



Sep 9, 2022

FY2022 Business Report

Ateam Inc. (Security code: 3662)

- 1. FY2022 Full-Year Financial Results**
- 2. FY2022 Q4 Financial Results**
- 3. FY2022 Q4 Business Details**
- 4. FY2023 Guidance**
- 5. Formulation of Corporate Purpose and Materiality**

APPENDIX: Company Overview

APPENDIX: Sustainability (ESG)

APPENDIX: Medium- and Long- Term Policy

APPENDIX: Supplementary Financial Data

1. FY2022 Full-Year Consolidated Financial Results

Despite Overall Revenue Landing in Line with the Forecast, Net Income Significantly Decreased Y/Y Due to the Record of Impairment Losses on Fixed Assets and Reversal of Deferred Tax Assets

Overall

Revenue

31,790

million JPY

(Y / Y 101.7 %)

Operating Income

-298

million JPY

(Y / Y - %)

Net Income

-1,337

million JPY

(Y / Y - %)

* “Accounting Standards for Revenue Recognition” etc. has been applied from the beginning of the first quarter of the current consolidated fiscal year, thus, each number for the fiscal year ended July 31, 2022, is the number of which this Accounting Standards etc. has been applied.

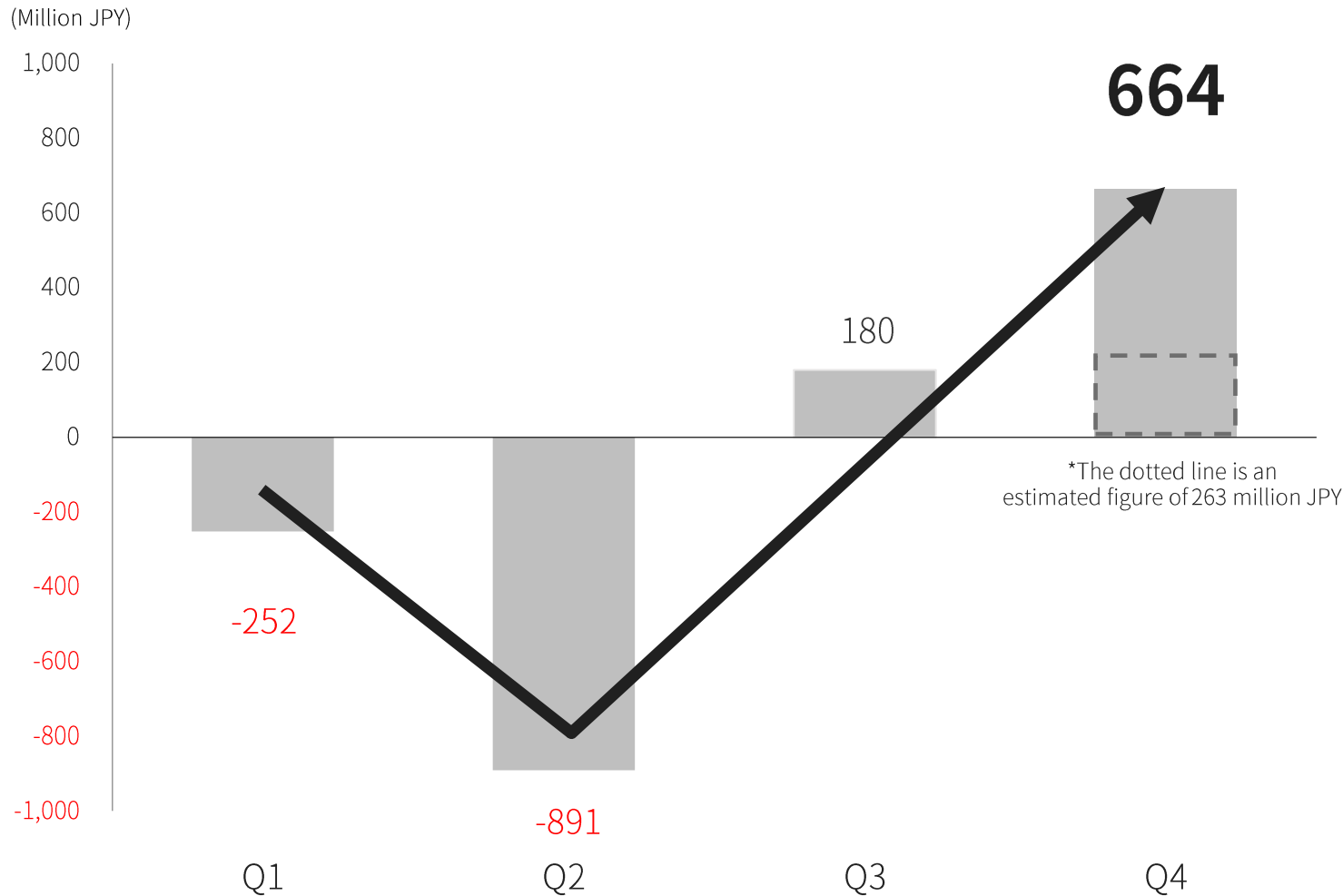
Records of Extraordinary Loss (Impairment Loss): 591 million JPY

Reason for recording	Amount of money
Termination of some offices and stores of the bridal business	105 million JPY
Lower recoverability of fixed assets in the Lifestyle Support Business and the Entertainment Business	485 million JPY

Reversal of Deferred Tax Assets

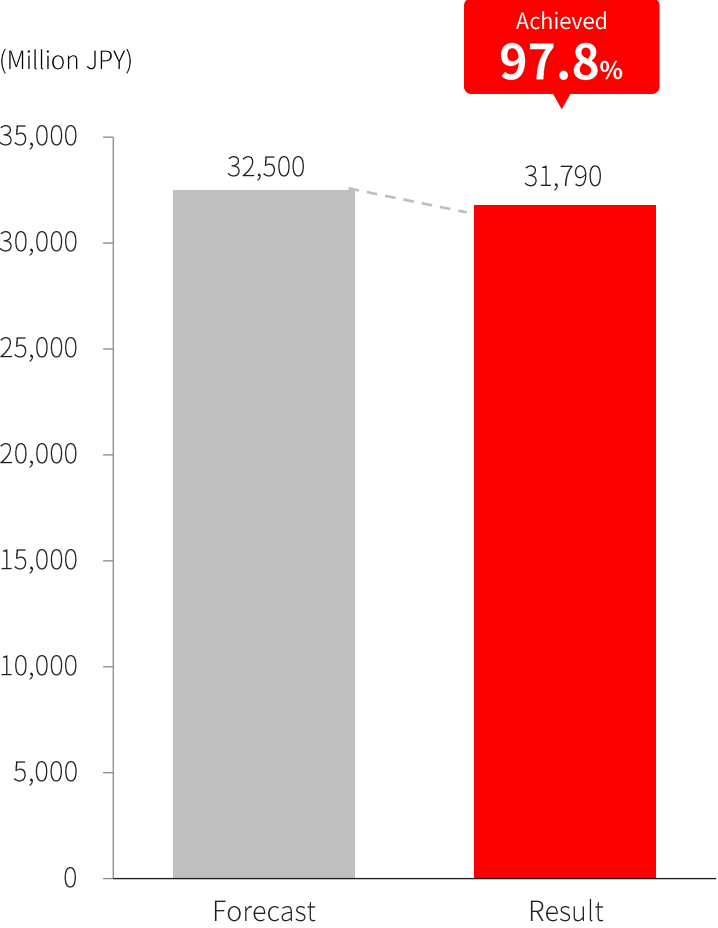
Reason for recording	Amount of money
Considering the recoverability of deferred tax assets, recorded to the adjustment for income tax	463 million JPY

FY2022 Quarterly Operating Income Trends

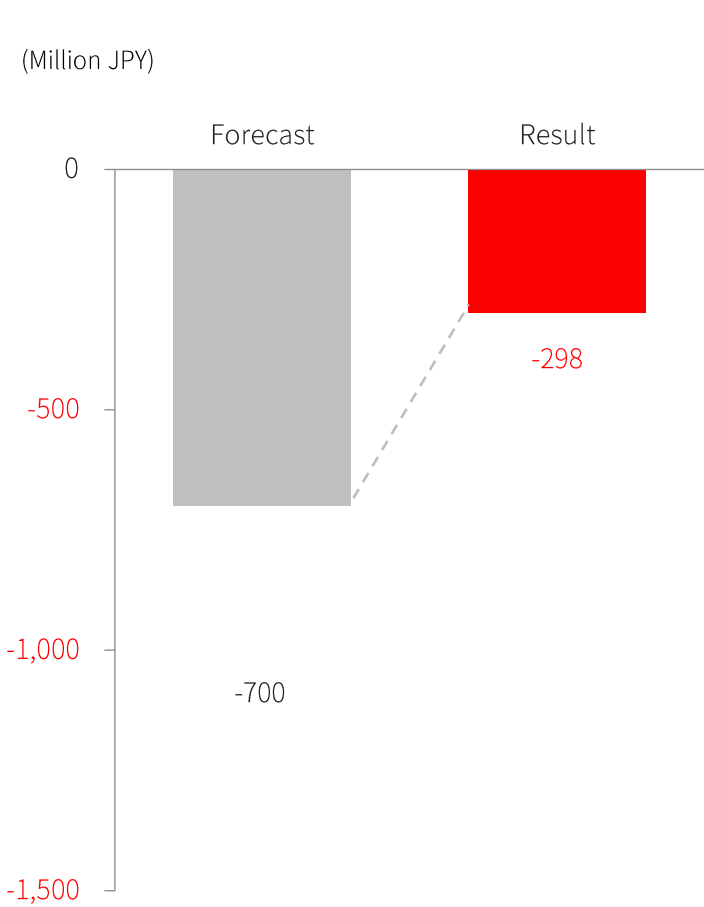


- Full-Year Operating Income Landed above a 700 million JPY Operating Loss of the Forecast
- This Was Mainly Due to Stable Earnings in Existing Services and Growth of New Services in the Lifestyle Support Business

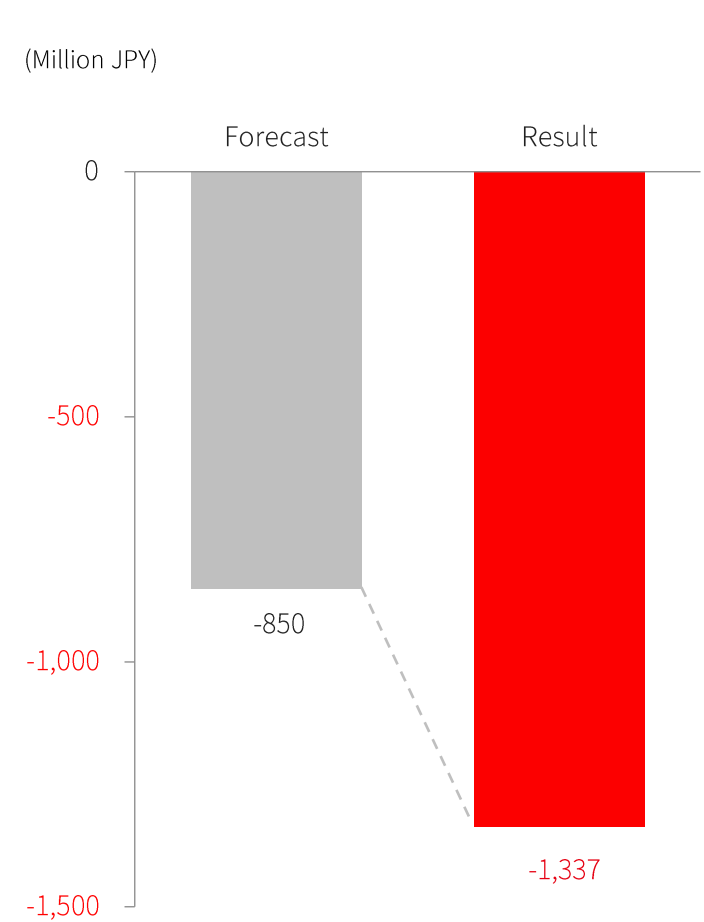
Revenue



Operating Income



Net Income



Overall

A Year of Endeavors Towards Substantial Growth

- Achieved Stable Earnings in Overall Existing Services Despite a Struggle in Partial Services Due to Market Changes
- Struggled to Generate Revenue in a New Large-Scale Game Despite an Investment in its Development and Release

Lifestyle Support

Built a Foundation for Further Growth

- Focused on Building a Foundation to Increase LTV, Including the Reorganization of Subsidiaries Carried out in Feb 2022
- Outstanding Growth of Some New Services Despite a Struggle in Partial Services Due to COVID-19 and Market Changes

Entertainment

Greatly Struggled with New Game that Had High Expectations

- A Large Investment in “FINAL FANTASY VII THE FIRST SOLDIER” to Counter the Downtrend in Existing Games
- Despite the Investment in a Global New Game, Greatly Struggled to Generate and Improve Earnings

EC

Increased Investment in a New Service alongside Growth of Existing Services

- Achieved Earnings Growth in “cyma” Due to an Increase in its Sales Volume through Online Shopping Malls
- Allocated Earnings to Invest in a New Service, Pet Food Brand “Obremo”, to Generate New Revenue Source

2. FY2022 Q4 Consolidated Financial Results

Despite a recovery in Operating Income alongside Growth in New Services that Were Invested in, Net Income Significantly Decreased Y/Y due to the Record of Impairment Losses on Fixed Assets and Reversal of Deferred Tax Assets

Overall

Revenue

8,249

million JPY

(Y / Y 106.5 % , Q / Q 96.3%)

Operating Income

664

million JPY

(Y / Y 551.0% , Q / Q 368.3%)

Net Income

-502

million JPY

(Y / Y - % , Q / Q - %)

* “Accounting Standards for Revenue Recognition” etc. has been applied from the beginning of the first quarter of the current consolidated fiscal year, thus, each number for the fourth quarter of the fiscal year ended July 31, 2022, is the number of which this Accounting Standards etc. has been applied.

Lifestyle
Support

Revenue and Profit Up Y/Y, but Revenue Down Q/Q

Despite struggles in Our Moving-Adjacent Service, Car Services and Human Resources Media Service Contributed to Overall Earnings to Increase Y/Y

Revenue	:	5,573 million JPY	(Y / Y 110.4 % , Q / Q 97.8 %)
Profit	:	748 million JPY	(Y / Y 170.9 % , Q / Q 135.8 %)

Entertain-
ment

Revenue Down and Profit Up Y/Y, and Both Up Q/Q

A Collaboration Event Went Well in a Main Existing Game which Contributed Well to Overall Earnings

Revenue	:	1,707 million JPY	(Y / Y 96.6 % , Q / Q 130.6 %)
Profit	:	165 million JPY	(Y / Y 356.2 % , Q / Q - %)

EC

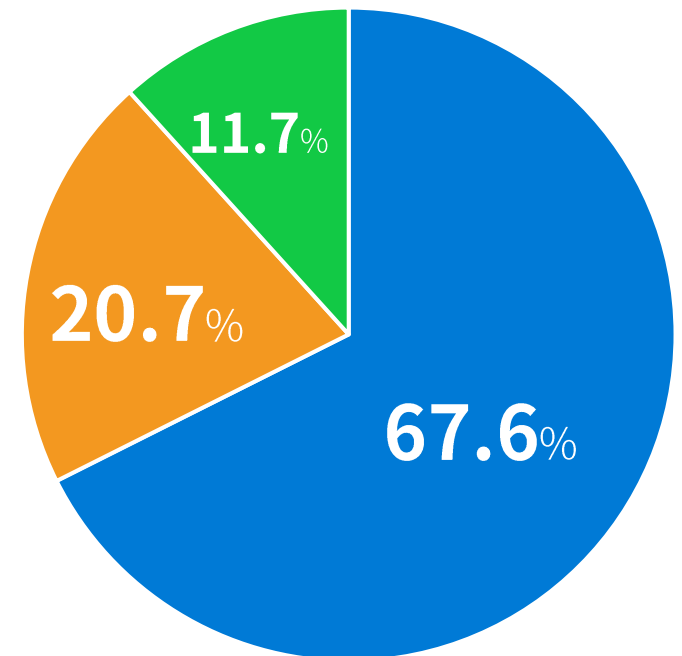
Revenue and Profit UP Y/Y, Both Down Q/Q

Revenue Decreased Q/Q Due to the End of the Busy Season, and Investment in a New Service “Obremo” Resulted in a Profit Decline

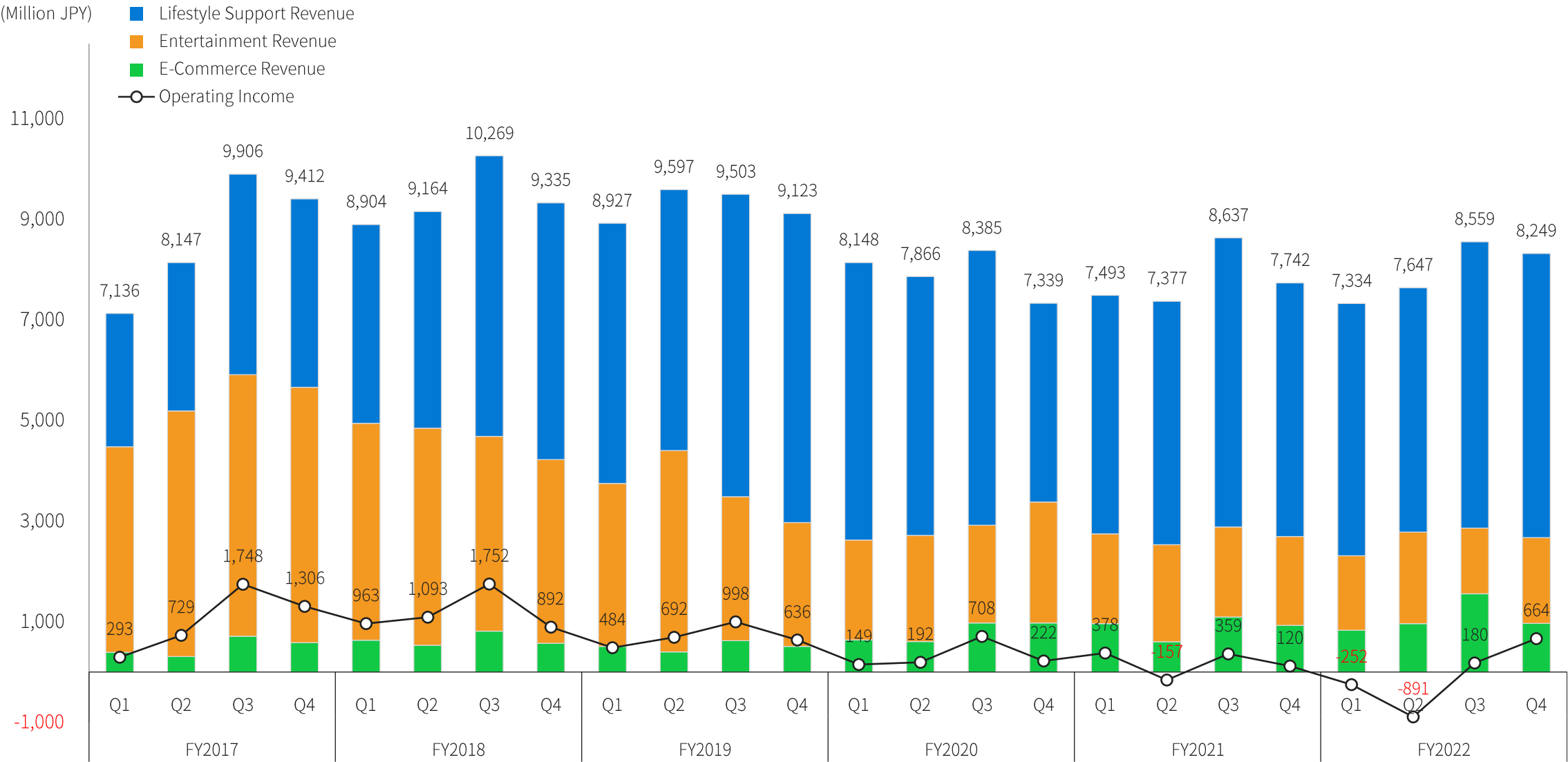
Revenue	:	968 million JPY	(Y / Y 104.0 % , Q / Q 62.1 %)
Profit	:	-42 million JPY	(Y / Y - % , Q / Q - %)

Revenue Ratio

- Lifestyle Support
- Entertainment
- E-Commerce

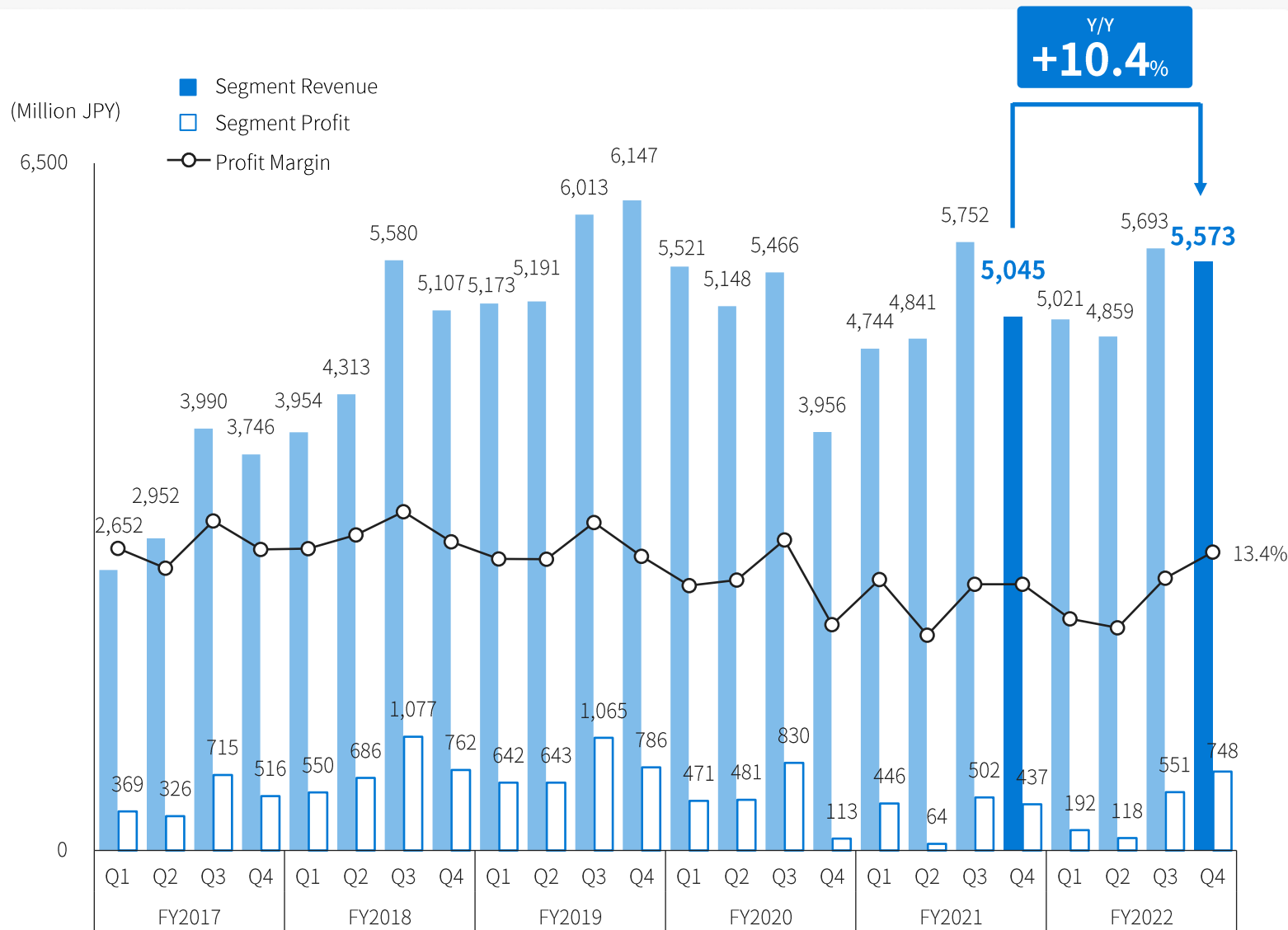


● Consolidated Quarterly Financial Trends



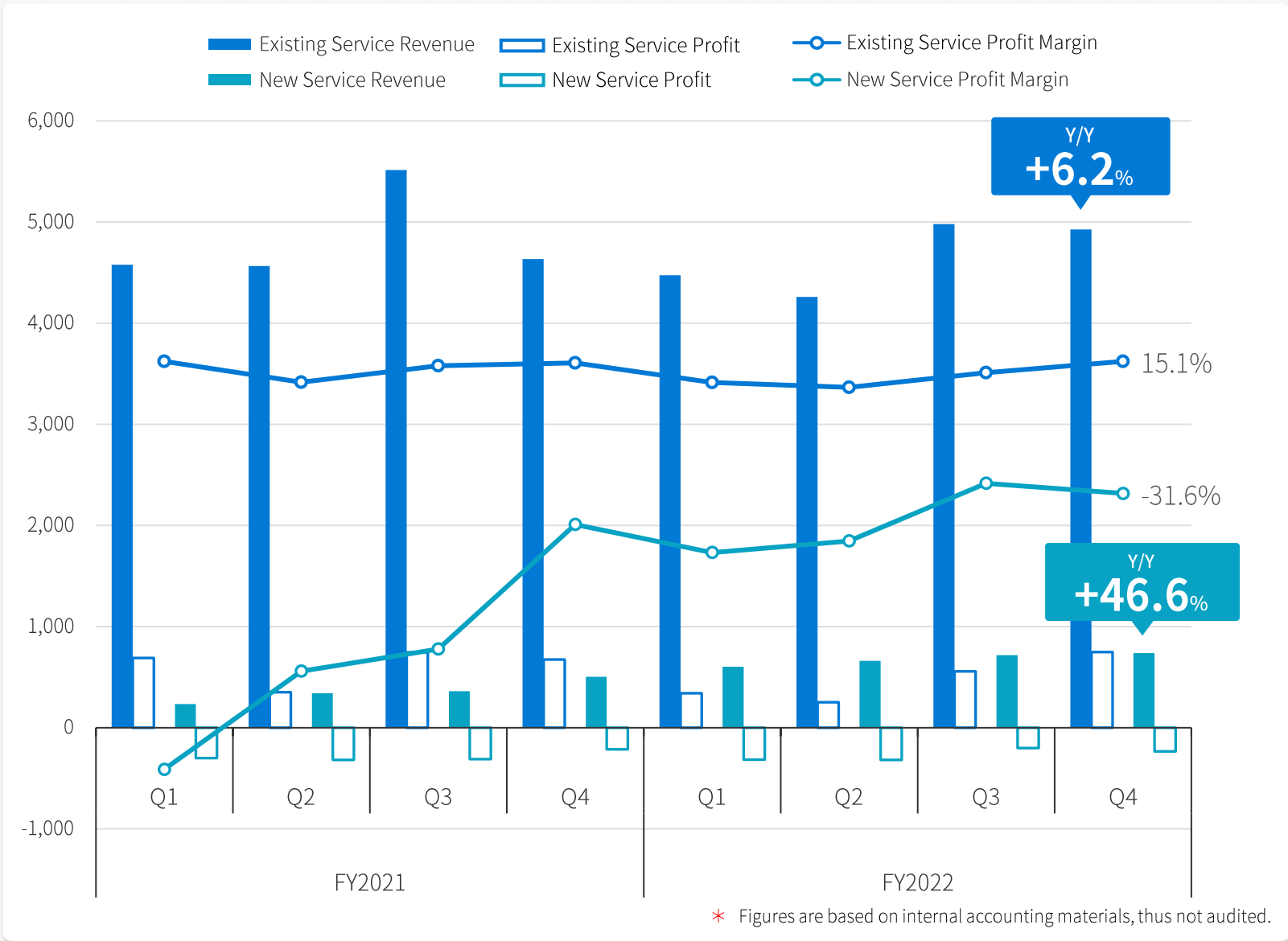
3. FY2022 Q4 Business Details

Lifestyle Support Business



- Revenue Up Y/Y Due to Great Growth of Human Resources Media Service Despite an Impact of Limited Customer Referrals in Moving-Adjacent Services
- Profit Up Y/Y Due to a Continuous Profit Increase in Car Services alongside a Revenue Increase and a New Service in Financial Media Turning a Profit

● Lifestyle Support Business Performance Trends in Existing and New Services

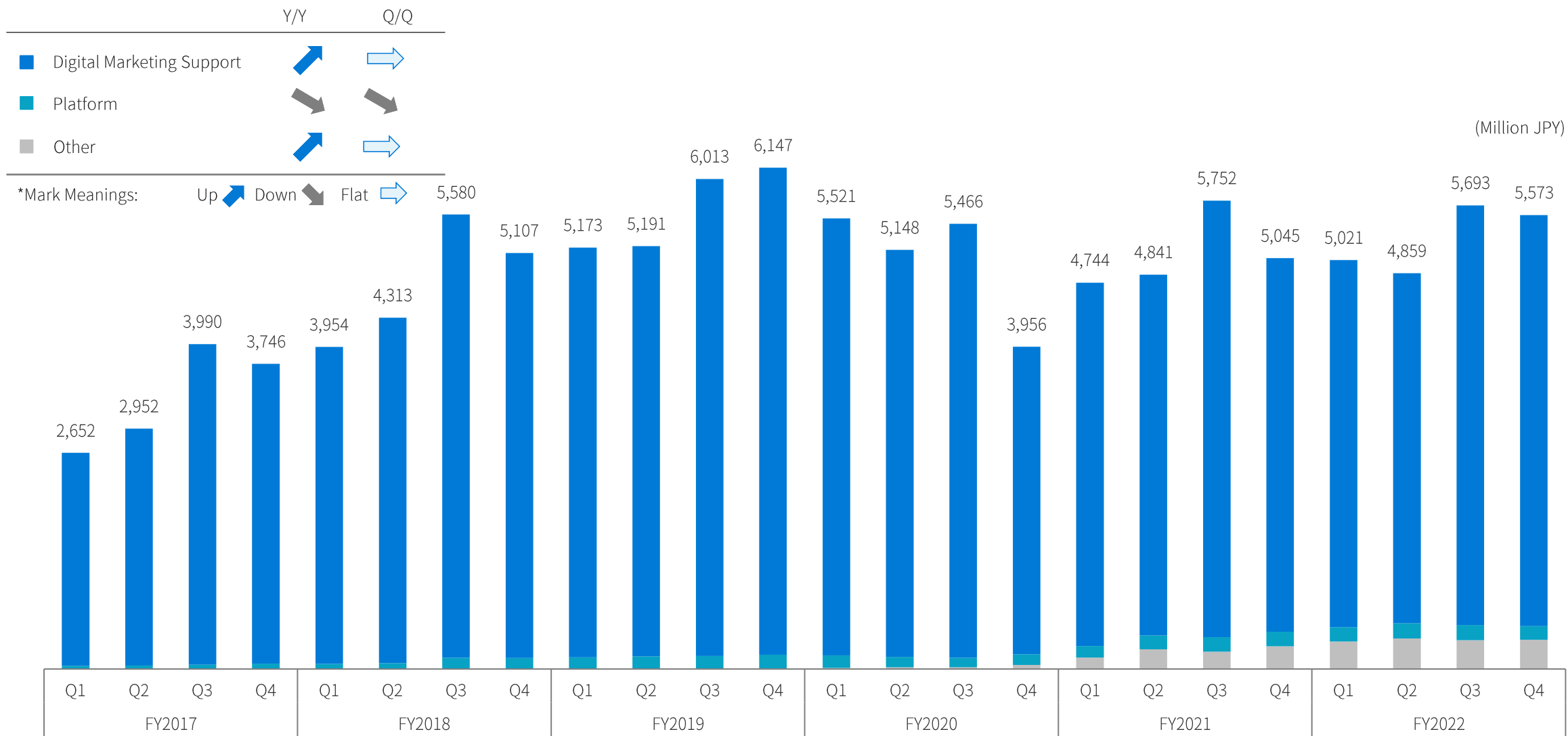


- **Earnings Recovery in Overall Existing Services Due to Upward Trend in Car Services and Remarkable Growth in a Human Resources Media Service**
- **New Services, Especially Cosmetic D2C Trended Well and One of the New Services in Financial Media Turned a Profit in the Second Half of the Fiscal Year, Contributed to Overall Profitability**

* New services: lujo, Qiita Jobs, FindPro, Life., NaviNavi Securities, insurance agency business

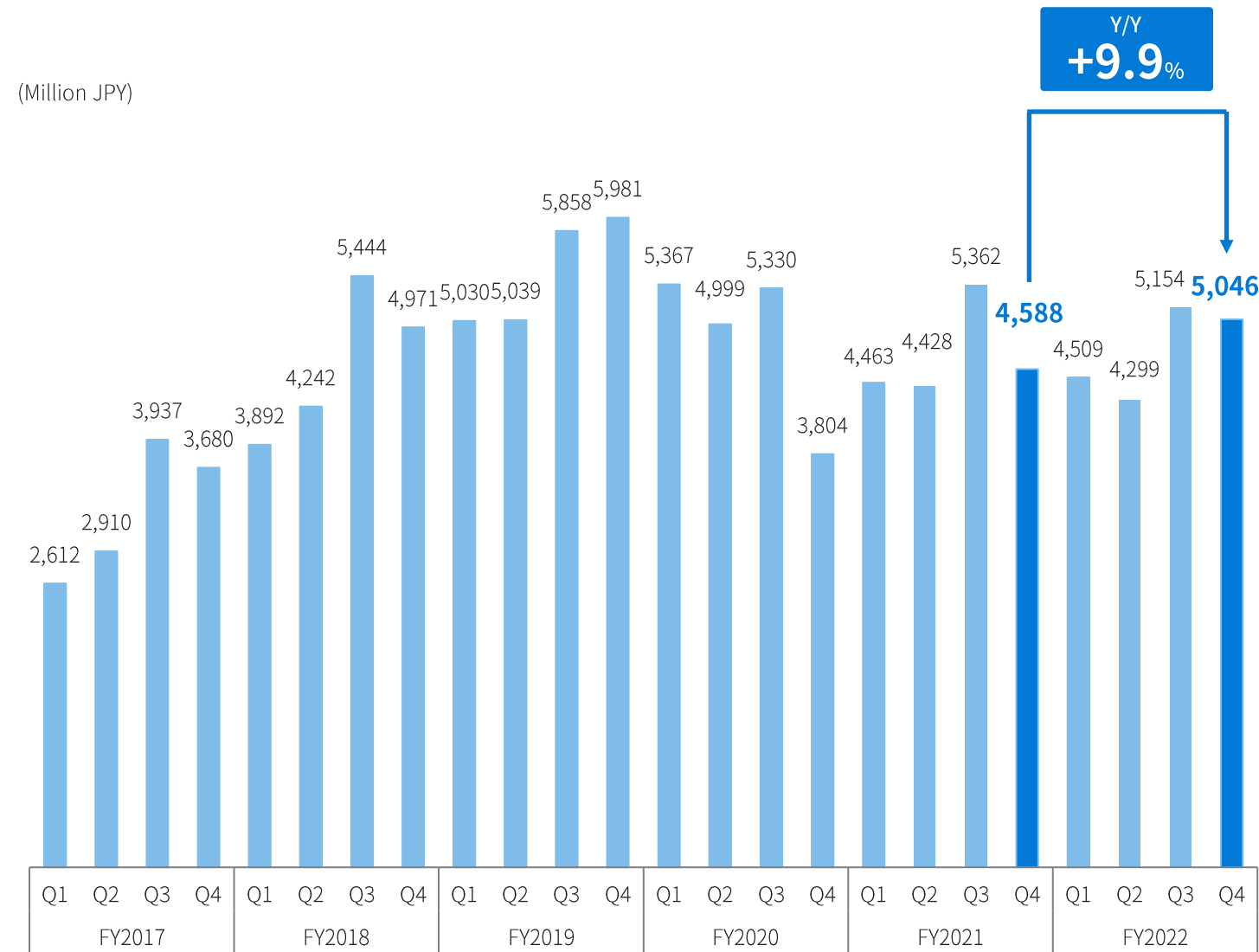
* Existing services: moving/moving adjacent service, car services, financial media, bridal services, Human Resources Media, and other than the above

Lifestyle Support Sub-Segment Business Revenue Trends

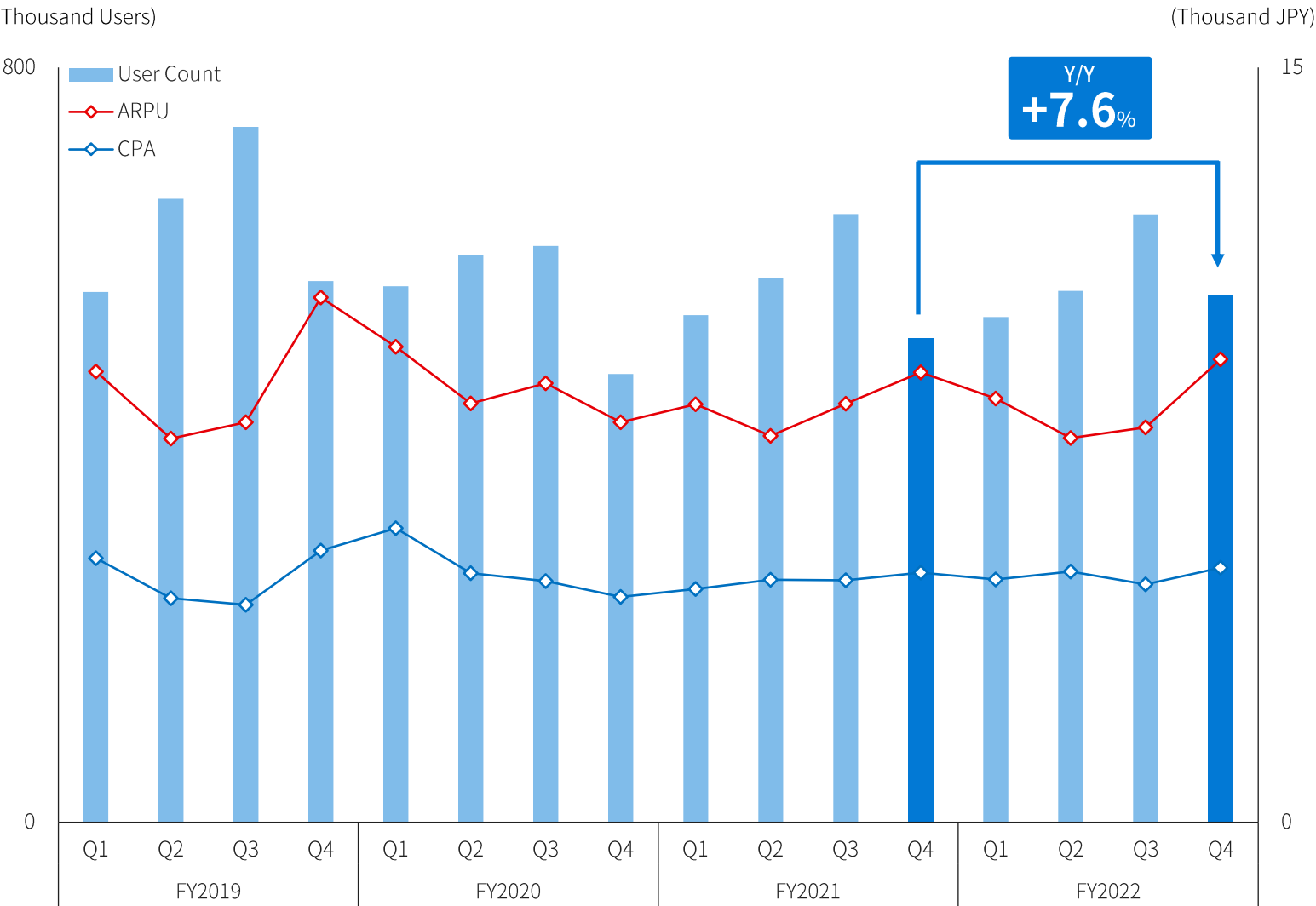


* As of FY2021, the e-commerce (“minorie”, etc.) of the Women’s Healthcare Service has been classified as “Other”, resulting in a change in the graph

Digital Marketing Support Business Revenue Trends



- In Car Services, Revenue Up Y/Y Due to the Continued Booming Used Car Market
- In the Human Resources Service, Significant Revenue Up Y/Y Due to Success of Web Marketing Activities
- In the Moving-Adjacent Service, Drastic Revenue Down Y/Y Due to Limited/Suspended Customer Referrals alongside the Price Rise in Electricity



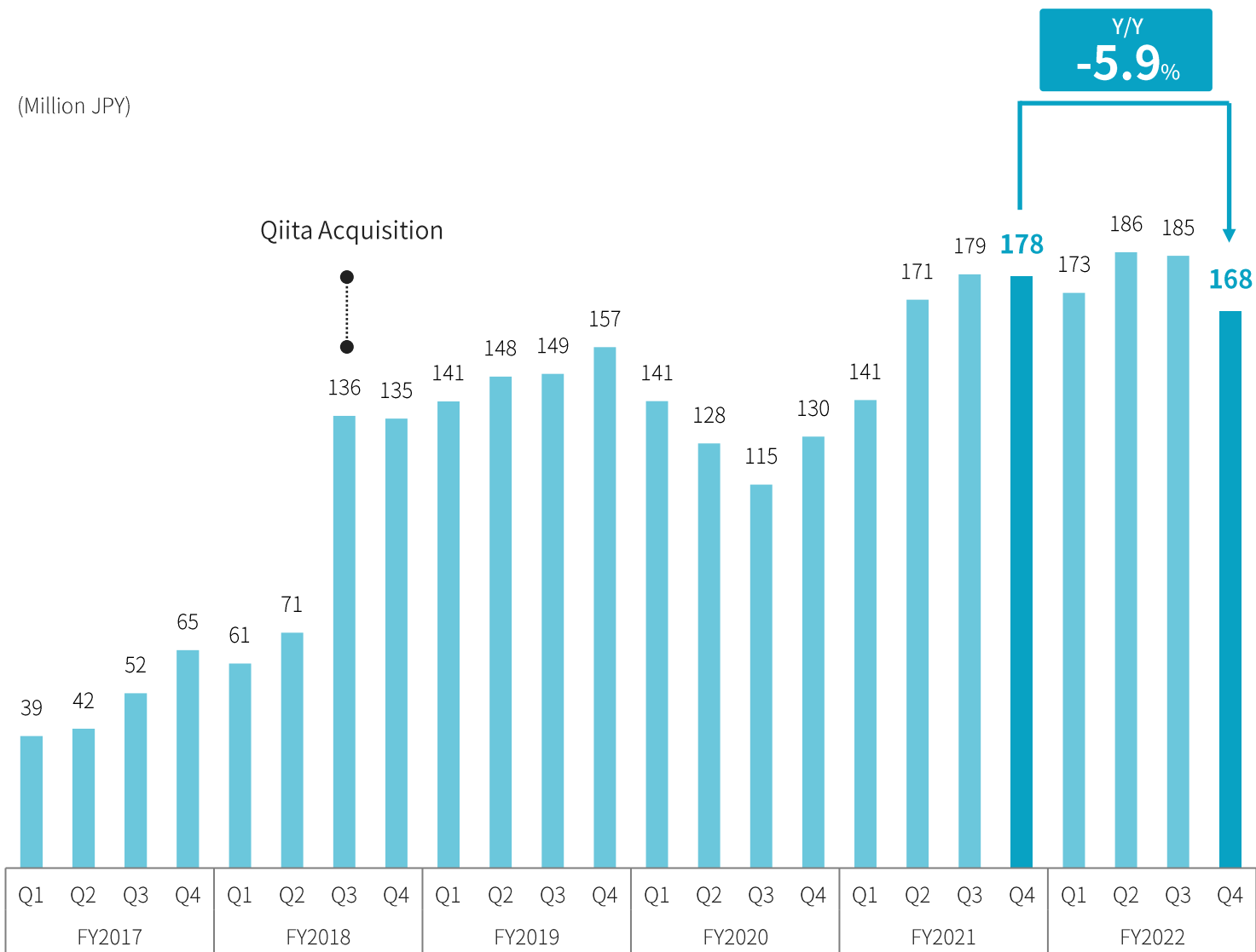
● **User Count Significantly Up Y/Y as all Six Main Services Increased, Especially in the Human Resources Media Service and Insurance Agency Service**

[Six Main Services]
Moving/Moving-Adjacent service, Car Services, Bridal Services, Financial Media, Human Resources Media, and Insurance Agency Service

[①User Count] = total users that generated segment revenue in six main sub-segment businesses

[②ARPU: Average Revenue Per User] = segment revenue ÷ [①User Count]

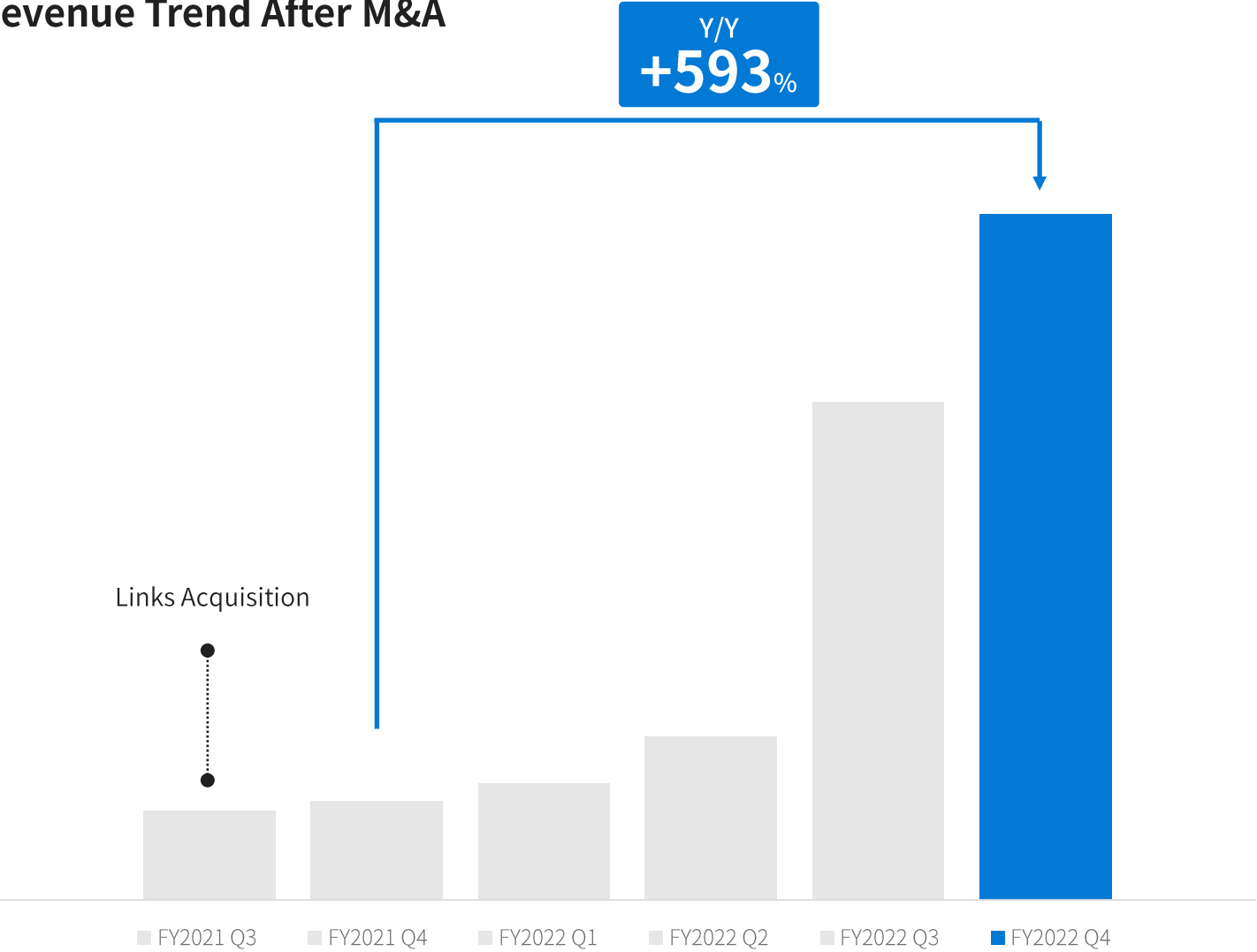
[③CPA: Cost Per user Acquisition] = advertising cost ÷ [①User Count]



- In Lalune, Revenue Down Y/Y Due to the Competitive Market Despite an Improvement in LTV per Customer alongside Increased Ad Orders and Subscription Improvement
- Overall Revenue Down Y/Y Due to Inadequate Revenue in Qiita to Cover the Decline of Lalune’s Revenue

As of FY2021, the e-commerce (“minorie”, etc.) of the Women’s Health Service has been classified as “Other”, resulting in a charge in the graph

Revenue Trend After M&A



Human Resources Media Service Achieved Remarkable Sales Growth after the M&A!

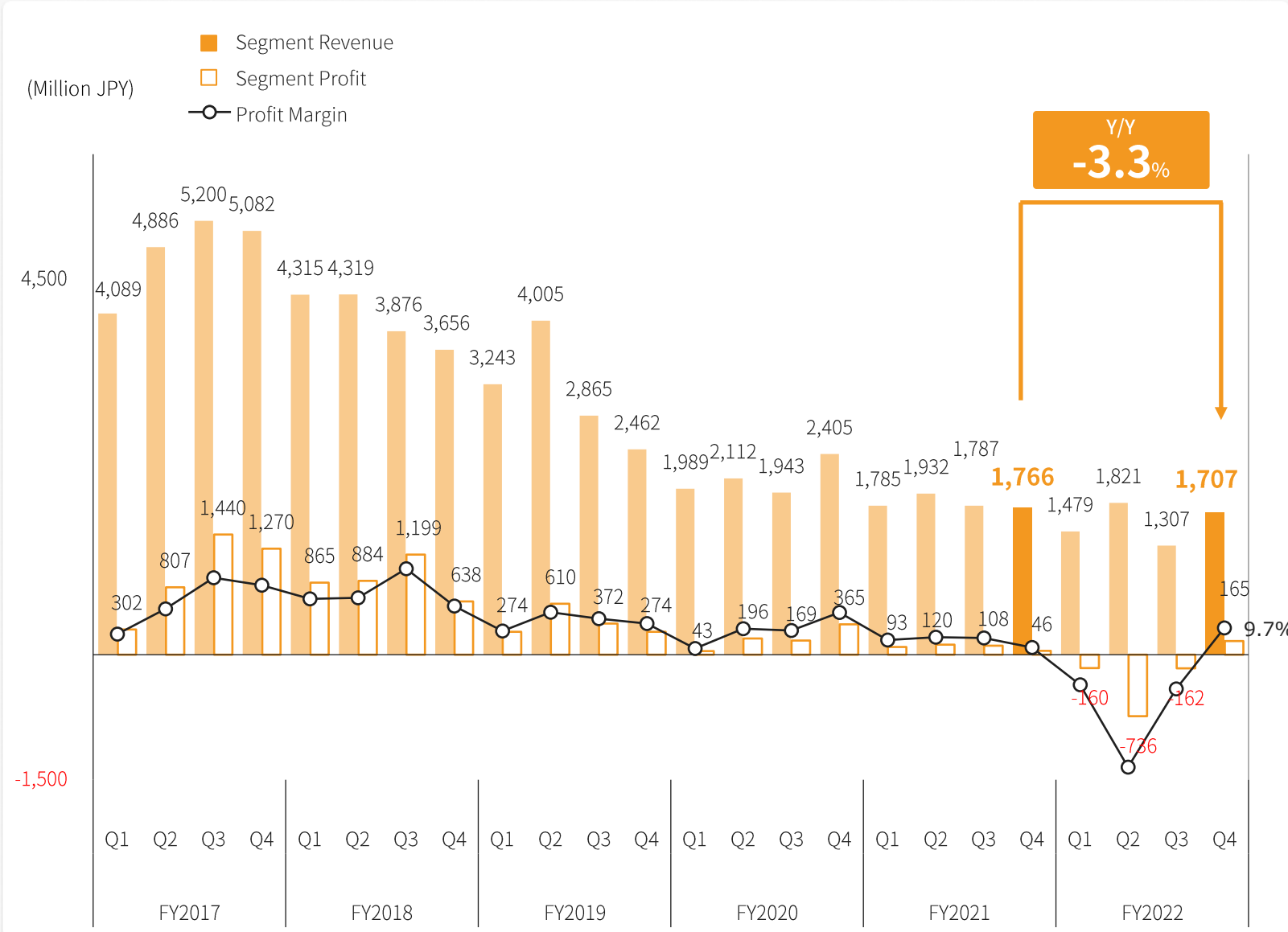
In Feb 2021, Ateam acquired Links Inc., which operates a recruitment media service “CAREER PICKS”.

In the fourth quarter of the current fiscal year, the service achieved outstanding revenue growth of 6 times that of the same quarter of the previous fiscal year by utilizing web marketing strengths in both Links Inc. and Ateam.

CAREER PICKS

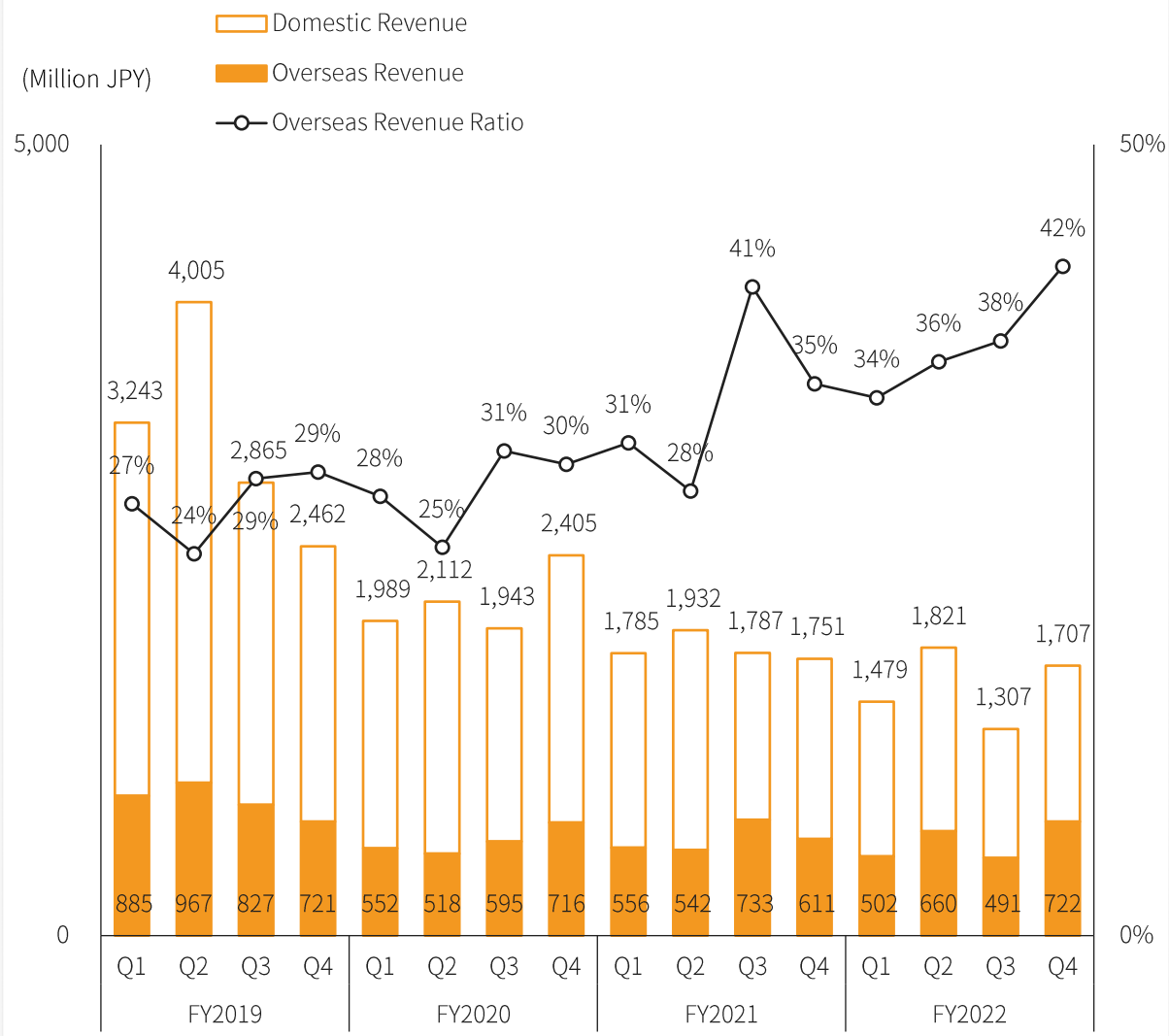
Entertainment Business











● Entertainment Business Performance Trends



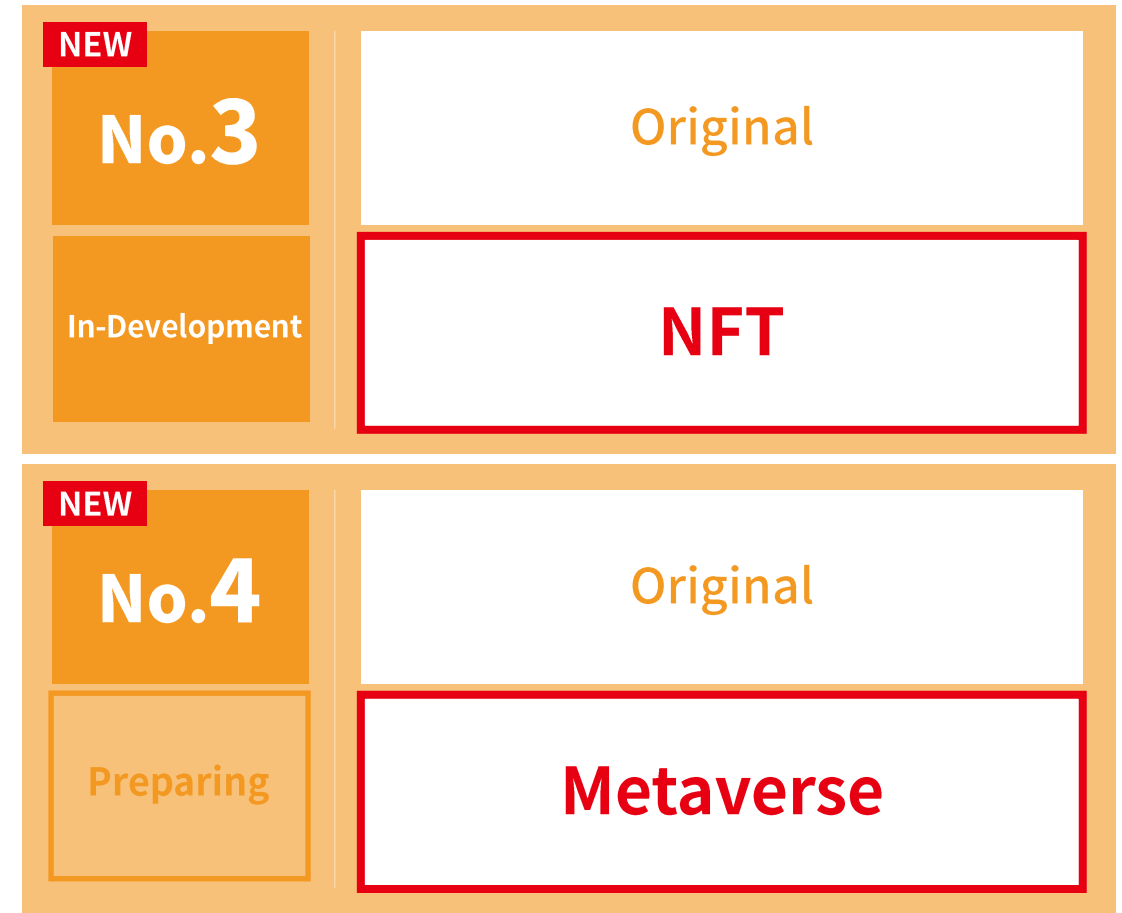
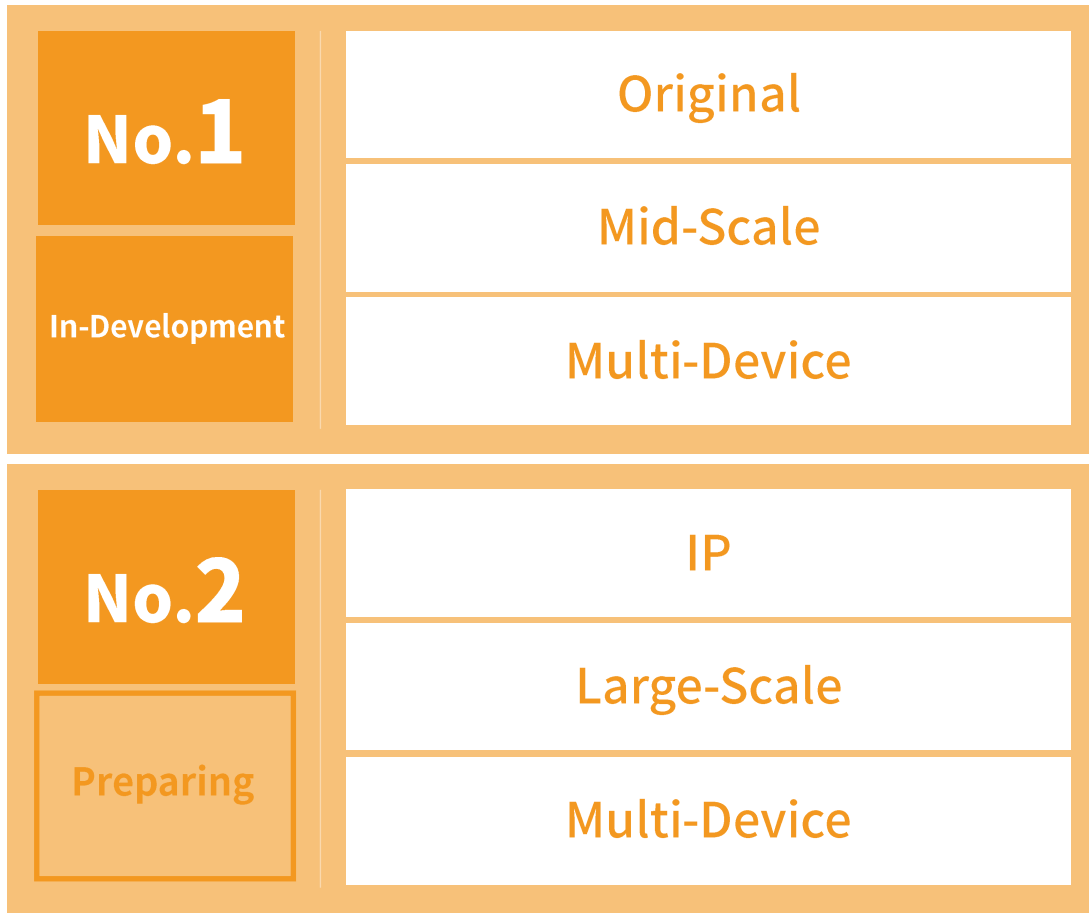
- Revenue Down Y/Y Due to Downtrend Despite a Successful Event in One of Our Existing Games
- Focusing on Profitability Recovery as well as Reducing Costs in a New Game, Resulted in Profit Up Y/Y

Entertainment Overseas Revenue Ratio Trends



Region:	Japan	US	EU	TW HK	KR	SE Asia	CN
	●	●	●	●	●	●	
	●	●	●	●	●	●	
	●	●	●	●	●	●	
	●			●	●		
	●	●	●	●	●	●	
	●	●	●	●	●	●	
	●			●			
	●			●			
	●	English Version					
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Preparing 4 Pipelines and Entering New Markets (NFT Game and Metaverse)



* Release order of the pipelines has yet to be determined.

E-Commerce Business

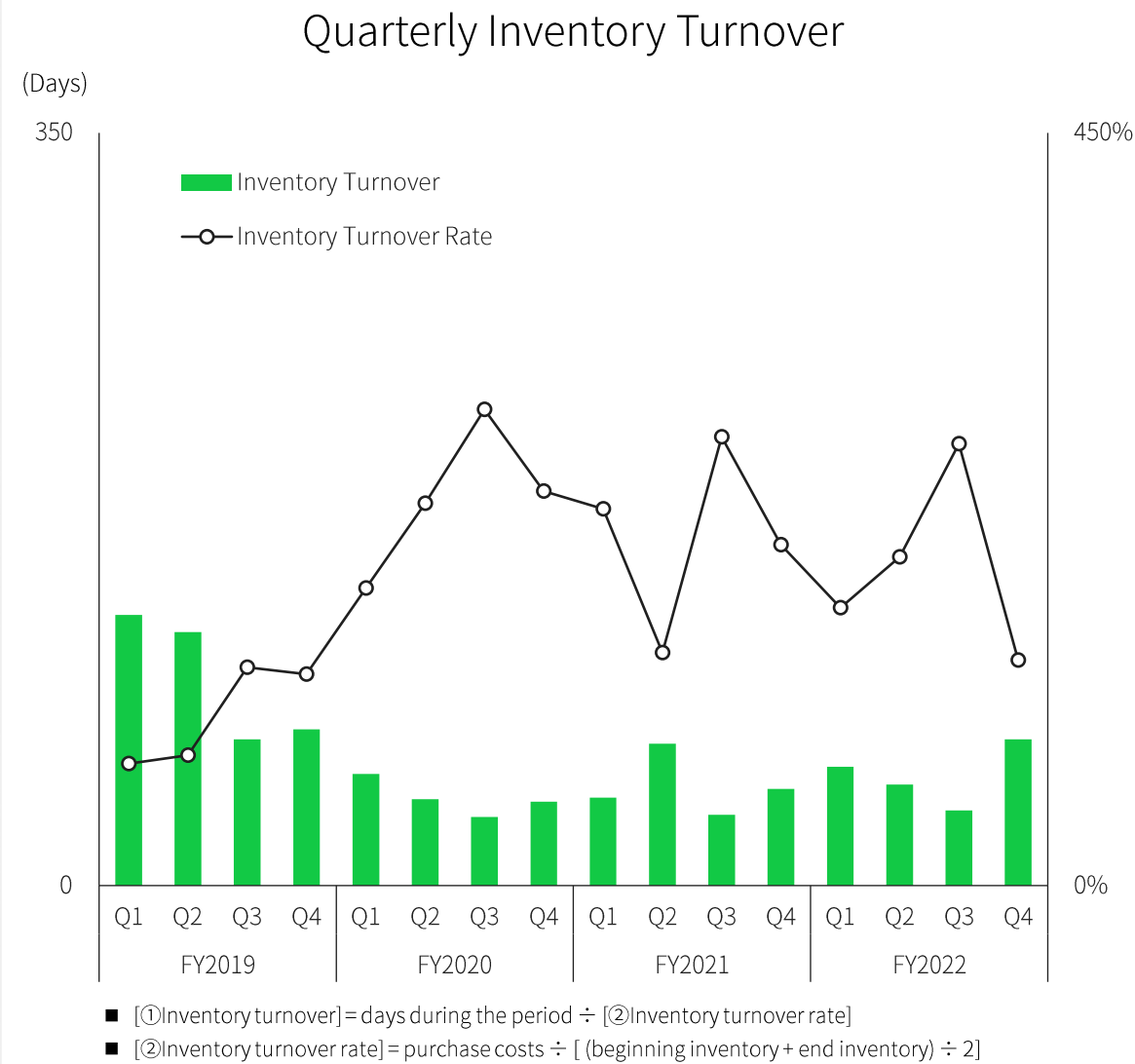
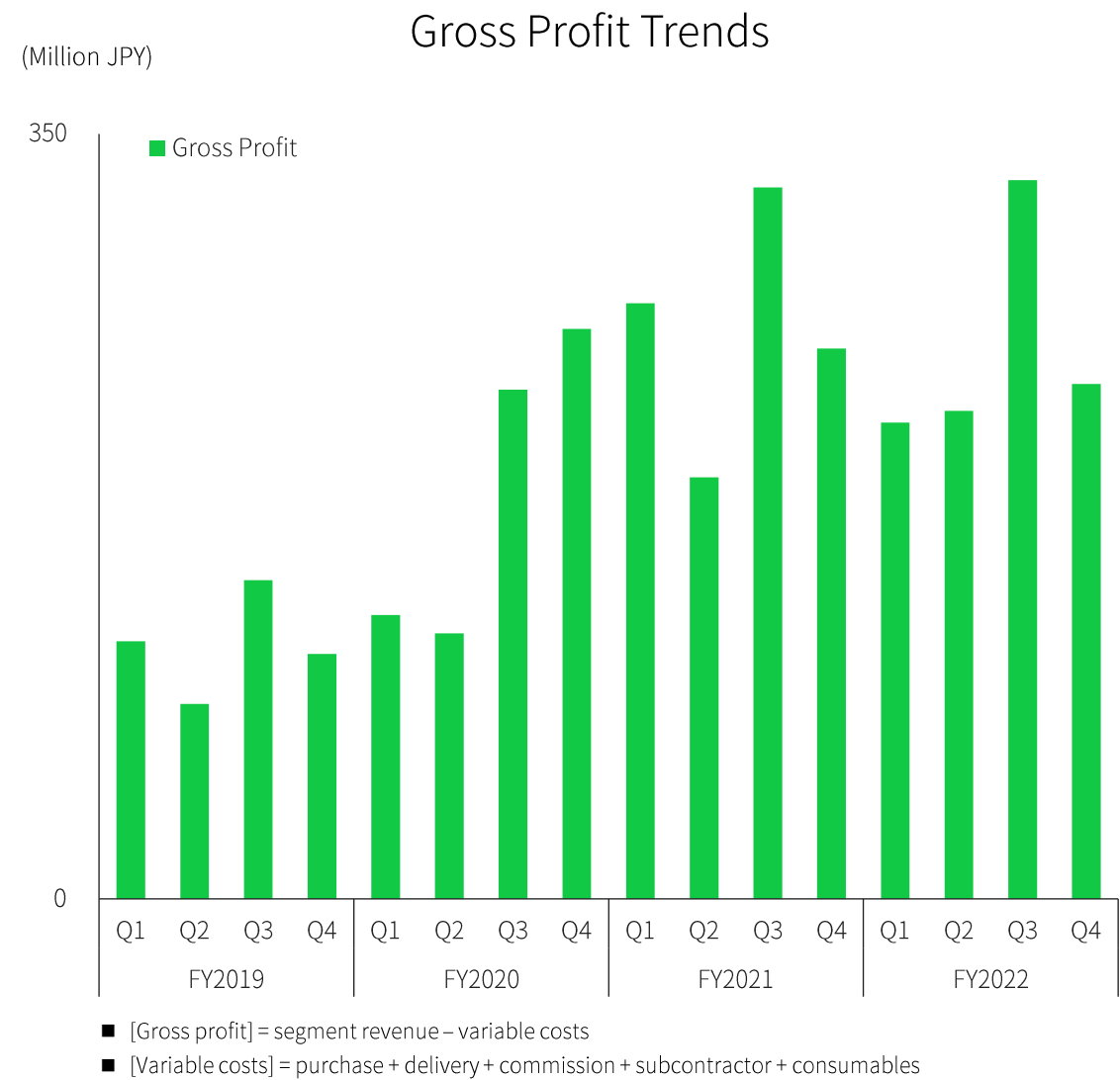
E-Commerce Business Performance Trends



- Revenue Remained Flat Y/Y Despite Challenging Sales along with Market Changes Including Cost Increases in Raw Materials and China’s Lockdown
- Profit Up Y/Y Despite Continuous Investment in the New Service “Obremo”

* Online bicycle store “cyma” of E-Commerce Business launched in December 2013. Peak business period is March – April

* Pet food brand “Obremo” of E-Commerce Business launched on August 30, 2021.



New Item “Tuna and Cod Food”

The total sales volume of “Obremo” reached over 500,000 meals since release, and a new item “Tuna and Cod Food” was released on July 19, 2022. The brand has been developing dog food using various kinds of meat, and now released one with fish as a protein source so that customers can choose better food for their dogs.



*Total Sales Volume from Aug 30, 2021, to Sep 2, 2022 (3 meals per day)

Appointed Saori Yoshida as the Brand Image Character

We appointed Saori Yoshida as “Obremo’s” brand image character. Ms. Yoshida empathizes with the brand concept of “For Healthy and Joyful Days that Deepen Family Ties” while seeing her dog happily eat “Obremo” food.



3. FY2023 Guidance

● FY2023 Consolidated Financial Forecasts

(Million JPY)

	FY2023			Ref. FY2022	
	Full-Year Forecast	Ratio	Y/Y	Full-Year Results	Ratio
Revenue	31,000	100.0%	97.2%	31,790	100.0%
Lifestyle Support	20,500	66.1%	96.6%	21,147	67.6%
Entertainment	6,000	19.4%	95.0%	6,316	20.7%
E-Commerce	4,500	14.5%	104.0%	4,326	11.7%
Operating Income	500	1.6%		-298	-0.7%
Lifestyle Support	1,200		74.5%	1,610	
Entertainment	470		—	-894	
E-Commerce	-220		—	-77	
Others	-950		—	-937	
Net Income	400	1.2%	—	-1,337	-4.2%

16.0 JPY Per Share for Stable Returns

With continuous and stable shareholder returns in mind, we aim to keep our dividend the same as FY2022.
We will disclose promptly if there is a change in return policy depending on changes in business performance.

	FY2021 Results	FY2022 Results	FY2023 Forecast
Date	July 31	July 31	July 31
Dividend Per Share	16.0 JPY	16.0 JPY	16.0 JPY

Overall

Improving Overall Profitability

- Realizing a Lean Management and Efficient Business Operation while Continuing to Invest
- Aiming to Improve Overall Profitability by Focusing on Operating Value-added Services at High-quality

Lifestyle Support

Enhancing Foundation to Increase Mid-term Profitability

- Carrying out Brand Building and Digital Transformation Investment to Increase Future Profitability in Existing Services
- Focusing on Increasing Revenue in New Services

Entertainment

Efficient Operation of Existing Games and Entering New Markets

- Reallocating Resources to Future Pipeline Development through Efficient Operation of Existing Games
- Utilizing Acquired Know-how, Endeavor into New Markets such as NFT with Crypto-Assets and Metaverse

EC

Expansion of Product Lineup

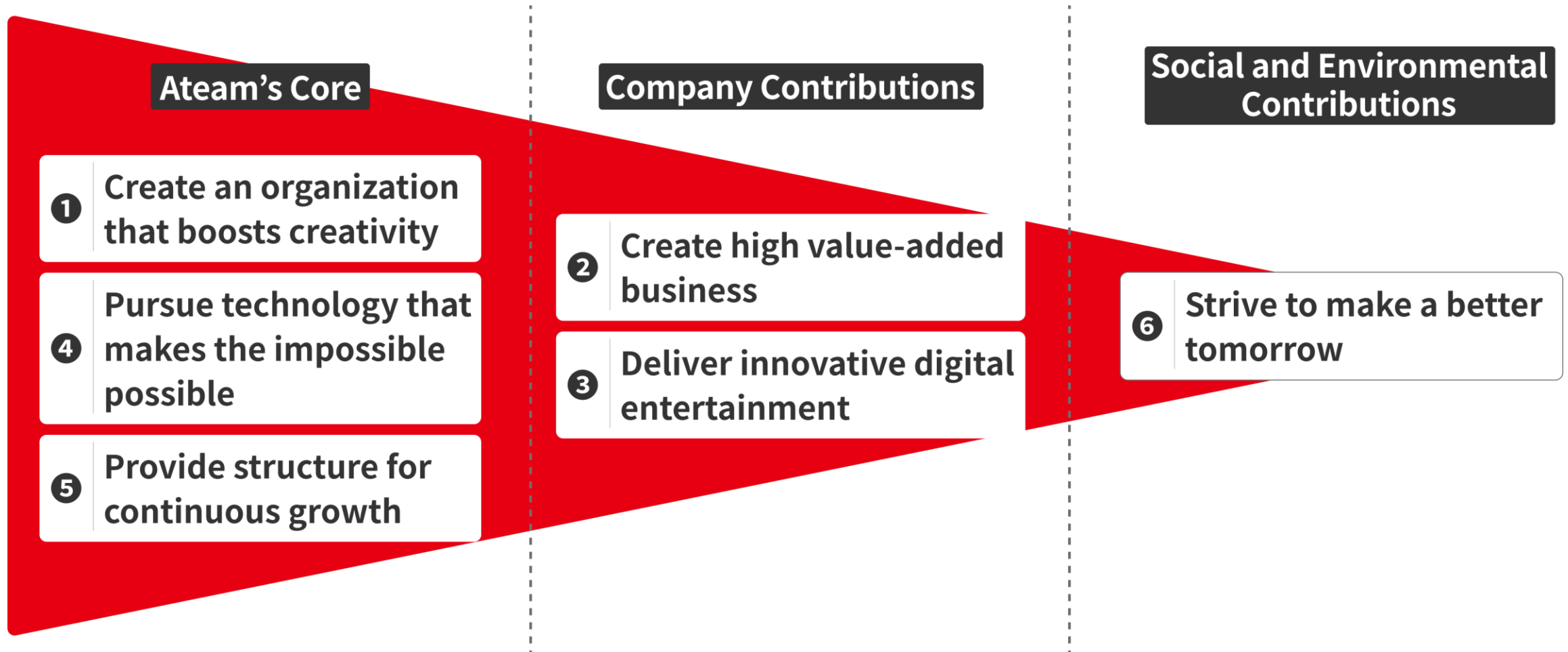
- Aiming for Continuous Stable Business Growth of “cyma”
- Aiming to Increase Customers through Expanding Product Lineup in New Service “Obremo”

5. Formulation of Corporate Purpose and Materiality

Formulation of “Ateam Purpose”

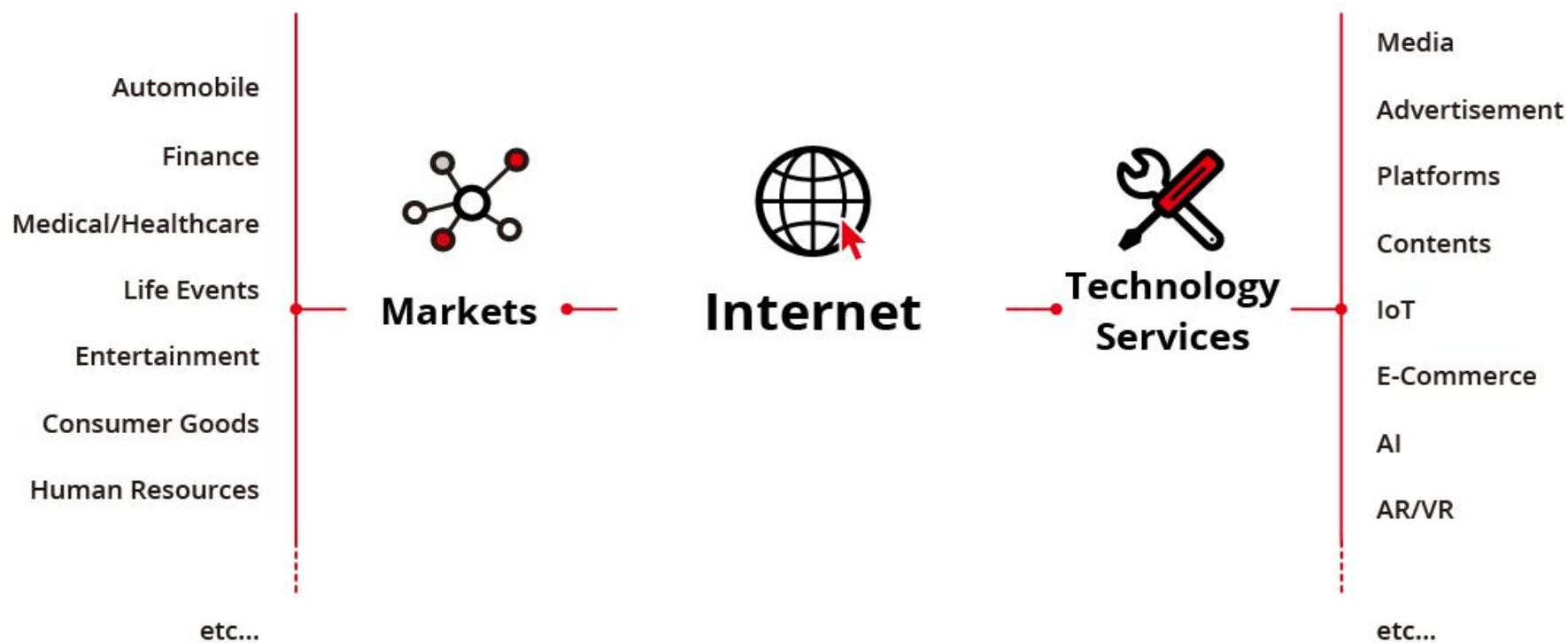
Combining Creativity and Tech
to Deliver More Convenience
and More Fun to All

Six Points of Materiality



APPENDIX: Company Overview

Ateam is an IT Company that Develops Business around the Internet



● Company Profile as of July 31, 2022

Company name	Ateam. Inc
Security code	3662:JP, TSE PRM
Incorporated on	February 29, 2000
Headquarters	Nagoya, Japan
President	Takao Hayashi
Industry	Information & Communication
Sector	Internet, Mobile Game
Account settled in	July
Group companies (Fully owned subsidiaries)	8 (includes 1 overseas subsidiary)
Number of employees	1,005 (excludes directors & part-time employees)
Shares per unit	100 shares

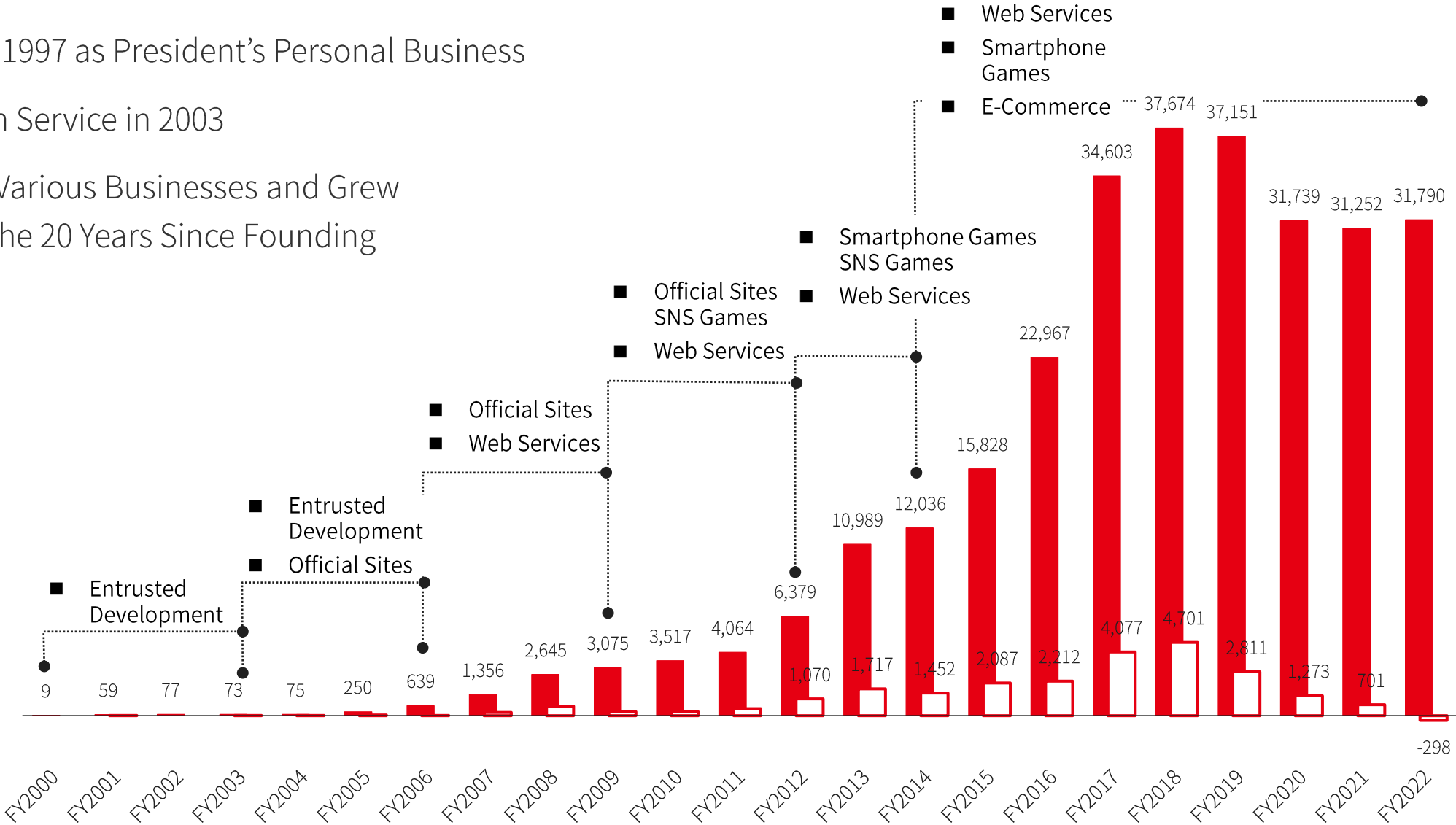


● Company History

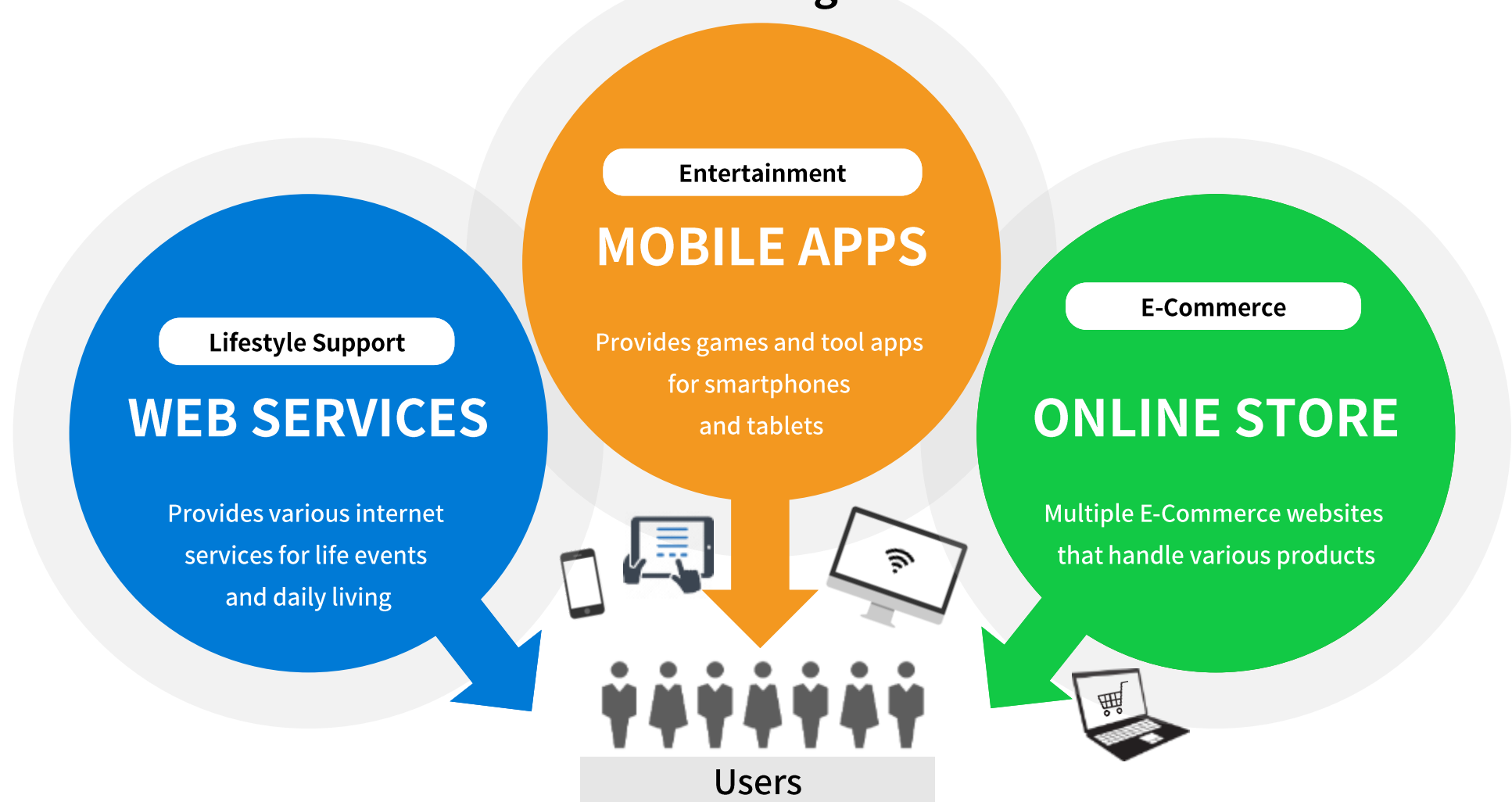
- Founded in 1997 as President’s Personal Business
- Started Own Service in 2003
- Developed Various Businesses and Grew Steadily in the 20 Years Since Founding

(Million JPY)

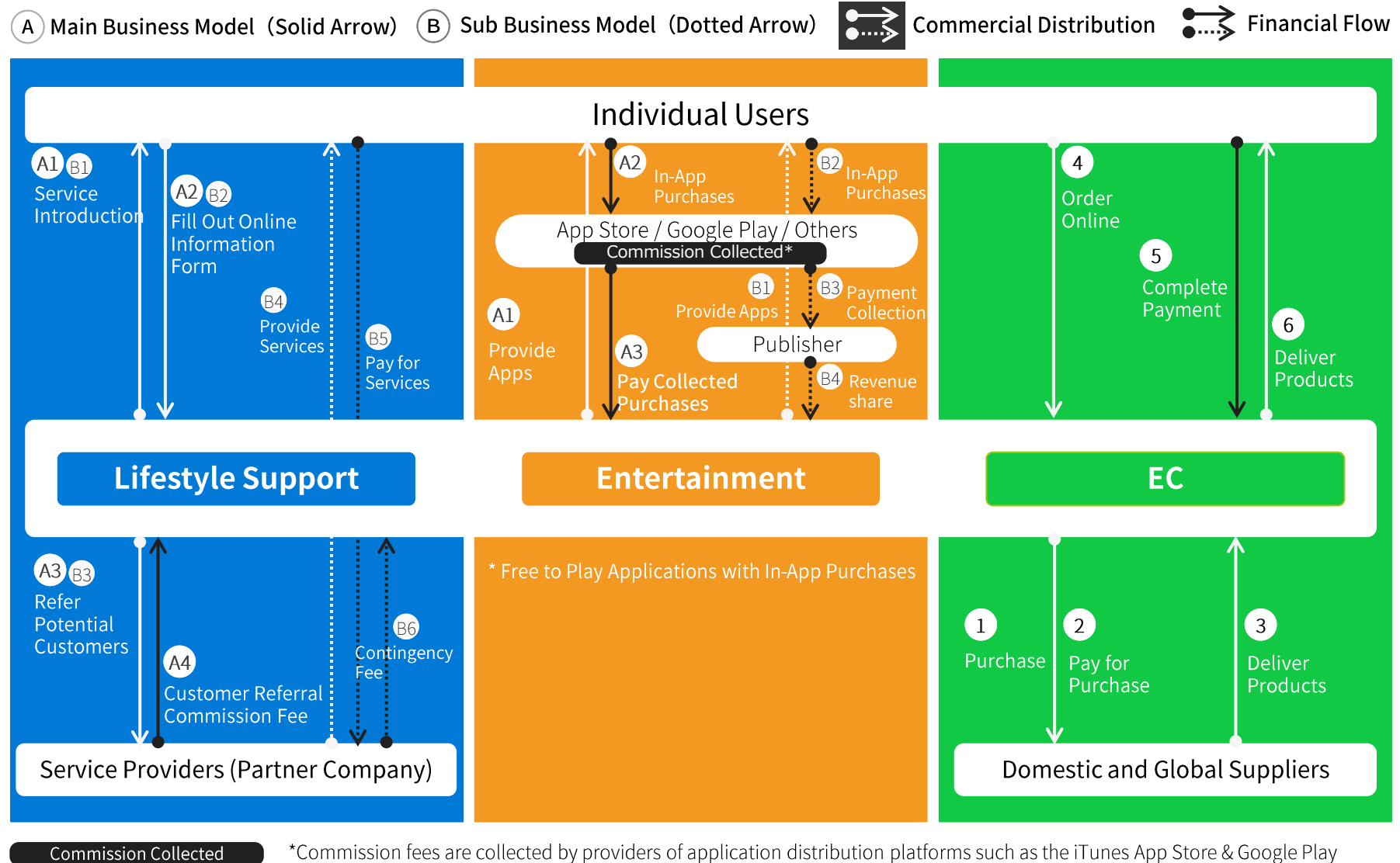
■ Segment revenue
□ Segment Profit



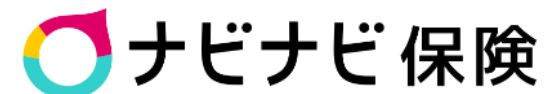
Ateam Provides Various Services Through the Internet and Smart Devices



● Business Models



Digital Marketing Support Businesses



Platform Businesses



Game Apps



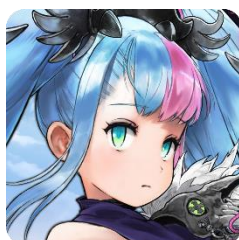
FINAL FANTASY VII THE
FIRST SOLDIER



Hatsune Miku –
Tap Wonder



Revue Starlight Re LIVE



Valkyrie Connect



Unison League



BASSA WARRIORS



Three Kingdoms Smash!



Derby Impact



War of Legions

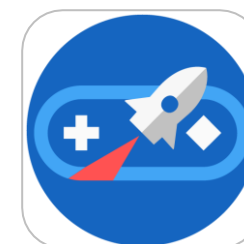


Dark Summoner

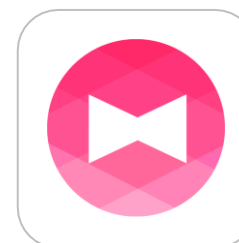
Tool Apps



Jam



Game Boost Master



[+]HOME



Sleep Alarm

Mission

Realize Mid- and Long-Term Vision While Expediting Increase in Corporate Value

M & A

- **Companies Expected to Increase Ateam's Competitiveness**

e.g. Lifestyle Support: companies or media that would increase our market share or synergize well with our existing businesses

Entertainment: media that can acquire more users globally

E-Commerce: e-commerce companies or businesses other than bicycles

- **Companies in Industries with High Barriers to Entry**

**Capital
Investment**

- **Companies in Business Industries That Have High Uncertainty But Have Large Future Potential**

- **Unlisted Companies That Develop Businesses which Can Expect Large Growth Utilizing Our Know-how**

Appendix: Sustainability (ESG)

Environment

Support for the TCFD Recommendations

Ateam declared its support for the recommendations of the Task Force on Climate-related Disclosures (Hereafter TCFD) established by the Financial Stability Board.

In line with the TCFD recommendations, we will proactively and properly disclose information including our management system to address risks and opportunities related to climate change that we identify. We will continue to make an effort to achieve sustainable growth by communicating with our stakeholders.

Society

“Qiita” Holds Classes to Support Programming Education

“Qiita”, the Largest* Engineer Community in Japan, regularly holds programming-related classes for elementary and junior high school students.

We will continue encouraging future engineers by offering an environment where children who aim to become engineers can learn and grow of their own volition.

* Based on a comparison of the company's number of registered members and UUs with the White Paper on IT Human Resources (2020 edition) as a market for online communities where engineers gather.

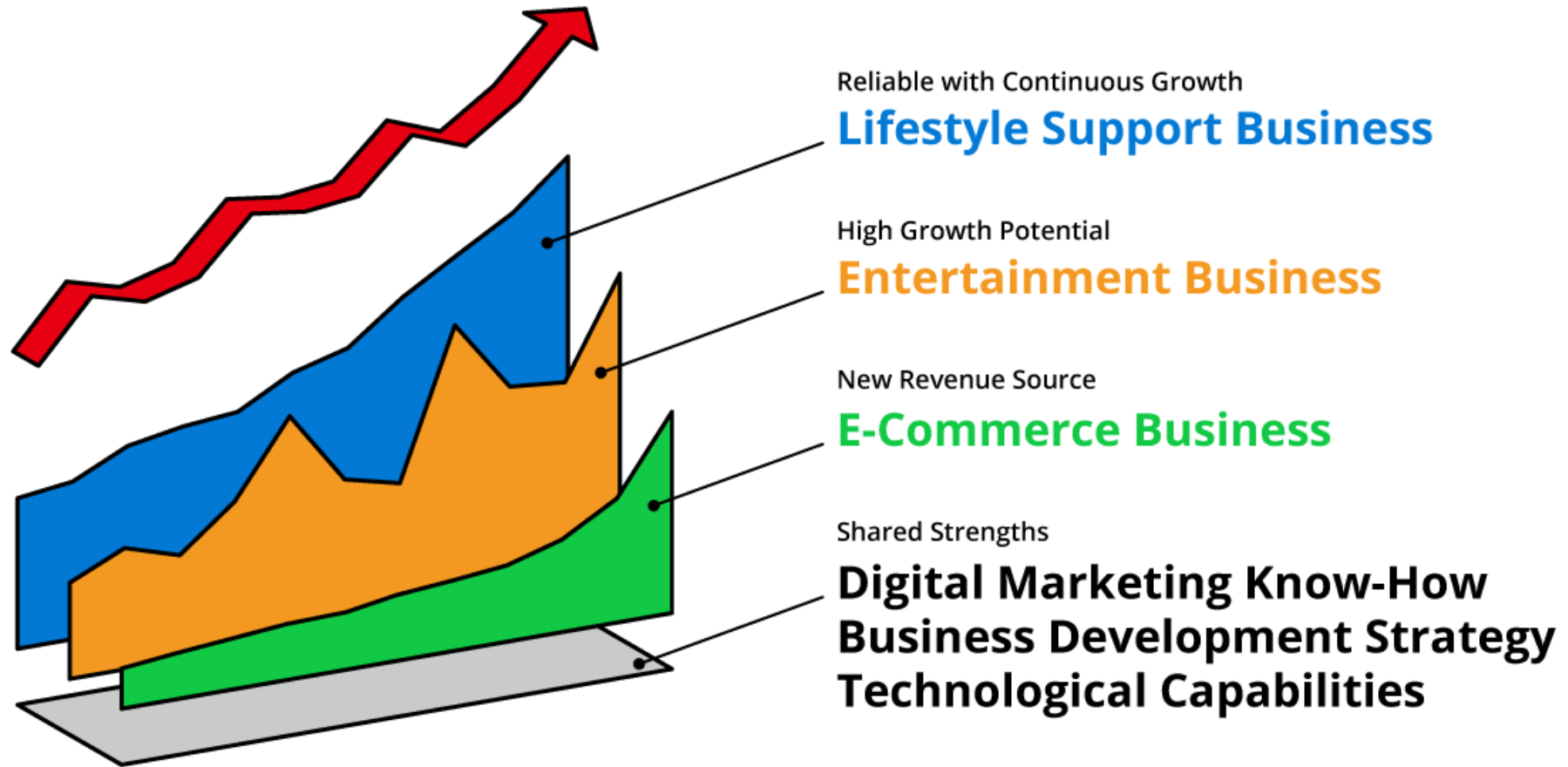


A class held on July 26, 2022

APPENDIX:

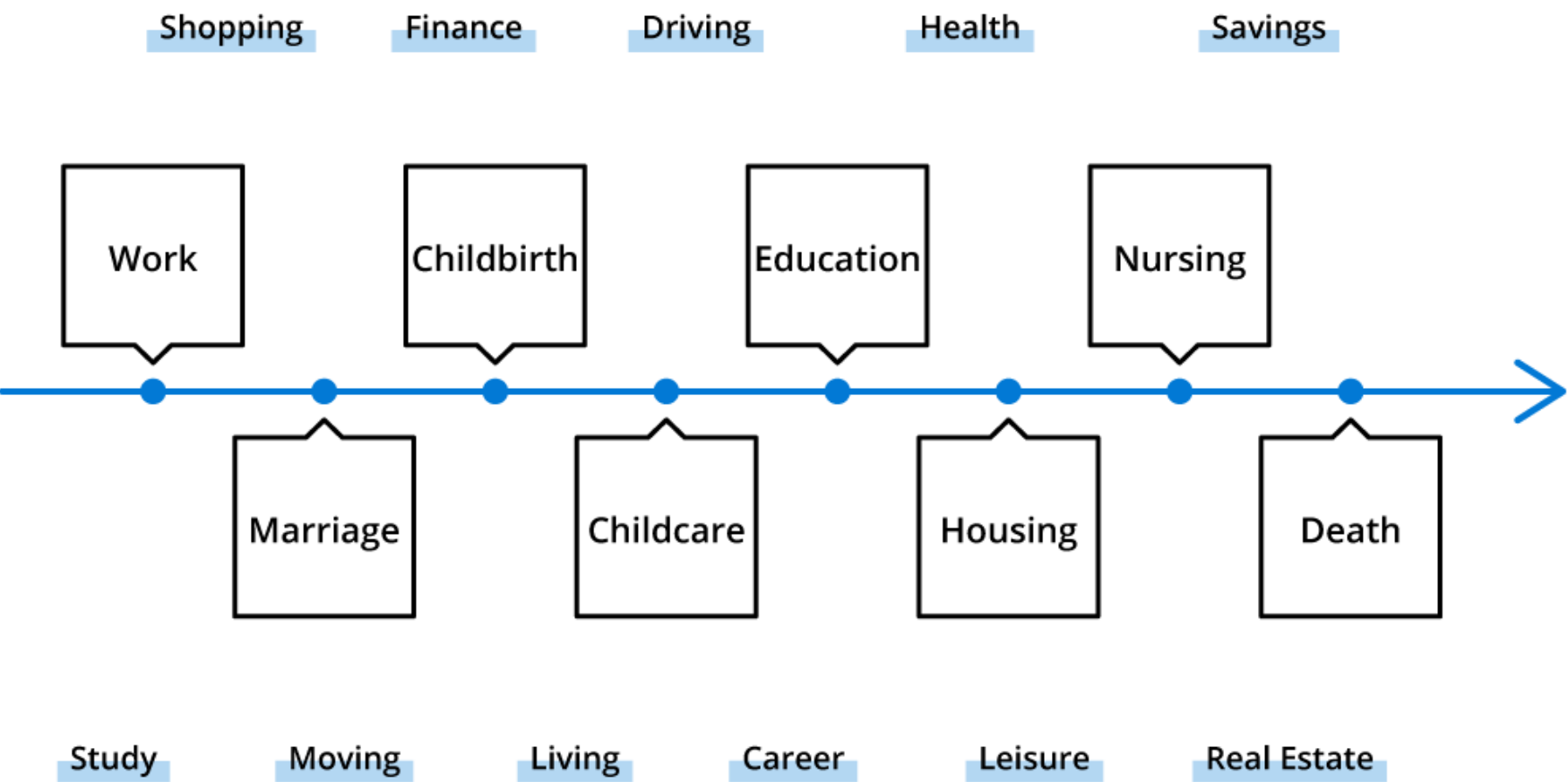
Medium- and Long-Term Policy

A Business Portfolio that Optimizes Operational Stability

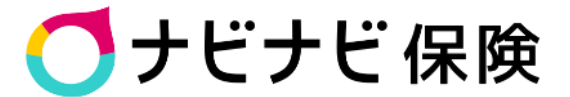
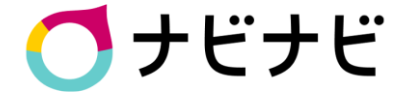


Lifestyle Support Business

Supporting Various Life Events Throughout One's Lifetime



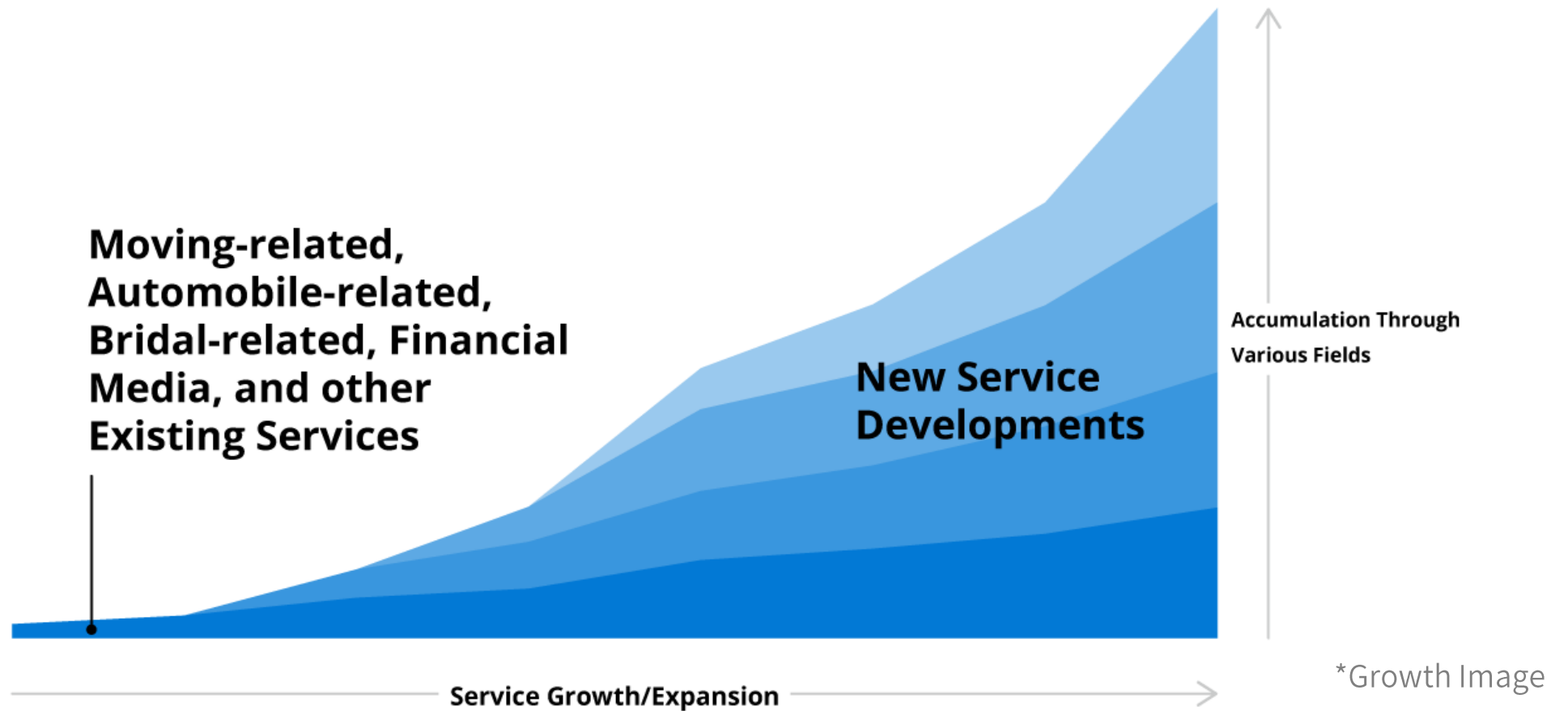
Digital Marketing Support Businesses



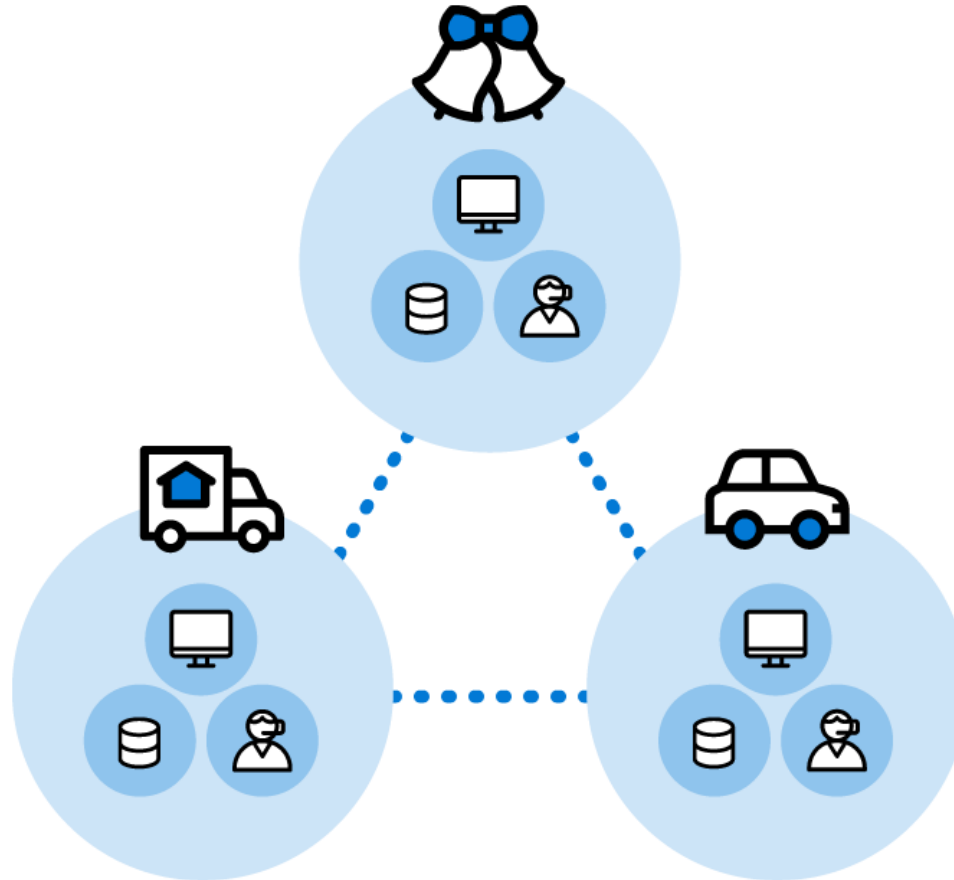
Platform Businesses



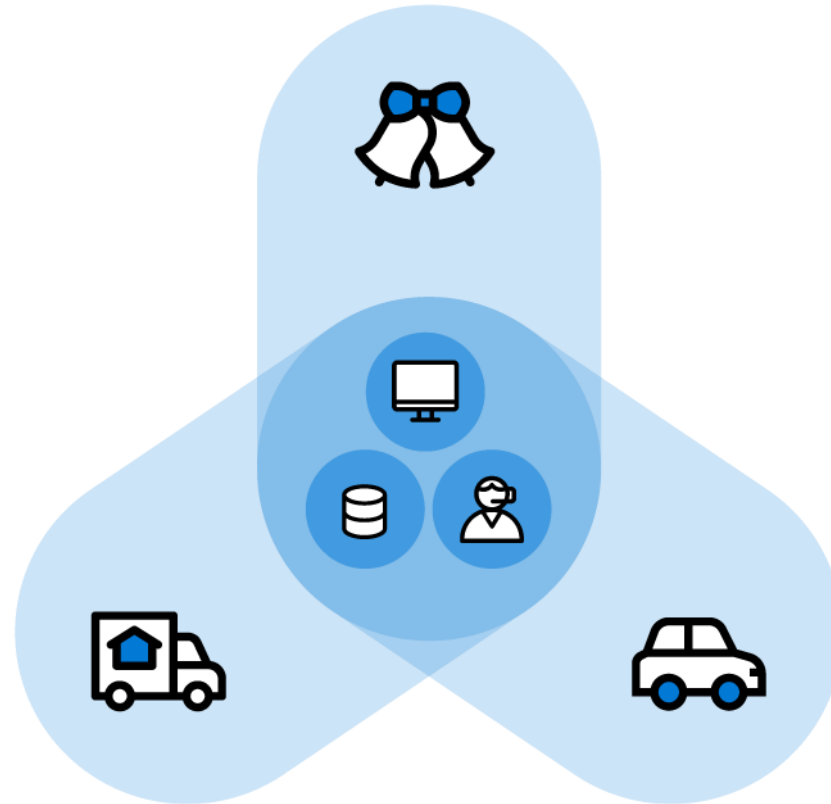
Aim for **Rapid Expansion** in Various Fields Centered on Digital Marketing Support
That Refers Prospective Customers to Affiliated Businesses Through Owned Media



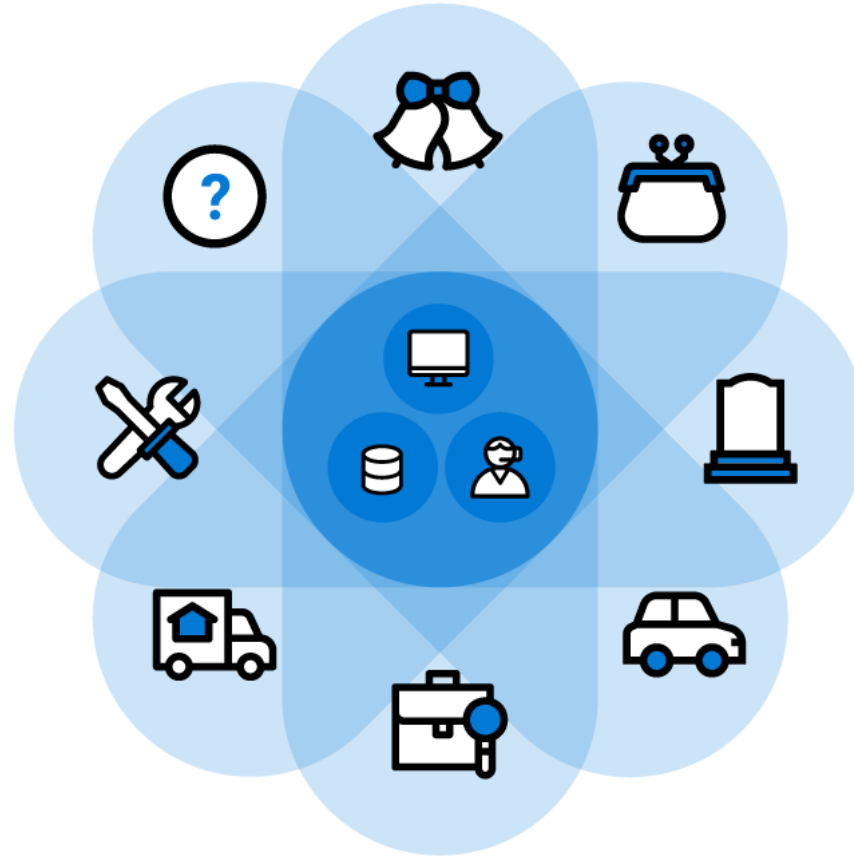
**Each Service Had its Own Independent Provision System,
Thus, Making it Difficult to Cross-Reference Between Services**



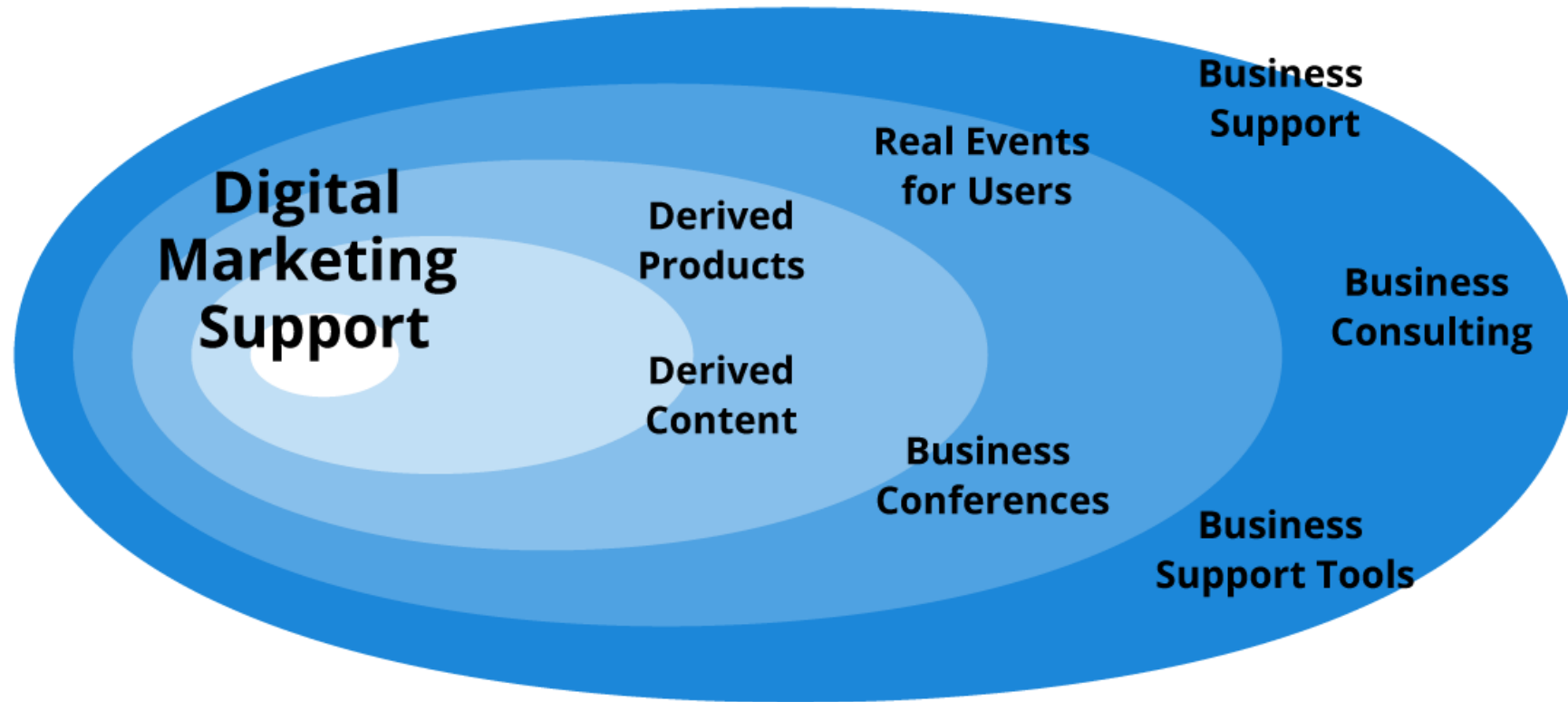
By Building a Common Platform Across Services,
We Will Provide the Services that a User Needs at the Right Time and
Improve LTV (Life Time Value)



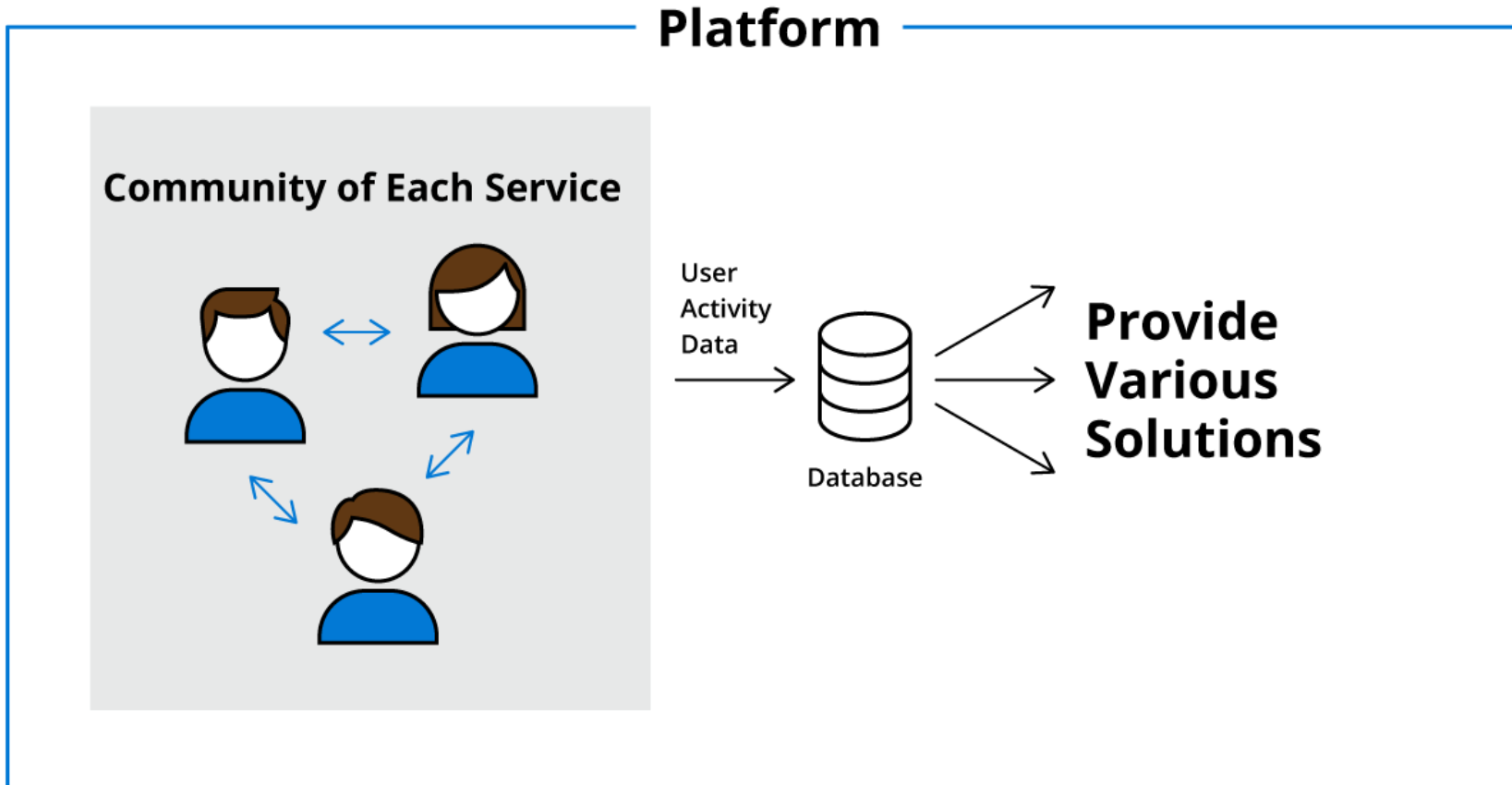
**By Building/Growing a Common Foundation that Supports Each Service,
We Will Increase the Value Provided by the Service and
Use it to Our Advantage When Entering New Fields**



Going Beyond Digital Marketing Support, Aim to Provide Both Users and Partner Companies with Various Peripheral Services to Promote Industry Development

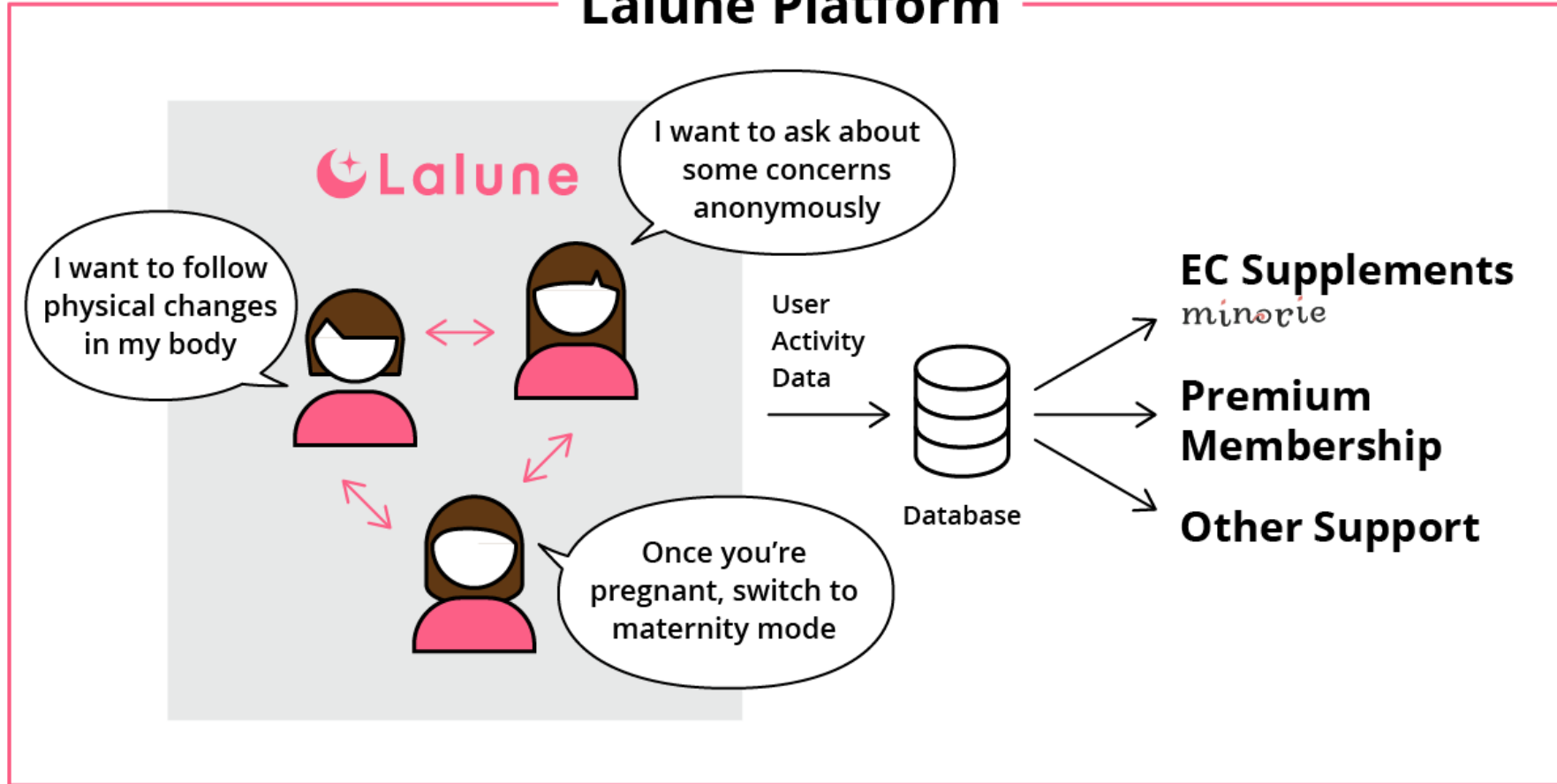


Providing a “Hub” Where User Data is Gathered and Utilized to Further Enhance Business Value in Addition to Building Market Advantage



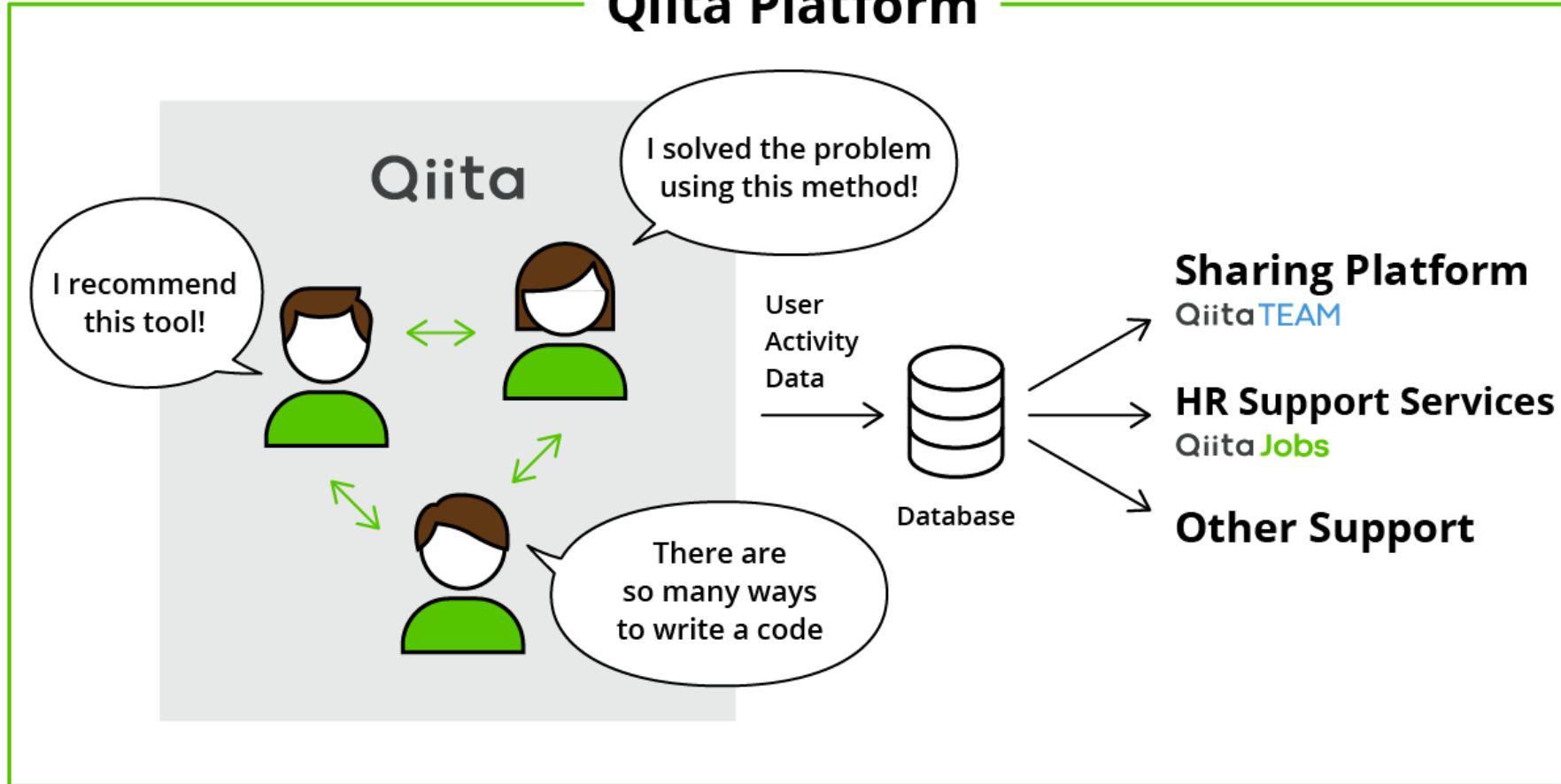
Lalune Women's Healthcare Service

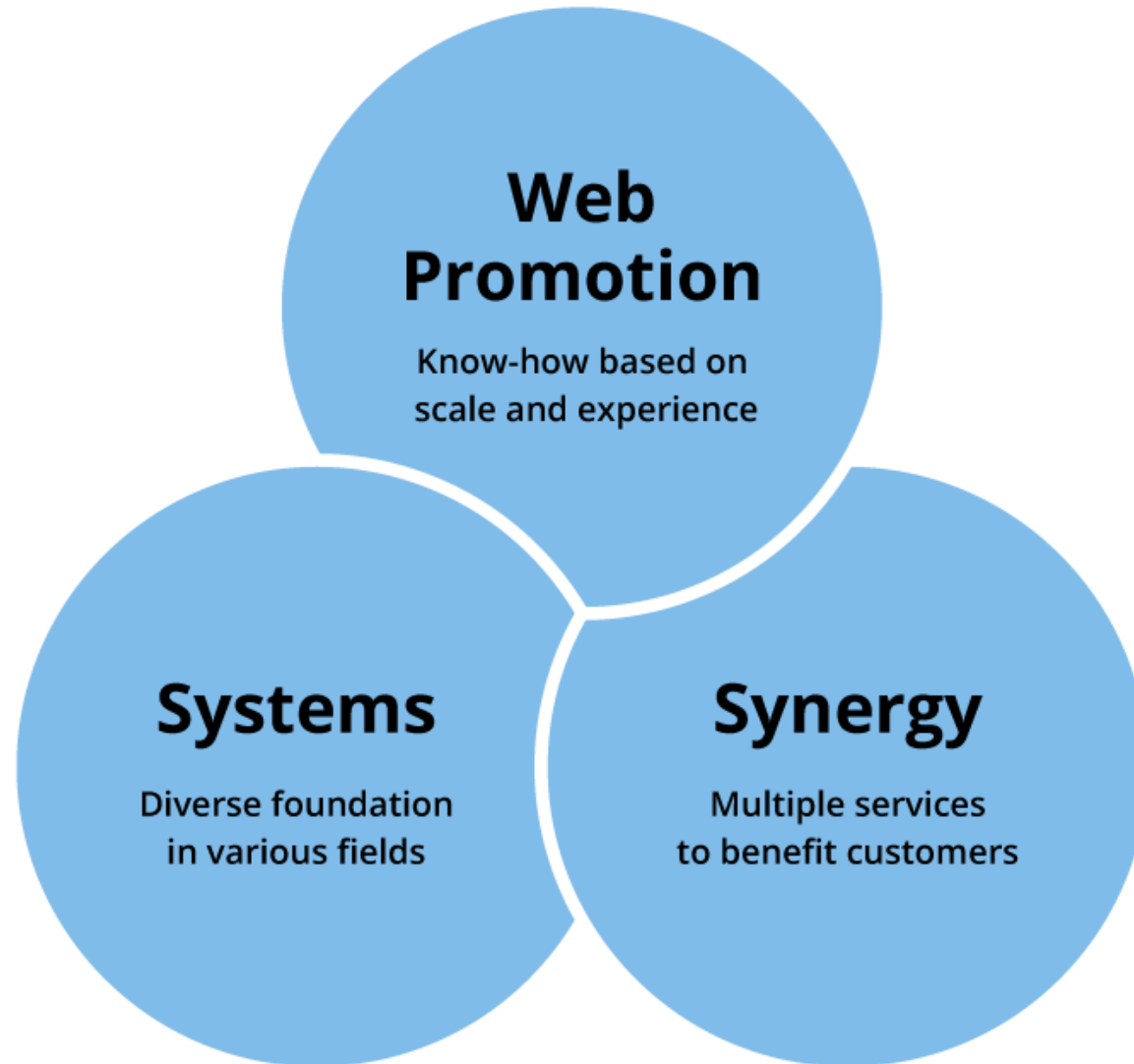
Lalune Platform



Qiita Engineering Service

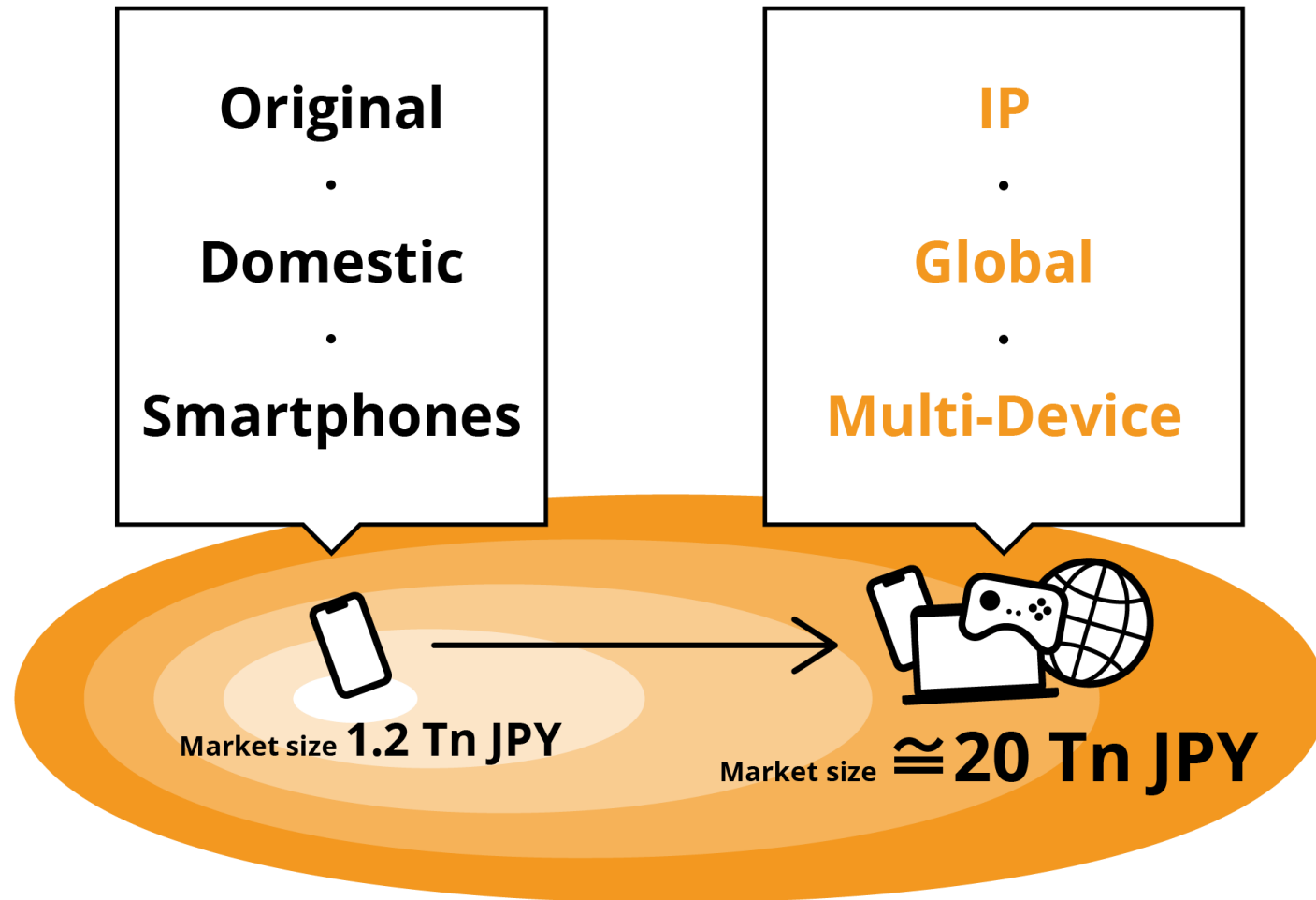
Qiita Platform

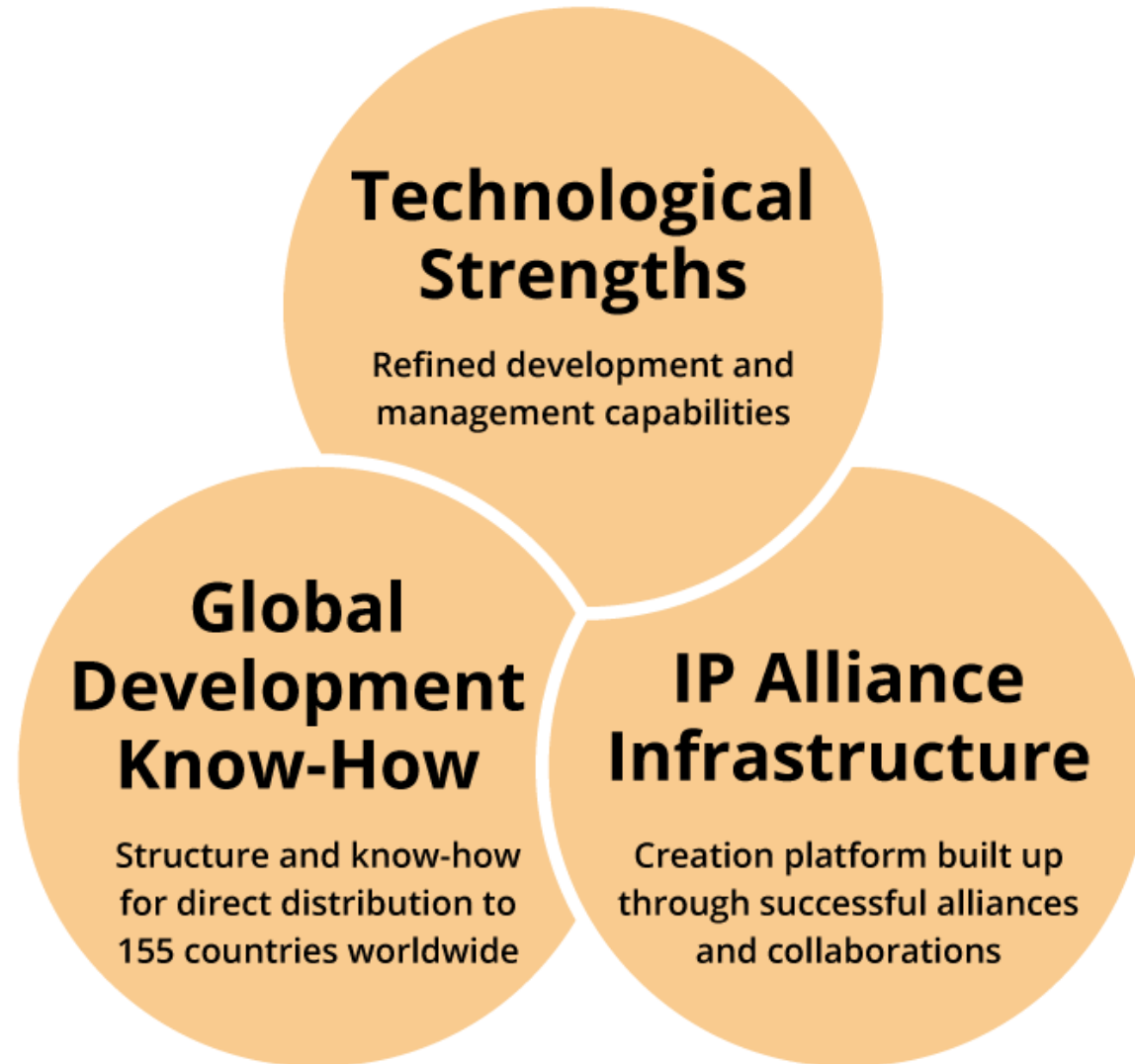




Entertainment Business

Jumping onto the Next Stage with IPs, a Global Focus, and Multi-Device Support!





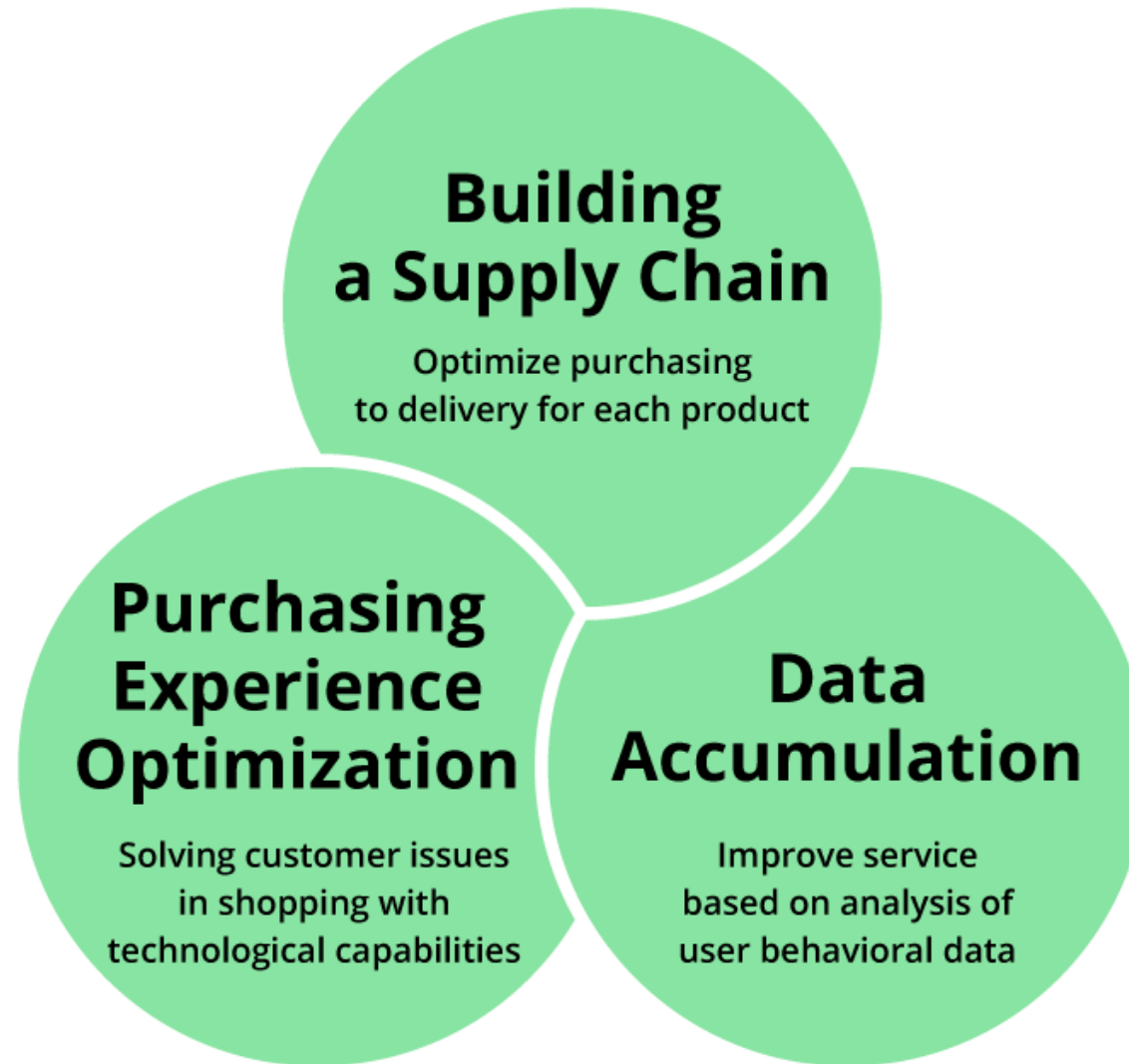
E-Commerce Business

To Provide the Most Affordable Purchasing Experience that Goes Beyond Physical Stores



Identify and Enter Products that Seem to Have a Lot of Room for Improvement in the Purchasing Experience





APPENDIX:

Supplementary Financial Data

(Million JPY)

	FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue	8,148	7,866	8,385	7,339	7,493	7,377	8,637	7,742	7,334	7,647	8,559	8,249
Q/Q (%)	-10.7	-3.5	+6.6	-12.5	+2.1	-1.5	+17.1	-10.4	-5.3	4.3	11.9	-3.6
Lifestyle Support	5,521	5,148	5,466	3,956	4,744	4,841	5,752	5,045	5,021	4,859	5,693	5,573
Entertainment	1,989	2,112	1,943	2,405	1,785	1,932	1,787	1,766	1,479	1,821	1,307	1,707
E-Commerce	637	606	976	976	963	603	1,097	930	833	965	1,558	968
Cost of revenues	1,808	1,787	2,038	2,020	1,855	1,832	2,194	2,310	2,076	2,058	2,378	1,950
Cost rate (%)	22.2	22.7	24.3	27.5	24.8	24.8	25.4	29.8	28.3	26.9	27.7	23.6
Selling, G&A expenses	6,190	5,886	5,638	5,095	5,259	5,702	6,083	5,311	5,510	6,480	6,011	5,623
Selling, G&A expenses ratio (%)	76.0	74.8	67.2	69.4	70.2	77.3	70.4	68.6	75.1	84.7	70.2	68.1
Total cost and G&A expenses	7,998	7,673	7,676	7,116	7,114	7,535	8,278	7,622	7,587	8,538	8,390	7,573
Labor costs & recruitment expenses	1,581	1,560	1,549	1,583	1,548	1,582	1,585	1,556	1,590	1,557	1,519	1,282
Promotional expenses	3,601	3,229	3,133	2,480	2,843	3,153	3,521	2,861	3,057	3,980	3,602	3,357
Promotional expenses ratio (%)	44.2	41.1	37.4	33.8	37.9	42.7	40.8	37.0	41.7	52.1	42.0	40.7
Lifestyle Support	3,337	2,987	2,934	2,135	2,637	2,961	3,255	2,570	2,823	3,011	3,386	3,095
Entertainment	179	173	125	228	128	126	111	127	131	874	81	132
E-Commerce	46	53	50	102	60	48	132	146	85	78	117	113
Commissions, etc.	1,054	1,099	1,149	1,359	1,114	1,329	1,358	1,378	1,264	1,100	1,088	1,266
Subcontractor expenses, server fees	553	539	519	502	457	464	502	633	576	552	463	436
Office rental fees, utility expenses	287	286	282	285	299	298	270	260	266	260	243	241
Other expenses	920	958	1,042	905	851	705	1,039	931	832	1,087	1,472	988
Operating income	149	192	708	222	378	-157	359	120	-252	-891	180	664
Q/Q (%)	-76.4	28.5	268.2	-68.6	70.3	-141.6	—	-66.5	-309.4	—	—	268.3
Lifestyle Support	471	481	830	113	446	64	502	437	192	118	551	748
Entertainment	43	196	169	365	93	120	108	46	-160	-736	-162	165
E-Commerce	-50	-53	52	8	74	6	52	-48	-34	-18	19	-42
Others	-315	-417	-343	-265	-235	-349	-302	-315	-249	-253	-228	-206
Operating income margin (%)	1.8	2.4	8.5	3.0	5.1	—	4.2	1.6	—	—	2.1	8.0
Ordinary income	144	206	682	215	393	-30	370	183	-242	-893	201	715
Net income	75	50	-511	-135	258	483	239	-103	-145	-584	-104	-502
Number of employees	1,113	1,123	1,193	1,165	1,162	1,182	1,197	1,155	1,129	1,171	1,092	1,005
Lifestyle Support	592	614	663	635	624	647	649	612	590	636	591	519
Entertainment	369	359	380	382	378	375	378	374	371	364	346	348
E-Commerce	56	57	59	55	58	59	63	60	58	55	55	53
Others	96	93	91	93	102	101	107	109	110	116	100	85

(Million JPY)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Revenue	22,967	34,603	37,674	37,151	31,739	31,252	31,790
Y/Y (%)	+45.1	+50.7	+8.9	-1.4	-14.6	-1.5	+1.7
Lifestyle Support	9,193	13,342	18,955	22,525	20,093	20,384	21,147
Entertainment	12,559	19,259	16,168	12,577	8,450	7,272	6,316
E-Commerce	1,214	2,001	2,550	2,048	3,196	3,595	4,326
Cost of revenues	3,615	5,669	6,960	7,518	7,654	8,193	8,463
Cost rate (%)	15.7	16.4	18.5	20.2	24.1	26.2	26.6
Selling, G&A expenses	17,139	24,855	26,012	26,820	22,811	22,357	23,625
Selling, G&A expenses ratio (%)	74.6	71.8	69.0	72.2	71.9	71.5	74.3
Total cost and G&A expenses	20,755	30,525	32,973	34,337	30,465	30,550	32,089
Labor costs & recruitment expenses	3,250	3,807	4,754	6,032	6,274	6,273	5,949
Promotional expenses	9,335	14,018	14,805	15,048	12,444	12,380	13,998
Promotional expenses ratio (%)	40.6	40.5	39.3	40.5	39.2	39.6	44.0
Lifestyle Support	5,109	7,547	10,385	12,251	11,394	11,425	12,316
Entertainment	3,748	5,895	3,785	2,355	706	494	1,219
E-Commerce	221	335	330	200	253	388	394
Commissions, etc.	4,592	7,318	6,117	5,387	4,662	5,180	4,719
Subcontractor expenses, server fees	1,035	1,198	2,277	2,574	2,114	2,058	2,029
Office rental fees, utility expenses	728	879	1,080	1,179	1,142	1,129	1,011
Other expenses	3,340	3,303	3,937	4,115	3,826	3,081	4,380
Operating income	2,212	4,077	4,701	2,811	1,273	701	-298
Y/Y (%)	+6.0	+84.3	+15.3	-40.2	-54.7	-44.9	—
Lifestyle Support	1,637	1,929	3,076	3,137	1,896	1,450	1,610
Entertainment	2,297	3,820	3,587	1,532	776	369	-894
E-Commerce	-172	-178	-211	-210	-43	84	-77
Others	-1,549	-1,493	-1,751	-1,648	-1,341	-1,203	-937
Operating income margin	9.6	11.8	12.5	7.6	4.0	2.2	—
Ordinary income	2,094	4,118	4,730	2,809	1,249	895	-219
Pre-tax income	1,858	3,854	4,732	2,354	0	1,511	-734
Net income	1,292	2,579	3,306	1,473	-519	877	-1,337
Number of employees	583	722	955	1,115	1,165	1,155	1,069
Lifestyle Support	253	344	489	580	635	612	561
Entertainment	241	264	313	378	382	374	352
E-Commerce	30	46	62	56	55	60	55
Others	59	68	91	101	93	109	101

(Million JPY)

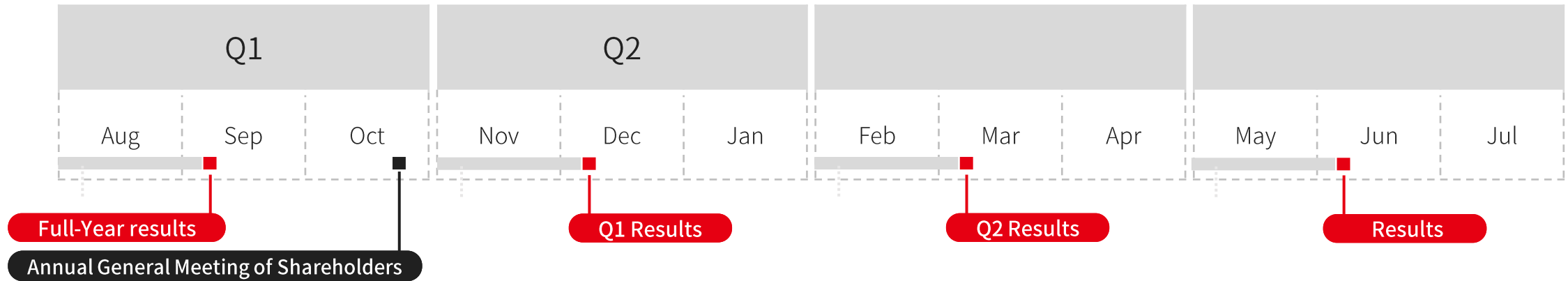
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Assets*							
Current Assets	6,827	9,613	11,488	11,543	11,130	10,383	10,471
Cash and cash equivalents	3,505	5,004	5,984	6,713	6,480	6,035	5,223
Non-current assets*	2,759	3,527	5,214	5,729	4,932	5,368	4,290
Tangible assets	1,321	1,666	1,684	1,711	1,384	1,195	844
Intangible assets	622	507	2,070	1,522	477	792	391
Investments and other assets*	815	1,353	1,459	2,495	3,070	3,380	3,055
Total assets	9,586	13,140	16,702	17,273	16,063	15,751	14,762
Liabilities							
Current liabilities	4,127	5,202	4,464	4,031	3,847	3,640	4,205
Non-current liabilities	387	481	583	730	493	527	674
Total liabilities	4,514	5,683	5,047	4,761	4,340	4,168	4,880
Interest-bearing liabilities	1,166	632	186	—	—	—	—
Net assets							
Shareholder's equity	4,971	7,361	11,566	12,452	11,663	11,232	9,088
Treasury stock	-1,222	-1,177	-481	-438	-397	-1,394	-1,896
Stock option	100	96	85	85	82	82	—
Total net assets	5,072	7,456	11,655	12,511	11,722	11,582	9,882
Total liabilities and net assets	9,586	13,140	16,702	17,273	16,063	15,751	14,762

* From FY2019, applied "Partial Amendments to the Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, Feb 16, 2018) causing category change from "Deferred Tax Assets" to "Investments and Other Assets". Above values are based on new standards causing differences from previous published materials

● Others (FY2016 - FY2022)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Number of shares issued (year-end)	19,450,000	19,469,800	19,738,200	19,756,200	19,783,200	19,789,200	19,789,200
Treasury stock (shares)	302,562	302,562	35,562	35,562	35,588	663,388	1,127,988
Average number of shares during the FY	18,846,317	18,904,872	19,401,921	19,510,259	19,551,565	19,477,509	18,651,778
EPS (JPY)	68.58	136.45	170.40	75.52	-26.59	45.07	-71.68
EPS Y/Y (%)	-2.8	99.0	24.9	-55.7	-135.2	—	—
ROA (Ordinary income on total assets, %)	24.3	36.2	31.7	16.5	7.5	5.6	-1.4
Net assets per share (JPY)	263.4	389.0	593.7	636.32	594.54	605.98	533.23
Dividend per share (JPY)	12.50	27.00	32.50	16.00	16.00	16.00	16.00
Interim dividend (JPY)	5.00	5.00	0.00	0.00	0.00	0.00	0.00
Total dividend amount (JPY)	239	517	640	315	315	306	298
Payout ratio (%)	18.2	19.8	19.1	21.2	—	35.5	—
Shareholder's equity ratio (%)	51.9	56.0	69.2	72.1	72.6	71.3	61.6
Equity ratio (%)	51.9	56.0	69.3	71.9	72.5	73.0	66.9
ROE (%)	29.1	41.8	34.9	12.3	-4.3	7.6	-13.1
ROIC (=①÷②, %)	25.1	34.1	27.9	14.1	7.6	4.3	-2.2
① Net operating income after taxes	1,539	2,729	3,284	1,759	884	486	-207
② Invested capital (=③+④)	6,137	7,993	11,755	12,452	11,663	11,232	9,088
③ Shareholder's equity	4,971	7,361	11,566	12,452	11,663	11,232	9,088
④ Short-term loans payable	1,166	632	186	—	—	—	—

Yearly Schedule



Corporate Information

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* For the purpose of preventing the spread of COVID-19 infections, we are currently working from home, thus will only be able to respond via mail

- Corporate Website Shareholder/Investor Information: <https://www.a-tm.co.jp/en/ir/>
- Shared Research Report: <https://sharedresearch.jp/en/3662>
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