



## January 2024 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	7,673	7,678	7,694		
FY03/2022	7,000	7,238	7,589	7,337	8,015	8,997
FY03/2023 % YoY	+8.7%	+6.0%	+1.2%	+4.9%		

### 2. Business day

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
FY03/2023	20	20	22	20	20	20	21	20	20	18		
YoY	± 0	+ 1	± 0	± 0	± 0	± 0	+ 1	± 0	± 0	± 0		
Sales per day % YoY*	+4.1%	+0.6%	+5.8%	+1.9%	(3.7)%	(1.0)%	+3.5%	+6.0%	+1.2%	+4.9%		

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

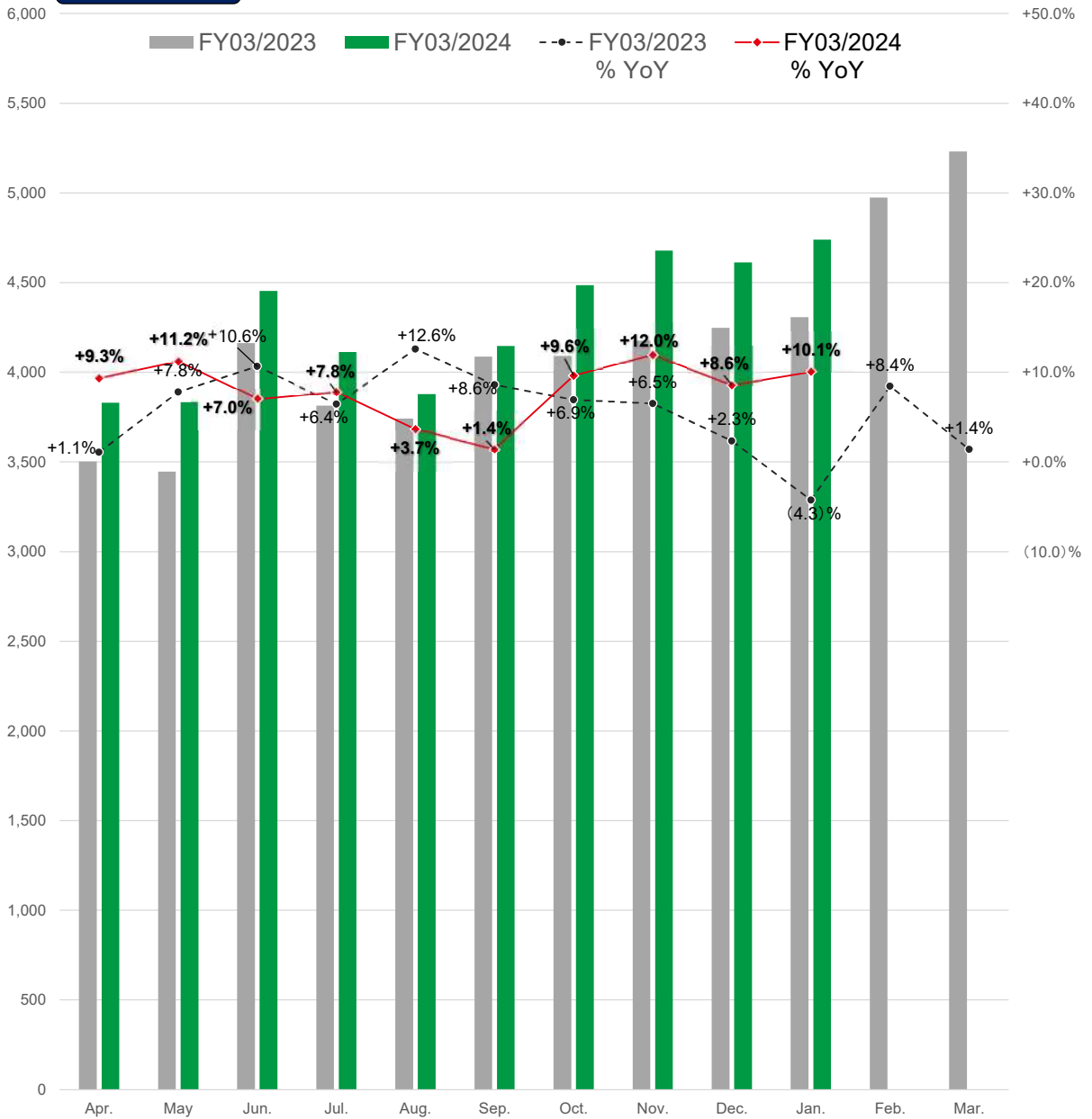
The medical sector has seen a decrease of 16.5% in revenue when compared to the same month of the previous year, due to a backlash from the 8th wave of the Coronavirus epidemic, the last outbreak categorized as a class 2 infectious disease. On the other hand, the laboratory and the industry sectors have seen a successful increase, growing by 10.9% and 12.9% respectively when compared to the same month of the previous year, which offset the reduction in the medical sector.

#### 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 86,178million 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	4,678	4,612	4,740		
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%	+12.0%	+8.6%	+10.1%		

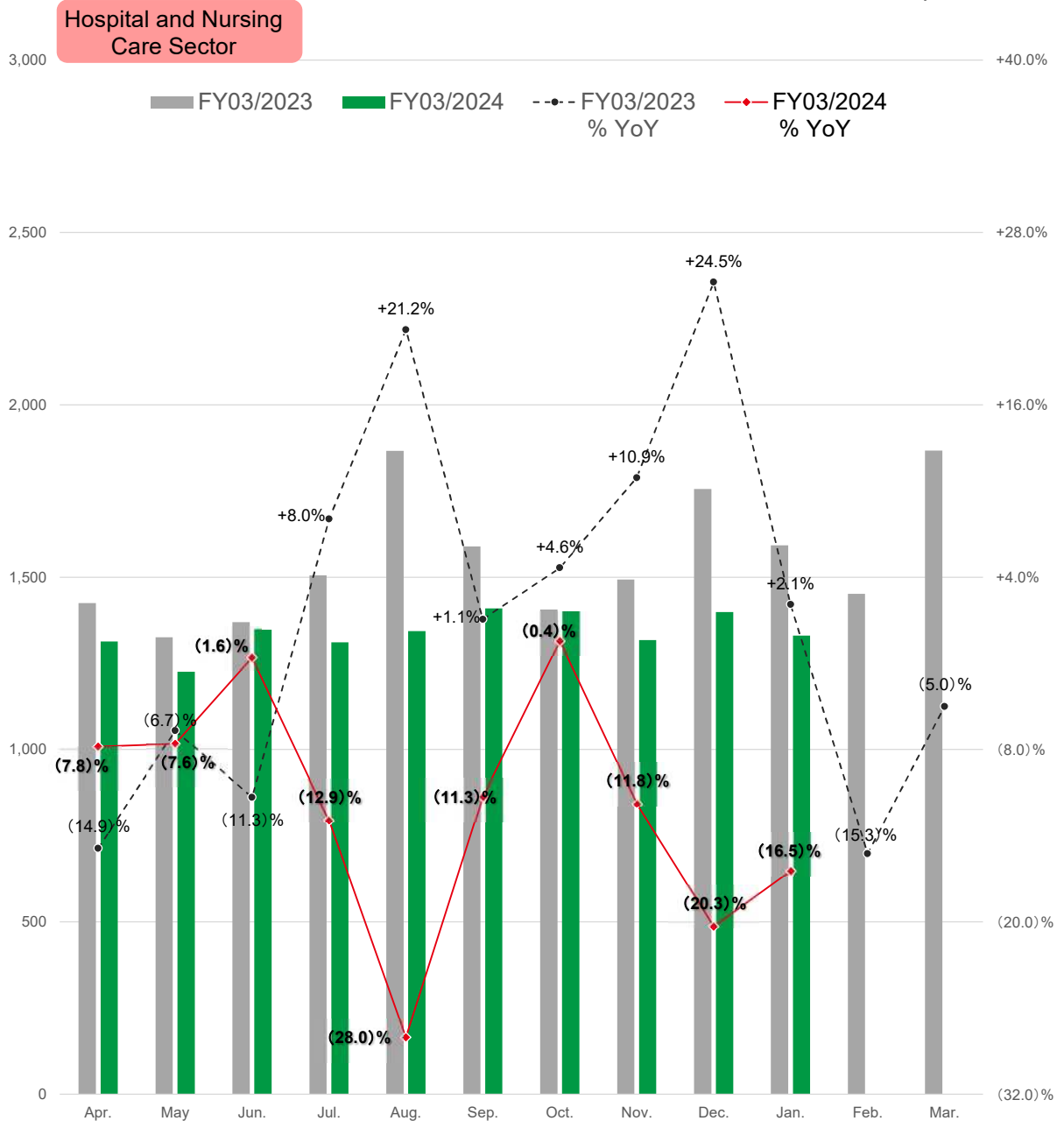
Millions of yen · %

Industrial sector



	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	1,678	1,667	1,623		
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%	+7.1%	+5.2%	+12.9%		

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	1,317	1,399	1,331		
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)%	(11.8)%	(20.3)%	(16.5)%		