

# Financial Results for the First Quarter Ended June 30, 2022 - Supplementary material

August 3, 2022

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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 3.6%
- Operating income increased by 8.1%

(Unit: Million yen)	FY3/22 1Q	FY3/23 1Q	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	4,118	4,264	146	3.6%
Gross Profit	2,933	3,028	94	3.2%
Gross profit ratio	71.2%	71.0%	-0.2pt	—
Operating Income	679	734	54	8.1%
Operating income ratio	16.5%	17.2%	0.7pt	—
Ordinary Income	680	731	51	7.5%
Ordinary income ratio	16.5%	17.2%	0.6pt	—
Net income attributable to owners of parent	450	487	36	8.2%
Net income ratio	10.9%	11.4%	0.5pt	—
EPS (yen)	41.10	44.43	3.32	8.1%

# Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	FY3/22 1Q	FY3/23 1Q	YoY	Change in Ratio
Net Sales	4,118	4,264	146	3.6%
Cost of Sales	1,184	1,236	51	4.4%
Material Costs	487	518	30	6.3%
Labor Costs	393	401	8	2.2%
Other Cost of Sales	303	315	12	4.0%
Gross Profit	2,933	3,028	94	3.2%
SG&A Expenses	2,254	2,294	40	1.8%
Personnel Expenses	1,371	1,412	41	3.0%
Recruiting Expenses	51	49	-2	-4.7%
Sales Promotional Expenses	246	230	-15	-6.3%
Other SG&A Expenses	584	601	16	2.9%
Operating Income	679	734	54	8.1%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

# Ratios to Estimates



- Net sales                      Progress ratio on full-year forecasts: 29.8%
- Operating income            Progress ratio on full-year forecasts: 49.9%

(Unit: Million yen)	FY3/23 1Q	FY3/23 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	4,264	14,320	29.8%
Gross Profit	3,028	9,898	30.6%
Gross profit ratio	71.0%	69.1%	—
Operating Income	734	1,471	49.9%
Operating income ratio	17.2%	10.3%	—
Ordinary Income	731	1,484	49.3%
Ordinary income ratio	17.2%	10.4%	—
Net income attributable to owners of parent	487	954	51.1%
Net income ratio	11.4%	6.7%	—
EPS (yen)	44.43	86.95	51.1%