

Financial Results for FY Ended March 2022 - 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 1.2%
- Operating income decreased by 17.3%

(Unit: Million yen)	FY3/21	FY3/22	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	13,872	13,699	-172	-1.2%
Gross Profit	9,709	9,416	-292	-3.0%
Gross profit ratio	70.0%	68.7%	-1.3pt	—
Operating Income	1,602	1,324	-277	-17.3%
Operating income ratio	11.6%	9.7%	-1.9pt	—
Ordinary Income	1,703	1,348	-355	-20.8%
Ordinary income ratio	12.3%	9.8%	-2.4pt	—
Net income attributable to owners of parent	1,063	579	-484	-45.5%
Net income ratio	7.7%	4.2%	-3.4pt	—
EPS (yen)	89.52	52.82	-36.71	-41.0%

Results for Profit and Loss (Ratio of Forecasts)



- Net sales Achievement ratio on full-year forecasts: 97.2%
- Operating income Achievement ratio on full-year forecasts: 86.5%

(Unit: Million yen)	FY3/22			
	Forecasts (Announced on Nov. 2)	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	14,098	13,699	-398	97.2%
Gross Profit	9,735	9,416	-318	96.7%
Gross profit ratio	69.1%	68.7%	-0.3pt	—
Operating Income	1,530	1,324	-206	86.5%
Operating income ratio	10.9%	9.7%	-1.2pt	—
Ordinary Income	1,555	1,348	-207	86.7%
Ordinary income ratio	11.0%	9.8%	-1.2pt	—
Net income attributable to owners of parent	973	579	-394	59.5%
Net income ratio	6.9%	4.2%	-2.7pt	—
EPS (yen)	88.77	52.82	-35.95	59.5%

Net Sales by Service (YoY)



- Net sales decreased by 1.2%
- Termite control increased by 0.1%
(New termite control decreased by 4.2%, Renewal termite control increased by 4.6%)
- Anti-humidity measures decreased by 6.9%
- Anti-earthquake measures decreased by 3.0%

(Unit: Million yen)	FY3/21		FY3/22		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	13,872	—	13,699	—	-172	-1.2%
Termite control	5,759	41.5%	5,768	42.1%	8	0.1%
New	2,916	21.0%	2,793	20.4%	-122	-4.2%
Renewal	2,843	20.5%	2,974	21.7%	131	4.6%
Anti-humidity measures	2,922	21.1%	2,720	19.9%	-201	-6.9%
Anti-earthquake measures	3,819	27.5%	3,703	27.0%	-116	-3.0%
Others	1,370	9.9%	1,507	11.0%	136	10.0%

Number of Staffs, Sales per Staff (YoY)



- Number of staffs at end of period decreased by 3 (0.3%)

	FY3/21	FY3/22	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	13,872	13,699	-172	-1.2%
Within the three services	12,501	12,192	-308	-2.5%
Average number of staffs during the period	1,020	1,032	11	1.1%
Within the three services	789	787	-2	-0.3%
Sales per staff (Thousand yen/month)	1,133	1,106	-26	-2.3%
Within the three services	1,321	1,291	-29	-2.2%
Number of staffs at end of period	1,049	1,046	-3	-0.3%
Within the three services	808	798	-10	-1.2%

- "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)	FY3/21	FY3/22	YoY	Change in Ratio
Net Sales	13,872	13,699	-172	-1.2%
Cost of Sales	4,162	4,283	120	2.9%
Material Costs	1,756	1,770	14	0.8%
Labor Costs	1,391	1,385	-5	-0.4%
Other Cost of Sales	1,014	1,127	112	11.1%
Gross Profit	9,709	9,416	-292	-3.0%
SG&A Expenses	8,107	8,092	-14	-0.2%
Personnel Expenses	5,306	5,281	-25	-0.5%
Recruiting Expenses	150	160	10	6.7%
Sales Promotional Expenses	324	319	-5	-1.7%
Other SG&A Expenses	2,324	2,330	6	0.3%
Operating Income	1,602	1,324	-277	-17.3%

- Sales Promotional Expenses : Advertising expenses related to promotional activities

FY3/23 Forecasts of Profit and Loss



- Net sales to increase by 4.5%
- Operating income to increase by 11.1%

(Unit: Million yen)	FY3/22	FY3/23	YoY	
	Results	Forecasts	Change	Change in Ratio
Net Sales	13,699	14,320	620	4.5%
Gross Profit	9,416	9,898	481	5.1%
Gross profit ratio	68.7%	69.1%	0.4pt	—
Operating Income	1,324	1,471	146	11.1%
Operating income ratio	9.7%	10.3%	0.6pt	—
Ordinary Income	1,348	1,484	135	10.1%
Ordinary income ratio	9.8%	10.4%	0.5pt	—
Net income attributable to owners of parent	579	954	375	64.8%
Net income ratio	4.2%	6.7%	2.4pt	—
EPS (yen)	52.82	86.95	34.14	64.6%