

Financial Results for the Second Quarter Ended September 30, 2022 - Supplementary material

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Asante Incorporated

【 TSE Prime Section Securities Code 6073 】



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Results for Profit and Loss (1H YoY)



- Net sales increased by 3.9%
- Operating income increased by 4.4%

(Unit: Million yen)	FY3/22 1H	FY3/23 1H	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	7,524	7,818	293	3.9%
Gross Profit	5,288	5,483	194	3.7%
Gross profit ratio	70.3%	70.1%	-0.1pt	—
Operating Income	1,092	1,140	47	4.4%
Operating income ratio	14.5%	14.6%	0.1pt	—
Ordinary Income	1,121	1,158	36	3.3%
Ordinary income ratio	14.9%	14.8%	-0.1pt	—
Net income attributable to owners of parent	735	760	24	3.4%
Net income ratio	9.8%	9.7%	-0.0pt	—
EPS (yen)	67.08	69.25	2.17	3.2%

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

- Net sales Achievement ratio on 1H initial forecasts : 99.0%
- Operating income Achievement ratio on 1H initial forecasts : 101.1%

(Unit: Million yen)	FY3/23 1H			
	Forecasts	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	7,893	7,818	-75	99.0%
Gross Profit	5,547	5,483	-63	98.9%
Gross profit ratio	70.3%	70.1%	-0.1pt	—
Operating Income	1,128	1,140	12	101.1%
Operating income ratio	14.3%	14.6%	0.3pt	—
Ordinary Income	1,144	1,158	13	101.2%
Ordinary income ratio	14.5%	14.8%	0.3pt	—
Net income attributable to owners of parent	752	760	7	101.0%
Net income ratio	9.5%	9.7%	0.2pt	—
EPS (yen)	68.59	69.25	0.66	101.0%

Net Sales by Service (1H YoY)



- Net sales increased by 3.9%
- Termite Control increased by 3.7%
(Termite control for new customers decreased by 0.9%, Renewal termite control increased by 8.1%)
- Anti-humidity measures increased by 4.7%
- Anti-earthquake measures increased by 3.8%

(Unit: Million yen)	FY3/22 1H		FY3/23 1H		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	7,524	—	7,818	—	293	3.9%
Termite control	3,501	46.5%	3,631	46.4%	129	3.7%
New	1,710	22.7%	1,695	21.7%	-15	-0.9%
Renewal	1,791	23.8%	1,935	24.8%	144	8.1%
Anti-humidity measures	1,596	21.2%	1,672	21.4%	75	4.7%
Anti-earthquake measures	1,670	22.2%	1,733	22.2%	62	3.8%
Others	756	10.0%	781	10.0%	25	3.3%

Number of Staffs, Sales per Staff (YoY)



- Number of staffs at end of period increased by 18

	FY3/22 1H	FY3/23 1H	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	7,524	7,818	293	3.9%
Within the three services	6,768	7,036	268	4.0%
Average number of staffs during the period	1,035	1,035	1	0.1%
Within the three services	791	788	-3	-0.4%
Sales per staff (Thousand yen/month)	1,212	1,258	46	3.8%
Within the three services	1,425	1,487	62	4.4%
Number of staffs at end of period	1,020	1,038	18	1.8%
Within the three services	779	789	10	1.3%

- "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)	FY3/22 1H	FY3/23 1H	YoY	Change in Ratio
Net Sales	7,524	7,818	293	3.9%
Cost of Sales	2,235	2,334	98	4.4%
Material Costs	920	990	70	7.6%
Labor Costs	728	746	17	2.4%
Other Cost of Sales	586	597	11	1.9%
Gross Profit	5,288	5,483	194	3.7%
SG&A Expenses	4,196	4,343	147	3.5%
Personnel Expenses	2,670	2,791	120	4.5%
Recruiting Expenses	89	85	-3	-4.4%
Sales Promotional Expenses	283	262	-20	-7.1%
Other SG&A Expenses	1,153	1,203	50	4.4%
Operating Income	1,092	1,140	47	4.4%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

Ratios to Estimates



- Net sales Progress ratio on full-year forecasts: 54.6%
- Operating income Progress ratio on full-year forecasts: 77.5%

(Unit: Million yen)	FY3/23 1H	FY3/23 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	7,818	14,320	54.6%
Gross Profit	5,483	9,898	55.4%
Gross profit ratio	70.1%	69.1%	—
Operating Income	1,140	1,471	77.5%
Operating income ratio	14.6%	10.3%	—
Ordinary Income	1,158	1,484	78.0%
Ordinary income ratio	14.8%	10.4%	—
Net income attributable to owners of parent	760	954	79.7%
Net income ratio	9.7%	6.7%	—
EPS (yen)	69.25	86.95	79.6%