

Financial Results for the Second Quarter Ended September 30, 2023 - Supplementary material

November 7, 2023

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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 decreased by 2.5%
- Operating income decreased by 23.7%

(Unit: Million yen)	FY3/23 1H	FY3/24 1H	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	7,818	7,618	-199	-2.5%
Gross Profit	5,483	5,330	-152	-2.8%
Gross profit ratio	70.1%	70.0%	-0.2pt	—
Operating Income	1,140	869	-270	-23.7%
Operating income ratio	14.6%	11.4%	-3.2pt	—
Ordinary Income	1,158	902	-255	-22.0%
Ordinary income ratio	14.8%	11.9%	-3.0pt	—
Net income attributable to owners of parent	760	577	-182	-24.1%
Net income ratio	9.7%	7.6%	-2.1pt	—
EPS (yen)	69.25	52.53	-16.73	-24.2%

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

- Net sales Achievement ratio on 1H initial forecasts : 95.2%
- Operating income Achievement ratio on 1H initial forecasts : 82.8%

(Unit: Million yen)	FY3/24 1H			
	Forecasts	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	8,000	7,618	-381	95.2%
Operating Income	1,050	869	-180	82.8%
Operating income ratio	13.1%	11.4%	-1.7pt	—
Ordinary Income	1,080	902	-177	83.6%
Ordinary income ratio	13.5%	11.9%	-1.6pt	—
Net income attributable to owners of parent	690	577	-112	83.7%
Net income ratio	8.6%	7.6%	-1.0pt	—
EPS (yen)	62.80	52.53	-10.27	83.6%

Net Sales by Service (1H YoY)



- Net sales decreased by 2.5%
- Termite Control decreased by 4.1%
- Anti-humidity measures increased by 0.1%
- Anti-earthquake measures decreased by 5.2%

(Unit: Million yen)	FY3/23 1H		FY3/24 1H		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	7,818	—	7,618	—	-199	-2.5%
Termite control	3,631	46.4%	3,480	45.7%	-150	-4.1%
Anti-humidity measures	1,672	21.4%	1,673	22.0%	0	0.1%
Anti-earthquake measures	1,733	22.2%	1,643	21.6%	-89	-5.2%
Others	781	10.0%	821	10.8%	39	5.1%

Number of Staffs, Sales per Staff (YoY)



- Average number of staffs during the period decreased by 10 (1.0%)

	FY3/23 1H	FY3/24 1H	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	7,818	7,618	-199	-2.5%
Average number of staffs during the period	1,035	1,025	-10	-1.0%
Sales per staff (Thousand yen/month)	1,258	1,238	-20	-1.6%
Number of staffs at end of period	1,037	1,015	-22	-2.1%

- "Number of staffs": total number of staffs actually working including part-time employees and contract employees (excluding dispatched and seconded staffs)

Factors for Changes in Operating Income (1H YoY)

(Unit: Million yen)	FY3/23 1H	FY3/24 1H	YoY	Change in Ratio
Net Sales	7,818	7,618	-199	-2.5%
Cost of Sales	2,334	2,287	-46	-2.0%
Material Costs	990	975	-15	-1.5%
Labor Costs	746	699	-46	-6.2%
Other Cost of Sales	597	612	14	2.5%
Gross Profit	5,483	5,330	-152	-2.8%
SG&A Expenses	4,343	4,461	117	2.7%
Personnel Expenses	2,791	2,826	35	1.3%
Other SG&A Expenses	1,552	1,635	82	5.3%
Operating Income	1,140	869	-270	-23.7%

Ratios to Estimates



- Net sales Progress ratio on full-year forecasts: 51.5%
- Operating income Progress ratio on full-year forecasts: 60.0%

(Unit: Million yen)	FY3/24 1H	FY3/24 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	7,618	14,800	51.5%
Operating Income	869	1,450	60.0%
Operating income ratio	11.4%	9.8%	—
Ordinary Income	902	1,470	61.4%
Ordinary income ratio	11.9%	9.9%	—
Net income attributable to owners of parent	577	920	62.8%
Net income ratio	7.6%	6.2%	—
EPS (yen)	52.53	83.73	62.7%