

# Financial Results for FY Ended March 2024 - Supplementary material

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**Asante Incorporated**

【 TSE Prime Section Securities Code 6073 】



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# Results for Profit and Loss (YoY)



- Net sales decreased by 3.2%
- Operating income decreased by 31.4%

(Unit: Million yen)	FY3/23	FY3/24	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	14,141	<b>13,693</b>	-448	-3.2%
Gross Profit	9,726	<b>9,438</b>	-287	-3.0%
Gross Profit Ratio	68.8%	68.9%	0.1pt	—
Operating Income	1,380	<b>946</b>	-433	-31.4%
Operating Income Ratio	9.8%	6.9%	-2.8pt	—
Ordinary Income	1,395	<b>985</b>	-410	-29.4%
Ordinary Income Ratio	9.9%	7.2%	-2.7pt	—
Net Income Attributable to Owners of Parent	875	<b>541</b>	-334	-38.2%
Net Income Ratio	6.2%	4.0%	-2.2pt	—
EPS (yen)	79.74	<b>49.24</b>	-30.50	-38.3%

# Results for Profit and Loss (Ratio of Forecasts)



- Net sales                      Achievement ratio on full-year forecasts: 99.5%
- Operating income        Achievement ratio on full-year forecasts: 97.6%

(Unit: Million yen)	FY3/24			
	Forecasts (Announced on Mar. 19, 2024)	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	13,760	<b>13,693</b>	-66	99.5%
Operating Income	970	<b>946</b>	-23	97.6%
Operating Income Ratio	7.0%	6.9%	-0.1pt	—
Ordinary Income	1,010	<b>985</b>	-24	97.6%
Ordinary Income Ratio	7.3%	7.2%	-0.1pt	—
Net Income Attributable to Owners of Parent	600	<b>541</b>	-58	90.2%
Net Income Ratio	4.4%	4.0%	-0.4pt	—
EPS (yen)	54.57	<b>49.24</b>	-5.33	90.2%

# Net Sales by Service (YoY)



- Net sales decreased by 3.2%
- Termite control decreased by 3.5%
- Anti-humidity measures decreased by 4.0%
- Anti-earthquake measures decreased by 2.3%

(Unit: Million yen)	FY3/23		FY3/24		YoY	
	Results	Composition Ratio	Results	Composition Ratio	Change	Change in Ratio
Net Sales	14,141	—	13,693	—	-448	-3.2%
Termite Control	5,981	42.3%	5,772	42.2%	-208	-3.5%
Anti-humidity Measures	2,884	20.4%	2,768	20.2%	-115	-4.0%
Anti-earthquake Measures	3,614	25.6%	3,532	25.8%	-81	-2.3%
Others	1,661	11.7%	1,618	11.8%	-42	-2.6%

# Number of Staffs, Sales per Staff (YoY)



- Average number of staffs during the period decreased by 17 (1.6%)

	FY3/23	FY3/24	YoY	
	Results	Results	Change	Change in Ratio
Net Sales (Million yen)	14,141	13,693	-448	-3.2%
Average Number of Staffs During the Period	1,034	1,017	-17	-1.6%
Sales per Staff (Thousand yen/Month)	1,139	1,121	-17	-1.6%
Number of Staffs at End of Period	1,037	998	-39	-3.8%

- "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 (YoY)



(Unit: Million yen)	FY3/23	FY3/24	YoY	Change in Ratio
Net Sales	14,141	13,693	-448	-3.2%
Cost of Sales	4,414	4,254	-160	-3.6%
Material Costs	1,898	1,790	-108	-5.7%
Labor Costs	1,379	1,343	-35	-2.6%
Other Cost of Sales	1,136	1,120	-16	-1.5%
Gross Profit	9,726	9,438	-287	-3.0%
SG&A Expenses	8,346	8,492	145	1.7%
Personnel Expenses	5,494	5,513	18	0.3%
Other SG&A Expenses	2,851	2,979	127	4.5%
Operating Income	1,380	946	-433	-31.4%

# FY3/25 Forecasts of Profit and Loss



- Net sales to increase by 4.2%
- Operating income to increase by 50.0%

(Unit: Million yen)	FY3/24	FY3/25	YoY	
	Results	Forecasts	Change	Change in Ratio
Net Sales	13,693	14,270	576	4.2%
Operating Income	946	1,420	473	50.0%
Operating Income Ratio	6.9%	10.0%	3.0pt	—
Ordinary Income	985	1,370	384	39.0%
Ordinary Income Ratio	7.2%	9.6%	2.4pt	—
Net Income Attributable to Owners of Parent	541	840	298	55.2%
Net Income Ratio	4.0%	5.9%	1.9pt	—
EPS (yen)	49.24	76.36	27.12	55.1%