

DATA BOOK

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The third quarter of the Fiscal Year Ending March 31, 2022

東京証券取引所 市場第一部 証券コード：4839

Tokyo Stock Exchange, First Section (Stock code number: 4839)

株式会社WOWOW

WOWOW INC.

WOWOW



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注： ・ 金額は、指標等を除き、百万円単位の切り捨てで表示しています。

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監査済みの財務諸表及び財務数値に関しては、有価証券報告書をご覧ください。有価証券報告書は、弊社ホームページhttps://corporate.wowow.co.jp/ir/library/security_reports/でご覧いただけます。

Note: ・ Amounts, excluding those in indices, are expressed rounded down to millions of yen.

・ WOWOW DATA BOOK is not a disclosure document required by law or regulations of financial instrument exchanges. Careful attention was given to ensure there are no errors.

However, this is not a guarantee of the accuracy or integrity of content. Please refer to the Securities Report for the audited financial statements and financial figures.

The Securities Report can be accessed on the Company's website: https://corporate.wowow.co.jp/ir/library/security_reports/

1. 連結財務ハイライト Consolidated Financial Highlights

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 2017/4~2018/3 | 2019年3月期 FY2018 2018/4~2019/3 | 2020年3月期 FY2019 2019/4~2020/3 | 2021年3月期 FY2020 2020/4~2021/3 | 2022年3月期第3四半期 FY2021/3Q 2021/4~2021/12 |
|--------------------------|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---|
| 売上高 | Revenue | 81,574 | 82,623 | 82,450 | 79,165 | 59,621 |
| 有料放送収入 | Broadcasting | 69,660 | 70,692 | 70,173 | 67,638 | 50,072 |
| その他収入 | Others | 11,914 | 11,931 | 12,277 | 11,526 | 9,549 |
| 営業利益 | Operating Income | 9,875 | 6,779 | 8,489 | 6,789 | 4,690 |
| 経常利益 | Ordinary Income | 10,698 | 7,531 | 9,225 | 6,934 | 4,948 |
| 親会社株主に帰属する 当期（四半期）純利益 | Profit Attributable to Owners of Parent | 7,360 | 5,182 | 5,072 | 2,942 | 3,520 |
| 総資産 | Total Assets | 87,083 | 92,555 | 90,024 | 90,593 | 93,456 |
| 純資産 | Net Assets | 54,994 | 58,030 | 60,555 | 61,756 | 66,097 |
| 減価償却費 | Depreciation Expense | 3,045 | 2,713 | 2,725 | 3,314 | 2,542 |
| 売上高営業利益率（%） | Operating Income/Revenue（%） | 12.1% | 8.2% | 10.3% | 8.6% | 7.9% |
| 売上高経常利益率（%） | Ordinary Income/Revenue（%） | 13.1% | 9.1% | 11.2% | 8.8% | 8.3% |
| 1株当たり当期（四半期）純利益（円） | Net Income per Share (yen) | 272.70 | 192.02 | 187.92 | 108.89 | 129.59 |
| 1株当たり純資産額（円） | Net Assets per Share (yen) | 2,037.52 | 2,150.01 | 2,243.54 | 2,284.05 | 2,306.54 |
| 1株当たり配当金（円） | Dividends per Share (yen) | 80.00 | 80.00 | 80.00 | 80.00 | — |
| 配当性向（%） | Dividend Payout Ratio（%） | 29.3% | 41.7% | 42.6% | 73.5% | — |
| 自己資本比率（%） | Equity Ratio（%） | 63.2% | 62.7% | 67.3% | 68.2% | 70.7% |
| 自己資本利益率（ROE）（%） | Return On Equity（%） | 14.1% | 9.2% | 8.6% | 4.8% | — |
| 従業員数 | Number of Employees | 509 | 538 | 573 | 588 | 619 |
| 営業活動によるキャッシュ・フロー | Cash Flows from Operating Activities | 9,421 | 5,017 | 9,982 | 5,961 | — |
| 投資活動によるキャッシュ・フロー | Cash Flows from Investing Activities | -7,238 | -2,856 | -3,580 | -9,948 | — |
| 財務活動によるキャッシュ・フロー | Cash Flows from Financing Activities | -2,343 | -2,236 | -2,198 | -2,196 | — |
| 現金及び現金同等物期末残高 | Cash and Cash Equivalents at End of Period | 23,991 | 24,129 | 28,288 | 22,151 | — |

2. 加入実績 Number of Subscriptions

(単位：件)

| | | | 4月-6月 Apr-Jun | 7月-9月 Jul-Sep | 10月-12月 Oct-Dec | 1月-3月 Jan-Mar | 年度 FY |
|------------------|----------|--|------------------|------------------|--------------------|------------------|-----------|
| 1991年度 FY1991 | 新規加入件数 | Gross new Subscriptions | 209,174 | 102,653 | 163,883 | 108,638 | 584,348 |
| | 解約件数 | Cancellations | 1,347 | 4,024 | 4,627 | 9,652 | 19,650 |
| | 正味加入件数 | Net new Subscriptions | 207,827 | 98,629 | 159,256 | 98,986 | 564,698 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 415,580 | 514,209 | 673,465 | 772,451 | 772,451 |
| 1992年度 FY1992 | 新規加入件数 | Gross new Subscriptions | 109,014 | 138,413 | 151,511 | 74,530 | 473,468 |
| | 解約件数 | Cancellations | 5,310 | 6,021 | 5,981 | 9,101 | 26,413 |
| | 正味加入件数 | Net new Subscriptions | 103,704 | 132,392 | 145,530 | 65,429 | 447,055 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 876,155 | 1,008,547 | 1,154,077 | 1,219,506 | 1,219,506 |
| 1993年度 FY1993 | 新規加入件数 | Gross new Subscriptions | 63,038 | 86,716 | 91,774 | 82,375 | 323,903 |
| | 解約件数 | Cancellations | 13,180 | 10,849 | 11,280 | 15,307 | 50,616 |
| | 正味加入件数 | Net new Subscriptions | 49,858 | 75,867 | 80,494 | 67,068 | 273,287 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 1,269,364 | 1,345,231 | 1,425,725 | 1,492,793 | 1,492,793 |
| 1994年度 FY1994 | 新規加入件数 | Gross new Subscriptions | 67,034 | 78,323 | 96,752 | 82,046 | 324,155 |
| | 解約件数 | Cancellations | 16,590 | 17,044 | 17,022 | 19,432 | 70,088 |
| | 正味加入件数 | Net new Subscriptions | 50,444 | 61,279 | 79,730 | 62,614 | 254,067 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 1,543,237 | 1,604,516 | 1,684,246 | 1,746,860 | 1,746,860 |
| 1995年度 FY1995 | 新規加入件数 | Gross new Subscriptions | 80,667 | 99,336 | 114,608 | 101,660 | 396,271 |
| | 解約件数 | Cancellations | 23,929 | 19,722 | 20,323 | 24,523 | 88,497 |
| | 正味加入件数 | Net new Subscriptions | 56,738 | 79,614 | 94,285 | 77,137 | 307,774 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 1,803,598 | 1,883,212 | 1,977,497 | 2,054,634 | 2,054,634 |
| 1996年度 FY1996 | 新規加入件数 | Gross new Subscriptions | 106,667 | 96,706 | 80,458 | 68,941 | 352,772 |
| | 解約件数 | Cancellations | 28,773 | 26,979 | 33,495 | 40,477 | 129,724 |
| | 正味加入件数 | Net new Subscriptions | 77,894 | 69,727 | 46,963 | 28,464 | 223,048 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,132,528 | 2,202,255 | 2,249,218 | 2,277,682 | 2,277,682 |
| 1997年度 FY1997 | 新規加入件数 | Gross new Subscriptions | 57,858 | 69,867 | 85,659 | 86,907 | 300,291 |
| | 解約件数 | Cancellations | 46,936 | 41,203 | 40,746 | 48,285 | 177,170 |
| | 正味加入件数 | Net new Subscriptions | 10,922 | 28,664 | 44,913 | 38,622 | 123,121 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,288,604 | 2,317,268 | 2,362,181 | 2,400,803 | 2,400,803 |
| 1998年度 FY1998 | 新規加入件数 | Gross new Subscriptions | 71,289 | 91,107 | 110,805 | 78,962 | 352,163 |
| | 解約件数 | Cancellations | 58,894 | 49,729 | 52,468 | 57,745 | 218,836 |
| | 正味加入件数 | Net new Subscriptions | 12,395 | 41,378 | 58,337 | 21,217 | 133,327 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,413,198 | 2,454,576 | 2,512,913 | 2,534,130 | 2,534,130 |
| 1999年度 FY1999 | 新規加入件数 | Gross new Subscriptions | 54,132 | 79,298 | 79,189 | 55,775 | 268,394 |
| | 解約件数 | Cancellations | 64,224 | 68,790 | 75,452 | 92,065 | 300,531 |
| | 正味加入件数 | Net new Subscriptions | -10,092 | 10,508 | 3,737 | -36,290 | -32,137 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,524,038 | 2,534,546 | 2,538,283 | 2,501,993 | 2,501,993 |

2. 加入実績 Number of Subscriptions

(単位：件)

| | | | 4月-6月 Apr-Jun | 7月-9月 Jul-Sep | 10月-12月 Oct-Dec | 1月-3月 Jan-Mar | 年度 FY |
|------------------|----------|--|------------------|------------------|--------------------|------------------|-----------|
| 2000年度 FY2000 | 新規加入件数 | Gross new Subscriptions | 87,816 | 106,703 | 122,160 | 133,376 | 450,055 |
| | 解約件数 | Cancellations | 83,935 | 67,786 | 63,846 | 85,162 | 300,729 |
| | 正味加入件数 | Net new Subscriptions | 3,881 | 38,917 | 58,314 | 48,214 | 149,326 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,505,874 | 2,544,791 | 2,603,105 | 2,651,319 | 2,651,319 |
| 2001年度 FY2001 | 新規加入件数 | Gross new Subscriptions | 104,392 | 111,755 | 107,233 | 70,510 | 393,890 |
| | 解約件数 | Cancellations | 94,544 | 92,670 | 89,259 | 101,322 | 377,795 |
| | 正味加入件数 | Net new Subscriptions | 9,848 | 19,085 | 17,974 | -30,812 | 16,095 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,661,167 | 2,680,252 | 2,698,226 | 2,667,414 | 2,667,414 |
| 2002年度 FY2002 | 新規加入件数 | Gross new Subscriptions | 45,888 | 53,519 | 60,367 | 62,937 | 222,711 |
| | 解約件数 | Cancellations | 124,303 | 90,545 | 79,894 | 96,859 | 391,601 |
| | 正味加入件数 | Net new Subscriptions | -78,415 | -37,026 | -19,527 | -33,922 | -168,890 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,588,999 | 2,551,973 | 2,532,446 | 2,498,524 | 2,498,524 |
| 2003年度 FY2003 | 新規加入件数 | Gross new Subscriptions | 85,378 | 77,010 | 82,805 | 66,482 | 311,675 |
| | 解約件数 | Cancellations | 84,470 | 80,602 | 72,197 | 88,249 | 325,518 |
| | 正味加入件数 | Net new Subscriptions | 908 | -3,592 | 10,608 | -21,767 | -13,843 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,499,432 | 2,495,840 | 2,506,448 | 2,484,681 | 2,484,681 |
| 2004年度 FY2004 | 新規加入件数 | Gross new Subscriptions | 113,082 | 79,718 | 62,569 | 65,204 | 320,573 |
| | 解約件数 | Cancellations | 84,468 | 82,437 | 81,144 | 96,055 | 344,104 |
| | 正味加入件数 | Net new Subscriptions | 28,614 | -2,719 | -18,575 | -30,851 | -23,531 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,513,295 | 2,510,576 | 2,492,001 | 2,461,150 | 2,461,150 |
| 2005年度 FY2005 | 新規加入件数 | Gross new Subscriptions | 66,350 | 69,027 | 72,971 | 77,335 | 285,683 |
| | 解約件数 | Cancellations | 96,358 | 83,511 | 85,580 | 99,041 | 364,490 |
| | 正味加入件数 | Net new Subscriptions | -30,008 | -14,484 | -12,609 | -21,706 | -78,807 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,431,142 | 2,416,658 | 2,404,049 | 2,382,343 | 2,382,343 |
| 2006年度 FY2006 | 新規加入件数 | Gross new Subscriptions | 83,932 | 118,429 | 195,457 | 161,051 | 558,869 |
| | 解約件数 | Cancellations | 101,100 | 94,925 | 129,390 | 182,212 | 507,627 |
| | 正味加入件数 | Net new Subscriptions | -17,168 | 23,504 | 66,067 | -21,161 | 51,242 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,365,175 | 2,388,679 | 2,454,746 | 2,433,585 | 2,433,585 |
| 2007年度 FY2007 | 新規加入件数 | Gross new Subscriptions | 96,902 | 128,739 | 176,217 | 157,914 | 559,772 |
| | 解約件数 | Cancellations | 147,416 | 123,272 | 117,093 | 167,812 | 555,593 |
| | 正味加入件数 | Net new Subscriptions | -50,514 | 5,467 | 59,124 | -9,898 | 4,179 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,383,071 | 2,388,538 | 2,447,662 | 2,437,764 | 2,437,764 |

2. 加入実績 Number of Subscriptions

(単位：件)

| | | | 4月-6月 Apr-Jun | 7月-9月 Jul-Sep | 10月-12月 Oct-Dec | 1月-3月 Jan-Mar | 年度 FY |
|------------------|----------|--|------------------|------------------|--------------------|------------------|-----------|
| 2008年度 FY2008 | 新規加入件数 | Gross new Subscriptions | 180,148 | 168,531 | 160,984 | 154,639 | 664,302 |
| | 解約件数 | Cancellations | 151,972 | 150,043 | 143,822 | 180,252 | 626,089 |
| | 正味加入件数 | Net new Subscriptions | 28,176 | 18,488 | 17,162 | -25,613 | 38,213 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,465,940 | 2,484,428 | 2,501,590 | 2,475,977 | 2,475,977 |
| | 複数契約* | Multi-subscriptions* | 77,010 | 92,290 | 108,624 | 124,313 | 124,313 |
| 2009年度 FY2009 | 新規加入件数 | Gross new Subscriptions | 177,129 | 169,137 | 223,037 | 184,778 | 754,081 |
| | 解約件数 | Cancellations | 184,580 | 179,677 | 157,513 | 217,822 | 739,592 |
| | 正味加入件数 | Net new Subscriptions | -7,451 | -10,540 | 65,524 | -33,044 | 14,489 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,468,526 | 2,457,986 | 2,523,510 | 2,490,466 | 2,490,466 |
| | 複数契約* | Multi-subscriptions* | 139,997 | 149,201 | 179,615 | 213,737 | 213,737 |
| 2010年度 FY2010 | 新規加入件数 | Gross new Subscriptions | 173,117 | 196,678 | 254,922 | 198,574 | 823,291 |
| | 解約件数 | Cancellations | 195,541 | 181,758 | 186,090 | 238,667 | 802,056 |
| | 正味加入件数 | Net new Subscriptions | -22,424 | 14,920 | 68,832 | -40,093 | 21,235 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,468,042 | 2,482,962 | 2,551,794 | 2,511,701 | 2,511,701 |
| | 複数契約* | Multi-subscriptions* | 215,138 | 241,153 | 271,556 | 286,067 | 286,067 |
| 2011年度 FY2011 | 新規加入件数 | Gross new Subscriptions | 121,728 | 180,537 | 246,041 | 150,908 | 699,214 |
| | 解約件数 | Cancellations | 260,873 | 119,790 | 123,220 | 159,470 | 663,353 |
| | 正味加入件数 | Net new Subscriptions | -139,145 | 60,747 | 122,821 | -8,562 | 35,861 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,372,556 | 2,433,303 | 2,556,124 | 2,547,562 | 2,547,562 |
| | 複数契約* | Multi-subscriptions* | 286,726 | 297,622 | 330,767 | 340,791 | 340,791 |
| 2012年度 FY2012 | 新規加入件数 | Gross new Subscriptions | 193,688 | 104,577 | 172,115 | 158,054 | 628,434 |
| | 解約件数 | Cancellations | 125,555 | 170,881 | 95,903 | 152,239 | 544,578 |
| | 正味加入件数 | Net new Subscriptions | 68,133 | -66,304 | 76,212 | 5,815 | 83,856 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,615,695 | 2,549,391 | 2,625,603 | 2,631,418 | 2,631,418 |
| | 複数契約* | Multi-subscriptions* | 348,479 | 351,092 | 362,286 | 381,520 | 381,520 |
| 2013年度 FY2013 | 新規加入件数 | Gross new Subscriptions | 95,611 | 120,621 | 138,375 | 149,247 | 503,854 |
| | 解約件数 | Cancellations | 145,535 | 99,909 | 104,354 | 137,030 | 486,828 |
| | 正味加入件数 | Net new Subscriptions | -49,924 | 20,712 | 34,021 | 12,217 | 17,026 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,581,494 | 2,602,206 | 2,636,227 | 2,648,444 | 2,648,444 |
| | 複数契約* | Multi-subscriptions* | 371,384 | 375,192 | 381,283 | 404,979 | 404,979 |
| 2014年度 FY2014 | 新規加入件数 | Gross new Subscriptions | 145,547 | 234,780 | 158,248 | 145,946 | 684,521 |
| | 解約件数 | Cancellations | 150,367 | 115,359 | 146,118 | 164,791 | 576,635 |
| | 正味加入件数 | Net new Subscriptions | -4,820 | 119,421 | 12,130 | -18,845 | 107,886 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,643,624 | 2,763,045 | 2,775,175 | 2,756,330 | 2,756,330 |
| | 複数契約* | Multi-subscriptions* | 398,589 | 404,047 | 409,285 | 410,184 | 410,184 |

2. 加入実績 Number of Subscriptions

(単位：件)

| | | | 4月-6月 Apr-Jun | 7月-9月 Jul-Sep | 10月-12月 Oct-Dec | 1月-3月 Jan-Mar | 年度 FY |
|------------------|---------------------|--|------------------|------------------|--------------------|------------------|-----------|
| 2015年度 FY2015 | 新規加入件数 | Gross new Subscriptions | 175,893 | 139,235 | 154,054 | 120,549 | 589,731 |
| | 解約件数 | Cancellations | 133,576 | 134,526 | 119,340 | 153,945 | 541,387 |
| | 正味加入件数 | Net new Subscriptions | 42,317 | 4,709 | 34,714 | -33,396 | 48,344 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,798,647 | 2,803,356 | 2,838,070 | 2,804,674 | 2,804,674 |
| | 複数契約* | Multi-subscriptions* | 414,638 | 417,008 | 421,608 | 417,873 | 417,873 |
| 2016年度 FY2016 | 新規加入件数 | Gross new Subscriptions | 175,054 | 137,608 | 126,813 | 138,718 | 578,193 |
| | 解約件数 | Cancellations | 126,643 | 149,167 | 125,397 | 158,475 | 559,682 |
| | 正味加入件数 | Net new Subscriptions | 48,411 | -11,559 | 1,416 | -19,757 | 18,511 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,853,085 | 2,841,526 | 2,842,942 | 2,823,185 | 2,823,185 |
| | 複数契約* | Multi-subscriptions* | 419,842 | 421,221 | 422,675 | 420,664 | 420,664 |
| 2017年度 FY2017 | 新規加入件数 | Gross new Subscriptions | 103,550 | 138,895 | 176,758 | 171,446 | 590,649 |
| | 解約件数 | Cancellations | 124,455 | 122,129 | 137,781 | 153,067 | 537,432 |
| | 正味加入件数 | Net new Subscriptions | -20,905 | 16,766 | 38,977 | 18,379 | 53,217 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,802,280 | 2,819,046 | 2,858,023 | 2,876,402 | 2,876,402 |
| | 複数契約 ¹ | Multi-subscriptions* | 419,594 | 420,021 | 419,240 | 417,440 | 417,440 |
| | 宿泊施設契約 ² | Net new Subscriptions | 12,729 | 13,193 | 59,292 | 60,652 | 60,652 |
| 2018年度 FY2018 | 新規加入件数 | Gross new Subscriptions | 151,551 | 195,416 | 142,245 | 170,979 | 660,191 |
| | 解約件数 | Cancellations | 147,740 | 142,012 | 174,764 | 170,584 | 635,100 |
| | 正味加入件数 | Net new Subscriptions | 3,811 | 53,404 | -32,519 | 395 | 25,091 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,880,213 | 2,933,617 | 2,901,098 | 2,901,493 | 2,901,493 |
| | 複数契約 ¹ | Multi-subscriptions* | 415,911 | 417,891 | 416,644 | 415,289 | 415,289 |
| | 宿泊施設契約 ² | Net new Subscriptions | 60,648 | 61,512 | 62,652 | 64,180 | 64,180 |
| 2019年度 FY2019 | 新規加入件数 | Gross new Subscriptions | 148,201 | 133,757 | 119,945 | 162,012 | 563,915 |
| | 解約件数 | Cancellations | 159,986 | 142,904 | 143,744 | 164,008 | 610,642 |
| | 正味加入件数 | Net new Subscriptions | -11,785 | -9,147 | -23,799 | -1,996 | -46,727 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,889,708 | 2,880,561 | 2,856,762 | 2,854,766 | 2,854,766 |
| | 複数契約 ¹ | Multi-subscriptions* | 413,403 | 412,957 | 410,979 | 409,910 | 409,910 |
| | 宿泊施設契約 ² | Net new Subscriptions | 65,998 | 67,897 | 68,624 | 70,358 | 70,358 |
| 2020年度 FY2020 | 新規加入件数 | Gross new Subscriptions | 100,289 | 140,404 | 133,711 | 167,842 | 542,246 |
| | 解約件数 | Cancellations | 180,011 | 127,942 | 140,467 | 157,121 | 605,541 |
| | 正味加入件数 | Net new Subscriptions | -79,722 | 12,462 | -6,756 | 10,721 | -63,295 |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,775,044 | 2,787,506 | 2,780,750 | 2,791,471 | 2,791,471 |
| | 複数契約 ¹ | Multi-subscriptions* | 403,411 | 403,194 | 400,183 | 397,191 | 397,191 |
| | 宿泊施設契約 ² | Net new Subscriptions | 71,025 | 74,039 | 75,032 | 75,294 | 75,294 |

*¹同一契約者による2つ目と3つ目のデジタル契約に割引制度を適用

*¹ Existing subscribers are granted for two more additional subscriptions for discounted price.

(JPY900/month, the first subscription fee is JPY2,300/month, pretax). Figures are included in Net Additions and Quarter-end subscribers.

*² 宿泊施設の客室で視聴するための宿泊施設事業者との個別契約

*² Agreements with hotels and other accommodations for viewing in guest rooms.

2. 加入実績 Number of Subscriptions

(単位：件)

| | | | 4月-6月 Apr-Jun | 7月-9月 Jul-Sep | 10月-12月 Oct-Dec | 1月-3月 Jan-Mar | 年度 FY |
|------------------|----------|--|------------------|------------------|--------------------|------------------|----------|
| 2021年度 FY2021 | 新規加入件数 | Gross new Subscriptions | 215,197 | 119,682 | 124,982 | | |
| | 解約件数 | Cancellations | 177,381 | 222,347 | 155,301 | | |
| | 正味加入件数 | Net new Subscriptions | 37,816 | -102,665 | -30,319 | | |
| | 累計正味加入件数 | Number of net Cumulative Subscriptions | 2,829,287 | 2,726,622 | 2,696,303 | | |
| | 複数契約* | Multi-subscriptions* | 392,821 | 389,532 | 383,985 | | |

*1同一契約者による2つ目と3つ目のデジタル契約に割引制度を適用

*1 Existing subscribers are granted for two more additional subscriptions for discounted price.

(JPY900/month, the first subscription fee is JPY2,300/month, pretax). Figures are included in Net Additions and Quarter-end subscribers.

*2宿泊施設の客室で視聴するための宿泊施設事業者との個別契約

*2 Agreements with hotels and other accommodations for viewing in guest rooms.

3. 連結財務諸表 Consolidated Financial Statements
 (1) 連結貸借対照表 Consolidated Balance Sheets

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 As of March 31, 2018 | 2019年3月期 FY2018 As of March 31, 2019 | 2020年3月期 FY2019 As of March 31, 2020 | 2021年3月期 FY2020 As of March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q As of December 31, 2021 |
|---------------|---|---|---|---|---|--|
| 資産の部 | Assets | | | | | |
| 流動資産 | Current Assets | 56,761 | 61,488 | 60,045 | 57,033 | 61,035 |
| 固定資産 | Non-current Assets | 30,321 | 31,066 | 29,979 | 33,560 | 32,421 |
| 有形固定資産 | Property, Plant and Equipment | 7,180 | 8,179 | 8,220 | 12,733 | 12,267 |
| 無形固定資産 | Intangible Assets | 9,927 | 9,632 | 9,864 | 8,337 | 7,960 |
| 投資その他の資産 | Investments and Other Assets | 13,213 | 13,254 | 11,894 | 12,489 | 12,193 |
| 資産合計 | Total Assets | 87,083 | 92,555 | 90,024 | 90,593 | 93,456 |
| 負債の部 | Liabilities | | | | | |
| 流動負債 | Current Liabilities | 29,231 | 31,611 | 26,617 | 26,667 | 25,165 |
| 固定負債 | Non-current Liabilities | 2,857 | 2,912 | 2,850 | 2,169 | 2,193 |
| 負債合計 | Total Liabilities | 32,088 | 34,524 | 29,468 | 28,837 | 27,358 |
| 純資産の部 | Net Assets | | | | | |
| 株主資本 | Shareholders' Equity | 54,398 | 57,421 | 60,334 | 61,236 | 65,747 |
| 資本金 | Capital Stock | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
| 資本剰余金 | Capital Surplus | 2,738 | 2,738 | 2,738 | 2,777 | 3,240 |
| 利益剰余金 | Retained Earnings | 49,741 | 52,765 | 55,678 | 56,461 | 57,819 |
| 自己株式 | Treasury Shares | -3,081 | -3,081 | -3,081 | -3,002 | -312 |
| その他の包括利益累計額 | Accumulated Other Comprehensive Income | 596 | 609 | 220 | 520 | 350 |
| その他の有価証券評価差額金 | Valuation Difference on Available-for-sale Securities | 816 | 552 | 163 | 467 | 280 |
| 繰延ヘッジ損益 | Deferred Gains or Losses on Hedges | -219 | 57 | 57 | 44 | 61 |
| 退職給付に係る調整額 | Adjustments for Retirement Benefits | - | 0 | 0 | 8 | 7 |
| 純資産合計 | Total Net Assets | 54,994 | 58,030 | 60,555 | 61,756 | 66,097 |
| 負債純資産合計 | Total Liabilities and Net Assets | 87,083 | 92,555 | 90,024 | 90,593 | 93,456 |

3. 連結財務諸表 Consolidated Financial Statements
 (2) 連結損益計算書 Consolidated Statements of Income

(単位：百万円/millions of yen)

| | | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|--------------------------|---|--|--|--|--|---|
| 売上高 | Revenue | 81,574 | 82,623 | 82,450 | 79,165 | 59,621 |
| 有料放送収入 | Broadcasting | 69,660 | 70,692 | 70,173 | 67,638 | 50,072 |
| その他収入 | Others | 11,914 | 11,931 | 12,277 | 11,526 | 9,549 |
| 売上原価 | CoGS | 45,224 | 49,616 | 46,803 | 44,803 | 36,727 |
| 売上総利益 | Gross Profit | 36,350 | 33,006 | 35,647 | 34,362 | 22,894 |
| 販売費及び一般管理費 | SG&A | 26,474 | 26,227 | 27,158 | 27,572 | 18,203 |
| 営業利益 | Operating Income | 9,875 | 6,779 | 8,489 | 6,789 | 4,690 |
| 営業外収益 | Non-operating Income | 823 | 755 | 746 | 505 | 316 |
| 営業外費用 | Non-operating Expenses | 0 | 3 | 9 | 360 | 58 |
| 経常利益 | Ordinary Income | 10,698 | 7,531 | 9,225 | 6,934 | 4,948 |
| 特別利益 | Extraordinary Income | 2 | 0 | 0 | 0 | — |
| 特別損失 | Extraordinary Losses | 71 | 64 | 1,229 | 2,381 | 1 |
| 税金等調整前当期（四半期）純利益 | Income before Income Taxes and Minority Interests | 10,630 | 7,467 | 7,996 | 4,553 | 4,947 |
| 法人税、住民税及び事業税 | Income Taxes - Current | 3,520 | 2,601 | 2,844 | 2,287 | 1,334 |
| 法人税等調整額 | Income Taxes - Deferred | -250 | -316 | 79 | -677 | 92 |
| 親会社株主に帰属する 当期（四半期）純利益 | Profit Attributable to Owners of Parent | 7,360 | 5,182 | 5,072 | 2,942 | 3,520 |

3. 連結財務諸表 Consolidated Financial Statements

(3) 連結キャッシュ・フロー計算書 Consolidated Statements of Cash Flows

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第2四半期 FY2021/2Q 6 Months Ended September 30, 2021 |
|-------------------|---|--|--|--|--|--|
| 営業活動によるキャッシュ・フロー | Cash Flows from Operating Activities | 9,421 | 5,017 | 9,982 | 5,961 | 1,681 |
| 投資活動によるキャッシュ・フロー | Cash Flows from Investing Activities | -7,238 | -2,856 | -3,580 | -9,948 | -1,435 |
| 財務活動によるキャッシュ・フロー | Cash Flows from Financing Activities | -2,343 | -2,236 | -2,198 | -2,196 | -2,182 |
| 現金及び現金同等物に係る換算差額 | Effect of Exchange Rate Change on Cash and Cash Equivalents | -5 | 213 | -45 | 46 | 3 |
| 現金及び現金同等物の増加（減少）額 | Net Increase (Decrease) in Cash and Cash Equivalents | -165 | 137 | 4,159 | -6,136 | -1,932 |
| 現金及び現金同等物の期首残高 | Cash and Cash Equivalents at Beginning of Period | 24,157 | 23,991 | 24,129 | 28,288 | 22,151 |
| 現金及び現金同等物の期末残高 | Cash and Cash Equivalents at End of Period | 23,991 | 24,129 | 28,288 | 22,151 | 20,219 |

4. 連結子会社 決算概要 Financial Summary(Consolidated Subsidiaries)

(1) WOWOWコミュニケーションズ (WOWOW COMMUNICATIONS INC.)

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 | 2019年3月期 FY2018 | 2020年3月期 FY2019 | 2021年3月期 FY2020 | 2022年3月期第3四半期 FY2021/3Q |
|------------|---|---------------------------|---------------------------|---------------------------|---------------------------|----------------------------------|
| | | Year Ended March 31, 2018 | Year Ended March 31, 2019 | Year Ended March 31, 2020 | Year Ended March 31, 2021 | 9 Months Ended December 31, 2021 |
| 売上高 | Revenue | 7,709 | 8,917 | 9,067 | 9,413 | 7,209 |
| 営業利益 | Operating Income | 136 | 358 | 266 | 243 | 550 |
| 経常利益 | Ordinary Income | 134 | 369 | 271 | 319 | 582 |
| 当期（四半期）純利益 | Profit Attributable to Owners of Parent | 56 | 244 | 177 | 196 | 395 |

(2) WOWOWプラス (WOWOW PLUS INC.)

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 | 2019年3月期 FY2018 | 2020年3月期 FY2019 | 2021年3月期 FY2020 | 2022年3月期第3四半期 FY2021/3Q |
|------------|---|---------------------------|---------------------------|---------------------------|---------------------------|----------------------------------|
| | | Year Ended March 31, 2018 | Year Ended March 31, 2019 | Year Ended March 31, 2020 | Year Ended March 31, 2021 | 9 Months Ended December 31, 2021 |
| 売上高 | Revenue | 5,082 | 5,060 | 5,233 | 5,067 | 3,811 |
| 営業利益 | Operating Income | 195 | 177 | 220 | 206 | 296 |
| 経常利益 | Ordinary Income | 195 | 178 | 220 | 208 | 297 |
| 当期（四半期）純利益 | Profit Attributable to Owners of Parent | 117 | 135 | 156 | 162 | 213 |

5. セグメントの状況（セグメント間取引を含む） Segment Overview (Including Intersegment Sales and Transfers)

(1) 売上高 Revenue

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|------------|-------------------|--|--|--|--|---|
| メディア・コンテンツ | Media and Content | 77,651 | 78,250 | 78,085 | 74,977 | 55,454 |
| テレマーケティング | Telemarketing | 7,709 | 8,917 | 9,067 | 9,413 | 7,209 |
| 調整額※ | Adjusted※ | -3,787 | -4,545 | -4,701 | -5,225 | -3,043 |
| 計 | Consolidated | 81,574 | 82,623 | 82,450 | 79,165 | 59,621 |

(2) 営業利益 Operating Income

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|------------|-------------------|--|--|--|--|---|
| メディア・コンテンツ | Media and Content | 9,739 | 6,420 | 8,222 | 6,572 | 4,140 |
| テレマーケティング | Telemarketing | 136 | 358 | 266 | 217 | 550 |
| 調整額※ | Adjusted※ | - | - | - | - | - |
| 計 | Consolidated | 9,875 | 6,779 | 8,489 | 6,789 | 4,690 |

※売上高の調整額はセグメント間の取引を相殺消去したものであり、セグメント利益の調整額は連結調整によるものです。

※Adjustment of revenue offsets transactions between segments, and adjustment of segment income is based on consolidation adjustment.

6. 単体財務諸表 Non-consolidated Financial Statements
(1) 貸借対照表 Non-consolidated Balance Sheets

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 As of March 31, 2018 | 2019年3月期 FY2018 As of March 31, 2019 | 2020年3月期 FY2019 As of March 31, 2020 | 2021年3月期 FY2020 As of March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q As of December 31, 2021 |
|--------------|---|---|---|---|---|--|
| 資産の部 | Assets | | | | | |
| 流動資産 | Current Assets | 50,513 | 54,779 | 53,090 | 50,217 | 53,270 |
| 固定資産 | Non-current Assets | 28,239 | 29,160 | 27,928 | 32,149 | 30,695 |
| 有形固定資産 | Property, Plant and Equipment | 6,757 | 7,811 | 7,890 | 12,383 | 11,656 |
| 無形固定資産 | Intangible Assets | 7,078 | 6,973 | 7,365 | 8,085 | 7,724 |
| 投資その他の資産 | Investments and Other Assets | 14,403 | 14,375 | 12,671 | 11,680 | 11,314 |
| 資産合計 | Total Assets | 78,753 | 83,940 | 81,019 | 82,367 | 83,966 |
| 負債の部 | Liabilities | | | | | |
| 流動負債 | Current Liabilities | 27,895 | 30,246 | 25,316 | 25,694 | 23,483 |
| 固定負債 | Non-current Liabilities | 2,056 | 2,233 | 2,173 | 2,092 | 2,115 |
| 負債合計 | Total Liabilities | 29,952 | 32,479 | 27,490 | 27,786 | 25,598 |
| 純資産の部 | Net Assets | | | | | |
| 株主資本 | Shareholders' Equity | 48,073 | 50,797 | 53,252 | 53,994 | 57,965 |
| 資本金 | Capital Stock | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
| 資本剰余金 | Capital Surplus | 2,738 | 2,738 | 2,738 | 2,777 | 3,240 |
| 利益剰余金 | Retained Earnings | 43,417 | 46,141 | 48,595 | 49,219 | 50,037 |
| 自己株式 | Treasury Shares | -3,081 | -3,081 | -3,081 | -3,002 | -312 |
| 評価・換算差額等 | Valuation and Translation | 726 | 662 | 277 | 586 | 402 |
| その他有価証券評価差額金 | Valuation Difference on Available-for-sale Securities | 816 | 552 | 163 | 467 | 280 |
| 繰延ヘッジ損益 | Deferred Gains or Losses on Hedges | -90 | 109 | 113 | 118 | 121 |
| 純資産合計 | Total Net Assets | 48,800 | 51,460 | 53,529 | 54,580 | 58,367 |
| 負債純資産合計 | Total Liabilities and Net Assets | 78,753 | 83,940 | 81,019 | 82,367 | 83,966 |

6. 単体財務諸表 Non-consolidated Financial Statements
 (2) 損益計算書 Non-consolidated Statements of Income

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|------------------|----------------------------|--|--|--|--|---|
| 売上高 | Revenue | 72,202 | 72,951 | 72,489 | 69,888 | 52,074 |
| 有料放送収入 | Broadcasting | 69,723 | 70,692 | 70,173 | 67,638 | 50,072 |
| その他収入 | Others | 2,479 | 2,259 | 2,316 | 2,249 | 2,002 |
| 売上原価 | CoGS | 40,062 | 43,641 | 40,329 | 38,770 | 32,405 |
| 売上総利益 | Gross Profit | 32,140 | 29,310 | 32,160 | 31,117 | 19,669 |
| 販売費及び一般管理費 | SG&A | 22,551 | 23,072 | 24,227 | 24,642 | 16,003 |
| 営業利益 | Operating Income | 9,588 | 6,237 | 7,932 | 6,475 | 3,665 |
| 営業外収益 | Non-operating Income | 618 | 813 | 656 | 496 | 509 |
| 営業外費用 | Non-operating Expenses | 0 | 3 | 8 | 360 | 58 |
| 経常利益 | Ordinary Income | 10,205 | 7,048 | 8,580 | 6,611 | 4,116 |
| 特別利益 | Extraordinary Income | — | 0 | 0 | 0 | 0 |
| 特別損失 | Extraordinary Losses | 35 | 48 | 1,222 | 1,762 | 1 |
| 税金等調整前当期（四半期）純利益 | Income before Income Taxes | 10,170 | 7,000 | 7,357 | 4,849 | 4,114 |
| 法人税、住民税及び事業税 | Income Taxes - Current | 3,327 | 2,410 | 2,644 | 2,152 | 990 |
| 法人税等調整額 | Income Taxes - Deferred | -182 | -292 | 100 | -86 | 144 |
| 当期（四半期）純利益 | Net Income | 7,025 | 4,883 | 4,613 | 2,783 | 2,980 |

7. 費用の明細 (単体) Expenditure Breakdown (Non-consolidated)

(1) 売上原価の主たる内訳 CoGS Items

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|-----------|--------------------------------|--|--|--|--|---|
| 番組費 | Program Cost | 26,822 | 29,232 | 27,004 | 24,761 | 20,945 |
| 技術費 | Broadcasting Technology Cost | 2,752 | 2,867 | 2,852 | 3,180 | 2,569 |
| プログラムガイド費 | Expenses for Programming Guide | 2,443 | 2,613 | 2,643 | 2,608 | 1,903 |
| その他 | Other | 8,044 | 8,927 | 7,829 | 8,220 | 6,897 |
| 計 | Total | 40,062 | 43,641 | 40,329 | 38,770 | 32,405 |

7. 費用の明細 (単体) Expenditure Breakdown (Non-consolidated)

(2) 販売管理費及び一般管理費の主たる内訳 SG&A Items

(単位：百万円/millions of yen)

| | | 2018年3月期 FY2017 Year Ended March 31, 2018 | 2019年3月期 FY2018 Year Ended March 31, 2019 | 2020年3月期 FY2019 Year Ended March 31, 2020 | 2021年3月期 FY2020 Year Ended March 31, 2021 | 2022年3月期第3四半期 FY2021/3Q 9 Months Ended December 31, 2021 |
|------------|-----------------------------------|--|--|--|--|---|
| 販売促進費 | Merchandising Expense | 1,350 | 1,321 | 1,223 | 1,067 | 728 |
| 月額手数料 | Retention Commission Paid | 4,992 | 5,136 | 5,184 | 5,086 | 3,586 |
| 回収手数料 | Credit Collection Agency Fee Paid | 1,475 | 1,477 | 1,466 | 1,380 | 1,067 |
| 広告宣伝費 | Advertisement Expenses | 5,040 | 5,234 | 5,450 | 5,545 | 2,483 |
| カスタマーセンター費 | Customer Center Expenses | 2,094 | 2,127 | 2,001 | 2,042 | 1,517 |
| その他 | Others | 7,599 | 7,776 | 8,901 | 9,518 | 6,620 |
| 計 | Total | 22,551 | 23,072 | 24,227 | 24,642 | 16,003 |

8. 番組費の推移 Change in Program Costs

(単位：百万円/millions of yen)

| | | | 1Q Apr-Jun | 2Q Apr-Sep | 3Q Apr-Dec | 年度 FY |
|--------|---------------|--------------------------------------|---------------|---------------|---------------|----------|
| 2017年度 | 番組費 | Program Cost | 5,887 | 12,838 | 18,871 | 26,822 |
| FY2017 | 売上高比 (単体) (%) | Percent of revenue(non-consolidated) | 33.3% | 36.1% | 35.2% | 37.1% |
| 2018年度 | 番組費 | Program Cost | 6,918 | 14,327 | 21,239 | 29,232 |
| FY2018 | 売上高比 (単体) (%) | Percent of revenue(non-consolidated) | 39.0% | 40.0% | 39.2% | 40.1% |
| 2019年度 | 番組費 | Program Cost | 6,813 | 14,215 | 19,985 | 27,004 |
| FY2019 | 売上高比 (単体) (%) | Percent of revenue(non-consolidated) | 37.8% | 39.2% | 36.9% | 37.3% |
| 2020年度 | 番組費 | Program Cost | 4,520 | 9,513 | 15,635 | 24,761 |
| FY2020 | 売上高比 (単体) (%) | Percent of revenue(non-consolidated) | 25.9% | 27.4% | 29.9% | 35.4% |
| 2021年度 | 番組費 | Program Cost | 8,936 | 15,556 | 20,945 | |
| FY2021 | 売上高比 (単体) (%) | Percent of revenue(non-consolidated) | 51.2% | 44.4% | 40.2% | |