

Financial Results for the Third Quarter Ended December 31, 2023 - Supplementary material

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< Contents >

Results for Profit and Loss (9 Months YoY)	P 2
Factors for Changes in Operating Income (9 Months YoY)	P 3
Ratios to Estimates	P 4



Asante Incorporated

【 TSE Prime Section Securities Code 6073 】



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Results for Profit and Loss (9 Months YoY)



- Net sales decreased by 3.7%
- Operating income decreased by 35.2%

(Unit: Million yen)	FY3/23	FY3/24	YoY	
	9 Months	9 Months	Change	Change in Ratio
	Results	Results		
Net Sales	11,098	10,684	-414	-3.7%
Gross Profit	7,670	7,363	-307	-4.0%
Gross profit ratio	69.1%	68.9%	-0.2pt	—
Operating Income	1,327	859	-467	-35.2%
Operating income ratio	12.0%	8.0%	-3.9pt	—
Ordinary Income	1,343	899	-443	-33.0%
Ordinary income ratio	12.1%	8.4%	-3.7pt	—
Net income attributable to owners of parent	868	558	-309	-35.6%
Net income ratio	7.8%	5.2%	-2.6pt	—
EPS (yen)	79.08	50.83	-28.25	-35.7%

Factors for Changes in Operating Income (9 Months YoY)

(Unit: Million yen)	FY3/23 9 Months	FY3/24 9 Months	YoY	Change in Ratio
Net Sales	11,098	10,684	-414	-3.7%
Cost of Sales	3,428	3,321	-107	-3.1%
Material Costs	1,467	1,398	-68	-4.7%
Labor Costs	1,067	1,028	-39	-3.7%
Other Cost of Sales	893	893	0	0.0%
Gross Profit	7,670	7,363	-307	-4.0%
SG&A Expenses	6,343	6,503	160	2.5%
Personnel Expenses	4,169	4,193	24	0.6%
Other SG&A Expenses	2,174	2,310	136	6.3%
Operating Income	1,327	859	-467	-35.2%

Ratios to Estimates



- Net sales Progress ratio on full-year forecasts: 72.2%
- Operating income Progress ratio on full-year forecasts: 59.3%

(Unit: Million yen)	FY3/24 9 Months	FY3/24 Full-year	
	Results	Forecasts	Progress Ratio
Net Sales	10,684	14,800	72.2%
Operating Income	859	1,450	59.3%
Operating income ratio	8.0%	9.8%	—
Ordinary Income	899	1,470	61.2%
Ordinary income ratio	8.4%	9.9%	—
Net income attributable to owners of parent	558	920	60.7%
Net income ratio	5.2%	6.2%	—
EPS (yen)	50.83	83.73	60.7%