

# **Financial Results for the First Quarter Ended June 30, 2020 - Supplementary material**

**August 5, 2020**

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**Asante Incorporated**

【 TSE First Section Securities Code 6073 】



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# Results for Profit and Loss (YoY)



- Net sales decreased by 791 million yen
- Operating income decreased by 417 million yen
- Net income decreased by 264 million yen

(Unit: Million yen)	FY3/20 1Q	FY3/21 1Q	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	4,297	3,505	-791	-18.4%
Gross Profit	3,152	2,521	-631	-20.0%
Gross profit ratio	73.4%	71.9%	-1.5pt	—
Operating Income	871	453	-417	-47.9%
Operating income ratio	20.3%	12.9%	-7.3pt	—
Ordinary Income	867	484	-383	-44.2%
Ordinary income ratio	20.2%	13.8%	-6.4pt	—
Net Income	585	321	-264	-45.1%
Net income ratio	13.6%	9.2%	-4.5pt	—
EPS (yen)	47.45	26.05	-21.40	-45.1%

# Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	FY3/20 1Q	FY3/21 1Q	YoY	Change in Ratio	Main factors for changes
Net Sales	4,297	3,505	-791	-18.4%	
Cost of Sales	1,144	984	-159	-13.9%	
Material Costs	487	394	-93	-19.2%	Decrease in net sales
Labor Costs	404	373	-30	-7.6%	
Other Cost of Sales	252	217	-35	-13.9%	
Gross Profit	3,152	2,521	-631	-20.0%	
SG&A Expenses	2,281	2,067	-213	-9.4%	
Personnel Expenses	1,334	1,238	-96	-7.2%	
Recruiting Expenses	65	44	-21	-33.3%	
Sales Promotional Expenses	321	249	-71	-22.4%	
Other SG&A Expenses	559	535	-23	-4.2%	
Operating Income	871	453	-417	-47.9%	

- Sales Promotional Expenses : Advertising expenses related to promotional activities