



September 2, 2018

SKY Perfect JSAT Holdings Inc.

### **Number of Subscribers as of the end of August 2018**

SKY Perfect JSAT Holdings Inc. (Head Office: Minato-ku, Tokyo; Representative Director, President: Shinji Takada) announces 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 regarding the number of subscribers\*<sup>1</sup> as of the end of August 2018.

\*1 Subscribers: Subscribers who concluded a pay-subscription agreement and have been actually paying subscription fees

September 4, 2018

SKY Perfect JSAT Corporation

### Number of Subscribers as of the end of August 2018

SKY Perfect JSAT Corporation (Head Office: Minato-ku, Tokyo; Representative Director, President & Chief Executive Officer: Shinji Takada) announced the number of subscribers<sup>\*1</sup> to SKY PerfecTV! as of the end of August 2018.

|                                | New Subscribers | Re-registered Subscribers <sup>*2</sup> | Churn         | Monthly Churn Rate <sup>*3</sup> | Net Increase   | Cumulative Total |
|--------------------------------|-----------------|---|---------------|----------------------------------|----------------|------------------|
| <b>Total for SKY PerfecTV!</b> | <b>26,165</b>   | <b>11,305</b>                           | <b>47,646</b> | <b>1.5%</b>                      | <b>-10,176</b> | <b>3,252,434</b> |

| Breakdown                     | New Subscribers | Re-registered Subscribers <sup>*2</sup> | Churn  | Monthly Churn Rate <sup>*3</sup> | Net Increase | Cumulative Total |
|-------------------------------|-----------------|---|--------|----------------------------------|--------------|------------------|
| SKY PerfecTV! <sup>*4</sup>   | 22,134          | 10,241                                  | 37,067 | 1.8%                             | -4,692       | 2,097,567        |
| Premium Service <sup>*5</sup> | 3,268           | 1,034                                   | 9,789  | 0.9%                             | -5,487       | 1,069,567        |
| Premium Service HIKARI        | 763             | 30                                      | 790    | 0.9%                             | 3            | 85,300           |

(For your reference) Number of contractors <sup>\*6</sup>

|                                | New Subscribers | Re-registered Subscribers <sup>*2</sup> | Churn         | Monthly Churn Rate <sup>*3</sup> | Net Increase   | Cumulative Total |
|--------------------------------|-----------------|---|---------------|----------------------------------|----------------|------------------|
| <b>Total for SKY PerfecTV!</b> | <b>18,554</b>   | <b>10,250</b>                           | <b>39,256</b> | <b>1.4%</b>                      | <b>-10,452</b> | <b>2,859,970</b> |

\*1 Number of subscribers who concluded a pay-subscription agreement and have been actually paying subscription fees.

\*2 Number of individuals who concluded a new pay-subscription agreement within one year of cancellation and have been actually paying subscription fees.

\*3 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 East longitude 110 degree satellite broadcasts. It includes the cumulative total (198,358) for the re-transmission service based on the optical fibers.

\*5 Broadcasts using H.264/MPEG4 AVC compression.

\*6 Number of subscribers by contract. Multiple pay-subscription agreements by the same contractor are counted as one.

\* Number of households connected to Premium Service HIKARI is 2,231,414. (as of the end of August 2018)

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.