ADK

2nd Quarter Results for FY2009

August 20, 2009 ASATSU-DK



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 publication deadline for this document. Therefore, the statements are 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 expressly disclaims any obligation to update or revise its forward-looking statements.

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Consolidated Performance



	2008 Jan-Jun	2009 Jan-Jun	Increase/ (Decrease)	Change %
Gross Billings	200,590	177,481	(23,109)	(11.5)
Gross Profit	24,894	21,239	(3,654)	(14.7)
Gross Profit Ratio	12.4%	12.0%		(0.4pt.)
SG&A Expenses	22,563	21,285	(1,277)	(5.7)
Staff Cost	15,440	13,897	(1,542)	(10.0)
Other	7,123	7,387	264	3.7
Operating Income	2,331	(45)	(2,377)	
Operating Margin	9.4%	(0.2%)		
Staff Cost/ Gross Profit	62.0%	65.4%		
(Millions of Yan)				3

Consolidated Performance



	2008 Jan-Jun	2009 Jan-Jun	Increase/ (Decrease)	Change %
Operating Income	2,331	(45)	(2,377)	-
Non-Operating Income	1,816	1,368	(447)	(24.7)
Non-Operating Expenses	227	153	(74)	(32.7)
Recurring Profit	3,920	1,169	(2,750)	(70.2)
Extraordinary Profit	1,563	188	(1,375)	(87.9)
Extraordinary Loss	1,537	444	(1,093)	(71.1)
Income before Income Taxes and Minority Interest	3,946	914	(3,032)	(76.8)
Net Income	2,362	389	(1,972)	(83.5)

(Millions of Yen)

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Consolidated Performance 2009 Jan-Jun

Analysis of Consolidated Performance



(Millions of Yen)	Gross	Gross	Operating Income	Recurring
(Change %)	Billings	Profit		Profit
ADK	159,937	16,766	184	1,313
	(10.9)	(15.6)	(91.1)	(59.8)
8 Domestic Subsidiaries	17,688 4.7	3,245 (3.6)	(91.1) (155) -	(126)
15 Overseas	9,927 (24.5)	1,580	173	384
Subsidiaries		(23.5)	(34.4)	(21.7)
Consolidation Adjustment	(10,073)	(353)	(248)	(401)
Total	177,481	21,239	(45)	1,169
	(11.5)	(14.7)	-	(70.2)

Consolidated Performance Analysis



Domestic subsidiaries

Advertising/production:

Year-on-year gross billings up, but unable to reduce SG&A sufficiently, and ended up with operating loss

Publishing:

Sales of books and magazines remained slow

Overseas subsidiaries

- Maintained positive operating income and recurring profit, but revenue and earnings down due to economic recession
- Maintained growth in China (Shanghai)

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Non-consolidated Performance 2009 Jan-Jun

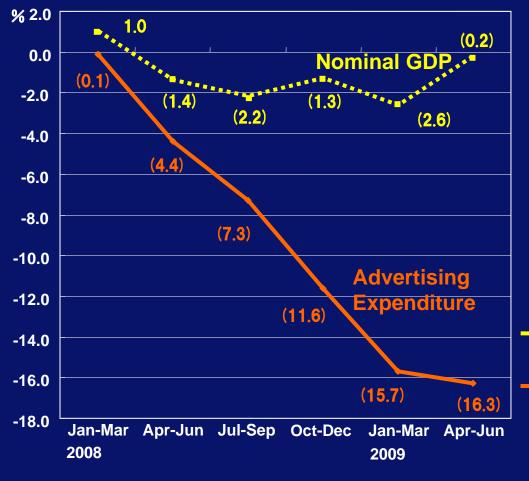
2009 January to June: Macro Environment



Nominal GDP growth rate Advertising Expenditure Jan-Mar Apr-Jun

-2.6% -0.2%

-15.7% -16.3%



- Nominal GDP growth rate (Cabinet Office; August 17, 2009)
- Advertising Expenditure growth rate (Nikkei Advertising Research Institute 2009 July)

2009 January to June: Advertising Market



Gross Billings of 9 Agencies -15%

	Millions of Yen	<u>Change%</u>
Dentsu	654,971	(14.5)
Hakuhodo	303,109	(17.6)
ADK	159,937	(10.9)
Daiko	61,241	(14.1)
Tokyu Agency	52,316	(12.0)
East Japan M&C	47,663	(11.9)
Yomiko	39,676	(18.2)
Delphys	23,334	(22.1)
Asahi Koukokusha	21,575	(23.4)
Total	1,363,650	(15.0)

Non-consolidated Performance



	2008 Jan-Jun	2009 Jan-Jun	Increase/ (Decrease)	Change %
Gross Billings	179,493	159,937	(19,555)	(10.9)
Gross Profit	19,867	16,766	(3,100)	(15.6)
Gross Profit Ratio	11.1%	10.5%		(0.6pt)
SG&A Expenses	17,796	16,582	(1,214)	(6.8)
Staff Cost	12,253	10,840	(1,412)	(11.5)
Other	5,543	5,741	197	3.6
Operating Income	2,071	184	(1,886)	(91.1)
Operating Margin	10.4%	1.1%		
Staff Cost / Gross Profit	61.7%	64.7%		

(Millions of Yen)

Non-consolidated Performance

ADK

	2008 Jan-Jun	2009 Jan-Jun	Increase/ (Decrease)	Change %
Operating Income	2,071	184	(1,886)	(91.1)
Non-operating Income	1,416	1,220	(196)	(13.9)
Non-Operating Expenses	217	91	(125)	(57.8)
Recurring Profit	3,270	1,313	(1,956)	(59.8)
Extraordinary Profit	1,468	10	(1,457)	(99.3)
Extraordinary Loss	1,176	431	(744)	(63.3)
Income before Income Taxes	3,561	891	(2,670)	(75.0)
Net Income	2,021	351	(1,669)	(82.6)

(Millions of Yen)

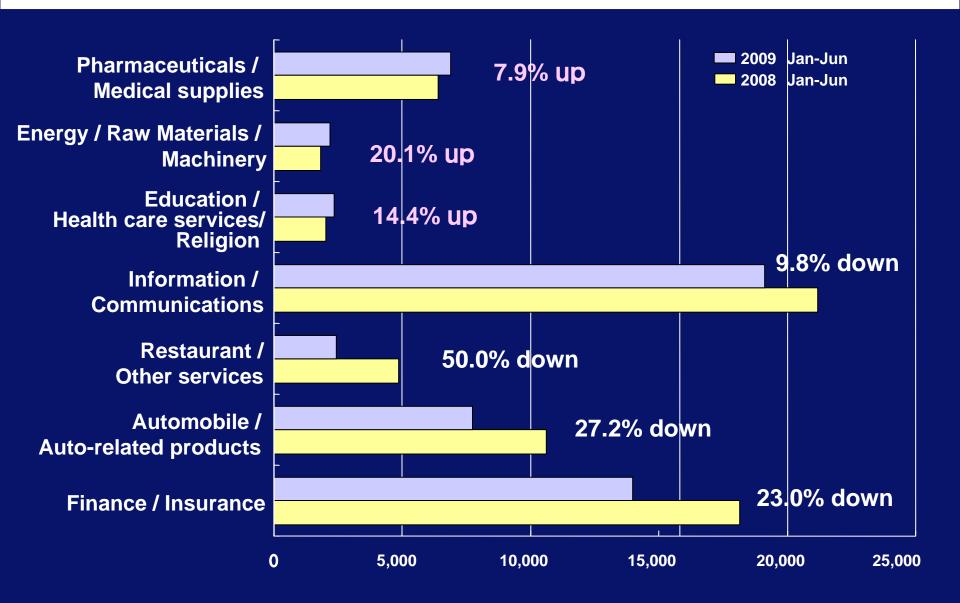
Gross Billings: Breakdown by Medium

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	Gross Billings Millions of Yen	Change	Total of Top 9	
		<u>%</u>	Gross Billings	Change%
Magazine	8,938	(28.3)	49,446	(30.9)
Newspaper	11,149	(27.3)	132,830	(25.1)
Television	77,238	(5.2)	594,009	(12.7%)
Time*	29,167	(5.6)		
Spot	42,308	(5.3)		
Content	5,762	(2.3)		
Radio	1,471	(19.7)	21,036	(13.1)
4 Mass Media	98,798	(11.1)	797,321	(16.4)
Digital Media	6,981	5.6		
OOH Media	4,360	(26.2)		
Sales Promotion	25,729	(7.3)		
Creative	18,948	(14.7)		
Other	5,119	(13.3)		
Non-mass Media	61,139	(10.6)	566,494	(13.1)
Total	159,937	(10.9)	1,363,823	(15.0)
*Time = Program sponsored ad	S			13

Gross Billings: Breakdown by Industry





Analysis of Non-consolidated Gross Billings



Head Quarters / Branch Offices

	Gross Billings	Composition Ratio	Change %
Headquarters	127,531	79.7%	(11.8)
Branch Offices	32,406	20.3%	(7.0)
Total	159,937	100.0%	(10.9)

(Millions of Yen)

Analysis of Non-consolidated Gross Billings



International / .	lapanese Clients
mitternational/	apanese Unema

	Gross Billings	Composition Ratio	Change %
International Clients	23,874	14.9%	(28.8)
Japanese Clients	136,063	85.1%	(6.8)
Total	159,937	100.0%	(10.9)

CMB / Brand-related Business

	Gross Billings	Composition Ratio	Change %
СМВ	15,365	9.6%	(29.3)
Brand-related Business	144,572	90.4%	(8.4)
Total	159,937	100.0%	(10.9)

****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.**

Gross Billings & Gross Profit



Gross billings: ¥159,937 million, -10.9%

Gross profit: ¥ 16,766 million, -15.6%

Gross profit ratio: 10.5%, -0.6 pt.

- > Reasons for decline in gross profit ratio:
 - Write off overvalued investments in animation programs and movies
 - Decline in sales of highly profitable animation programs
 - Softening media market

SG&A Expenses & Operating Income



SG&A expenses: ¥16,582 million, -6.8%

	FY2009	FY2008	Change%
Personnel	10,840	12,253	(11.5)
Others	5,741	5,543	3.6
Total	16,582	17,796	(6.8)

Measures for reduction in personnel expenses

- Reduced temp staff
- Cut bonuses by a half
- Cut directors' salaries

Other factors for changes in SG&A expenses

- Company-wide cost-cutting campaign
- Increase in lease expenses
- Increase in allowance for doubtful accounts
- Increase in R&D expenses

Operating income: ¥184 million, -91.1%

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FY2009 Full-Year Forecast

during Recession



- (1) Stricter management of expenses to ensure positive bottom line
- (2) Streamline affiliated companies to improve contribution
- (3) Implement strategies for mediumterm growth

Issues for 2nd Half of FY2009



Ensuring the bottom line

Avoid decline in gross profit ratio

 Scrutinize and hold cost of sales lower while maintaining positive momentum of business expansion in first half

Reduce SG&A expenses

 Save personnel expenses, including cost of temporary staff

FY2009 Forecast Non-consolidated P/L



						Millions of Yen)
	2009 1H (①)	Change from 2008 1H %	Forecast for 2009 2H (2-1)	Change from 2008 2H	Forecast for FY2009	Change from FY2008
Gross Billings	159,937	(10.9)	162,163	(9.5)	322,100	(10.2)
Gross Profit	16,766	(15.6)	17,034	(9.3)	33,800	(12.5)
Gross Profit Ratio	10.5%	(0.6pt)	10.5%	±0.0pt.	10.5%	(0.3pt.)
SG&A Expenses	16,582	(6.8)	16,618	(9.6)	33,200	(8.2)
Staff Cost	10,840	(11.5)	10,900	(11.2)	21,740	(11.4)
Other	5,741	3.6	5,719	(6.3)	11,460	(1.6)
Operating Income	184	(91.1)	416	5.9	600	(75.6)
Non-Operating Income	1,128	(5.9)	472	46.6	1,600	5.2
Recurring Profit	1,313	(59.8)	887	24.1	2,200	(44.8)
Extraordinary Profit	(421)	-	(79)	-	(500)	-
Income before Income Taxes	891	(75.0)	809	-	1,700	(48.6)
Net Income	351	(82.6)	349	-	700	(59.3)
Operating Margin	1.1%		2.4%		1.8%	
Staff cost / Gross Profit	64.7%		64.2%		64.3%	24

FY2009 Forecast Consolidated P/L

ADK

			Forecast for			(Millions of Yen)
	2009 1H (①)	Change from 2008 1H	2009 2H	Change from 2008 2H	Forecast for FY2009	Change from FY2008
	(0)	%	(2-1)	%	(2)	%
Gross Billings	177,481	(11.5)	185,519	(6.7)	363,000	(9.1)
Gross Profit	21,239	(14.7)	21,911	(9.6)	43,150	(12.2)
Gross Profit Ratio	12.0%	(0.4pt.)	11.8%	(0.4pt.)	11.9%	(0.4pt.)
SG&A Expenses	21,285	(5.7)	21,265	(7.1)	42,550	(6.4)
Staff Cost	13,897	(10.0)	14,103	(7.5)	28,000	(8.7)
Other	7,387	3.7	7,163	(6.2)	14,550	(1.4)
Operating Income	(45)	-	645	(52.8)	600	(83.8)
Non-Operating Income	1,215	(23.5)	685	1369.4	1,900	16.2
Recurring Profit	1,169	(70.2)	1,331	(5.9)	2,500	(53.1)
Extraordinary Profit	(255)	-	(195)	(87.7)	(450)	(71.2)
Income before Income Taxes and Minority Interest	914	(76.8)	1,136	-	2,050	(45.7)
Net Income	389	(83.5)	511	_	900	(57.7)
Operating Margin	(0.2%)		2.9%		1.4%	
Staff cost / Gross Profit	65.4%		64.4%		64.9%	



1. Promote 360-degree communications Program

- Strengthen competitiveness in digital media field
 - Promote joint sales with ADK Interactive
 - Boost capabilities and efficiency by utilizing WPP Group resources
 - e.g.) Signed LOI to invest in Dentsu Search & Link
 - Strategic staffing and talent enhancement
- Strengthen sales promotion capabilities
 - Promote measures to strengthen consulting capabilities to bolster clients' sales including in-store media, in-store promotion
 - e.g.) plan to establish business and capital alliance with a specialized agency
- Focus on direct sales (direct to consumer) field



2. Promote animation content business

- Focus on popular existing content
- Develop new content as 2nd and 3rd core pillars e.g.) "Mainichi Kahsan", "COOKIN' Idol I, MY, MINE!" (both started from April 2009)
- Promote sales in overseas markets
 - Strengthen sales force by making IMMG Singapore into wholly owned subsidiary
- Address diversification in distribution channels
 - e.g.) Develop sites to deliver animation to mobile and PC users, etc.



3. Strengthen sales capabilities of domestic branches

- Continue measures to strengthen Osaka,
 Nagoya and Fukuoka branches
 - * Nagoya branch grew sales in first half of FY2009
- Cultivate and develop relationship with local clients
- Support local clients to expand their overseas sales



4. Initiatives for overseas markets

Expand presence in new markets with larger growth potential

- India: Established a JV: ADK-FORTUNE
- UAE (Dubai): Opened representative office and AGA-ADK by investments in a partner agency
- Russia: Established representative office
- South Korea: Establish ADK KOREA
- The Philippines: Preparing to invest in a local partner



4. Initiatives for overseas markets

Focus on Chinese market

- Strengthen network centering on core subsidiary in Shanghai and establish specialist agencies,
 - Established ASATSU (SHANGHAI) EXPOSITION & ADVERTISING CO., LTD.
 - Preparing to establish content marketing agency (joint venture with a local production company and a TV animation channel in Beijing)
- Expo 2010 Shanghai China
 - The Chinese Private Enterprise Pavilion
 - Received full contract to design, set up, and operate
 - Japanese Pavilion
 - Joint contract with other ad agencies



5. Realize greater synergies with domestic group companies with special features

Group companies with special features:

- Kyowa Kikaku (healthcare, pharmaceuticals)
- Cosmo Communications (fashion, magazines)
- ADK Arts (production, promotions)
- ADK Dialog (direct business)
- ADK International (advertising)
- ADK Interactive (Internet, mobile)

Management Indicators of on going emphasis



Financial stability and...

ROE

EPS

Ratio of Operating income / Gross profit
Ratio of Personnel expenses / Gross profit
Shareholder return

Dividends:

Payout ratio of 35%; ¥20 / share minimum

Share buybacks:

Bought back 500,000 shares in 1st half (not planned in 2nd half)



Consolidated Operating Income



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Appendix

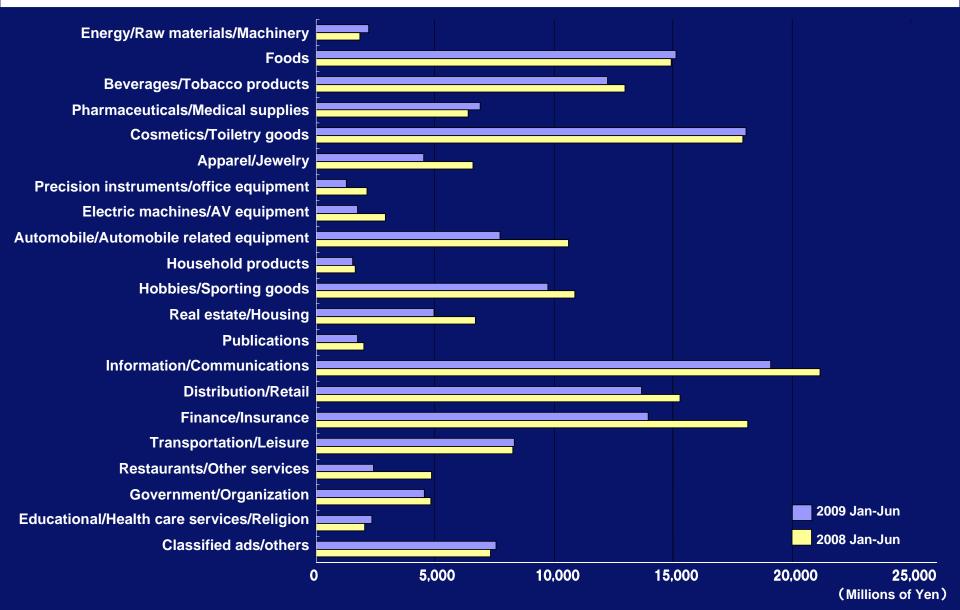
2009 2Q Non-consolidated Gross Billings: Breakdown by Industry

ADK

				(Millions of Yen)
	2008 Jan-Jun	2009 Jan-Jun	Increase/(Decrease)	Change%
Energy / Raw materials / Machinery	1,830	2,197	367	20.1
Food	14,930	15,116	186	1.2
Beverages / Tobacco products	13,000	12,239	(7,611)	(5.9)
Pharmaceuticals / Medical supplies	6,402	6,906	504	7.9
Cosmetics / Toiletry goods	17,925	18,074	150	8.0
Apparel / Jewelry	6,588	4,521	(2.067)	(31.4)
Precision instruments / Office equipment	2,139	1,276	(863)	(40.4)
Electric machines / AV equipment	2,921	1,739	(1,182)	(40.5)
Automobiles / Auto-related products	10,623	7,731	(2,892)	(27.2)
Household products	1,627	1,537	(91)	(5.6)
Hobbies / Sporting goods	10,872	9,746	(1,125)	(10.4)
Real estate / Housing	6,700	4,969	(1,731)	(25.8)
Publications	2,006	1,739	(267)	(13.3)
Information / Communications	21,200	19,113	(2,087)	(9.8)
Distribution / Retail	15,286	13,868	(1,418)	(9.3)
Finance / Insurance	18,142	13,967	(4,175)	(23.0)
Transportation / Leisure	8,265	8,319	54	0.7
Restaurants / Other services	4,843	2,423	(2,420)	(50.0)
Government / Organization	4,827	4,546	(280)	(5.8)
Education / Health care services/Religion	2,043	2,337	294	14.4
Classified ads / other	7,325	7,576	251	3.4
Total	179,493	159,937	(19,555)	(10.9)

2009 2Q Non-consolidated Gross Billings: Breakdown by Industry





ADK Group Companies



Japan

Consolidated Subsidiaries: 8

- Kyowa Kikaku
- ADK International
- ADK Arts
- Eiken
- Nihon Bungeisha Publishing
- Neo Shobo
- Boys
- ADK Dialog

Equity Method Affiliates: 2

- Nippon Information Industry
- Digital Advertising Consortium

Overseas Consolidated Subsidiaries: 15

- 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 (Thailand)
- ASDIK
- Asatsu Century (Shanghai) Advertising
- Shanghai Asatsu Advertising

Equity Method Affiliate:1

Guangdong Guangxu Advertising

Consolidated Balance sheet (As of June 30, 2009)

(Millions of Yen)

Assets	
Current Assets	
Cash and Time deposits	23,858
Notes and Accounts Receivable-trade	82,993
Marketable Securities	5,280
Inventories	9,047
Other Current Assets	2,762
Allowance for Doubtful Receivables	(634)
Total Current Assets	123,307
Fixed Assets	
Tangible Fixes Assets	4,010
Intangible Fixed Assets	1,915
Investments and Other Assets	
Investments Securities	45,258
Other Assets	12,091
Allowance for Doubtful Accounts	(1,525)
Total Investments and Other assets	55,824
Total Fixed Assets	61,750

Liabilities		
Current Liabilities		
Notes and Account Payable-trade	70,434	
Short-term Debt	250	
Other Current Liabilities	8,041	
Total Current Liabilities	78,725	
Long –term Liabilities		
Long-term Debt	312	
Allowance	2,089	
Other	285	
Total Long-term Liabilities	2,686	
Total Liabilities	81,411	

Net Assets		
Shareholder's Equity		
Common Stock	37,581	
Capital Surplus	20,024	
Retained Earnings	52,117	
Treasury stock-at cost	(6,969)	
Total shareholder's Equity	102,754	
Valuation and Translation Adjustment		
Unrealized Gain on Available-for-sale Securities	140	
Deferred Hedge Profit and Loss	13	
Foreign Currency Translation Adjustment	(297)	
Total Valuation and Translation Adjustment	(142)	
Minority Interests	1,034	
Total Net Assets	103,645	

Total Assets	185,057

Total Liabilities and Shareholder's Equity	185,057

Consolidated Cash flow

(Millions o		
	2008 Jan-Jun	2009 Jan-Jun
OPERATING ACTIVITIES		
Income before income taxes and minority interests	3,946	914
Depreciation and amortization	408	457
Decrease (increase) in notes and accounts receivable	17,846	18,638
Increase (decrease) in notes and accounts payable	(9,260)	(7,799)
Net cash provided by operating activities including others	6,562	11,187
INVESTING ACTIVITIES		
Purchases of tangible fixed assets	(789)	(59)
Purchases of intangible fixes assets	(349)	(227)
Purchases of investment securities	(326)	(481)
Proceeds from sales of investment securities	3,947	584
Net cash provided by (used in) investing activities including others	3,281	(805)
FINANCIAL ACTIVITIES		
Purchases of treasury stock - net	(3,319)	(880)
Dividends paid	(1,442)	(430)
Net cash used in financing activities including others	(5,413)	(1,709)
FOREIGN CURRENCY TRANSLATION ADJUSTMENT ON CASH AND EQUIVALENTS	(220)	403
NET INCREASE IN CASH AND CASH EQUIVALENTS	4,208	9,076
CASH AND CASH EQUIVALENTS OF NEWLY CONSOLIDATED SUBSIDIARY	17,994	12,807
INCREASE IN CASH AND CASH EQUIVALENTS OF NEWLY CONSOLIDATED SUBSIDIARY	50	0
CASH AND CASH EQUIVALENTS, END OF YEAR	22,254	21,883

Consolidated Investments as of June 30, 2009



(Millions of Yen)

	Fixed-income Investment Trust Funds	2,840	
Current	Bonds	2,019	8 issues
Current	Equities and Other Investment Trust Funds	420	14 issues
	Total	5,280	
	WPP plc	20,133	31,295,646 shares or 2.49%
	Digital Advertising Consortium Inc.	2,177	Equity method*
	Other Publicly Traded Equities	16,634	140 issues
	Total	35,946	
	Non Publicly Traded Equities in Affiliated Companies	4,436	13 issues
	Non Publicly Traded Equities in Subsidiary Companies	877	22 issues
Non	Other Non Publicly Traded Equities	1,502	73 issues
Current	Total	6,815	
	Corporate Bonds	2,314	15 issues
	Mutual Funds in Equities and Bonds	182	7 issues
	Total	2,496	
	Investments in Affiliated companies (Non-Securities)	322	8 issues
	Investments in Funds (Non-Securities)	77	7 issues
	Total	42,360	

^{*} Market value of ADK's interest in DAC of June 2009: ¥5,141 million

Capital Expenditures/Depreciation & Amortization Expenses

Capital Expenditures

(Millions of Yen)

Accounting Items	Non-consolidated ADK	Consolidated subsidiaries	Consolidated
Buildings	1	10	12
Buildings Improvements	-	-	-
Vehicles	3	-	3
Furniture, Fixtures & Equipment	1	41	43
Land	-	-	-
Computer Software	-	-	-
Other	217	10	227
Total	-	-	
Accounting Items	224	63	287

Depreciation & Amortization Expenses

(Millions of Yen)

Accounting Items	Non-consolidated ADK	Consolidated subsidiaries	Consolidated
Buildings	36	29	65
Buildings Improvements	1	0	1
Vehicles	7	6	13
Furniture, Fixture & Equipments	21	69	90
Business Right	259	16	276
Computer Software	1	7	9
Other	327	130	457