

Financial Results for FY Ended March 2021 - Supplementary material

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* We adopted consolidated accounting from the second quarter of the fiscal year ended March 2021.
Comparisons with the same period of the previous year (non-consolidated) are provided as a reference.



Asante Incorporated

【 TSE First Section Securities Code 6073 】



Notes on Future Forecasts This document is only to provide information to investors, and is not for the purpose of soliciting purchases or sales. References to future forecasts in this document are based on goals and predictions, and are not certain or guaranteed. When using this document, please be aware that the future results of the Company may differ from the current forecasts made by the Company. Also, for references to the industry, etc., data thought to be trustworthy is used, but the Company provides no guarantees as to its accuracy or completeness. No matter what purpose investors use this document for, it is provided with the understanding that they will use it based on their own judgment and responsibility, and the Company shall bear no responsibility for its use.

Results for Profit and Loss (YoY)



- Net sales 13,872 million yen
- Operating income 1,602 million yen

(Unit: Million yen)	(Non-Consolidated) FY3/20	(Consolidated) FY3/21	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	14,432	13,872	-560	-3.9%
Gross Profit	10,322	9,709	-613	-5.9%
Gross profit ratio	71.5%	70.0%	-1.5pt	—
Operating Income	2,239	1,602	-636	-28.4%
Operating income ratio	15.5%	11.6%	-4.0pt	—
Ordinary Income	2,380	1,703	-677	-28.4%
Ordinary income ratio	16.5%	12.3%	-4.2pt	—
Net income attributable to owners of parent	1,580	1,063	-517	-32.7%
Net income ratio	11.0%	7.7%	-3.3pt	—
EPS (yen)	128.06	89.52	-38.54	-30.1%

Results for Profit and Loss (Ratio of Forecasts)



- Net sales Achievement ratio on full-year forecasts: 100.8%
- Operating income Achievement ratio on full-year forecasts: 119.7%

(Unit: Million yen)	(Consolidated)			
	FY3/21			
	Forecasts	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	13,762	13,872	109	100.8%
Gross Profit	9,521	9,709	187	102.0%
Gross profit ratio	69.2%	70.0%	+0.8pt	—
Operating Income	1,338	1,602	263	119.7%
Operating income ratio	9.7%	11.6%	+1.8pt	—
Ordinary Income	1,385	1,703	317	122.9%
Ordinary income ratio	10.1%	12.3%	+2.2pt	—
Net income attributable to owners of parent	841	1,063	221	126.3%
Net income ratio	6.1%	7.7%	+1.5pt	—
EPS (yen)	68.18	89.52	21.34	131.3%

Net Sales by Service (YoY)



- Net sales: -3.9%
- Termite control: -3.1%
(New termite control: -4.4%, Renewal termite control : -1.7%)
- Anti-humidity measures: -9.6%
- Anti-earthquake measures: -17.2%

(Unit: Million yen)	(Non-Consolidated) FY3/20		(Consolidated) FY3/21		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	14,432	—	13,872	—	-560	-3.9%
Termite control	5,941	41.2%	5,759	41.5%	-181	-3.1%
New	3,049	21.1%	2,916	21.0%	-132	-4.4%
Renewal	2,892	20.0%	2,843	20.5%	-48	-1.7%
Anti-humidity measures	3,233	22.4%	2,922	21.1%	-311	-9.6%
Anti-earthquake measures	4,615	32.0%	3,819	27.5%	-795	-17.2%
Others	642	4.5%	1,370	9.9%	727	113.2%

Number of Staffs, Sales per Staff (YoY)



- Number of staffs at end of period increased by 87 (9.0%)
(Of the total, 47 staffs increased due to the effect of changing the joining month for new employees from March to April in the previous fiscal year to prevent the spread of COVID-19)

	(Non-Consolidated) FY3/20	(Consolidated) FY3/21	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	14,432	13,872	-560	-3.9%
Within the three services	13,790	12,501	-1,288	-9.3%
Average number of staffs during the period	985	1,020	35	3.5%
Within the three services	783	789	6	0.7%
Sales per staff (Thousand yen/month)	1,220	1,133	-87	-7.2%
Within the three services	1,467	1,321	-146	-10.0%
Number of staffs at end of period	962	1,049	87	9.0%
Within the three services	758	808	50	6.6%

- "Number of staffs": total number of staffs actually working including part-time employees and contract employees (excluding dispatched and seconded staffs)
- "Sales of three services": total sales of termite control, anti-humidity measures and anti-earthquake measures
- "Number of staffs for three services": total of staffs engaging in sales, technical, and clerical work and management of operational sites

Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	(Non-Consolidated) FY3/20	(Consolidated) FY3/21	YoY	Change in Ratio
Net Sales	14,432	13,872	-560	-3.9%
Cost of Sales	4,110	4,162	+52	+1.3%
Material Costs	1,749	1,753	+4	+0.2%
Labor Costs	1,432	1,393	-38	-2.7%
Other Cost of Sales	928	1,015	+87	+9.4%
Gross Profit	10,322	9,709	-613	-5.9%
SG&A Expenses	8,083	8,107	+23	+0.3%
Personnel Expenses	5,296	5,306	+10	+0.2%
Recruiting Expenses	189	150	-38	-20.5%
Sales Promotional Expenses	425	324	-100	-23.6%
Other SG&A Expenses	2,173	2,324	+151	+7.0%
Operating Income	2,239	1,602	-636	-28.4%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

FY3/22 Forecasts of Profit and Loss



- Net sales 14,992 million yen
- Operating income 1,996 million yen

(Unit: Million yen)	(Non-Consolidated) FY3/21	(Consolidated) FY3/22	YoY	
	Results	Forecasts	Change	Change in Ratio
Net Sales	13,872	14,992	1,120	8.1%
Gross Profit	9,709	10,459	750	7.7%
Gross profit ratio	70.0%	69.8%	-0.2pt	—
Operating Income	1,602	1,996	394	24.6%
Operating income ratio	11.6%	13.3%	+ 1.8pt	—
Ordinary Income	1,703	2,016	313	18.4%
Ordinary income ratio	12.3%	13.5%	+ 1.2pt	—
Net income attributable to owners of parent	1,063	1,300	236	22.3%
Net income ratio	7.7%	8.7%	+ 1.0pt	—
EPS (yen)	89.52	118.58	29.06	32.5%