Stream Media Corporation

Stream Media Corporation (4772)
FY2024 Q3 Financial Results

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In the event of any discrepancy between this document and the Japanese original, the latter shall prevail.

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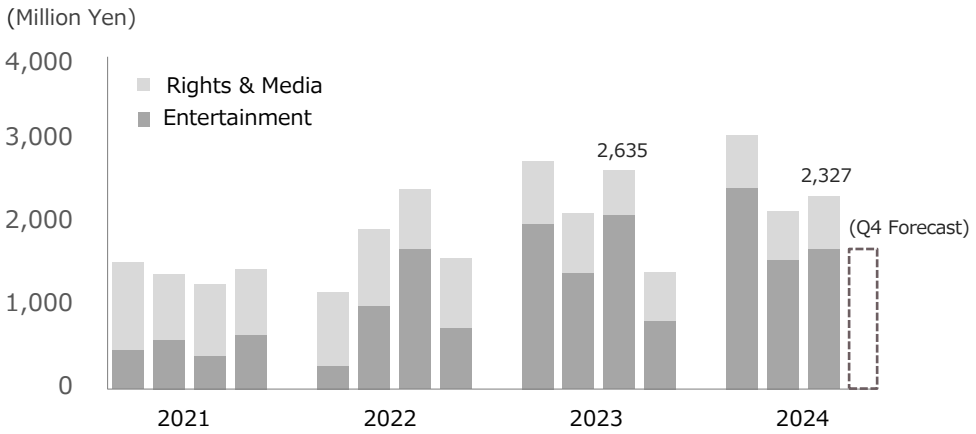
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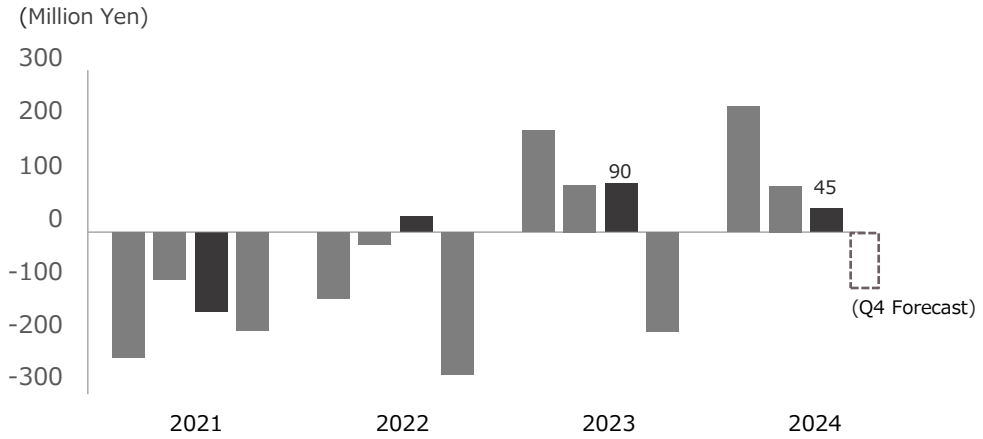
FY2024 Q3 Business Results

FY2024 Q3 Business Results

■ Net Sales



■ Operating Income



■ Business Results by Segment (Cumulative)

(Units: Million Yen)

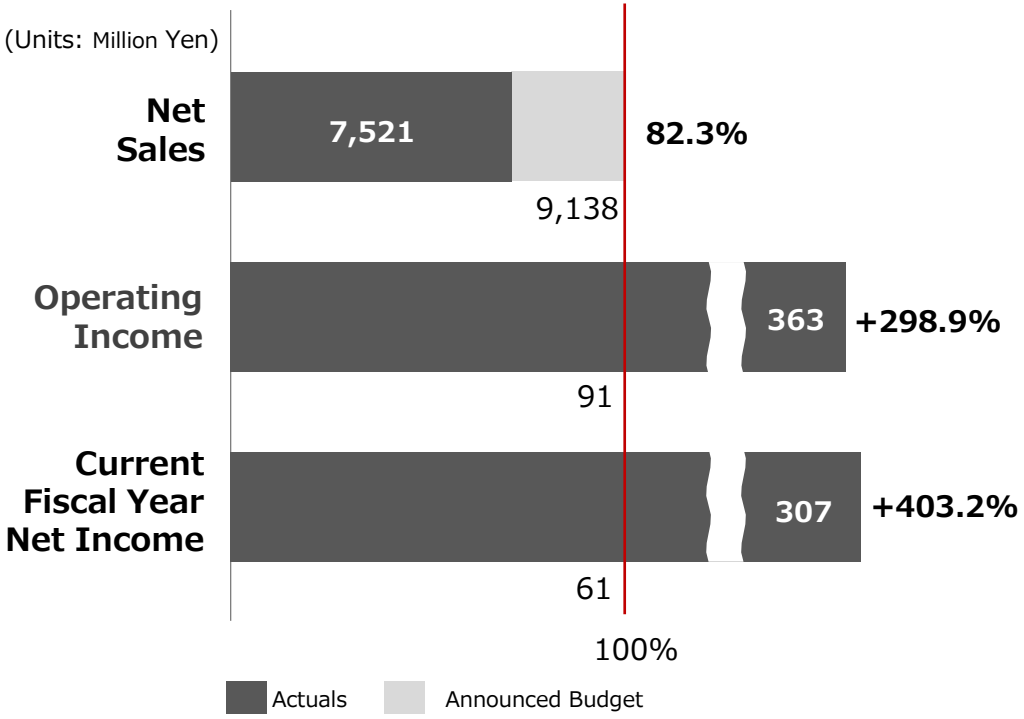
Segments	Net Sales	YoY	Operating Income	YoY	Remarks
FY2024 Q3 Business Results	**7,521**	**+22 (+0.3%)**	**363**	**-3 (-0.9%)**	The Rights & Media business saw a decline in revenue and profit, but with the Entertainment business maintaining levels similar to the previous year, sales reached a record high since the 2020 merger.
Entertainment	5,668	+161 (+2.9%)	599	+2 (+0.5%)	Despite adjustments to concert plans, strong performance in non-concert areas, such as merchandise price increases and renewals in the MD business, drove overall results.
Rights & Media	1,852	-139 (-7.0%)	227	-65 (-22.3%)	Last year, revenue was boosted by large archive content deliveries, but as this was temporary, revenue and profit declined compared to the same period in the previous year.

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Summary of FY2024 Q3

Operating profit continued to grow in the second quarter, driven primarily by increased concert attendance and strong performance in related businesses, including price hikes and renewals for penlights.

■ FY2024 Q3 Financial Forecast and Progress



■ FY2024 Q3 Performance Highlights

Entertainment Segment:

- Held 43 concerts, attracting around 380K attendees.
  - aespa (approx. 200K), WayV (approx. 52K), RIIZE (approx. 40K), and others.

Mobilization	Q1	Q2	Q3	2024 KPI Achievement
	approx. 550K	approx. 300K	approx. 380K	**74.5%**

- Released debut albums in Japan for aespa (JUL), RIIZE (SEP), and WayV (SEP).
- Increased MD sales driven by penlight renewals and a price increase (approx. 30%).

Rights & Media Segment:

- The Rights business added eight new titles, including “The Auditors (original title)” and “The Brave Yongsujeong (original title)” , an increase of five titles compared to the same period last year, while continuing to sell archive works.
- In the Media business, premium K-POP content featuring groups like NCT 127 and RIIZE was broadcast, along with dramas such as “Korea-Khitan War (original title)” and “Love, Andante (original title),” which premiered on KNTV in Japan. However, viewer numbers showed a declining trend.

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Revised Earnings Forecast (Upward Revision) and Progress Rate

In light of performance trends, we have revised the full-year consolidated earnings forecast announced on February 6, 2024, as outlined below.

■ Full-Year Consolidated Performance Forecast for 2024 (Jan 1, 2024 – Dec 31, 2024)

(Units: Million Yen)

Segments	Initial Business Plan (A)	Revised Forecast (B)	Increase/Decrease (B-A)
Net Sales	9,138	9,444	305 (+3.3%)
Operating Income	91	232	141 (+155%)
Net Profit Attributable to Parent Company Shareholders	61	577	515 (+839.9%)

■ Reasons for Revision

- The overall performance was driven by large-scale concerts, strong growth in peripheral businesses such as MD operations, and the implementation of unplanned projects.
- In the media business, we focused on securing operating profit by reducing costs and promoting non-subscription revenue streams, such as licensing sales.
- The sale of investment securities held by our subsidiary is expected to significantly increase net profit attributable to parent company shareholders.

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FY2024 Q3 Topics by Segment

Entertainment | Key Schedules and Achievements

aespa, RIIZE, and WayV released debut albums in Japan, ranking high on the Oricon charts, and attracted approximately 380K attendees through domestic tours.



KEY (SHINee)
@National Yoyogi Stadium, 1st Gymnasium
(JUL–AUG, 5 shows)

Approx. 200K

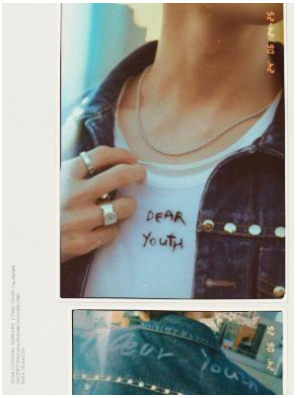


aespa
@Tokyo Dome
(JUL–AUG, 11 shows)

Approx. 40K

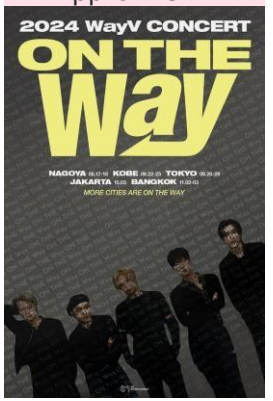


RIIZE
@Pacifico Yokohama, National Grand Hall
(JUL–AUG, 15 shows)

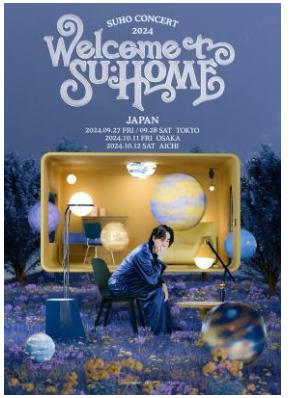


DOYOUNG (NCT)
@Tokyo Gymnasium, Main Arena
(AUG–SEP, 4 shows)

Approx. 52K



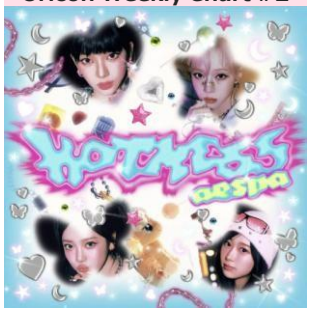
WayV
@National Yoyogi Stadium, 1st Gymnasium
(AUG–SEP, 6 shows)



SUHO (EXO)
@TACHIKAWA STAGE GARDEN
(SEP, 2 shows)

JUL 2024 → OCT

Oricon Weekly Chart #2



aespa
Japan Debut Single
「Hot Mess」(7/3)

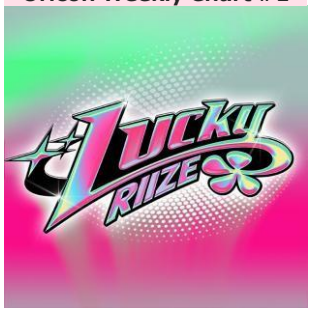


KEY (SHINee)
Exhibition
「Mr. Freak's Lab：Sweet Escape」(7/4~8/4)



KEY (SHINee)
Japan Original Single
「Tongue Tied」(8/7)

Oricon Weekly Chart #1

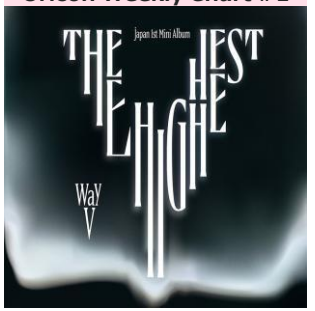


RIIZE
Japan Debut Album
「Lucky」(9/5)



RIIZE
RIIZE POP-UP STORE "Lucky"(9/3~16)

Oricon Weekly Chart #1



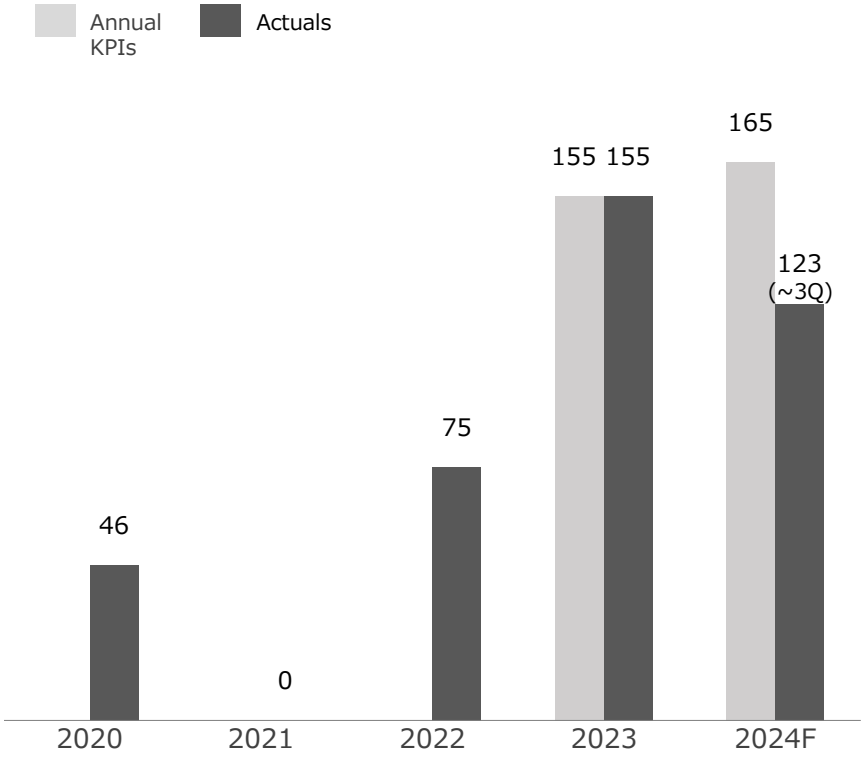
WayV
Japan Debut Mini Album
「The Highest」(9/25)

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Entertainment | Q3 Performance and Peripheral Business Growth

Approximately 380K attendees were drawn, including aespa's Tokyo Dome concert, with strong performance in peripheral businesses such as random toys, penlights, and advertising contracts.

■ Entertainment Segment KPIs and Performance Trends (attendance)



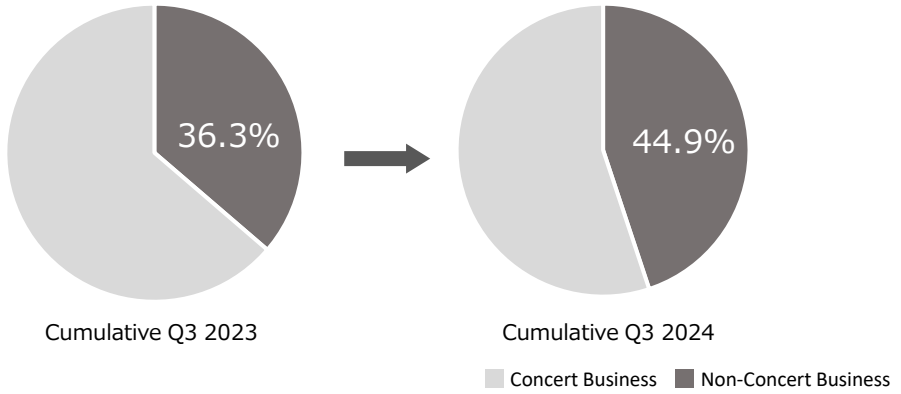
※ The 2024 Q3 results may be subject to change as some performances have not yet been finalized.

※ Some concerts were also live-viewed in cinemas nationwide.

■ Expansion of Artist IP Business

- Alongside ticket sales, various IP initiatives were launched, including artist merchandise and cross-company collaborations.

<Revenue Share from Non-Concert Businesses>



■ Examples of Artist IP Business



OFFICIAL FANLIGHT
Renewal



TVXQ!
Ambassadors for "Jung Kwan Jang" Campaign



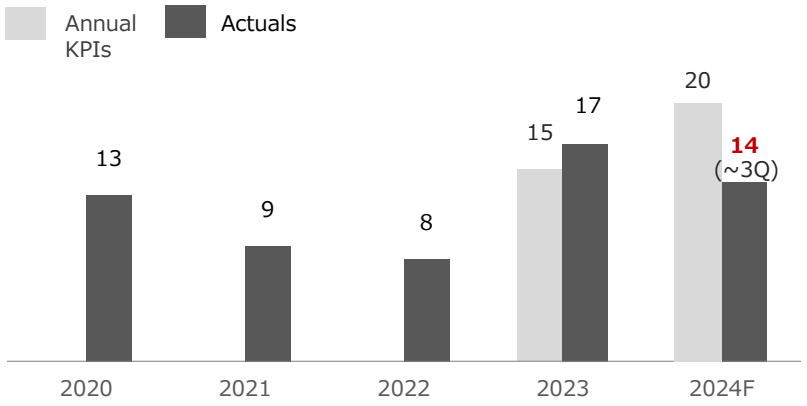
aespa
Collaboration with McCafé

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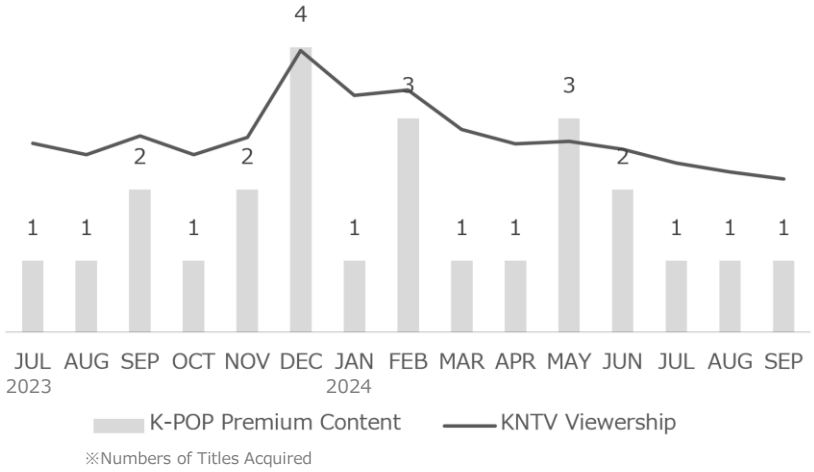
Rights & Media | Q3 Results and Progress of Growth Strategy

Efforts centered on acquiring new drama rights and boosting sales of archive works and DVDs. Additionally, three premium K-POP events were broadcast, including live concerts of NCT 127 and RIIZE from Korea.

■ K-POP Premium Content Transmissions (KPI)



■ K-POP Content Transmission and KNTV Viewership Trends



※Numbers of Titles Acquired

■ Key Topics

【Rights】

New Acquisitions



The Auditors (original title)
©STUDIO DRAGON CORPORATION



Love, Andante (original title)
©EVENENT INC



The Brave Yongsujeong (original title)
©2024MBC.

【Media】

K-pop Premium Content



Live Broadcast from Korea (AUG)
2024 NCT 127 8th ANNIVERSARY FANMEETING <8ECRET INVITATION>
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Japanese Premiere of Korean Dramas



New Historical Drama (JUL)
Korea-Khitan War (original title)
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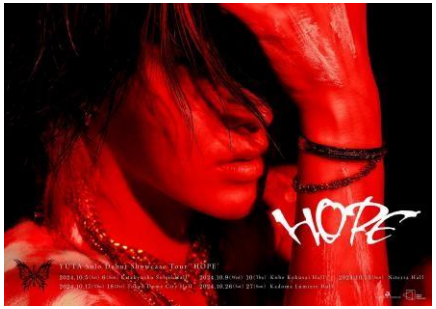
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Future Prospects

Entertainment | Key Schedules for Q4

The 20th-anniversary tour of TVXQ! is set to begin, along with YUTA(NCT)'s Japan debut and the release of NCT WISH's first album in Japan.



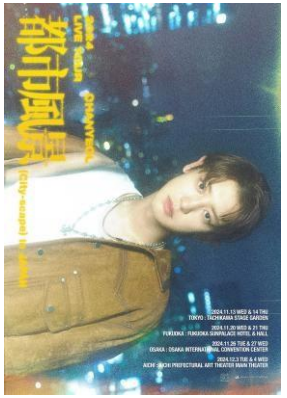
YUTA (NCT)
YUTA Solo Debut Showcase Tour ~ HOPE ~ (OCT)



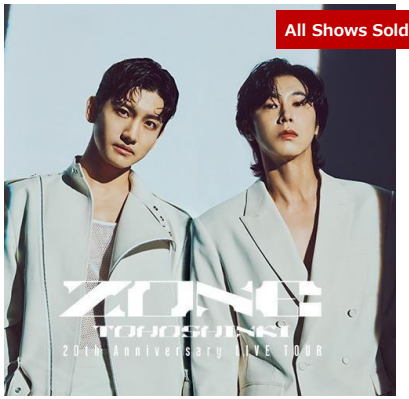
SUHO (EXO)
2024 SUHO CONCERT【SU:HOME】IN JAPAN (OCT)



NCT WISH
2024 NCT WISH ASIA TOUR LOG in JAPAN (NOV~DEC)



CHANYEOL (EXO)
2024 CHANYEOL LIVE TOUR : City-scape in JAPAN(NOV~DEC)

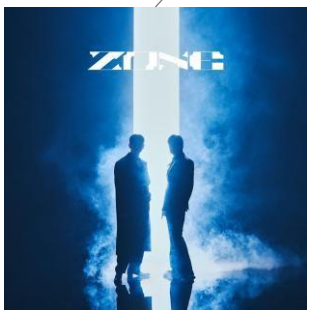


TVXQ!
TVXQ! 20th Anniversary LIVE TOUR～ZONE～ (NOV~MAR 2025)

OCT 2024 ——— DEC



TAEYONG(NCT)
Concert film「TAEYONG: TY TRACK IN CINEMAS」nationwide release (10/18)



TVXQ!
20th Anniversary FULL ALBUM「ZONE」(11/6)



YUTA (NCT)
The 1st Mini Album「Depth」(11/13)



NCT WISH
Japan 1st Album「WISHFUL」(12/25)
※The image will be replaced.

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Rights & Media | Topics for Q4

Acquired licensing rights for Korean dramas such as “Doubt” and “Social Savvy Class 101”, with plans to broadcast premium content, including KNTV original programs.

■ Rights Business Topics

Newly Acquired Works



Doubt
©2024MBC



Social Savvy Class 101
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Scheduled Archive Broadcasts



The King of Tears, Lee Bangwon
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The World of the Married (original title)
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■ KNTV Major Broadcast Schedule

K-POP Premium Content



Japan Fan Meeting TV Premiere (NOV)
2024 PARK SEO JUN FANMEETING
“Time with SEO JUN”
©awesome.ent



KNTV Original Program (NOV)
SUPER JUNIOR - Leeteuk’s Solo Travel
～Kochi Episode
©Stream Media Corporation

Korean Drama Premiere



Queen Woo (original title)
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The Auditors (original title)
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Appendix

Performance Status

■ Sales Revenue (Annual Cumulative)

(Units: Million Yen)

Segments	2022				2023				2024			YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
Entertainment	277	1,279	**2,972**	3,712	2,001	3,405	**5,507**	6,330	2,419	3,971	**5,668**	+161
Rights & Media	892	1,810	**2,528**	3,360	746	1,458	**1,992**	2,579	637	1,221	**1,852**	-139
Total	1,174	3,094	**5,506**	7,078	2,747	4,864	**7,499**	8,910	3,056	5,193	**7,521**	+22

■ Operating Profit (Annual Cumulative)

(Units: Million Yen)

Segments	2022				2023				2024			YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
Entertainment	-55	-12	**138**	73	235	363	**596**	541	305	468	**599**	+2
Rights & Media	66	146	**177**	148	115	271	**293**	328	90	164	**227**	-65
Total Expenses	-126	-262	**-405**	-561	-153	-339	**-493**	-656	-160	-310	**-460**	+33
Total	-124	-147	**-118**	-381	188	276	**366**	181	232	318	**363**	-3

※ The difference between the sum of each segment and the 'Total' is attributed to miscellaneous items (Other).

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