

Financial Results for the Second Quarter Ended September 30, 2021 - Supplementary material

November 2, 2021

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Asante Incorporated

【 TSE First Section Securities Code 6073 】



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Results for Profit and Loss (1H YoY)



- Net sales increased by 71 million yen
Operating income decreased by 74 million yen

(Unit: Million yen)	FY3/21 1H	FY3/22 1H	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	7,452	7,524	71	1.0%
Gross Profit	5,334	5,288	-45	-0.9%
Gross profit ratio	71.6%	70.3%	-1.3pt	—
Operating Income	1,166	1,092	-74	-6.4%
Operating income ratio	15.7%	14.5%	-1.1pt	—
Ordinary Income	1,265	1,121	-144	-11.4%
Ordinary income ratio	17.0%	14.9%	-2.1pt	—
Net income attributable to owners of parent	825	735	-89	-10.9%
Net income ratio	11.1%	9.8%	-1.3pt	—
EPS (yen)	66.84	67.08	0.23	0.3%

Results for Profit and Loss (1H Ratio of Initial Forecasts)

- Net sales Achievement ratio on 1H initial forecasts : 90.6%
- Operating income Achievement ratio on 1H initial forecasts : 73.2%

(Unit: Million yen)	FY3/22 1H			
	Initial Forecasts (Announced on May 7)	Results	Ratio of Initial Forecasts	Achievement Ratio
Net Sales	8,306	7,524	-781	90.6%
Gross Profit	5,918	5,288	-629	89.4%
Gross profit ratio	71.3%	70.3%	-1.0pt	—
Operating Income	1,491	1,092	-399	73.2%
Operating income ratio	18.0%	14.5%	-3.4pt	—
Ordinary Income	1,516	1,121	-394	74.0%
Ordinary income ratio	18.3%	14.9%	-3.3pt	—
Net income attributable to owners of parent	1,010	735	-275	72.8%
Net income ratio	12.2%	9.8%	-2.4pt	—
EPS (yen)	92.16	67.08	-25.08	72.8%

Net Sales by Service (1H YoY)



- Net sales increased by 1.0%
- Termite Control increased by 1.5%
(Termite control for new customers decreased by 2.7%, Renewal termite control increased by 5.9%)
- Anti-humidity measures decreased by 5.9%
- Anti-earthquake measures decreased by 5.2%

(Unit: Million yen)	FY3/21 1H		FY3/22 1H		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	7,452	—	7,524	—	71	1.0%
Termite control	3,450	46.3%	3,501	46.5%	50	1.5%
New	1,758	23.6%	1,710	22.7%	-48	-2.7%
Renewal	1,691	22.7%	1,791	23.8%	99	5.9%
Anti-humidity measures	1,696	22.8%	1,596	21.2%	-100	-5.9%
Anti-earthquake measures	1,761	23.6%	1,670	22.2%	-91	-5.2%
Others	543	7.3%	756	10.0%	212	39.0%

Number of Staffs, Sales per Staff (YoY)



- Average number of staffs increased by 17

	FY3/21 1H	FY3/22 1H	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	7,452	7,524	71	1.0%
Within the three services	6,908	6,768	-140	-2.0%
Average number of staffs during the period	1,018	1,035	17	1.7%
Within the three services	795	791	-4	-0.5%
Sales per staff (Thousand yen/month)	1,220	1,212	-8	-0.7%
Within the three services	1,447	1,425	-22	-1.5%
Number of staffs at end of period	1,037	1,021	-16	-1.5%
Within the three services	797	779	-18	-2.3%

- "Number of staffs": total number of staffs actually working including part-time employees and contract employees (excluding dispatched and seconded staffs)
- "Sales of three services": total sales of termite control, anti-humidity measures and anti-earthquake measures
- "Number of staffs for three services": total of staffs engaging in sales, technical, and clerical work and management of operational sites

Factors for Changes in Operating Income (1H YoY)

(Unit: Million yen)	FY3/21 1H	FY3/22 1H	YoY	Change in Ratio
Net Sales	7,452	7,524	+71	+1.0%
Cost of Sales	2,117	2,235	+117	+5.5%
Material Costs	891	920	+28	+3.2%
Labor Costs	738	728	-10	-1.4%
Other Cost of Sales	487	586	+98	+20.3%
Gross Profit	5,334	5,288	-45	-0.9%
SG&A Expenses	4,168	4,196	+28	+0.7%
Personnel Expenses	2,596	2,670	+73	+2.8%
Recruiting Expenses	81	89	+8	+10.2%
Sales Promotional Expenses	277	283	+5	+2.0%
Other SG&A Expenses	1,212	1,153	-59	-4.9%
Operating Income	1,166	1,092	-74	-6.4%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

Forecasts for FY3/22



(Unit: Million yen)	FY3/21	FY3/22		YoY		Ratio of Initial Forecasts	
	Full -year	Initial Forecasts	Revised Forecasts	Change	Change in ratio	Change	Change in ratio
	Results	(Announced on May 7)	(Announced on Nov. 2)				
Net Sales	13,872	14,992	14,098	226	1.6%	-893	-6.0%
Gross Profit	9,709	10,459	9,735	26	0.3%	-723	-6.9%
Gross profit ratio	70.0%	69.8%	69.1%	-0.9pt	—	-0.7pt	—
Operating Income	1,602	1,996	1,530	-71	-4.5%	-465	-23.3%
Operating income ratio	11.6%	13.3%	10.9%	-0.7pt	—	-2.5pt	—
Ordinary Income	1,703	2,016	1,555	-147	-8.7%	-460	-22.9%
Ordinary income ratio	12.3%	13.5%	11.0%	-1.2pt	—	-2.4pt	—
Net income attributable to owners of parent	1,063	1,300	973	-90	-8.5%	-326	-25.1%
Net income ratio	7.7%	8.7%	6.9%	-0.8pt	—	-1.8pt	—
EPS (yen)	89.52	118.58	88.77	-0.76	-0.8%	-29.81	-25.1%