Financial Results for the Third Quarter Ended December 31, 2020
- Supplementary material

February 3, 2021

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* We adopted consolidated accounting from the second quarter of the fiscal year ending March 2021. Comparisons with the same period of the previous year (non-consolidated) are provided as a reference.

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 10,822 million yen
  Operating income 1,490 million yen

(Unit: Million yen)	(Non-Consolidated) FY3/20 9 Months Results	(Consolidated) FY3/21 9 Months **Results**	YoY Change	YoY Change in Ratio
Net Sales	11,418	**10,822**	-595	-5.2%
Gross Profit	8,220	**7,632**	-587	-7.2%
Gross profit ratio	72.0%	**70.5%**	-1.5pt	—
Operating Income	2,112	**1,490**	-622	-29.4%
Operating income ratio	18.5%	**13.8%**	-4.7pt	—
Ordinary Income	2,122	**1,593**	-528	-24.9%
Ordinary income ratio	18.6%	**14.7%**	-3.9pt	—
Net income attributable to owners of parent	1,418	**1,028**	-389	-27.5%
Net income ratio	12.4%	**9.5%**	-2.9pt	—
EPS (yen)	114.90	**84.48**	-30.42	-26.5%

Factors for Changes in Operating Income (9 Months)

(Unit: Million yen)	(Non-Consolidated) FY3/20 9 Months	(Consolidated) FY3/21 9 Months	YoY	Change in Ratio
Net Sales	11,418	10,822	-595	-5.2%
Cost of Sales	3,197	3,189	-8	-0.3%
Material Costs	1,373	1,352	-20	-1.5%
Labor Costs	1,106	1,062	-43	-3.9%
Other Cost of Sales	718	774	56	+7.8%
Gross Profit	8,220	7,632	-587	-7.2%
SG&A Expenses	6,107	6,142	34	+0.6%
Personnel Expenses	3,895	3,969	73	+1.9%
Recruiting Expenses	146	109	-36	-25.1%
Sales Promotional Expenses	407	302	-105	-25.9%
Other SG&A Expenses	1,657	1,760	102	+6.2%
Operating Income	2,112	1,490	-622	-29.4%

- Sales Promotional Expenses：Advertising expenses related to promotional activities

Ratios to Estimates

- Net sales　Progress ratio on full-year forecasts: 78.6%
- Operating income　Progress ratio on full-year forecasts: 111.4%

(Unit: Million yen)	(Consolidated) FY3/21 9 Months	(Consolidated) FY3/21 Full-year	
	Results	Forecasts	**Progress Ratio**
Net Sales	**10,822**	13,762	**78.6%**
Gross Profit	**7,632**	9,521	**80.2%**
Gross profit ratio	70.5%	69.2%	—
Operating Income	**1,490**	1,338	**111.4%**
Operating income ratio	13.8%	9.7%	—
Ordinary Income	**1,593**	1,385	**115.0%**
Ordinary income ratio	14.7%	10.1%	—
Net income attributable to owners of parent	**1,028**	841	**122.2%**
Net income ratio	9.5%	6.1%	—
EPS (yen)	**84.48**	68.18	**123.9%**