

FOR IMMEDIATE RELEASE

November 14, 2016

Dentsu Announces Changes to the Forecast of Non-consolidated Financial Results for the Fiscal Year Ending December 31, 2016

Dentsu Inc. (Tokyo: 4324; ISIN: JP3551520004; President & CEO: Tadashi Ishii; Head Office: Tokyo; Capital: 74,609.81 million yen) hereby announces changes to the forecast of non-consolidated financial results (parent company only) for the fiscal year ending December 31, 2016 which was announced on February 15, 2016 as follows.

1. Amendment to Forecast of Non-consolidated Financial Results (Japanese GAAP)

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income	Net income per share (Yen)
Previously announced forecast (A)	1,630,000	62,000	91,800	69,000	241.99
Amended forecast (B)	1,600,000	62,000	91,800	85,600	300.21
Variance (B-A)	(30,000)	0	0	16,600	
Rate of variance (%)	(1.8)	0	0	24.1	
(Reference) Actual results for the same period of the prior year (Jan-Dec 2015)	1,560,136	56,133	82,826	60,903	212.52

Note: Since the fiscal year ended December 2015 was the nine-month period from April 1 to December 31, 2015 in accordance with the change in the accounting period, the actual results for the prior period have not been included in the above chart.

2. Reason for Changes

The net sales forecast has been revised downward based on the business results of the first nine months. However, since the gross profit forecast (not shown in the chart) remains unchanged due to an increase in the gross profit ratio, the operating income and ordinary income forecasts also remain unchanged. The increase in the net income forecast is due to the recording of a gain on sale of investment securities of approximately 24.8 billion yen in the third quarter of the current fiscal year.

On a consolidated basis, the gain on sale of investment securities is accounted for as comprehensive income on the consolidated balance sheet (IFRS), and will therefore not have any impact on the consolidated earnings forecast for the fiscal year ending December 31, 2016 which was announced on May 16, 2016.

Note

The forecasts of net sales and income provided in this document have been calculated based on judgments and assumptions made using currently available information such as industry trends and client circumstances. Therefore, actual sales and income may differ from the forecasts due to uncertain elements inherent in the forecasts as well as other factors including changes in the economic conditions of business operations going forward.

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