

Financial Results for FY Ended March 2019

- Supplementary material

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Asante Incorporated

【 TSE First Section Securities Code 6073 】



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Results for Profit and Loss (Full-year)



- Net sales increased by 511 million yen
- Operating income increased by 154 million yen

(Unit: Million yen)	FY3/18	FY3/19	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	13,990	14,501	511	3.7%
Gross Profit	9,965	10,432	466	4.7%
Gross profit ratio	71.2%	71.9%	+0.7pt	—
Operating Income	2,131	2,285	154	7.2%
Operating income ratio	15.2%	15.8%	+0.5pt	—
Ordinary Income	2,155	2,314	158	7.4%
Ordinary income ratio	15.4%	16.0%	+0.6pt	—
Net Income	1,411	1,515	104	7.4%
Net income ratio	10.1%	10.5%	+0.4pt	—
EPS (yen)	114.36	122.81	8.45	7.4%

Results for Profit and Loss (Ratio of Forecasts)



■ Net sales Ratio on full-year forecasts: 99.5%
 Operating income Ratio on full-year forecasts: 95.7%

(Unit: Million yen)	FY3/19 Full-year		
	Results	Forecasts	Ratio of Forecasts
Net Sales	14,501	14,581	99.5%
Gross Profit	10,432	10,459	99.7%
Gross profit ratio	71.9%	71.7%	—
Operating Income	2,285	2,389	95.7%
Operating income ratio	15.8%	16.4%	—
Ordinary Income	2,314	2,405	96.2%
Ordinary income ratio	16.0%	16.5%	—
Net Income	1,515	1,594	95.1%
Net income ratio	10.5%	10.9%	—
EPS (yen)	122.81	129.20	95.1%

Net Sales by Service (Full-year)



- Net sales: +3.7%
- Anti-termite measures: +2.1%
(New termite control: +0.6%, Renewal termite control : +3.9%)
- Anti-humidity measures: +0.2%
- Anti-earthquake measures: +9.9%

(Unit: Million yen)	FY3/18		FY3/19		YoY	
	Results	Composition ratio	Results	Composition ratio	Change	Change in ratio
Net sales	13,990	—	14,501	—	511	3.7%
Anti-termite measures	5,751	41.1%	5,875	40.5%	123	2.1%
New	3,077	22.0%	3,096	21.4%	18	0.6%
Renewal	2,674	19.1%	2,779	19.2%	104	3.9%
Anti-humidity measures	3,152	22.5%	3,157	21.8%	5	0.2%
Anti-earthquake measures	4,413	31.5%	4,851	33.5%	438	9.9%
Others	672	4.8%	616	4.3%	-55	-8.3%

Factors for Changes in Operating Income (YoY)



- Net sales increased by 511 million yen
- Operating expenses increased by 356 million yen,
operating income increased by 154 million yen

(Unit: Million yen)	Amount	Change in Ratio	Main factors for changes
FY3/18 Operating Income	2,131	—	
Net Sales	511	+ 3.7%	
Material Costs	8	+ 0.5%	
Labor Costs	-23	-1.6%	
Other Cost of Sales	59	+ 7.2%	
Personnel Expenses	268	+ 5.2%	
Recruiting Expenses	15	+ 7.8%	
Advertising Expenses	-2	-0.6%	
Other SG&A Expenses	30	+ 1.4%	
FY3/19 Operating Income	2,285	+ 7.2%	

Net Sales, Number of Staffs, Sales per Staff



- Average number of staffs decreased by 2.4%
- Sales per staff increased by 6.2%
- Number of staffs at end of period decreased by 18 (1.7%)

	FY3/18	FY3/19	YoY	
	Results	Results	Change	Change in ratio
Net Sales (Million yen)	13,990	14,501	511	3.7%
Average number of staffs during the period	1,039	1,014	-25	-2.4%
Sales per staff (Thousand yen/month)	1,122	1,191	69	6.2%
Number of staffs at end of period	1,040	1,022	-18	-1.7%

- "Number of staffs": total number of staffs actually working including part-time employees and contract employees (excluding dispatched and seconded staffs)

FY3/20 Business Forecasts



■ Net sales to increase by 928 million yen

Operating income to increase by 330 million yen

(Unit: Million yen)	FY3/19	FY3/20	YoY	
	Results	Forecasts	Change	Change in ratio
Net Sales	14,501	15,430	928	6.4%
Gross Profit	10,432	11,107	674	6.5%
Gross profit ratio	71.9%	72.0%	+0.0pt	—
Operating Income	2,285	2,615	330	14.4%
Operating income ratio	15.8%	17.0%	+1.2pt	—
Ordinary Income	2,314	2,628	313	13.6%
Ordinary income ratio	16.0%	17.0%	+1.1pt	—
Net Income	1,515	1,752	236	15.6%
Net income ratio	10.5%	11.4%	+0.9pt	—
EPS (yen)	122.81	141.96	19.15	15.6%