### dentsu

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## Summary of Financial Results for the Nine Months Ended December 31, 2006

— Consolidated and Non-Consolidated Results —

Name of Company Listed: Dentsu Inc.

Code Number: 4324

Stock Exchange Listing: First Section of the Tokyo Stock Exchange

URL: http://www.dentsu.com/

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# **Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2006**

# 1. Summary of Financial Results for the Nine Months Ended December 31, 2006 (from April 1, 2006 to December 31, 2006)

#### Consolidated Financial Results

				(Millions of Yen: Rounded down to the nearest one million yen)						
	Nine months ended December 31, 2006	Change (%)		Nine months ended December 31, 2005		ange %)	(Reference) Fiscal year ended March 31, 2006		ange %)	
Net sales	1,551,819	+	8.2	1,434,624	+	1.6	1,963,296	+	2.8	
Gross profit	251,726	+	7.3	234,673	+	0.9	325,896	+	2.5	
Operating income	41,617	+	7.0	38,890	-	8.1	58,776	+	2.0	

Note: Percentages indicate the rate of increase or decrease compared with the immediately corresponding prior period.

### Qualitative Information on the Progress of Consolidated Financial Results

- During the third quarter ended December 31, 2006 (from October 2006 to December 2006), although the Japanese economy sustained its mild recovery against a backdrop of improvement in corporate profits arising principally from strong exports and increased capital expenditures in the manufacturing industry, individual consumption did not show full recovery and continues to fluctuate uncertainly.
- Under these circumstances, the Dentsu Group focused on providing effective and efficient "one-stop solutions" for clients and pursued aggressive sales efforts and business activities. In particular, Dentsu improved its sales by making a significant contribution to the success of the 2006 FIVB Volleyball World Championships Japan (from October 31, 2006 to December 3, 2006), the 15th Asian Games Doha 2006 (from December 1, 2006 to December 15, 2006) and other measures.
- As a result, reflecting the positive business impact of the 2006 FIFA World Cup™ (from June 9, 2006 to July 9, 2006), the Dentsu Group, for the nine months ended December 31, 2006 (from April 1, 2006 to December 31, 2006), posted consolidated billings (net sales) of 1,551,819 million yen (+8.2% year on year), and gross profit of 251,726 million yen (+7.3%).
- Against this, due to aggressive sales and other efforts, selling, general and administrative expenses increased 7.3% year on year. As a result, consolidated operating income of 41,617 million yen (+7.0%) was posted, yielding an operating margin (operating income/gross profit x 100) of 16.5%.
- Changes in consolidated subsidiaries for the nine months ended December 31, 2006 comprised seven new consolidations and two reductions compared to those as of March 31, 2006, and the number of consolidated subsidiaries was 116. Changes in consolidated subsidiaries from September 30, 2006 comprised one new consolidation and two reductions.

- Since one of its affiliated companies accounted for by the equity method does not compile its accounts on a quarterly basis, Dentsu has restricted its disclosure of consolidated financial results to statement of income items through operating income.

### 2. Segment Information

### **Business Segments**

Nine Months Ended December 31, 2006 (from April 1, 2006 to December 31, 2006)

_					(Millions of Yen)
	Advertising	Other business	Total	Eliminations	Total (consolidated)
Net sales	1,487,486	88,207	1,575,693	-23,874	1,551,819
Cost of sales and SG&A	1,446,979	88,926	1,535,906	-25,704	1,510,201
Operating income (loss)	40,506	(719)	39,787	1,830	41,617

Nine Months Ended December 31, 2005 (from April 1, 2005 to December 31, 2005)

_					(Millions of Yen)
-	A description of	Other business	Total	Eliminations	Total
_	Advertising	Other business	Total	Elillinations	(consolidated)
Net sales	1,373,282	84,465	1,457,748	-23,123	1,434,624
Cost of sales and SG&A	1,335,208	86,019	1,421,228	-25,493	1,395,734
Operating income (loss)	38,073	(1,553)	36,520	2,370	38,890

### **Geographic Segments**

Nine Months Ended December 31, 2006 (from April 1, 2006 to December 31, 2006)

_					(Millions of Yen)
	Japan	Other countries	Total	Eliminations	Total (consolidated)
Net sales	1,401,800	158,198	1,559,998	-8,179	1,551,819
Cost of sales and SG&A	1,363,817	155,214	1,519,032	-8,831	1,510,201
Operating income	37,982	2,984	40,966	651	41,617

Nine Months Ended December 31, 2005 (from April 1, 2005 to December 31, 2005)

					(Millions of Yen)
_	Ionon	Other countries	Total	Eliminations	Total
	Japan	Other countries	Total	Elilillations	(consolidated)
Net sales	1,354,455	87,817	1,442,273	-7,648	1,434,624
Cost of sales and SG&A	1,315,368	88,305	1,403,674	-7,940	1,395,734
Operating income (loss)	39,087	(488)	38,598	291	38,890

## (Reference) Outlook for Consolidated Financial Results for the Fiscal Year Ending March 31, 2007 (from April 1, 2006 to March 31, 2007)

	(Millions of Yen)
	Full fiscal year
Net sales	2,117,585
Ordinary income	68,827
Net income	34,571

<sup>\*</sup>Outlook for net income per share (full fiscal year): 12,607.18 Yen

Note: The outlook for consolidated financial results has been compiled based on certain conditions which Dentsu deems reasonable at this time, and actual financial results may differ from the outlook due to various factors.

### Qualitative Information on Outlook for Financial Results

- No revision has been made of the outlook for consolidated financial results announced on November 14, 2006.
- The outlook for consolidated financial results does not take into account Dentsu's share of net income, and so forth, of Publicis Groupe S.A., which is an affiliated company accounted for by the equity method, for the second half ended December 31, 2006 (from July 1, 2006 to December 31, 2006).

# **Summary of Non-Consolidated Financial Results for the Nine Months Ended December 31, 2006**

- 1. Matters Pertaining to the Preparation of Financial Results for the Nine Months Ended December 31, 2006
  - a. Application/Absence under accounting policies of simplified methods: Applied In calculating income tax expenses, a simplified accounting method is applied.
  - b. Changes in accounting policies from the previous fiscal year: None

## 2. Summary of Financial Results for the Nine Months Ended December 31, 2006 (from April 1, 2006 to December 31, 2006)

### (1) Non-Consolidated Financial Results

		(Millions of Yen: Rounded down to the nearest one million yen)								
	Nine months ended December 31, 2006	Change (%)		Nine months ended December 31, 2005	Change (%)		(Reference) Fiscal year ended March 31, 2006	Change (%)		
Net sales	1,199,230	+	2.5	1,169,603	+	2.4	1,577,131	+	3.0	
Operating income	28,209	-	0.4	28,319	-	16.5	39,214	-	6.0	
Ordinary income	36,097	+	0.9	35,763	-	11.3	46,218	-	6.2	
Net income	18,063		5.7	19,155		22.3	21,537		18.2	

Note: Percentages indicate rate of increase or decrease compared with the same period of the previous fiscal year.

	Nine months ended December 31, 2006	Nine months ended December 31, 2005	(Reference) Fiscal year ended March 31, 2006
Net income per share			
Basic	6,587.57	7,103.67	7,901.97
Diluted	6,580.95	7,096.80	7,892.39

(Reference) Increase or Decrease by Industry for the Nine Months Ended December 31, 2006 for Industries Posting Top Ten Net Sales. (from April 1, 2006 to December 31, 2006)

#### **Increasing Industries:**

Information/Communications (+21.5% year on year), Beverages/Cigarettes (+1.8%), Home Electric Appliances/AV Equipment (+2.7%), Distribution/Retailing (+8.2%)

### Decreasing Industries:

Finance/Insurance (-7.5% year on year), Cosmetics/Toiletries (-3.9%), Automobiles/Related Products (-2.9%), Foodstuffs (-0.5%), Pharmaceuticals/Medical Supplies (-2.2%), Transportation/Leisure (-6.6%)

(Reference) Non-Consolidated Net Sales by Business Category (from April 1, 2006 to December 31, 2006)

									(Mill	ions c	of Yen)	
	First qu			Second q			Third qu			Nine mo		
	ended June	30, 20	06	ended Septemb	er 30	, 2006	ended Decemb	er 31,	2006	ended Decemb	er 31,	, 2006
Category	Net sales	Char	nge(%)	Net sales	Cha	nge(%)	Net sales	Cha	nge(%)	Net sales	Cha	nge(%)
Newspapers	47,927	+	6.4	42,735	-	7.6	50,394	-	2.5	141,057	-	1.4
Magazines	17,880	+	6.0	18,621	+	5.0	20,201	-	2.4	56,703	+	2.5
Radio	6,394	+	0.0	6,251	-	2.0	6,191	-	6.5	18,837	-	2.9
Television	199,053	+	1.7	173,858	-	0.9	195,794	+	1.0	568,707	+	0.6
Time	89,114	+	7.5	89,255	+	1.4	90,565	+	5.0	268,936	+	4.6
Spot	109,939	-	2.5	84,603	-	3.2	105,228	-	2.3	299,771	-	2.6
Interactive Media	6,134	+	56.9	4,855	+	13.3	4,945	-	0.5	15,935	+	21.0
OOH Media	9,988	-	0.4	9,156	+	16.6	10,822	+	27.1	29,966	+	13.6
Creative	43,668	+	13.1	45,192	+	5.2	46,126	+	15.6	134,986	+	11.2
Marketing/Promotion	37,022	+	8.8	44,455	-	1.6	45,176	-	22.1	126,654	-	7.7
Content Services	21,754	+	7.6	35,407	+	37.0	30,184	+	33.0	87,345	+	27.0
Others	5,941	+	2.5	5,514	_	21.8	7,578	+	6.9	19,034		4.5
Total	395,765	+	5.1	386,047	+	1.9	417,417	+	0.8	1,199,230	+	2.5

Note 1: The total amount may not equal the sum of subtotals, as sales figures have had amounts of less than one million yen truncated.

### (2) Non-Consolidated Financial Position

	As of December 31, 2006	As of December 31, 2005	(Reference) As of March 31, 2006
Total assets (Millions of Yen)	1,078,037	1,120,310	1,102,001
Net assets (Millions of Yen)	482,443	476,328	464,524
Shareholders' equity ratio (%)	44.8	42.5	42.2
Net assets per share (Yen)	175,931.96	176,474.09	171,913.14

Note 2: Television includes both time (program sponsorship) and spot advertising.

Note 3: OOH (Out Of Home) Media consists of transit advertising, outdoor advertising, etc.

Note 4: Interactive Media consists of Internet and mobile-related media.

Note 5: Content Services includes sports marketing, entertainment business and other content.

Note 6: Others includes satellite and other media, media planning and others.

Note 7: Percentages indicate rate of increase or decrease compared with the same period of the previous fiscal year.

## (Reference) Outlook for Non-Consolidated Financial Results for the Fiscal Year Ending March 31, 2007 (from April 1, 2006 to March 31, 2007)

	(Millions of Yen)
	Full fiscal year
Net sales	1,620,980
Ordinary income	48,068
Net income	27,102

<sup>\*</sup>Outlook for net income per share (full fiscal year): 9,883.51 Yen

Note: The outlook for non-consolidated financial results has been compiled based on certain conditions which Dentsu deems reasonable at this time, and actual financial results may differ from the outlook due to various factors.

### Qualitative Information on Outlook for Financial Results

No revision has been made of the outlook for non-consolidated financial results announced on November 14, 2006.

### **Summary of Non-Consolidated Balance Sheets**

			(Millions of Yen)
	As of December 31, 2006	As of December 31, 2005	(Reference) As of March 31, 2006
ASSETS			
Current assets	518,890	537,751	554,203
Fixed assets	559,146	582,558	547,798
Total assets	1,078,037	1,120,310	1,102,001
LIABILITIES			
Current liabilities	489,994	500,572	515,627
Long-term liabilities	105,598	143,409	121,849
Total liabilities	595,593	643,981	637,477
SHAREHOLDERS' EQUITY			
Total shareholders' equity		476,328	464,524
Total liabilities and shareholders' equity		1,120,310	1,102,001
EQUITY			
Total equity	482,443		
Total liabilities and equity	1,078,037		

### **Summary of Non-Consolidated Statement of Income**

			(Millions of Yen)
	Nine months	Nine months	(Reference)
	ended	ended	Fiscal year
	December 31,	December 31,	ended
	2006	2005	March 31, 2006
Net sales	1,199,230	1,169,603	1,577,131
Cost of sales	1,041,253	1,012,145	1,362,987
Gross profit	157,977	157,457	214,144
Selling, general and administrative expenses	129,768	129,138	174,929
Operating income	28,209	28,319	39,214
Other income	9,701	9,457	11,254
Other expenses	1,812	2,012	4,249
Ordinary income	36,097	35,763	46,218
Extraordinary income	1,432	2,540	12,295
Extraordinary loss	6,387	4,637	13,437
Income before income taxes	31,143	33,666	45,076
Income tax expenses	13,080	14,510	23,539
Net income	18,063	19,155	21,537