

www.wowow.co.jp

**Corporate Profile** 

**Entertainment has more than one color.** 

Movies, music, sports, anime - entertainment comes in many forms.

The red of burning passion, the blue of the clear sky, energetic orange,
bewitching purple, sorrowful black - all of these can be found in WOWOW.

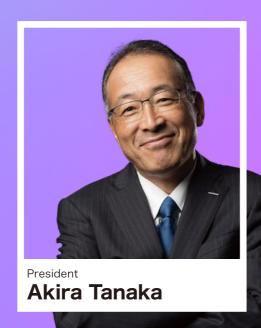
As long as there is expression in humanity, to deliver excitement to the whole world
we aim to be a comprehensive entertainment and media group.

## Becoming a comprehensive entertainment and media group

WOWOW started broadcasting in 1991 as the first private satellite broadcasting station in Japan, and for the past quarter of a century has been a frontrunner in pay TV. With WOWOW PRIME, LIVE, CINEMA and WOWOW MEMBERS ON DEMAND, we are delivering Japanese and international entertainment gems on TV and other devices.

In the past few years, changes in lifestyle have diversified how people enjoy video content. We are responding to these changing customer needs by evolving our services. We will produce unique content that sets WOWOW apart from the competition. As a group of top producers, we will lead Japan's creativity and give birth to new expression. We will also work with creators inside and outside the country to offer to offer fresh surprises and emotion to Japan and the rest of the world

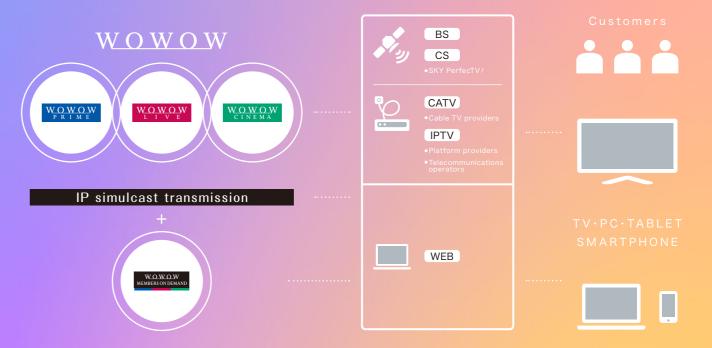
By continuing to create value that only WOWOW Group can provide, we will contribute to developing a rich society and culture, and grow into a comprehensive entertainment and media group that is trusted, loved and needed by society. I hope you will continue to expect much from us.



## All entertainment in every form

## ■ Delivering WOWOW appeal through a variety of media

As the ways people enjoy TV diversify, so do too the ways to enjoy WOWOW. Accessibility through various media is one of WOWOW's strengths.



Monthly subscription fee: 2,300 yen (excluding)

WOWOW PRIME (ch. 191) + WOWOW LIVE (ch. 192) + WOWOW CINEMA (ch. 193) + WOWOW MEMBERS ON DEMAND + Monthly program guid

## ■ Maximizing WOWOW Group Synergy

We will evolve into a place where outstanding entertainment is gathered, offering fresh surprises and emotion Aiming for its own platform. WOWOW will manage the group in a new way



## Only the highest peaks of every type of enter tainment

Flagship Programs 3 full hi-vision channels + On Demand



WOWOW's main channel for select programming



A live channel delivering the emotion and excitement of being in the moment



A 24-hour movie channel with 700 first broadcasts



A program distribution service available anytime, anywhere







































Foreign Drama
The Good Doctor (2017 Sorry Pictures Televiside Suirts Season? 0:2017 Open 4 Business Product Castle Rock O'Warner Bros. Entertainment Inc.



Others

Carousel Rondo © Takarazuka Revue Company © Takarazuka Creative Arts. SEVEN SOULS IN THE SKULL CASTLE © 2017 SEVEN SOULS IN THE SKULL CASTLE © 2017 SEVEN SOULS IN THE SKULL CASTLE Moon / TBS-Village-Gekidann: Shirkansen. Metroporitan Opera Mozart-Die Zauberflote(The Magic Fluts) © Marty Sohl / Metropolitan Opera Hajimeteno Dannish/korekarano Dannis / 2019 Yakogovor-Vamzaziwa, BEC EARTH. GeBON-NIU

Martin Carolina (Martin Carolina Ca

## **WOWOW Originals**

WOWOW's quality-first original productions offer unique expression that is highly acclaimed both in Japan and abroad. These are dramas, movies, documentaries and more. We will continue to produce entertainment of every color.

## **Drama W Serial Drama W**



Serial Drama W The Unbroken

Excellence Award in Drama Series category at Tokyo Drama Awards 2016, September 2016 Monthly Award at Galaxy Awards, Excellence Award for TV Drama in Program category at 2017 Japan Commercial Broadcasters Association Awards



andora



THE FLYING TIRE



Excellence Award in Drama Series category at Tokyo Drama Awards 2014, Best Supporting Actor Award (Kotaro Yoshida) in Actor category in Individual Awards (MOZU Season 1: "Mozu no Sakebu Yoru"), Special Award at Kitakyushu Film Commission



Hokuto: The Conversion of a killer



**COLD CASE JAPAN** 

Finalist in Drama category at ABU Prizes Special Award at Tokyo Drama Awards 2017



Serial Drama W **Akira and Akira** 

Grand Prix at 34th ATP Award TV Grand Prix

#### **WOWOW Original Documentaries Nonfiction W**

Original documentary series that began broadcasting in 2009 as nonfiction both in Japan and abroad and won numerous awards including International



The Man Who Shot Hiroshima



Yonghi Yang Reaching Out Across Borders With Films -



**Figure Skater** Evgenia Medvedeva



The Three Generations of the Nomura Kyogen Family Mansaku, Mansai and Yuki : Divine Dance in Paris.



Excellence Award in TV Documentary category at 73th Agency for Cultural Affairs Media Arts Festival



Charles and His Island of Fantasy

Excellence Award for Educational Program in Programming category at 2018 Japan Commercial Broadcasters Association Awards

## **Original**



**GREEN & BLACKS** 



**LIVE TIPS** 



**Bokukoe Season2** 

#### **WOWOW Newcomer Scenario Grand Prize**

screenwriters aiming to go professional, and revealing new entertainment potenti

The WOWOW Scenario Grand Prize, which discovers excellent scenario works, contributes to developing motion picture culture by nurturing screenwriters, and was established to get their works onscreen, had its 10th year in 2016 and was reborn as the WOWOW Newcomer Scenario Grand Prize in 2017. By developing talent in this way, WOWOW is also working to raise the level of the entire motion picture industry and create even better entertainment.



Drama W "Kuinige Killer"

## **WOWOW Originals**

#### **Paralympic Documentary Series** WHO I AM

A documentary series started in 2016 that depicts the world's top para-athletes, this joint project by WOWOW and the International Paralympic Committee will be broadcast over the five years until 2020. Aiming to contribute to the Paralympics movement and believing that these broadcasts are not the goal but only the start, we are actively working with a variety of stakeholders to use the series for education and many other uses.



#### WHO I AM

WHO I AM Season1: Excellence Award for Youth Programming in Special Mention category of 2017 Japan Commercial Broadcasters Association Awards
WHO I AM Season2: -46th International Emmy Awards, documentary category nominee -23th Asian Television Awards, documentary series category nominee -Grand Prix of Sports category of ABU Prizes 2018 (Beatrice Vio)
-Excellence Award in special category at 2018 Japan Commercial Broadcasters Association Awards -Grand Prix of the 49th Takayanagi Science and Toroadcasting Award (Taiki Morii)
-the Award from the Minister of Education, Culture, Sports, Science and Technology in the 60th Science and Technology Film Festival(Taiki Morii)

#### **WOWOW FILMS**



THE MIRACLE OF CRY BABY SHOTTAN



#### **Helter Skelter**

Best Actress Award (Erika Sawajiri) at 36th Japan Academy





## **Excellent entertainment is not the work** of one person.

The entertainment and services that WOWOW offers to the world are produced by many employees working together. From the production department to the technical department to the management department, the employees in each department passionately discuss their thoughts, issues and hopes for current projects.

#### I want the program to be an encounter that changes worldviews.

Production Department, Production Division

#### Rie Izumi

I want to bring the world's entertainment to Japan. It was with this desire that I encountered WOWOW, a company delivering the world's very best entertainment. After joining WOWOW in 2013, I worked on the digital side, including WOWOW's website, WOWOW ONLINE, social media, marketing and more. I also headed up planning and operation of user communication tools. After that I moved into program production. In 2015, I took charge of launching the International Paralympic Committee (IPC) and WOWOW's co-production documentary series, WHO

#### At WOWOW. I can be involved in both new technology and entertainment.

#### Naoshi Jimbo

I joined WOWOW because I wanted to offer new services using new technology, and at WOWOW I could be involved in both new technology and entertainment. When I was made responsible for launching WOWOW MEMBERS ON DEMAND in my fourth year, I was able to accomplish a wide range of tasks to create a completely new framework in a short period of time, which gave me a lot of confidence. In the Technical Planning Department, where I am currently, I am in charge of investigating new technologies and researching and developing video technologies for the future. Recently we

#### At WOWOW. all employees are producers.

Digital Marketing Department, Marketing Division

#### Yuki Konda

WOWOW attracts customers who love entertainment from all over Japan, and I want to deliver the emotion and excitement of the world to them through the TV screen. Since joining based on this desire, I have been engaged in marketing from various angles. In the Customer Relations Department, I managed subscriber services; in the Programming Department I headed up sports and informational programs; currently, I devise email marketing and ad distribution strategies in the Data Marketing Department using a DMP (data management platform) that





I work in documentary production.

developed a video distribution application called Live Multi Viewing with TBS TV. It delivers video and audio so close to real time that you can even use it inside the actual event venue without an echo. It has been used for music festivals and sports events and even permanently installed in stadiums. For the future, we are considering combining it with new technologies such as 5G and augmented reality. WOWOW is the best-positioned company in terms of scale and standing. Since all of us employees know each other's faces discussion with other departments is quick and easy. In terms of standing, we are not a flagship station, so we can work with any TV station. We are also in contact with many cutting-edge technologies. We meet with developers from major manufacturers and engineers from overseas vendors, and participate in overseas technology exhibitions. The trick to creating new things is multiplication. We are always thinking about what to combine to produce something even more interesting. That's how I think about my job.



collects data on customer behavior

My most memorable job so far was launching "The Prime Show" in 2011. It was a live-broadcast regular weekday show. As a free broadcast, its purpose was to introduce WOWOW to customers who had not yet subscribed. That trial-and-error process to develop content that would reach as many people as possible now serves me in making marketing proposals. I think that WOWOW still has plenty of room to grow. Analyzing customer needs makes even more interesting things possible. In the future WOWOW's business will shift from only TV broadcasting to include proposing services of all kinds. For someone interested in communicating with customers using new technologies and developing business through real channels, I think it is an environment that rewards trying new things.

## **Affiliates**

As we aim to become a comprehensive entertainment and media group, these are the companies that make up our group.

#### WOWOW Communications Inc.



WOWOW Communications offers solutions for reaching and understanding our customers - everything from developing and operating contact centers and supporting digital marketing online, on social media and by email to planning and operating travel, e-commerce and events.

Business: Telemarketing services (call center operation, customer center development and other client management, call center quality consulting and training, membership and administrative services), digital marketing services (social media services, email marketing, website/app development), real services (e-commerce, travel [tour planning], event management support)

Headquarters: Yokohama i-Mark Place 3F, 4-4-5 Minatomirai, Nishi-ku, Yokohama, Kanaqawa 220-8080

#### WOWOW Entertainment, Inc.



WOWOW Entertainment procures programs, especially music, produces packaging, sells artist merchandise, manages copyrights and handles other content business, records music and sports, and produces video content using the latest technologies such as 4K and HDR. It also provides product development, sales, support and more for imaging solution products, which enable things like high-resolution real-time color conversion.

Business: Broadcast program production, program relaying, subtitling, video content procurement, imaging solutions (video solutions development and sales), planning/production/sales of CDs, DVDs and artist merchandise, music copyright management

Headquarters, Planning Management Department, Content Business Department: Akane Building 6F, 4-1-31 Akasaka, Minato-ku, Tokyo 107-0052 Engineering Business Department: GLP Tatsumi II-B, 3-7-7 Tatsumi, Koto-ku, Tokyo 135-0053

#### Actvila Corporation



Actvila maintains our IP video distribution portal and platform business (primarily TV). Next-generation TV services are developed with state-of-the-art video distribution technologies such as video on demand, 4K video distribution and combined broadcast/telecom service. Actvila aims to realize the TV of the future by fusing broadcasting and telecom and advancing broadcasting and video.

Actvila offers a service that allows the viewer to watch movies, dramas, etc. by connecting a compatible TV, Blu-ray recorder or cable TV set-top box to the internet. It also offers Japan's first open internet 4K video on demand service for TV. Dedicated equipment rental is not necessary for use. Because compatible devices can be operated with a single remote control, it can be enjoyed as a home appliance as well as on PC, smartphone and tablet.

Business: Portal service for digital TV, etc.

Headquarters: Toda Building Aoyama 5F, 8-5-34 Akasaka, Minato-ku, Tokyo 107-0052

#### WOWOW PLUS Inc.



WOWOW PLUS operates Cinefil WOWOW and Kayo Pop Channel as its satellite broadcast business, publishes DVDs and Blu-rays under the Cinefil brand, distributes to theaters, licenses, distributes video content to hotels and much more.



Cinefil is a dedicated channel for carefully selected movie and drama masterpieces. From theatrical hits to timeless classics, it broadcasts without commercial breaks. It delivers WOWOW's Serial Drama W as well as British dramas.



Japan's only enka and pop music TV channel, Kayo Pop broadcasts concerts by popular singers and original content such as informational variety shows with very special guests.

Business: Planning and organization of BS/CS digital broadcasting and broadcast programs, original program production and contract video production, DVD/Blu-ray planning, production and sales, hotel pay TV system planning, sales, operation and content supply

Headquarters: Shiroyama Trust Tower 26F, 4-3-1 Toranomon, Minato-ku, Tokyo 105-6026

## **Technology, Support and Overseas Business**

Advanced video and audio technology, customer support and negotiations with overseas licensors are also key responsibilities.

#### Tatsumi Broadcast Center supports broadcasting with the latest technology

Tatsumi Broadcast Center is constantly evolving, serving as a network center for the expanding 4K relay network and diversifying domestic and international video networks, a web distribution center for speedy WOWOW MEMBERS ON DEMAND distribution, an archive for valuable recordings and editing assets, etc. It has also introduced equipment for bilingual 5.1-channel surround sound and state-of-the-art speakers to

enhance live music performances and sports. Its live music broadcasts, produced mainly by our technical staff, are particularly trusted by artists, making viewers feel as if they were actually there through outstanding camera work, switching technology and recording technology. With pioneering efforts such as original drama production using 4K HDR\*, we are constantly looking to the next generation.

#### **Customer centers: The front line of customer service**

Providing a service that reaches all customers is the mission of our No. 1 premium pay channels, so we have set up customer centers with state-of-the-art systems in Sapporo, Yokohama, Osaka and Okinawa. These centers collect and analyze client marketing data to achieve "one-to-one" service that understands customer feelings. The centers

communicate with viewers to find out not only what they want to watch, but why they want to watch it. By listening to viewer feedback such as "I don't know how to use MEMBERS ON DEMAND" or "I want to watch something like this," we will offer more precise support and follow-up and thus increase engagement.

#### **LA Branch Office**

WOWOW set up a branch office in Los Angeles to strengthen relations with influential overseas media and major Hollywood studios. We are exploring the possibility of business development with major TV stations around the world, such as planning international

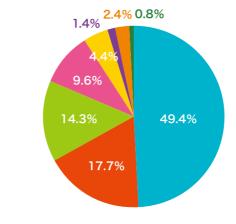
co-productions, and expand our network every day.

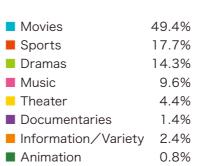
(\*\*)HDR: High Dynamic Range. This technology increases the dynamic range of luminosity of the image to show everything from the brightest to the darkest parts.

## **Broadcast Track Record**

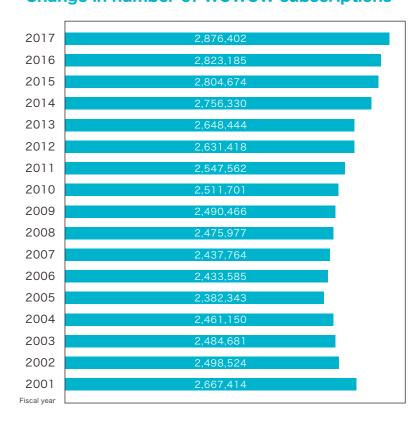
Our No. 1 premium pay channels will continue to evolve.

#### FY2017 broadcasts by genre





#### **Change in number of WOWOW subscriptions**



## **History**

1984	First private satellite broadcasting company, Japan Satellite Broadcasting (now WOWOW), established			
1989	"WOWOW" chosen as channel nickname			
1990	Viewer service center opened in Chuo Ward, Tokyo, Broadcast Center completed in Koto Ward,			
	Tokyo, Service broadcasting started (12-hour free broadcast)			
1991	Station opened. Commercial broadcasting started (24-hour paid broadcast), high-definition test broadcast started,			
	entrusted with transmission of five flagship stations in Tokyo			
1992	Number of net cumulative subscription contracts exceeds one million households (in world's shortest period for pay TV)			
1996	Number of net cumulative subscription contracts exceeds two million households			
1998	Yokohama Customer Center opened, number of net cumulative subscription contracts exceeds 2.5 million households			
2000	Name changed to WOWOW Inc., BS digital broadcast started			
2001	Shares listed on the Tokyo Stock Exchange Mothers market			
2003	"Drama W" broadcast started with first series, "Sensei no Kaban"			
2005	First dividends paid out since founding			
2010	SKY PerfecTV! starts broadcasting (ch. 621-623), IPTV service Hikari TV starts broadcasting			
2011	Market listing switched from Tokyo Stock Exchange Mothers to First Section, BS analog broadcast ended			
2012	Free program distribution service "WOWOW MEMBERS ON DEMAND" started exclusively for subscribers			
2013	First 4K production "Drama W: Chicken Race" broadcast			
2014	WOWOW × TBS co-production, serial drama "MOZU" broadcast			
2015	4 wheelchair tennis Grand Slams broadcast, first 4K HDR production "Serial Drama W: Umi ni Furu" broadcast			

## **Company Information**

Closed-caption subtitle broadcasting started

2018 IP simulcast transmission started

2016 IPC & WOWOW Paralympics documentary series "WHO I AM" broadcast started

2017 Acquired shares of Actvila Corporation and IMAGICA TV Corp. and made them subsidiaries

Company Over	view	Directors And Auditors	Share Data (as of September 30, 2018)
Name	WOWOW Inc.	President	Total number of shares issued: 28,844,400
Website www.wowow.co.jp/english		Akira Tanaka	Total number of shareholders: 9,960
Main business	Basic broadcasting and general	Vice President Noriaki Kuromizu	
	broadcasting as defined by the	Senior Managing Director Ichiro Yamazaki	Main Shareholders (as of September 30, 2018)
	Broadcasting Act		Fuji Media Holdings, Inc.
Channels	Digital TV broadcasting:	Senior Managing Director Hajime Hashimoto	Tokyo Broadcasting Systems Holdings, Inc.
	BS Digital channels 191, 192, 193	Managing Director Nobutsune Sakata Managing Director Nobuyuki Otaka	Nippon Television Network Corporation
	Data broadcasting:		The Master Trust Bank of Japan, Ltd.
	BS Digital channels 791, 792		(employee pension trust account held for Dentsu Inc.)
Established	December 25, 1984	Director and Senior Adviser Nobuya Wazaki	State Street Bank and Trust Company 505224
Initial broadcas	t Analog: April 1, 1991		(Standing proxy: Settlement & Clearing Services
dates	(Ended on July 24, 2011)	Board Director Kazunobu lijima Board Director Kimio Maruyama	Department, Mizuho Bank)
	Digital: December 1, 2000		NTT Communications Corporation
Capital	5 billion yen		
Employees	283 (as of September 30, 2018)	Board Director Hiroshi Kanno Board Director Yutaka Ishikawa	Consolidated Financial Highlights (FY2017)
Address	107-6121		Net sales: 81,574 million yen
	Akasaka Park Building 21F, 5-2-20		Operating income: 9,875 million yen
	Akasaka, Minato-ku, Tokyo	Board Director Masao Nakao	Ordinary income: 10,698 million yen
	TEL: +81-3-4330-8111		Net income attributable to parent company: 7,360 million yen
		Audit & Supervisory Board Member Fumihiro Yamanouchi	
		<b>Statutory Auditor</b> Takashi Kusama	Consolidated Balance Sheet (FY2017)
			Total assets: 87,083 million yen
		Statutory Auditor Tomohiro Tohyama	Total liabilities: 32,089 million yen
		<b>Statutory Auditor</b> Masayuki Umeda	Net assets: 54,994 million yen

# Always a new encounter WOWOW

Encountering new worlds and values is the happiness of living itself.

Every new channel is an encounter with something unknown.

WOWOW is changing the TV from something that is on in the background to

something from which encounters are expected.

A single program could be the trigger for an encounter transcending genre - movie,

music, documentary...ever more enjoyable.

That enjoyment will spread through our three channels.

WOWOW is the media through which new worlds are encountered.

More and more people having these encounters will lead to society accepting diverse values not bound by a single perspective.

#### Corporate Philosophy

We contribute to human well-being and the creation of a rich culture through entertainment services.