

Consolidated Financial & Non-Financial Highlights (IFRS)

(Unless stated otherwise, all figures in this document are based on units of million yen.)

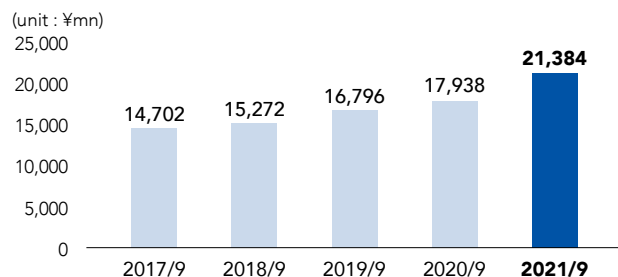
	FY2017	FY2018	FY2019	FY2020	FY2021
Revenue	14,702	15,272	16,796	17,938	21,384
Gross profit	12,989	12,674	13,962	14,596	17,285
Ratio to Revenue	88.3%	83.0%	83.1%	81.4%	80.8%
Selling, general and administrative expenses	10,652	11,693	11,924	12,156	13,745
Ratio to Revenue	72.5%	76.6%	71.0%	67.8%	64.3%
Non-GAAP operating profit	2,325	1,011	2,065	2,452	3,796
Ratio to Revenue	15.8%	6.6%	12.3%	13.7%	17.8%
Operating profit	2,248	977	183	2,274	3,650
Ratio to Revenue	15.3%	6.4%	1.1%	12.7%	17.1%
Profit for the period attributable to owners of the parent	2,211	847	(547)	1,464	2,604
Ratio to Revenue	15.0%	5.5%	—	8.2%	12.2%
(Reference) Net sales	72,375	72,443	76,501	76,489	97,606
Total assets	32,929	33,371	30,413	34,425	42,011
Equity attributable to owners of parent	15,172	15,672	14,796	15,793	18,426
Ratio of equity attributable to owners of the parent to total assets	46.1%	47.0%	48.7%	45.9%	43.9%
Cash flows from (used in) operating activities	(808)	(440)	1,258	2,340	4,619
Cash flows from (used in) investing activities	(1,706)	(310)	(205)	(804)	91
Cash flows from (used in) financing activities	2,457	112	(1,411)	(1,941)	(1,914)
Cash and cash equivalents at the end of period	15,519	14,922	14,488	14,081	16,900
Return on equity (ROE)	15.1%	5.5%	(3.6)%	(9.6)%	15.2%
Basic earnings per share (EPS) (yen)	17.38	6.71	(4.33)	11.58	20.59
Equity attributable to owners of parent per share (BPS) (yen)	120.08	124.00	117.02	124.90	145.72
Dividends per share	3.2	2.0	2.0	2.0	3.4

(Notes)

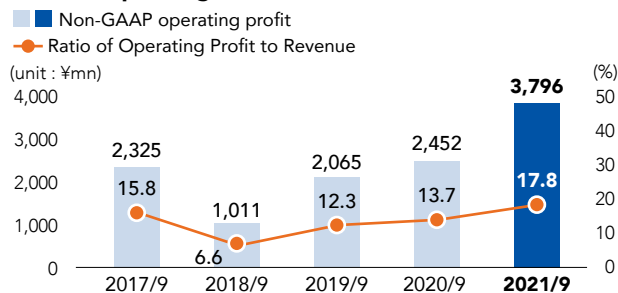
1. Conventional "net sales" are voluntarily disclosed as reference information, while "revenue" is disclosed as an indicator based on IFRS. Revenues from advertising agency sales, which account for the majority of the Digital Marketing Business, are recorded on a net basis only for the margin portion.
2. "Non-GAAP operating profit" is voluntarily disclosed in order to more appropriately express the actual state of the business and refers to the profit indicator used to assess ordinary business conditions after adjustments are made to IFRS-based operating profit pertaining to temporary factors such as stock-based compensation expenses, the impairment losses, and gains or losses on the sales of fixed assets.
3. Figures are rounded to the nearest digit.

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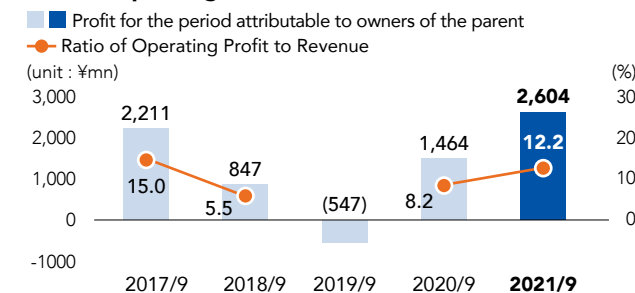
Revenue



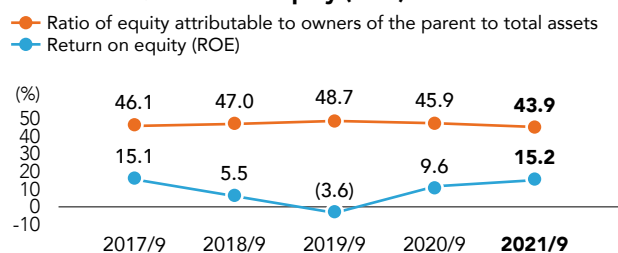
Non-GAAP Operating Profit / Ratio of Operating Profit to Revenue



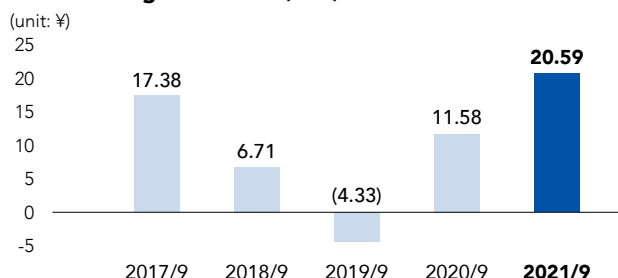
Profit for the Period Attributable to Owners of the Parent / Ratio of Operating Profit to Revenue



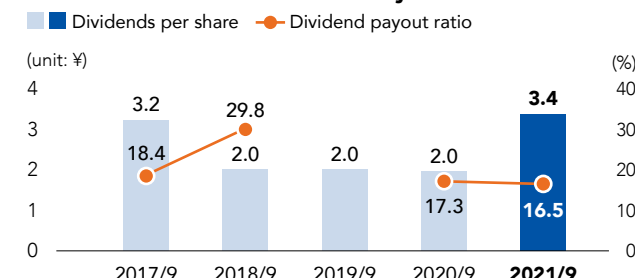
Ratio of Equity Attributable to Owners of the Parent to Total Assets / Return on Equity (ROE)



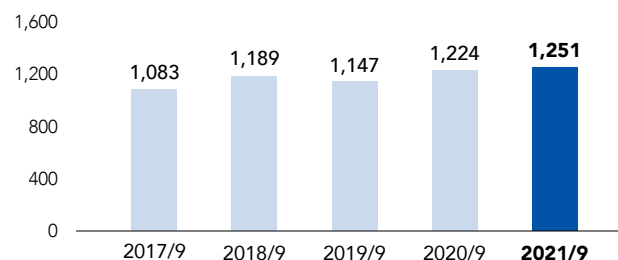
Basic Earnings Per Share (EPS)



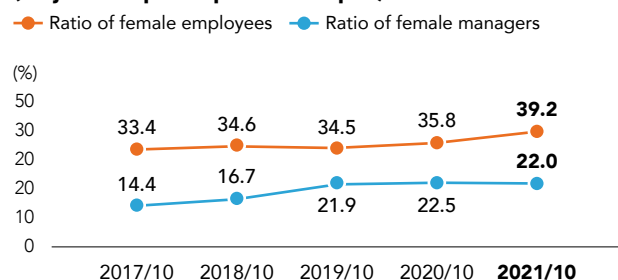
Dividends Per Share / Dividend Payout Ratio



Number of Employees at the End of the Fiscal Year (Full-Time, Regular Employees)



Ratio of Female Managers / Ratio of Female Employees (Major Group Companies in Japan)



Ratio of new graduates hired online*

100%

*New graduates in 2021.

Number of employees volunteering for cross-departmental committees*

138 in total

*From 2016 to September 2021.

Company Overview (As of January 1, 2022)

Trade Name SEPTENI HOLDINGS CO., LTD.

Headquarters Sumitomo Fudosan Shinjuku Grand Tower,
8-17-1 Nishishinjuku Shinjuku-ku, Tokyo

Business Overview Corporate management and overall control of group companies through ownership of shares and other forms of equity.



Foundation October 1990

Capital 18,428 million yen

No. of Employees* 1,251 permanent staff/
1,511 employees
* As of September 2021

Group Companies (As of January 1, 2022)






Digital Marketing Business (Domestic)

 SEPTENI CO., LTD. Digital marketing support business	 Septeni Japan, Inc. Digital marketing support business	 MANGO Inc. Digital performance advertising operation business	 HighScore, Inc. Digital marketing support business	 SEPTENI CROSSGATE CO., LTD. Ad network and platform business	 Septeni Ad Creative, Inc. Planning and production of Internet advertisement creatives	 Septeni Data Solutions, Inc. Intermediate holding company of data & solution domain	 FLINTERS, Inc. Planning and development, sales of data & solution domain
 FLINTERS BASE, Inc. Development support and career support for software engineer	 Tricorn Corporation Development of customer relation management (CRM) platform and digital transformation support business	 Milogos, Inc. Digital marketing support business	 DENTSU DIRECT INC. Direct marketing support business	 DENTSU ELFTO ARCHITECT INC. Web marketing support business	 PRIME X Co., Ltd. Internet realty marketing business	 DENTSU DIGITAL INC. Digital marketing support business	


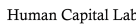

Digital Marketing Business (Overseas)

 Septeni Asia Pacific Pte. Ltd. Digital marketing support business based in Asia Pacific	 Septeni America, Inc. Digital marketing support business based in North America	 Septeni Global G.K. Digital marketing support business based in Japan and Overseas	 Septeni China Limited Digital marketing support business based in China	 JNJ INTERACTIVE INC. Digital marketing support business based in South Korea	 Lion Digital Global LTD. Digital marketing support business based in Southeast Asia	 FLINTERS VIETNAM CO., LTD. Planning, development and other web service business
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Media Platform Business

 COMICSMART, Inc. Manga Content Business	 Qzil.la, Inc Animation production business	 Vivivit, Inc. Employment platform business	 gooddo, Inc. Platform business of social contribution	 TowaStela, Inc. Childcare platform business	 Delight Tube, Inc. Planning, production and management of Internet media	 ALPHABLE, Inc. Management of service of looking for love, and development and sales of cosmetic products
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Expansion into New Business Segments

 PERF, Inc. Participation in the professional dance league "D.LEAGUE", team operation and development	 Human Capital Lab, Inc. Providing solutions that utilize the AI matching system and supporting construction of systems from recruitment to training	 LIVAND, Inc. Supporting DX in the entertainment industry
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New Business Development

 Septeni Incubate, Inc. New business development and incubation	 SIGNCOSIGN, INC. Support for co-creation of corporate design
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Stock Status (As of September 30, 2021)

Please refer to the following for
the latest status of shares.



Number of shares authorized

370,080,000

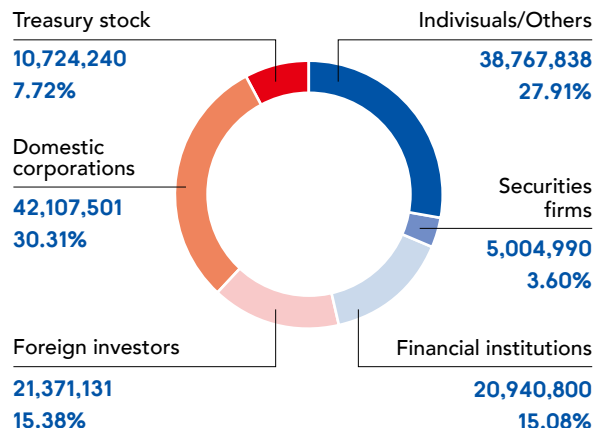
Number of shares issued

138,916,500

Number of shareholders

8,805

Breakdown by the Number of Holdings Shares



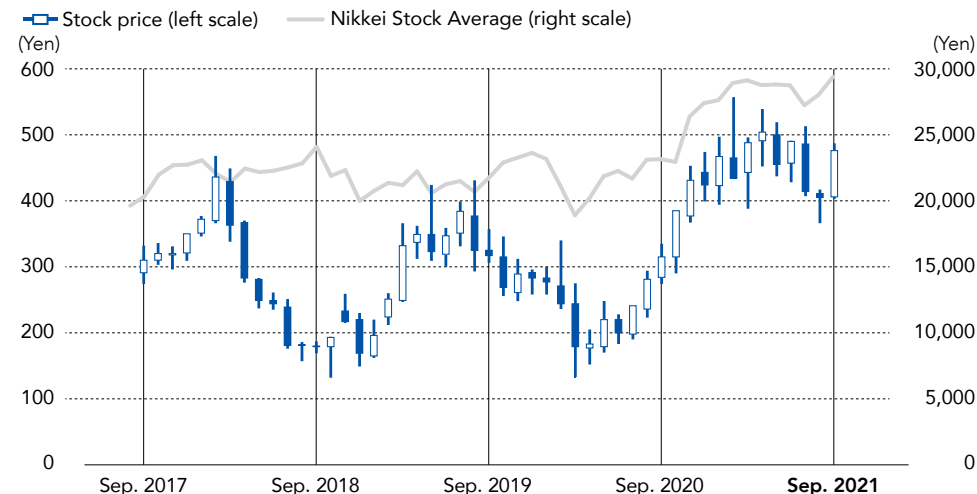
Major Shareholders

Name	Number of shares held	Percentage of total shareholdings (%)
DENTSU GROUP INC.	26,895,001	20.98
Village seven Co., Ltd.	14,419,000	11.24
Mamoru Nanamura	12,450,500	9.71
Custody Bank of Japan, Ltd. (Trust Account)	10,174,800	7.93
The Master Trust Bank of Japan, Ltd. (Trust Account)	5,939,400	4.63
STATE STREET BANK AND TRUST COMPANY 505001	2,252,200	1.76
Hiroshi Shimizu	2,000,000	1.56
STATE STREET BANK AND TRUST COMPANY 505019	1,961,300	1.53
J.P. MORGAN BANK LUXEMBOURG S.A. 381572	1,771,200	1.38
The Master Trust Bank of Japan, Ltd. (officer remuneration BIP trust account 76034)	1,739,200	1.36

(Note 1) The above shareholding ratio is calculated by excluding treasury stock (10,724,240 shares).

(Note 2) The number of treasury stock does not include the shares (1,739,200 shares) held by the Executive Compensation BIP (Board Incentive Plan) Trust.

Stock Price Range



Trading Volume

