### (Japanese only) Always half price!! 2,000 yen worth of points for 980 yen!! Plus the first month free!!

### New Plan

# The Premium T's TV

With T's TV, you can rent DVDs and enjoy them right away on your television at home, without going to a video store. Just connect your television to the Internet, and you can watch hit new movies and dramas any time without worries about a video being already rented, and no charge for extensions.

Naturally, there are no membership fees or registration charges. What's more, with the new plan "The Premium," you get 2,000 yen in rental points for only 980 yen every month. Plus, the first month is free! Be sure to take advantage of this opportunity to try out the service at no charge.



Always half price with the new plan!! Every month you can use 2,000 yen worth of rental points for 980 ven. No hassle involved! The service extends automatically on the first of every month, and you will be credited with 2,000 yen worth of points.

Points can be used for even more movies!! With T's TV, points can be used for films from all genres, including of course new releases. We have further expanded the range of movies for which points can be used, and adult entertainment videos are now included. \*With the exception of certain videos for which points are not accepted.

No user fees for the first month!! There are no user fees during the first month for new applicants. Points can be used as soon as you register.

\*No user fees are charged even if the contract is cancelled during the first free month.

First month ¥0



### To apply from your PC

Members > https://t-s.tv/pc/user/login Non-members > https://t-s.tv/pc/user/sign up

To apply from your television Access T's TV > On the home page, click the number 4 button on your remote Apply at the Product Information Counter

To apply from your mobile phone Scan the QR Code, or go to http://t-s.tv > Enter log-in ID and password to log in Apply through "My Page" change settings

To apply via applications My page > Settings > Enter login ID and password to log in **>** Apply through change settings \*Applications cannot be made through "T's TV Remote" for iPhone.



### Introduction to the Corporate Site

Updated regularly with the latest news, as well as press releases and investor relations information. With links to individual and corporate services, as well as group company sites, you can guickly find the information you need. Be sure to take advantage of this resource. http://www.broadmedia.co.jp/



#### Search 📹 Broadmedia

**Broadmedia Corporation** 



### **Business Report**

# Financial Report for the FY2011 April 1, 2011 to March 31, 2012



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### **Top Interview**

### Please tell us about the results for this financial vear.

For the year ended March 2012, we had initially forecast a decrease in revenue and profits, since we anticipated a significant decline in network sales and an increase in expenditure relating to new businesses. The result was revenue did not reach the forecast, but we posted a profit in all segments, and operating profit exceeded expectations.

The Group positions the three years starting from the fiscal year that started April 2010 as a period of building up for the next step. We believe we have managed to fulfill the minimal results necessary for the second year of that period.

### Please tell us about your plans for future development.

In order to achieve growth, the Group is concentrating its efforts on our four growth engines.

The first of these is the education business. This business is already profitable, with the opening of our second school, the Renaissance Toyota High School, which is steadily increasing its enrollment.

Secondly, Fishing Vision, the only fishing channel in Japan, has been growing solidly, and has continued to post profits. Prior expenditures related to BS broadcasting begun in March 2012, however, will suppress earnings for a while. Even so, BS is a key form of broadcasting, and by entering this market with its enormous viewer population, we believe we can achieve definite growth as a broadcaster.

The third is T's TV. Although still in the red due to costs related to start-up operations, this business is growing steadily, thanks not only to B2C services such as T's TV rental video, but also to the launch of B2B service which provides the T's TV cloud platform.

Finally, the digital cinema service business promotes the digitalization of the film industry, and both the VPF and distribution services are expanding smoothly. Of course, we are working on other businesses as well, but at this point

> **Cloud-based video streaming service** "T's TV," also used as the TV platform for "SKY PerfecTV! On-Demand"

Four

**Growth Engines** 

## T's TV

### **Digital Cinema** Services

Steady expansion of distribution area for "Digital Cinema Services"

**Opened second school "Renaissance Toyota High** School" with combined enrollment for both schools at approximately 3,000 for the current fiscal year

these four businesses deserve special mention. The period of building up for the next step will continue for approximately another year from now, but by fiscal 2013 or 2014, we expect that the four growth engines will all be profit-makers and powerful drivers of performance.

Launch in March of BS broadcast of "Fishing Vision," the only fishing channel in Japan





ルネサンス・アカデミー株式会社

### **Top Interview**

### Digital Cinema Club became a subsidiary in April 2012. Could you tell us about that?

As I mentioned earlier, digital cinema services are one of our four growth engines. Up until now, we each ran our own operations, with Broadmedia handling the distribution service, while our affiliate, Digital Cinema Club, Inc., looked after the VPF business. By consolidating the company as a subsidiary, we have created a system that can provide more integrated,

comprehensive digital cinema services.

In the VPF business, we currently have contracts with 45 film distribution companies, and with exhibitors for approximately 300 screens. In addition, the distribution service provides delivery services to theaters other than those with VPF contracts, so we are already providing services to over 500 screens.

We will continue to expand the customer base for this service, with the aim of showing a profit starting in the year ending March 2013.



\*Providing digital equipment to movie theaters (VPF business for film distributors and theaters) \*Providing delivery services such as for films and trailers

### What is your message to the shareholders?

Every product has a product cycle, and it is the same with business. If you don't develop new products or services, you will eventually weaken and drop out of the market. Fortunately, our group has several new and growing businesses. Upfront costs for new businesses and revenue from existing businesses will barely off set each other for a short time, but we are making every effort to be able to achieve significant growth in the medium to long term. We will continue to



make business investments as needed to grow, but in the meantime we would like to continue to pay a dividend when possible. Therefore, for the year ending March 2013, as in the year ended March 2012, we plan to pay an annual dividend of 3 yen per share. We are also considering acquiring treasury stock if the opportunity arises.

I sincerely ask our shareholders for their ongoing support in the future.

### President & Representative Director **Taro Hashimoto**



## **Broadmedia Business Model**

### **Overview of Broadmedia Group's Business Model**



### **Corporate Philosophy**

We aim to contribute to the development of a more affluent community through the dissemination of high quality products and services that are derived from creativity.

#### Content

### "T's TV Remote" now for iPad! Available from the App Store as of February 9.

We launched an iPad application for the cloud remote control T's TV Remote. Looking at the list of movies on a big screen, with larger, easy-to-read text, makes selection even more convenient. In combination with the Android or iPhone applications, you can use your iPad at home, and your smartphone while you are out.

> ©2008 Columbia Pictures Industries, Inc. and Universal City Studios Productions LLLP and GH Three LLC. All Rights reserved.

### With "T's TV Cloud," services are available on a range of devices!

"T's TV Cloud" is a cloud service compatible with multiple devices, including televisions, PCs, tablets, and smartphones. We are planning to expand services in a variety of ways, by offering technology to partner companies such as "SKY PerfecTV! On-Demand."



## Topics

### Text is larger and easier to read than on Android or iPhone applications.



## **Topics**

#### Content

Launch of Android applications "Crank-in movie for au" and "Crank-in drama for au" on "au Smartpass"

"Crank-in movie for au" is packed with content, including a GPS linked search function to find theaters where a film is playing, as well as the latest movie information. wallpaper featuring photos of stars, and other services. It offers a database for popular dramas, and an exclusive television guide, along with wallpaper shots of famous scenes, and others that fans will love.

\*This application is intended for customers using the "au Smartpass."



#### Broadcast

### Debut of "BS Fishing Vision (BS251ch)"!

"Fishing Vision," the channel that has captured fans around the country with its 24-hour-a-day, 365-day-a-year broadcasts of shows on outdoor themes, mainly fishing, began BS broadcasting on March 1. Ambitious programming features seasonal fishing, overseas fishing trips, as well as mountain stream fishing, surf-casting and other genres rarely seen on terrestrial private broadcasting.

## MMA BS 約りビジョン 好評放送中 BE 0120-260-251 ..... DIGITAL

Name change for "Club iT Arena"!

PINAL PILT

sets.

Drama-based video streaming site "DraMAX Arena"

Unlimited access to approximately 800 shows from Asia

and other regions overseas, including Korean dramas and

Chinese historical dramas, for 980 ven per month (tax in-

cluded). Films included in the monthly price can also be

viewed on smartphones and tablets. In addition to the

monthly package, content is also sold individually, or in

ドラハムズアリーナ

launches new service for 980 yen per month

#### Studio

### Distribution line-up for the current fiscal year



### "WU XIA"

The long-awaited new film from leading Asian actor Takeshi Kaneshiro, together with one of Asia's biggest action stars Donnie Yen. A mystery/action spectacle, full of twists, set in a Chinese village, where a brilliant investigator takes on baffling cases.

Takeshi Kaneshiro,
Donnie Yen, Tang Wei
April 21, Shinjuku
Piccadilly, and other
locations

©2011 We Pictures Ltd. Stellar Mega Films Co., Ltd. All Rights Reserved.



### "REC3 GENESIS"

After a three-year break, the "REC" series that represents the horror movies of the 2000s is back with a new installment, this time with "love" as the theme. The setting diverges from that of the previous two films, creating a new brand of fear. A beautiful day of celebration turns into a terrifying nightmare.

Cast: Leticia Dolera, Diego Martin Release: April 28, Cinema Square Tokyu, and other locations ©2011 REC GENESIS A.I.E.

@Photo by Jose Haro @El Deseo

Cast	Release	
Danielle Panabaker, Ving Rhames	July 14, Human Trust Cinema Shibuya, and other locations	
Michelle Williams, Seth Rogen	August, Human Trust Cinema Yurakucho, Bunkamura Le Cinéma, and other locations	
Song Kang Ho, Lee Nayoung	September 8, Marunouchi TOEI, and other locations	
Jason Statham	October 13, Shinjuku Piccadilly, and other locations	
Kwon Sang Woo, Cecilia Cheung	This fall, Shinjuku Musashino Kan, and other locations	
Keira Knightley, Viggo Mortensen, Michael Fassbender	This fall, TOHO Cinemas Chanter, Bunkamura Le Cinéma, and other locations	
Bruce Willis, Henry Cavill, Sigourney Weaver	2012, Nationwide release	
Daniel Radcliffe	2012, Nationwide release	
	Danielle Panabaker, Ving RhamesMichelle Williams, Seth RogenSong Kang Ho, Lee NayoungJason StathamKwon Sang Woo, Cecilia CheungKeira Knightley, Viggo Mortensen, Michael FassbenderBruce Willis, Henry Cavill, Sigourney Weaver	

and others



### **"THE SKIN I LIVE IN"**

The latest work from the great director Pedro Almodovar. After losing his beloved wife, a brilliant doctor invents the "perfect skin." and creates a beautiful woman in the image of his wife. The great director delivers a masterpiece that is the ultimate in controversy.

Cast: Antonio Banderas, Elena Anaya Release: May 26, TOHO Cinemas Chanter, Cinema Rise,



#### "THE PLAYERS"

A game of love for adults, from director Michel Hazanavicius, who won the Academy Award for Best Picture for "The Artist," and Jean Duiardin who received the Academy Award for Best Actor In a Leading Role for the same film, the first time the honor had gone to a French actor. Dujardin gives a passionate performance as the all time playboy.

Cast:	Jean Dujardin,
	Gilles Lellouche
Release	: June 23, Human Trust
	Cinema Shibuya, and
	other locations

©2011 JD PROD, BLACK DYNAMITE FILMS, MARS FILMS, M6 FILMS, COOL INDUSTRIE

## **Results by Segment**

### Content



### **Business and Service**

Home entertainment/Video service/CS broadcast member service/Mobile service/Education service/Others

In the home entertainment field, we launched "T's TV Cloud," a platform for digital television. In education services, we opened our second school the Renaissance Toyota High School.



### Broadcast



### Business and Service Fishing channel

Revenue from viewer fees and production sales for "Fishing Vision" performed well. However, prior expenditures arose in connection with the launch of the "BS Fishing Vision (BS 251ch)" broadcast from March 2012.

\*Since the segments of "Content," "Broadcast" and "Studio" had been categorized as the single segment of "Content Services" until the start of FY2010, the figures for past years are compared with estimates for the new segments.

### Studio

### Business and Service Production business/Program sales business/Film distribution business

In the film distribution business, although there were no blockbuster films distributed, an increase in orders in the production business and large sales contracts in the program sales business drove up results in the segment.

### Technology

### Business and Service CDN service/Digital cinema service

CDN services remained at the same level as the same period of the previous fiscal year. In digital cinema services, steady installation of digital equipment in movie theaters contributed to segment performance.

### **Network Sales**

### **Business and Service**

ISP service sales/Handling of mobile phone service/Broadband line sales/ Others

ISP service sales fell significantly, which contributed to the segment's overall revenue for the same period of the previous fiscal year.

## **Consolidated Financial Statements** (Summary)

### Total assets

Total assets increased 22.1% compared to the previous fiscal year due mainly to an increase in cash deposits and program rights, in addition to a significant increase in lease assets.

### **P** Total liabilities

Total liabilities were up 49.5% compared to the previous fiscal year, mainly reflecting an increase in lease obligations.

### **B** Total net assets

Revenue

Total net assets grew 10.3% compared to the previous fiscal year thanks to net income of 479 million yen recorded for the current fiscal year, in addition to factors including a valuation difference on available-for-sale securities changed as investment securities were sold. As a result of this, the equity ratio stood at 58.6%.

(Unit: millions of yen)

Consolidated Balance Sheets		(Unit: millions of yen)
	End of current fiscal year As of March 31, 2012	End of previous fiscal year As of March 31, 2011
[Assets]		
Current assets	7,391	6,272
Fixed assets	4,420	3,403
1 Total assets	11,811	9,676
[Liabilities]		
Current liabilities	2,991	2,501
Fixed liabilities	1,350	402
2 Total liabilities	4,342	2,904
[Net Assets]		
Shareholders' equity	6,901	6,643
Accumulated other comprehensive income	18	(272)
Minority interests	549	401
3 Total net assets	7,469	6,771
Total liabilities and net assets	11,811	9,676

(Unit: millions of yen) Recurring Profit

(Unit: millions of yen)

Please visit our "IR" site, for detailed financial information.

	Consolidated Income Statements		(Unit: millions of yen)
		Current fiscal year April 1, 2011 – March 31, 2012	Previous fiscal year April 1, 2010 – March 31, 2011
4	Revenue	12,485	13,927
	Cost of goods sold	7,992	9,262
	Gross profit on revenue	4,492	4,664
	Selling, general and administrative expenses	3,688	3,804
5	Operating profit	803	860
	Recurring profit	800	829
	Net income	479	450

### **Consolidated Cash Flow Statements**

(Unit: millions of yen)

	Current fiscal year April 1, 2011 – March 31, 2012	Previous fiscal year April 1, 2010 – March 31, 2011
<b>6</b> Cash flows from operating activities	811	1,174
7 Cash flows from investing activities	(916)	(665)
8 Cash flows from financing activities	635	(165)
Cash and cash equivalents at end of the period	3,480	2,946



**Operating Profit** 



### http://www.broadmedia.co.jp/ir

### **4** Revenue

A major drop in "Network Sales" revenue could not be offset by increased earnings in the other four segments, resulting in 10.4% decrease in revenue compared to the same period of the previous fiscal year.

**Departing profit** Operating profit declined 6.5% compared to the same period of the previous fiscal year, due to a decrease in operating income in "Broadcast" and "Network Sales."

#### **Cash flows from operating activities**

Net cash provided by operating activities was 811 million yen due mainly to posting of income before income taxes despite an increase of inventories such as program rights.

#### **Z** Cash flows from investing activities

Net cash used in investing activities was 916 million yen, reflecting factors such as expenditures for the additional acquisition of shares, and purchase of fixed assets, primarily lease assets despite the income from sales of investment securities.

#### **B** Cash flows from financing activities

Net cash provided by financing activities was 635 million yen due to factors including income from sale and lease back despite cash dividends paid and treasury stock acquisition.

## **Company Information**

Company Profile		(as of March 31, 2012)
Company Name	Broadmedia Corporat	ion
Established	September 5, 1996	
Paid-in Capital	2,666,633 (thousands	of yen)
Employees	66 (consolidated 370)	
<sup>URL</sup> http://www.	broadmedia.co.jp/	

<b>Executive Directors an</b>	nd Audito	(as of June 21, 2012)
President & Representative Taro Hashimoto Director	Auditor (full-tir	me) <b>Takeshi Urasawa*</b>
	Auditor	Kosei Tsuchihashi
Executive Director Toshihito Kubo	Auditor	Fumito Shiraishi*

Executive Director Daishin Nakamura Executive Director Yasuhiko Uemura Executive Director Ryuichiro Hisamatsu Executive Director Yasutaka Shimamura

\*Takeshi Urasawa, Fumito Shiraishi, and Kenji Kitatani are Outside Auditors as stipulated in Article 2, Item 16 of the Companies Act of Japan.

Auditor

(as of June 21, 2012)

Kenji Kitatani\*



**Principal Subsidiaries** 

**Broadmedia Studios Corporation** http://www.bmstd.com/

Sales of TV broadcast rights of foreign films and TV series, production of Japanese-language versions of foreign films and TV series (subtitle, dubbing), rights acquisition, sales and promotion of DVD videos, theatrical distribution and film promotion, etc.

Established August 2000 Location Chuo-ku, Tokyo



### HOLLYWOOD CHANNEL INC.

http://www.hollywood-ch.com/

Distribution of the latest entertainment news and information about movies and foreign dramas for personal computers, mobile phones, and smartphones. In addition, advertisement and promotion of films and foreign dramas and production of official website on consignment, as well as distribution of exclusively dramas, to personal computers, smartphones, and tablets.

Established April 2003 Location Chuo-ku, Tokyo



### **Renaissance Academy Corporation** http://www.r-ac.jp/

Operation of "Renaissance High School" and "Renaissance Toyota High School," nationwide online credit system general course high schools. Promotion of new type of Internet-based education through collaboration with various specialist schools and corporations.

Established October 2005 Location Chuo-ku, Tokyo

### **CDN Solutions K.K.** http://www.cdn-sol.co.jp/

Primary sales agent of Akamai services in Japan as well as providing optimum content distribution and high-speed application services tailored to meet the customer needs and environment.

Established April 2001 Location Minato-ku, Tokyo



### Fishing Vision Co., Ltd. http://www.fishing-v.jp/

Production of the program dedicated to fishing, "Fishing Vision," and program distribution for BS/ CS broadcasting, cable TV stations and others.

Established March 1998 Location Shinjuku-ku, Tokyo



### **Digital Cinema Club, Inc.**

http://www.dcinema.jp/

Offering VPF services for film distributors and theaters promoting installation of digital equipment in movie theaters.

Established April 2010 Minato-ku, Tokyo Location

Stock Information	
Number of shares authorized	128.000

Number of shares authorized	128,000,000 shares
Number of issued shares	66,723,516 shares
Number of shareholders	4,935

### **Major Shareholders**

stock.

Shareholder Name	Shares held (thousands)	Shareholding ratio (%)
SBBM Corporation	16,200	24.84
SBI Entertainment Fund No. 2	12,654	19.40
SBI Holdings, Inc.	9,564	14.67
*The total number of issued shares ir shares).	ncludes treasury	stock (1,507,332
*"Individuals and others" in Distribution	n of Shareholders	includes treasury

\*The shareholding ratio for major shareholders excludes treasury stock.

Other Ja Individu Japanes Japane Overse

Fiscal Year Period	April 1 to March 31 (every year)		If you have an account at a securities company	In the case of a special account
Ordinary General Meeting of Shareholders	June every year	Mailing Address	Securities company which you have dealings with.	2-8-4 Izumi, Suginami-ku, Tokyo 168-8507
Record Date for	March 31	Inquiry by Telephone		0120-288-324 (Toll-free in Japan)
Year-end Dividend		Agency		Head office and all branches nationwide of Mizuho Trust & Banking Co., Ltd. Head office and all branches nationwide of Mizuho Investors Securities Co., Ltd.
Record Date for Interim Dividend	September 30			
Stock Exchange Listings	Osaka Securities Exchange, JASDAQ Standard			
Method for Public Notice	Electronic Public Notice (posted on the Company's website) http://www.broadmedia.co.jp/ When notifications are unable to be made due to unavoid- able reasons, notifications will be posted in the The Nikkei.	Notice	For payment of dividends unclaimed (*) and issuance of payment statement, please use the mailing address, the contact for inquiry by tele- phone, and the agent in "In the case of a special account" on the right.	Only shares of less than one unit can be purchased.
Transfer Agent	Mizuho Trust & Banking Co., Ltd. 1-2-1 Yaesu, Chuo-ku, Tokyo			

## **Stock Information**

as of March 31, 2012)

### **Distribution of Shareholders**



	Shares held (thousands)	Shareholding ratio (%)
Japanese institutions	49,951	74.86
uals and others	15,384	23.06
ese securities companies	1,023	1.53
ese financial institutions	236	0.36
eas institutions	127	0.19