



Presentation Material of Financial Results for the First Quarter of FY2026 (from January 1, 2026 to March 31, 2026)

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DENTSU SOKEN INC.

April 28, 2026



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Summary for Q1 FY2026

Net sales, Operating profit

- Net sales **increased by 8.9%** YoY, driven by Financial Solutions, Business Solutions and Communication IT.
- Operating profit **increased 14.0%** YoY due to the effect of higher sales and an improvement in the gross profit margin, primarily in custom system development and in-house software.

Orders

- Strong performance across all segments, with a **19.8% increase** in orders received and a **33.0% increase** in order backlog.

Progress

- Steady progress against the first-half forecasts: net sales at **50.4%** and operating profit at **54.9%**.

Consolidated Results for Q1 FY2026

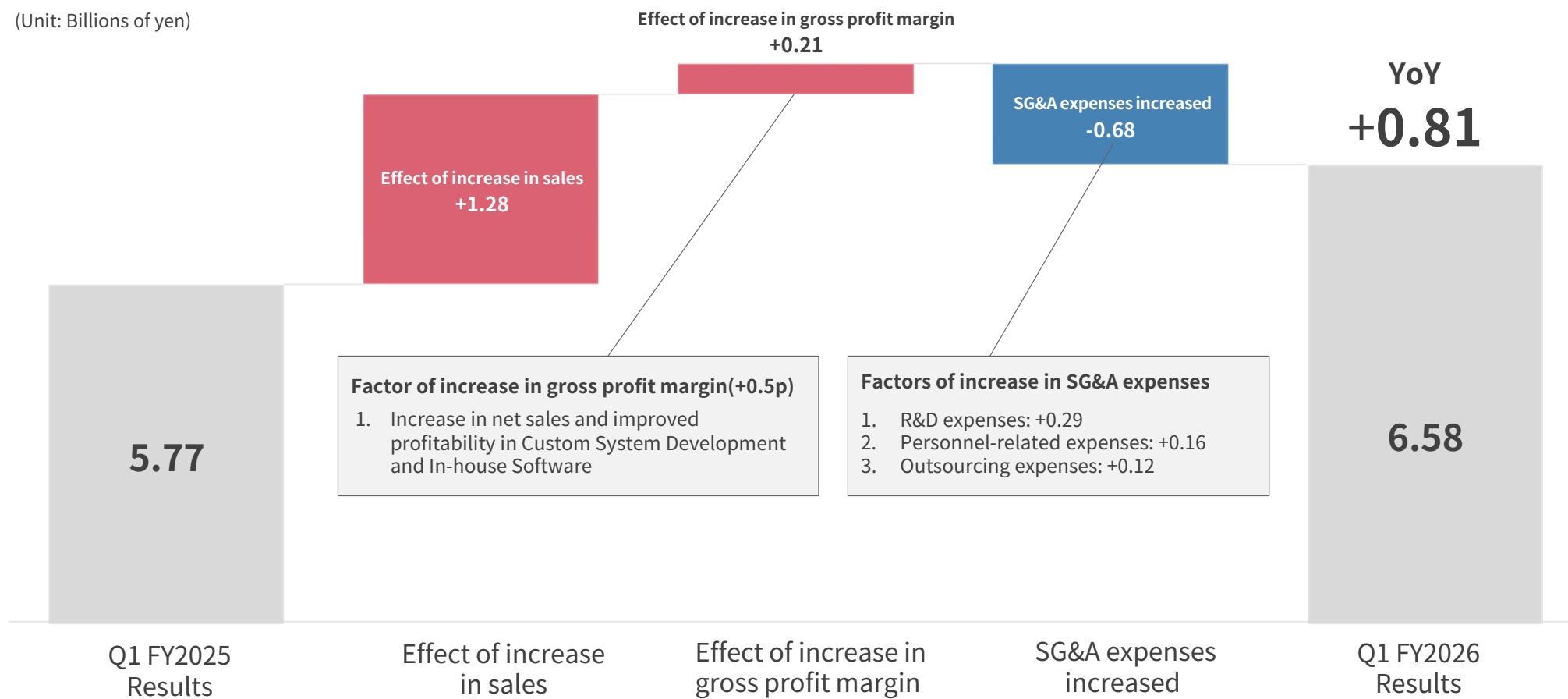
(Unit: Millions of yen)	Q1 FY2025	Q1 FY2026	YoY		Q1 FY2025 Progress (Vs. H1 actual)	Q1 FY2026 Progress (Vs. H1 forecast)
Net sales	40,244	43,820	+3,576	+8.9%	50.2%	50.4%
Gross profit	14,397	15,894	+1,497	+10.4%	-	-
Gross profit margin	35.8%	36.3%	+0.5p	-	-	-
Selling, general and administrative expenses	8,618	9,306	+688	+8.0%	-	-
Operating profit	5,779	6,588	+809	+14.0%	54.2%	54.9%
Operating margin	14.4%	15.0%	+0.6p	-	-	-
Ordinary profit	5,995	6,725	+730	+12.2%	54.0%	54.7%
Profit attributable to owners of parent	4,109	4,648	+539	+13.1%	53.5%	54.7%
Number of employees (people)*	4,389	4,627	+238	+5.4%		

* At the end of the first quarter

Factors of Increase/Decrease in Operating Profit for Q1 FY2026 [YoY]

- Operating profit increased mainly due to increased sales despite an increase in SG&A expenses.

(Unit: Billions of yen)



Non-Operating Income/Expenses and Extraordinary Income/Losses for Q1 FY2026

(Unit: Millions of yen)	Q1 FY2025	Q1 FY2026	YoY	
Operating profit	5,779	6,588	+809	+14.0%
Non-operating income	224	264	+40	+17.9%
Non-operating expenses	9	127	+118	+1311.1%
Ordinary profit	5,995	6,725	+730	+12.2%
Extraordinary income	-	-	-	-
Extraordinary losses	-	-	-	-
Profit before income taxes	5,995	6,725	+730	+12.2%
Total income taxes	1,885	2,078	+193	+10.2%
Profit attributable to non-controlling interests	-	-0	-0	-
Profit attributable to owners of parent	4,109	4,648	+539	+13.1%

Net Sales and Operating Profit by Reportable Segment for Q1 FY2026

(Unit: Millions of yen)		Q1 FY2025	Q1 FY2026	YoY	
Financial Solutions	Net sales	8,305	9,101	+796	+9.6%
	Operating profit	1,105	1,408	+303	+27.4%
	Operating margin	13.3%	15.5%	+2.2p	-
Business Solutions	Net sales	5,706	7,726	+2,020	+35.4%
	Operating profit	990	2,060	+1,070	+108.1%
	Operating margin	17.4%	26.7%	+9.3p	-
Manufacturing Solutions	Net sales	16,159	15,601	-558	-3.5%
	Operating profit	2,571	1,792	-779	-30.3%
	Operating margin	15.9%	11.5%	-4.4p	-
Communication IT	Net sales	10,073	11,390	+1,317	+13.1%
	Operating profit	1,112	1,326	+214	+19.2%
	Operating margin	11.0%	11.6%	+0.6p	-

FS: [Higher sales & profit] Expanded Custom System Development (mega banks, government-affiliated financial institutions, trust banks) and BANK R* implementations (government-affiliated financial institutions, major credit unions).

BS: [Higher sales & profit] Expanded implementations of POSITIVE* (electric power, trading companies) and STRAVIS* (trading companies).

MS: [Lower sales & profit] Declined SAP introductions. Sluggish Consulting Services due to restrained investment in the transportation equipment industry.

CIT: [Higher sales & profit] Expanded Custom System Development for the Dentsu Group and the transportation industry.

* BANK R: loan solution, STRAVIS: consolidated accounting solution, POSITIVE: integrated HCM solution

Net Sales by Service Category and the Dentsu Group for Q1 FY2026

Net Sales by Service Category

(Unit: Millions of yen)	Q1 FY2025	Q1 FY2026	YoY	
Consulting Services	3,267	2,998	-269	-8.2%
Custom System Development	8,297	9,783	+1,486	+17.9%
In-house Software	7,644	9,481	+1,837	+24.0%
Third-party Software	13,618	13,561	-57	-0.4%
Outsourcing, Operation and Maintenance Services	5,026	5,582	+556	+11.1%
IT Equipment Sales and Others	2,390	2,412	+22	+0.9%

Net Sales by the Dentsu Group

(Unit: Millions of yen)	Q1 FY2025	Q1 FY2026	YoY	
Dentsu Group Inc. and Its subsidiaries	5,091	5,674	+583	+11.5%

Net Sales by Industry for Q1 FY2026

(Unit: Millions of yen)	Q1 FY2025	Q1 FY2026	YoY		Composition ratio Q1 FY2026
Financial	8,290	9,259	+969	+11.7%	21.1%
Banks	5,995	6,678	+683	+11.4%	15.2%
Other financial institutions	2,294	2,580	+286	+12.5%	5.9%
Manufacturing	17,747	17,521	-226	-1.3%	40.0%
Transportation equipment	8,324	8,022	-302	-3.6%	18.3%
Electric appliances, Precision instruments	4,160	4,171	+11	+0.3%	9.5%
Machinery	2,678	2,609	-69	-2.6%	6.0%
Other products	2,584	2,718	+134	+5.2%	6.2%
Services and public offices	10,657	12,119	+1,462	+13.7%	27.7%
Distributions and others	3,550	4,920	+1,370	+38.6%	11.2%

* As we reviewed some of our client industries, we used reclassified figures for comparison with the same period last year.

Orders Received and Order Backlog for Q1 FY2026

(Unit: Millions of yen)	Orders Received			Order Backlog		
	Q1 FY2025	Q1 FY2026	YoY	As of March 31, 2025	As of March 31, 2026	YoY
Reportable segment	48,518	58,114	+19.8%	68,132	90,634	+33.0%
Financial Solutions	9,802	10,106	+3.1%	10,115	13,820	+36.6%
Business Solutions	7,600	8,042	+5.8%	9,071	12,239	+34.9%
Manufacturing Solutions	16,964	21,729	+28.1%	29,440	41,762	+41.9%
Communication IT	14,150	18,235	+28.9%	19,505	22,812	+17.0%
Service category	48,518	58,114	+19.8%	68,132	90,634	+33.0%
Consulting Services	2,653	2,621	-1.2%	1,627	1,306	-19.7%
Custom System Development	9,697	13,026	+34.3%	7,086	11,678	+64.8%
In-house Software	10,170	10,114	-0.6%	11,696	14,488	+23.9%
Third-party Software	15,997	20,721	+29.5%	32,520	45,907	+41.2%
Outsourcing, Operation and Maintenance Services	7,948	9,091	+14.4%	9,416	9,953	+5.7%
IT Equipment Sales and Others	2,051	2,539	+23.8%	5,786	7,300	+26.2%

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Note:
Forecasts of business results in this document are based on judgments and assumptions made in light of industry trends, customer conditions, and other information currently available, and are not intended as a guarantee that they will be achieved. Actual results may differ from these forecasts due to uncertainties inherent in forecasts, changes in internal and external conditions, and other factors.

Forecast for FY2026

- There are no changes from the announcement on February 12, 2026.

Full year

(Unit: Millions of yen)	FY2025 (Full Year)	FY2026 (Full Year)	YoY	
Net sales	164,865	182,000	+17,135	+10.4%
Operating profit	22,888	25,500	+2,612	+11.4%
Operating margin	13.9%	14.0%	+0.1p	-
Ordinary profit	23,618	26,100	+2,482	+10.5%
Profit attributable to owners of parent	16,365	18,000	+1,635	+10.0%

First half

(Unit: Millions of yen)	H1 FY2025	H1 FY2026	YoY	
Net sales	80,239	87,000	+6,761	+8.4%
Operating profit	10,661	12,000	+1,339	+12.6%
Operating margin	13.3%	13.8%	+0.5p	-
Ordinary profit	11,109	12,300	+1,191	+10.7%
Profit attributable to owners of parent	7,684	8,500	+816	+10.6%

Net Sales Forecast by Reportable Segment for FY2026

- There are no changes from the announcement on February 12, 2026.

Full year

(Unit: Millions of yen)	FY2025 (Full Year)	FY2026 (Full Year)	YoY	
Financial Solutions	34,832	39,500	+4,668	+13.4%
Business Solutions	28,013	31,000	+2,987	+10.7%
Manufacturing Solutions	61,039	66,000	+4,961	+8.1%
Communication IT	40,980	45,500	+4,520	+11.0%

First half

(Unit: Millions of yen)	H1 FY2025	H1 FY2026	YoY	
Financial Solutions	16,355	18,700	+2,345	+14.3%
Business Solutions	13,105	15,100	+1,995	+15.2%
Manufacturing Solutions	31,002	31,400	+398	+1.3%
Communication IT	19,775	21,800	+2,025	+10.2%

Net Sales Forecast by Service Category for FY2026

- There are no changes from the announcement on February 12, 2026.

Full year

(Unit: Millions of yen)	FY2025 (Full Year)	FY2026 (Full Year)	YoY	
Consulting Services	10,872	12,000	+1,128	+10.4%
Custom System Development	35,083	39,500	+4,417	+12.6%
In-house Software	33,985	38,500	+4,515	+13.3%
Third-party Software	54,200	59,500	+5,300	+9.8%
Outsourcing, Operation and Maintenance Services	21,112	22,500	+1,388	+6.6%
IT Equipment Sales and Others	9,611	10,000	+389	+4.0%

First half

(Unit: Millions of yen)	H1 FY2025	H1 FY2026	YoY	
Consulting Services	5,611	5,900	+289	+5.2%
Custom System Development	16,469	18,900	+2,431	+14.8%
In-house Software	16,078	18,300	+2,222	+13.8%
Third-party Software	26,855	28,500	+1,645	+6.1%
Outsourcing, Operation and Maintenance Services	10,196	10,700	+504	+4.9%
IT Equipment Sales and Others	5,027	4,700	-327	-6.5%



For further information, please contact:

DENTSU SOKEN INC.
Executive Office
Investor Relations



<https://www.dentsusoken.com/english/ir>



g-ir@group.dentsusoken.com



+81-3-6713-6160
