

Financial Results for the First Quarter Ended June 30, 2021 - Supplementary material

August 4, 2021

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* We adopted consolidated accounting from the second quarter of the fiscal year ended March 2021. Comparisons with the same period of the previous year (non-consolidated) are provided as a reference.



Asante Incorporated

【 TSE First Section Securities Code 6073 】



Notes on Future Forecasts This document is only to provide information to investors, and is not for the purpose of soliciting purchases or sales. References to future forecasts in this document are based on goals and predictions, and are not certain or guaranteed. When using this document, please be aware that the future results of the Company may differ from the current forecasts made by the Company. Also, for references to the industry, etc., data thought to be trustworthy is used, but the Company provides no guarantees as to its accuracy or completeness. No matter what purpose investors use this document for, it is provided with the understanding that they will use it based on their own judgment and responsibility, and the Company shall bear no responsibility for its use.

Results for Profit and Loss (YoY)



- Net sales 4,118 million yen
Operating income 679 million yen

(Unit: Million yen)	(Non-Consolidated) FY3/21 1Q	(Consolidated) FY3/22 1Q	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	3,505	4,118	612	17.5%
Gross Profit	2,521	2,933	412	16.4%
Gross profit ratio	71.9%	71.2%	-0.7pt	—
Operating Income	453	679	226	49.8%
Operating income ratio	12.9%	16.5%	+3.6pt	—
Ordinary Income	484	680	196	40.6%
Ordinary income ratio	13.8%	16.5%	+2.7pt	—
Net income attributable to owners of parent	321	450	129	40.2%
Net income ratio	9.2%	10.9%	+1.8pt	—
EPS (yen)	26.05	41.10	15.06	57.8%

Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	(Non-Consolidated) FY3/21 1Q	(Consolidated) FY3/22 1Q	YoY	Change in Ratio
Net Sales	3,505	4,118	+ 612	+ 17.5%
Cost of Sales	984	1,184	+ 199	+ 20.3%
Material Costs	394	487	+ 93	+ 23.7%
Labor Costs	373	393	+ 19	+ 5.3%
Other Cost of Sales	217	303	+ 86	+ 39.8%
Gross Profit	2,521	2,933	+ 412	+ 16.4%
SG&A Expenses	2,067	2,254	+ 186	+ 9.0%
Personnel Expenses	1,238	1,371	+ 133	+ 10.8%
Recruiting Expenses	44	51	+ 7	+ 17.3%
Sales Promotional Expenses	249	246	-3	-1.5%
Other SG&A Expenses	535	584	+ 49	+ 9.2%
Operating Income	453	679	+ 226	+ 49.8%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

Ratios to Estimates



- Net sales Progress ratio on full-year forecasts: 27.5%
- Operating income Progress ratio on full-year forecasts: 34.1%

(Unit: Million yen)	(Consolidated) FY3/22 1Q	(Consolidated) FY3/22 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	4,118	14,992	27.5%
Gross Profit	2,933	10,459	28.1%
Gross profit ratio	71.2%	69.8%	—
Operating Income	679	1,996	34.1%
Operating income ratio	16.5%	13.3%	—
Ordinary Income	680	2,016	33.7%
Ordinary income ratio	16.5%	13.5%	—
Net income attributable to owners of parent	450	1,300	34.7%
Net income ratio	10.9%	8.7%	—
EPS (yen)	41.10	118.58	34.7%