Financial Results for the Third Quarter Ended December 31, 2018
- Supplementary material

February 5, 2019

< Contents >

Results for Profit and Loss (9 Months)	P 2
Ratios to Estimates	P 3
Factors for Changes in Operating Income (YoY)	P 4

Asante Incorporated

【TSE First Section Securities Code 6073】

Notes on Future Forecasts This document is only to provide information to investors, and is not for the purpose of soliciting purchases or sales. References to future forecasts in this document are based on goals and predictions, and are not certain or guaranteed. When using this document, please be aware that the future results of the Company may differ from the current forecasts made by the Company. Also, for references to the industry, etc., data thought to be trustworthy is used, but the Company provides no guarantees as to its accuracy or completeness. No matter what purpose investors use this document for, it is provided with the understanding that they will use it based on their own judgment and responsibility, and the Company shall bear no responsibility for its use.

Results for Profit and Loss (9 Months)

- Net sales increased by 348 million yen
  Operating income increased by 178 million yen

(Unit: Million yen)	FY3/18 9Months Results	FY3/19 9Months **Results**	YoY Change	YoY Change in Ratio
Net Sales	11,030	**11,378**	348	3.2%
Gross Profit	7,895	**8,232**	337	4.3%
Gross profit ratio	71.6%	72.4%	+0.8pt	—
Operating Income	1,943	**2,122**	178	9.2%
Operating income ratio	17.6%	18.7%	+1.0pt	—
Ordinary Income	1,970	**2,142**	171	8.7%
Ordinary income ratio	17.9%	18.8%	+1.0pt	—
Net Income	1,302	**1,427**	124	9.6%
Net income ratio	11.8%	12.5%	+0.7pt	—
EPS (yen)	105.57	**115.68**	10.11	9.6%

Ratios to Estimates

- Net sales Progress ratio on full-year forecasts: 78.0%
  Operating income Progress ratio on full-year forecasts: 88.8%

(Unit: Million yen)	FY3/19 9Months	FY3/19 Full-year	
	Results	Forecasts	Achievement Ratio
Net Sales	11,378	14,581	78.0%
Gross Profit	8,232	10,459	78.7%
Gross profit ratio	72.4%	71.7%	—
Operating Income	2,122	2,389	88.8%
Operating income ratio	18.7%	16.4%	—
Ordinary Income	2,142	2,405	89.1%
Ordinary income ratio	18.8%	16.5%	—
Net Income	1,427	1,594	89.5%
Net income ratio	12.5%	10.9%	—
EPS (yen)	115.68	129.20	89.5%

Factors for Changes in Operating Income (YoY)

- Net sales increased by 348 million yen
- Operating expenses increased by 169 million yen, operating income increased by 178 million yen

(Unit: Million yen)	Amount	Change in Ratio	Main factors for changes
FY3/18 9 months Operating Income	1,943	–	
Net Sales	348	+3.2%	
Material Costs	9	+0.7%	
Labor Costs	-41	-3.7%	
Other Cost of Sales	42	+6.7%	
Personnel Expenses	104	+2.7%	
Recruiting Expenses	15	+11.8%	
Advertising Expenses	6	+1.8%	
Other SG&A Expenses	32	+2.0%	
FY3/19 9 months Operating Income	2,122	+9.2%	