

Financial Results for the Third Quarter Ended December 31, 2022 - Supplementary material

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Asante Incorporated

【 TSE Prime Section Securities Code 6073 】



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Results for Profit and Loss (9 Months YoY)



- Net sales increased by 3.7%
- Operating income increased by 3.9%

(Unit: Million yen)	FY3/22	FY3/23	YoY	
	9 Months	9 Months	Change	Change in Ratio
	Results	Results		
Net Sales	10,705	11,098	393	3.7%
Gross Profit	7,426	7,670	244	3.3%
Gross profit ratio	69.4%	69.1%	-0.3pt	—
Operating Income	1,277	1,327	49	3.9%
Operating income ratio	11.9%	12.0%	0.0pt	—
Ordinary Income	1,305	1,343	37	2.9%
Ordinary income ratio	12.2%	12.1%	-0.1pt	—
Net income attributable to owners of parent	839	868	28	3.4%
Net income ratio	7.8%	7.8%	-0.0pt	—
EPS (yen)	76.57	79.08	2.51	3.3%

Factors for Changes in Operating Income (1H YoY)

(Unit: Million yen)	FY3/22 9 Months	FY3/23 9 Months	YoY	Change in Ratio
Net Sales	10,705	11,098	393	3.7%
Cost of Sales	3,279	3,428	149	4.5%
Material Costs	1,342	1,467	124	9.3%
Labor Costs	1,059	1,067	8	0.8%
Other Cost of Sales	877	893	16	1.8%
Gross Profit	7,426	7,670	244	3.3%
SG&A Expenses	6,149	6,343	194	3.2%
Personnel Expenses	3,983	4,169	185	4.7%
Recruiting Expenses	122	112	-10	-8.6%
Sales Promotional Expenses	303	288	-14	-4.9%
Other SG&A Expenses	1,739	1,773	33	1.9%
Operating Income	1,277	1,327	49	3.9%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

Ratios to Estimates



■ Net sales Progress ratio on full-year forecasts: 77.5%

Operating income Progress ratio on full-year forecasts: 90.2%

(Unit: Million yen)	FY3/23 9 Months	FY3/23 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	11,098	14,320	77.5%
Gross Profit	7,670	9,898	77.5%
Gross profit ratio	69.1%	69.1%	—
Operating Income	1,327	1,471	90.2%
Operating income ratio	12.0%	10.3%	—
Ordinary Income	1,343	1,484	90.5%
Ordinary income ratio	12.1%	10.4%	—
Net income attributable to owners of parent	868	954	91.0%
Net income ratio	7.8%	6.7%	—
EPS (yen)	79.08	86.95	90.9%