Financial Results for the First Quarter Ended June 30, 2019
- Supplementary material

August 6, 2019

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Asante Incorporated

【TSE First Section Securities Code 6073】

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Results for Profit and Loss （YoY）

- Net sales increased by 6 million yen, operating income decreased by 3 million yen, and net income increased by 0 million yen

(Unit: Million yen)	FY3/19 1Q	FY3/20 1Q	YoY	
	Results	**Results**	Change	Change in Ratio
Net Sales	4,290	**4,297**	6	0.2%
Gross Profit	3,140	**3,152**	12	0.4%
Gross profit ratio	73.2%	**73.4%**	+0.2pt	—
Operating Income	875	**871**	-3	-0.4%
Operating income ratio	20.4%	**20.3%**	−0.1pt	—
Ordinary Income	870	**867**	-2	-0.3%
Ordinary income ratio	20.3%	**20.2%**	−0.1pt	—
Net Income	585	**585**	0	0.0%
Net income ratio	13.6%	**13.6%**	−0.0pt	—
EPS (yen)	47.44	**47.45**	0.01	0.0%

Ratios to Estimates

- Net sales Progress ratio on full-year forecasts: 27.8%
  Operating income Progress ratio on full-year forecasts: 33.3%

(Unit: Million yen)	FY3/20 1Q	FY3/20 Full Year	
	Results	Forecasts	**Achievement Ratio**
Net Sales	**4,297**	15,430	**27.8%**
Gross Profit	**3,152**	11,107	**28.4%**
Gross profit ratio	73.4%	72.0%	—
Operating Income	**871**	2,615	**33.3%**
Operating income ratio	20.3%	17.0%	—
Ordinary Income	**867**	2,628	**33.0%**
Ordinary income ratio	20.2%	17.0%	—
Net Income	**585**	1,752	**33.4%**
Net income ratio	13.6%	11.4%	—
EPS (yen)	**47.45**	141.96	**33.4%**

Factors for Changes in Operating Income (YoY)

- Net sales increased by 6 million yen
- Operating expenses increased by 10 million yen, operating income decreased by 3 million yen

(Unit: Million yen)	Amount	Change in Ratio	Main factors for changes
FY3/19 1Q Operating Income	875	–	
Net Sales	6	+0.2%	
Material Costs	-20	-4.1%	
Labor Costs	2	+0.6%	
Other Cost of Sales	12	+5.0%	
Personnel Expenses	-19	-1.5%	
Recruiting Expenses	3	+6.2%	
Advertising Expenses	32	+11.9%	
Other SG&A Expenses	-0	-0.1%	
FY3/20 1Q Operating Income	871	-0.4%	