Financial Results for the First Quarter Ended June 30, 2018
- Supplementary Material

August 3, 2018

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Asante Incorporated

【TSE First Section Securities Code 6073】

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Results for Profit and Loss

- Net sales increased by 264 million yen
- Gross profit increased by 227 million yen, gross profit ratio increased by 0.8 percentage points
- Operating income increased by 127 million yen, operating income ratio increased by 1.8 percentage points

(Unit: Million yen)	FY3/18 1Q		FY3/19 1Q		YoY	
	Results	Composition ratio	**Results**	**Composition ratio**	Change	Change in ratio
Net sales	4,025	–	**4,290**	**–**	264	6.6%
Gross profit	2,912	72.3%	**3,140**	**73.2%**	227	7.8%
Operating income	748	18.6%	**875**	**20.4%**	127	17.0%
Ordinary income	744	18.5%	**870**	**20.3%**	125	16.8%
Net income	495	12.3%	**585**	**13.6%**	89	18.1%
EPS (yen)	40.17	–	**47.44**	**–**	7.28	18.1%

Ratios to Estimates

- Net sales Achievement ratio on 1H forecasts: 52.5%
  Progress ratio on full-year forecasts: 29.4%
- Operating income Achievement ratio on 1H forecasts: 52.2%
  Progress ratio on full-year forecasts: 36.6%

(Unit: Million yen)	FY3/19 1Q	FY3/19 1H		FY3/19 Full-year	
	Results	Forecasts	**Achievement ratio**	Forecasts	**Progress ratio**
Net Sale	4,290	8,165	**52.5%**	14,581	**29.4%**
Gross Profit	3,140	5,951	**52.8%**	10,459	**30.0%**
Operating Income	875	1,676	**52.2%**	2,389	**36.6%**
Ordinary Income	870	1,696	**51.3%**	2,405	**36.2%**
Net Income	585	1,142	**51.3%**	1,594	**36.7%**
EPS (yen)	47.44	92.57	**51.3%**	129.20	**36.7%**

Net sales, Number of Staffs, Sales per Staff

- Average number of staffs decreased by 2.8%, sales per staff increased by 9.7%
- Number of staffs at end of 1Q decreased by 31 (-2.9%)

	FY3/18 1Q	FY3/19 1Q	YoY	
	Results	**Results**	Change	Change in ratio
Net Sales (Million yen)	4,025	**4,290**	264	6.6%
Average number of staffs during the period	1,077	**1,046**	-31	-2.8%
Sales per staff (Thousand yen/month)	1,246	**1,366**	120	9.7%
Number of staffs at end of 1Q	1,077	**1,046**	-31	-2.9%

- ”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)

- Net sales increased by 264 million yen, operating income increased by 127 million yen
- Cost of sales increased by 37 million yen, of which material costs increased by 35 million yen and labor costs decreased by 12 million yen
- SG&A expenses increased by 100 million yen, of which personnel expenses increased by 73 million yen

(Unit: Million yen)	Amount	Change in Ratio	Main factors for changes
FY3/18 1Q Operating Income	**748**	−	
Net Sales	264	+6.6%	
Material Costs	35	+7.4%	Increase in net sales
Labor Costs	-12	-3.0%	
Other Cost of Sales	14	+6.4%	
Personnel Expenses	73	+5.8%	
Recruiting Expenses	2	+4.8%	
Advertising Expenses	6	+2.2%	
Other SG&A Expenses	17	+3.1%	
FY3/19 1Q Operating Income	**875**	**+17.0%**	