



## December 2021 Operating Results (Flash Report)

### 1. Net Sales trends

Millions of yen

	Apr.	May	Jun.	Jul.	Aug.	Sep.
FY03/2022	6,493	5,860	6,753	6,380	6,168	6,691
FY03/2021	5,808	4,700	5,618	5,758	5,233	6,304
FY03/2022 % YoY	+11.8%	+24.7%	+20.2%	+10.8%	+17.9%	+6.1%

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2022	6,581	6,706	7,006			
FY03/2021	6,794	6,432	7,306	7,191	7,615	8,971
FY03/2022 % YoY	(3.1)%	+4.3%	(4.1)%			

### 2. Business day

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2022	21	18	22	20	19	20	21	20	20			
YoY	± 0	± 0	± 0	( 1)	+ 1	± 0	( 1)	+ 1	± 0			
Sales per day % YoY*	+11.8%	+24.7%	+20.2%	+16.3%	+11.7%	+6.1%	+1.5%	(1.0)%	(4.1)%			

Note: AS ONE places particular emphasis on net sales per day, as sales of consumables used in research, industrial and medical fields tend to fluctuate according to variations in the total number of operating days.

### 3. Reference

Results for FYE 03/2022 are subject to residual YoY impact stemming from special environmental circumstances observed in FYE 03/2021, including special COVID-19-related demand. Accordingly, we suggest that you also refer to comparisons between results in FYE 03/2022 and FYE 03/2020.

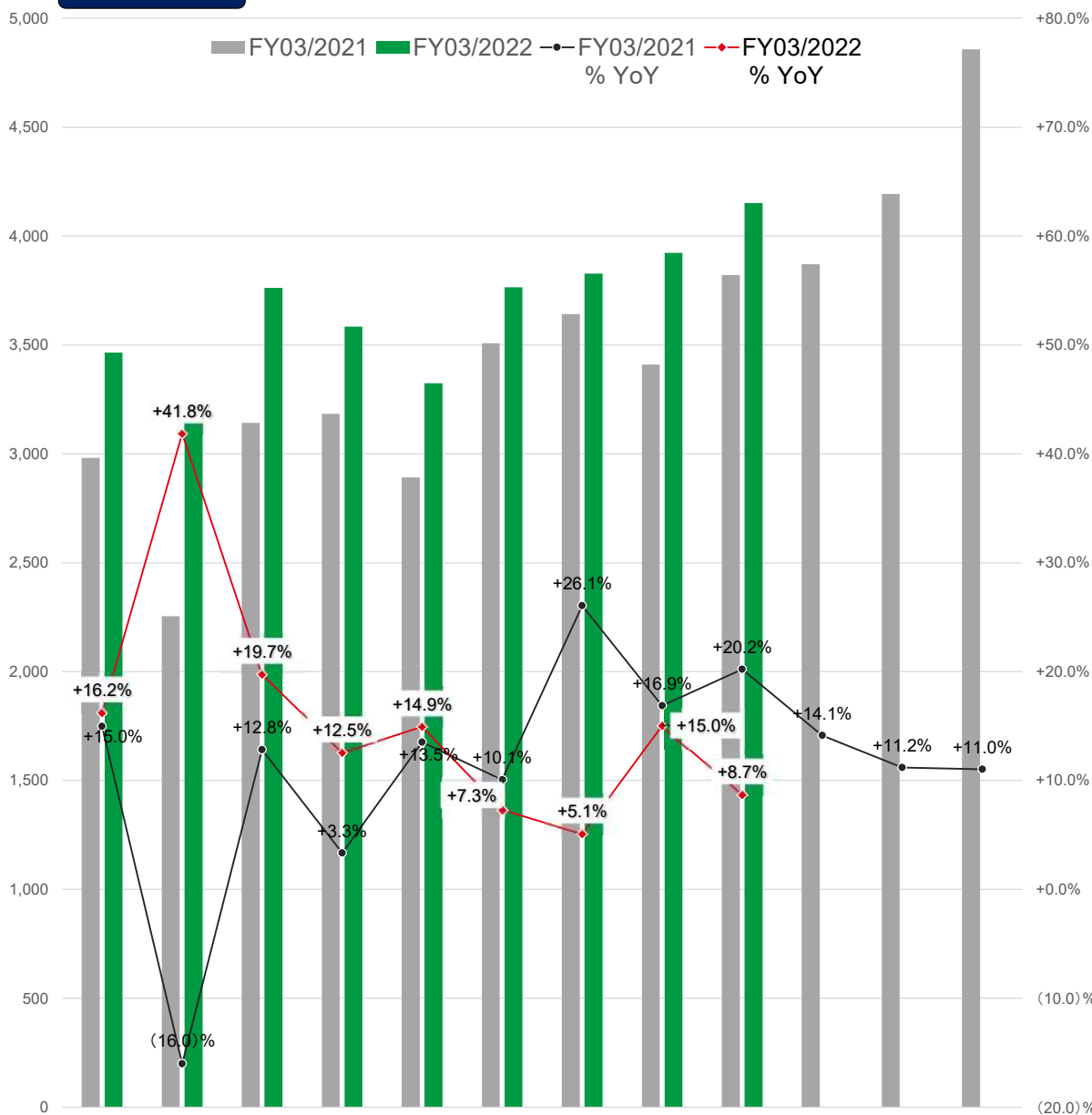
Vs. 3/2020	Apr.	May	Jun.	Jul.	Aug.	Sep.
	+31.4%	+19.4%	+36.5%	+14.6%	+32.9%	+17.0%
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	+27.5%	+30.4%	+28.3%			

#### About this material

The figures in these materials are non-consolidated figures that contain some provisional numbers from early reporting. They are provided to show trends for the convenience of investors. Temporarily uncategorized net sales, and adjustments for intra-Group transactions and deductions in consolidated financials are not accounted for. For purposes of reference, in fiscal year ended March 2021, the total annual net sales under this method were 77,729 million yen, annual net sales on a non-consolidated basis were 78,839 million yen, and consolidated net sales were 81,606 million yen.

Millions of yen · %

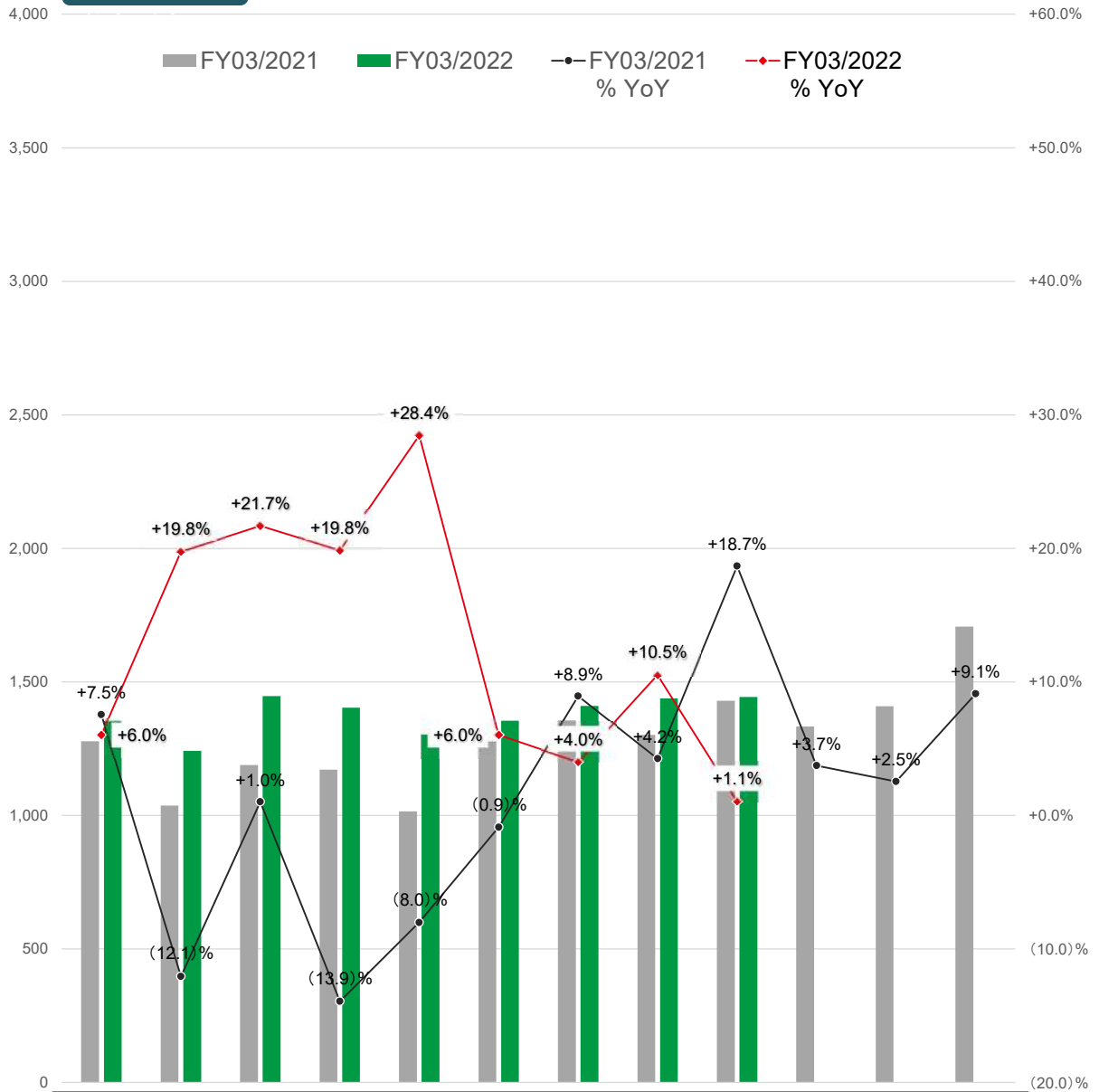
Scientific sector



	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2020	2,594	2,683	2,785	3,081	2,548	3,187	2,889	2,918	3,178	3,391	3,771	4,375
FY03/2021	2,982	2,254	3,142	3,184	2,892	3,508	3,642	3,410	3,821	3,870	4,193	4,857
FY03/2022	3,465	3,197	3,762	3,584	3,324	3,764	3,827	3,923	4,152			
FY03/2021 % YoY	+15.0%	(16.0)%	+12.8%	+3.3%	+13.5%	+10.1%	+26.1%	+16.9%	+20.2%	+14.1%	+11.2%	+11.0%
FY03/2022 % YoY	+16.2%	+41.8%	+19.7%	+12.5%	+14.9%	+7.3%	+5.1%	+15.0%	+8.7%			

Millions of yen · %

Industrial sector



	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2020	1,187	1,179	1,177	1,360	1,104	1,289	1,244	1,248	1,204	1,284	1,374	1,564
FY03/2021	1,277	1,037	1,189	1,171	1,015	1,278	1,355	1,301	1,429	1,332	1,409	1,706
FY03/2022	1,354	1,242	1,446	1,403	1,304	1,355	1,410	1,438	1,444			
FY03/2021 % YoY	+7.5%	(12.1)%	+1.0%	(13.9)%	(8.0)%	(0.9)%	+8.9%	+4.2%	+18.7%	+3.7%	+2.5%	+9.1%
FY03/2022 % YoY	+6.0%	+19.8%	+21.7%	+19.8%	+28.4%	+6.0%	+4.0%	+10.5%	+1.1%			



Rapid growth in October of FYE 03/2021 was primarily due to heavy impact from demand created associated with stringent medical care conditions and recovery from a prior decline in performance associated with a consumption tax increase implemented in October 2019.

Covid-19 has begun to spread in Japan