

Non-Consolidated Financial Summary (JGAAP)

Dentsu Inc.
Years ended March 31

Millions of yen
except
per share data

	2011/3	2012/3	2013/3	2014/3	2015/3
For the year:					
Net sales	1,396,798	1,404,663	1,412,376	1,515,062	1,535,105
Cost of sales	1,203,669	1,210,027	1,214,508	1,295,669	1,311,939
Gross profit	193,129	194,636	197,867	219,393	223,165
Selling, general and administrative expenses	159,329	162,942	162,101	168,813	170,743
Operating income	33,799	31,693	35,766	50,579	52,421
Ordinary income	40,312	40,654	39,091	69,667	76,458
Income before income taxes	26,551	61,642	42,489	68,361	88,424
Net income	17,471	42,212	28,189	46,953	63,950
At year-end:					
Total assets	1,011,538	1,065,664	1,409,387	1,482,661	1,649,418
Total shareholders' equity	415,206	463,098	492,505	651,629	776,525
Per share data (yen):					
Net income	70.12	169.42	113.14	170.49	221.77
Cash dividends	29.5	31	32	33	55
Ratios (%):					
Operating margin ⁽¹⁾	17.5	16.3	18.1	23.1	23.5
Return on equity (ROE) ⁽²⁾	4.3	9.6	5.9	8.2	9.0
Return on assets (ROA) ⁽³⁾	4.0	3.9	3.2	4.8	4.9
Equity ratio ⁽⁴⁾	41.0	43.5	34.9	44.0	47.1
Dividend payout ratio ⁽⁵⁾	42.1	18.3	28.3	19.4	24.8

Notes: (1) Operating margin = Operating income ÷ Gross profit × 100

(2) ROE = Net income ÷ Average total shareholders' equity based on total shareholders' equity at the beginning and end of the fiscal year × 100

(3) ROA = Ordinary income ÷ Average total assets based on total assets at the beginning and end of the fiscal year × 100

(4) Equity ratio = Total shareholders' equity ÷ Total assets × 100

(5) Dividend payout ratio = Cash dividend per share ÷ Net income per share × 100

(Years ended March 31)

