

Financial Results for FY Ended March 2025

- Supplementary material

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Asante Incorporated

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Results for Profit and Loss (YoY)



- Net sales increased by 2.4%
- Operating income increased by 29.5%

(Unit: Million yen)	FY3/24	FY3/25	YoY	
	Results	Results	Change	Change in Ratio
Net Sales	13,693	14,024	330	2.4%
Gross Profit	9,438	9,705	226	2.8%
Gross Profit Ratio	68.9%	69.2%	0.3pt	—
Operating Income	946	1,226	279	29.5%
Operating Income Ratio	6.9%	8.7%	1.8pt	—
Ordinary Income	985	1,161	176	17.9%
Ordinary Income Ratio	7.2%	8.3%	1.1pt	—
Net Income Attributable to Owners of Parent	541	687	146	27.1%
Net Income Ratio	4.0%	4.9%	1.0pt	—
EPS (yen)	49.24	66.02	16.79	34.1%

Results for Profit and Loss (Ratio of Forecasts)



■ Net sales Achievement ratio on full-year forecasts: 98.3%
 Operating income Achievement ratio on full-year forecasts: 86.4%

(Unit: Million yen)	FY3/25			
	Forecasts	Results	Ratio of Forecasts	Achievement Ratio
Net Sales	14,270	14,024	-245	98.3%
Operating Income	1,420	1,226	-193	86.4%
Operating Income Ratio	10.0%	8.7%	-1.2pt	—
Ordinary Income	1,370	1,161	-208	84.8%
Ordinary Income Ratio	9.6%	8.3%	-1.3pt	—
Net Income Attributable to Owners of Parent	840	687	-152	81.9%
Net Income Ratio	5.9%	4.9%	-1.0pt	—
EPS (yen)	76.36	66.02	-10.34	86.5%

Net Sales by Service (YoY)



- Net sales increased by 2.4%
- Termite control increased by 3.1%
- Anti-humidity measures increased by 2.0%
- Anti-earthquake measures decreased by 1.1%

(Unit: Million yen)	FY3/24		FY3/25		YoY	
	Results	Composition Ratio	Results	Composition Ratio	Change	Change in Ratio
Net Sales	13,693	—	14,024	—	330	2.4%
Termite Control	5,772	42.2%	5,952	42.4%	179	3.1%
Anti-humidity Measures	2,768	20.2%	2,823	20.1%	55	2.0%
Anti-earthquake Measures	3,532	25.8%	3,493	24.9%	-38	-1.1%
Others	1,618	11.8%	1,753	12.5%	135	8.3%

Number of Staffs, Sales per Staff (YoY)



- Average number of staffs during the period decreased by 37 (3.7%)

	FY3/24	FY3/25	YoY	
	Results	Results	Change	Change in Ratio
Net Sales (Million yen)	13,693	14,024	330	2.4%
Average Number of Staffs During the Period	1,017	980	-37	-3.7%
Sales per Staff (Thousand yen/Month)	1,121	1,192	70	6.3%
Number of Staffs at End of Period	998	983	-15	-1.5%

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

Factors for Changes in Operating Income (YoY)



(Unit: Million yen)	FY3/24	FY3/25	YoY	Change in Ratio
Net Sales	13,693	14,024	330	2.4%
Cost of Sales	4,254	4,318	64	1.5%
Material Costs	1,790	1,840	50	2.8%
Labor Costs	1,343	1,350	6	0.5%
Other Cost of Sales	1,120	1,128	8	0.7%
Gross Profit	9,438	9,705	266	2.8%
SG&A Expenses	8,492	8,478	-13	-0.2%
Personnel Expenses	5,513	5,376	-136	-2.5%
Other SG&A Expenses	2,979	3,102	123	4.1%
Operating Income	946	1,226	279	29.5%

FY3/26 Forecasts of Profit and Loss



- Net sales to increase by 6.2%
- Operating income to increase by 7.6%

(Unit: Million yen)	FY3/25	FY3/26	YoY	
	Results	Forecasts	Change	Change in Ratio
Net Sales	14,024	14,900	875	6.2%
Operating Income	1,226	1,320	93	7.6%
Operating Income Ratio	8.7%	8.9%	0.1pt	—
Ordinary Income	1,161	1,310	148	12.8%
Ordinary Income Ratio	8.3%	8.8%	0.5pt	—
Net Income Attributable to Owners of Parent	687	820	132	19.2%
Net Income Ratio	4.9%	5.5%	0.6pt	—
EPS (yen)	66.02	84.00	17.97	27.2%