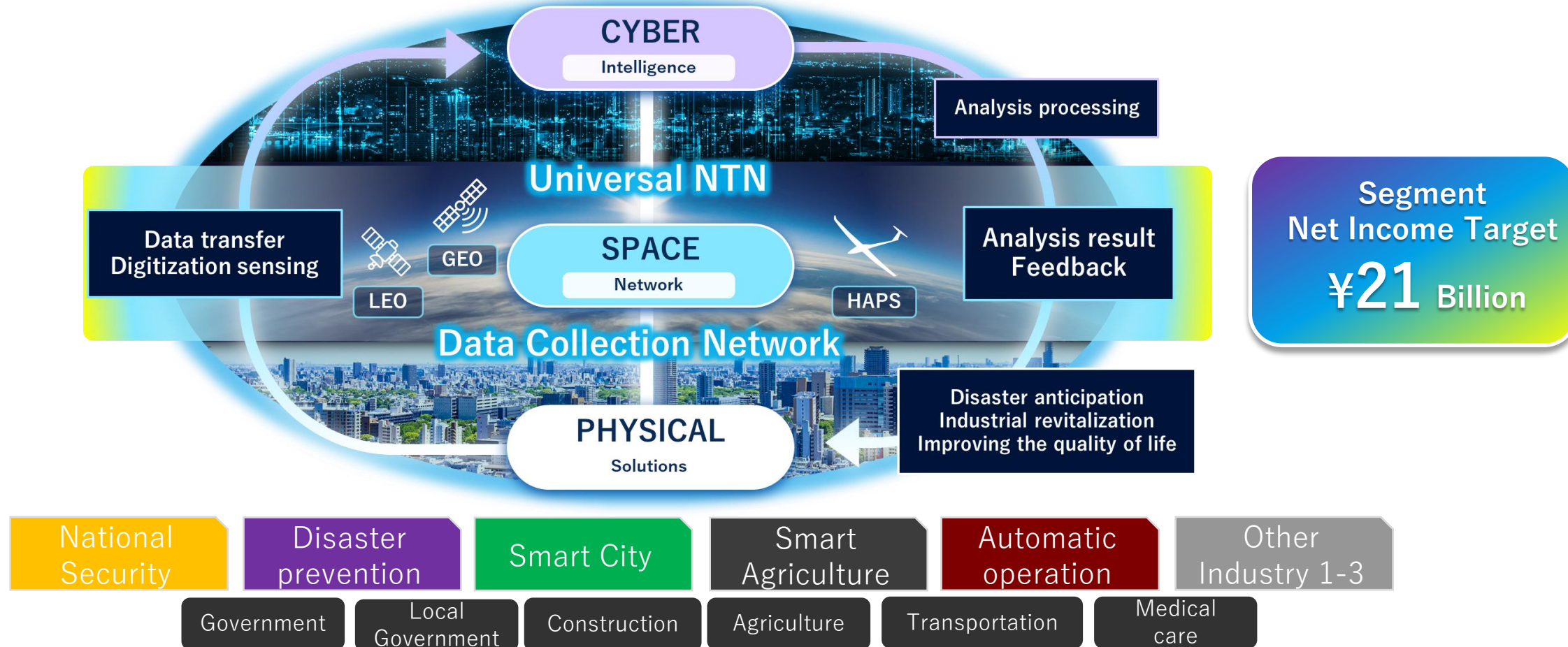
\*The cumulative investment chart above shows actual values up to FY2023.

# Space Business Vision

SPACE

Report

We are actively contributing towards the realization of a Super-Smart Society by aiming to establish both an innovative communication network covering all spaces and a global data collection network.



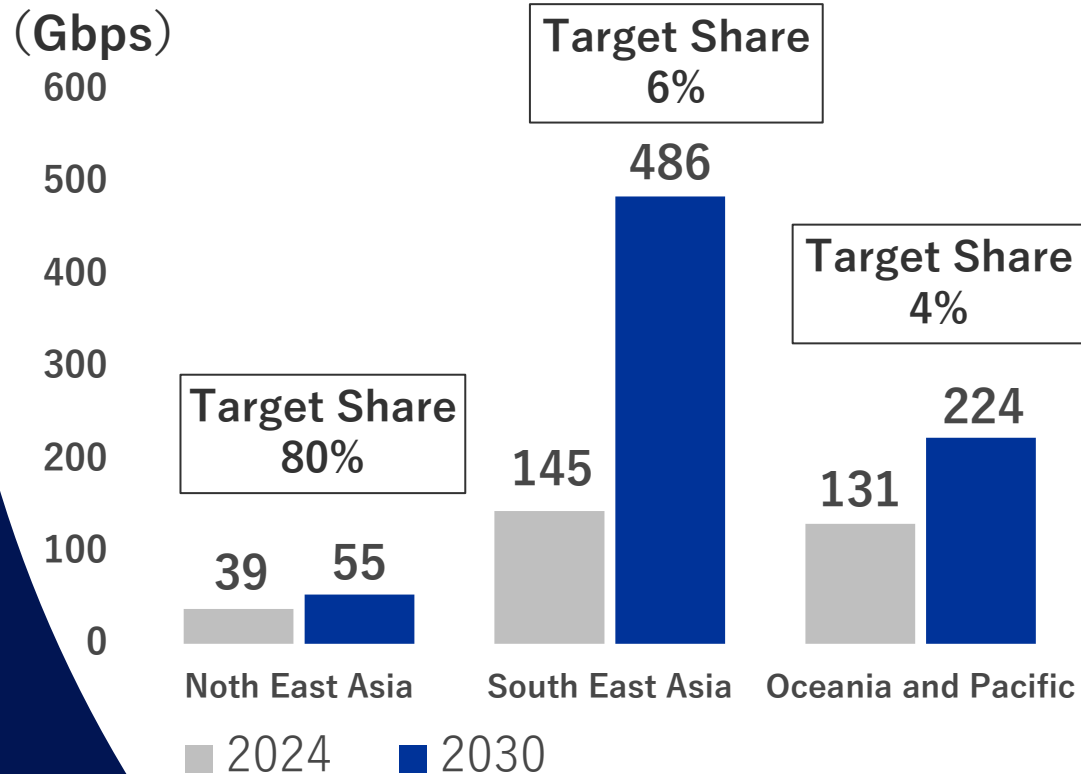
# Increase revenues by two new satellites (Superbird-9 and JSAT-31)

SPACE

Connectivity Business

With the two new high-capacity, competitive satellites, revenues growth will be driven by expanding capacity sales in Japan and overseas, building on existing customer base

GEO demand forecast  
in the Asia-Pacific region



Source : Euroconsult Satellite connectivity and Video Market 2024/10

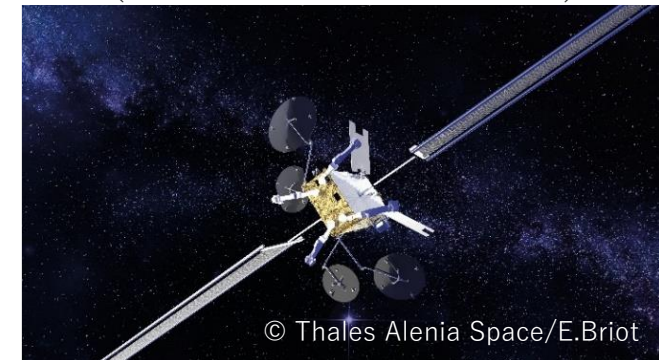
## Superbird-9

(Scheduled for launch in 2027)



## JSAT-31

(Scheduled for launch in 2027)



### Mobility

Signed a contract for in-flight connectivity on Superbird-9

### Asia-Pacific region

Aiming to capture significant growth of telecommunication demand towards 2030

# Expansion of business opportunities due to increased space-related budget

SPACE

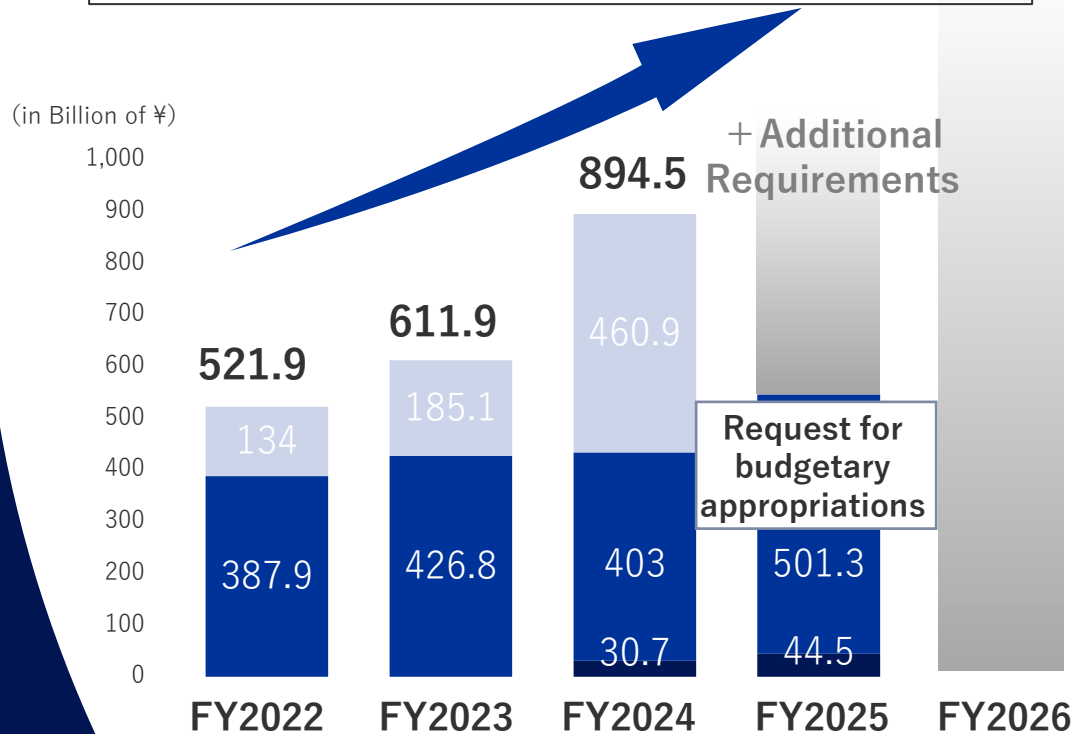
Connectivity Business

New Business Field

Space Intelligence Business

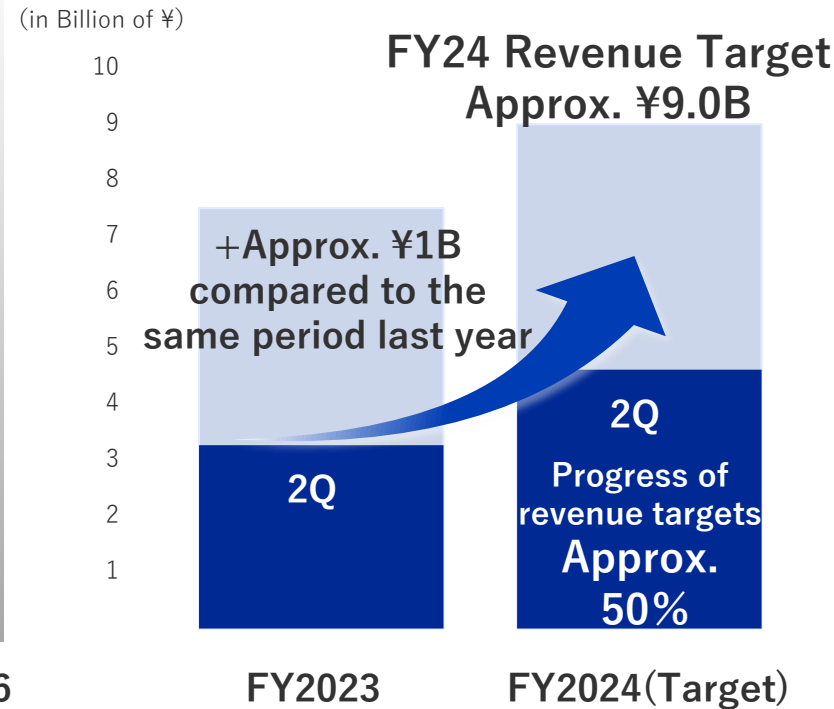
We expect continuous growth of government requirement in the future

Trends in the government's space budget



Secure more public sector orders, primarily in national security

Revenue from the national security field



- Expanding revenue from satellite imagery sales
- Signed new contract to provide satellite imagery to the government
- Received order for operation, maintenance and management of the Defense Communication Satellite-3 (Kirameki 3)

■ Initial budget ■ Supplementary budget ■ Planned amount of funds-related executions

Source; The figures up to FY2025 are drawn from the Cabinet Office's "Space-related Budget in the Initial Budget Draft for FY2024 and the Supplementary Budget for FY2023" and "Space-related Budget in the Budget Request for FY2025". <https://www8.cao.go.jp/space/budget/yosan.html>

## ■ Satellite LiDAR\* Business

\*LiDAR= Light-Detection-and-Ranging

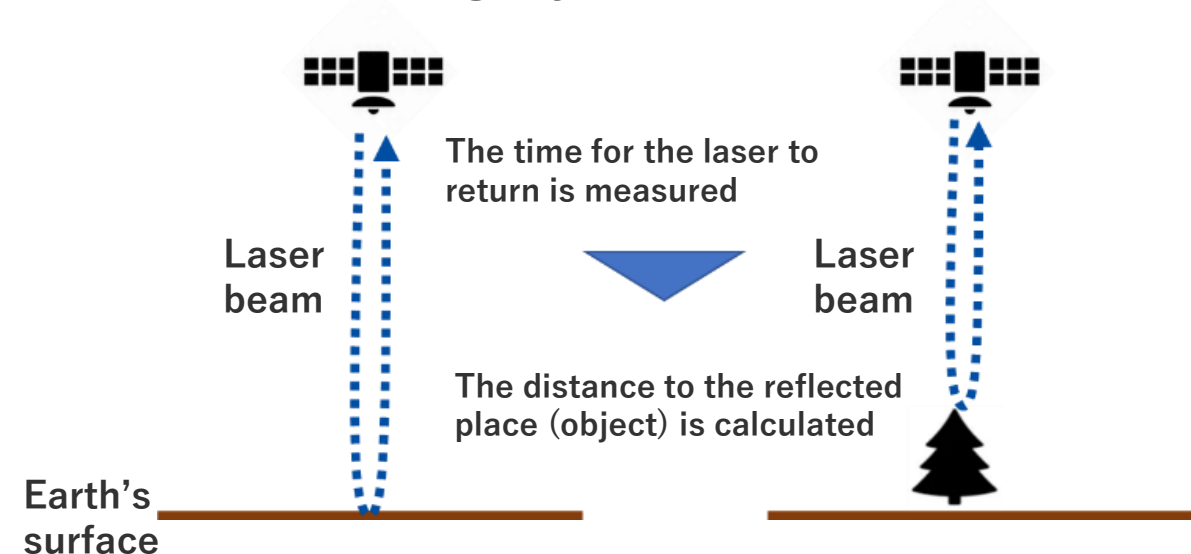
### Signed R&D agreement with JAXA on conceptual designing of altimeter LiDAR satellite system/satellite operation system

Contract summary

Contract amount: Approx. ¥500M

Content of Contract: Conceptual design on satellite system and satellite operation system of altimeter LiDAR satellite, and prototype manufacturing of some mission components

Measurement image by altimeter LiDAR satellite



High-precision measurement of altitude around the world  
Contributing to disaster prevention and mitigation, as well as the efficiency of land infrastructure management

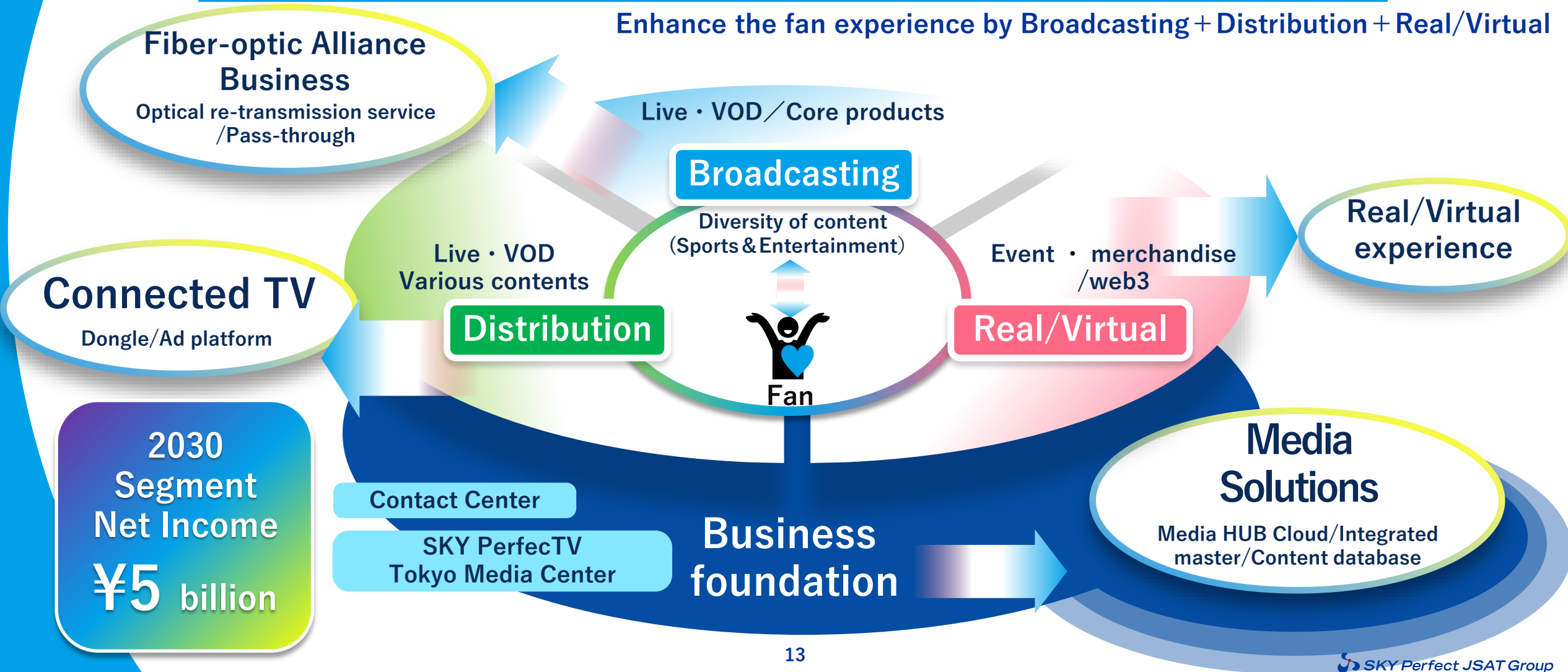
# Media Business Vision

MEDIA

Report

We are contributing to the realization of a diverse and highly creative society as a platform that connects people, companies, and society.

Enhance the fan experience by Broadcasting + Distribution + Real/Virtual



# SKY PerfecTV! Professional Baseball Set: Number of Subscriptions Exceeded Previous Season

MEDIA

Broadcasting  
• Distribution



- As result of the U-30 discount campaign and increased awareness and usage of the baseball streaming app, the number of subscriptions reached 103%\* YoY

\*Cumulative Number of Subscribers of SKY PerfecTV! and SKY PerfecTV! Premium Service (number of IC cards or IC chips)  
(As of July 31, 2024)

- About one-third of the Baseball Set subscribers bundle contracts for products in other genres in addition to baseball  
→ Contributed to an increase in ARPU

SKY PerfecTV! Service  
FY2024 Q2 ARPU ¥3,404  
(+ ¥31 YoY)



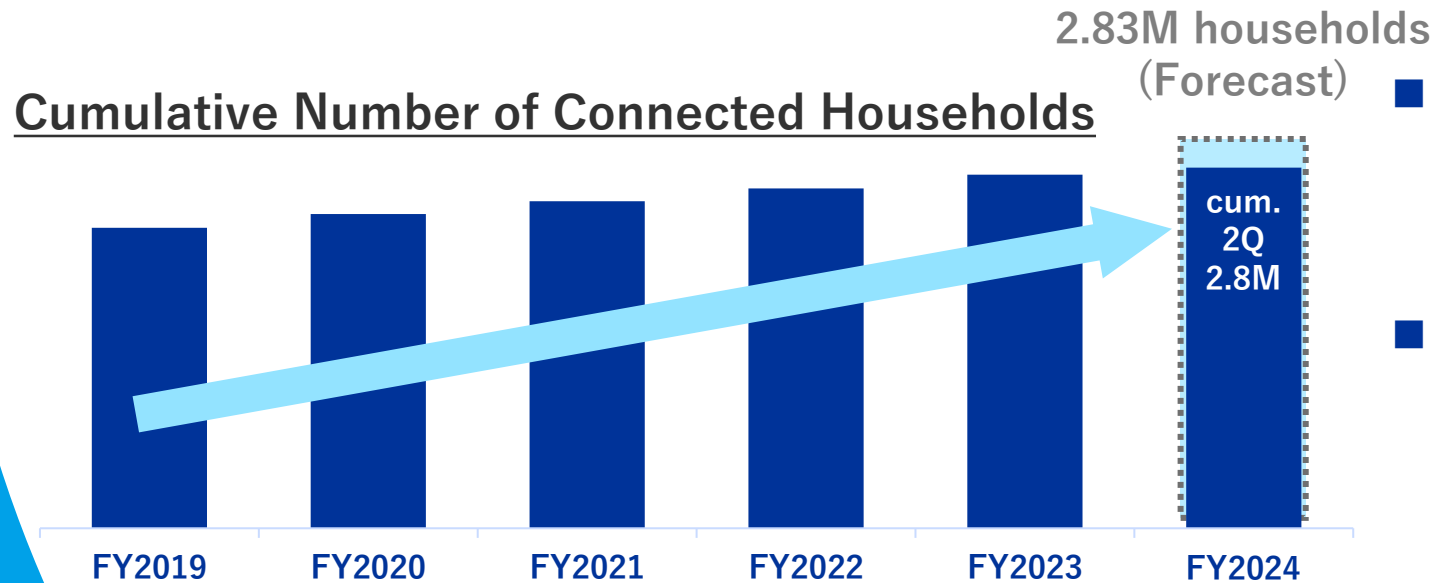
SKY PerfecTV!  
Professional Baseball Set  
¥4,054/month (incl. tax)

## Expansion of the Optical Re-transmission Service

- The number of households using the optical re-transmission service has expanded to **2.8 million**

(As of September 30, 2024)

- The Number of FTTH available households : approx. 43.5 million households (37 prefectures)
- The household coverage ratio of the service area : 77%



Net increase of +50,000 households in the first half (114% YoY), showing steady progress

- Expansion of contract resulting from the strengthening of promotional activities for the optical line services of major mobile carriers
- Increase in properties adopting optical re-transmission services through the further strengthening of cooperation with major alliance partners

**FY2024 Sales Target: ¥8.9B**

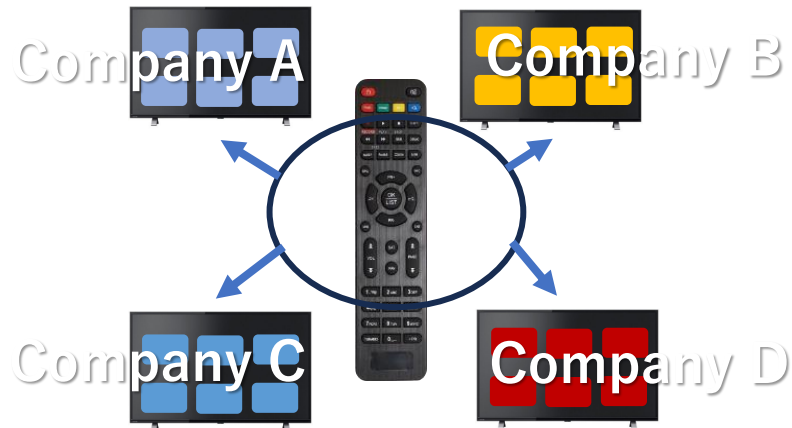
# Connected TV: SKY PerfectTV!/Plus Service Launch via a Monitoring Program in October 2024

MEDIA

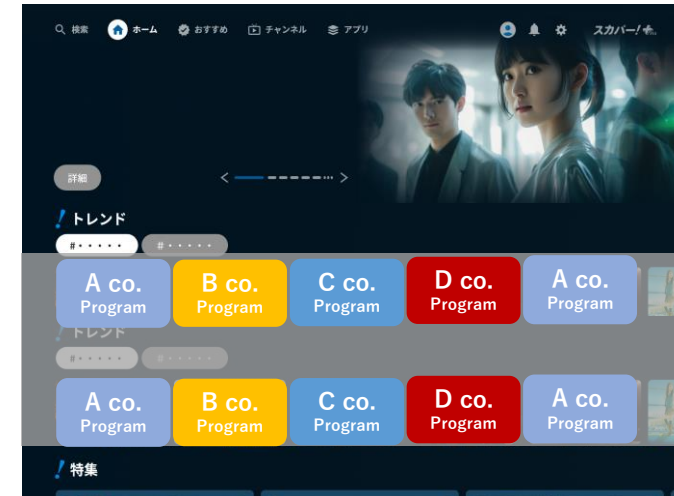
Broadcasting  
• Distribution

- Developed a portal/UX for discovering programs based on viewer interests, displaying content across multiple video services by theme and genre through integration with each video app's program metadata

Typical UI : Access each video app  
to search for programs



SKY PerfectTV!/Plus UI : Search for programs  
across multiple video apps on the portal and play



- Provision of service to approx. 20,000 broadcast subscribers, as well as to customers through telecom and retail companies, via monitoring program
- Gather viewing and content data from users to expand into the digital marketing field

# SKY Perfect Pictures : 1st Funded Anime Now Broadcasting and Streaming



MEDIA  
New Business  
Field

Animated TV series

“Orb: On the Movements of the Earth”

## ■ Ranked No. 1 in the “2024 Fall Anime Anticipation Ranking”

From “Filmarks”, one of Japan's largest review services for movies, dramas, and anime

## ■ Ranked No. 1 in the “Current TV Recorded Anime Ranking” for three consecutive weeks

From anime information website operated by eiga.com

(as of October 23)

### Broadcasting

NHK General TV : Every Saturday 11:45 PM~

### Streaming (Each episode available after airing)

Netflix : Worldwide distribution including Japan

ABEMA : Free streaming in Japan

Reference :

- <https://filmaga.filmmarks.com/articles/310646/>
- [https://anime.eiga.com/news/column/konki\\_ranking/122407/](https://anime.eiga.com/news/column/konki_ranking/122407/)

©Uoto/Shogakukan/On the Movements of the Earth Project





## SKY Perfect JSAT has earned an MSCI ESG Rating of AA (August 2024)

**MSCI**  
ESG RATINGS



CCC	B	BB	BBB	A	AA	AAA
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**We have been selected as a constituent stock in five of the six ESG indexes that GPIF uses for Japanese stocks**

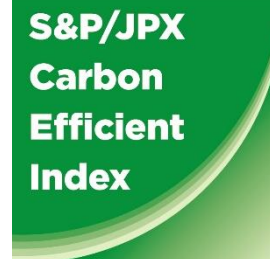


FTSE Blossom  
Japan



FTSE Blossom  
Japan Sector  
Relative Index

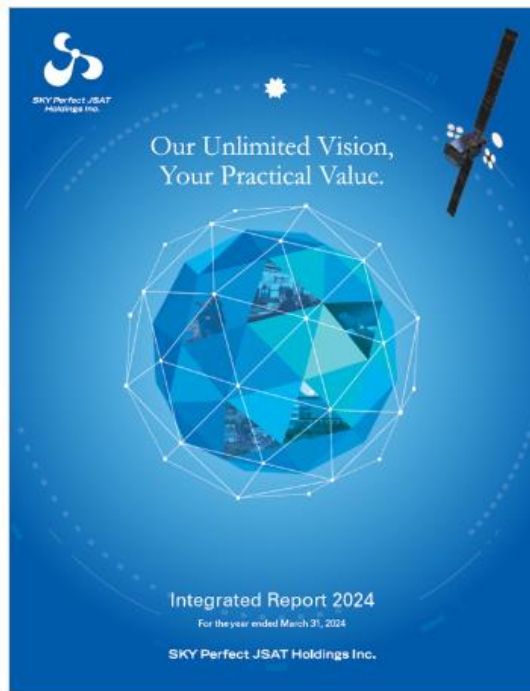
**2024** CONSTITUENT MSCI NIHONKABU  
ESG SELECT LEADERS INDEX



Morningstar Japan  
ex-REIT Gender  
Diversity Tilt Index  
(excluding REITs)



## Integrated Report 2024



- **Special Feature Expanding the Space Industry Market**
- **Renewal of Business's Value Chain in Space Business and Media Business**
- **Discussions by the Board of Directors**
  - Procurement of the communications satellite JSAT-31
  - Establishment of SKY Perfect Pictures Inc.
- **Roundtable discussion between outside directors and outside corporate auditor**
  - Growth strategy for the medium-to-long term
  - The management direction our shareholders expect us to pursue

# Space for your Smile

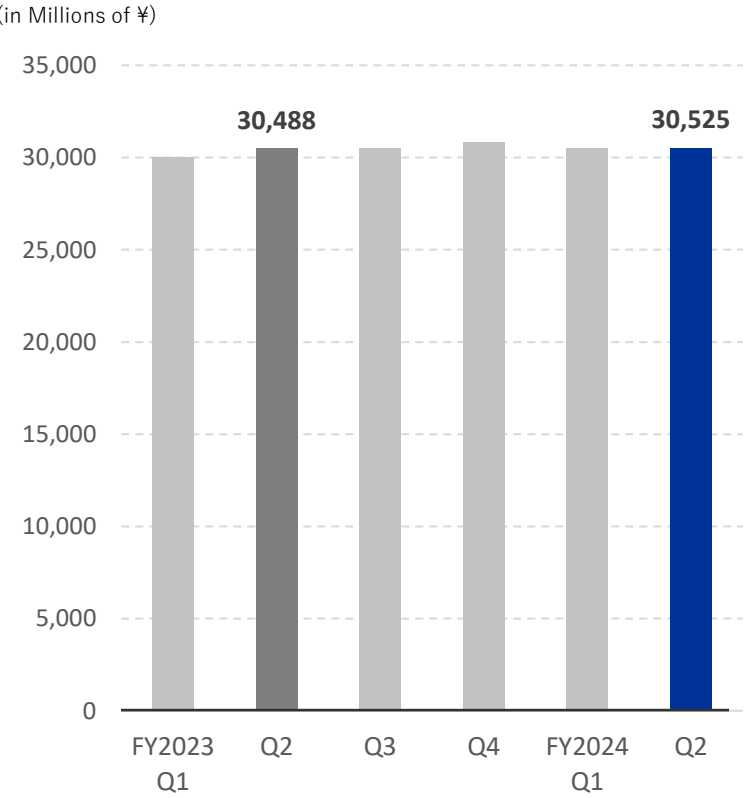
Toward a world where  
uncertainty turns to peace of mind,  
difficulty turns to ease,  
and interest turns to passion



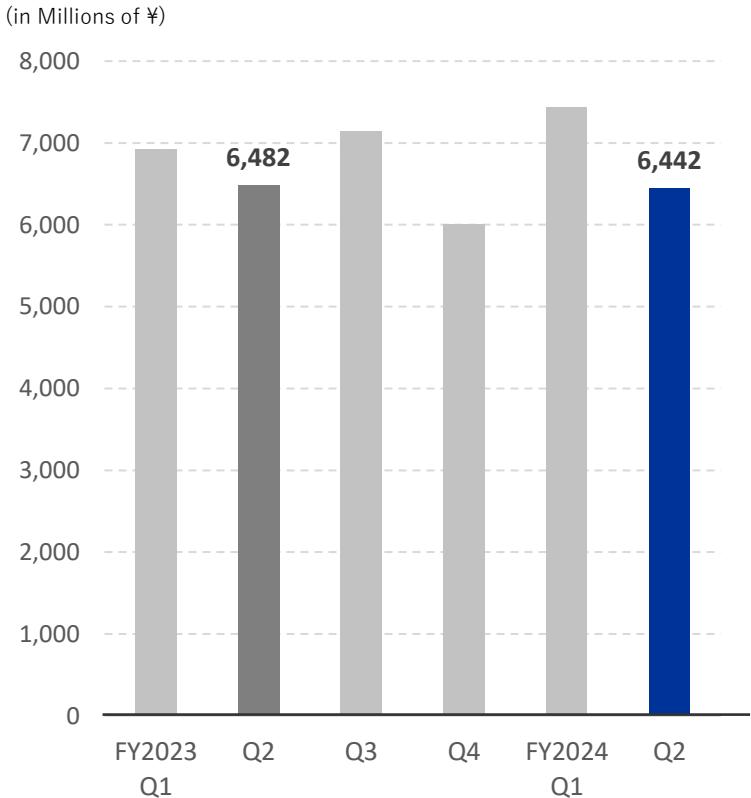
# References

# Trends of Consolidated Financial Results by Quarter (FY2023 Q1 – FY2024 Q2)

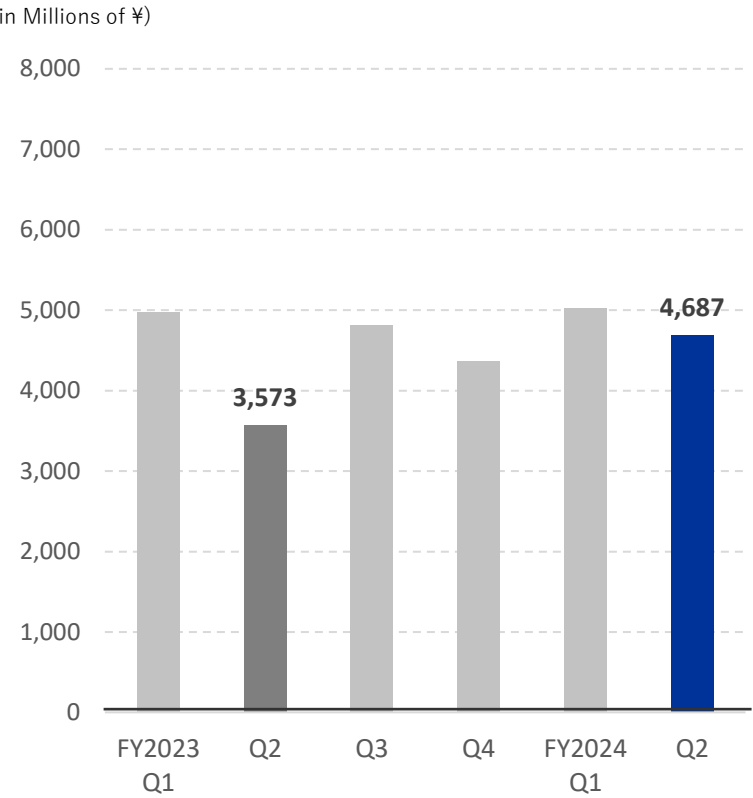
## Revenue



## Operating Income



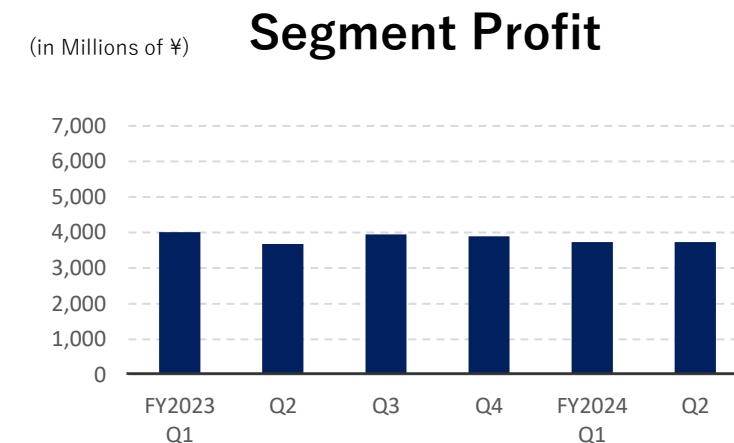
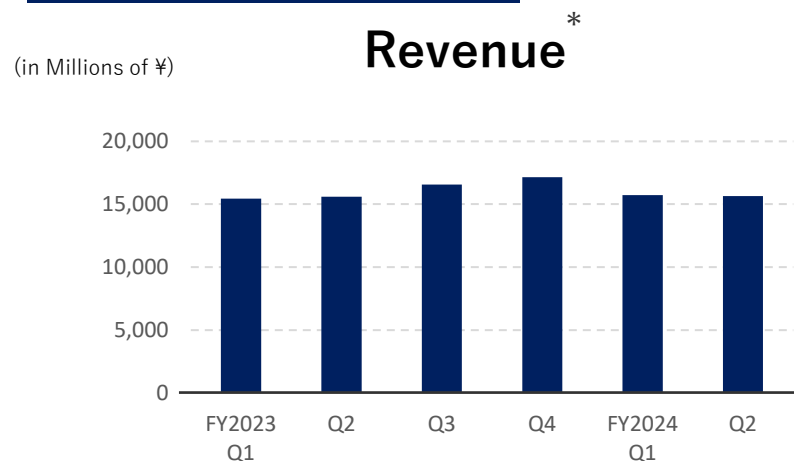
## Net Income



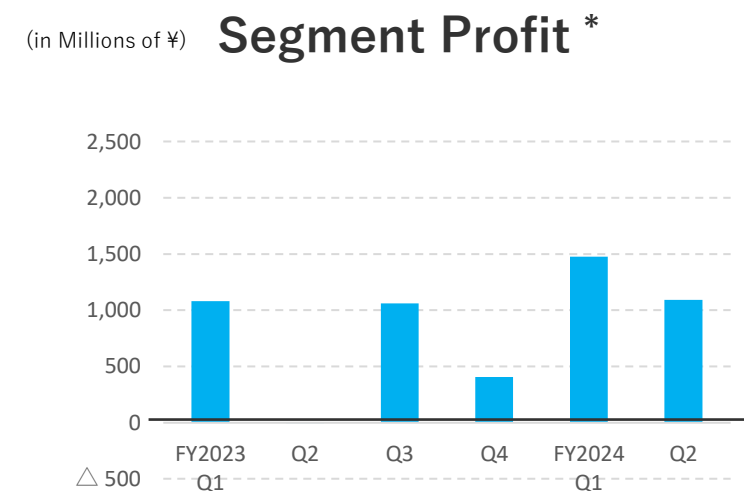
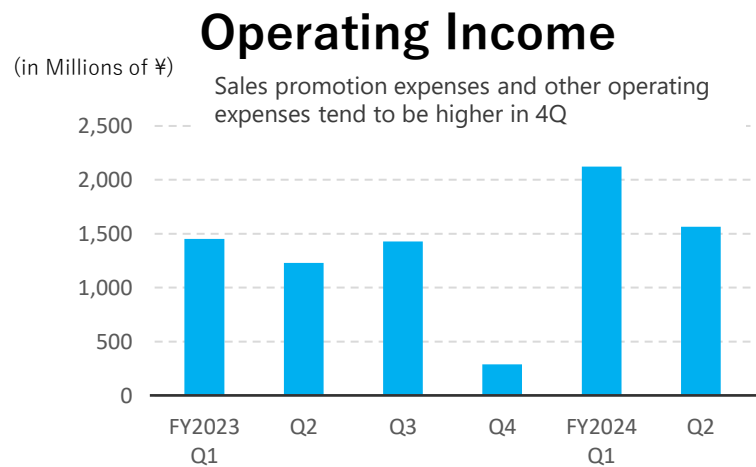
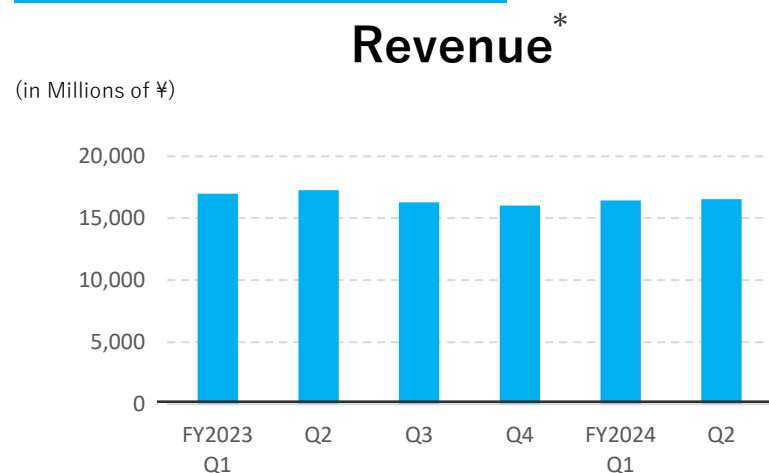
# Trends of Quarterly Financial Results by Segment (FY2023 Q1 - FY2024 Q2)

## Space Business

\* Including inter-segment transactions



## Media Business



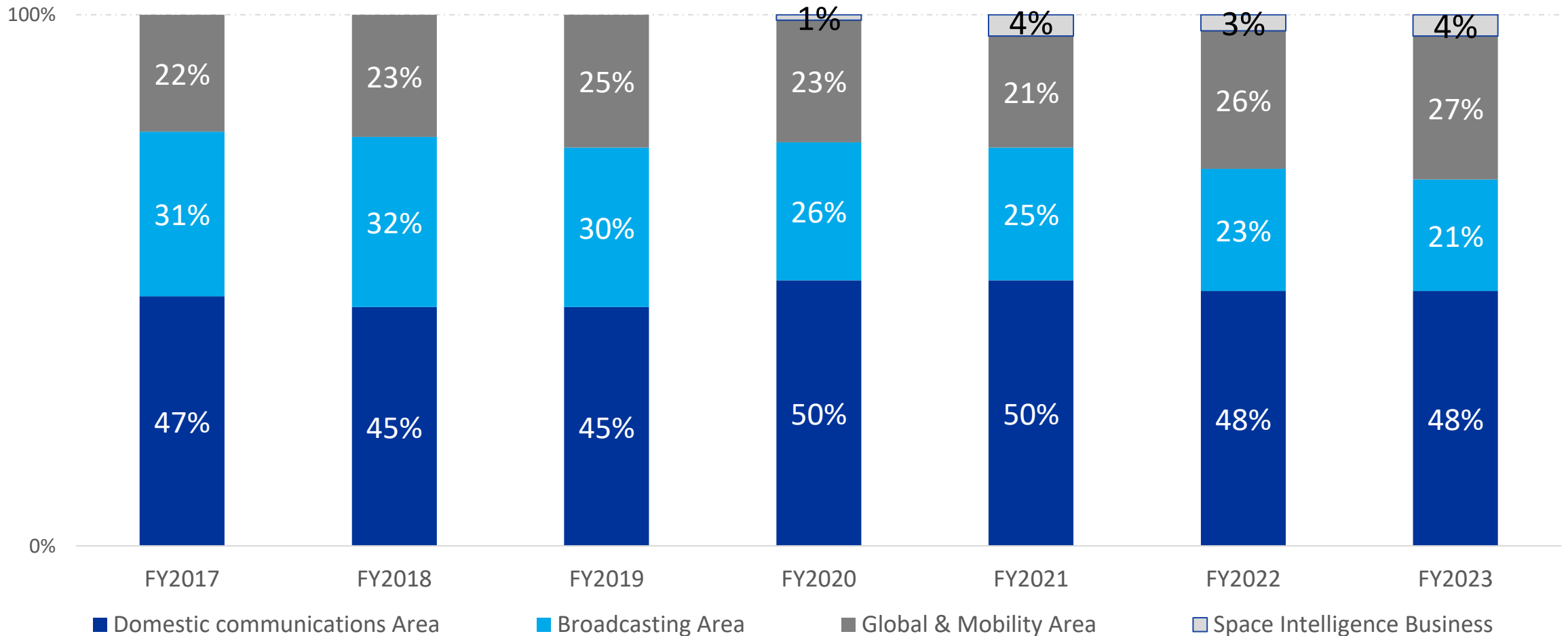
# Trends of Quarterly Financial Results by Segment (FY2023 Q1 - FY2024 Q2)

## Year-on-Year Comparison

(in Millions of ¥)

	FY2023					FY2024	
	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue	30,009	30,488	30,523	30,850	121,872	30,490	30,525
Space	15,445	15,593	16,563	17,146	64,749	15,725	15,639
Media	16,965	17,265	16,284	16,013	66,528	16,431	16,524
Consolidated Elimination	(2,401)	(2,370)	(2,324)	(2,309)	(9,405)	(1,666)	(1,639)
Operating Income	6,919	6,482	7,140	6,003	26,545	7,433	6,442
Space	5,670	5,433	5,902	5,792	22,798	5,516	5,057
Media	1,453	1,231	1,428	290	4,402	2,124	1,564
Consolidated Elimination	(203)	(181)	(190)	(78)	(655)	(207)	(179)
Segment Profit (Profit attributable to owners of the parent)	4,982	3,573	4,820	4,362	17,739	5,028	4,687
Space	4,008	3,680	3,949	3,893	15,532	3,728	3,736
Media	1,081	(1)	1,061	406	2,548	1,475	1,093
Consolidated Elimination	(107)	(105)	(190)	62	(341)	(175)	(142)

# Revenue Composition ratio in Space Business



\*Excluding the impact of the sale of communications satellites to the Ministry of Defense in FY2018

\*Accounting Standard for Revenue Recognition, etc. adopted from FY2021

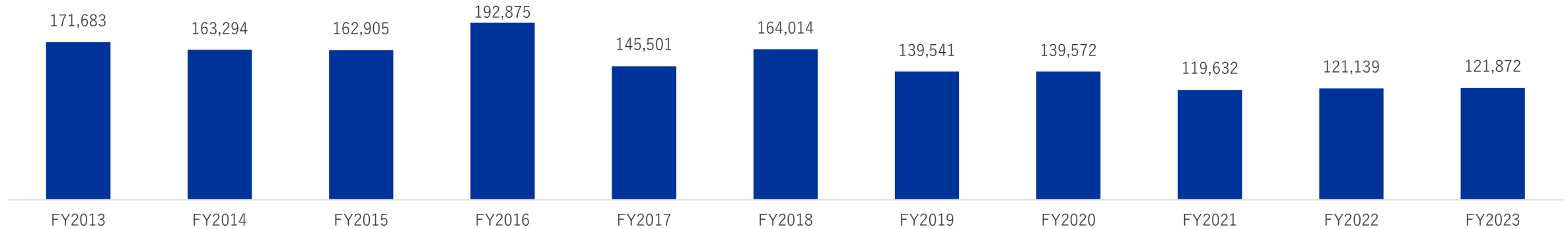
\*Revenue composition ratio of FY2021 was recalculated by replacing a part of earth observation image sales from Domestic into New Business.

# 10 Years Consolidated Financial Results (FY2013 - FY2023)

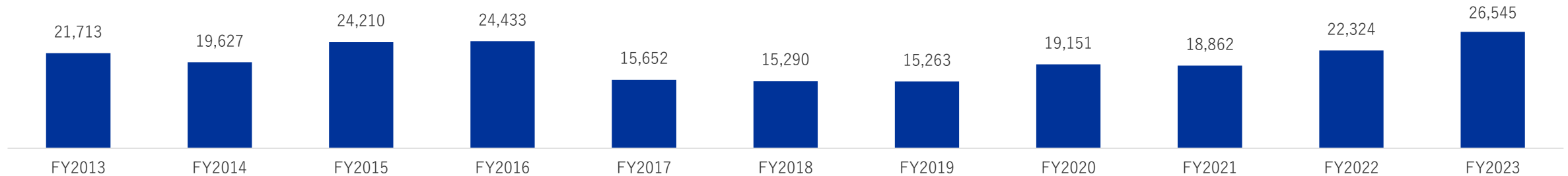
## Revenue

Adopted accounting standards for revenue recognition in fiscal 2021

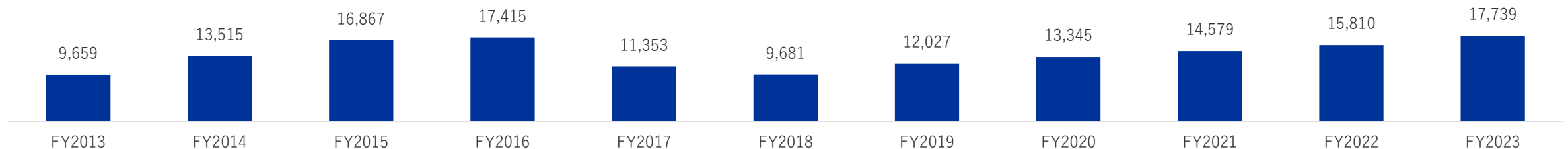
(in Millions of ¥)



## Operating Income



## Net Income (Profit attributable of owners of the parent)

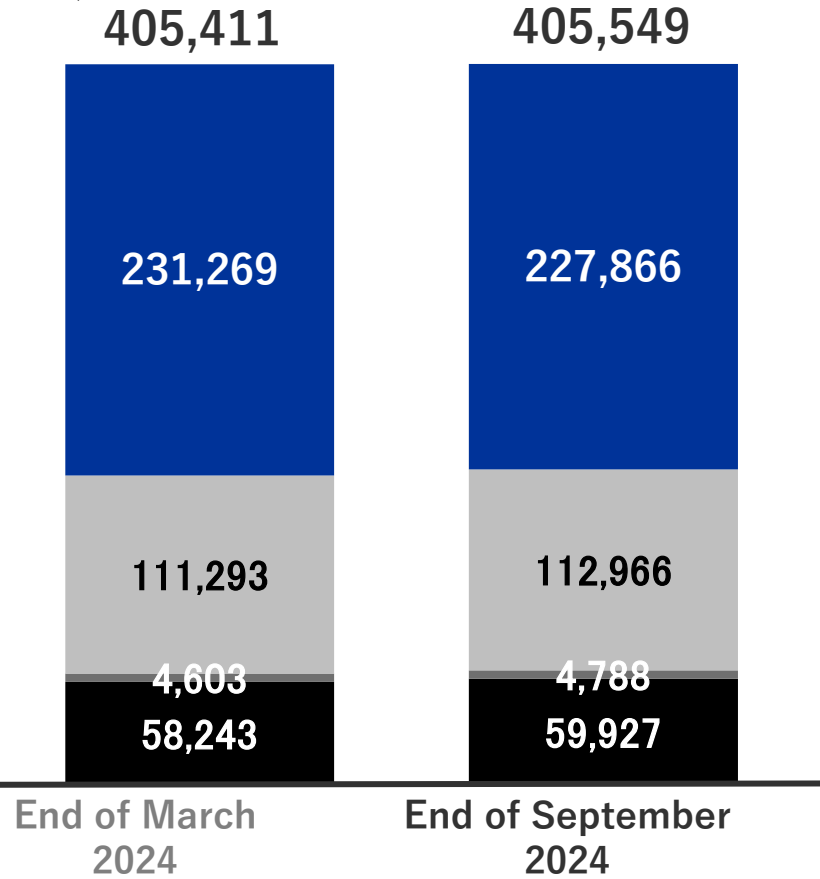


Including the impact of the sale of communication satellites to the Ministry of Defense in FY2016 and FY2018

# Consolidated Balance Sheet

## Assets

(in Millions of ¥)



Current assets

Property, Plant and Equipment

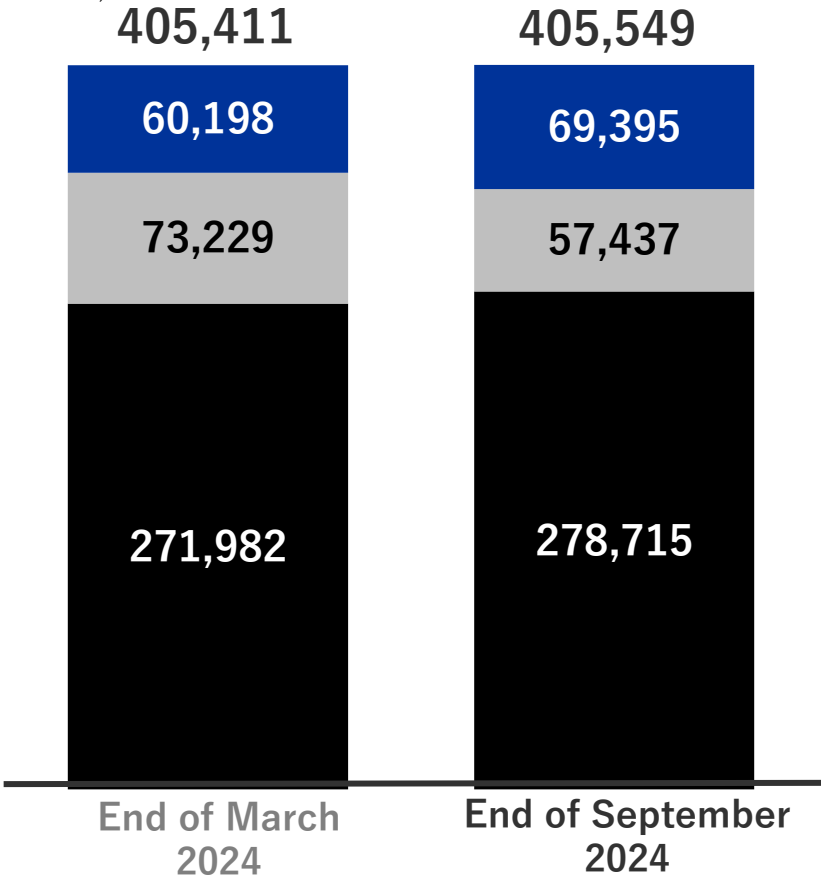
Intangible assets

Investments and other assets

## Liabilities and Net Assets

Equity Ratio : 66.7% → 68.2%

(in Millions of ¥)



Current liabilities

Long-term liabilities

Net assets

# Consolidated Cash Flows

(in Millions of ¥)

	FY2023 Q2 Cumulative Total	FY2024 Q2 Cumulative Total
Net Cash from Operating activities	16,183	24,949
Net Cash from Investing activities	(3,797)	(16,546)
Free Cash Flows <sup>*1</sup>	12,385	8,403
Net Cash from Financing activities	(9,512)	(7,995)
Cash and Cash Equivalents at Term-end(a)	111,415	115,080
Interest-bearing Debt at Term-end <sup>*2</sup> (b)	70,773	60,506
Net Interest-bearing Debt at Term-end (b) – (a)	(40,642)	(54,574)

\*1 Net Cash from Operating activities + Net Cash from Investing activities

\*2 Term-end balance of Debts and unsecured corporate bonds

# Earnings Results of Subsidiaries

(in Millions of ¥)

		SJC	SPCC	SPET	SPBC	JII	JMC
Business Description			Customer Center operations for multichannel Pay TV services, etc.	Licensed broadcaster providing multichannel pay TV services	Planning, production of content, technical support and provider of programs	Sale of satellite connections in North America, and Asia-Pacific	A provider of mobile satellite communications services
Share (%)		100.0	100.0	100.0	100.0	100.0	53.3
Revenue	FY2023 Q2 Cumulative Total	56,903	2,859	6,634	541	3,114	2,446
	FY2024 Q2 Cumulative Total	55,619	2,729	6,151	509	3,638	2,901
Operating Income	FY2023 Q2 Cumulative Total	11,685	202	143	109	1,164	453
	FY2024 Q2 Cumulative Total	11,752	179	642	107	1,190	561
Ordinary Income	FY2023 Q2 Cumulative Total	12,448	201	145	110	1,224	506
	FY2024 Q2 Cumulative Total	12,717	196	766	109	1,033	522

SJC: SKY Perfect JSAT Corporation

SPCC: SKY Perfect Customer-relations Corporation

SPET: SKY Perfect Entertainment Corporation

SPBC: SKY Perfect Broadcasting Corporation

JII: JSAT International Inc.

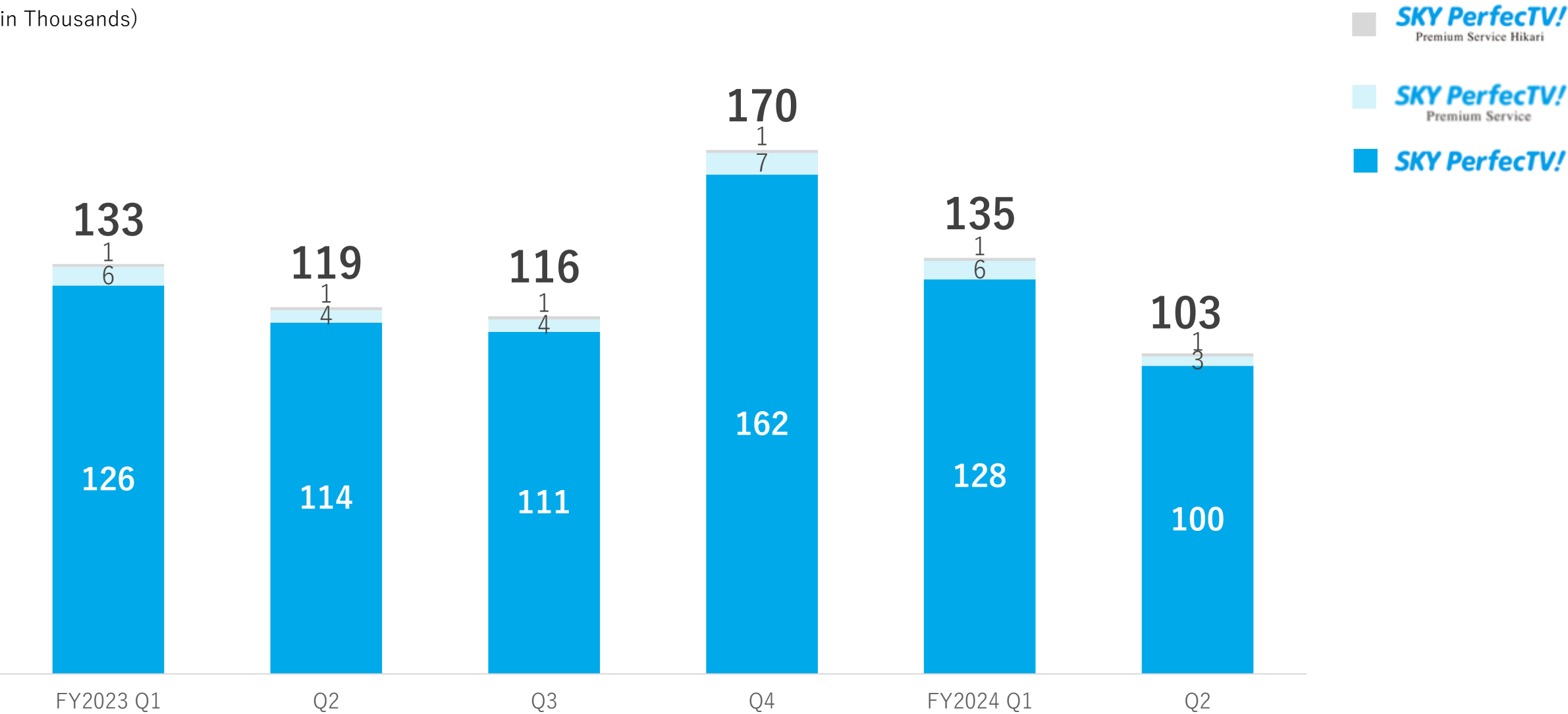
JMC: JSAT MOBILE Communications Inc.

# Annual Target of Subscribers

(in 10 Thousands)	FY2023 Q2 Cumulative Total	FY2024 Q2 Cumulative Total	Annual Target For FY2024
<b>New Subscribers</b> (IC cards or chips)	<b>25.2</b>	<b>23.8</b>	<b>51.1</b>
<b>Net Increase (IC cards or chips)</b>	(4.9)	(6.4)	(15.0)
- SKY PerfecTV!	(1.9)	(3.6)	(8.7)
- SKY PerfecTV!Premium Service	(2.8)	(2.8)	(5.9)
- SKY PerfecTV!Premium Service Hikari	(0.2)	(0.2)	(0.5)
<b>Cumulative number of subscribers</b> (IC cards or chips)	<b>282.6</b>	<b>267.6</b>	<b>259.1</b>
<b>Cumulative number of contractors</b> (contracts)	<b>221.4</b>	<b>207.5</b>	<b>199.6</b>
<b>Number of subscribing households of Optical Fiber Based Re-transmission service</b> (million)	<b>268.8</b>	<b>280.2</b>	<b>283.3</b>
<b>Average Monthly Contractor's Payment (Yen)</b>			
- SKY PerfecTV!	<b>3,362</b>	<b>3,402</b>	-
- SKY PerfecTV!Premium Service	<b>3,531</b>	<b>3,537</b>	
- SKY PerfecTV!Premium Service Hikari	<b>5,009</b>	<b>4,968</b>	

# Number of New Subscribers (IC cards or chips)

(in Thousands)

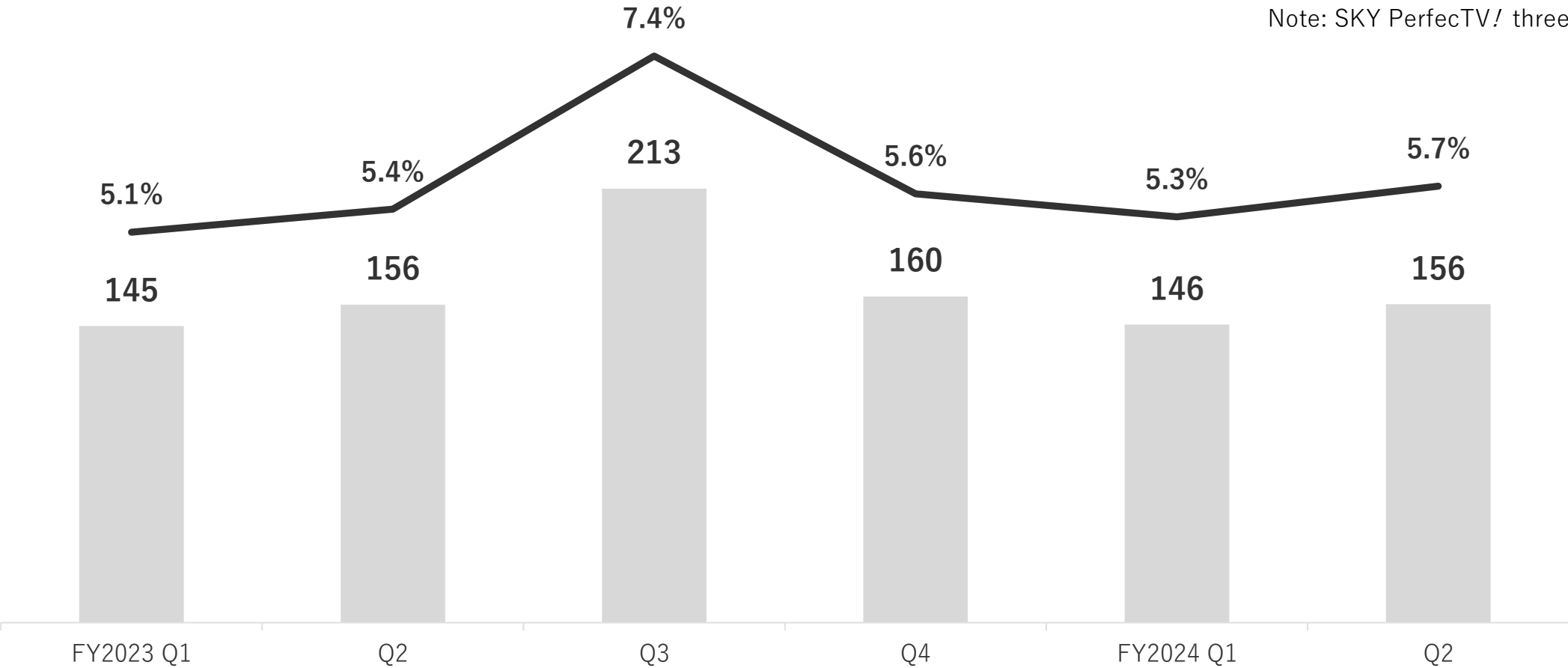


# Churn Rate (IC cards or chips)

Churn rate \* (Quarterly)

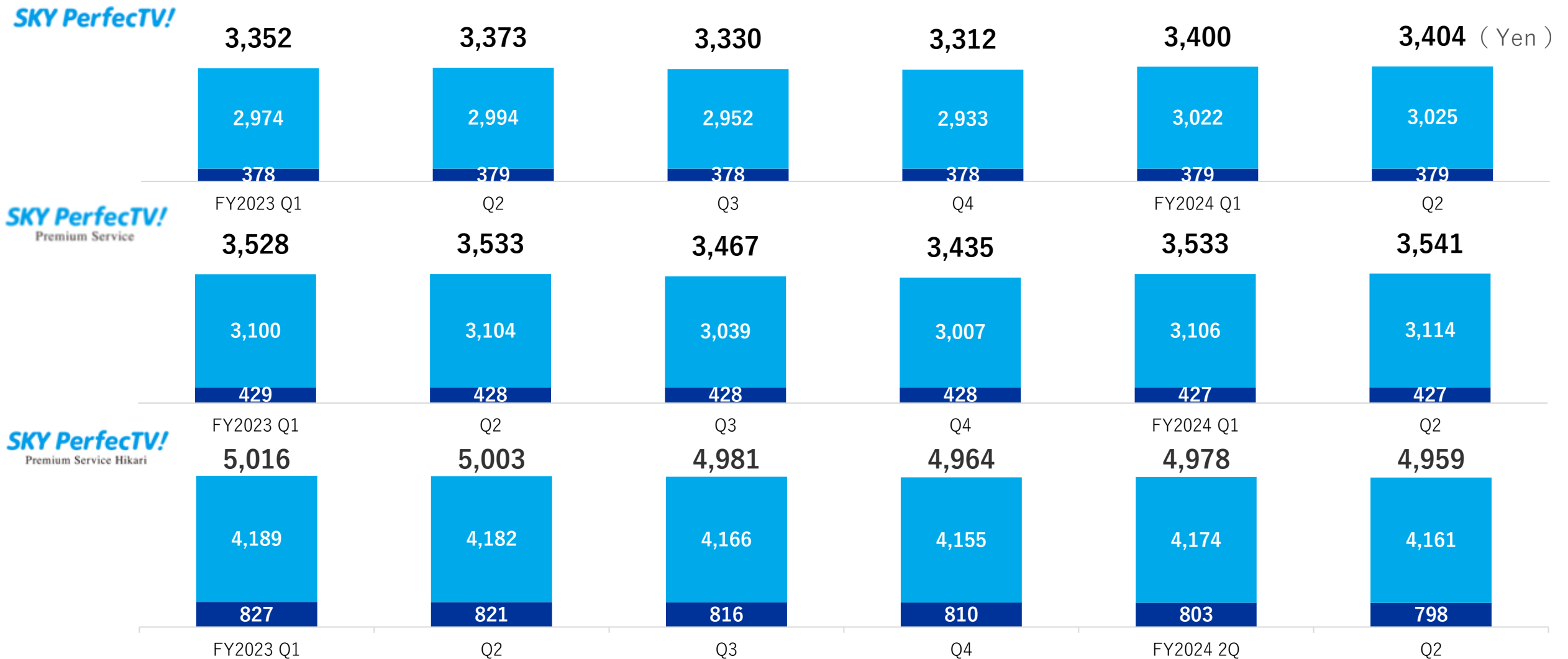
Numbers of Churn

Note: SKY PerfectTV! three services Total



\* The churn rate is calculated by dividing the total number of cancellations for each quarter by the cumulative number of subscribers at the end of the previous fiscal year.

# Average Monthly Contractor's Payment\*<sub>1</sub>



\*<sub>1</sub> Average monthly Contractor's payments made by contractors such as Basic fees and Viewing fees. The monthly unit price is based on the contractor's viewing fees. SKY PerfectTV! service recognizes around 30% as commission revenues and SKY PerfectTV! Premium service and SKY PerfectTV! Premium service HIKARI recognize around 50% deducting Cost of Program provision as Viewing fees revenues.

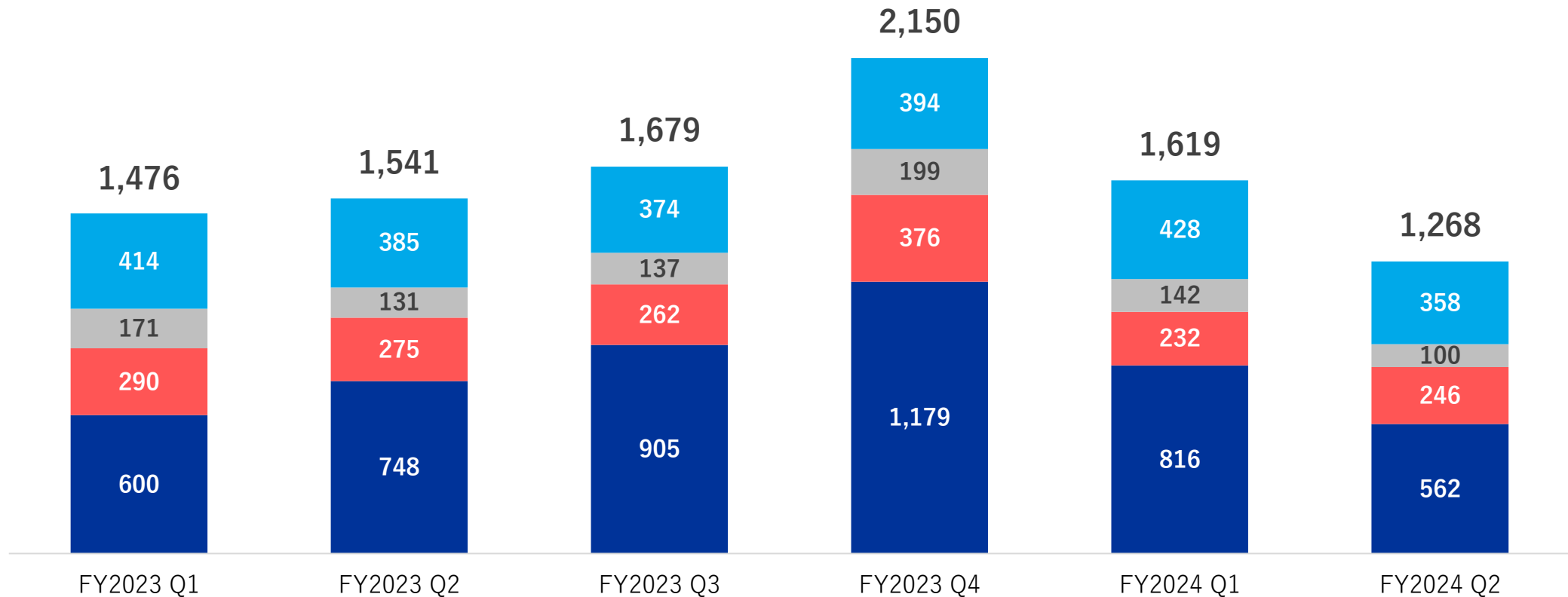
\*<sub>2</sub> Basic fees and set-top box rental fees.

■ Basic fees and other\*<sub>2</sub>

■ Viewing fees

# Total Subscribers Acquisition Cost (SAC)

(in Millions of ¥)



■ Advertising expenses: advertising expenses for various media

■ Promotion expenses\*: promotion cost to acquire new subscribers, sales incentives.

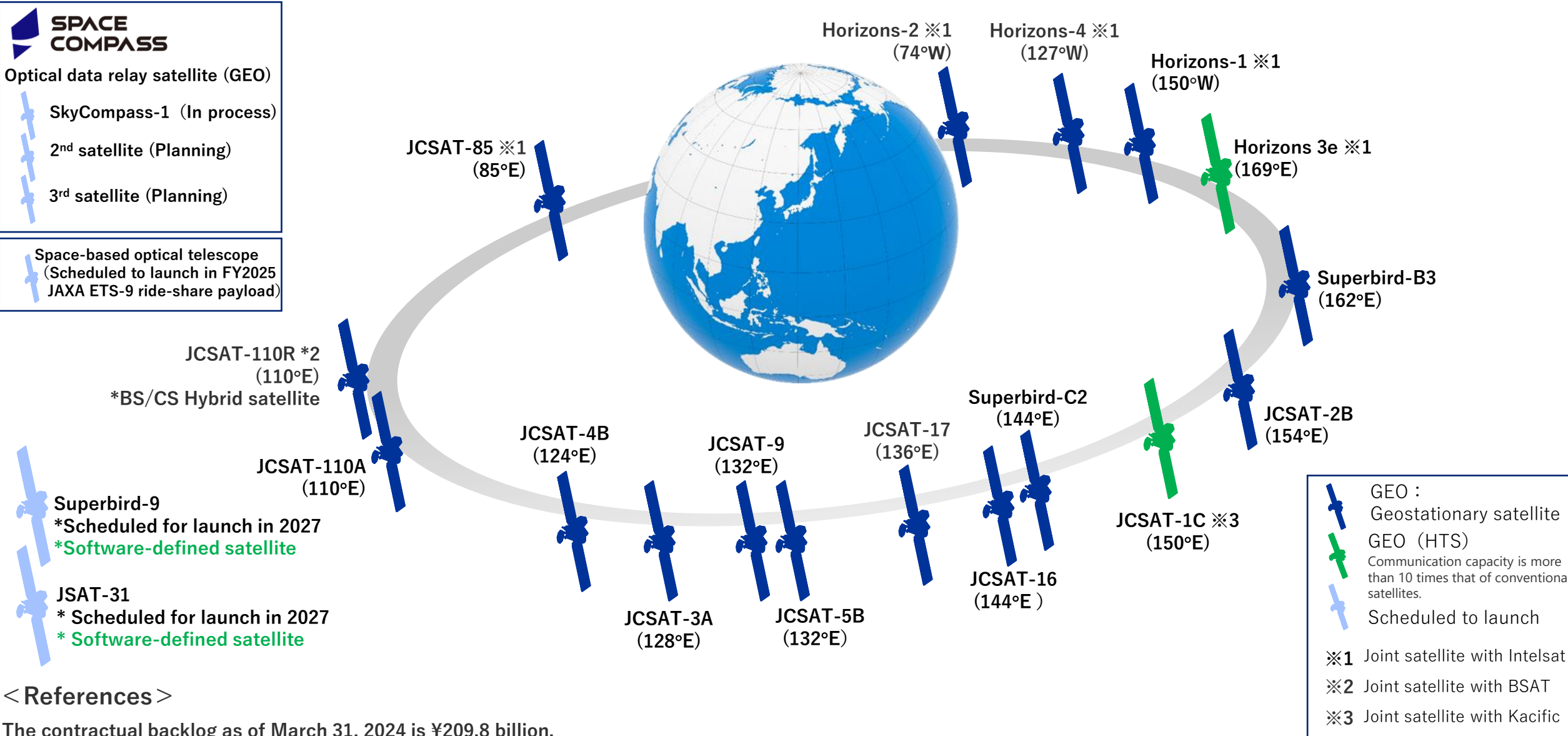
■ Subscription campaign expenses: campaign costs to acquire new subscribers such as free of charge antenna installation, etc.

■ Others: Operation costs of SKY PerfecTV! Customer service center, etc.

# Satellite Fleet Update

(As of October 31, 2024)

## A total of 17 satellites covering areas from North America to the Indian Ocean



# List of Satellites

(As of October 31, 2024)

## Number of Satellites in Possession: 17 geostationary(GEO) satellites

Satellite		Orbital Location	Satellite Bus	Launch Date (JST)	Launch Vehicle
Horizons-1	※1	150° W	Boeing 601HP	Oct. 1, 2003	Zenit-3SL (Sea Launch)
JCSAT-9		132° E	Lockheed A2100AX	Apr. 13, 2006	Zenit-3SL (Sea Launch)
JCSAT-3A		128° E	Lockheed A2100AX	Aug. 12, 2006	Ariane 5 (Arianespace)
Horizons-2	※1	74° W	Orbital STAR2	Dec. 22, 2007	Ariane 5 (Arianespace)
Superbird-C2		144° E	MELCO DS2000	Aug. 15, 2008	Ariane 5 (Arianespace)
JCSAT-5B		132° E	Lockheed A2100AX	Aug. 22, 2009	Ariane 5 (Arianespace)
JCSAT-85	※1	85° E	Orbital STAR2	Dec. 1, 2009	Zenit-3SL (Sea Launch)
JCSAT-110R	※2	110° E	Lockheed A2100AX	Aug. 7, 2011	Ariane 5 (Arianespace)
JCSAT-4B		124° E	Lockheed A2100AX	May. 16, 2012	Ariane 5 (Arianespace)
JCSAT-2B		154° E	SSL1300	May. 6, 2016	Falcon 9 (SpaceX)
JCSAT-16		144° E	SSL1300	Aug. 14, 2016	Falcon 9 (SpaceX)
JCSAT-110A		110° E	SSL1300	Dec. 22, 2016	Ariane 5 (Arianespace)
Superbird-B3		162° E	MELCO DS2000	Apr. 6, 2018	Ariane 5 (Arianespace)
Horizons 3e	(HTS) ※1	169° E	Boeing 702MP	Sep. 26, 2018	Ariane 5 (Arianespace)
JCSAT-1C	(HTS) ※3	150° E	Boeing 702MP	Dec. 17, 2019	Falcon 9 (SpaceX)
JCSAT-17		136° E	LM2100	Feb. 19, 2020	Ariane 5 (Arianespace)
Horizons-4	※1	127° W	Maxar 1300	Aug. 3, 2023	Falcon 9 (SpaceX)

\*1 Joint satellite with Intelsat \*2 Joint satellite with BSAT \*3 Joint satellite with Kacific

# LEO Satellite Constellation Services

SPACE

Connectivity  
Business

	Kuiper	Starlink	OneWeb	LightSpeed
<b>Number of satellites (Planned)</b>	3,236	(1 <sup>st</sup> Generation) 4,408 (2 <sup>nd</sup> Generation) 7,500	(1 <sup>st</sup> Generation) 648 (2 <sup>nd</sup> Generation) 360	198
<b>Service frequency</b>	Ka Band	Ku band	Ku Band	Ka Band
<b>Communication speed</b>	Several hundred Mbps range			
<b>Service availability</b>	Scheduled to commence service from 2026	In service	<ul style="list-style-type: none"> <li>• Service available in some areas</li> <li>• Preparing for domestic launch in Japan</li> </ul>	Scheduled to commence service in the second half of 2027
<b>Our initiatives</b>	Agreed on a strategic partnership with NTT Group	Starlink Business In service from Dec 2023	—	—

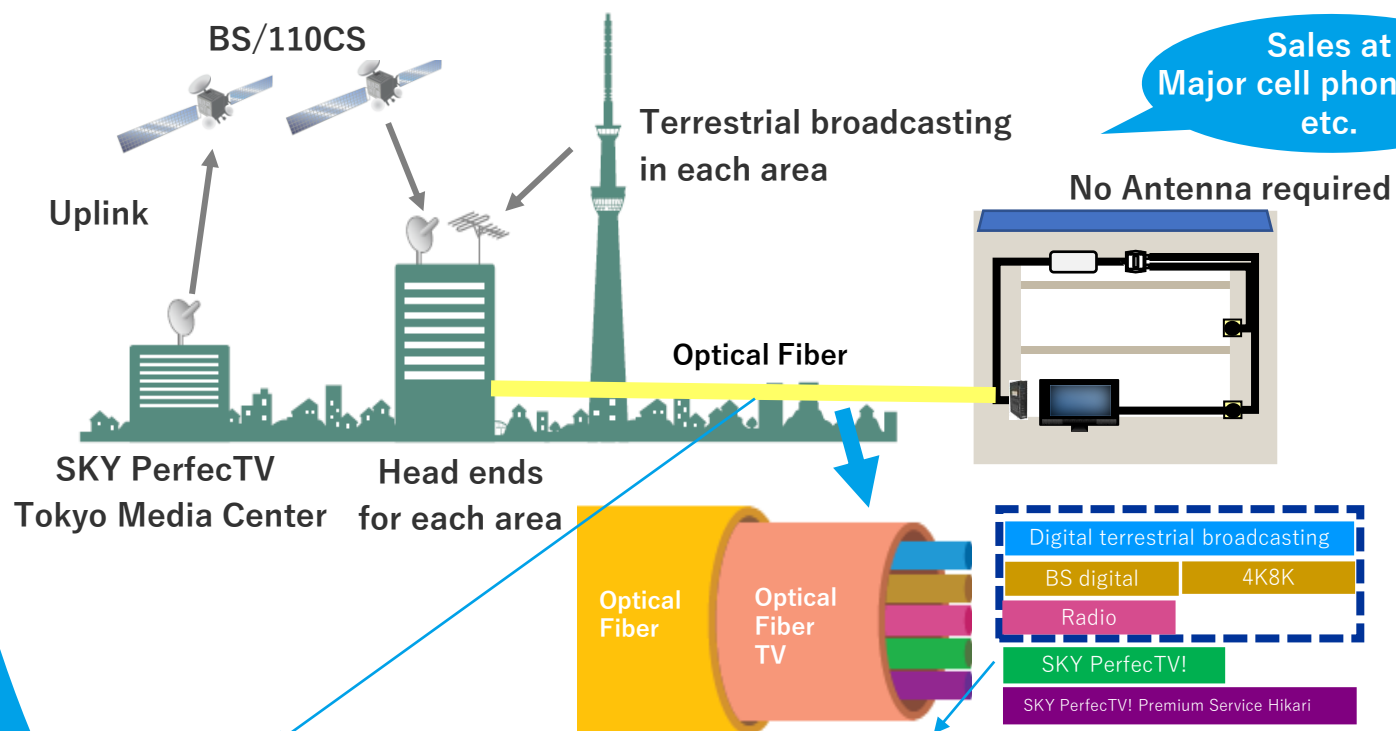
\*The above table has been compiled based on EUROCONSULT SATELLITE CONNECTIVITY AND VIDEO MARKET 2023, supplemented with findings from our own research.

# Optical Re-transmission Service

MEDIA

Fiber-optic  
Alliance Business

- Retransmission of terrestrial and BS・CS broadcasting, etc. on fiber-optic lines for detached houses and apartments.
- The Service area steadily expanded to household coverage ratio of 77%.



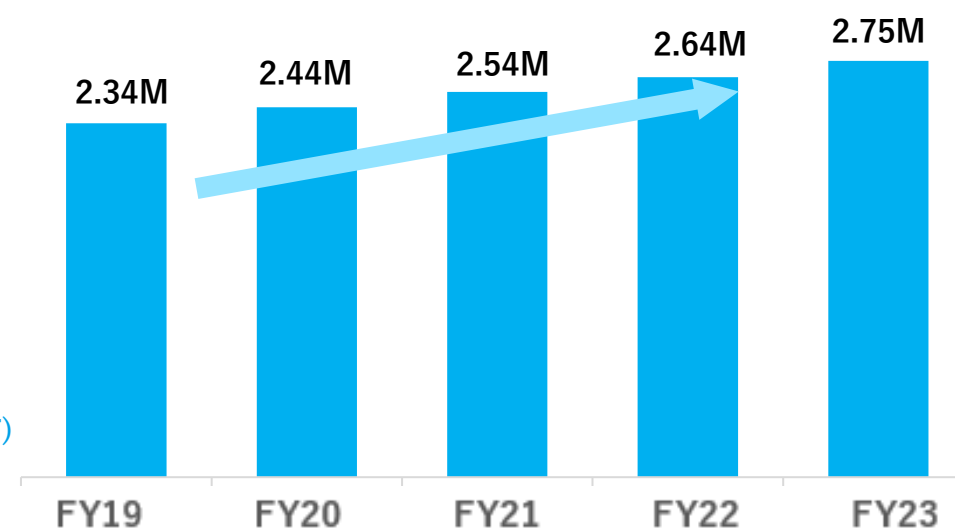
**Cost:** Access charge to telecommunications carriers etc.

**Monthly usage fee: ¥825\*** \*for house (tax included)  
TV viewing service ¥330/month (provided by SKY Perfect JSAT)  
+ fiber-optic television transmission services ¥495/month (provided by collaboration providers)

Number of FTTH available households : 43.5M  
Number of connected households : 2.80M

As of the end of September 2024

## Household coverage Trend



## Using Satellite Communications and Viewer Key Signal Management Technologies to Solve Issues for CATV Businesses

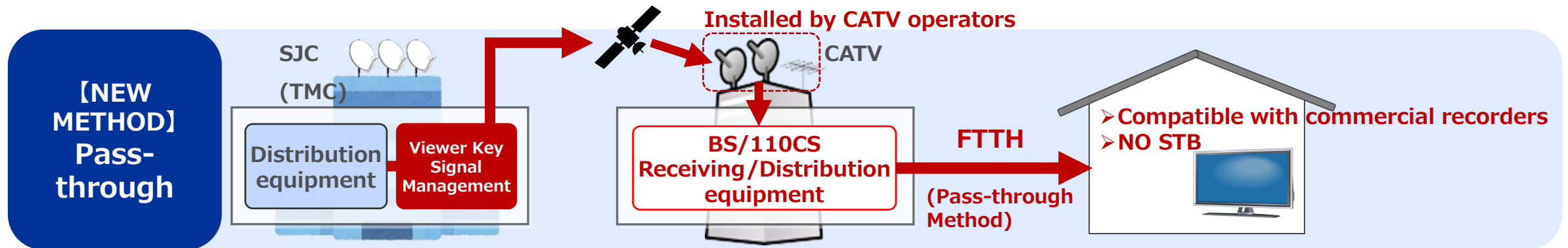
### ➤ Adopted by 25 stations

(As of the end of September 2024)

#### 【Service image】

#### <Major Introduction Benefits>

- To reduce capital expenditures in response to ACAS
- No STB required for customer homes.
- To Continue multi-channel broadcasting services, etc.



We aim to further strengthen alliances with CATV operators by promoting the dissemination of SKY PerfecTV! program distribution and implementing the CTV strategy.

# Value Creation Story

## Management Resources

### Accumulated results and know-how

Approx. 30 years of procuring/operating satellites and managing broadcasting platforms

+

### Human resources with diverse expertise and values

First-Class Technical Radio Operator for On-The-Ground Services: 120

Chief Telecommunications Engineer: 109

+

### Long-term trusting relationships with customers and business partners

5 million subscribers

+

### Equipment that drives business

17 geostationary satellites

Communications facilities: 7 in Japan/24 overseas  
(Including assets of other companies)

Broadcasting 200 channels

+

### Stable financial foundation

Equity (net assets): 270.2 billion yen  
(FY2022)

Equity ratio: 66.7%  
(FY2022)

Long-term rating: A (R&I, JCR)

## Business Model

Collect

Deliver

Expand

### | Space Business |



Providing stable communications infrastructure through high-quality satellite procurement and operation



Identifying customer issues and solving them by combining ideas and technology

### | Media Business |

SKY PerfecTV!



Achieving high economic rationality by consolidating broadcasting and distribution facilities  
Providing platform services which connect content and subscribers



Providing new experiences starting from content and leveraging data and customer base

Improving profitability in existing businesses

Exploring new business domains

### Management Strategy

Strengthening human capital

Enhancing management base

### Materiality Themes (Materiality)



Stay connected, anytime, anywhere



There's excitement in your future



Living together with the Earth



For clean outer space



Innovation that changes the future



Partnerships



Connect and enable management



A company where each person can shine



For the next generation and the community

## Vision

Connect all information and emotion from space and Earth

Contributing to the realization of a super-smart society by building an innovative communication network for all spaces and a global data collection network

Contributing to the realization of a diverse and highly creative society as a platform that connects people, companies, and society

Net Income target for FY2030  
Over 25 billion yen

## Value Provided to Society

Space for your Smile

Toward a world where uncertainty turns to peace of mind, difficulty turns to ease, and interest turns to passion

Value Creation Story

Social changes

Focus on decarbonization/recycling society

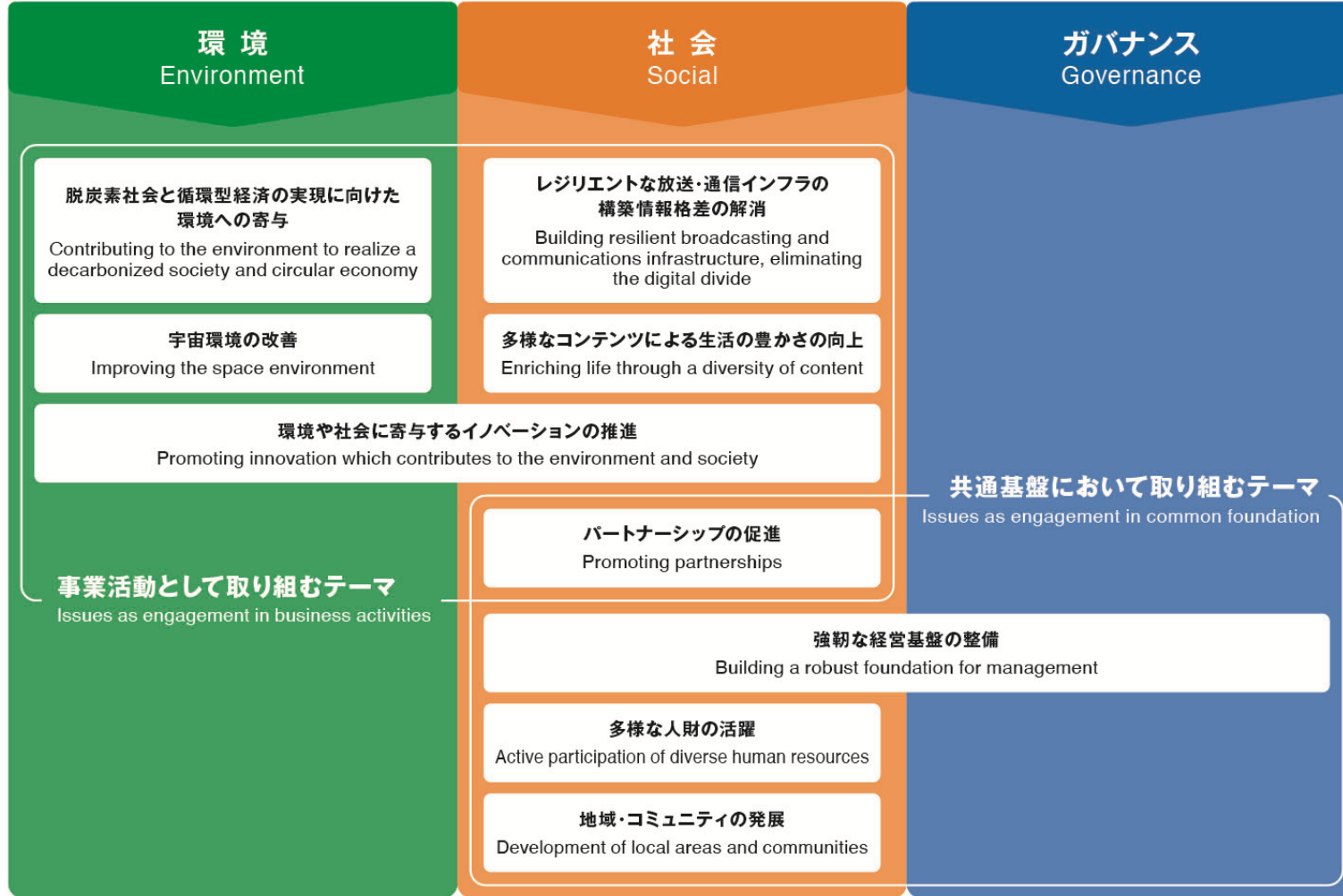
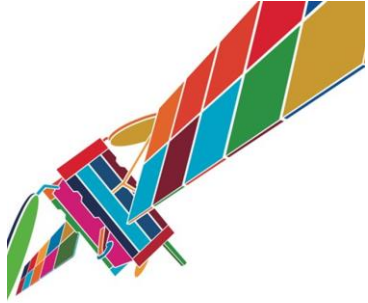
Rapid growth of AI/Web3

Changes in demographics and diversification of tastes

Increased cybersecurity risks

Increased geopolitical risks that affect more than real infrastructure

# 9 (Nine) Important Materiality Themes



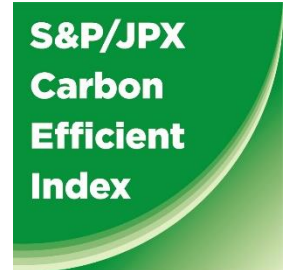
Please view here for the details of the sustainability of the Group  
<https://www.skyperfectjsat.space/en/sustainability/>





## ■ We have been selected as a constituent stock in five of the six ESG indexes that GPIF uses for Japanese stocks

- FTSE Blossom Japan Index
- FTSE Blossom Japan Sector Relative Index
- MSCI Nihonkabu ESG Select Leaders Index
- S&P/JPX Carbon Efficient Index
- Morningstar Japan ex-REIT Gender Diversity Tilt Index (excluding REITs)



**2024** CONSTITUENT MSCI NIHONKABU  
ESG SELECT LEADERS INDEX

## ■ Other evaluation



CCC	B	BB	BBB	A	AA	AAA
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**Climate Change :**  
**A-**

## Three-Star Eruboshi Certification

Certifications provided by  
the Minister of Health, Labour and Welfare



Promoting  
Women's Active  
Engagement in  
Professional Life

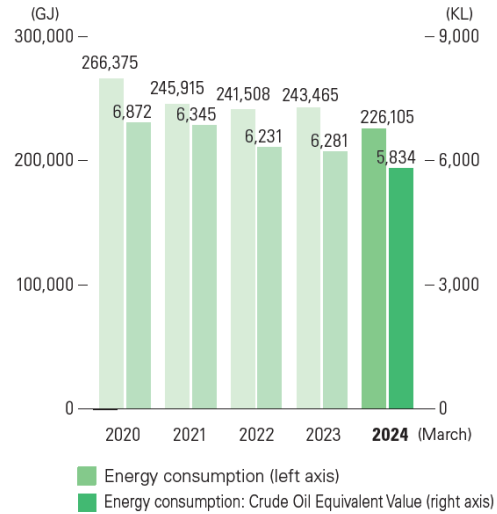
## Kurumin Certification



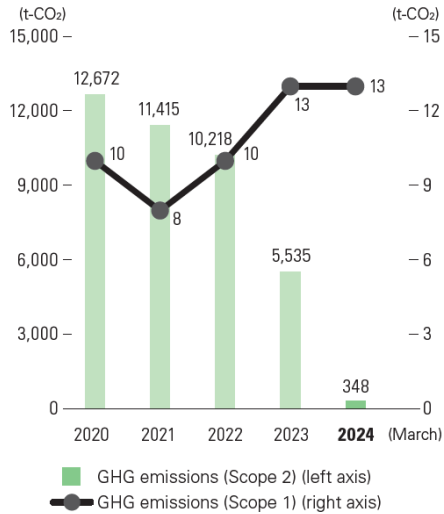
Actively involved in  
support for raising  
the next generation  
of children



## Energy consumption



## GHG emissions



## Total waste emissions

FY2023 (Apr. 1, 2023-Mar. 31, 2024) (t)

Total amount of industrial waste, etc.	79.081
Total amount of general waste, etc.	62.059
<b>Total emissions</b>	<b>141.140</b>

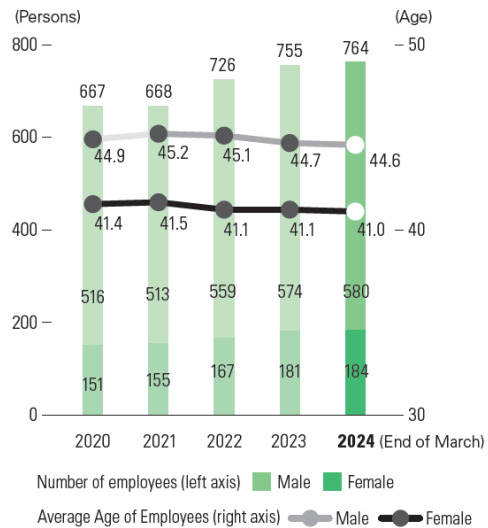
(SKY Perfect JSAT Holdings Inc. and consolidated domestic subsidiaries excluding general waste volume of SKY Perfect Customer-relations Corporation)

Scope 1: Greenhouse gas (GHG) emissions released directly into the atmosphere at the GHG emissions source  
 Scope 2: CO<sub>2</sub> emissions from electricity purchased from a third party, electricity generated from heat, and the heat generation stage (Basic Guidelines on Accounting for Greenhouse Gas Emissions throughout the Supply Chain (Ministry of the Environment/ Ministry of Economy, Trade and Industry))  
 GJ (gigajoule: unit of energy), t-CO<sub>2</sub> (tonne weight: weight indication for the amount of energy used converted on a CO<sub>2</sub> basis)

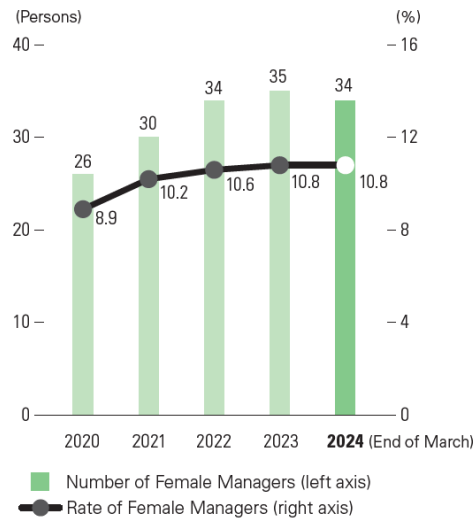
ESG data of FY2023 on our website

<https://www.skyperfectjsat.space/en/sustainability/esg/>

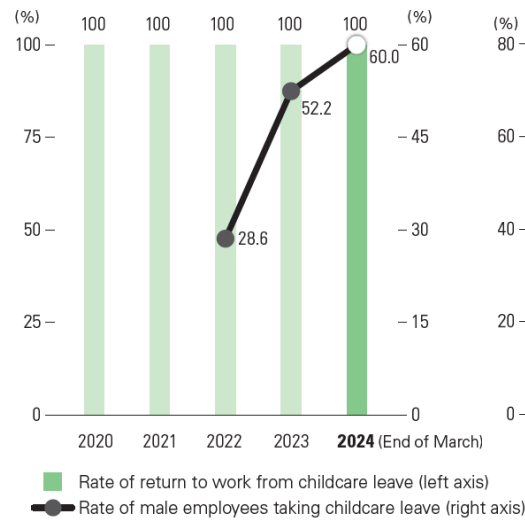
## Number of employees and Average Age of Employees



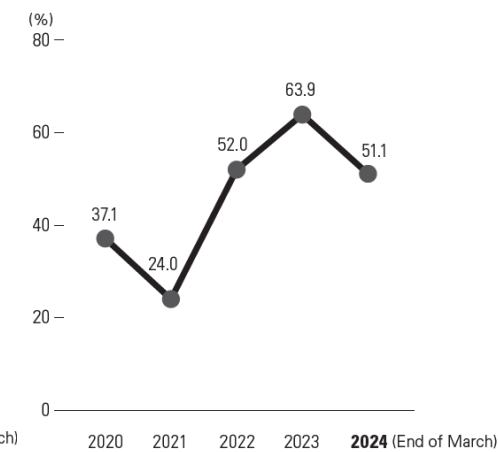
## Number and Rate of Female Managers



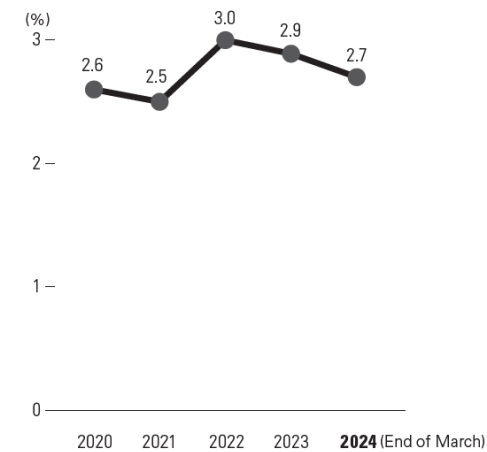
## Rate of return to work from childcare leave and Rate of male employees taking childcare leave



## Rate of Mid-career Recruitment



## Rate of Disabled in the Workforce



# Space for your Smile

Toward a world where  
uncertainty turns to peace of mind,  
difficulty turns to ease,  
and interest turns to passion



For inquiries regarding this document, please contact the department listed below.

SKY Perfect JSAT Holdings Inc.

Corporate Communications & Investor Relations Dept.

E-Mail: [ir@skyperfectjsat.co.jp](mailto:ir@skyperfectjsat.co.jp)



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