Septeni Holdings Co., Ltd.

Financial Results Briefing for Q3 and 9M FY2026

November 13, 2026

Event Summary

[Company Name]	Septeni Holdings Co., Ltd.
[Listed Market]	TSE
[Stock Code]	4293
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[Event Type]	Earnings Announcement
[Event Name]	Financial Results Briefing for Q3 and 9M FY2026
[Date]	November 13, 2026
[Number of Pages]	33
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[Number of Speakers]	3

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Tei Go	Group Senior Executive Officer, Chief Strategy Officer (CSO)
Kei Hatano	Group Senior Executive Officer, Chief Financial Officer (CFO)

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Presentation

Moderator: It is now time to begin the presentation of the financial results briefing of Septeni Holdings Co., Ltd. for the third quarter and nine months of FY2026.

Thank you very much for taking time out of your busy schedule to participate in our financial results briefing. At today's meeting, Mr. Kouno, Group President and Chief Executive Officer, will first explain an overview of the financial results and business topics. We will have a question-and-answer session after that. Please allow up to one hour. If there are any problems during the briefing, please contact the IR department address shown on the slide.

Let me now introduce our attendees. Mr. Yuichi Kouno, Representative Director, Group President and Chief Executive Officer. Mr. Tei Go, Group Senior Executive Officer and Chief Strategy Officer. Mr. Kei Hatano, Group Senior Executive Officer and Chief Financial Officer. Now, Kouno will explain. Please refer to the financial results briefing materials posted on our corporate website. Please go ahead.

Kouno: I am Kouno, Representative Director, Group President and Chief Executive Officer, Septeni Holdings Co., Ltd. I will explain the financial results for the third quarter and nine months of FY2026.

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The first page is the agenda for today.

First, I will explain in detail an overview of the consolidated financial results for the Q3 cumulative period and for the Q3 standalone period, followed by the situation of each business segment.

Next, I will explain the promotion of business portfolio management, including the acquisition of shares of Mediahouse Holdings, which we announced in a timely disclosure on September 24.

Finally, I will report on the progress against our earnings forecasts.

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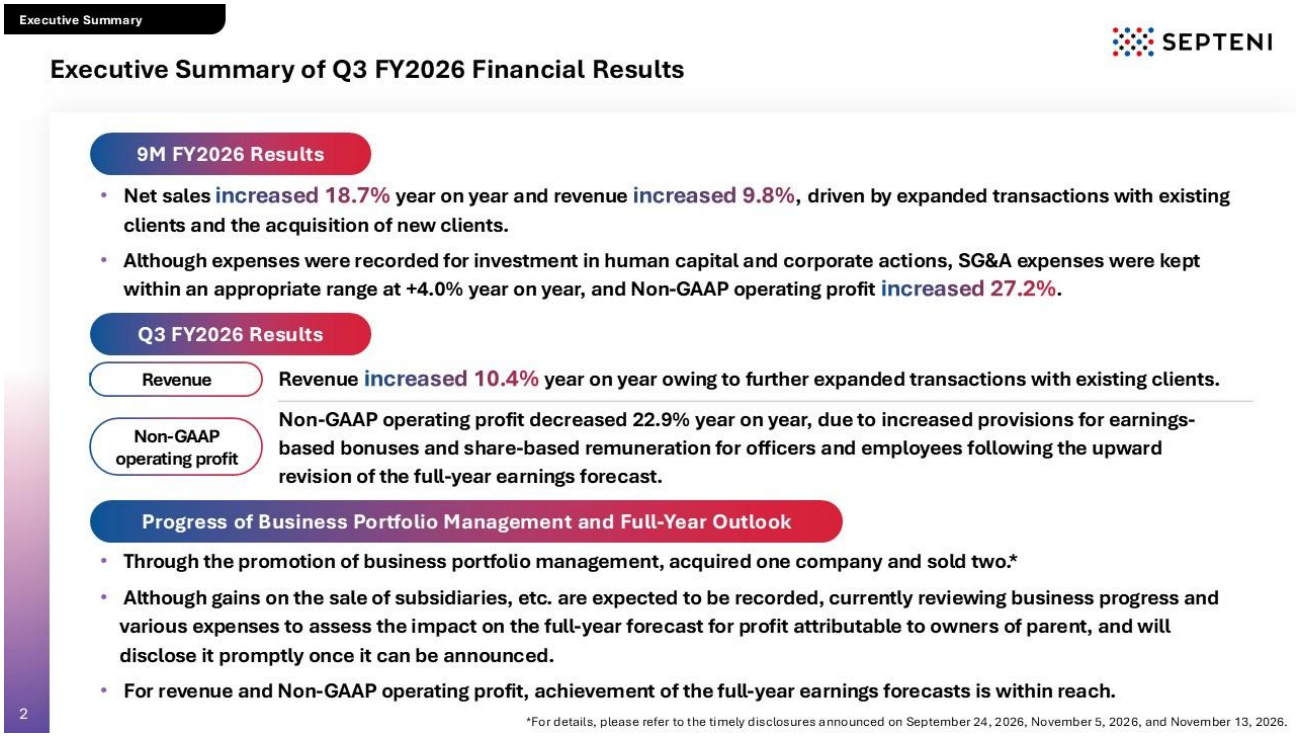

The second page is the Executive Summary of today's explanation.

There are three key points this time.

First, as an overview of our Q3 cumulative results, in addition to the acquisition of new clients, transactions with existing clients expanded further, resulting in an increase in net sales of 18.7% year-on-year and an increase in revenue of 9.8% year-on-year.

Furthermore, although we recorded expenses associated with investment in human capital and corporate actions, we were able to keep SG&A expenses within an appropriate range, up 4.0% year-on-year, and Non-GAAP operating profit achieved double-digit growth of 27.2% year-on-year.

The second point is the overview of the consolidated financial results for the Q3 standalone period.

Revenue landed at an increase of 10.4% year-on-year, driven by the further expansion of transactions with existing clients. On the other hand, Non-GAAP operating profit, due to factors such as increased accruals for earnings-based bonuses and share-based remuneration for officers and employees accompanying the upward revision to our full-year earnings forecasts, decreased in this Q3 standalone period alone.

The last point is the progress of business portfolio management and the full-year outlook.

As one of our overall policies for strengthening governance in the Medium-Term Management Plan, we advocate the practice of strategic business portfolio management. Under this policy, we executed one acquisition and two divestitures in this second half.

In line with these corporate actions, we expect to record gains on the sale of subsidiaries, etc. However, regarding the impact on profit attributable to owners of parent, we are currently

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examining the current business progress, various expenses, and other factors, and we will announce it promptly once it becomes possible to do so.

Regarding the full-year outlook for revenue and Non-GAAP operating profit, we have achievement of our full-year earnings forecasts within striking distance.

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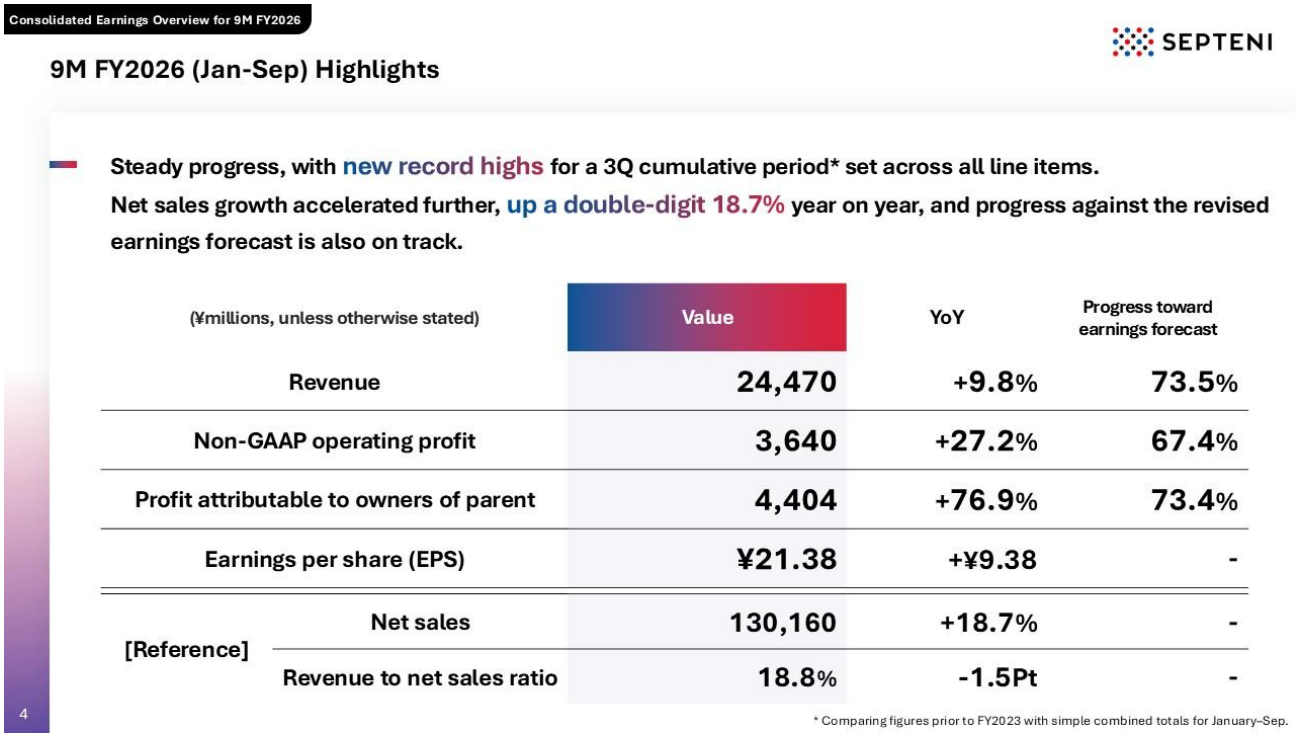

From here, I will proceed with the detailed explanation.

The first item on the agenda is the overview of the consolidated financial results for the Q3 cumulative period of FY2026.

Page 4 presents the consolidated financial highlights for the Q3 cumulative period.

For the Q3 cumulative period of the current fiscal year, we were able to update record-high results for a Q3 cumulative period across all line items.

First, revenue came in at approximately ¥24.5 billion, representing an increase of 9.8% year-on-year, and Non-GAAP operating profit reached approximately ¥3.6 billion, achieving substantial profit growth of 27.2% year-on-year.

Furthermore, net sales also showed double-digit growth of 18.7% year-on-year, with growth accelerating further, reaching approximately ¥130.2 billion.

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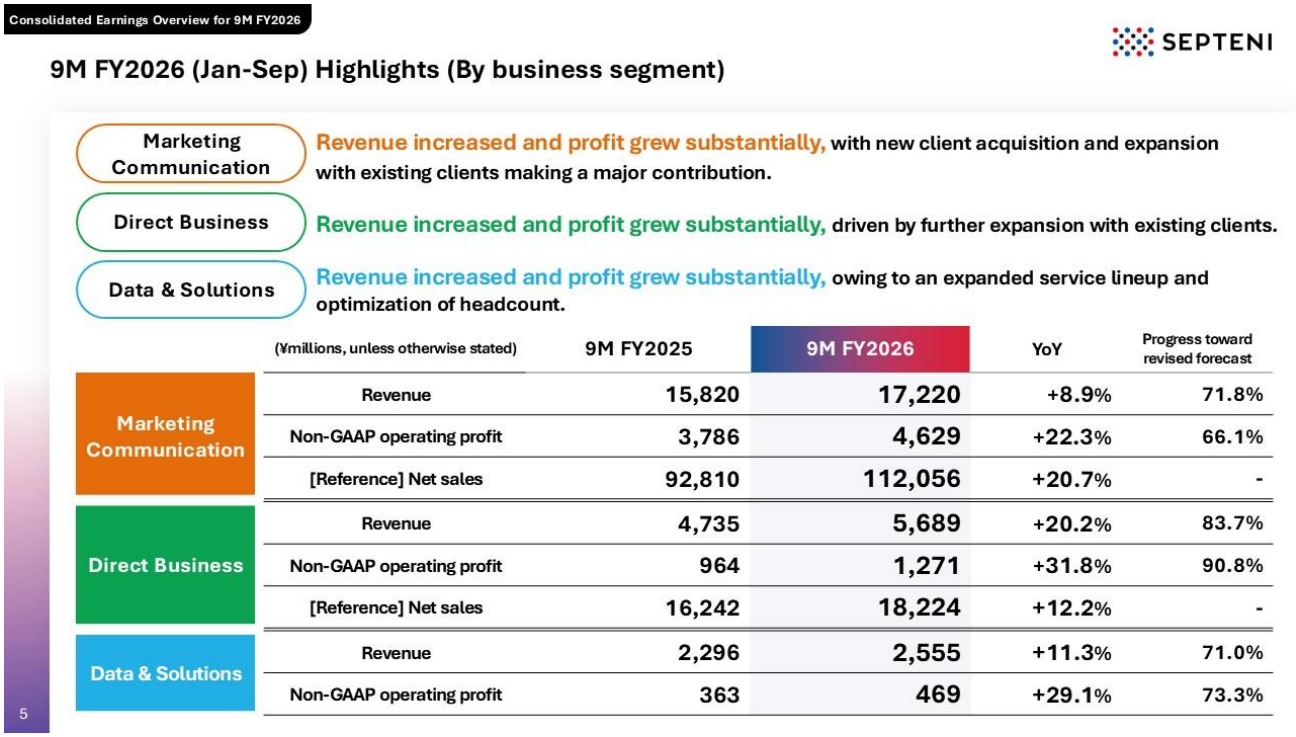

Page 5 presents the financial highlights by segment.

All segments achieved increased revenue and substantial profit growth.

In the Marketing Communication Segment, the acquisition of new clients and the expansion of existing clients contributed significantly, with revenue of approximately ¥17.2 billion and Non-GAAP operating profit of approximately ¥4.6 billion.

The Direct Business Segment also continued its strong high growth through the further expansion of existing clients, with revenue of approximately ¥5.7 billion and Non-GAAP operating profit of approximately ¥1.3 billion.

In the Data & Solutions Segment, with progress in expanding the service lineup and optimizing workforce size, revenue expanded to approximately ¥2.6 billion and Non-GAAP operating profit to approximately ¥0.47 billion.

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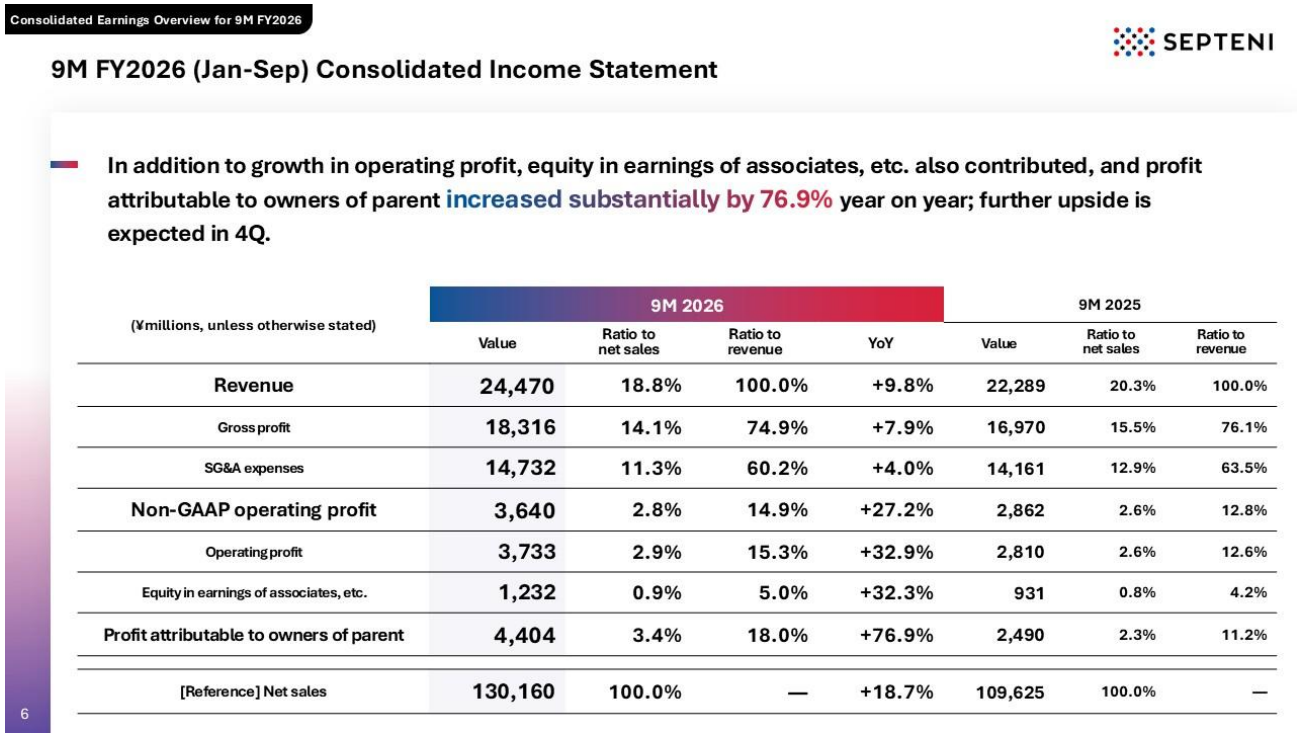

Page 6 shows our consolidated income statement for the Q3 cumulative period.

Revenue and Non-GAAP operating profit are as I explained earlier, but progress in the items below operating profit has also been very strong.

In addition to the increase in operating profit, equity in earnings of associates, etc. was approximately ¥1.2 billion, an increase of 32.3% year-on-year.

As a result, profit attributable to owners of parent reached approximately ¥4.4 billion, achieving substantial profit growth of 76.9% year-on-year.

We expect further additions to profit in Q4 as well, and we are making steady progress toward achieving our full-year earnings forecasts.

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Page 7 presents the consolidated performance trends for the Q3 cumulative period.

Through the expansion of existing projects and the acquisition of new ones, the top line expanded significantly, with net sales growing steadily to approximately ¥130.2 billion and revenue to approximately ¥24.5 billion.

This strong top-line growth firmly absorbed the increase in SG&A expenses, and as a result, the Non-GAAP operating profit margin improved by 2.1 pts year-on-year.

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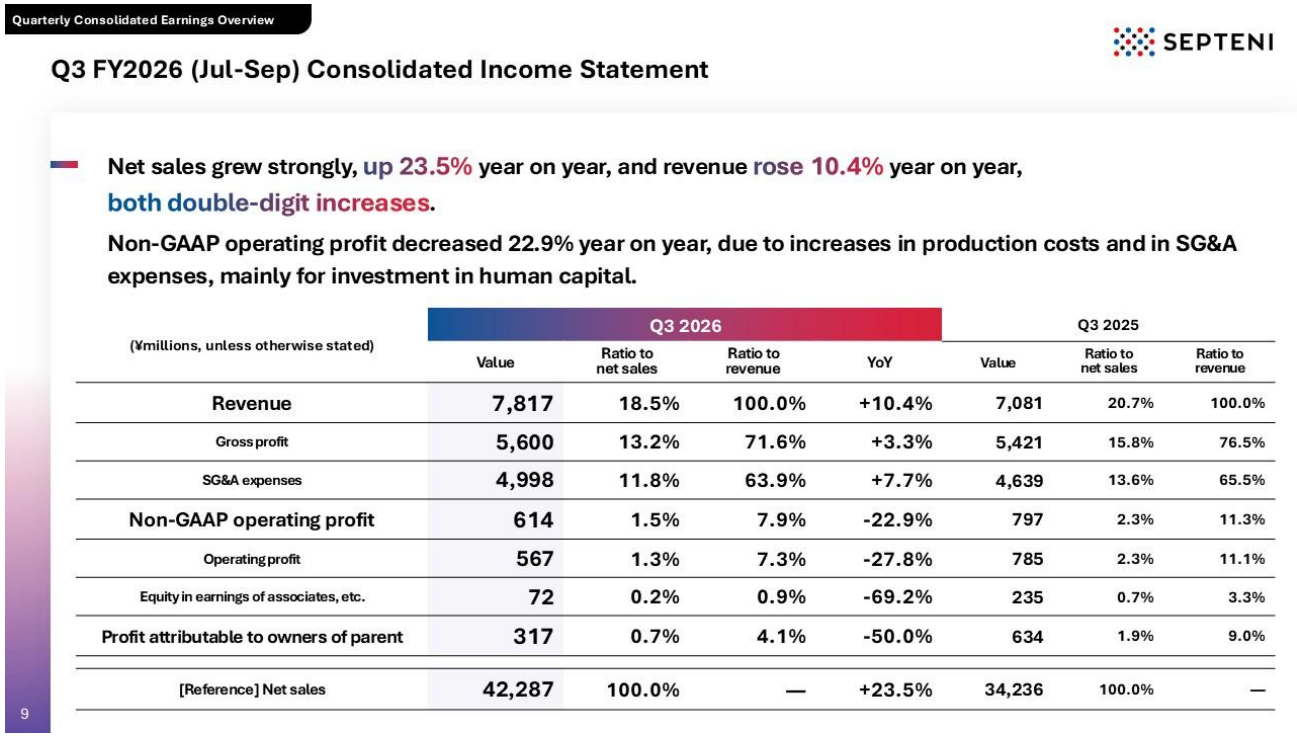

Moving on to the second item on the agenda.

From here, I will explain the overview of our consolidated financial results for the Q3 standalone period, covering the period from July to September.

Page 9 shows our consolidated income statement for the Q3 standalone period.

For July to September, net sales were approximately ¥42.3 billion, up 23.5% year-on-year, and revenue was approximately ¥7.8 billion, up 10.4% year-on-year, both expanding favorably with double-digit growth.

Non-GAAP operating profit decreased by 22.9% year-on-year, due to an increase in production costs and an increase in SG&A expenses, centered on investment in human capital.

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Page 10 shows the quarterly trend of consolidated performance by segment.

Following the upward revisions to our full-year earnings forecasts made in the first and second quarters, estimates for results-based bonuses, etc. for officers and employees have increased in each segment.

In addition, company-wide expenses also increased due to corporate action expenses and accruals for share-based remuneration for officers.

Due to these factors, the operating profit margin declined compared with the same period of the previous fiscal year. However, revenue maintained double-digit growth of 10.4% to approximately ¥7.8 billion, and overall, the trend of steady business growth continues.

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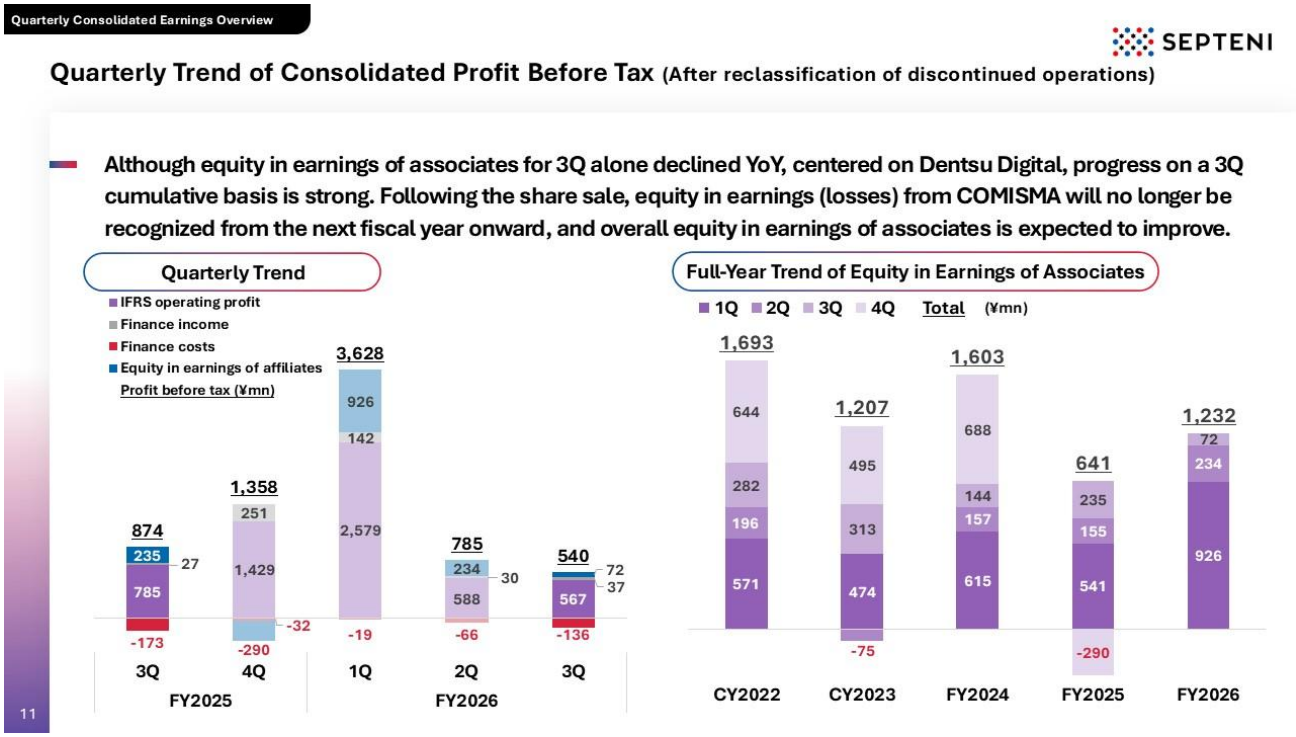

Page 11 details the breakdown down to profit before tax and the cumulative trend of share of profit (loss) of investments accounted for using the equity method.

Share of profit of investments accounted for using the equity method, centered on Dentsu Digital, decreased year-on-year in the Q3 standalone period, but significantly exceeded the previous year on a Q3 cumulative basis, showing solid progress.

In addition, as a result of the sale of shares of COMISMA, from next fiscal year onward, we will no longer take in share of loss of investments accounted for using the equity method from that company, and an improvement in overall share of profit of investments accounted for using the equity method is expected thereafter.

I will explain in detail the progress of business portfolio management, including the sale of shares of COMISMA, later.

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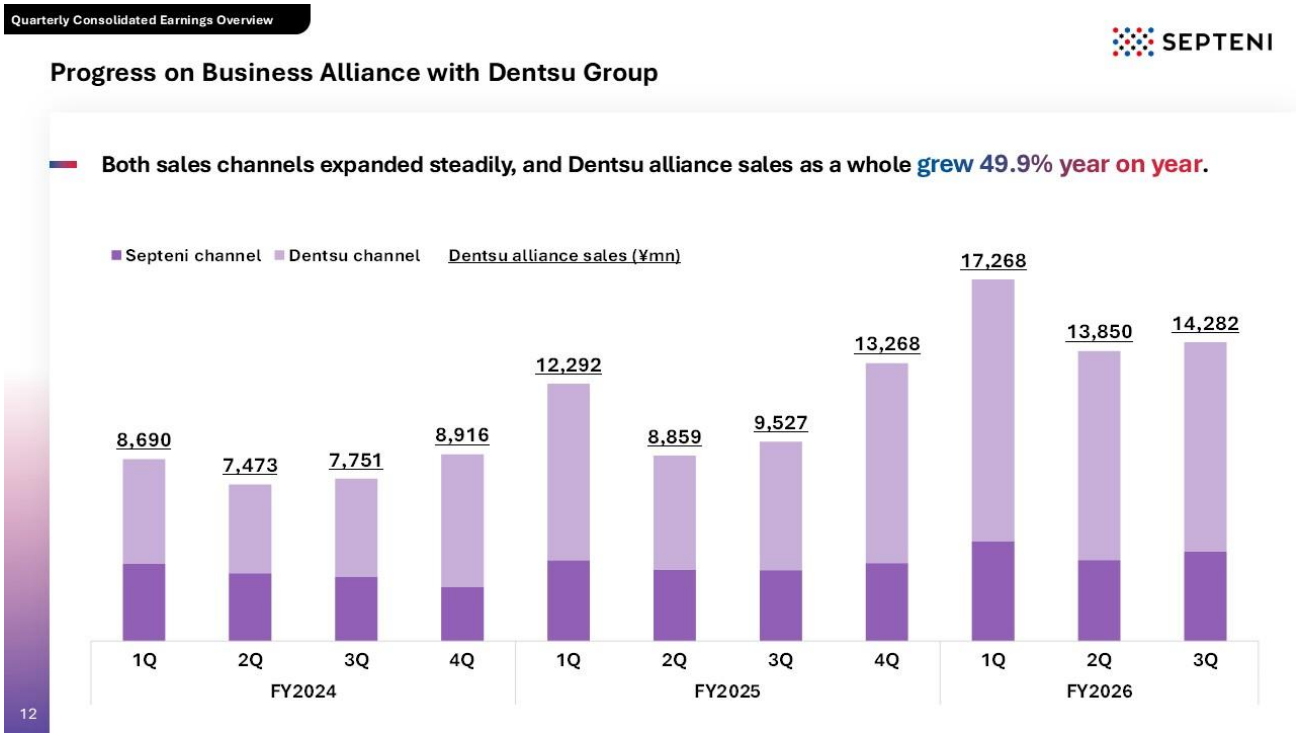

Page 12 shows the progress of our business alliance with the Dentsu Group.

To more clearly illustrate the synergy with the Dentsu Group, we have updated the breakdown of the graph starting from the first quarter.

First, regarding the data definition: the dark purple portion of the graph, labeled "Septeni channel," represents the total of projects within this Dentsu collaboration where our Group acts as the primary contact for the client and recognizes the sales. The light purple portion, labeled "Dentsu channel," refers to sales primarily recognized through the Dentsu Group. The progress of our collaboration is shown as the sum of these two channels.

During this quarter, both channels expanded steadily, and collaboration sales grew to approximately ¥14.3 billion, representing an increase of 49.9% year-on-year.

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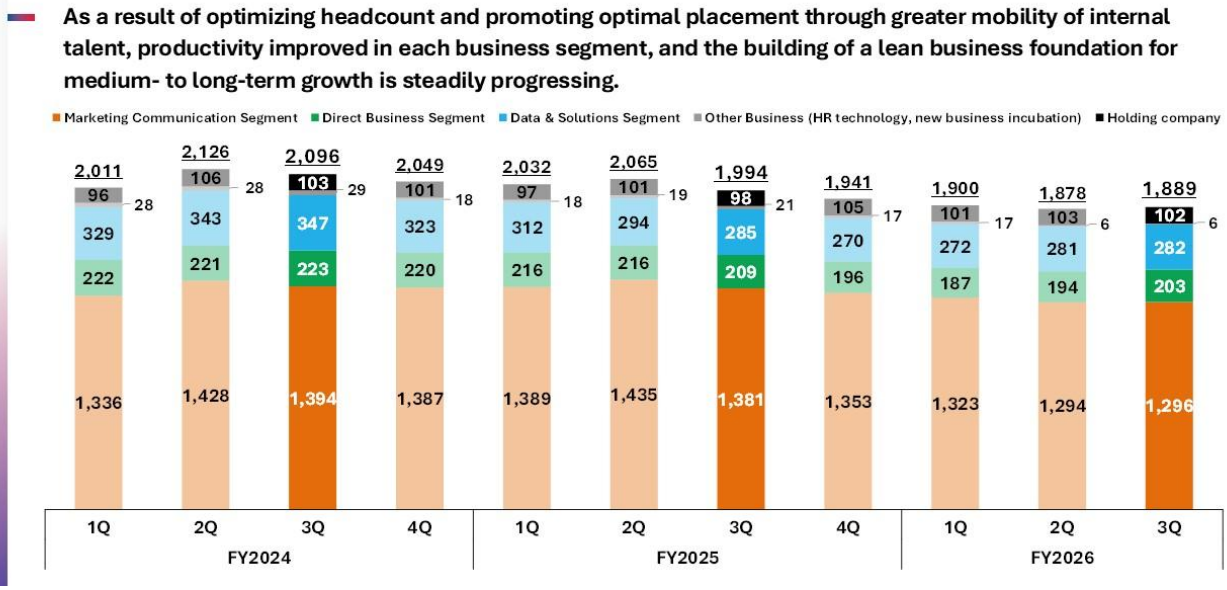
Workforce Size Trend



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Page 13 shows the trends in our consolidated employee headcount.

Through the optimization of workforce size that we have promoted to date and the promotion of optimal allocation accompanying increased mobility of internal talent, productivity improvements are steadily progressing in each business segment.

Going forward, with a view to medium- to long-term business growth, while continuing to build a lean business foundation, we will carry out organizational management that is conscious of the

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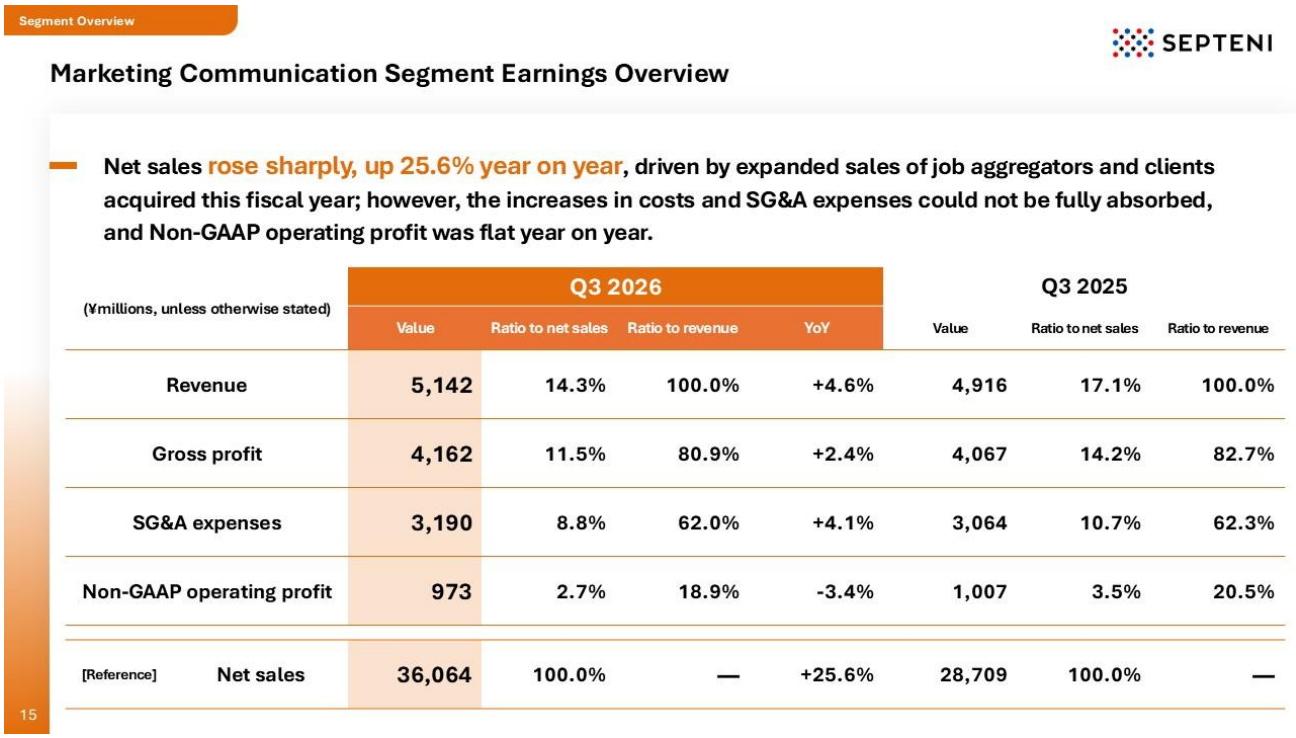
balance between the speed of business expansion and productivity.



From here, I will move on to the overview of our performance by segment.

First, let me explain the Marketing Communication Segment.

Page 15 presents the performance overview for the Marketing Communication Segment.

Driven by expanded sales of job aggregation media and clients acquired in the current fiscal year, net sales reached approximately ¥36.1 billion, representing a significant increase of 25.6% year-on-year.

On the other hand, we could not fully absorb the increases in cost of sales and SG&A expenses, and Non-GAAP operating profit landed at approximately ¥1.0 billion, almost flat year-on-year.

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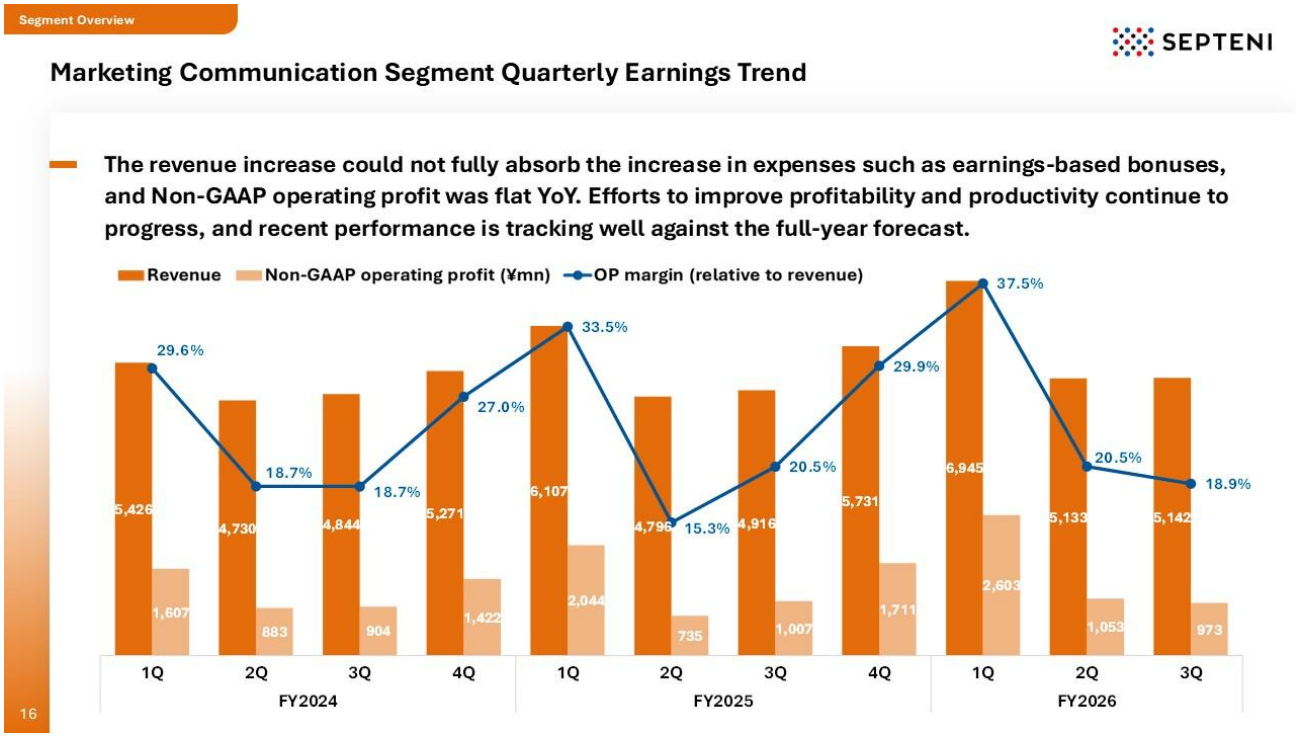

Page 16 presents the quarterly performance trends for the Marketing Communication Segment.

In this third quarter, although we secured an increase in revenue, we could not fully absorb the increase in expenses, including the increased estimates for earnings-based bonuses, and Non-GAAP operating profit landed almost flat compared with the same period of the previous fiscal year. As a result, the Non-GAAP operating profit margin was 18.9%.

On the other hand, initiatives to improve profitability and productivity continue to make progress, and the current fourth quarter is progressing smoothly against the full-year forecast.

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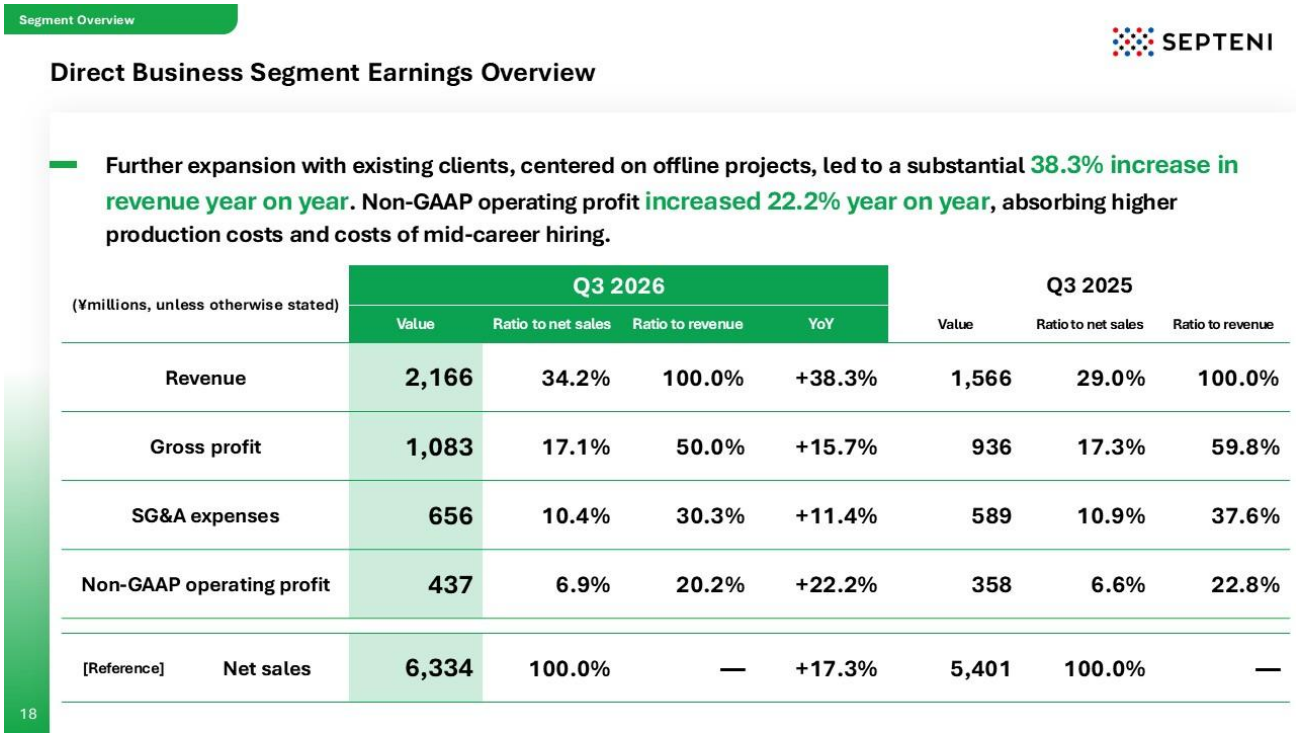

Moving on to the fourth item on our agenda: the Direct Business Segment.

Page 18 presents the performance overview for the Direct Business Segment.

Driven by the further expansion of existing clients, centered on offline projects, revenue reached approximately ¥2.2 billion, a substantial increase of 38.3% year-on-year.

In terms of profit, although there were increases in production costs and in costs associated with mid-career hiring, Non-GAAP operating profit reached approximately ¥0.44 billion, achieving double-digit profit growth of 22.2% year-on-year.

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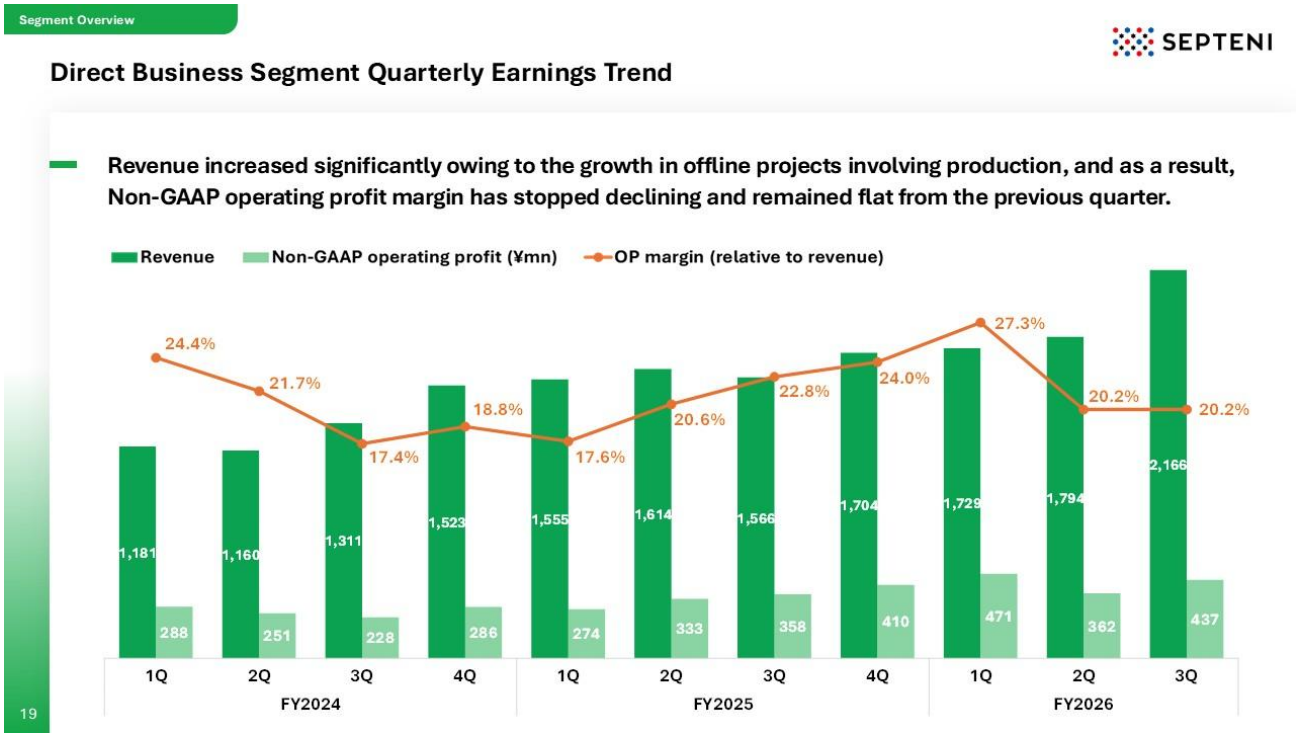

Page 19 presents the quarterly performance trends for the Direct Business Segment.

Revenue grew substantially due to an increase in offline projects involving production.

Thanks to this significant revenue growth effect, the decline in the Non-GAAP operating profit margin has bottomed out, remaining flat from the previous quarter at 20.2%.

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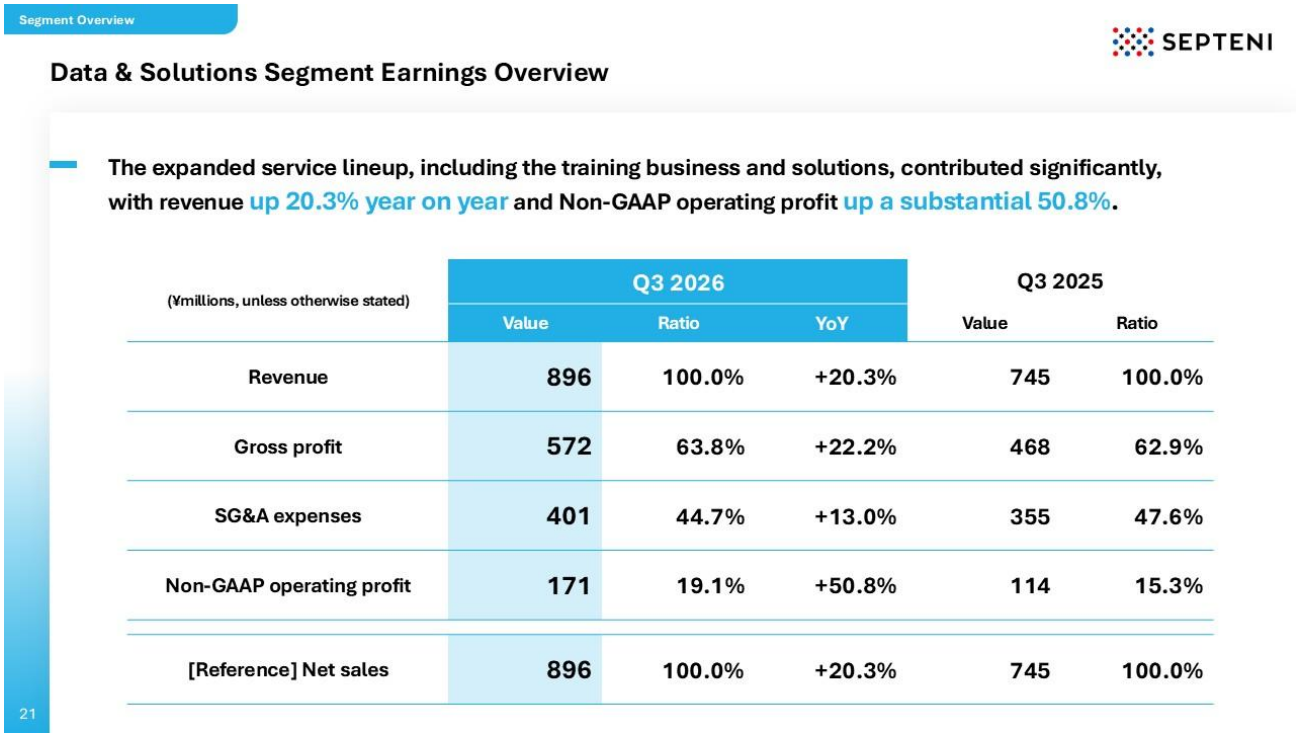

Now I will move on to the fifth item on our agenda: the Data & Solutions Segment.

Page 21 presents the performance overview for the Data & Solutions Segment.

Significantly supported by the expansion of our service lineup, including the training business and various solutions, revenue reached approximately ¥0.9 billion, an increase of 20.3% year-on-year.

In addition to the effect of higher revenue, productivity improvements through the optimization of workforce size that we have promoted to date contributed, and Non-GAAP operating profit landed at a substantial profit growth of 50.8% year-on-year.

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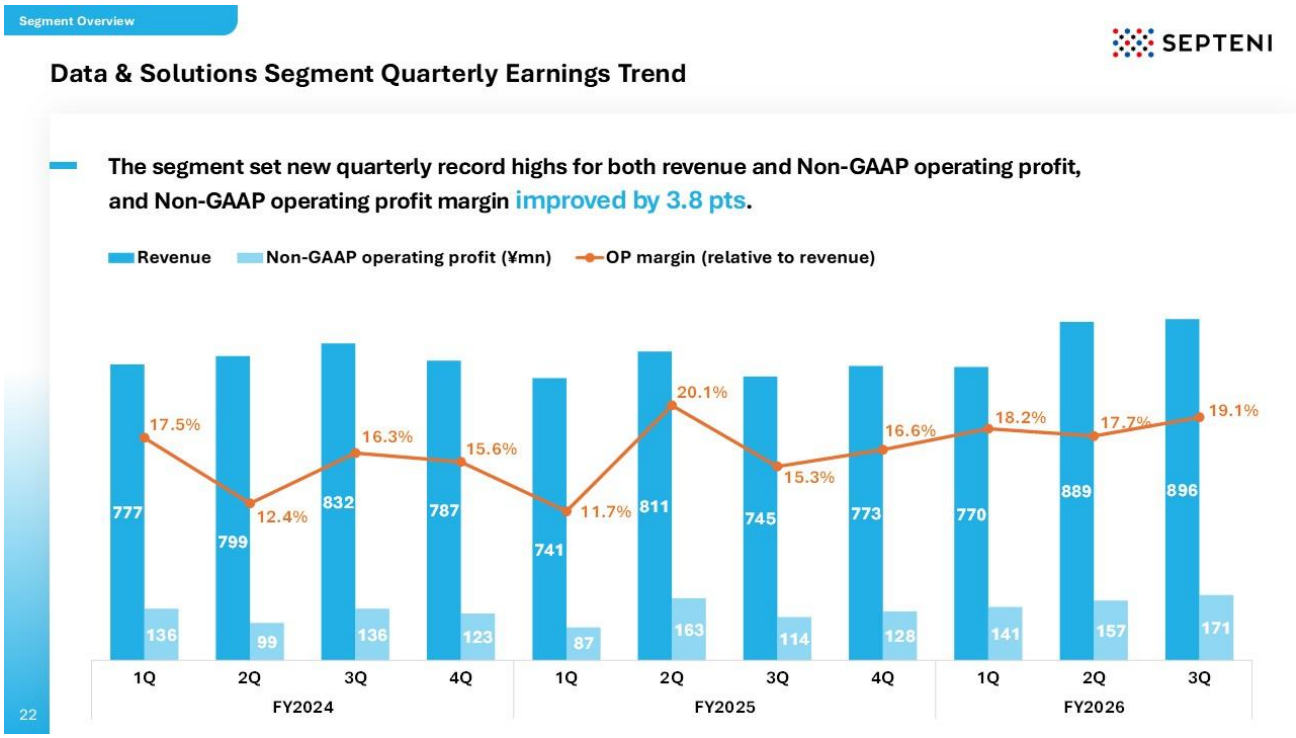

Page 22 presents the quarterly performance trends for the Data & Solutions Segment.

The Data & Solutions Segment updated its record-high revenue and Non-GAAP operating profit for a single quarter.

The Non-GAAP operating profit margin also improved by 3.8Pt year-on-year, as productivity improvements such as optimizing workforce size and increasing engineer utilization rates progressed steadily.

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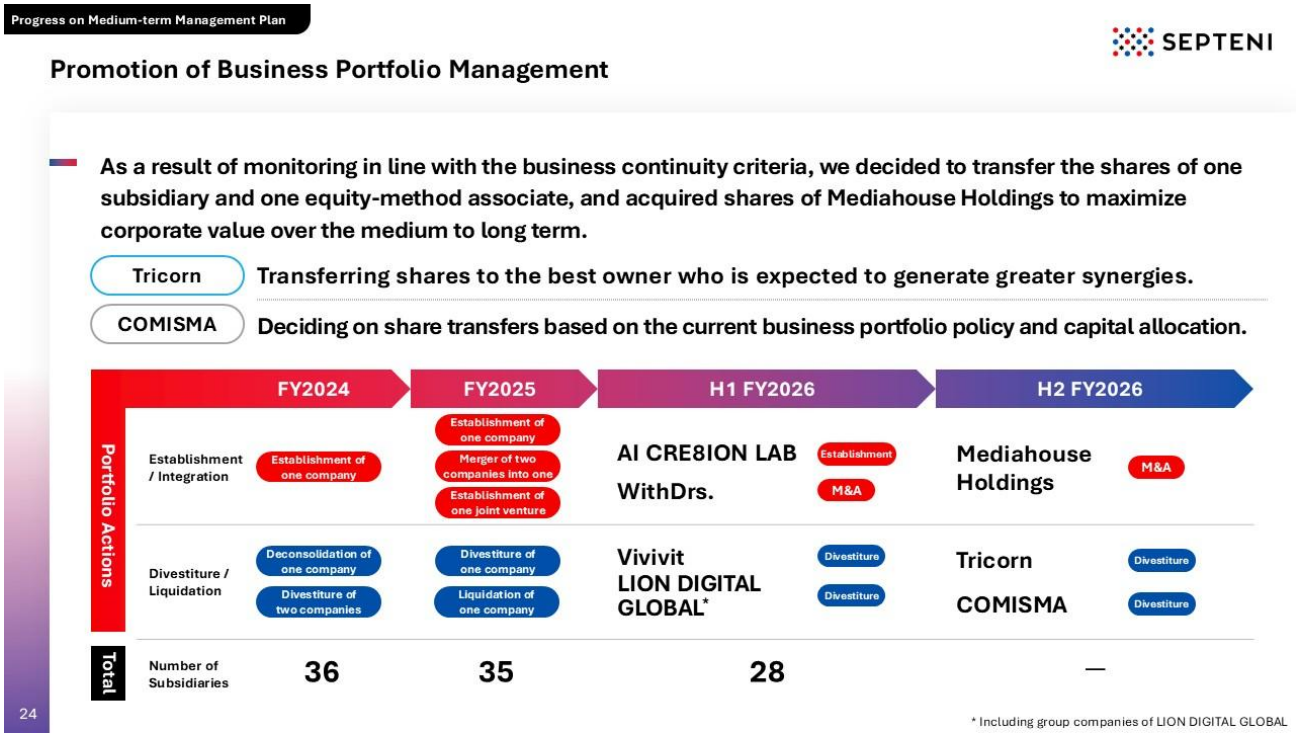

Next, I will explain the sixth item on the agenda: the promotion of business portfolio management.

On page 24, I will explain the promotion of business portfolio management.

In our Group, we are continuously carrying out monitoring in line with our business continuity criteria, and as a result, we decided to transfer the shares of one subsidiary and one equity-method associate.

First, regarding the subsidiary Tricorn, as announced today in a timely disclosure, we decided to transfer its shares to the best owner, from whom greater synergy effects are expected for the company's business growth.

Next, regarding the equity-method associate COMISMA, as announced in a timely disclosure on November 5, we decided to transfer its shares, comprehensively taking into account our Group's current business portfolio policy and capital allocation.

On the other hand, as a growth investment toward maximizing medium- to long-term corporate value, we executed the acquisition of shares of Mediahouse Holdings.

As shown in the timeline at the bottom, through disciplined portfolio management, the number of subsidiaries, which was 36 as of 2024, has been consolidated to 28 as of the first half of 2026.

Going forward, by continuously improving the efficiency of corporate operations through strategic portfolio rebalancing, we intend to vigorously advance the building of an optimal business portfolio that realizes high growth and high profitability.

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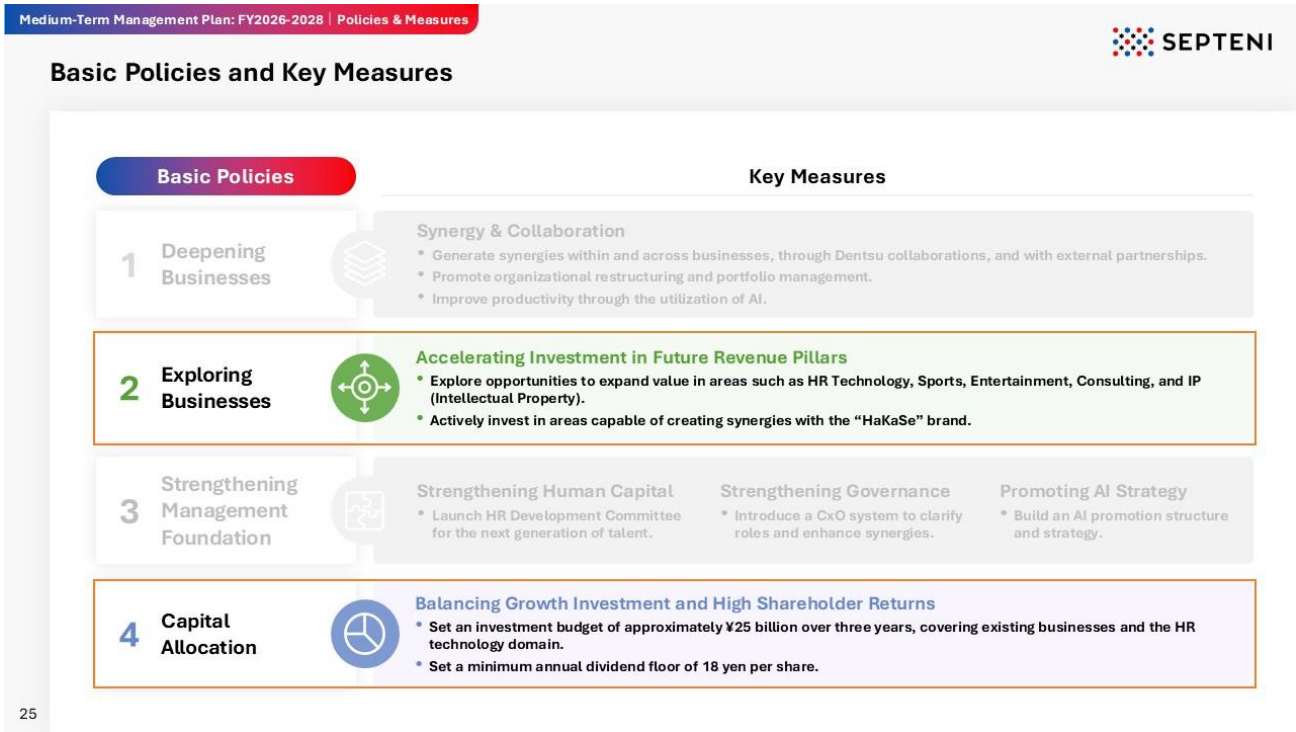

From here, I will explain the acquisition of shares of Mediahouse Holdings.

Page 25 re-presents the basic policies and key initiatives in the Medium-Term Management Plan.

As highlighted in the slide, this share acquisition is tied particularly to two of the four basic policies set out in the Medium-Term Management Plan: the second, "Exploring Businesses," and the fourth, "Capital Allocation."

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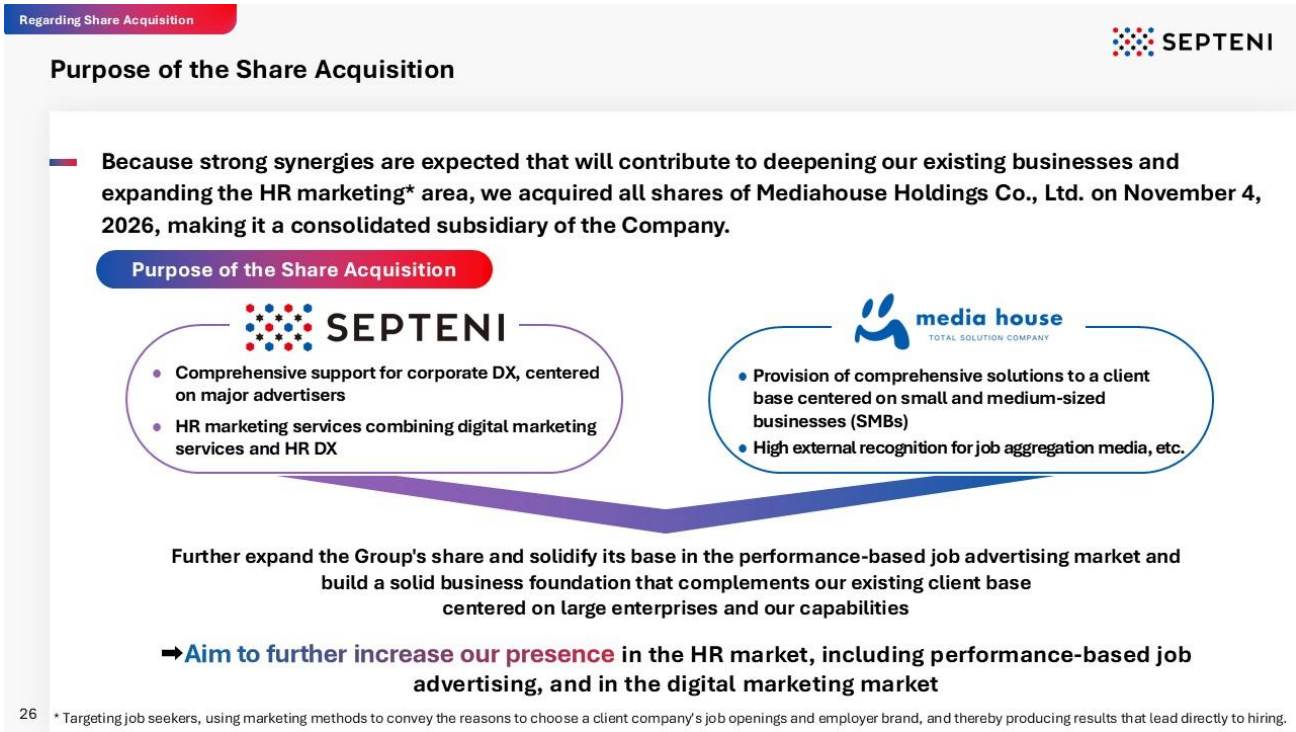

On page 26, I will explain the purpose of this share acquisition.

As stated at the top of the slide, because strong synergies are expected that will contribute to deepening our existing businesses and expanding the HR marketing area, we acquired all shares of the company as of November 4, 2026, making it our consolidated subsidiary.

The Septeni Group has strengths in comprehensive support for corporate DX, centered on major advertisers, and has been expanding HR marketing services that combine advanced digital marketing services with HR DX.

Mediahouse Holdings, on the other hand, provides comprehensive solutions to a solid client base centered on small and medium-sized enterprises nationwide, and has extremely high external evaluations and a top-class operational track record in job aggregators, including Indeed.

By bringing the two companies together as one group, against the backdrop of structural labor shortages, we will push forward at once with further expanding our Group's market share and solidifying our foundation in the rapidly growing performance-based job advertising market.

Ultimately, we would like to dramatically enhance our Group's presence in the HR market, including managed job advertising, and in the digital marketing market.

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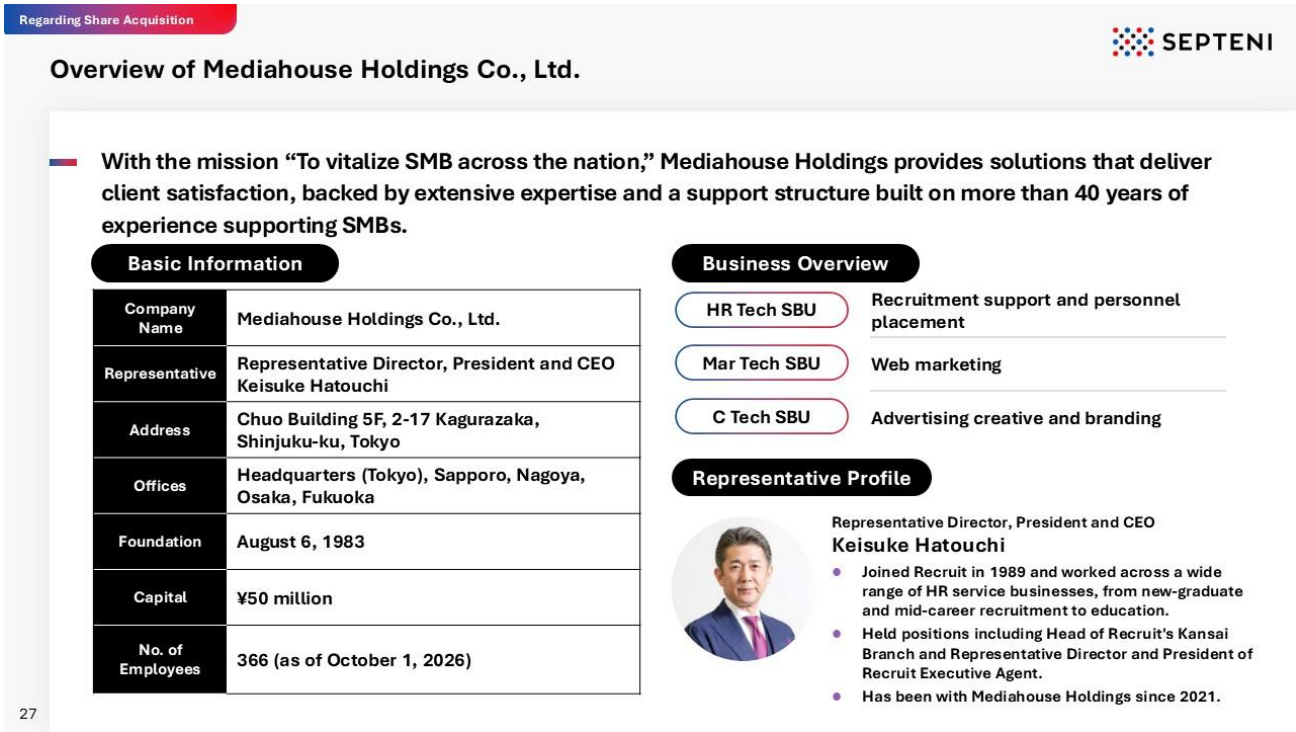

On page 27, I will explain the company overview of Mediahouse Holdings, which has newly joined our Group.

The company upholds the mission of "To vitalize SMB across the nation," and has a track record of supporting SMBs for over 40 years, extensive knowledge, and a solid structure.

In addition, centered on its HR Tech and Mar Tech businesses, it has continued to grow under experienced management, led by Mr. Hatouchi, Representative Director, President and CEO.

By welcoming Mediahouse Holdings, which has trust backed by a history of over 40 years, a nationwide business base, and leadership well-versed in the industry, we intend to create Group synergies and achieve further growth in the HR marketing market.

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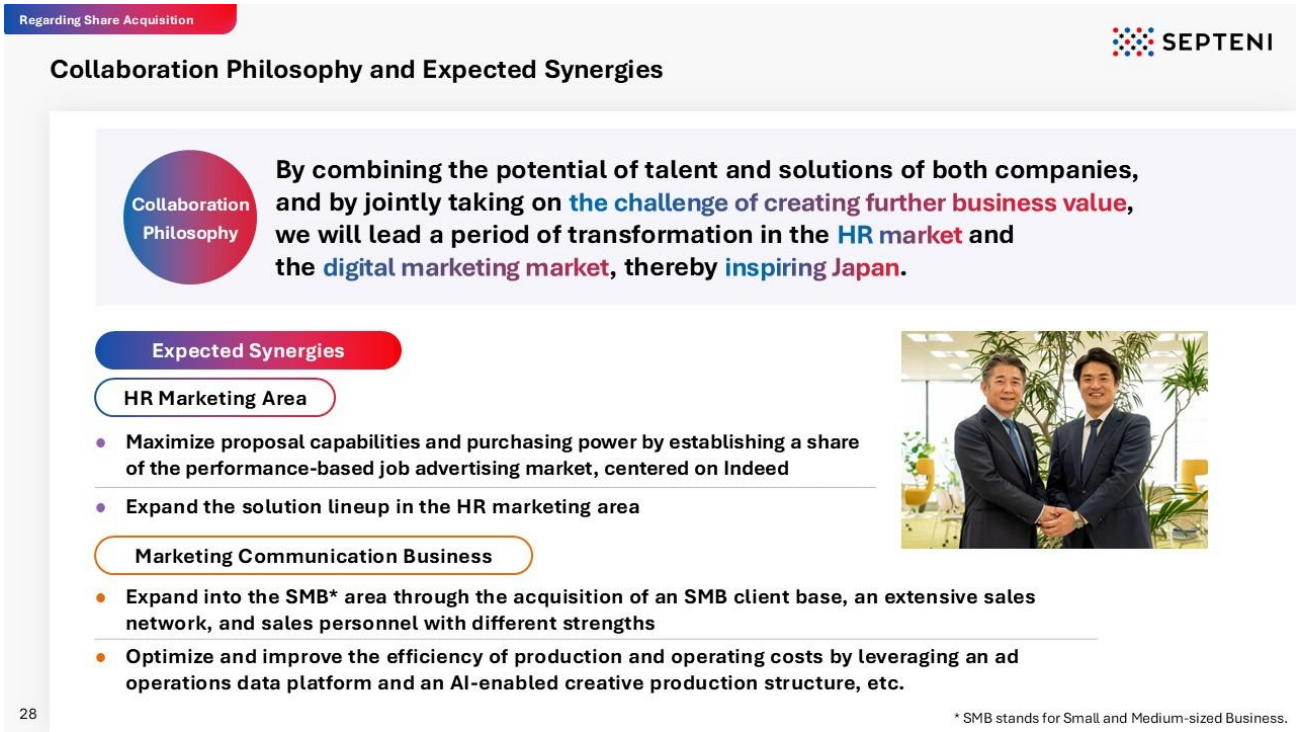

On page 28, I will explain the collaboration philosophy and the synergies we aim to create going forward.

For this collaboration, we uphold the collaboration philosophy;

"By combining the potential of talent and solutions of both companies, and by jointly taking on the challenge of creating further business value, we will lead a period of transformation in the HR market and the digital marketing market, thereby inspiring Japan."

It reflects our desire to unite the aspirations of both companies, namely our Group's mission, "To inspire the world with entrepreneurship," and Mediahouse Holdings' mission, "To vitalize SMB across the nation," and to inspire Japanese society.

As for specific expected synergies, we will create them mainly in two areas.

The first is synergy in the HR marketing area, which is an exploration area.

Our Group focuses on supporting the operation of job aggregation media, leveraging the extensive track record and know-how we have cultivated in digital advertising operations. In advertising operations on the job site "Indeed," both Septeni and Mediahouse Holdings are certified as "Platinum Partner," the highest tier of the "Indeed Certified Partner" program.

By establishing market share in the performance-based job advertising market centered on Indeed, we will maximize our proposal capabilities and purchasing power, while expanding our solution lineup in the recruitment, development, and retention areas of the HR market.

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The second is synergy in the Marketing Communication Segment, which is our core business.

By gaining Mediahouse Holdings' client base of over 2,500 small and medium-sized enterprises nationwide, its extensive sales network, and excellent sales personnel with different strengths, we will rapidly accelerate the expansion of transactions in the SMB area, including small and medium-sized clients, in our Group.

In addition, by rolling out horizontally and mutually utilizing the advertising operation data infrastructure that our Group has accumulated over many years and our creative production framework utilizing generative AI, we will optimize and streamline production and operation costs and vigorously promote business growth and improved profitability across the entire Group.

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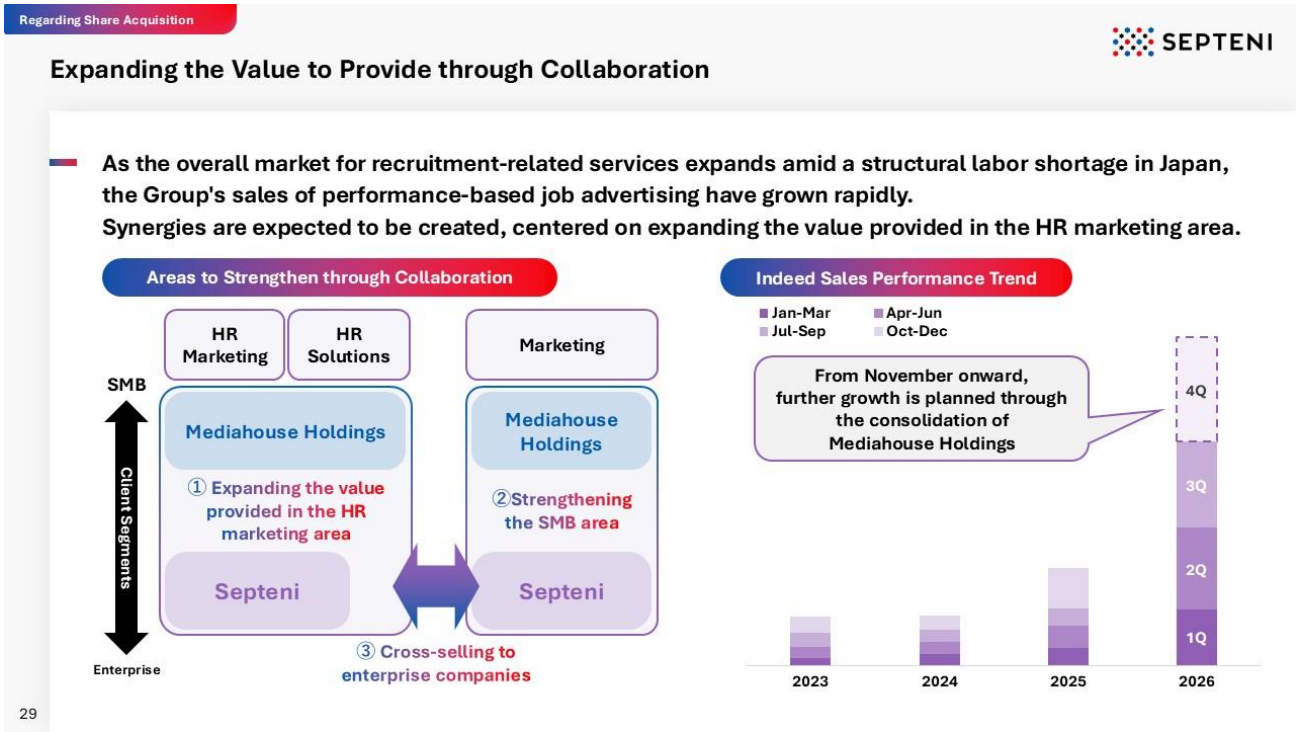

On page 29, I will explain the expansion of value provided through this collaboration.

Currently, against the backdrop of the structural labor shortage in Japan, the overall recruitment-related services market is expanding, and as shown in the graph on the right, our Group's sales results in managed job advertising, centered on Indeed, continue to grow rapidly.

The left side of the slide shows the areas we want to strengthen through the collaboration. Specifically, there are three main points.

First, the further expansion of the value provided in the HR marketing area, where both companies have strengths.

Second, the strengthening of the nationwide SMB area, where Mediahouse Holdings has a solid foundation.

And third, we will promote cross-selling to the enterprise companies that the Septeni Group serves.

In this way, by complementing each other in both client base and solutions provided, and by greatly expanding the value provided, we aim to further increase our presence in the HR marketing market and the digital marketing market.

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On page 30, I will once again present VISION 2030.

The Septeni Group has set forth "VALUE MAXIMIZER" as its group vision toward 2030.

In this third quarter as well, we have steadily laid the groundwork toward realizing this vision, such as thorough business portfolio management and the consolidation of Mediahouse Holdings. Going forward, the entire Group will work as one to achieve a sustainable enhancement of corporate value and to realize this vision.

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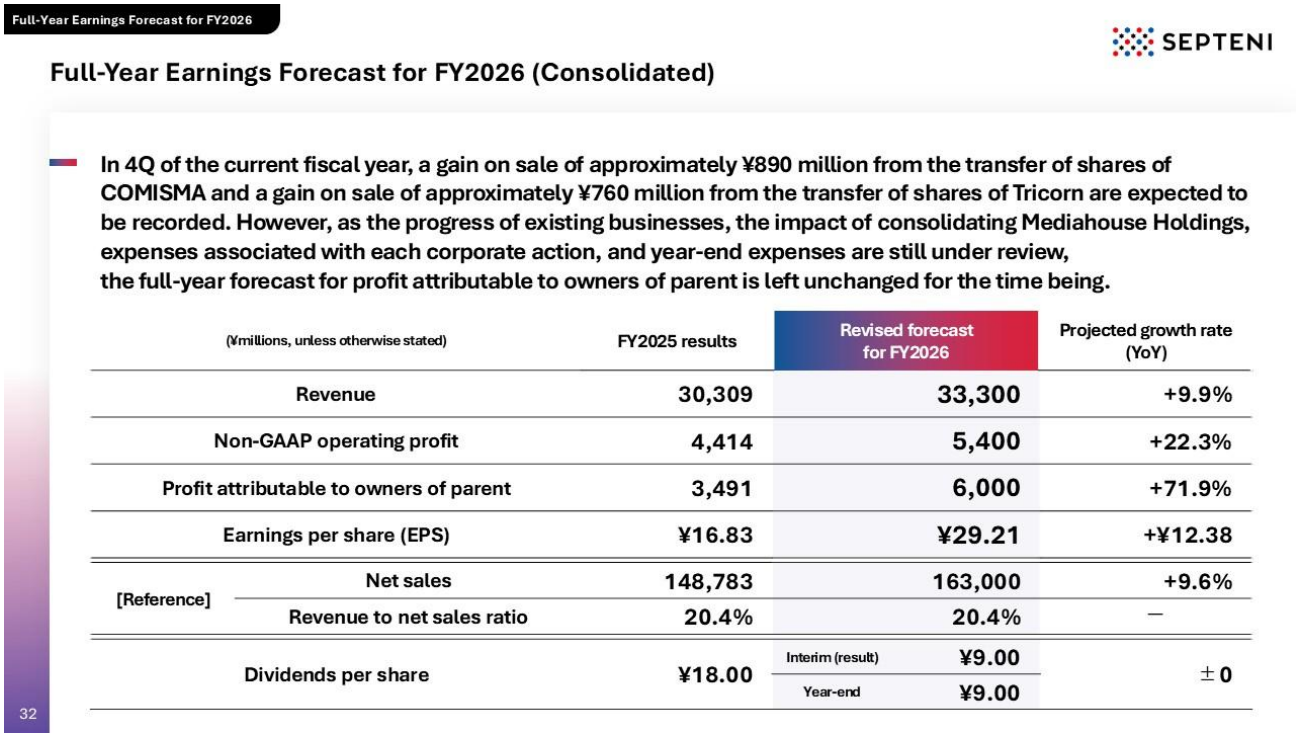

Page 32 explains our full-year earnings forecasts this time.

In Q4, we expect to record a gain on sale of approximately ¥0.89 billion from the share transfer of COMISMA and a gain on sale of approximately ¥0.76 billion from the share transfer of Tricorn.

On the other hand, because we are currently examining the progress of our existing businesses, the impact of consolidating Mediahouse Holdings, expenses associated with each corporate action, Group-wide expenses toward the fiscal year-end, and other factors, we are leaving our full-year forecast for profit attributable to owners of parent unchanged as of today.

If a revision to our earnings forecasts becomes necessary going forward, we will announce it promptly once it becomes possible to do so.

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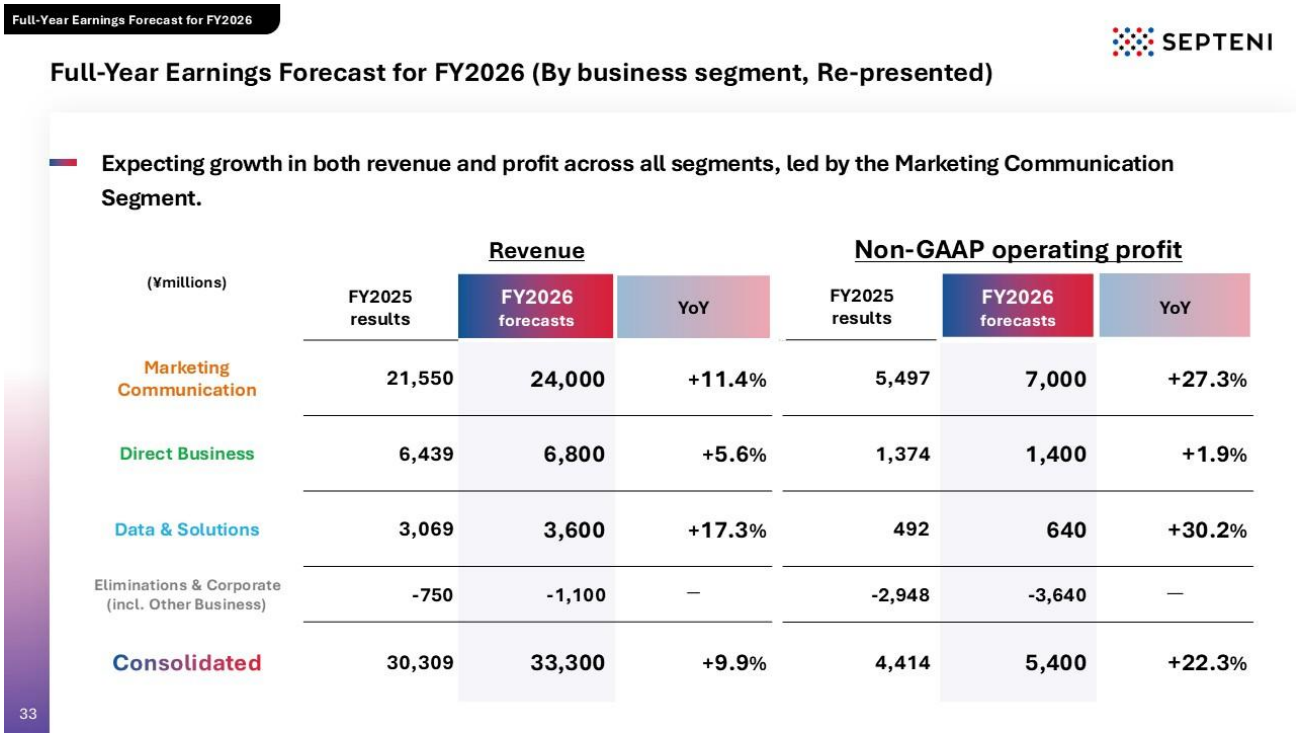

Page 33 re-presents the full-year earnings forecasts by segment.

We expect growth in both revenue and profit across all three segments: the Marketing Communication Segment, the Direct Business Segment, and the Data & Solutions Segment.

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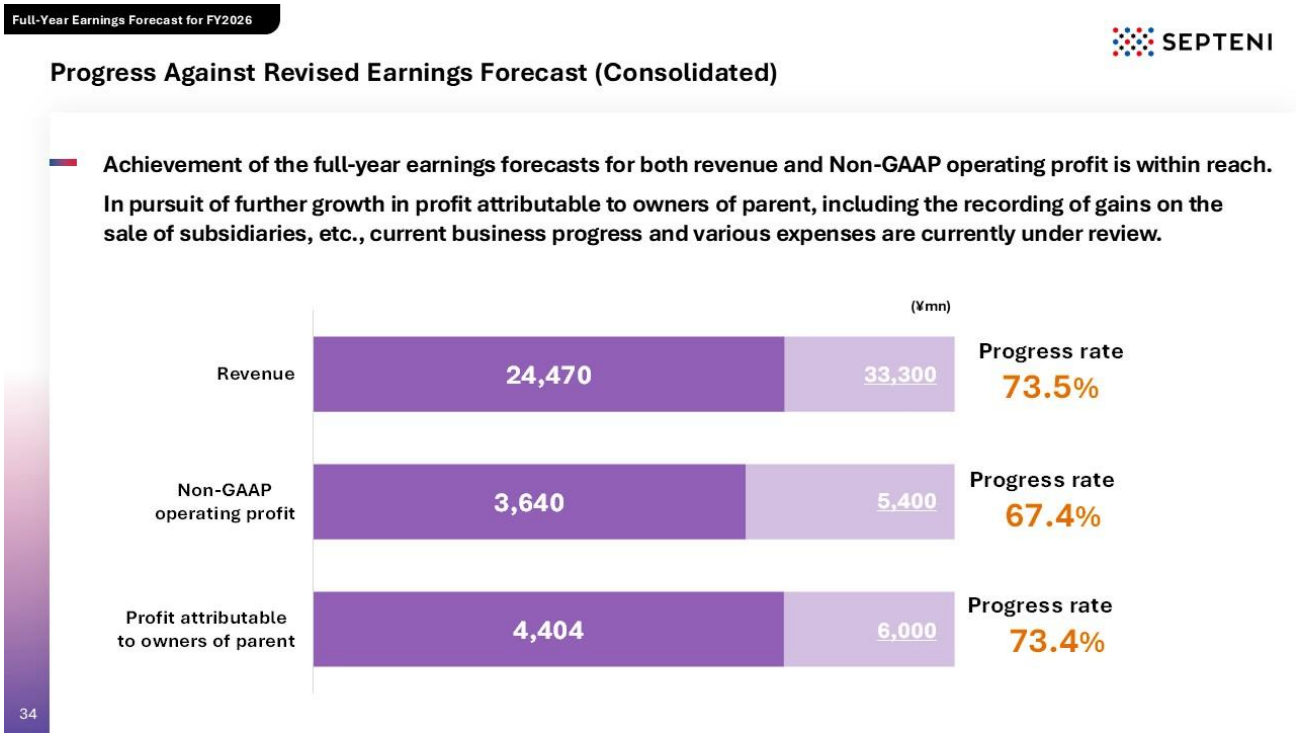

On page 34, I will explain the progress against the revised earnings forecasts.

For both revenue and Non-GAAP operating profit, we have achievement of our full-year earnings forecasts within striking distance.

Regarding profit attributable to owners of parent, taking into account the recording of gains on the sale of subsidiaries, etc., we are currently examining the current business progress, various expenses, and other factors, with the aim of further expansion.

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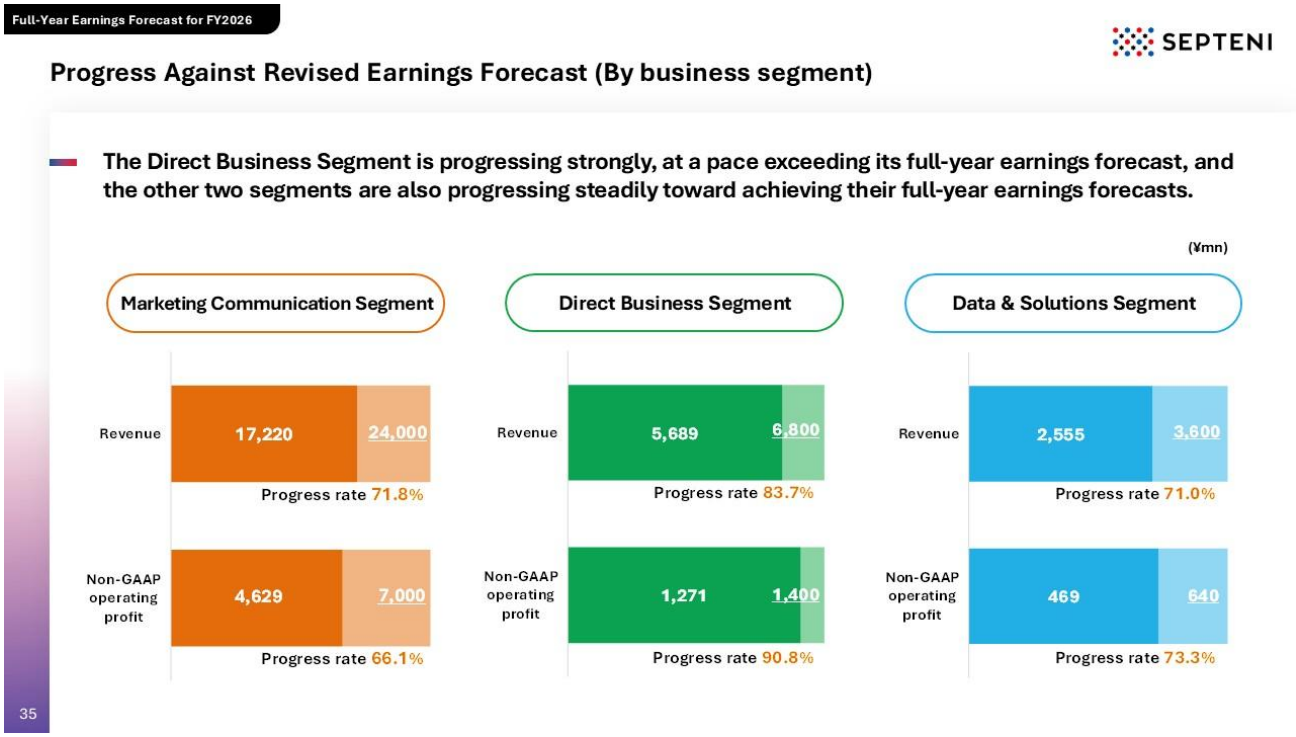

Page 35 shows the progress against the earnings forecasts by segment.

The Direct Business Segment is progressing favorably at a pace exceeding its full-year earnings forecast, and the other two segments are also progressing smoothly toward achieving their full-year earnings forecasts.

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This concludes my explanation of the financial results for the third quarter of FY2026.

This fiscal year, we updated record-high results for the Q3 cumulative period and are progressing smoothly toward achieving our full-year earnings forecasts. Only the final fourth quarter remains, but we will firmly add to profit and push forward as one Group toward achieving our full-year earnings forecasts.

In addition, with Mediahouse Holdings newly joining the Group in November, our business foundation, including the HR marketing area, has become stronger.

Going forward, while continuing disciplined business portfolio management, we are committed to high growth and the sustainable enhancement of corporate value toward realizing VISION 2030, "VALUE MAXIMIZER."

We appreciate your continued support for our group. Thank you for your time today.

[END]