

August 3, 2022

SKY Perfect JSAT Holdings Inc.

Summary of Business Results for the Three Months Ended June 30, 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	4Q	Cumulative	1Q
Revenues	29,078	29,311	30,046	31,196	119,632	28,806
Operating Income	5,493	5,360	5,402	2,606	18,862	5,551
Ordinary Income	5,868	5,563	5,969	2,906	20,307	5,924
Profit attributable to owners of parent	4,929	3,604	4,119	1,926	14,579	4,033
Total Assets	239,088	241,572	241,189	243,077	243,077	244,497
Total Equity	379,097	379,762	371,780	378,166	378,166	382,366
Net Income per Share (Yen)	16.59	12.16	14.04	6.73	49.52	13.89
Total Equity per Share (Yen)	801.77	815.22	824.51	833.58	833.58	838.34
EBITDA ^{*1}	12,056	11,629	11,886	8,606	44,179	11,509
Cash Dividend per Unit Share (Yen)	—	9.00	—	9.00	18.00	—
Net Cash Provided by Operating Activities	8,169	8,370	10,361	9,605	36,507	23,130
Net Cash Provided by (Used in) Investing Activities	(3,192)	(155)	(4,311)	(78)	(7,737)	(1,812)
Net Cash Provided by (Used in) Financing Activities	(6,295)	(1,279)	(7,949)	(881)	(16,405)	(11,403)

*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	4Q	Cumulative	1Q
Revenues	29,078	29,311	30,046	31,196	119,632	28,806
Media Business	17,896	17,811	17,557	17,181	70,447	17,463
Space Business	13,843	14,121	15,030	16,504	59,500	13,841
Eliminations and Corporate Total	(2,661)	(2,621)	(2,542)	(2,489)	(10,314)	(2,499)
Operating Income	5,493	5,360	5,402	2,606	18,862	5,551
Media Business	2,193	2,016	1,602	(2,072)	3,740	1,598
Space Business	3,480	3,503	4,004	4,878	15,867	4,128
Eliminations and Corporate Total	(181)	(160)	(204)	(200)	(745)	(175)
Profit attributable to owners of parent	4,929	3,604	4,119	1,926	14,579	4,033
Media Business	1,652	1,323	1,426	(1,653)	2,749	1,159
Space Business	3,380	2,409	2,815	3,693	12,298	2,938
Eliminations and Corporate Total	(103)	(128)	(121)	(113)	(468)	(64)
Depreciation Expense	5,740	5,623	5,353	5,443	22,160	5,323
Media Business	1,872	1,873	1,769	1,805	7,320	1,742
Space Business	3,791	3,660	3,461	3,500	14,413	3,455
Eliminations and Corporate Total	75	89	122	137	426	125
Capital Expenditures	1,490	1,219	2,622	2,180	7,512	1,240
Media Business	429	762	1,608	1,233	4,034	318
Space Business	1,041	450	974	825	3,292	882
Eliminations and Corporate Total	18	6	39	121	185	40

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
New Subscribers	Total for SKY PerfecTV! ^{*2}	140	131	127	181	579	137
	SKY PerfecTV!	132	126	121	169	550	130
	SKY PerfecTV! Premium Service	6	4	5	10	25	6
	SKY PerfecTV! Premium Service Hikari	1	1	1	1	4	1
Churn	Total for SKY PerfecTV! ^{*2}	149	148	210	165	673	157
	SKY PerfecTV!	122	122	179	138	561	133
	Premium Service	25	24	29	25	103	22
	Premium Service Hikari	2	2	2	2	8	2
Net Increase	Total for SKY PerfecTV! ^{*2}	(9)	(17)	(83)	15	(94)	(20)
	SKY PerfecTV!	10	5	(58)	31	(12)	(3)
	Premium Service	(19)	(20)	(24)	(15)	(78)	(15)
	Premium Service Hikari	(1)	(1)	(1)	(1)	(4)	(1)
Total Subscribers	Total for SKY PerfecTV! ^{*2}	3,093	3,076	2,993	3,008	3,008	2,989
	SKY PerfecTV!	2,193	2,198	2,140	2,171	2,171	2,168
	Premium Service	825	805	781	766	766	750
	Premium Service Hikari	75	74	72	71	71	70
Churn Rate(%) ^{*3}	Total for SKY PerfecTV! ^{*2}	4.8%	4.8%	6.8%	5.3%	21.7%	5.2%
	SKY PerfecTV!	5.6%	5.6%	8.2%	6.3%	25.7%	6.1%
	Premium Service	2.9%	2.9%	3.4%	3.0%	12.2%	2.8%
	Premium Service Hikari	2.8%	2.5%	2.7%	2.8%	10.8%	2.6%

*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
SKY PerfectTV!	3,347	3,345	3,316	3,293	3,326	3,340
Subscription fee	2,969	2,967	2,938	2,915	2,948	2,962
Basic fee and Others ^{*5}	378	378	378	378	378	378
Premium Service	3,607	3,587	3,540	3,490	3,557	3,559
Subscription fee	3,173	3,153	3,107	3,058	3,124	3,128
Basic fee and Others ^{*5}	434	434	433	433	433	431
Premium Service Hikari	5,146	5,122	5,104	5,062	5,109	5,079
Subscription fee	4,281	4,259	4,242	4,202	4,246	4,226
Basic fee and Others ^{*5}	865	863	862	861	863	853

*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 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.

*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
SAC Total (Millions of Yen) ^{*6}	1,772	1,971	2,287	3,710	9,741	1,851
Advertising expenses	736	871	1,141	2,101	4,850	831
Promotion expenses	282	261	378	627	1,550	338
Subscription campaign expenses	230	160	252	271	915	211
Others	463	394	387	420	1,665	410
Production costs for free programs	60	283	127	289	760	59

*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!.