



June 10, 2022

FY2022 Q3 Business Report

Ateam Inc. (Security code: 3662)

1. FY2022 Q3 Financial Results

2. FY2022 Q3 Business Details

3. FY2022 Guidance

APPENDIX: Company Overview

APPENDIX: Sustainability

APPENDIX: Medium- and Long- Term Policy

APPENDIX: Supplementary Financial Data

1. FY2022 Q3 Financial Results

Overall Revenue and Income Up Q/Q as Businesses in Busy Season Trended Well

Overall

Revenue

8,559 million JPY

(Y/Y 99.0%, Q/Q 111.9%)

Operating Income

180 million JPY

(Y/Y 50.1%, Q/Q - %)

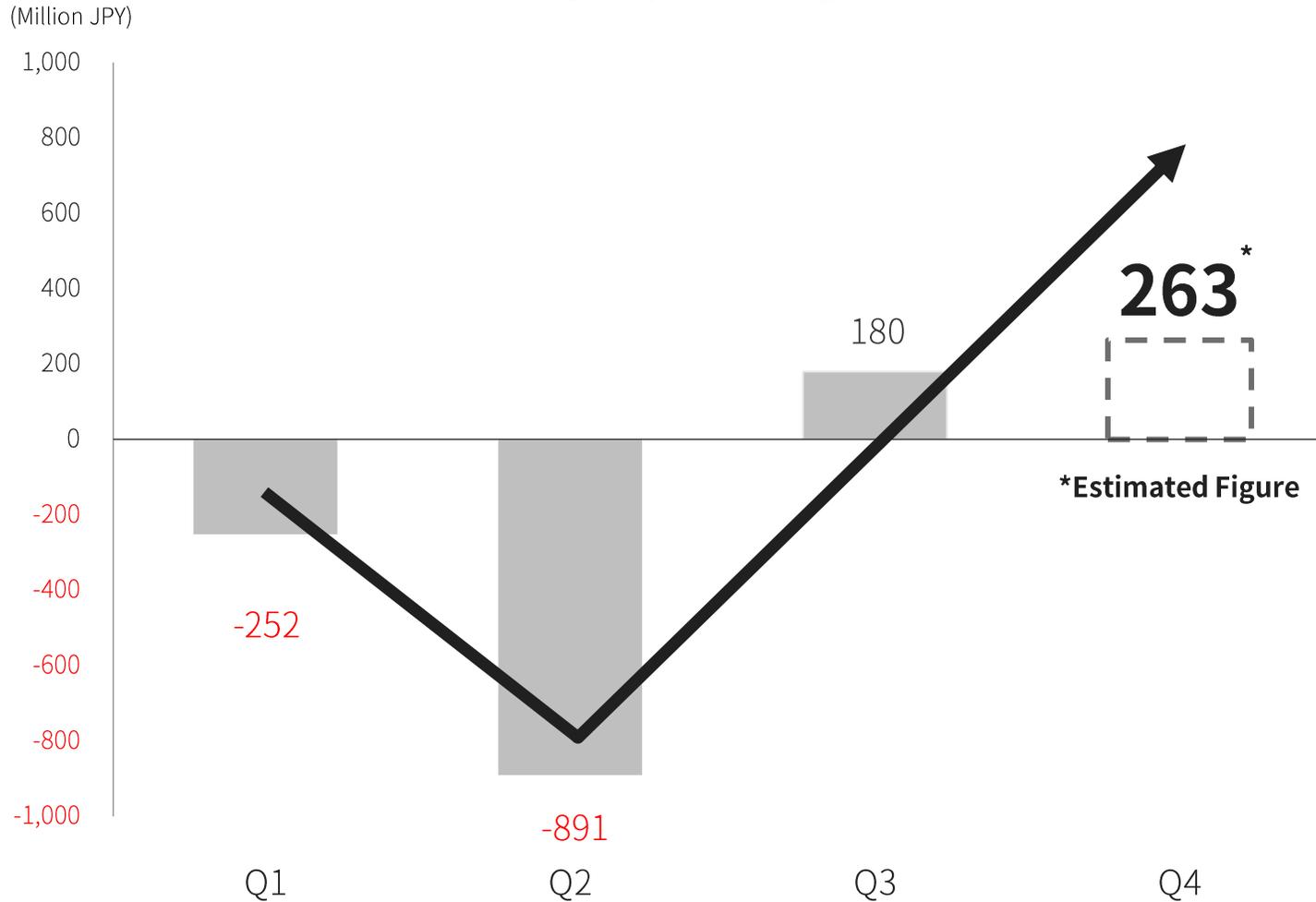
Net Income

-104 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 third quarter of the fiscal year ending July 31, 2022, is the number of which this Accounting Standards etc. has been applied.

FY2022 Quarterly Operating Income Trends

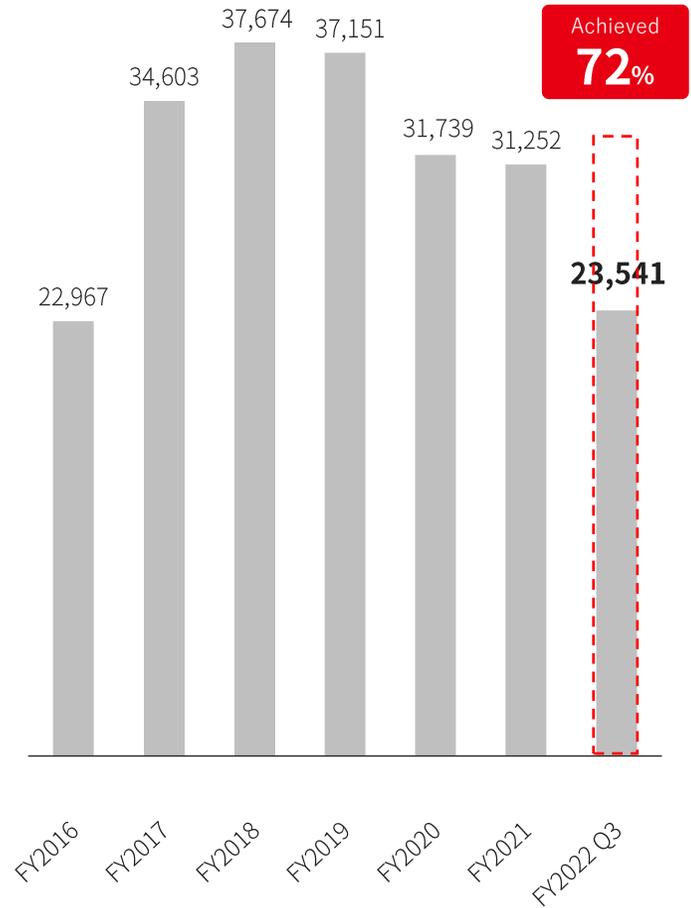


- Full Year Operating Income is Currently Progressing in-line with Forecast of -700 million JPY
- Earnings Recovery is Expected in the 2nd Half of the Fiscal Year: Operating Income in Q4 will be higher than in Q3

● Consolidated Earnings Forecast Achievement Percentages

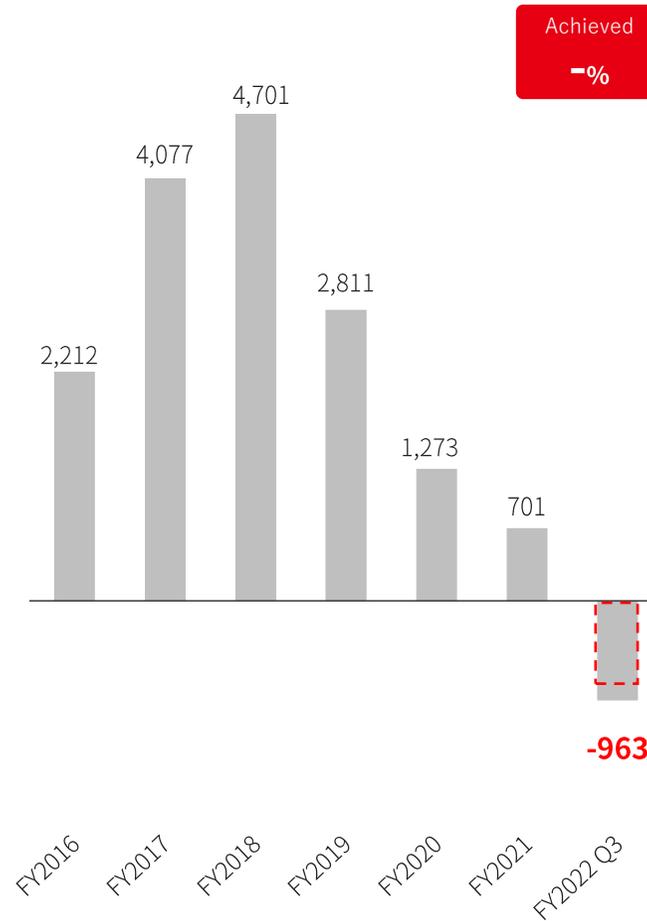
Revenue

(Million JPY)



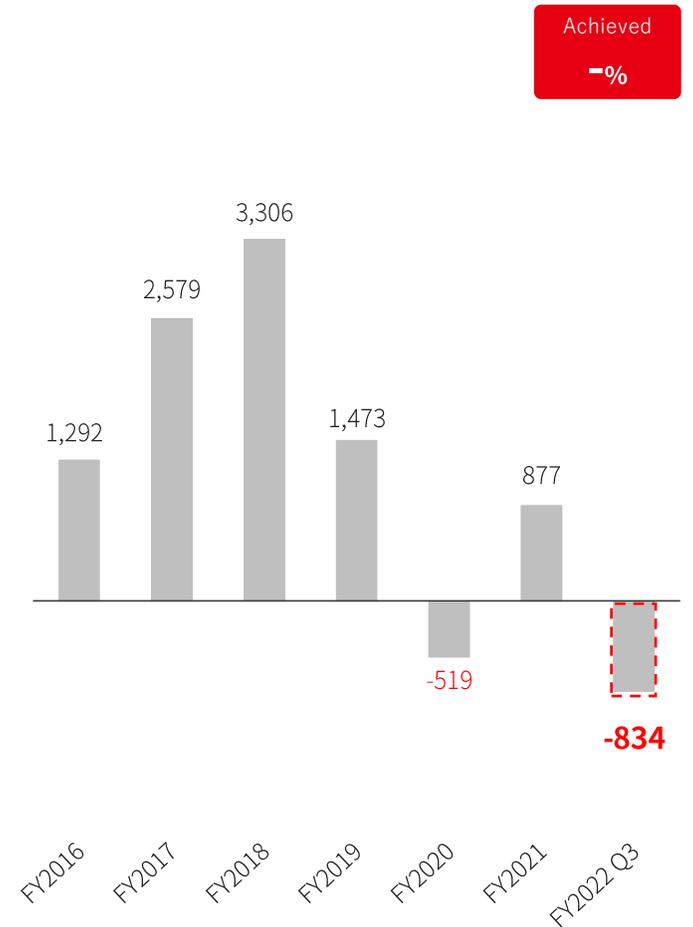
Operating Income

(Million JPY)



Net Income

(Million JPY)



Lifestyle Support

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

Profit Up Due to Car Services and Moving Services Trending Well

Revenue	:	5,693 million JPY	(Y / Y 98.9 % ,	Q / Q 117.1 %)
Profit	:	551 million JPY	(Y / Y 109.7 % ,	Q / Q 465.4 %)

Entertainment

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

Despite Lower Initial Investment Such as Ads Cost, Revenue Down in Both New and Existing Titles

Revenue	:	1,307 million JPY	(Y / Y 73.1 % ,	Q / Q 71.7 %)
Profit	:	-162 million JPY	(Y / Y - % ,	Q / Q - %)

EC

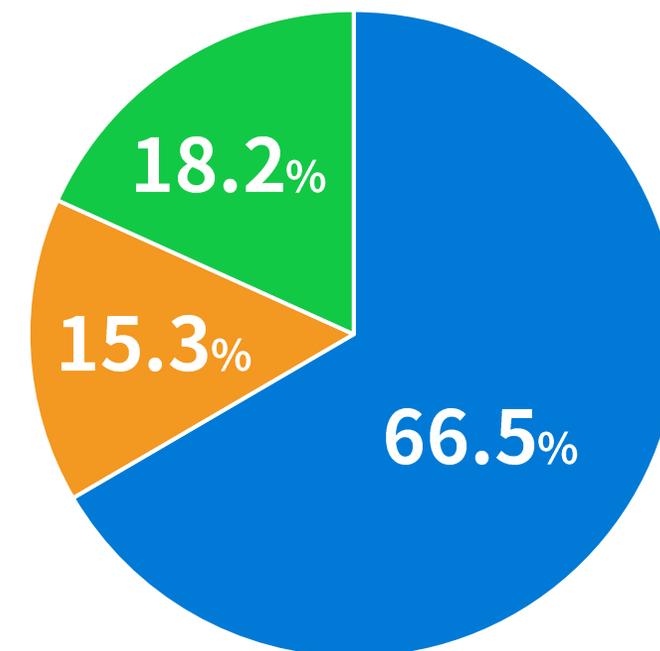
Revenue Up Profit Down Y/Y, Both Up Q/Q

Significant Revenue Growth Due to Sales Volume Up at Online Malls in Busy Season

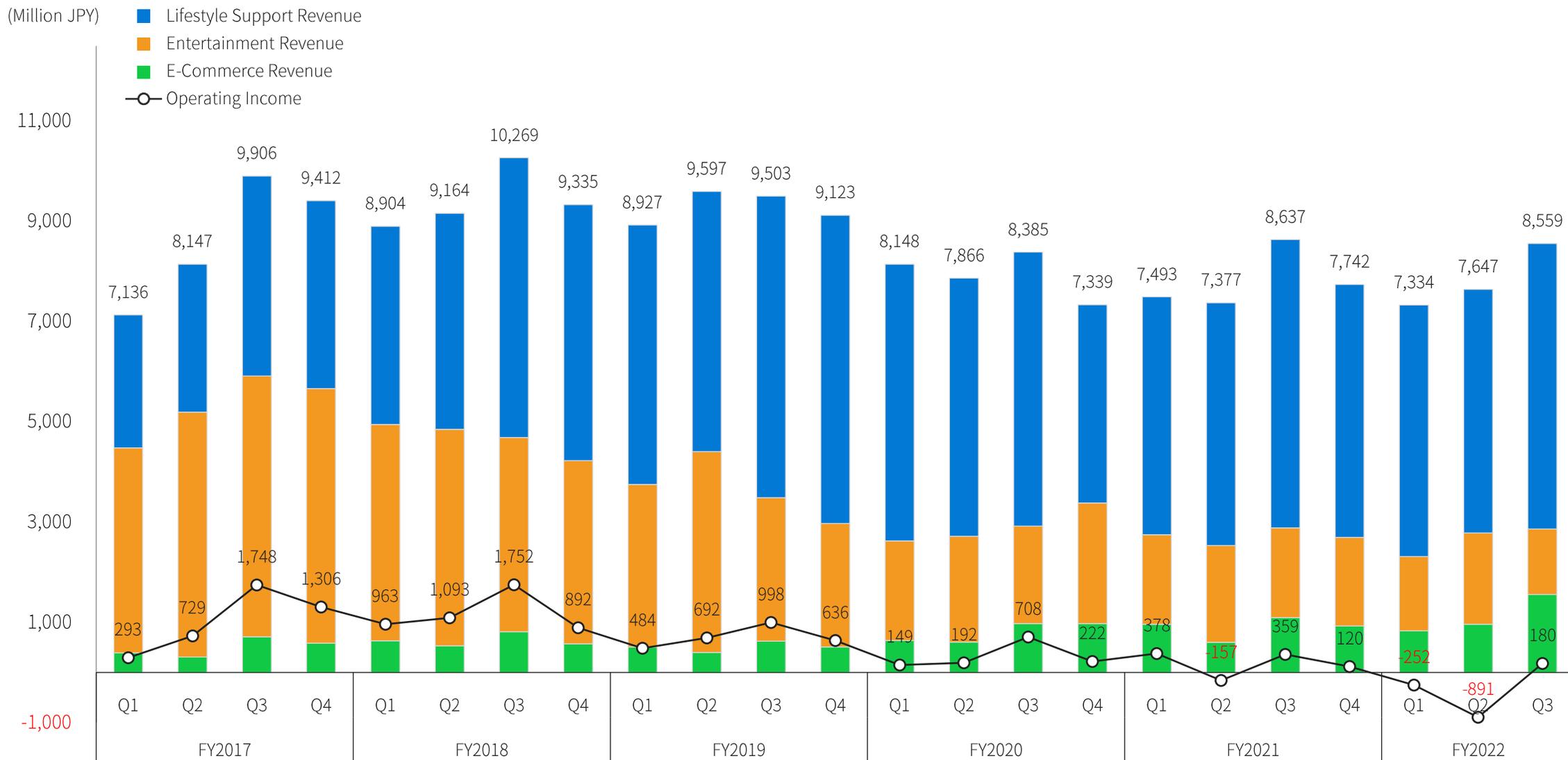
Revenue	:	1,558 million JPY	(Y / Y 142.0 % ,	Q / Q 161.4 %)
Profit	:	19 million JPY	(Y / Y 37.5 % ,	Q / Q - %)

Revenue Ratio

- Lifestyle Support
- Entertainment
- E-Commerce



● Consolidated Quarterly Financial Trends



2. FY2022 Q3 Business Details

Lifestyle Support Business

Clarified the Direction for Each Existing Business alongside Reorganization

Goal of the Digital Marketing Support Business

Improve customer lifetime value



Strengthening connection with customers

Enhancing customer experience

Promoting brand awareness

Building and strengthening business foundation

Actions towards the Goal

Selection and concentration in existing businesses

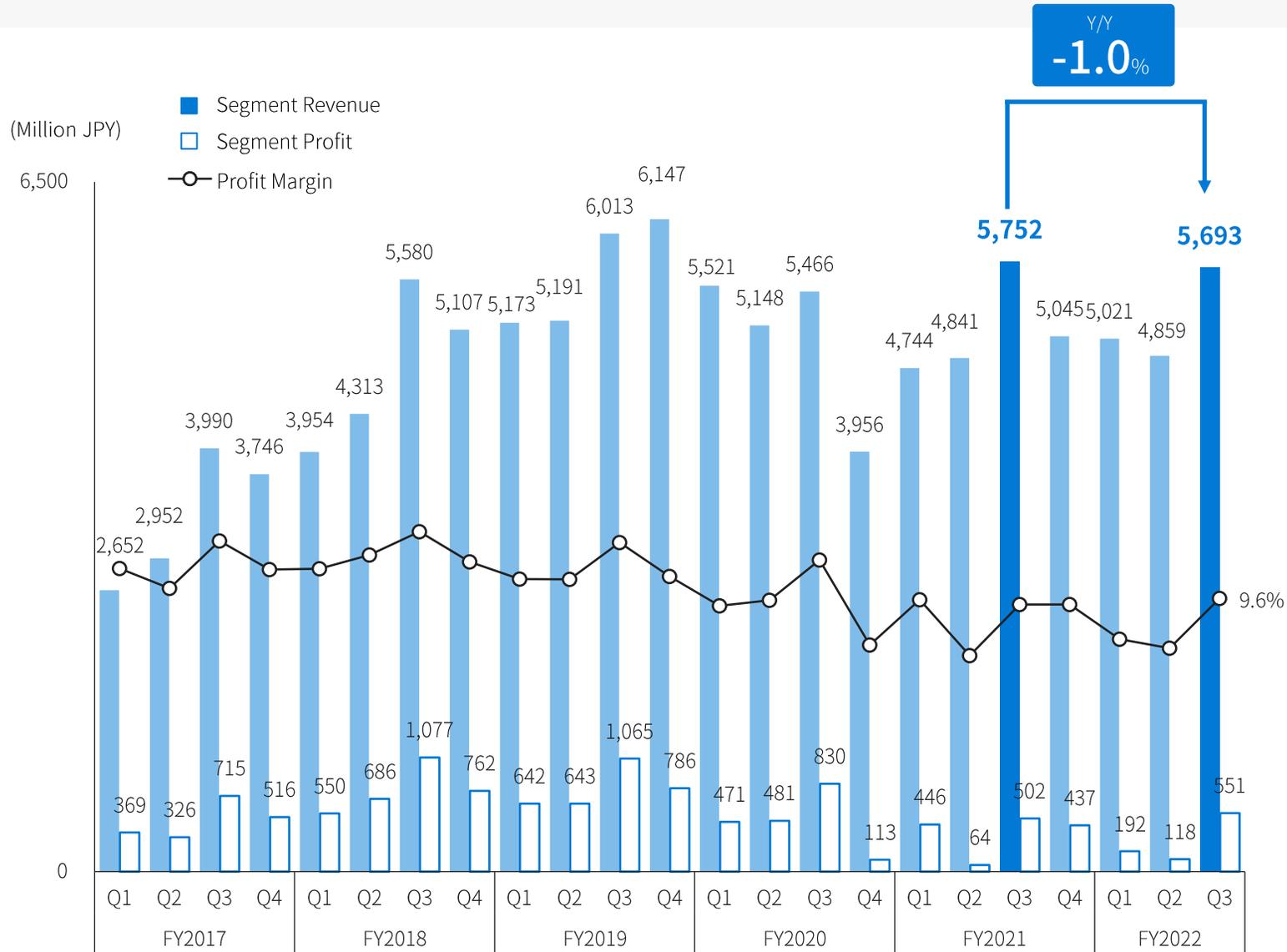
Businesses to withdraw or optimize

Main Businesses to invest resources

Resource Relocation

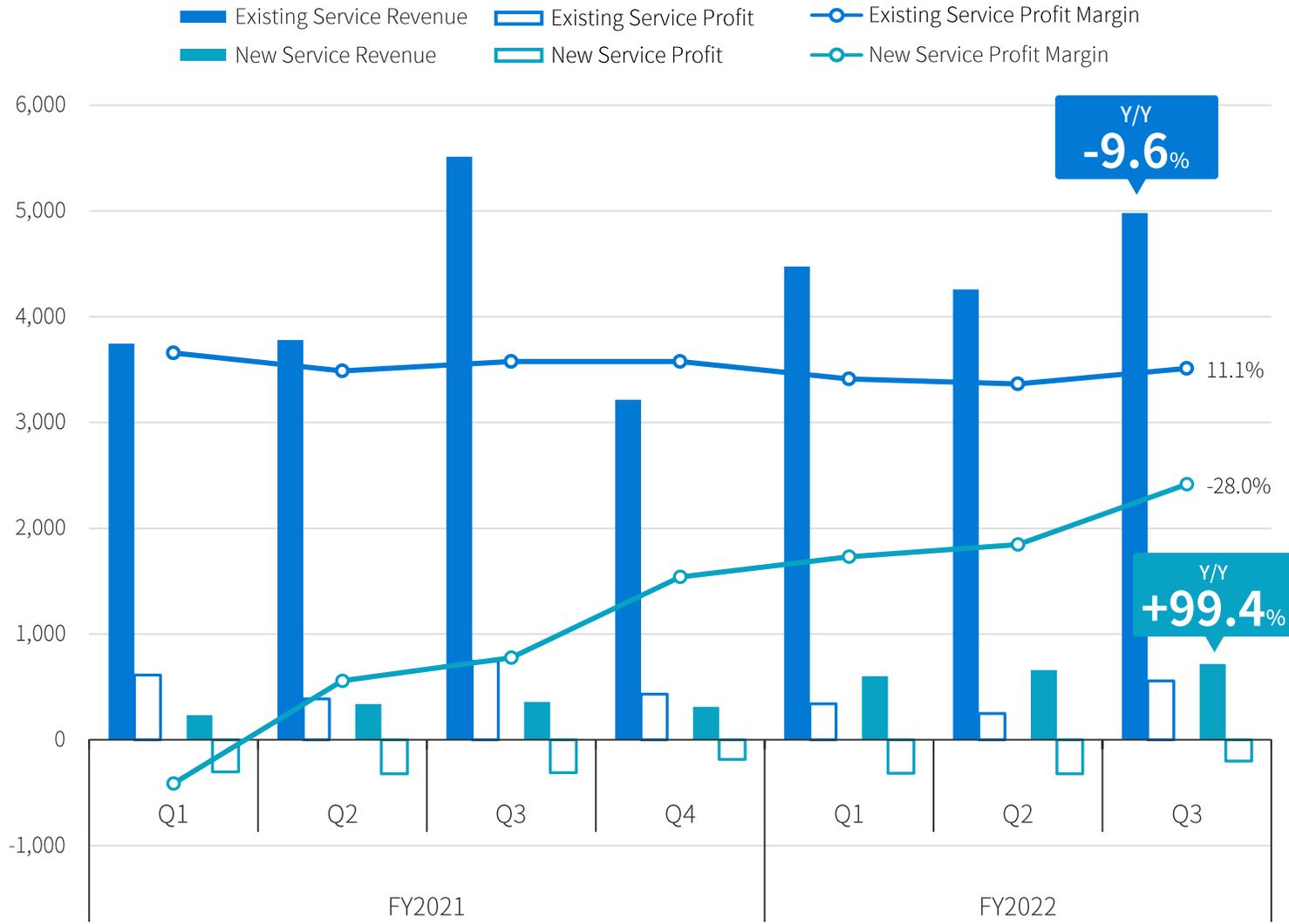
- Businesses that will generate cash
- Businesses that will accelerate further growth
- Businesses that will show significant growth over mid- to long-term as their markets grow

Lifestyle Support Business Performance Trends



- Revenue Slightly Down Y/Y Due to a Decrease in Financial Media Despite Continued Growth in Car Services
- Profit Up Y/Y Due to Revenue Increases in Car Services and Moving Services Despite a Significant Decline in Financial Media

● Lifestyle Support Business Performance Trends in Existing and New Services



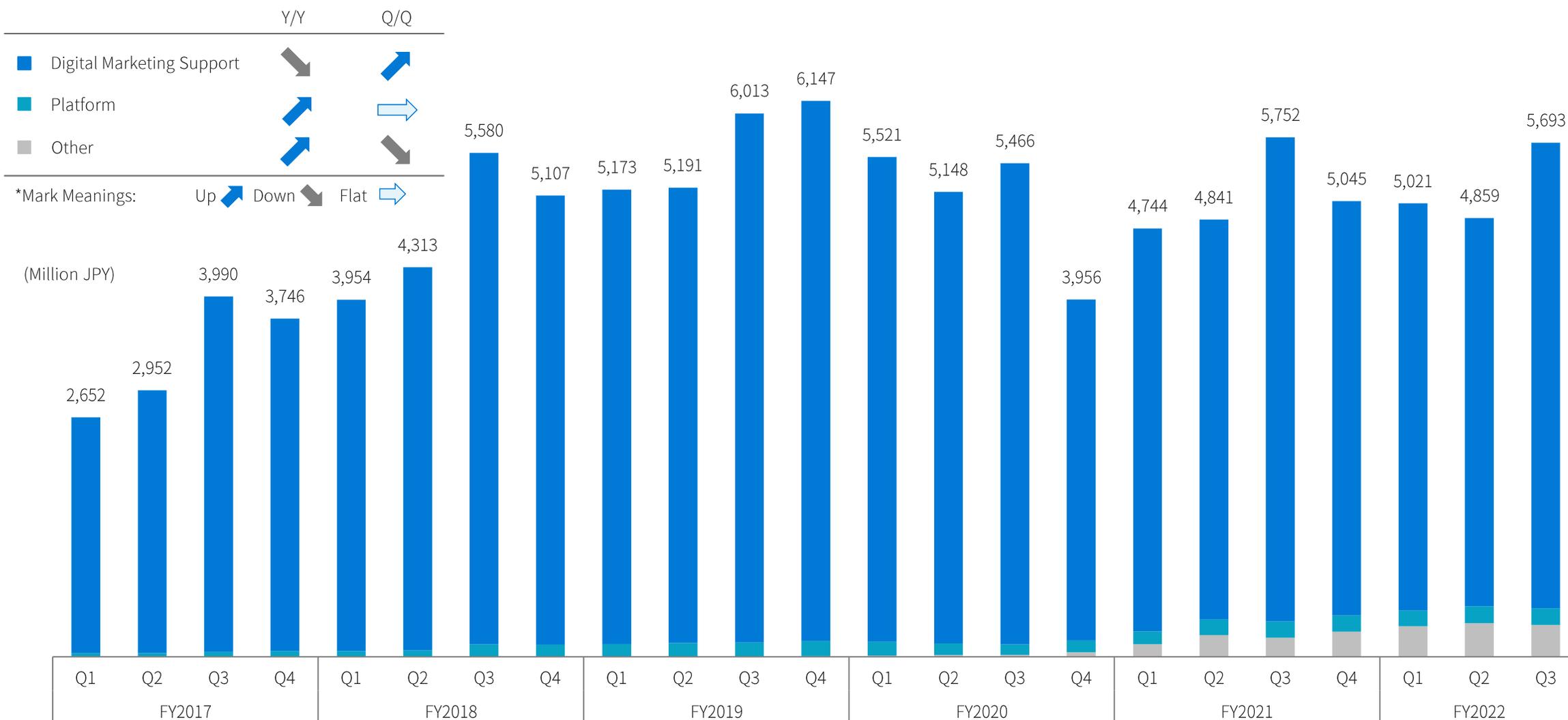
* Figures are based on internal accounting materials, thus not audited.

- **Overall:**
Outstanding Growth in New Services Contrary to Existing Services Struggling with Further Gains
- **New Services' Revenue:**
Significant Revenue Up Especially in Cosmetic D2C and One of the New Services Released Last Q3 in Financial Media
- **New Services' Profit:**
The Two Services Mentioned Above Turned Profitable in Q3 alongside the Higher Revenue

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

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

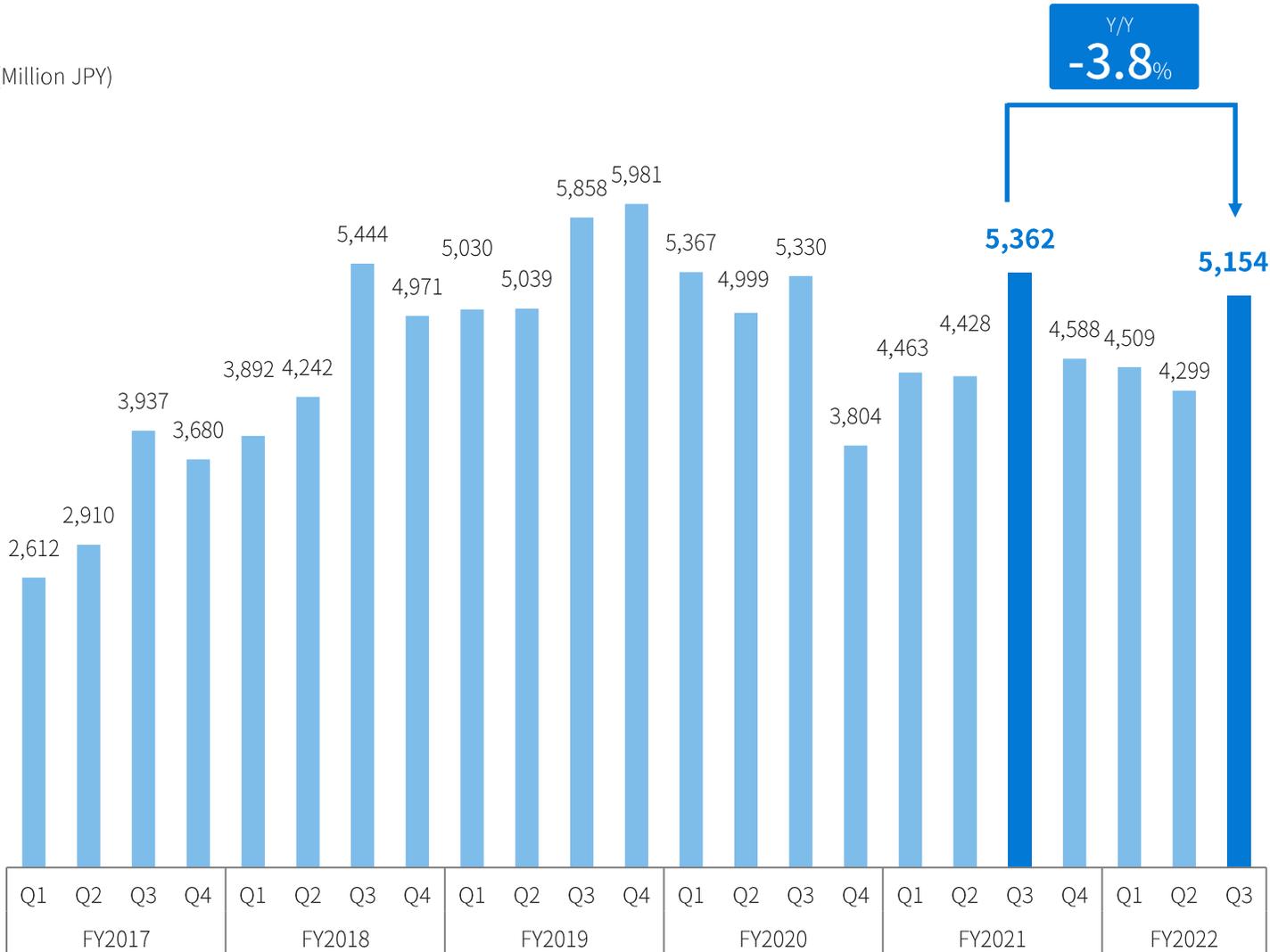
Lifestyle Support Sub-Segment Business Revenue Trends



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

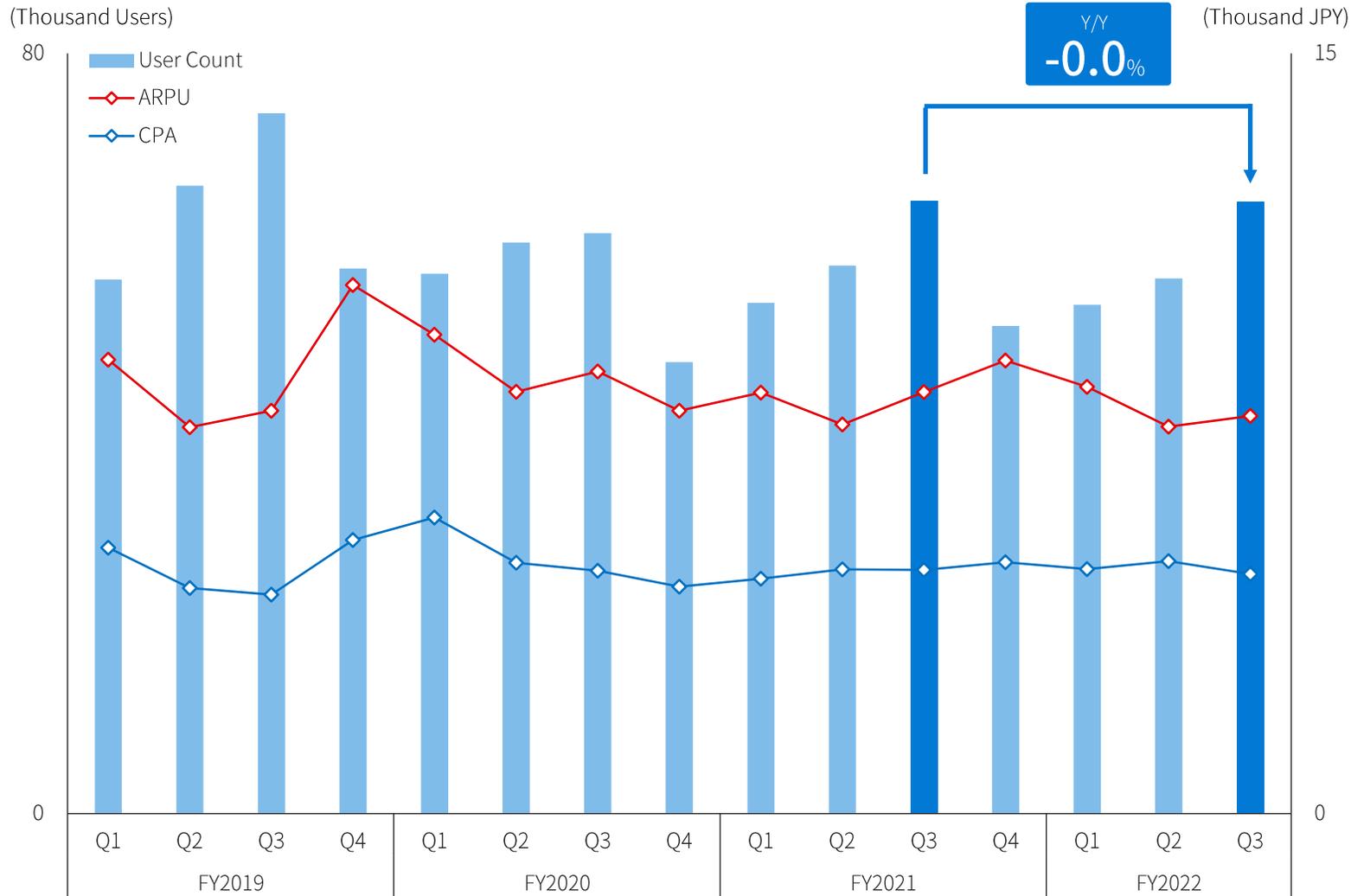
Digital Marketing Support Business Revenue Trends

(Million JPY)



- In Car Services, Revenue Up Y/Y Due to Continued Booming Used Car Market
- In Financial Media, Curbing Ads Cost to Recover Profit Led Revenue to Decline, Compared with the Last Q3 When Investing in Ads
- In Bridal Services, Revenue Up Y/Y Along with Easing Restrictions as COVID Cases Declined

Digital Marketing Support Business KPI Trends



- **User Count Remained Flat Due to Limited Customer Referral in Moving-Adjacent Services Despite Increases in Moving Services during the busy season and a New Service in Financial Media**

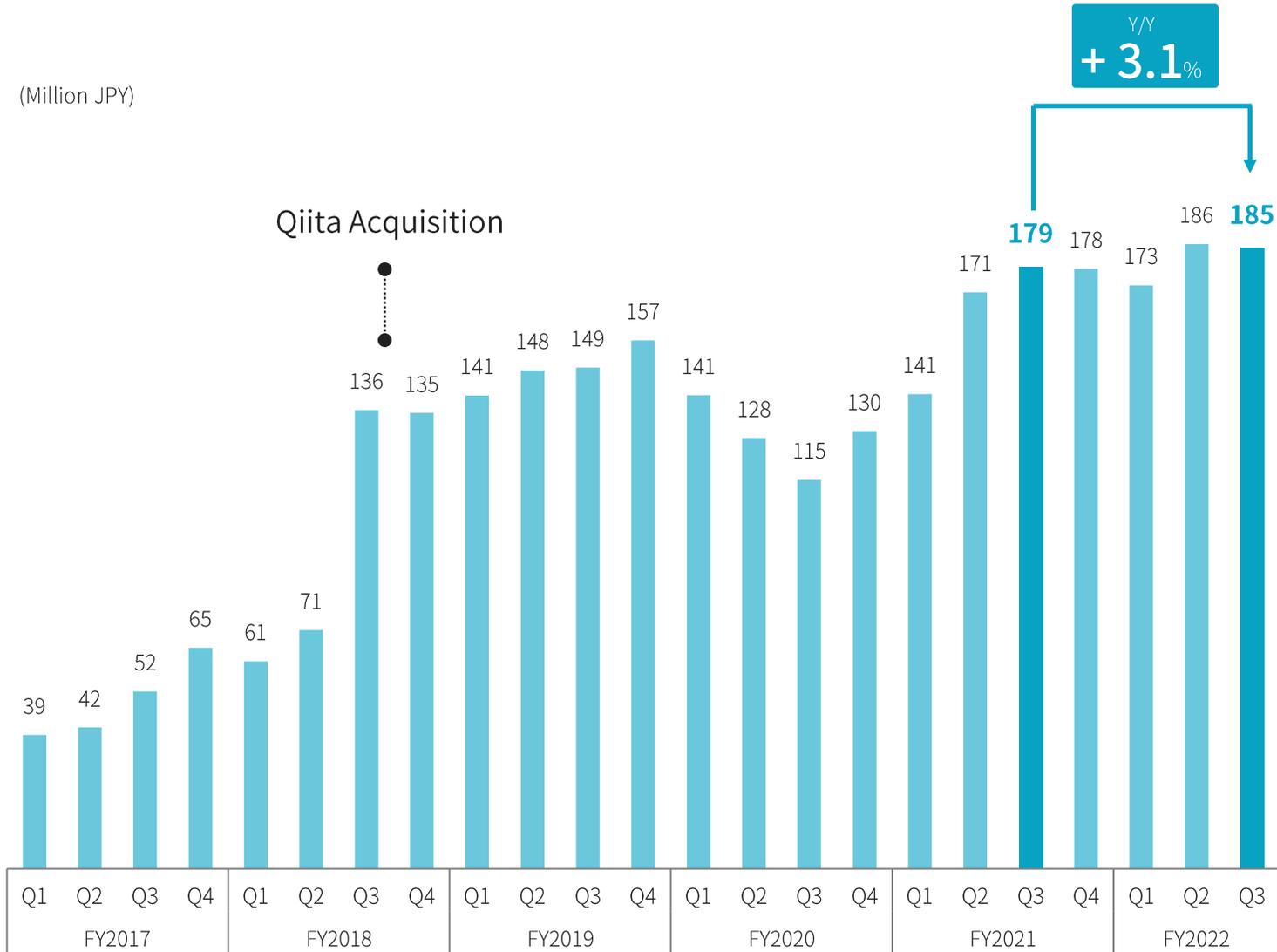
[①User Count] = total users that generated segment revenue in four main sub-segment businesses

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

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

Platform Business Revenue Trends

(Million JPY)



- Overall Revenue Up Y/Y Due to Revenue Increases in Qiita and Qiita Jobs Despite a Continued Revenue Decrease in Lalune with Fewer Sales Alongside the PMD* Act Revision

*Short form of "Pharmaceutical and Medical Device Act"

As of FY2021, the e-commerce ("minorie", etc.) of the Women's Health Service has been classified as "Other", resulting in a change in graph

Qiita Focuses on Enriching Event Contents

Increasing Number of Events Year on Year

Number of Events:

×2.7

Number of Participants:

×2.0

- Qiita, the largest community for engineers in Japan, is holding its two biggest events, “Qiita Engineer Festa 2022” and “Qiita Conference”, in June.
- Qiita will focus on the frequency of events with a variety of size and type as well as enriching the content of each event. Qiita aims to cultivate knowledge in the whole industry by accelerating connections not only among engineers but also between engineers and companies.



Lalune Cooperates with a Femtech Pop-up Store as a Marketing Partner

● Background of the Cooperation

Ateam's "Lalune" application for women's health consultation is collaborating with "byASU", a Femtech pop-up store, as a marketing partner to analyze customer insights for utilization in promotion and customer service. This began with the purpose to support women to participate in society more actively and to contribute to improving literacy of society with regards to specific issues women face.

● Lalune's Initiative

Lalune aims to solve mental and physical issues occurring in a women's lifetime such as female fertility, pregnancy/childbirth, and menopause, by utilizing user data and surveys.

Details: <https://www.a-tm.co.jp/news/27569/> (written in Japanese)

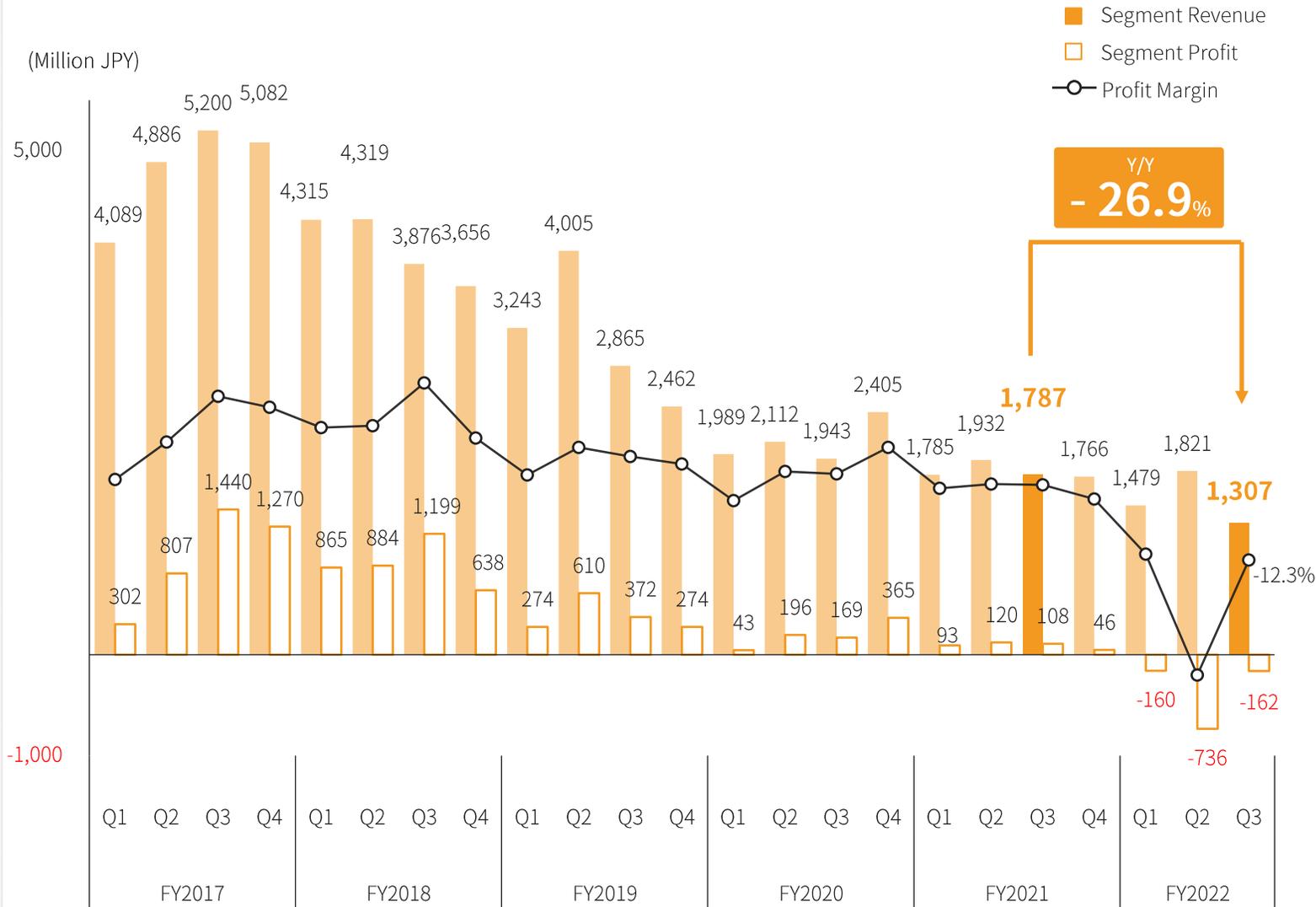


▼ Lalune's Data Utilization in the Pop-up Store



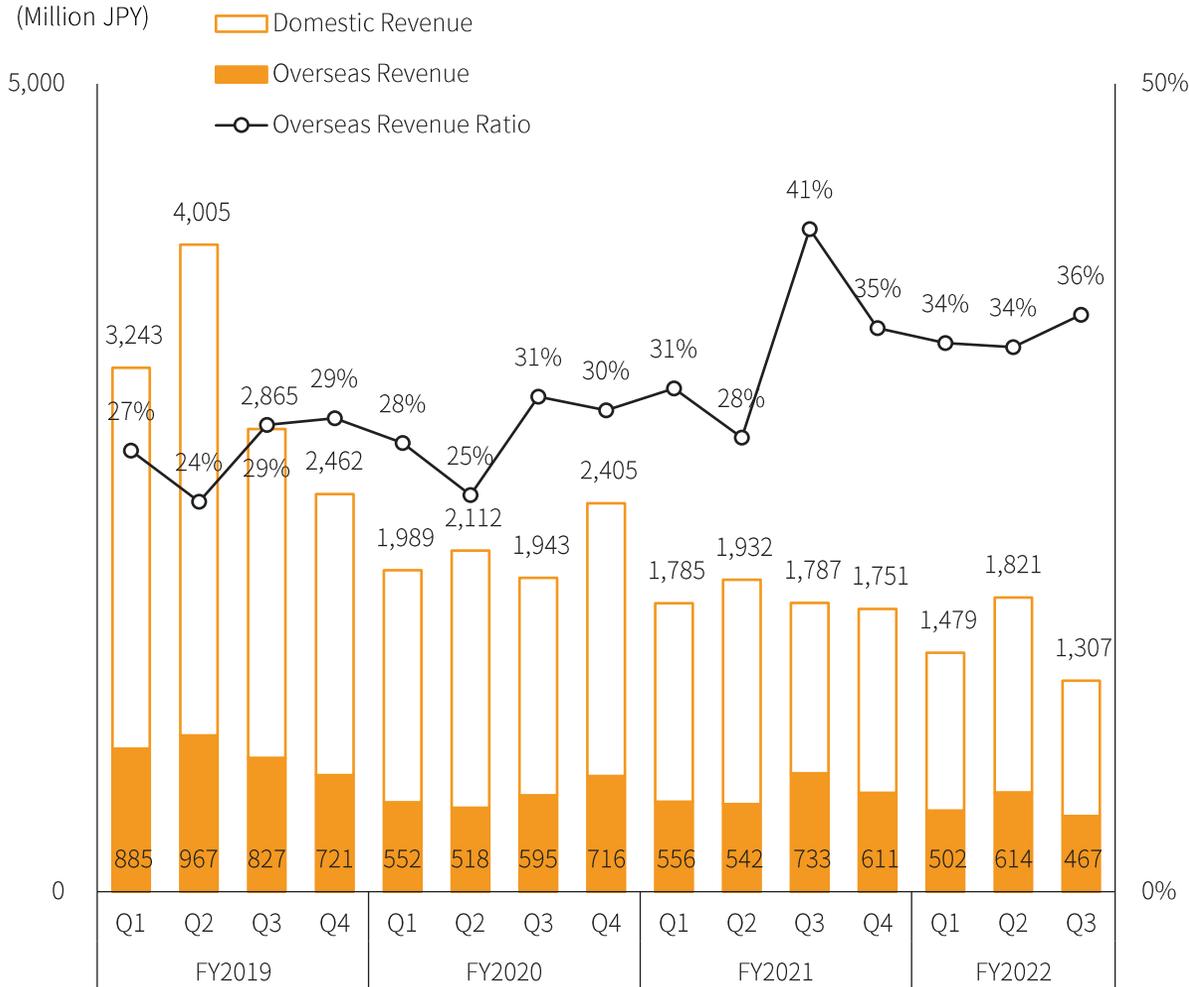
Entertainment Business

Entertainment Business Performance Trends



- Revenue Down Y/Y Due to Downtrend of Existing Games and Slowdown in Sales of New Game
- Concerning Profit, as New Game Promotion Costs Settled Down Q/Q Recovered, but the Downtrend of Existing Titles and the Less than Expected Performance of New Game Resulted in Profit Down Y/Y

Entertainment Overseas Revenue Ratio Trends



Region:	Japan	US	EU	TW HK	KR	SE Asia	CN	
	●	●	●	●	●	●		
	●	●	●	●	●	●		
	●	●	●	●	●	●		
	●			●	●			
	●	●	●	●	●	●		
	●	●	●	●	●	●		
	●			●				
	●			●				
	●	English Version						
	●	English Version						

Season 3 “HIGHWAY STAR” Was Released with Major Updates!

- Largest Update Ever

Season 3 began on June 2, 2022.

- New Map “Midgar Plateside”

Numerous locations from FFXVII REMAKE are recreated on the new map, including Mako Reactor Core 1, Sector 8, the highway, and more, and can be visited alongside newly created locations!

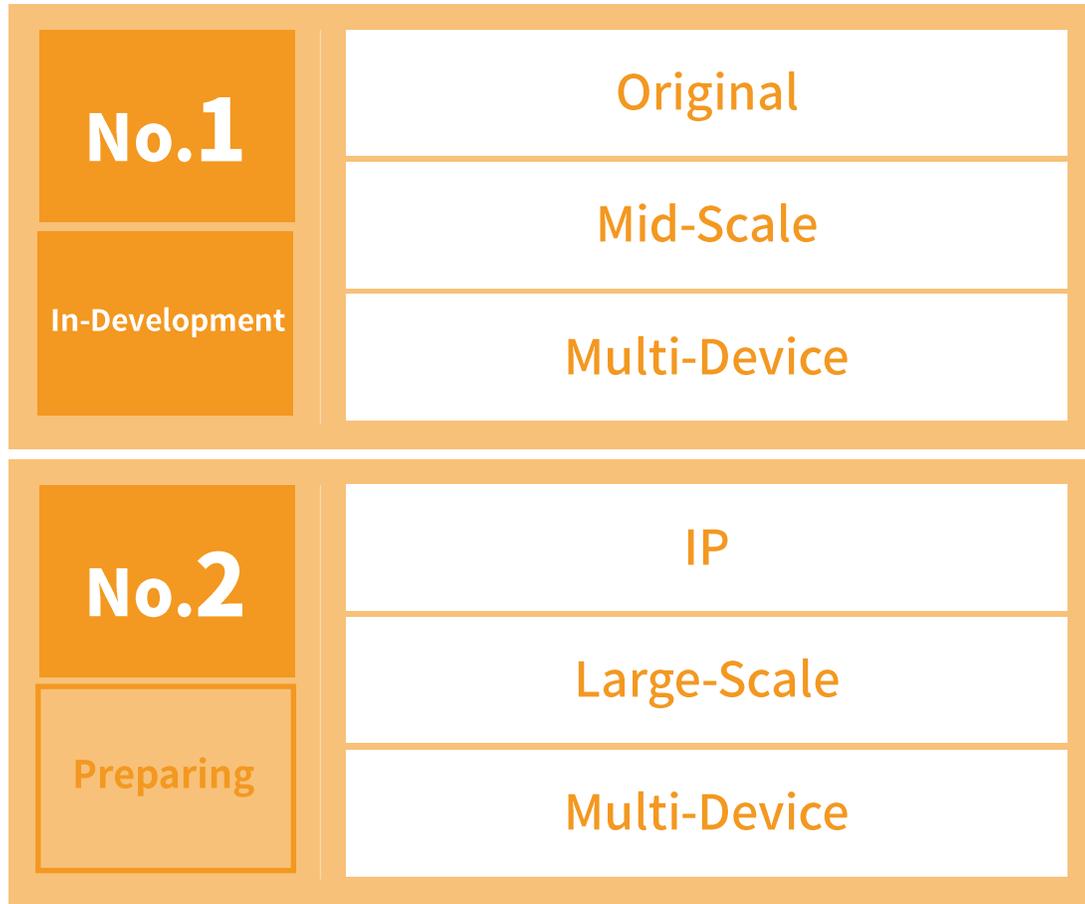
FINAL FANTASY VII THE FIRST SOLDIER:

A battle royale action game for smart devices distributed in the global market and co-developed with SQUARE ENIX CO., LTD.



© 1997, 2021, 2022 SQUARE ENIX CO., LTD. All Rights Reserved. Powered by Ateam Entertainment Inc. CHARACTER DESIGN: TETSUYA NOMURA

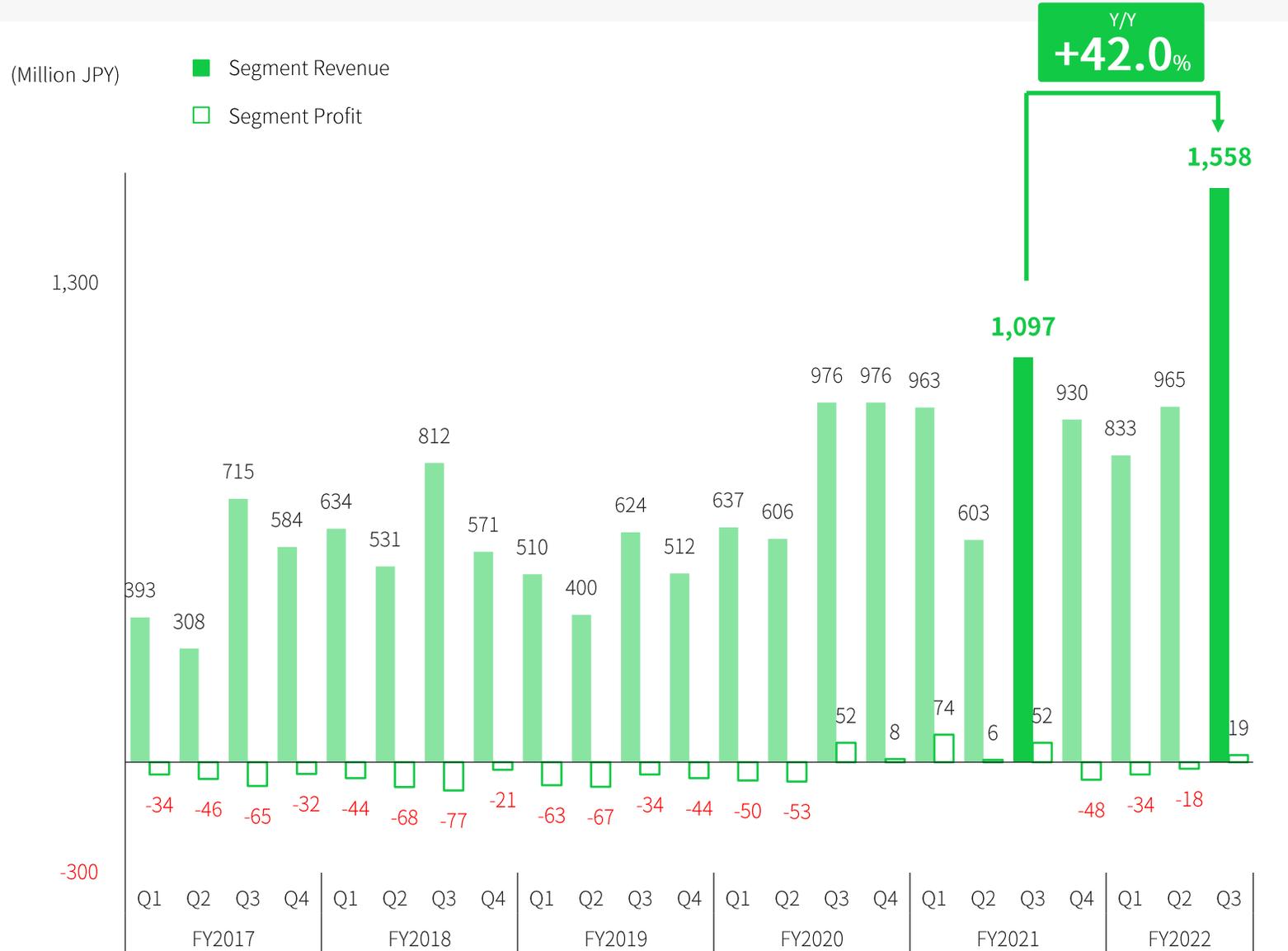
Preparing 4 Pipelines for New Markets (including NFT Game and Metaverse)



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

E-Commerce Business

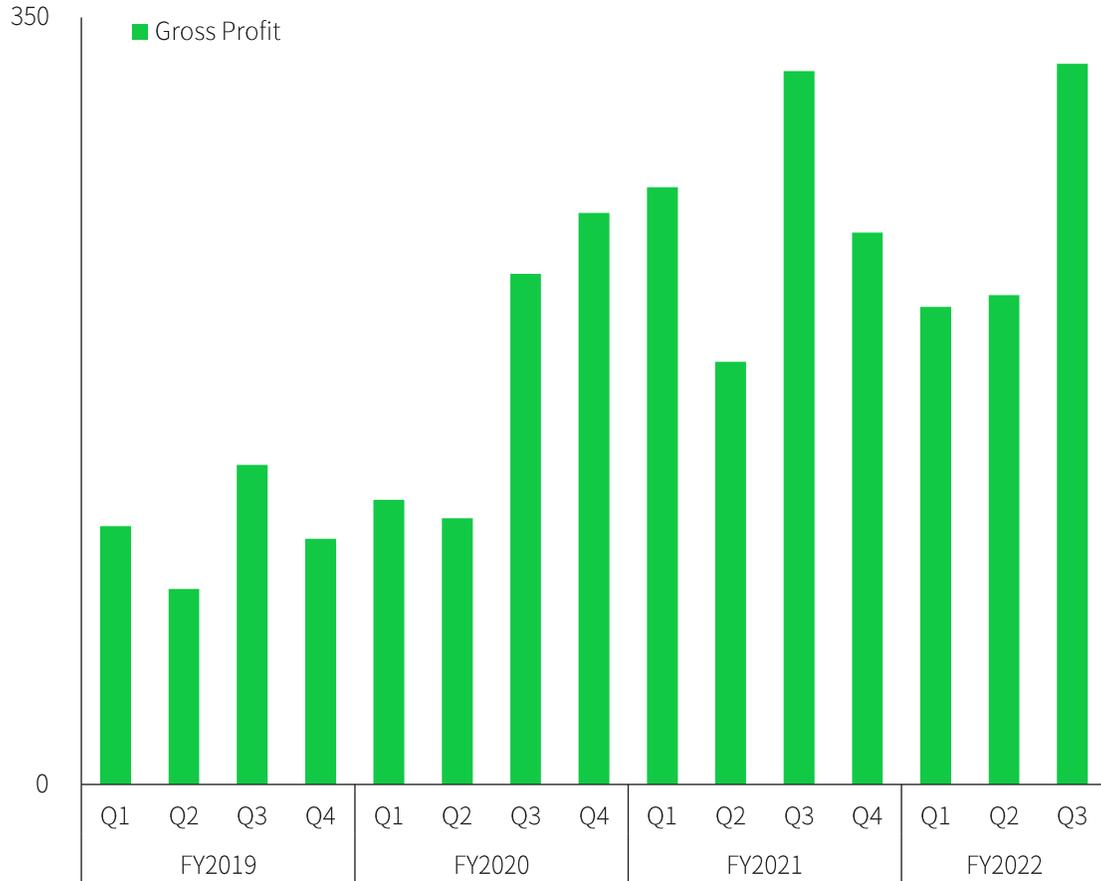
E-Commerce Business Performance Trends



- Revenue Up Y/Y with “cyma’s” Increase in Sales at Online Shopping Malls During Its Busy Season.
- Profit Down Y/Y Due to Investment in New Service “Obremo”

- * Online bicycle store “cyma” of E-Commerce Business launched in December 2013. Peak business period is March – April (Q3)
- * Petfood brand “Obremo” of E-Commerce Business launched on August 30, 2021.

Gross Profit Trends



- [Gross profit] = segment revenue – variable costs
- [Variable costs] = purchase + delivery + commission + subcontractor + consumables

Quarterly Inventory Turnover



- [①Inventory turnover] = days during the period ÷ [②Inventory turnover rate]
- [②Inventory turnover rate] = purchase costs ÷ [(beginning inventory + end inventory) ÷ 2]

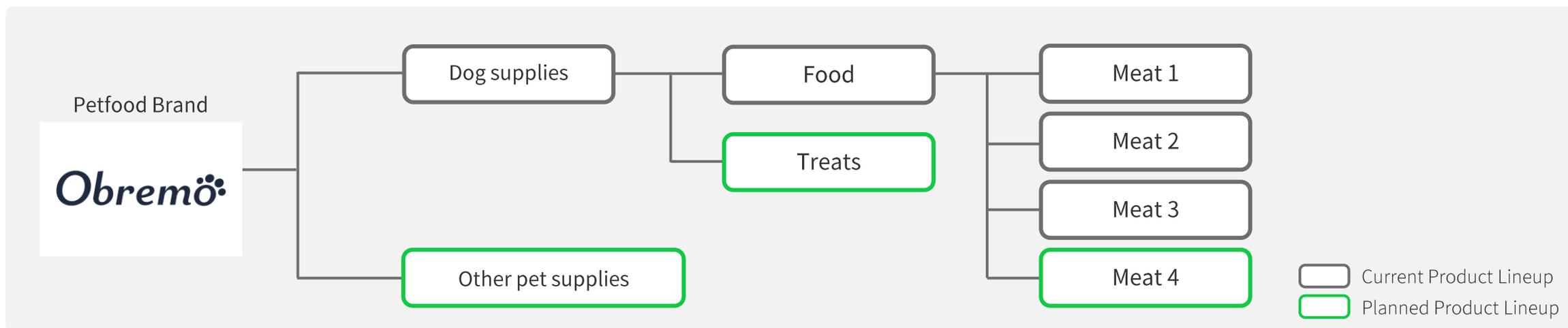
Planned Product Lineup for further Brand Growth

- More Variation of Dog Supplies! New Dog Food and Treats are Planned for Development.

Sales in dog food have been strong as its total sales volume reached over 200,000 meals since the service release at the end of August 2021. For further brand growth, new dog food and treats are expected to be added to the product lineup.

- New Items for Other Pets are Also Under Development.

The brand also plans to develop other pet supplies using the skills and know-how cultivated through planning, developing, and promoting dog food.



3. FY2022 Guidance

● FY2022 Consolidated Financial Forecasts

(Million JPY)

	FY2021 Full-Year Results	FY2022 Full-Year Forecasts	FY2022 Q3 Cumulative Results	FY2022 Q3 Revenue Ratio / Profit Margin	Progress
Revenue	31,252	32,500	23,541	100%	72%
Lifestyle Support	20,384	21,500	15,574	67%	72%
Entertainment	7,272	6,700	4,608	15%	68%
E-Commerce	3,595	4,300	3,358	18%	78%
Operating Income	701	-700	-963	-4.0%	-
Lifestyle Support	1,450	1,300	861		-
Entertainment	369	-900	-1,059		-
E-Commerce	84	-100	-34		-
Others	-1,203	-1,000	-731		-
Net Income	877	-850	-834	-3.5%	-

16.0 JPY Per Share for Stable Returns

With continuous and stable shareholder returns in mind, we aim to keep our dividend the same from FY2021. We will disclose promptly if there is a change in return policy depending on change in business performance.

	FY2020 Results	FY2021 Results	FY2022 Forecast
Date	July 31	July 31	July 31
Dividend Per Share	16.0 JPY	16.0 JPY	16.0 JPY

Overall

Building a Foundation for Our New Stage

- Steady Earnings from Existing Services
- Building a Foundation for New Services to Become New Earning Sources

Lifestyle Support

Customer Experience Improvement for Increasing LTV

- Full-scale DX investment in the Digital Marketing Support Business
- Businesses of focus like “Qiita Jobs” and Insurance Business transitioning into expansion from development phase

Entertainment

Entering New Markets

- Making “FINAL FANTASY VII THE FIRST SOLDIER” a Global Hit
- Utilizing Acquired Know-how, Enter New Markets such as NFT and Metaverse

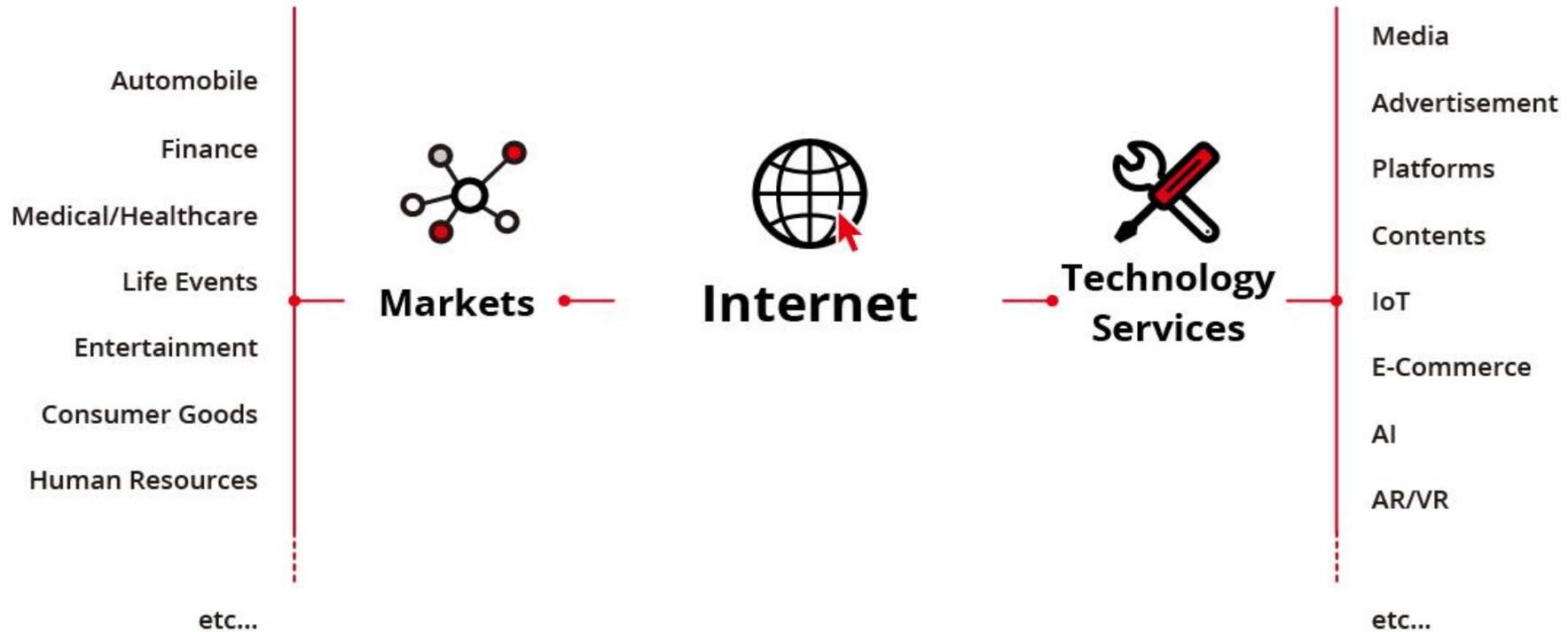
EC

Development of Multiple EC Products

- Aim for stable business growth of “cyma”
- Investment in human-grade dog food “Obremo”

APPENDIX: Company Overview

Ateam is an IT Company that Develops Business around the Internet



● Company Profile as of April 30, 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	1,019 (excludes directors & part-time employees)
Shares per unit	100 shares

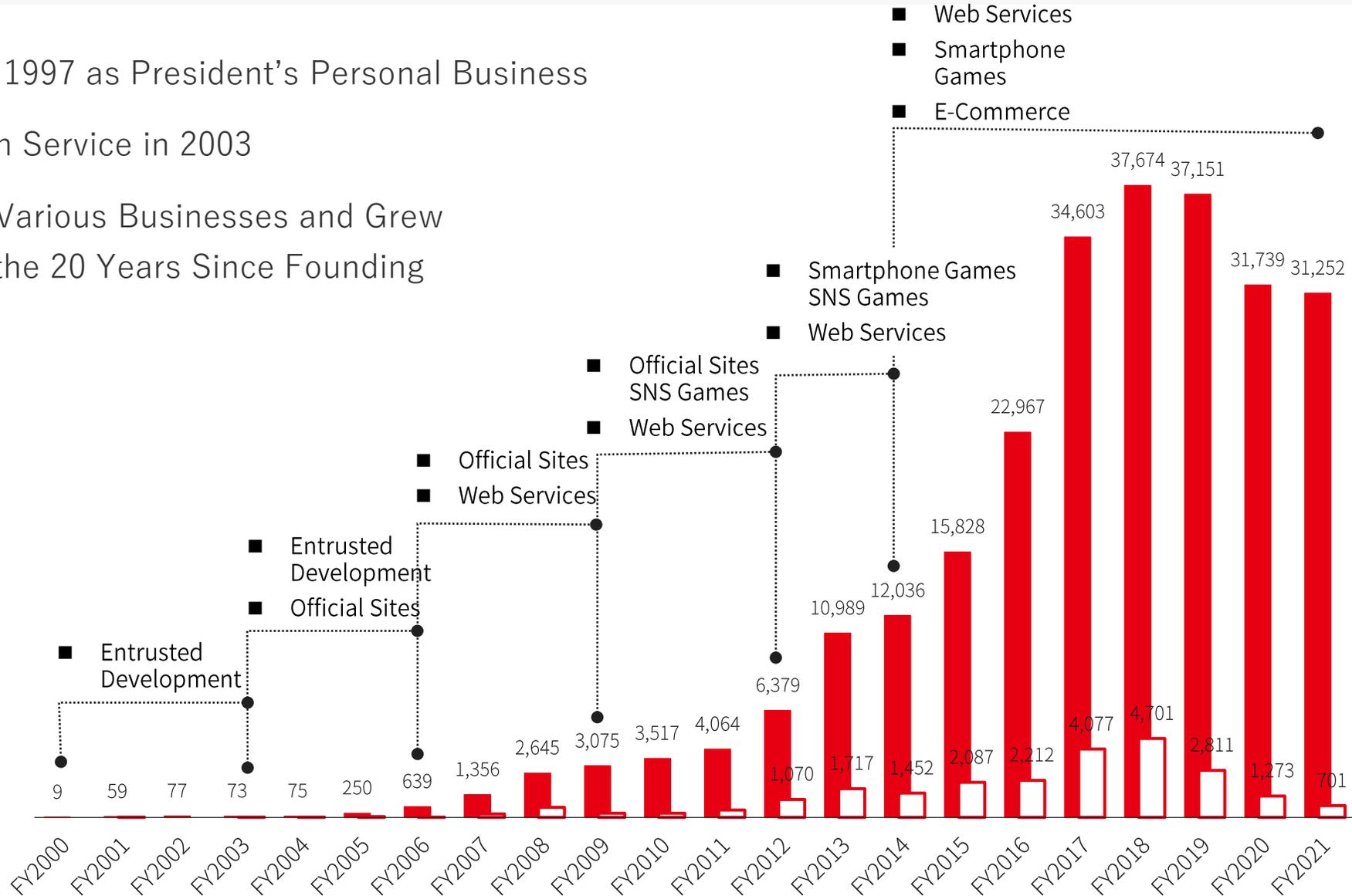


● Company History

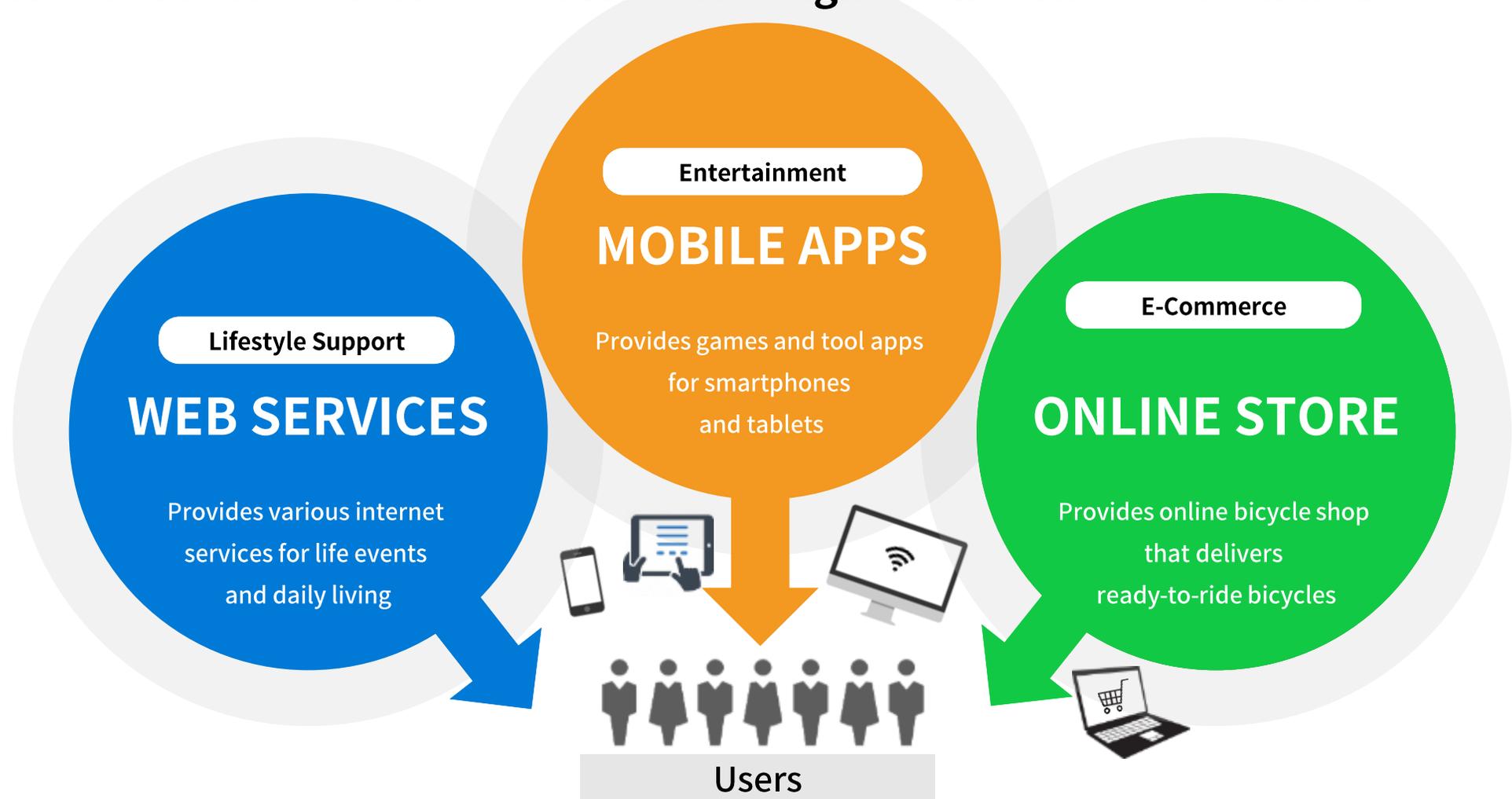
- Founded in 1997 as President's Personal Business
- Started Own Service in 2003
- Developed Various Businesses and Grew Steadily in the 20 Years Since Founding

(Million JPY)

- Segment revenue
- Segment Profit

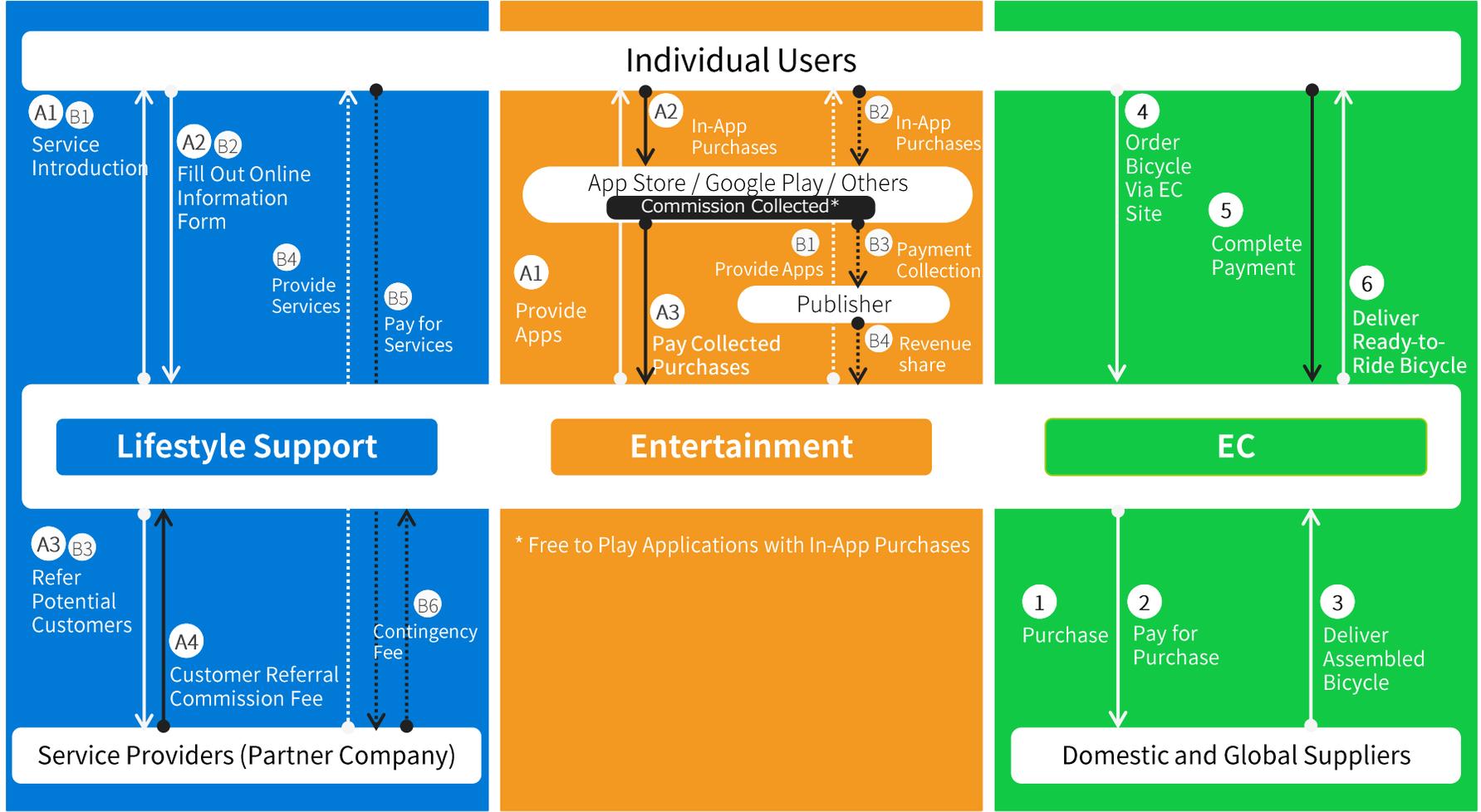


Ateam Provides Various Services Through the Internet and Smart Devices



Business Models

A Main Business Model (Solid Arrow)
 B Sub Business Model (Dotted Arrow)
 Commercial Distribution
 Financial Flow



Commission Collected
 *Commission fees are collected by providers of application distribution platforms such as the iTunes App Store & Google Play

Digital Marketing Support Business



Platform Business



● Entertainment Business: Main Line-up

Game App



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 App



Game Boost Master



Sleep Alarm



Jam



[+]HOME

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 business 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

Joint Study on “Natural Language Processing” Technology with Shizuoka University has Begun.

Ateam LifeDesign Inc. welcomed associate professor Yoshinobu Kano at Shizuoka University as an adviser, and started a joint study on “Natural Language Processing” (NLP) regarding content creation and automation.

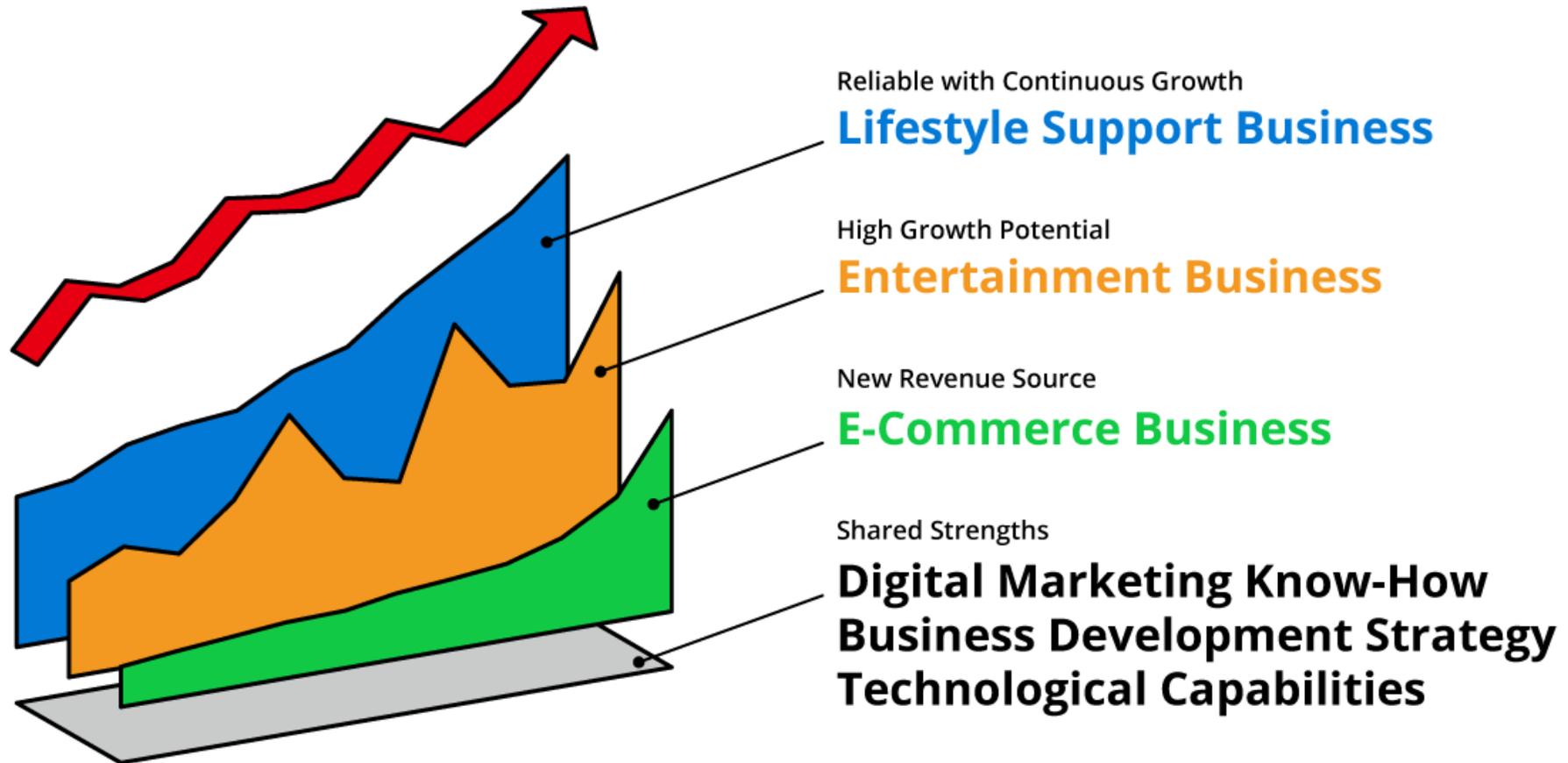
NLP is one of the important technologies alongside artificial intelligence. It is expected that demand for NLP will be higher than ever as IoT solutions and communication technology keeps evolving.

Ateam LifeDesign Inc. aims to utilize this NLP technology to deliver various high-quality services to users.



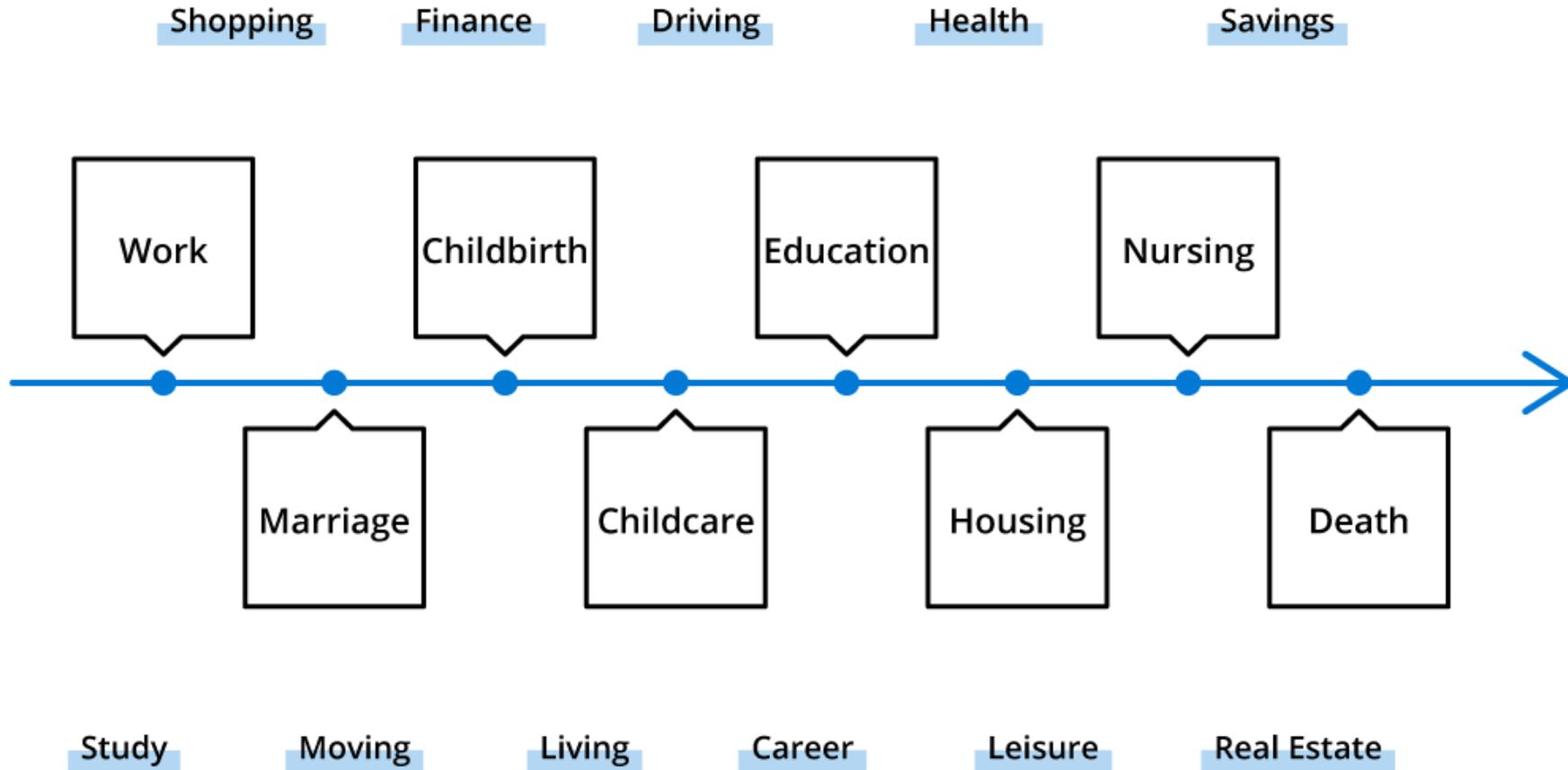
APPENDIX: Medium- and Long-Term Policy

A Business Portfolio that Optimizes Operational Stability



Lifestyle Support Business

Supporting Various Life Events, From Cradle to Grave



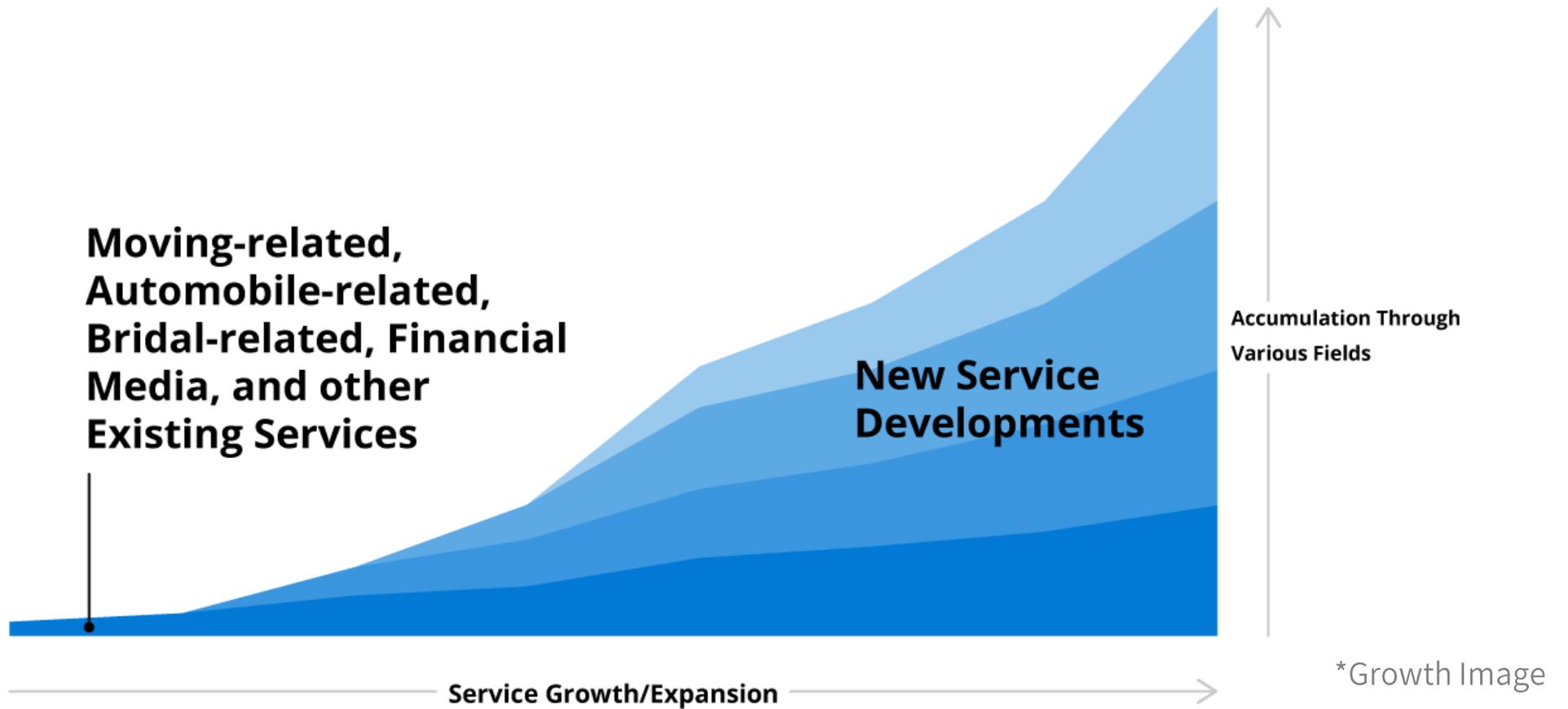
Digital Marketing Support Business



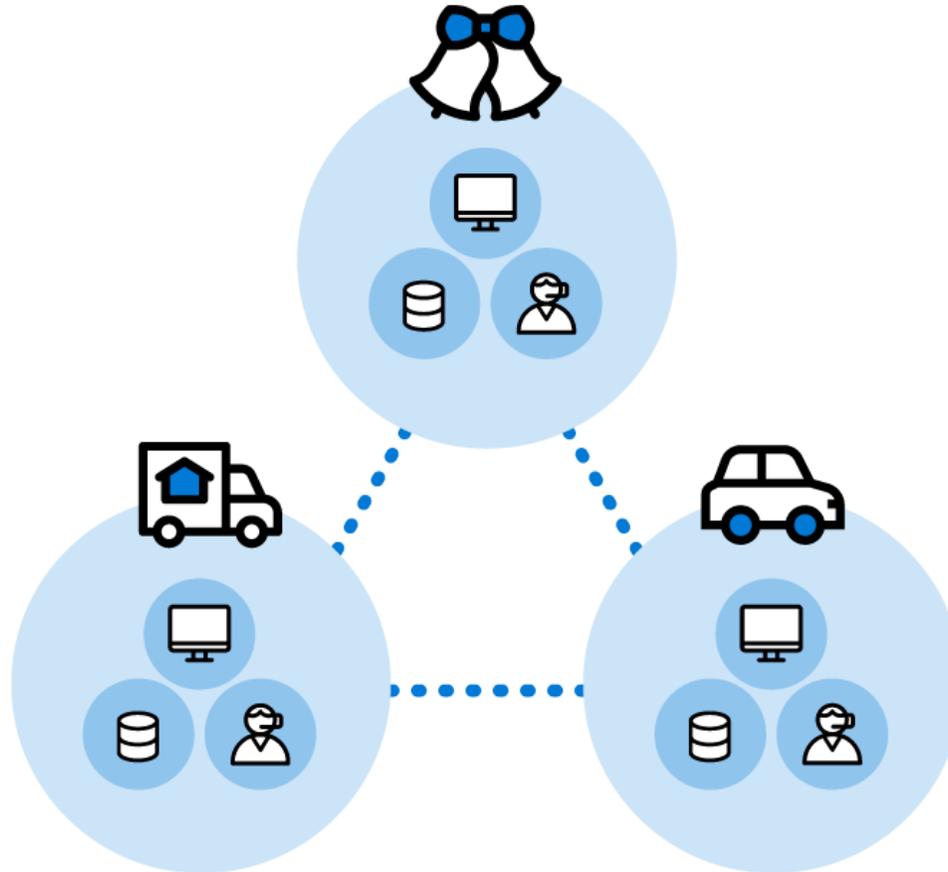
Platform Business



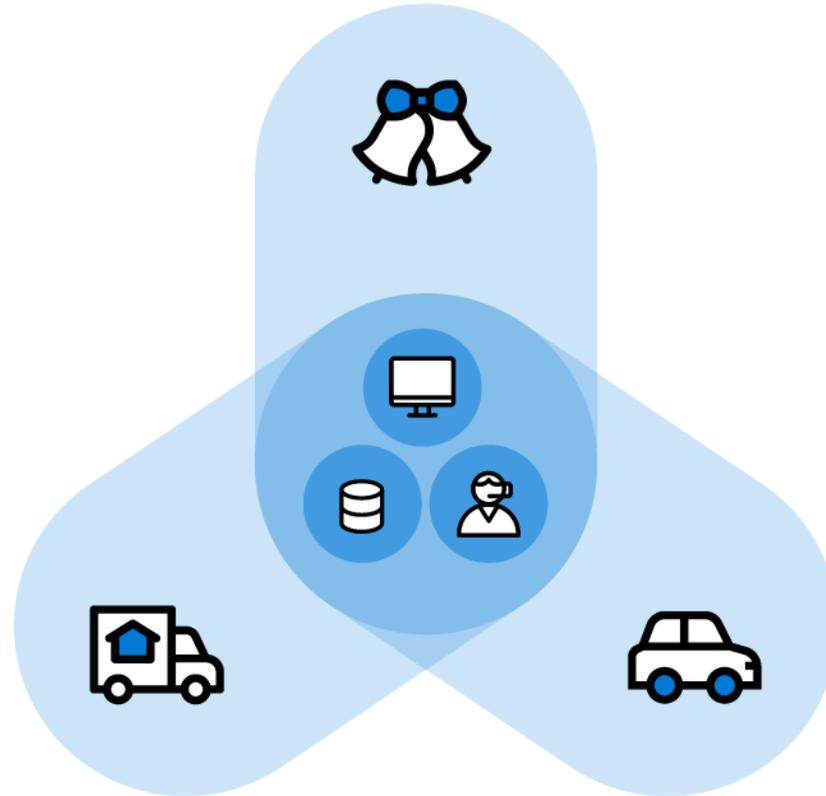
Aim for **Rapid Expansion in Various Fields Centered on Digital Marketing Support That Refers Prospective Customers to Affiliated Businesses Through Owned Media**



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



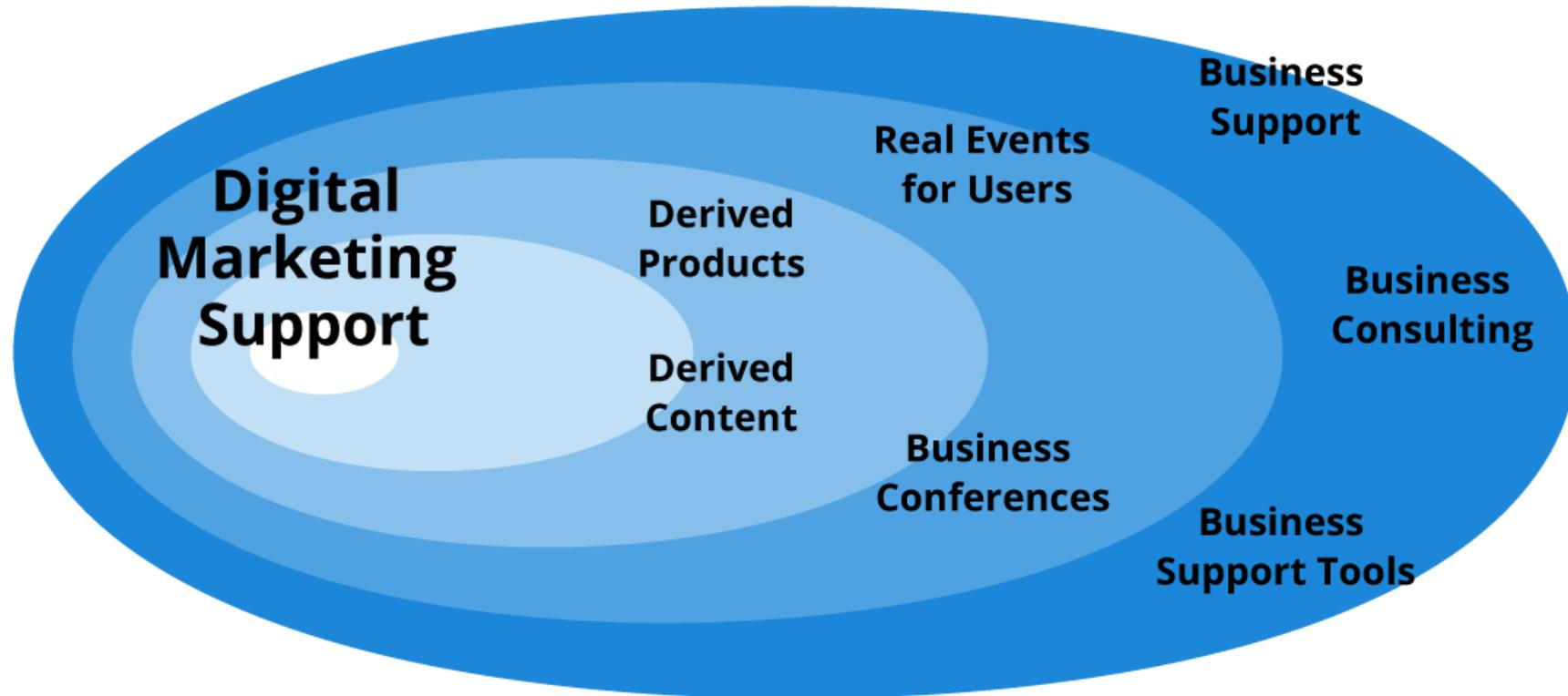
**By Building a Common Platform Across Services,
We Will Provide the Services that a User Needs at the Right Time and
Improve LTV (Life Time Value)**



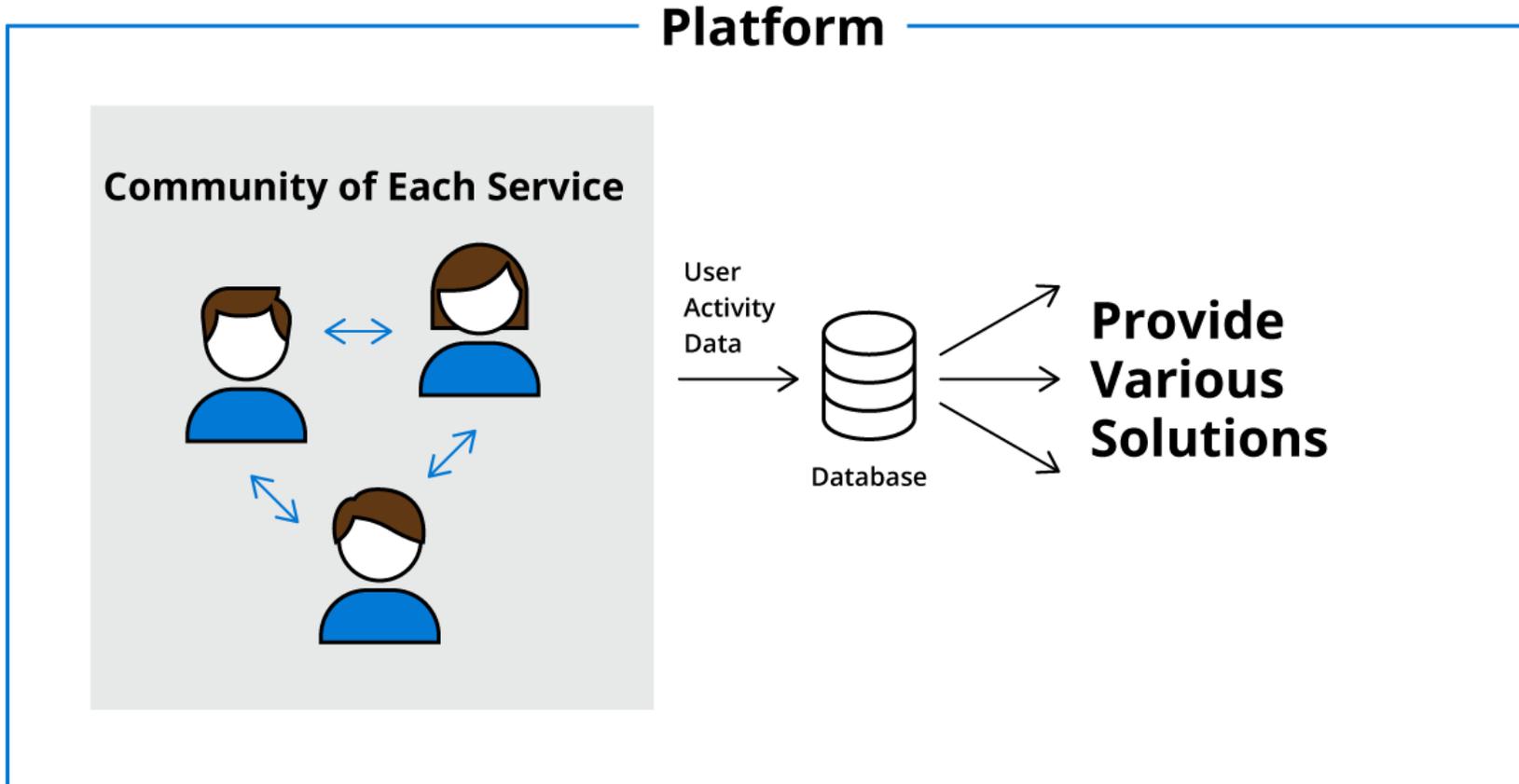
**By Building/Growing a Common Foundation that Supports Each Service,
We Will Increase the Value Provided by the Service and
Use it to Our Advantage When Entering New Fields**



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

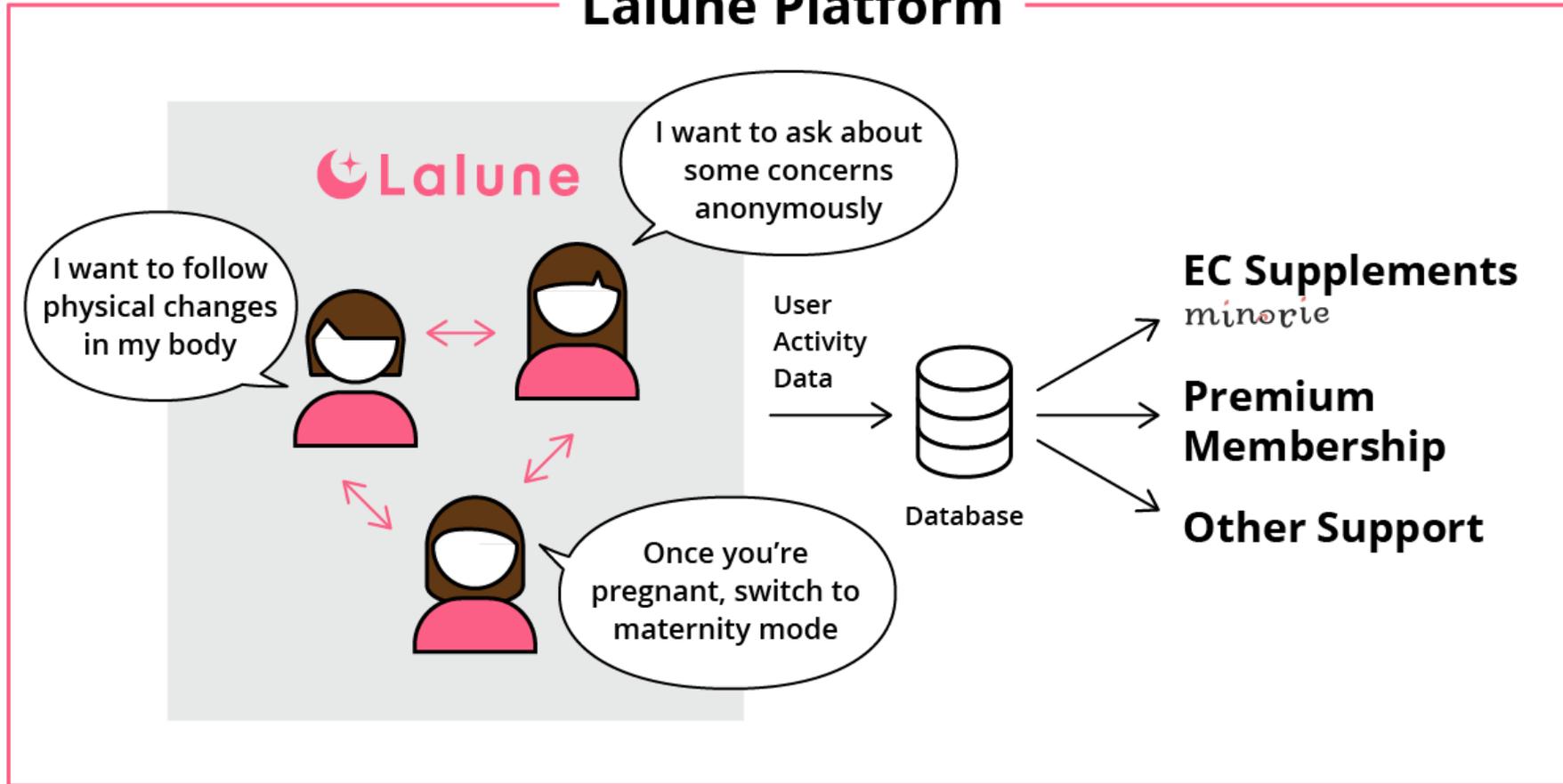


Providing a “Hub” Where User Data is Gathered and Utilized to Further Enhance Business Value in Addition to **Building Market Advantage**



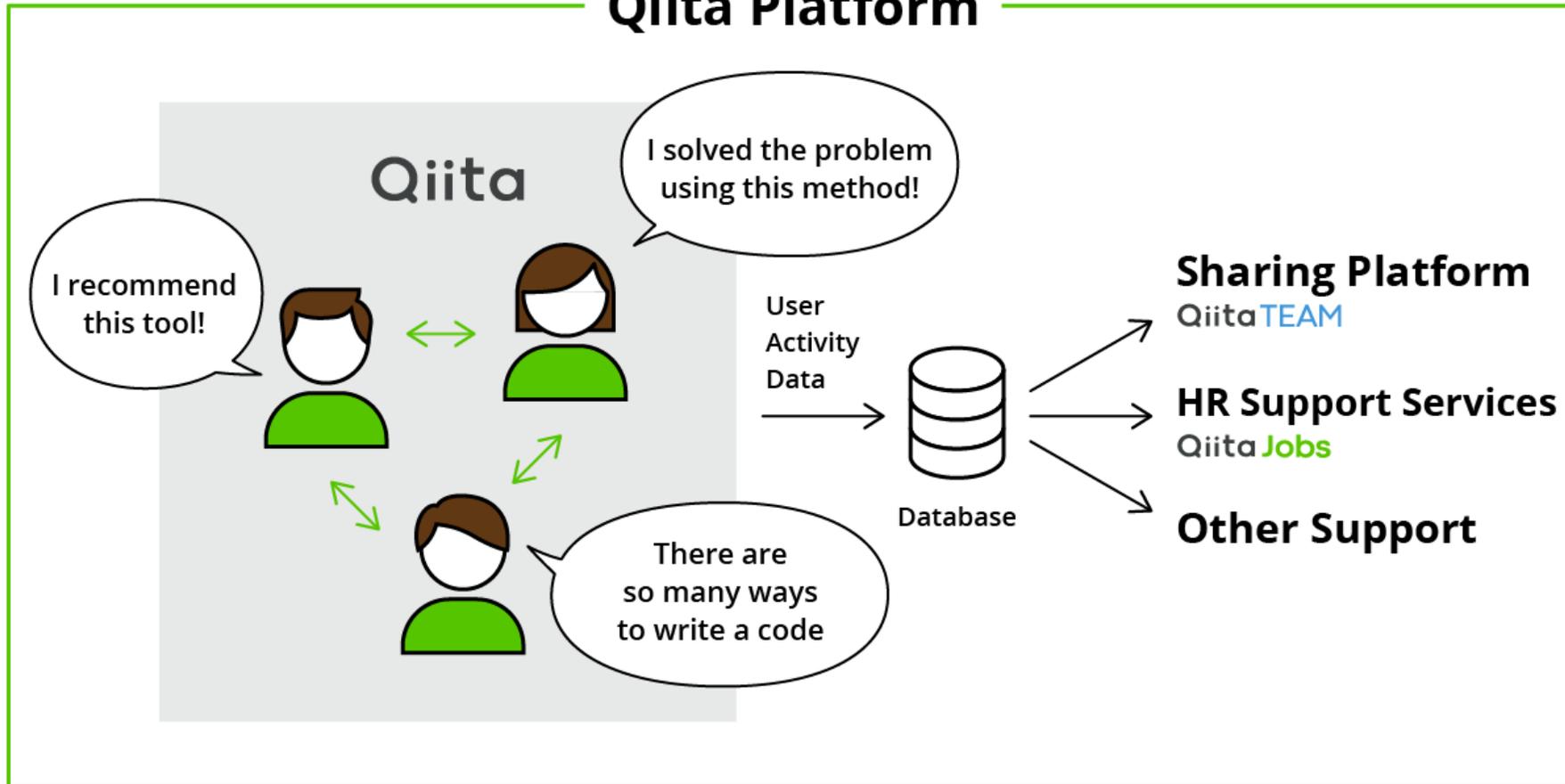
Lalune Women's Healthcare Service

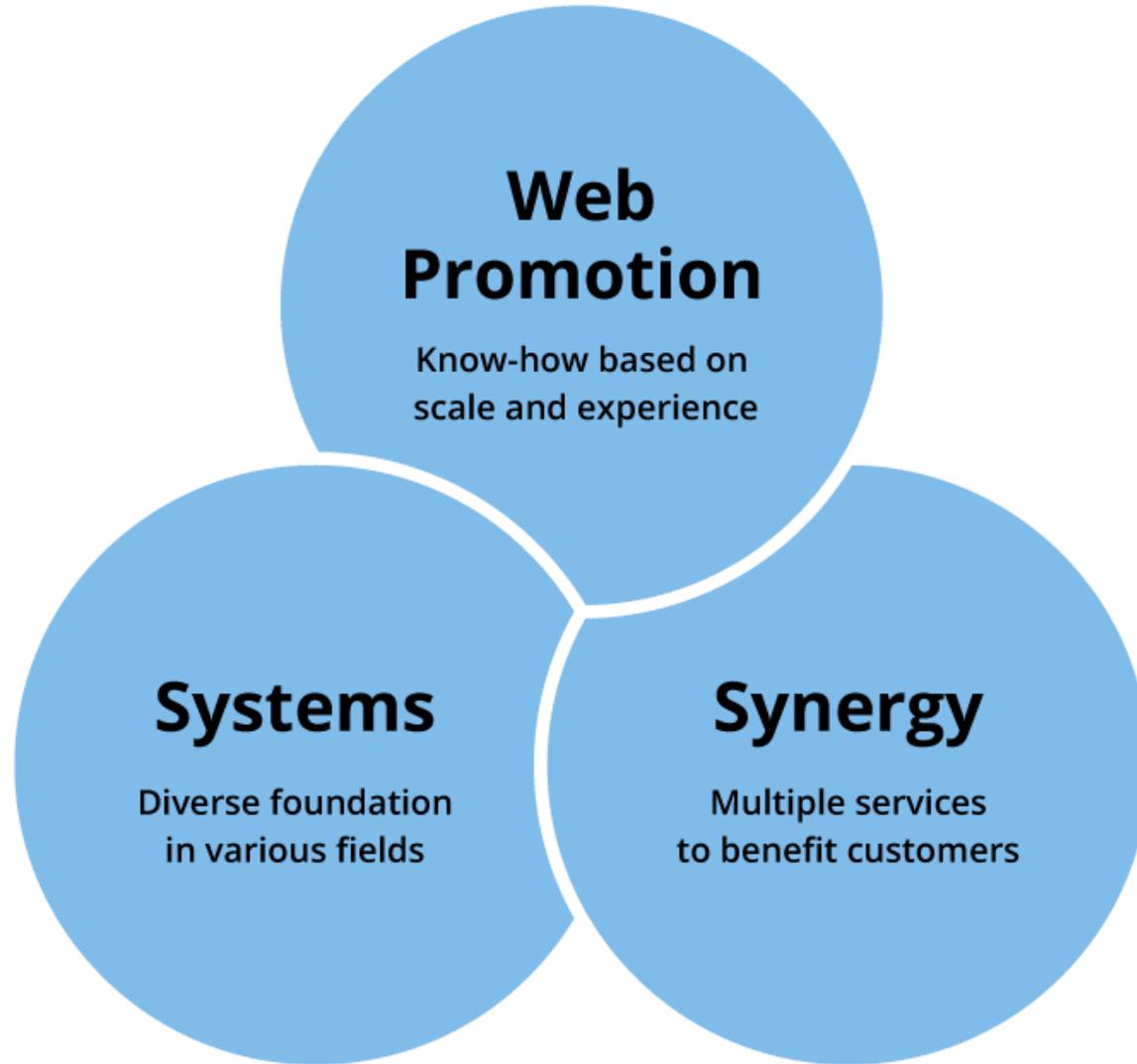
Lalune Platform



Qiita Engineering Service

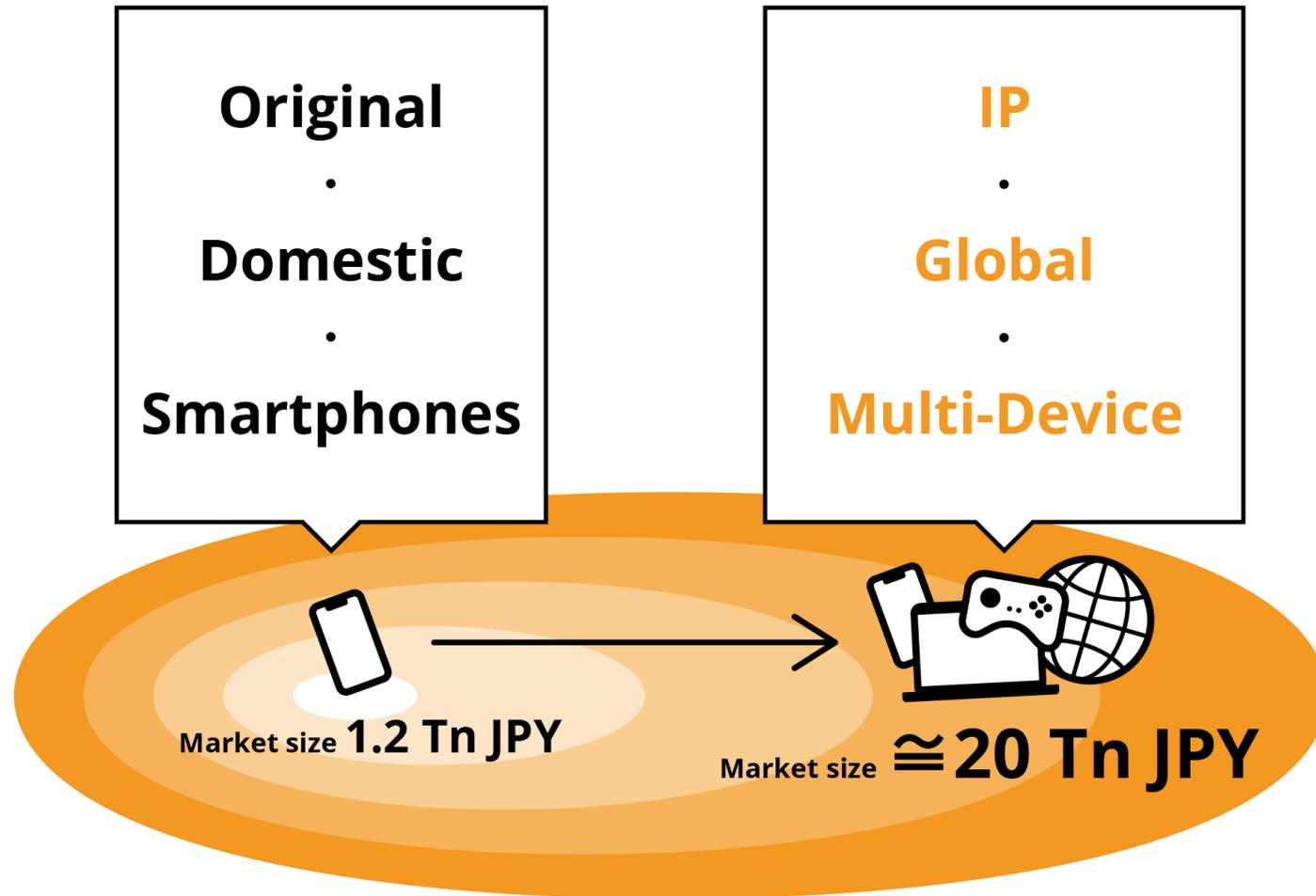
Qiita Platform

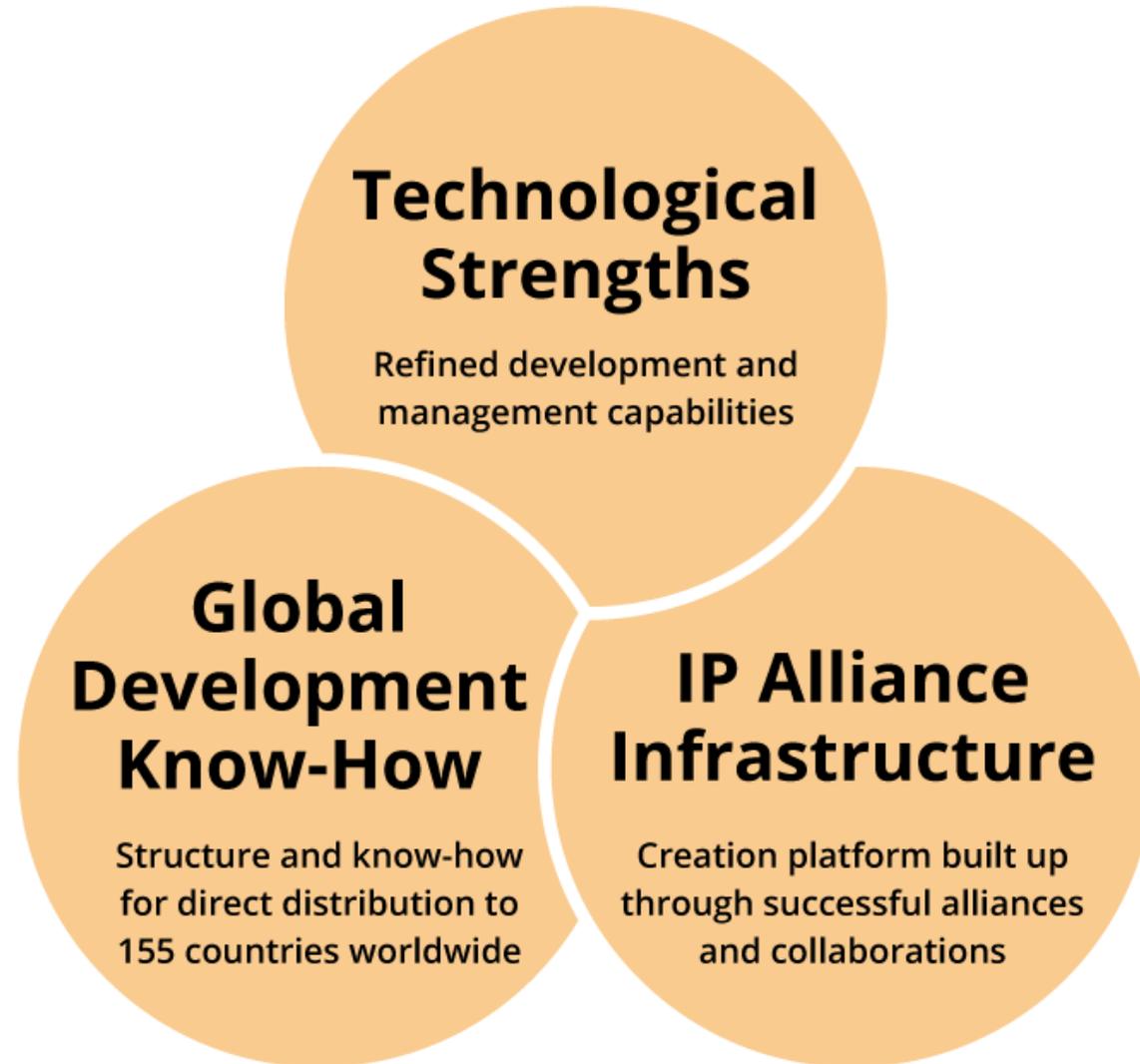




Entertainment Business

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





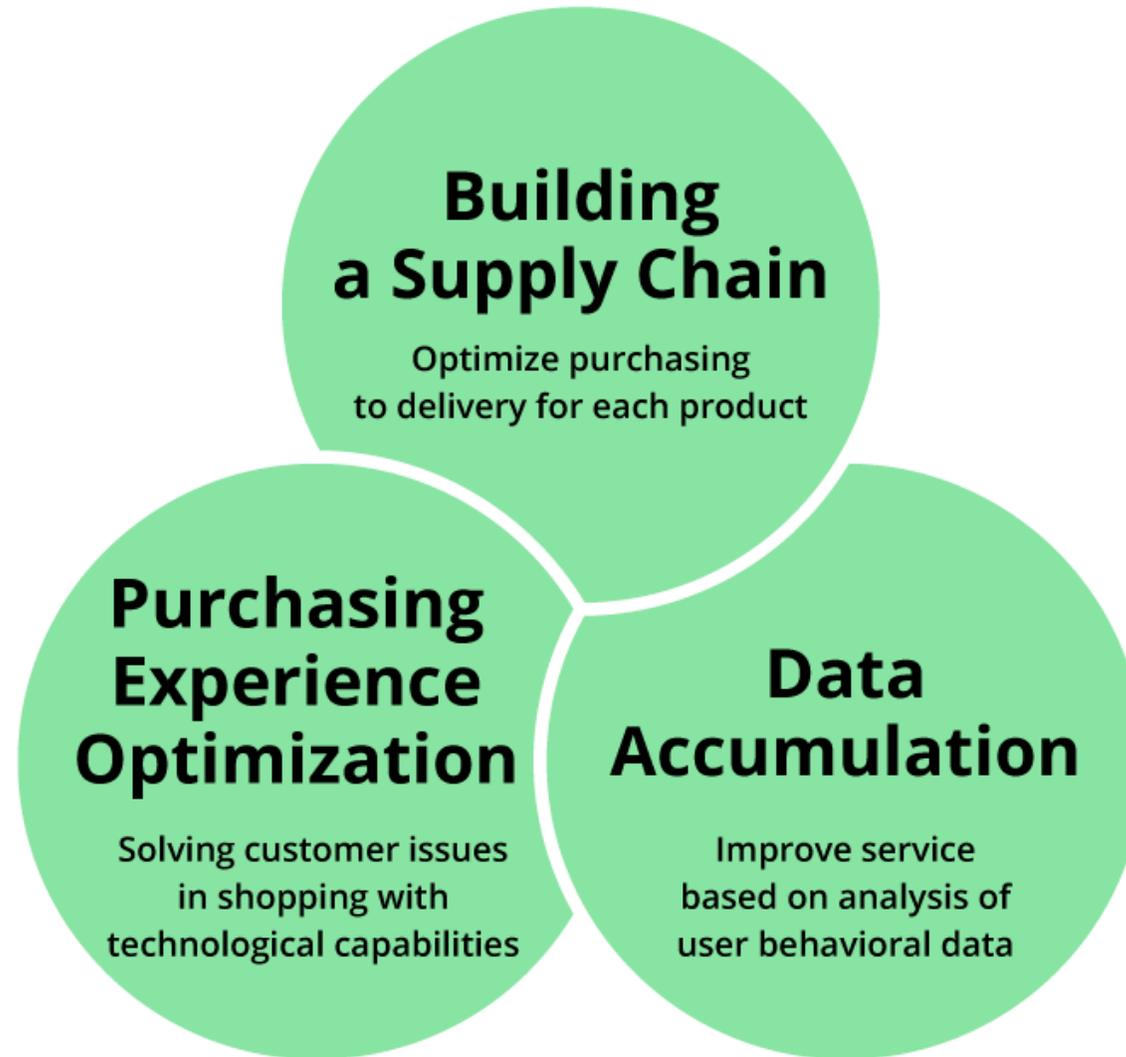
E-Commerce Business

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

● P/L (FY2020 Q2 – FY2022 Q3)

(Million JPY)

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

● P/L (FY2016 - FY2021)

(Million JPY)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	Y/Y (%)
Revenue	22,967	34,603	37,674	37,151	31,739	31,252	-1.5
Y/Y (%)	45.1	50.7	8.9	-1.4	-14.6	-1.5	—
Lifestyle Support	9,193	13,342	18,955	22,525	20,093	20,384	+1.5
Entertainment	12,559	19,259	16,168	12,577	8,450	7,272	-13.9
E-Commerce	1,214	2,001	2,550	2,048	3,196	3,595	+12.5
Cost of revenues	3,615	5,669	6,960	7,518	7,654	8,193	+7.0
Cost rate (%)	15.7	16.4	18.5	20.2	24.1	26.2	+2.1
Selling, G&A expenses	17,139	24,855	26,012	26,820	22,811	22,357	-2.0
Selling, G&A expenses ratio (%)	74.6	71.8	69.0	72.2	71.9	71.5	-0.4
Total cost and G&A expenses	20,755	30,525	32,973	34,337	30,465	30,550	+0.3
Labor costs & recruitment expenses	3,250	3,807	4,754	6,032	6,274	6,273	0.0
Promotional expenses	9,335	14,018	14,805	15,048	12,444	12,380	-0.5
Promotional expenses ratio (%)	40.6	40.5	39.3	40.5	39.2	39.6	+0.4
Lifestyle Support	5,109	7,547	10,385	12,251	11,394	11,425	+0.3
Entertainment	3,748	5,895	3,785	2,355	706	494	-30.1
E-Commerce	221	335	330	200	253	388	+53.1
Commissions, etc.	4,592	7,318	6,117	5,387	4,662	5,180	+11.1
Subcontractor expenses, server fees	1,035	1,198	2,277	2,574	2,114	2,058	-2.6
Office rental fees, utility expenses	728	879	1,080	1,179	1,142	1,129	-1.2
Other expenses	3,340	3,303	3,937	4,115	3,826	3,081	-5.7
Operating income	2,212	4,077	4,701	2,811	1,273	701	-44.9
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	-23.5
Entertainment	2,297	3,820	3,587	1,532	776	369	-52.4
E-Commerce	-172	-178	-211	-210	-43	84	—
Others	-1,549	-1,493	-1,751	-1,648	-1,341	-1,203	-10.3
Operating income margin	9.6	11.8	12.5	7.6	4.0	2.2	-1.8
Ordinary income	2,094	4,118	4,730	2,809	1,249	895	-28.3
Pre-tax income	1,858	3,854	4,732	2,354	0	1,511	—
Net income	1,292	2,579	3,306	1,473	-519	877	—
Number of employees	583	722	955	1,115	1,165	1,155	-0.9
Lifestyle Support	253	344	489	580	635	612	-3.6
Entertainment	241	264	313	378	382	374	-2.1
E-Commerce	30	46	62	56	55	60	+9.1
Others	59	68	91	101	93	109	+17.2

(Million JPY)

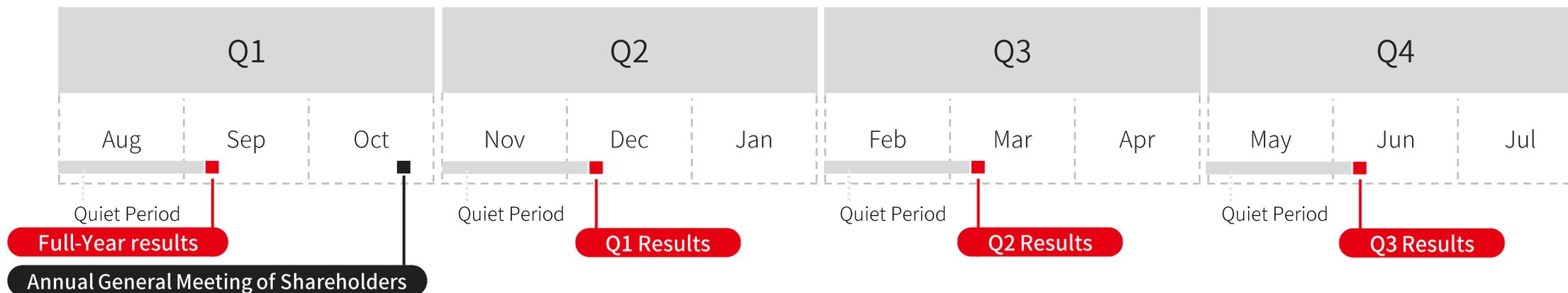
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022 Q3
Assets*							
Current Assets	6,827	9,613	11,488	11,543	11,130	10,383	10,228
Cash and cash equivalents	3,505	5,004	5,984	6,713	6,480	6,035	4,734
Non-current assets*	2,759	3,527	5,214	5,729	4,932	5,368	5,396
Tangible assets	1,321	1,666	1,684	1,711	1,384	1,195	1,073
Intangible assets	622	507	2,070	1,522	477	792	774
Investments and other assets*	815	1,353	1,459	2,495	3,070	3,380	3,548
Total assets	9,586	13,140	16,702	17,273	16,063	15,751	15,624
Liabilities							
Current liabilities	4,127	5,202	4,464	4,031	3,847	3,640	4,674
Non-current liabilities	387	481	583	730	493	527	517
Total liabilities	4,514	5,683	5,047	4,761	4,340	4,168	5,191
Interest-bearing liabilities	1,166	632	186	—	—	—	—
Net assets							
Shareholder's equity	4,971	7,361	11,566	12,452	11,663	11,232	9,591
Treasury stock	-1,222	-1,177	-481	-438	-397	-1,394	-1,896
Stock option	100	96	85	85	82	82	68
Total net assets	5,072	7,456	11,655	12,511	11,722	11,582	10,432
Total liabilities and net assets	9,586	13,140	16,702	17,273	16,063	15,751	15,624

* 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 - FY2021)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Number of shares issued (year-end)	19,450,000	19,469,800	19,738,200	19,756,200	19,783,200	19,789,200
Treasury stock (shares)	302,562	302,562	35,562	35,562	35,588	663,388
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
EPS (JPY)	68.58	136.45	170.40	75.52	-26.59	45.07
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
Net assets per share (JPY)	263.4	389.0	593.7	636.32	594.54	605.98
Dividend per share (JPY)	12.50	27.00	32.50	16.00	16.00	16.00
Interim dividend (JPY)	5.00	5.00	0.00	0.00	0.00	0.00
Total dividend amount (JPY)	239	517	640	315	315	306
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
Equity ratio (%)	51.9	56.0	69.3	71.9	72.5	73.0
ROE (%)	29.1	41.8	34.9	12.3	-4.3	7.6
ROIC (=①÷②, %)	25.1	34.1	27.9	14.1	7.6	4.3
① Net operating income after taxes	1,539	2,729	3,284	1,759	884	486
② Invested capital (=③+④)	6,137	7,993	11,755	12,452	11,663	11,232
③ Shareholder's equity	4,971	7,361	11,566	12,452	11,663	11,232
④ Short-term loans payable	1,166	632	186	—	—	—

Yearly Schedule



Corporate Information

Corporate Development Division Investor Relations

E-mail : ir@a-tm.co.jp

* 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>
- Ateam IR Facebook Page: <https://www.facebook.com/ateamir/>



“To Be a Company Where All Can Achieve Happiness Together”

“To Be a Company that Continues 100 Years from Today”

These materials contain statements made based on current and future conditions, and internal forecasts. Unforeseen events may cause results to differ from content printed in these materials. Such risks include general trade and market status, interest rate and exchange rate fluctuations, and the general economic status of Japan and overseas markets. Ateam Inc. is not responsible for updating / modifying the forecasts contained in these materials, even in the event that such unforeseen events occur in the future.