

Financial Results for the Third Quarter Ended December 31, 2021 - Supplementary material

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Asante Incorporated

【 TSE First Section Securities Code 6073 】



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Results for Profit and Loss (9 Months)



- Net sales decreased by 116 million yen
Operating income decreased by 213 million yen

(Unit: Million yen)	FY3/21 9 Months	FY3/22 9 Months	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	10,822	10,705	-116	-1.1%
Gross Profit	7,632	7,426	-206	-2.7%
Gross profit ratio	70.5%	69.4%	-1.2pt	—
Operating Income	1,490	1,277	-213	-14.3%
Operating income ratio	13.8%	11.9%	-1.8pt	—
Ordinary Income	1,593	1,305	-287	-18.1%
Ordinary income ratio	14.7%	12.2%	-2.5pt	—
Net income attributable to owners of parent	1,028	839	-188	-18.4%
Net income ratio	9.5%	7.8%	-1.7pt	—
EPS (yen)	84.48	76.57	-7.91	-9.4%

Factors for Changes in Operating Income (9 Months)

(Unit: Million yen)	FY3/21 9 Months	FY3/22 9 Months	YoY	Change in Ratio
Net Sales	10,822	10,705	-116	-1.1%
Cost of Sales	3,189	3,279	+89	+2.8%
Material Costs	1,352	1,342	-10	-0.7%
Labor Costs	1,062	1,059	-3	-0.3%
Other Cost of Sales	774	877	+103	+13.3%
Gross Profit	7,632	7,426	-206	-2.7%
SG&A Expenses	6,142	6,149	+7	+0.1%
Personnel Expenses	3,969	3,983	+14	+0.4%
Recruiting Expenses	109	122	+13	+11.9%
Sales Promotional Expenses	302	303	+0	+0.3%
Other SG&A Expenses	1,760	1,739	-21	-1.2%
Operating Income	1,490	1,277	-213	-14.3%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

Ratios to Estimates



- Net sales Progress ratio on full-year forecasts: 75.9%
- Operating income Progress ratio on full-year forecasts: 83.4%

(Unit: Million yen)	FY3/22 9 Months	FY3/22 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	10,705	14,098	75.9%
Gross Profit	7,426	9,735	76.3%
Gross profit ratio	69.4%	69.1%	—
Operating Income	1,277	1,530	83.4%
Operating income ratio	11.9%	10.9%	—
Ordinary Income	1,305	1,555	83.9%
Ordinary income ratio	12.2%	11.0%	—
Net income attributable to owners of parent	839	973	86.3%
Net income ratio	7.8%	6.9%	—
EPS (yen)	76.57	88.77	86.3%