# FY2010 First Quarter Financial Report

January 1, 2010 - March 31, 2010

May 12, 2010 **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.

## **Consolidated Performance**

## **Consolidated Performance**



	2009 Jan-Mar	2010 Jan-Mar	Increase (Decrease)	Change
Gross Billings	91,267	82,758	(8,508)	-9.3%
<b>Gross Profit</b>	11,208	11,184	(24)	-0.2%
<b>Gross Profit Ratio</b>	12.3%	13.5%		+1.2pt.
SG&A Expenses	11,187	10,114	(1,073)	-9.6%
Staff Cost	7,610	6,951	(659)	-8.7%
Other	3,576	3,162	(413)	-11.6%
Operating Income	21	1,069	1,048	+4878.5%
Operating Margin	0.2%	9.6%		
Staff Cost/Gross Profit	67.9%	62.2%		

#### **Consolidated Performance**



	2009 Jan-Mar	2010 Jan-Mar	Increase (Decrease)	Change
Operating Income	21	1,069	1,048	+4878.5%
Non-Operating Income	413	1,011	597	+144.5%
Non-Operating Expenses	75	42	(33)	-44.0%
Recurring Profit	359	2,038	1,679	+467.2%
Extraordinary Profit	175	32	(143)	-81.5%
Extraordinary Loss	404	1,028	624	+154.4%
Income before Income Taxes and Minority Interest	130	1,043	912	+697.2%
Net Income	99	243	144	+146.0%

#### **Consolidated Performance**

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	Gross Billings	Gross Profit	Operating Profit	Recurring Profit
ADK	73,448	8,707	932	1,801
ADK	-10.8%	-4.1%	+527.0%	+304.9%
8 Domestic	8,893	1,680	(30)	8
Subsidiaries	+4.6%	+6.8%	-	-
Greater China	2,879	511	131	145
Subsidiaries 6	+4.6%	+28.2%	+134.2%	+102.3%
Overseas	3,103	504	106	132
Subsidiaries 10 (excluding China)	+31.9%	+28.0%	+223.2%	+80.0%
Consolidation Adjustment	-5,566	-218	(70)	(49)
Total	82,758	11,184	1,069	2,038
	-9.3%	-0.2%	+4878.5	+467.2%

## Non-consolidated Performance

## **Non-consolidated Performance**



	2009 Jan-Mar	2010 Jan-Mar	Increase (Decrease)	Change
<b>Gross Billings</b>	82,340	73,448	(8,891)	-10.8%
<b>Gross Profit</b>	9,080	8,707	(373)	-4.1%
<b>Gross Profit Ratio</b>	11.0%	11.9%		+0.9pt.
SG&A Expenses	8,932	7,774	(1,157)	-13.0%
Staff Cost	6,087	5,328	(758)	-12.5%
Other	2,844	2,445	(398)	-14.0%
Operating Income	148	932	783	+527.0 %
Operating Margin	1.6%	10.7%		
Staff Cost/Gross Profit	67.0%	61.2%		

## **Non-consolidated Performance**



	2009 Jan-Mar	2010 Jan-Mar	Increase (Decrease)	Change
Operating Income	148	932	783	+527.0%
Non-Operating Income	343	898	554	+161.3%
Non-Operating Expenses	47	30	(17)	-37.1%
Recurring Profit	444	1,801	1,356	+304.9%
Extraordinary Profit	3	2,565	2,562	+85398.6%
Extraordinary Loss	398	38	(360)	-90.4%
Income before Income Taxes	49	4,328	4,278	+8690.7%
Net Income	25	3,608	3,582	+14197.6%

## **Gross Billings: Breakdown by Medium**



	Gross Billings Change		Total of Top 9	<u>Agencies</u>
	Gross billings	Change	Gross Billings	Change
Magazine	3,561	-21.9%	21,911	-19.2%
Newspaper	5,401	-1.4%	69,510	-7.4%
Television	33,036	-12.1%	290,384	-3.4%
Time*	13,550	-10.9%		
Spot	16,843	-12.9%		
Content	2,642	-13.9%		
Radio	726	-3.2%	9,878	-10.1%
4 Mass Media	42,725	-11.7%	391,683	-5.3%
Digital Media	3,591	-7.9%		
OOH Media	1,958	-5.5%		
<b>Sales Promotion</b>	11,776	-19.5%		
Creative	9,827	-6.0%		
Other	3,568	+23.6%		
Non-mass Media	30,722	-9.5%	307,954	-3.6%
Total	73,448	-10.8%	699,652	-4.6%
Millions of Yen				10

\*Time = Program sponsored ads

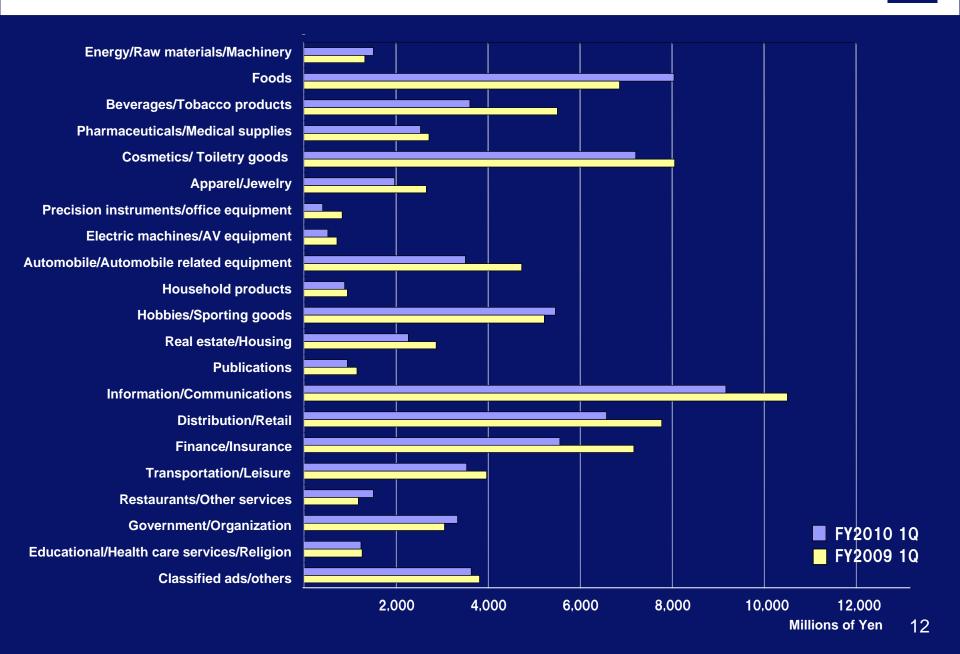
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#### **Gross Billings: Breakdown by Industry Sector**

	FY2009	FY2010	Increase/	
Millions of Yen	Jan-Mar	Jan-Mar	(Decrease)	Change
Energy / Raw materials / Machinery	1,326	1,511	185	+14.0%
Food	6,855	8,037	1,182	+17.2%
Beverages / Tobacco products	5,506	3,610	(1,895)	-34.4%
Pharmaceuticals / Medical supplies	2,712	2,535	(177)	-6.5%
Cosmetics / Toiletry goods	8,055	7,213	(841)	-10.5%
Apparel / Jewelry	2,662	1,975	(687)	-25.8%
Precision instruments / Office equipment	825	414	(410)	-49.8%
Electric machines / AV equipment	718	518	(199)	-27.9%
Automobiles / Auto-related products	4,731	3,509	(1,222)	-25.8%
Household products	944	890	-53	-5.7%
Hobbies / Sporting goods	5,220	5,469	248	+4.8%
Real estate / Housing	2,869	2,270	(599)	-20.9%
Publications	1,152	941	(210)	-18.3%
Information / Communications	10,503	9,163	(1,339)	-12.8%
Distribution / Retail	7,779	6,576	(1,202)	-15.5%
Finance / Insurance	7,162	5,563	(1,599)	-22.3%
Transportation / Leisure	3,973	3,540	(433)	-10.9%
Restaurants / Other services	1,186	1,501	315	+26.6%
Government / Organization	3,058	3,333	275	+9.0%
Education / Health care services/Religion	1,273	1,234	(38)	-3.1%
Classified ads / other	3,822	3,635	(186)	-4.9%
Total	82,340	73,448	(8,891)	-10.8%

## Gross Billings: Breakdown by Industry Sector





# **Appendix**

## **FY2009 ADK Group Companies**



#### <u>Japan</u>

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

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

#### **Equity Method Affiliates: 1**

 Digital Advertising Consortium

#### **Greater China Consolidated Subsidiaries: 6**

- Asatsu Century (Shanghai) Advertising
- Shanghai Asatsu Advertising
- Asatsu-DK Hong Kong
- United Asatsu International
- DK Advertising (HK)
- DIK-Ocean Advertising

#### **Overseas Consolidated Subsidiaries: 10**

- ADK America
- Asatsu Europe Holding
- Asatsu Europe
- Asatsu (Deutschland)
- Asatsu-DK Singapore
- Dai-Ichi Kikaku (Thailand)
- ADK Thai Holding
- Asatsu (Thailand)
- ASDIK
- ADK Malaysia



#### **Equity Method Affiliate:1**

Guangdong Guangxu Advertising