



Year Ended March 31, 2025 (78th Term)

Supplementary Information for Financial Results



May 9, 2025

S.T. Corporation

Summary of the Business Performance in FY3/25

Net sales and profit increased.

- Net sales increased as we took over the brand “NYANTOMO” and added it to the PET Care Business, the sales of high value-added products in the AIR Care Business increased, and so on.
- Operating profit grew from the previous year.

Gross profit rose.

- Gross profit rose from the previous year, as the sales of products with a high gross profit margin increased although costs augmented due to the rise in procurement prices caused by the yen depreciation, the skyrocketing of raw material prices, etc.

SGA augmented.

- Advertising expenses decreased.
- Personnel expenses, depreciation, and other SGA augmented.

Highlights of the Business Performance in FY3/25

<Consolidated>



Increase in net sales and profit

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	48.1 billion yen	100.0%	108.2%	97.8%
Operating profit	1.5 billion yen	3.2%	115.1%	77.2%
Ordinary profit	1.9 billion yen	4.1%	102.1%	85.7%
Profit attributable to owners of parent	3.2 billion yen	6.8%	255.7%	130.4%
ROE	9.9%	-	+6.0pt	-

Highlights of the Business Performance in FY3/25

<Consolidated>



	FY3/24		FY3/25		
	Sales ratio	Sales ratio	Sales ratio	Sales ratio	YOY
Net sales	¥44.4 bn	100.0%	¥48.1 bn	100.0%	108.2%
Cost of sales	¥28.0 bn	63.1%	¥30.1 bn	62.7%	107.6%
Gross profit	¥16.4 bn	36.9%	¥17.9 bn	37.3%	109.2%
Selling, general and administrative expenses	¥15.0 bn	33.9%	¥16.3 bn	34.1%	108.7%
Operating profit	¥1.3 bn	3.0%	¥1.5 bn	3.2%	115.1%

Highlights of the Business Performance in FY 3/25<Consolidated> 【Sales in each Business Category】

Category		Sales	YOY	Sales ratio
AIR Care	(Deodorizers/air fresheners)	21.1 billion yen	104.2%	43.9%
PET Care	(Goods for cat litter boxes)	3.5 billion yen	-	7.5%
CLOTH Care	(Mothproofing agents)	6.8 billion yen	95.7%	14.2%
HOME Care	(Food care/Cleaner etc.)	4.3 billion yen	104.3%	9.0%
HUMIDITY Control	(Dehumidifiers)	2.7 billion yen	95.9%	5.7%
THERMAL Care	(Disposable warmers)	4.0 billion yen	97.0%	8.5%
HAND Care	(Household gloves)	5.3 billion yen	95.2%	11.2%
Total		48.1 billion yen	108.2%	100.0%

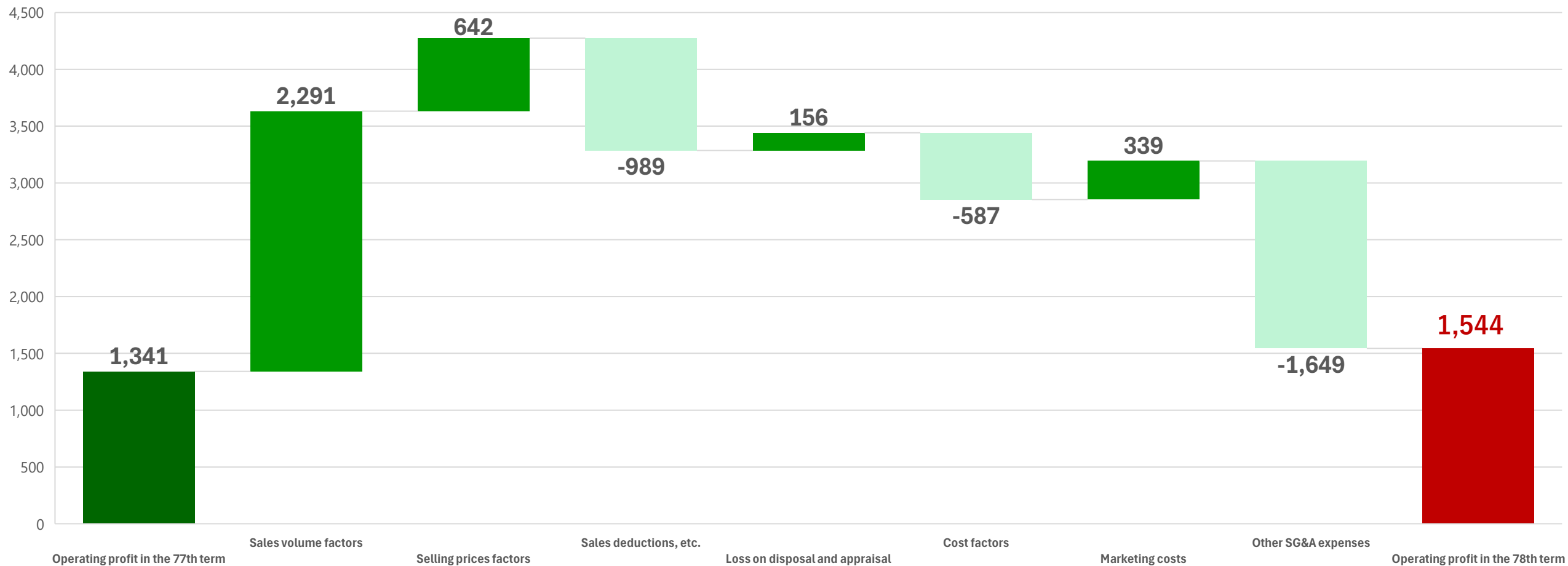
(Notes) Year-on-year increase/decrease rate was calculated from the figures after the adjustment for Pet Care (goods for cat litter boxes). Since the year-on-year increase/decrease rate for Pet Care (goods for cat litter boxes) exceeds 1,000%, "-" is indicated.

Factors behind the Increase/Decrease in Operating Profit in FY3/25

<Consolidated>

Change in operating profit: **Increase 203 million yen**

Unit: million yen



Increase in net sales and profit

	Consolidated	YOY
Net sales	52.7 billion yen	109.5%
Operating profit	2.5 billion yen	161.8%
Ordinary profit	2.8 billion yen	142.1%
Profit attributable to owners of parent	1.6 billion yen	49.1%

Estimated dividend: 44 yen *Payout ratio: 57.4%



S.T. Corporation <https://www.st-c.co.jp/>

【Notes on the business forecasts】 The items included in this material are based on a variety of premises, and do not assure or guarantee that the numerical forecasts and policies herein will be realized.

*The figures are rounded down.