

# FY2006 Financial Report

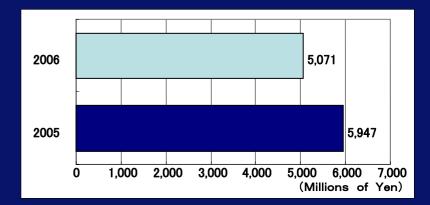
February 22, 2007 ASATSU-DK INC.

## Financial Highlights (Consolidated)

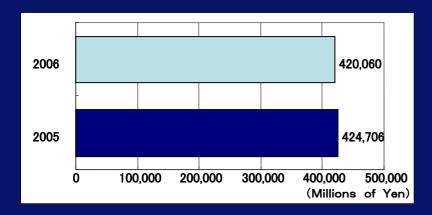
#### Gross Profit : ¥48,685 million (vs. 2005: 101.9%)

## 2006 2005 0 10,000 20,000 30,000 40,000 50,000 60,000 (Millions of Yen)

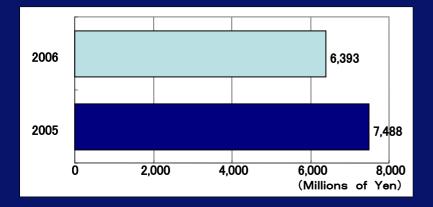
### Net Income : ¥5,071 million (vs. 2005: 58.3%)



#### Gross Billings : ¥420,060 million (vs. 2005: 98.9%)

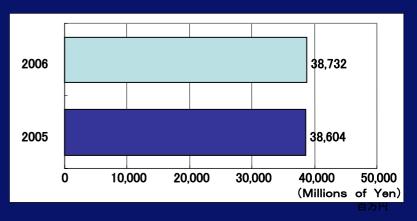


#### Operating Income : ¥6,393 million (vs. 2005: 85.4%)

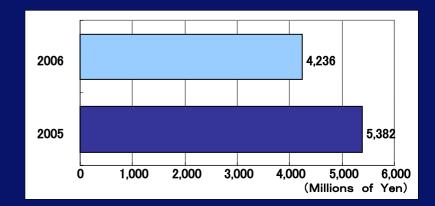


## Financial Highlights (Non-Consolidated)

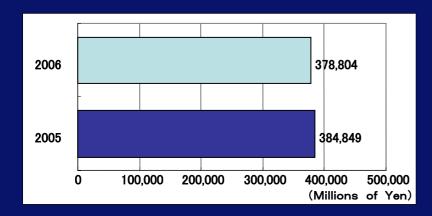
#### Gross Profit : ¥38,732 million (vs. 2005: 100.3%)



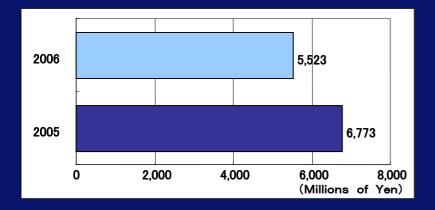
#### Net Income : ¥4,236 million (vs. 2005: 78.7%)



#### Gross Billings : ¥378,804 million (vs. 2005: 98.4%)



#### Operating Income : ¥5,523 million (vs. 2005: 82.0%)





# 2006 Performance of ADK Group

# **ADK Group**

#### **Consolidated Subsidiaries: 8**

- . Kyowa Kikaku
- . ADK International
- ADK Arts
- . TRI Communication
- . Eiken
- Nihon Bungeisha Publishing
- . Neo Shobo
- . ADK Boys (New)

#### Equity Method Affiliates: 2

- Nippon Information Industry
- Digital Advertising Consortium

#### **Overseas**

**Consolidated Subsidiaries: 12** 

- ADK America
- Asatsu Europe Holding
- Asatsu Europe
- Asatsu (Deutschland)
- Asatsu-DK Hong Kong
- United Asatsu International
- Asatsu-DK Singapore
- DK Advertising (HK)
- DIK-Ocean Advertising
- Dai-Ichi Kikaku (Thailand)
- ADK Thai Holding
- Asatsu Century (Shanghai) Advertising

(New)

#### Equity Method Affiliates: 3

- ASDIK
- Guangdong Guangxu Advertising
- Shanghai Asatsu Advertising

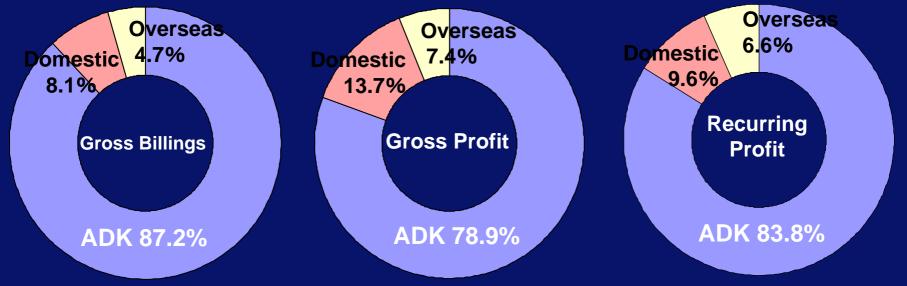
# 2006 ADK Group P/L

				(	Millions of Yen)
	2005	2006	vs.2005	Increase/ Decrease	Group to Parent
Gross Billings	424,706	420,060	98.9%	-4,646	1.11
Gross Profit	47,774	48,685	101.9%	911	1.26
Gross Profit Ratio	11.2%	11.6%	+0.4pt	-	-
SG&A Expenses	40,286	42,293	105.0%	2,007	1.27
Staff Cost	26,776	28,154	105.1%	1,378	1.27
Others	13,511	14,139	104.7%	628	1.27
Operating Profit	7,488	6,393	85.4%	-1,096	1.16
Net Non-Operating Profit	2,995	2,522	84.2%	-472	1.28
Recurring Profit	10,483	8,915	85.0%	-1,568	1.19
Net Extraordinary Profit	546	768	140.5%	221	1.00
Income Before Income Taxes	11,029	9,683	87.8%	-1,346	1.17
Income Taxes	5,025	4,557	90.7%	<b>-469</b>	1.14
Minority Interests	56	55	98.3%	-1	-
Net Income	5,947	5,071	85.3%	- <mark>876</mark>	1.20
<b>Operating Margin</b>	15.7%	13.1%			
Staff Cost / Gross Profit	56.0%	57.8%			e

# 2006 ADK Group P/L Analysis

(millions of Yen)

2006	Gross Billings	vs.2005	Gross Profit	vs.2005	Recurring Profit	vs.2005
ADK	378,804	98.4%	38,732	100.3%	7,501	80.8%
Domestic Subsidiaries	35,114	104.5%	6,730	106.9%	862	128.5%
Overseas Subsidiaries	20,676	107.2%	3,620	121.7%	587	209.3%
Consolidation Adjustment	-14,534	-	-396	-	-35	-
Total	420,060	98.9%	48,686	101.9%	8,915	85.0%



%Including exports from Japanese entities, the group's overseas sales represents 5.7% in 2006 and 5.9% in 2005.



# **2006 Performance of ADK**

## **Advertising Market**

### FY2006 GDP Real+2.2% Nominal+1.2%

(Cabinet Office : 2007.02.15)

## Advertising Expenditure +0.6%

(Dentsu : 2007.02.20)

(Millions of Yen)

	2006 Jan-Dec	vs.2005
Dentsu	1,606,759	103.1%
Hakuhodo	714,391	101.3%
ADK	378,804	98.4%
Daiko	136,092	93.3%
Tokyu Agency	123,175	98.8%
East Japan M&C	101,993	106.0%
Yomiko	90,522	88.6%
Asahi Ad.	57,011	100.0%
Total	3,208,747	101.0%

# 2006 ADK Non-consolidated P/L

(Millions of Yen)

	2005	2006	VO 2005	Increase/
	2005	2000	vs.2005	Decrease
Gross Billings	384,849	378,804	98.4%	-6,045
Gross Profit	38,603	38,732	100.3%	128
<b>Gross Profit Ratio</b>	10.0%	10.2%	+0.2pt	-
SG&A Expenses	31,871	33,208	104.2%	1,337
Staff Cost	21,230	22,114	104.2%	884
Others	10,640	11,095	104.0%	454
<b>Operating Income</b>	6,733	5,523	82.0%	-1,210
Non-Operating Income	2,551	1,977	77.5%	-574
Recurring Profit	9,284	7,501	80.8%	-1,784
Extraordinary Profit	661	764	115.5%	103
Income Before Income Taxes	9,945	8,265	83.1%	-1,681
Income Taxes	4,563	4,029	88.3%	-534
Net Income	5,382	4,236	78.7%	-1,147
Operating Margin	17.4%	14.3%		
Staff Cost/Gross Profit	55.0%	57.1%		

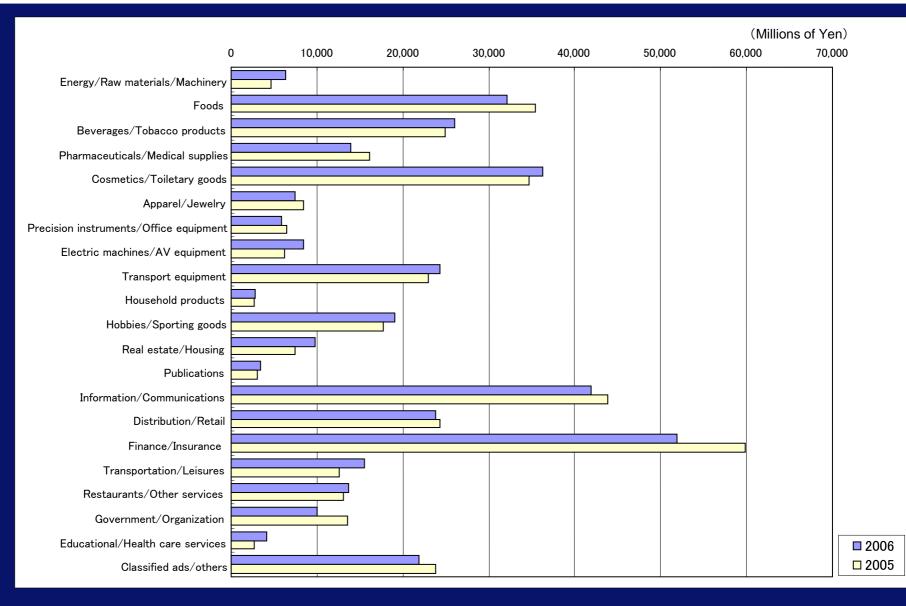
## **Gross Billings Analysis** (Non-consolidated)

- 1. Breakdown by Industry
- 2. Breakdown by Medium
- 3. Growth in New Clients vs. Existing Clients
- 4. Growth in Non-Japanese vs. Japanese Clients
- 5. Growth in CMB vs. Brand-related Business %CMB···Central Media Buying
- 6. Headquarters Growth vs. Branch Offices Growth

# **1.Gross Billings: Breakdown by Industry**

				(Millions of Yen)
	Gross Billings	Composition Ratio	Incr ease/Decr ease	vs.2005
Energy/Raw materials/Machinery	6,369	1.7%	1,680	135.8%
Foods	32,095	8.5%	-3,323	90.6%
Beverages/Tobacco products	25,985	6.9%	1,113	104.5%
Pharmaceuticals/Medical supplies	13,925	3.7%	-2,243	86.1%
Cosmetics/Toiletarygoods	36,317	9.6%	1,622	104.7%
Apparel/Jewelry	7,409	1.9%	-1,078	87.3%
Precision instruments/Office equipment	5,892	1.5%	- <b>620</b>	90.5%
Electric machines/AV equipment	8,411	2.2%	2,177	134.9%
Transport equipment	24,369	6.4%	1,398	106.1%
Household products	2,871	0.8%	126	104.6%
Hobbies/Sporting goods	19,111	5.0%	1,399	107.9%
Real estate/Housing	9,795	2.6%	2,367	131.9%
Publications	3,426	0.9%	411	113.6%
Information/Communications	41,867	11.1%	-1,967	95.5%
Distribution/Retail	23,847	6.3%	-494	98.0%
Finance/Insurance	51,868	13.7%	-7,954	86.7%
Transportation/Leisures	15,541	4.1%	2,905	123.0%
Restaurants/Other services	13,720	3.6%	640	104.9%
Government/Organization	9,973	2.6%	-3,645	73.2%
Educational/Health care services	4,192	1.1%	1,479	154.5%
Classified ads/others	21,821	5.8%	-2,039	91.5%
Total	378,804	100.0%	-6,046	98.4%

## 1.Gross Billings: Breakdown by Industry



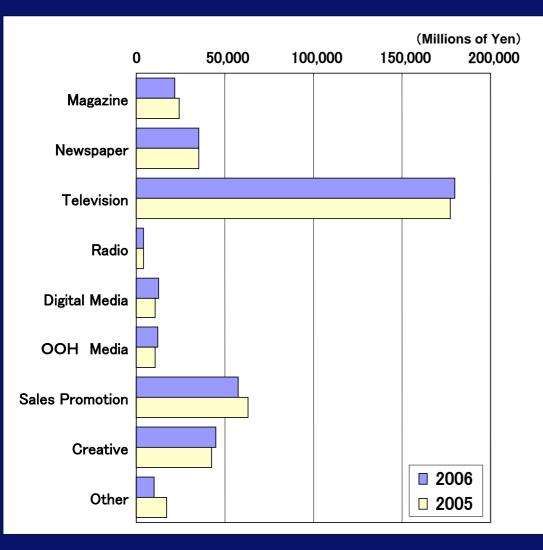
## 2.Gross Billings: Breakdown by Medium

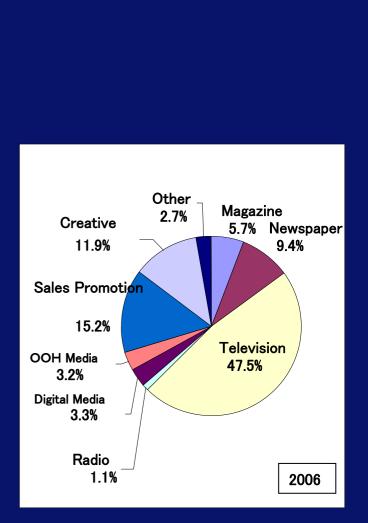


(Millions of Yen)

		ADK	,	Re: Total of To	p 8 Agencies
		Gross Billings	vs.2005	Gross Billings	vs.2005
Magaz	zine	21,718	89.4 %	157,953	99.5%
News	paper	35,448	100.2%	396,515	97.8%
Telev	ision	179,940	101.6%		
	Time	66,187	98.7%	1 200 206	101.4%
	Spot	99,378	104.0%	1,380,206	
	Content	14,375	98.9%		
Radio		4,194	106.1%	53,326	99.7%
Digita	l Media	12,504	117.0%		
OOH	Media	11,989	115.2%		
Non-I	Vledia	113,012	91.9%	1,220,747	101.8%
	Sales Promotion	57,504	91.3%	1,220,747	
	Creative	45,169	106.0%		
	Other	10,338	59.3%		
	Total	378,804	98.4%	3,208,747	101.0%

## 2.Gross Billings: Breakdown by Medium





## **3.Gross Billings: New Clients vs. Existing Clients**



(Millions of Yen)

	Gross Billings	Composition Ratio	vs.2005
New Clients	14,101	3.7%	90.2%
Existing Clients	364,703	96.3%	98.8%
Total	378,804	100.0%	98.4%

## **4.Gross Billings:** International vs. Japanese Clients

ADK

(Millions of Yen)

	Gross Billings	Composition Ratio	Vs.2005
International Clients	66,264	17.5%	84.2%
Japanese Clients	312,540	82.5%	102.1%
計	378,804	100.0%	98.4%

## **5.Gross Billings:** CMB vs. Brand-related Business



(Millions of Yen)

	Gross Billings	Composition Ratio	Vs.2005
СМВ	43,006	11.4%	85.0%
Brand-related Business	335,798	88.6%	100.5%
Total	378,804	100.0%	98.4%

CMB=Central Media Buying

A media buying method where an appointed agency handles the entire media buying business for a client with relatively smaller margins compared to the ordinary media buying business.

## 6.Gross Billings: Headquarters vs. Branch Offices

ADK

(Millions of Yen)

	Gross Billings	Composition Ratio	vs.2005
Tokyo Headquarters	306,269	80.9%	96.0%
Branch Offices	72,535	19.1%	110.0%
Total	378,804	100.0%	98.4%
Osaka Branch	30,237	8.0%	119.7%

## **Gross Billings Analysis** (Non-consolidated)

- ADK
- Gross Billings ••• ¥378,804 million (vs. 2005: 98.4%)

### **Factors**

- Completion of 2005 EXPO
- Decrease in CMB
- Sluggish ordinary transactions at headquarters
- Decline in Securing New Accounts

• Gross Profit ••• ¥38,732 million (vs. 2005: 100.3%)

- Improvement of CMB profit ratio
- Growth in branch offices
- SG&A Expenses ••• ¥33,208 million(vs. 2005: 104.2%)
  - Increase in staff cost
  - Increase in other expenses like R&D expenses

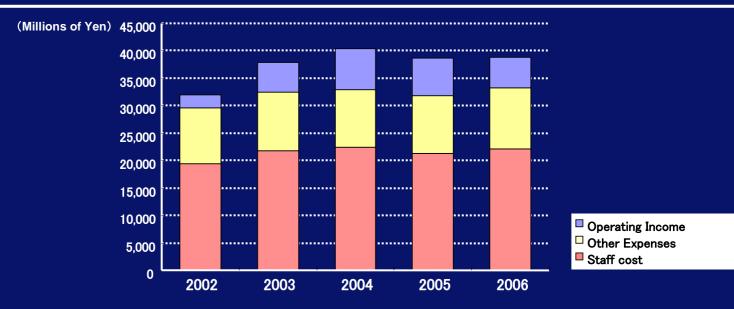
• Operating Income · · · ¥5,523 million (vs. 2005: 82.0%)

• Faster increase in SG&A Expenses than in Operating Income

## **Cost Analysis (Non-consolidated)**

(Millions of Yen)

	2005	2006	Increase/ Decrease	vs.2005
Staff Cost	21,230	22,114	884	104.2%
Others	10,641	11,095	454	104.3%
Total SG&A Expenses	31,871	33,208	1,337	104.2%





## Forecast of 2007 ADK & ADK Group

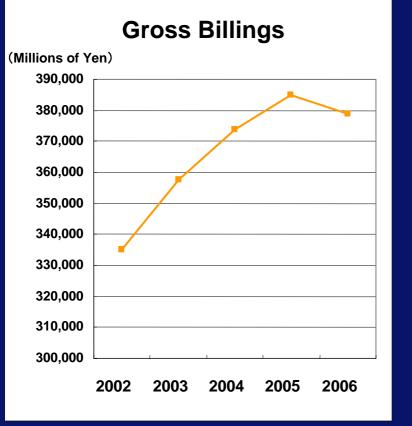
#### ADK

## ADK Group P/L 2002~2006 (Consolidated)

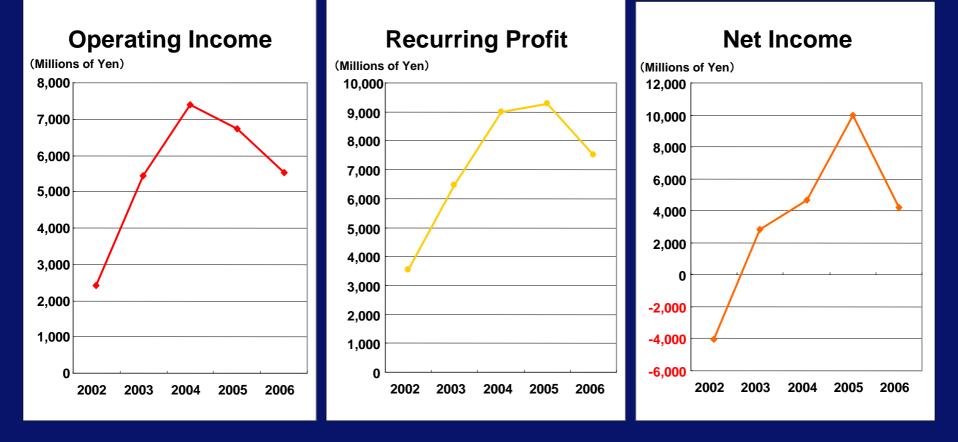
Millions of Yen Y/Y	2002	2003	2004	2005	2006
Gross	373,899	395,150	413,899	<b>424,706</b>	420,060
Billings		(105.7%)	(104.7%)	(102.6%)	(98.9%)
Gross Profit	41,529	46,883 (112.9%)	49,079 (104.7%)	47,774 (97.3%)	48,685 (101.9%)
Gross Profit	11.1%	11.9%	11.9%	11.2%	11.6%
Ratio		(+0.8)	(+0.0)	(-0.7)	(+0.4)
SG&A	37,731	40,466	40,819	40,286	42,293
Expenses		(107.2%)	(100.9%)	(98.7%)	(105.0%)
Operating	3,798	6,416	8,260	7,488	6,393
Income		(168.9%)	(128.7%)	(90.7%)	(85.4%)
Recurring	5,191	8,049	10,258	10,483	8,915
Profit		(155.1%)	(127.4%)	(102.2%)	(85.0%)
Net Income	-3,638	3,622	5,181 (143.0%)	5,947 (114.8%)	5,071 (85.3%)

## ADK P/L 2002~2006 (Non-consolidated)

Millions of Yen (Y/Y)	2002	2003	2004	2005	2006
Gross	334,916	357,598	373,897	384,849	378,804
Billings		(106.8%)	(104.6%)	(102.9%)	(98.4%)
Gross Profit	32,005	37,918 (118.5%)	40,360 (106.4%)	38,604 (95.6%)	38,732 (100.3%)
Gross Profit	9.6%	10.6%	10.8%	10.0%	10.2%
Ratio		(+1.0)	(+0.2)	(-0.8)	(+0.2)
SG&A	29,586	32,491	32,973	31,870	33,208
Expenses		(109.8%)	(101.5%)	(96.7%)	(104.2%)
Operating	2,419	5,427	7,387	6,733	5,523
Income		(224.3%)	(136.1%)	(91.1%)	(82.0%)
Recurring	3,530	6,470	8,991	9,284	7,501
Profit		(183.3%)	(139.0%)	(103.3%)	(80.8%)
Net Income	-4,049	2,832	4,655 (164.4%)	5,382 (115.6%)	4,236 (78.7%)







# Riding the updraft in 2007

Given the negative factors in 2006... Re-empower the sales force and strengthen basic functions to promote our 360-degree communications program.

Become the clients' trusted partner by responding to changing market conditions. Increase both billings and profits by expanding ADK's share of existing clients and by acquiring new clients.

## 2006 Review

### Issue

 Sluggish ordinary transactions at headquarters

 Unsatisfactory results of new client acquisitions

## 2007 Goals

## Challenge

- Enhance HQ sales force
  - Human resources allocation
     based on each client's portfolio
  - Revitalize human resources <Knowledge + Technique × Spirit>

### Improved CMB business

CMB =Central Media Buying A media buying method where an appointed agency handles the entire media buying business for a client with relatively smaller margins compared to the ordinary media buying business.

- Continually improve CMB business
  - Enhance negotiation power
  - Constantly boost Profit margin

## 2006 Review

### Issue

 Sluggish content business (including anime programs)

## 2007 Goals

## Challenge

- Improve content business as second profit generator
  - Create hit contents
  - One content source
    - Multiple applications approach
  - Enhance overseas distribution ex. Korea: investment in Daiwan Digital Broadcasting
  - Cultivate new contents with a view to digital distribution ex. SUPER VISION
    - content distribution to mobile phones

## 2006 Review

### Issue

Sluggish content business

### Maintain new momentum at Japan branches

## **2007 Goals**

## Challenge

- Improve content business as second profit generator
  - Improve Sports & Cultural Entertainment
    - ex.) International Tchaikovsky Competition
      - Kabuki in China
- Following Osaka branch, empower Nagoya Branch
- Enlarge operational size and function, with methods including M&A



## **Continuous Challenge**

### Issue

 Expand business opportunity with 360-degree communications program



### Challenge

• Promote 360-degree communications program, including Internet

- Improve ADK Interactive Div.
- Promote joint-ventures to enhance Internet-related business
  - ASP
  - CGM Marketing
- Enhance Cross-media planning capability
- Enhance Sales Promotion including In-store media

   AD&M

## **Continuous Challenge**

### Issue

 Respond to growing retail power

## Challenge

- Improve Brand-Fostering Program
   Improve EX-Branding<sup>®</sup>
- Proactive Participation in Direct business
  - Improve Direct Communication Division (established in 2006)

### • Respond to clients' ultimate need : ROI

Improve 360 degreecommunications program
Establish evaluation system for Advertising as an Investment ADk

### Issue

 Investments in overseas markets

- Asia, Middle East
  - →Expand ADK's network
  - Asia Regional Center (Singapore): Cultivation of network clients
  - India: Business alliance with JWT India Group (2007 Spring) Promote joint venture project
  - Middle East: Prepare for expansion to Middle East with India office
  - China: Secure exclusive ownership of subsidiaries, with purpose of more efficient Management and improvement of profits %Shanghai Asatsu Advertising Co., Ltd %Asatsu Century (Shanghai) Advertising Co., Ltd.

## **Continuous Challenge**

- Investments in overseas markets
- Focus on group performance

### • Cost control

Europe & USA
 →Utilize the WPP Network

### • Overseas

- Companies in China & Taiwan: En-power and improve profitability
- Enhance Network in Europe
- In Japan
  - Strengthen
     Nihon Bungeisha, Kyowa Kikaku
- Keep operating cost growth below that of gross profit

FY2007 GDP Forecast Real +0.8% Nominal +2.0%

(Nikkei NEEDS)

2007 Advertising Expenditure Forecast +1.0%~+2.0%

## Non-Consolidated P/L 2007 Forecast

				(Millions of Yen)
	2006	2007	vs.2006	Increase/ Decrease
Gross Billings	378,804	391,000	103.2%	12,196
Gross Profit	38,732	40,700	105.1%	1,968
Gross Profit Ratio	10.2%	10.4%	+0.2pt	-
SG&A Expenses	33,208	33,900	102.1%	692
Staff Cost	22,114	22,400	101.3%	286
Other	11,095	11,500	103.7%	405
Operating Income/Loss	5,523	6,800	123.1%	1,277
Non-Operating Income/Expense	1,977	2,000	101.1%	23
Recurring Profit	7,501	8,800	117.3%	1,299
Extraordinary Profit/Loss	764	1,000	130.9%	236
Income Before Taxes	8,265	9,800	118.6%	1,535
Income Taxes	4,029	4,500	111.7%	471
Net Income	4,236	5,300	125.1%	1,064
Operating Margin	14.3%	16.7%		
Staff Cost / Gross Profit	57.1%	55.0%		

## **Consolidated P/L 2007 Forecast**

(Millions of Von)

				(Millions of Yen)
2006	2007	vs.2006	Increase/ Decrease	Group to Parent Ratio
420,060	436,700	104.0%	16,640	1.12
48,685	51,200	105.2%	2,515	1.26
11.6%	11.7%	+0.1pt	-	-
42,293	43,500	102.9%	1,207	1.28
28,154	28,900	102.7%	746	1.29
14,139	14,600	103.3%	461	1.27
6,393	7,700	120.5%	1,307	1.13
2,522	2,400	95.1%	-122	1.20
8,915	10,100	113.3%	1,185	1.15
768	1,000	130.3%	232	1.00
9,683	11,100	114.6%	1,417	1.13
4,612	4,970	107.8%	358	1.10
5,071	6,130	120.9%	1,059	1.16
13.1%	15.0%			
57.8%	56.4%			
	420,060 48,685 11.6% 42,293 28,154 14,139 6,393 2,522 8,915 768 9,683 4,612 5,071 13.1%	420,060         436,700           48,685         51,200           11.6%         11.7%           42,293         43,500           28,154         28,900           14,139         14,600           6,393         7,700           2,522         2,400           8,915         10,100           768         1,000           9,683         11,100           4,612         4,970           5,071         6,130           13.1%         15.0%	420,060436,700104.0%48,68551,200105.2%11.6%11.7%+0.1pt42,29343,500102.9%28,15428,900102.7%14,13914,600103.3%6,3937,700120.5%2,5222,40095.1%8,91510,100113.3%7681,000130.3%9,68311,100114.6%4,6124,970107.8%5,0716,130120.9%13.1%15.0%	20062007VS.2006Decrease420,060436,700104.0%16,64048,68551,200105.2%2,51511.6%11.7%+0.1pt-42,29343,500102.9%1,20728,15428,900102.7%74614,13914,600103.3%4616,3937,700120.5%1,3072,5222,40095.1%-1228,91510,100113.3%1,1857681,000130.3%2329,68311,100114.6%1,4174,6124,970107.8%3585,0716,130120.9%1,05913.1%15.0%15.0%15.0%



# Mid-Term Goal

## Mid-Term goal



#### <u>1st Mid-term Objectives (2002~2004)</u>

#### Theme : Operational Efficiency Indicators : Operating Margin 15% Staff Cost / Gross Profit 55%

		<u>20</u>	<u>04</u>	<u>20</u>	05	<u>20</u>	<u>06</u>
	Goal	Non- consolidated	Consolidated	Non- consolidated	Consolidated	Non- consolidated	Consolidated
Operating Margin 💥	15%	18.3%	16.8%	17.4%	15.7%	14.3%	13.1%
Staff Cost / GP	55%	55.5%	55.7%	55.0%	56.0%	57.1%	57.8%

**※Operating Margin=Operating Income**/Gross Profit

#### 2nd Mid-term Objectives (2005~2007)

Theme : Sustainable growth in addition to operational efficiency Indicators : EPS Growth

increase net profits and continue stock buybacks

EPS over ¥130 in 2007

### Mid-Term goal

#### Transition of EPS (Net of Treasury Stock)



# 2007 Topics

- 1. Return to shareholders
  - Dividend payout ratio 25% → 35%
     2007 Net Income forecast ¥6,130 millions Dividend : ¥46
  - Share buy back
- 2. Management Target
  - EPS: ¥130
  - Operating indicators : Operating margin 15% and above

ADŀ



# Appendix

#### 2007 Non-consolidate P/L (1st Half:2nd Half)

ADK

	2007 Forecast	1H	vs.2006	2H	vs.2006
Gross Billings	391,000	199,500	102.5%	191,500	104.0%
Gross Profit	40,700	20,700	102.8%	20,000	107.6%
Gross Profit Ratio	10.4%	10.4%	+0.1pt	10.4%	+0.3pt
SG&A expenses	33,900	16,700	102.1%	17,200	102.1%
Staff Cost	22,400	11,285	101.9%	11,115	100.7%
Other	11,500	5,415	102.6%	6,085	104.6%
Operating Income/Loss	6,800	4,000	105.7%	2,800	161.0%
Non-Operating Income	2,000	1,170	97.2%	830	107.2%
Recurring Profit	8,800	5,170	103.7%	3,630	144.4%
Extraordinary Profit/Loss	1,000	790	89.8%	210	-181.1%
Income before taxes	9,800	5,960	101.6%	3,840	160.2%
Income Taxes	4,500	2,740	102.9%	1,760	128.7%
Net Income	5,300	3,220	100.4%	2,080	201.9%

	2007 Forecast	1H	vs.2006	2H	vs.2006
Gross Billings	436,700	220,000	102.9%	216,900	105.1%
Gross Profit	51,200	25,500	102.3%	25,700	108.1%
Gross Profit Ratio	11.7%	11.6%	-0.1pt	11.9%	+0.4pt
SG&A expenses	43,500	21,400	103.6%	22,100	102.2%
Staff Cost	28,900	14,600	105.1%	14,300	100.3%
Other	14,600	6,800	100.5%	7,800	105.8%
Operating Income/	7,700	4,100	96.4%	3,600	168.1%
Non-Operating Income	2,400	1,300	96.2%	1,100	93.9%
Recurring Profit	10,100	5,400	96.4%	4,700	141.9%
Extraordinary Profit/	1,000	780	106.8%	220	587.1%
Income before income Taxes and Minority Interests	11,100	6,180	97.6%	4,920	146.9%
Income Taxes and Minority Interest	4,970	3,000	104.9%	1,970	112.5%
Net Income	6,130	3,180	91.6%	2,950	184.5%

# B/S (Non-consolidated) Dec 31,2006

ADK

			(Millions of Yen)
Assets		Liabilities	
Current Assets		Current Liabilities	
Cash & Time Deposits	11,098	Notes Payable-trade	21,083
Notes Receivable-trade	8,261	Accounts Payable-trade	57,811
Accounts Receivable-trade	81,445	Other Current Liabilities	5,913
Marketable Securities	4,446	Total Current Liabilities	84,807
Inventories	5,478	Long-term Liabilities	
Other Current Assets	3,161	Accrued Retirement Benefits	931
Allowance for Doubtful Receivables	-628	Other	17,206
Total Current Assets	113,261	Total Long-term Liabilities	18,137
Fixed Assets		Total Liabilities	102,944
Tangible Fixed Assets	1,931	Net Assets	
Intangible Fixed Assets	1,424	Shareholder's Equity	
Investments and Other Assets		Common Stock	37,581
Investment securities	101,162	Capital Surplus	40,608
Other Assets	9,608	Retained Earnings	33,362
Allowance for Doubtful Accounts	-1,088	Treasury Stock-at cost	-12,974
Total Investments and Other Assets	110,682	Total Valuation and Translation Adjustments	25,778
Total Fixed Assets	114,038	Total Net Assets	124,355
Total Assets	227 200	Total Liabilitias and Sharabaldara' Equity	227 200
TUIATASSEIS	227,299	Total Liabilities and Shareholders' Equity	227,299

Shareholders' equity ratio: 54.5%

## B/S (Consolidated) Dec.31,2006

(Millions					
Assets		Liabilities			
Current Assets		Current Liabilities			
Cash & Time Deposits	22,146	Notes & Accounts Payable-trade	84,449		
Notes & Accounts Receivable-trade	100,908	Short-term Debt	344		
Marketable Securities	5,213	Other	11,433		
Inventories	7,980	Total Current Liabilities	96,226		
Other Current Asetts	3,396	Long-term Liabilities			
Allowance for Doubtful Accounts	-760	Long-term Debt	109		
Total Current Assets	138,883	Accrued Retirement Benefits	1,694		
Fixed Assets		Other	17,338		
Tangible Fixed Assets	3,869	Total Long-term Liabilities	19,141		
Intangible Fixed Assets	1,558	Total Liabilities	115,367		
Investments and Other Assets		Net Assets			
Investment Securities	102,019	Shareholders' Equity			
Other	11,602	Common Stock	37,581		
Allowance for Doubtful Accounts	-1,176	Capital Surplus	40,608		
Total Investments and Other Assets	112,445	Retained Earnings	47,671		
Total Fixed Assets	117,872	Treasury Stock-at cost	-12,974		
		Total Shareholders' Equity	112,886		
		Valuation and Translation Adjustment			
		Unrealized Gain on available-for-sale Securities	26,677		
		Foreign Currency Translation Adjustments	774		
		Deferred Hedge Profit and Loss	2		
		Total Valuation and Translation Adjustment	27,453		
		Minority Interests	1,049		
		Total Net Assets	141,388		
Total Assets	256,755	Total Liabilities and Net Assets	256,755		

Shareholder's equity ratio: 54.7% 47

### **Consolidated Statement of Cash flow 2006**



	2005	2006
OPERATING ACTIVITIES		
Income before income taxes and minority interests	11,029	9,683
Depreciation and amortization	1,246	1,205
Decrease (increase) in notes and accounts receivable	3,071	2,893
Increase (decrease) in notes and accounts payable	-5,126	-1,963
Net cash provided by operating activities including others	190	7,507
INVESTING ACTIVITIES		
Purchases of tangible fixed asstes	-189	-190
Purchases of intangible fixed assets	-337	-401
Purchases of investment securities	-8,452	-5,454
Proceeds from sales of investment securities	4,150	3,754
Net cash (used in) provided by investing activities including others	-5,202	-3,191
FINANCING ACTIVITIES		
Purchases of treasury stock - net	-1,880	-3,283
Dividends paid	-1,018	-1,721
Net cash used in financing activities including others	-3,129	-5,300
FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH AND CASH EQUIVALENTS	281	560
NET INCREASE IN CASH AND CASH EQUIVALENTS	-7,860	-423
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	29,778	21,938
INCREASE IN CASH AND CASH EQUIVALENTS OF NEWLY CONSOLIDATED SUBSIDIARY	20	417
CASH AND CASH EQUIVALENTS, END OF YEAR	21,938	21,932

#### **Consolidated Investments as of Dec 31,2006**

ADK

			(Millions of Yen)
	Money Management Funds	2,069	
	Free Financial Funds	72	
Current	Discount Nochu Bank Debentures	-	
Current	Bonds	2,317	7 issues
	Mutual Funds in Equities and Bonds	755	8 issues
	Total	5,213	
	WPP Group plc	50,493	31,295,646shares or 2.50%
	Digital Advertising Consortium, Inc.	2,162	Equity Method
	Other Publicly Traded Equities	31,967	149 issues
	Publicly Traded Equities Total	84,622	
	Non Publicly Traded Equities in Affiliated Companies	4,312	19 issues
	Non Publicly Traded Equities in Subsidiary Companies	522	24 issues
	Other Non Publicly Traded Equities	1,535	78 issues
Non Current	Non Publicly Traded Equities Total	6,369	
	Bonds	10,631	38 issues
	Mutual Funds in Equities and Bonds	397	8 issues
	Total	102,019	
	Investments in Affiliated Companies (Non-Securities)	214	6 issues
	Investments in Funds (Non-Securities)	11	3 issues
	Total Non Current Investments	102,244	

\* DAC market value at end of December 2006: ¥8,344MM

#### **Capital Expenditures/Depreciation & Amortization Expenses**

ADK

#### **Capital Expenditures**

(Millions of Yen)

Accounting Items	Non-consolidated ADK	Consolidated Subsidiaries	Consolidated
Buildings	30	24	54
Buildings Improvements	-	-	-
Vehicles	23	7	30
Furniture, Fixture & Equipments	28	78	106
Land	-	-	-
Computer Software	366	33	399
Other	-	3	3
Total	447	145	592

#### **Depreciation & Amortization Expenses**

Accounting Items	Non-consolidated ADK	Consolidated Subsidiaries	Consolidated
Buildings	94	61	155
Buildings Improvements	4	0	4
Vehicles	10	15	25
Furniture, Fixture & Equipments	85	97	182
Business Right	-	52	52
Computer Software	763	20	783
Other	1	3	4
Total	957	248	1,205

Note on Forward-looking Statements:

This report may contain forward-looking statements based on Asatsu-DK management's view and assumptions of future developments as of the date of such statements. Therefore, the statements are inherently subject to risks and uncertainties that could lead to material differences between such statements and actual outcomes. Asatsu-DK does not warrant any certainty and accuracy thereto. Asatsu-DK also expressly disclaims any obligation to update or revise its forward-looking statements.