



November 9th 2023
AS ONE CORPORATION

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October 2023 Operating Results (Flash Report)

1. Net Sales trends

Millions of yen

	Apr.	May	Jun.	Jul.	Aug.	Sep.
FY03/2023	6,520	6,483	7,518	6,985	6,752	7,108
FY03/2022	6,263	6,123	7,107	6,857	7,009	7,183
FY03/2023 % YoY	+4.1%	+5.9%	+5.8%	+1.9%	(3.7)%	(1.0)%

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2023	7,609					
FY03/2022	7,000	7,238	7,589	7,337	8,015	8,997
FY03/2023 % YoY	+8.7%					

2. Business day

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2023	20	20	22	20	20	20	21					
YoY	± 0	+ 1	± 0	± 0	± 0	± 0	+ 1					
Sales per day % YoY*	+4.1%	+0.6%	+5.8%	+1.9%	(3.7)%	(1.0)%	+3.5%					

Note: AS ONE places particular emphasis on net sales per day, as sales of consumables used in research, industrial and medical fields tend to fluctuate according to variations in the total number of operating days.

3. The comments

The laboratory sector saw a 9.6% increase compared to the same month of the previous year, and the industry sector extended by 14.8%. The medical sector recovered from a double-digit decrease in sales to a 0.4% decrease compared to the same month of the previous year. After the government's announcement of the shift to stage 5 of the new coronavirus infection, the monthly results from February onward showed the smallest decrease.

Although October of the previous year was a time between the 7th and 8th waves of the Corona disaster, considering the difference between stage 2 and stage 5 in terms of alertness, the results made us feel a response towards regrowth after the completion of the counter-reaction period of the Corona disaster.

About this material

The figures in these materials are non-consolidated figures that contain some provisional numbers from early reporting. They are provided to show trends for the convenience of investors. Temporarily uncategorized net sales, and adjustments for intra-Group transactions and deductions in consolidated financials are not accounted for. For purposes of reference, in fiscal year ended March 2022, the total annual net sales under this method were 86,178 million yen, annual net sales on a non-consolidated basis were 88,625 million yen, and consolidated net sales were 91,421 million yen.

The disclosure of this report in Jun., Sep., Dec. and Mar. will be made at the same time as the disclosure of the Summary of Financial Results.

Scientific sector



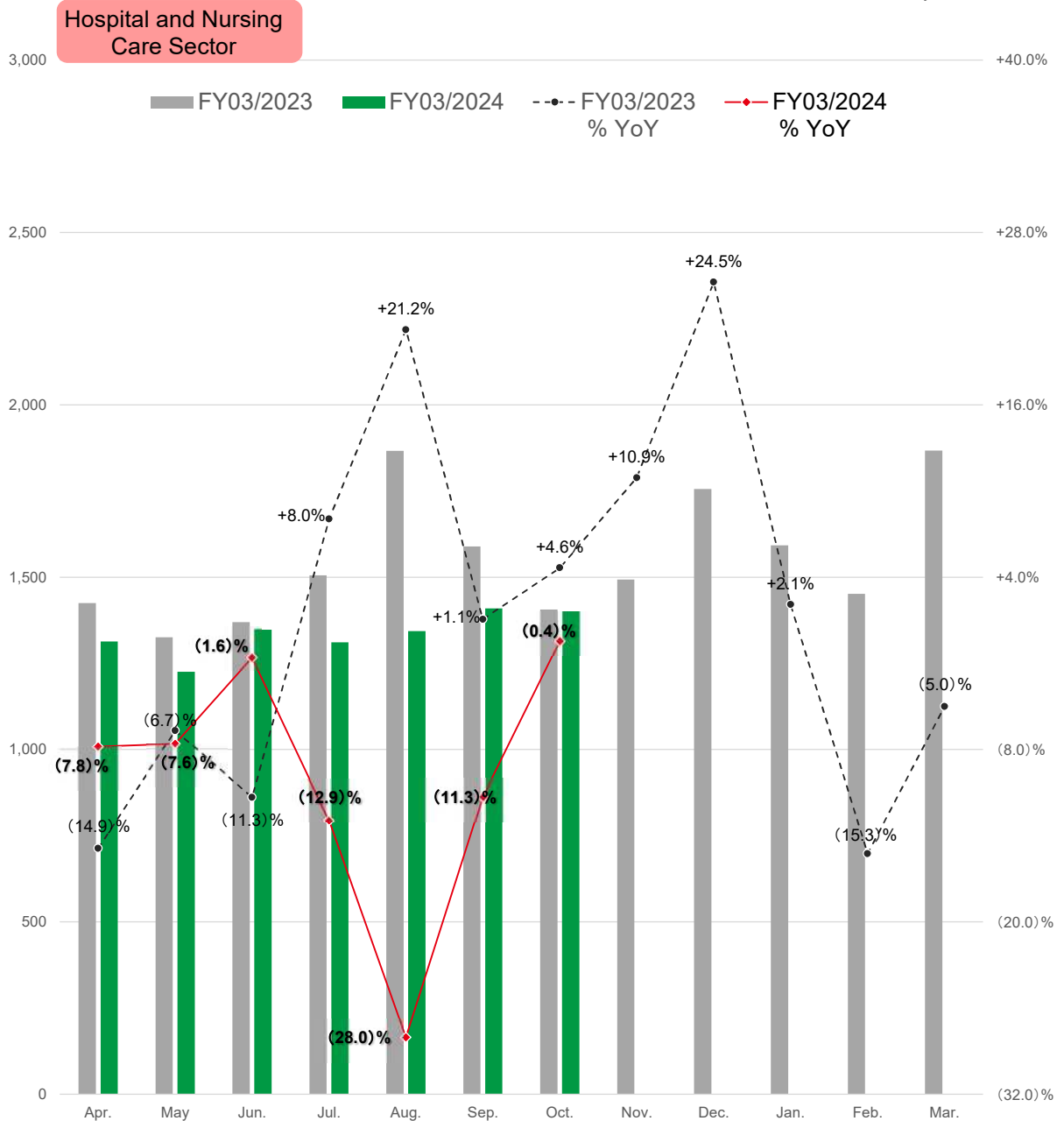
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2022	3,465	3,197	3,762	3,584	3,324	3,764	3,827	3,923	4,152	4,498	4,587	5,160
FY03/2023	3,502	3,446	4,162	3,815	3,742	4,087	4,092	4,177	4,249	4,307	4,974	5,232
FY03/2024	3,829	3,832	4,454	4,113	3,878	4,146	4,485					
FY03/2023 % YoY	+1.1%	+7.8%	+10.6%	+6.4%	+12.6%	+8.6%	+6.9%	+6.5%	+2.3%	(4.3)%	+8.4%	+1.4%
FY03/2024 % YoY	+9.3%	+11.2%	+7.0%	+7.8%	+3.7%	+1.4%	+9.6%					

Millions of yen · %



	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2022	1,354	1,242	1,446	1,403	1,304	1,355	1,410	1,438	1,444	1,387	1,427	1,742
FY03/2023	1,336	1,351	1,576	1,537	1,400	1,507	1,502	1,567	1,584	1,438	1,590	1,899
FY03/2024	1,377	1,425	1,717	1,561	1,530	1,552	1,723					
FY03/2023 % YoY	(1.3)%	+8.8%	+8.9%	+9.5%	+7.4%	+11.2%	+6.5%	+9.0%	+9.8%	+3.6%	+11.4%	+9.0%
FY03/2024 % YoY	+3.1%	+5.5%	+8.9%	+1.6%	+9.3%	+3.0%	+14.8%					

Millions of yen · %



	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2022	1,674	1,421	1,544	1,393	1,540	1,572	1,344	1,346	1,410	1,560	1,713	1,965
FY03/2023	1,425	1,326	1,369	1,505	1,867	1,589	1,406	1,493	1,756	1,593	1,451	1,867
FY03/2024	1,314	1,225	1,347	1,311	1,344	1,410	1,400					
FY03/2023 % YoY	(14.9)%	(6.7)%	(11.3)%	+8.0%	+21.2%	+1.1%	+4.6%	+10.9%	+24.5%	+2.1%	(15.3)%	(5.0)%
FY03/2024 % YoY	(7.8)%	(7.6)%	(1.6)%	(12.9)%	(28.0)%	(11.3)%	(0.4)%					