

# Financial Results for FY Ended March 2023 - Supplementary material

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**Asante Incorporated**

【 TSE Prime Section Securities Code 6073 】



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# Results for Profit and Loss (YoY)



- Net sales increased by 3.2%
- Operating income increased by 4.2%

(Unit: Million yen)	FY3/22	FY3/23	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	13,699	<b>14,141</b>	441	3.2%
Gross Profit	9,416	<b>9,726</b>	309	3.3%
Gross Profit Ratio	68.7%	68.8%	0.0pt	—
Operating Income	1,324	<b>1,380</b>	55	4.2%
Operating Income Ratio	9.7%	9.8%	0.1pt	—
Ordinary Income	1,348	<b>1,395</b>	47	3.5%
Ordinary Income Ratio	9.8%	9.9%	0.0pt	—
Net Income Attributable to Owners of Parent	579	<b>875</b>	296	51.2%
Net Income Ratio	4.2%	6.2%	2.0pt	—
EPS (yen)	52.82	<b>79.74</b>	26.92	51.0%

# Results for Profit and Loss (Ratio of Forecasts)



- Net sales                      Achievement ratio on full-year forecasts: 98.7%
- Operating income            Achievement ratio on full-year forecasts: 93.8%

(Unit: Million yen)	FY3/23			
	Forecasts	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	14,320	<b>14,141</b>	-179	98.7%
Gross Profit	9,898	<b>9,726</b>	-171	98.3%
Gross Profit Ratio	69.1%	68.8%	-0.3pt	—
Operating Income	1,471	<b>1,380</b>	-91	93.8%
Operating Income Ratio	10.3%	9.8%	-0.5pt	—
Ordinary Income	1,484	<b>1,395</b>	-88	94.1%
Ordinary Income Ratio	10.4%	9.9%	-0.5pt	—
Net Income Attributable to Owners of Parent	954	<b>875</b>	-78	91.8%
Net Income Ratio	6.7%	6.2%	-0.5pt	—
EPS (yen)	86.95	<b>79.74</b>	-7.21	91.7%

# Net Sales by Service (YoY)



- Net sales increased by 3.2%
- Termite control increased by 3.7%
- Anti-humidity measures increased by 6.0%
- Anti-earthquake measures decreased by 2.4%

(Unit: Million yen)	FY3/22		FY3/23		YoY	
	Results	Composition Ratio	Results	Composition Ratio	Change	Change in Ratio
Net Sales	13,699	—	14,141	—	441	3.2%
Termite Control	5,768	42.1%	5,981	42.3%	213	3.7%
Anti-humidity Measures	2,720	19.9%	2,884	20.4%	163	6.0%
Anti-earthquake Measures	3,703	27.0%	3,614	25.6%	-89	-2.4%
Others	1,507	11.0%	1,661	11.7%	154	10.2%

# Number of Staffs, Sales per Staff (YoY)



- Average number of staffs during the period increased by 2 (0.2%)

	FY3/22	FY3/23	YoY	
	Results	Results	Change	Change in Ratio
Net Sales (Million yen)	13,699	14,141	441	3.2%
Average Number of Staffs During the Period	1,032	1,034	2	0.2%
Sales per Staff (Thousand yen/Month)	1,106	1,139	32	3.0%
Number of Staffs at End of Period	1,046	1,037	-9	-0.9%

- "Number of staffs": total number of staffs actually working including part-time employees and contract employees (excluding dispatched and seconded staffs)

# Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	FY3/22	FY3/23	YoY	Change in Ratio
Net Sales	13,699	14,141	441	3.2%
Cost of Sales	4,283	4,414	131	3.1%
Material Costs	1,770	1,898	127	7.2%
Labor Costs	1,385	1,379	-6	-0.5%
Other Cost of Sales	1,127	1,136	9	0.9%
Gross Profit	9,416	9,726	309	3.3%
SG&A Expenses	8,092	8,346	254	3.1%
Personnel Expenses	5,281	5,494	213	4.0%
Other SG&A Expenses	2,810	2,851	40	1.4%
Operating Income	1,324	1,380	55	4.2%

# FY3/24 Forecasts of Profit and Loss



- Net sales to increase by 4.7%
- Operating income to increase by 5.1%

(Unit: Million yen)	FY3/23	FY3/24	YoY	
	Results	Forecasts	Change	Change in Ratio
Net Sales	14,141	14,800	658	4.7%
Operating Income	1,380	1,450	69	5.1%
Operating Income Ratio	9.8%	9.8%	0.0pt	—
Ordinary Income	1,395	1,470	74	5.3%
Ordinary Income Ratio	9.9%	9.9%	0.1pt	—
Net Income Attributable to Owners of Parent	875	920	44	5.0%
Net Income Ratio	6.2%	6.2%	0.0pt	—
EPS (yen)	79.74	83.73	3.99	5.0%