## SKY Perfect JSAT Holdings Inc.

**News Release** 



July 4, 2011 SKY Perfect JSAT Holdings Inc.

## Number of Subscribers as of the end of June 2011

SKY Perfect JSAT Holdings Inc. (Head Office: Minato-ku, Tokyo; Representative Director, President: Shinji Takada) is pleased to announce that SKY Perfect JSAT Corporation (Head Office: Minato-ku, Tokyo; Representative Director, President & Chief Executive Officer; Shinji Takada), a 100% owned subsidiary of SKY Perfect JSAT Holdings Inc., today released attached news release regarding the number of subscribers\*<sup>1</sup> as of the end of June 2011.

## **SKY Perfect JSAT Corporation**

**News Release** 



July 4, 2011 SKY Perfect JSAT Corporation

## Number of Subscribers as of the end of June 2011

SKY Perfect JSAT Corporation (Head Office: Minato-ku, Tokyo; Representative Director, President & Chief Executive Officer: Shinji Takada) announced the number of subscribers \*1 as of the end of June 2011. For the three services of SKY PerfecTV!, SKY PerfecTV! e2 and SKY PerfecTV! HIKARI, the number of new subscribers was 44,877, the number of re-subscribers was 3,360 and net increase was -2,273. As we reduced the prices of package product, etc., the number of subscribers transferring to SKY PerfecTV! HD steadily increased.

Totals for SKY PerfecTV!, SKY PerfecTV! e2 and SKY PerfecTV! HIKARI	Subscribers
New Subscribers	44,877
Number of Re-registered Subscribers*2	3,360
Churn	50,510
Monthly Churn Rate*3	1.3%
Net Increase	-2,273
<b>Cumulative Total</b>	3,741,788

\* The cumulative number of SKY PerfecTV! and SKY PerfecTV! e2 subscribers is 3,629,531.

SKY PerfecTV!	Subscribers
New Subscribers*4	5,627
Number of Re-registered Subscribers*2	843
Churn	29,041
Monthly Churn Rate*3	1.3%
Net Increase	-22,571
Cumulative Total*5	2,142,284
SKY PerfecTV! e2	Subscribers
New Subscribers*6	36,584
Number of Re-registered Subscribers*2	2,513
Churn	19,290
Monthly Churn Rate*3	1.3%
Net Increase	19,807
Cumulative Total*7	1,487,247
SKY PerfecTV! HIKARI*8	G 1 9
(Multichannel Broadcasting Service )	Subscribers
New Subscribers*9	2,666
Number of Re-registered Subscribers*2	4
Churn	2,179
Monthly Churn Rate*3	1.9%
Net Increase	491
Cumulative Total*10	112,257

- \*1 Subscribers: Number of subscribers who concluded a pay-subscription agreement and have been actually paying subscription fees.
- \*2 Number of Re-registered Subscribers: Number of individuals who concluded a new pay-subscription agreement within one year of cancellation and have been actually paying subscription fees.
- \*3 Monthly Churn Rate: The following formula is used to calculate the monthly churn rate.
  - Monthly Churn Rate = Churns during the current month/Total subscribers at the end of the previous month
- \*4/\*5 The number of new subscribers for SKY PerfecTV! HD in the current month is as follows (along with the cumulative total including the current month).

	New Subscribers	Cumulative Total
SKY PerfecTV! HD	4,715	467,673

The cumulative total includes 12,954 subscribers who switched from regular picture quality SKY PerfecTV! to SKY PerfecTV! HD during the month.

\*6/\*7 The number of new registrations for SKY PerfecTV! e2 retransmission services (provided by OptiCast Inc. using optical fibers) in the current month is as follows (along with the cumulative total including the current month).

The cumulative number of SKY PerfecTV! e2 retransmission service subscribers is included in the number of SKY PerfecTV! e2 subscribers (not included in the number of SKY PerfecTV! HIKARI).

	New Subscribers	Cumulative Total
SKY PerfecTV! e2 retransmission	3,931	77,412

- \*8 The multichannel broadcasting service in Fukuyama City, Hiroshima Prefecture, jointly operated with Energia Communications, Inc. and the channel lease service in Achi Village, Nagano Prefecture, and Ena City, Gifu Prefecture that uses available fiber-optic network bandwidth will remain under the name of HIKARI PerfecTV!.
- \*9/\*10 The number of new subscribers during the month and cumulative total based on SKY PerfecTV! HIKARI HD tuners are as follows:

	New Subscribers	Cumulative total
Number based on SKY PerfecTV! HIKARI HD tuners	2,627	42,428

The cumulative total includes 766 subscribers who switched from regular picture quality tuners to HD tuners during the month.

•Number of households connected to SKY PerfecTV! HIKARI (as of the end of June 2011)

	Cumulative Total
Number of households connected to SKY PerfecTV! HIKARI	1,084,922

The number means the number of households to which we provide the broadcasting service (retransmission or multichannel broadcasting service) to be billed at the end of the month. This number does not include the multichannel broadcasting services provided by utilizing the available bandwidth in the optical fiber network possessed by Cable City Yokohama, Achi Village in Nagano Prefecture, Ena City in Gifu Prefecture and others.