Financial Results for the Third Quarter Ended December 31, 2019
- Supplementary material

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Asante Incorporated

【TSE First Section Securities Code 6073】

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Results for Profit and Loss (9 Months YoY)

- Net sales increased by 39 million yen
  Operating income decreased by 9 million yen

(Unit: Million yen)	FY3/19 9 Months Results	FY3/20 9 Months **Results**	YoY Change	YoY Change in Ratio
Net Sales	11,378	**11,418**	39	0.3%
Gross Profit	8,232	**8,220**	-12	-0.2%
Gross profit ratio	72.4%	72.0%	-0.4pt	—
Operating Income	2,122	**2,112**	-9	-0.4%
Operating income ratio	18.7%	18.5%	-0.1pt	—
Ordinary Income	2,142	**2,122**	-20	-0.9%
Ordinary income ratio	18.8%	18.6%	-0.2pt	—
Net Income	1,427	**1,418**	-9	-0.7%
Net income ratio	12.5%	12.4%	-0.1pt	—
EPS (yen)	115.68	**114.90**	-0.78	-0.7%

Ratios to Estimates

- Net sales Progress ratio on full-year forecasts: 74.0%
  Operating income Progress ratio on full-year forecasts: 80.8%

(Unit: Million yen)	FY3/20 9 Months	FY3/20 Full-year	
	Results	Forecasts	Achievement Ratio
Net Sales	11,418	15,430	74.0%
Gross Profit	8,220	11,107	74.0%
Gross profit ratio	72.0%	72.0%	—
Operating Income	2,112	2,615	80.8%
Operating income ratio	18.5%	17.0%	—
Ordinary Income	2,122	2,628	80.7%
Ordinary income ratio	18.6%	17.0%	—
Net Income	1,418	1,752	80.9%
Net income ratio	12.4%	11.4%	—
EPS (yen)	114.90	141.96	80.9%

Factors for Changes in Operating Income (9 Months YoY)

(Unit: Million yen)	FY3/19 9 Months	FY3/20 9 Months	YoY	Change in Ratio	Main factors for changes
Net Sales	11,378	11,418	39	+0.3%	
Cost of Sales	3,145	3,197	51	+1.6%	
Material Costs	1,387	1,373	-14	-1.1%	
Labor Costs	1,080	1,106	25	+2.4%	
Other Cost of Sales	677	718	40	+6.0%	
Gross Profit	8,232	8,220	-12	-0.2%	
SG&A Expenses	6,110	6,107	-2	-0.0%	
Personnel Expenses	3,984	3,895	-88	-2.2%	
Recruiting Expenses	149	146	-2	-1.8%	
Sales Promotional Expenses	334	407	72	+21.7%	
Other SG&A Expenses	1,642	1,657	15	+1.0%	
Operating Income	2,122	2,112	-9	-0.4%	

- Sales Promotional Expenses：Advertising expenses related to promotional activities