Financial Results for the Second Quarter (Interim Period) Ended September 30, 2024 - Supplementary material

November 1, 2024

< Contents >

Results for Profit and Loss (1H　YoY)	P 2
Results for Profit and Loss (1H Ratio of Forecasts)	P 3
Net Sales by Service (1H　YoY)	P 4
Number of Staffs, Sales per Staff （YoY)	P 5
Factors for Changes in Operating Income (1H YoY)	P 6
Ratios to Estimates	P 7

Asante Incorporated

【TSE Prime 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.

This document has been translated from the Japanese original for reference purposes only.
In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Asante Inc.

Results for Profit and Loss (1H YoY)

- Net sales increased by 3.0%
  Operating income increased by 32.6%

(Unit: Million yen)	FY3/24 1H	FY3/25 1H	YoY	
	Results	**Results**	Change	Change in Ratio
Net Sales	7,618	**7,848**	229	3.0%
Gross Profit	5,330	**5,568**	237	4.5%
Gross profit ratio	70.0%	**70.9%**	1.0pt	—
Operating Income	869	**1,152**	283	32.6%
Operating income ratio	11.4%	**14.7%**	3.3pt	—
Ordinary Income	902	**1,093**	190	21.1%
Ordinary income ratio	11.9%	**13.9%**	2.1pt	—
Net income attributable to owners of parent	577	**710**	133	23.1%
Net income ratio	7.6%	**9.1%**	1.5pt	—
EPS (yen)	52.53	**64.60**	12.07	23.0%

Results for Profit and Loss (1H Ratio of Forecasts)

- Net sales　Achievement ratio on 1H initial forecasts : 99.6%
  Operating income　Achievement ratio on 1H initial forecasts : 104.8%

(Unit: Million yen)	FY3/25 1H			
	Forecasts	**Results**	Ratio of Forecasts	**Achievement Ratio**
Net Sales	7,880	**7,848**	-31	99.6%
Operating Income	1,100	**1,152**	52	104.8%
Operating income ratio	14.0%	14.7%	0.7pt	—
Ordinary Income	1,060	**1,093**	33	103.2%
Ordinary income ratio	13.5%	13.9%	0.5pt	—
Net income attributable to owners of parent	690	**710**	20	103.0%
Net income ratio	8.8%	9.1%	0.3pt	—
EPS (yen)	62.73	**64.60**	1.87	103.0%

Net Sales by Service (1H YoY)

- Net sales increased by 3.0%
- Termite control increased by 4.1%
- Anti-humidity measures decreased by 1.0%
- Anti-earthquake measures increased by 4.5%

(Unit: Million yen)	FY3/24 1H		FY3/25 1H		YoY	
	Results	Composition ratio	**Results**	**Composition ratio**	Change	Change in ratio
Net sales	7,618	–	**7,848**	–	229	3.0%
Termite control	3,480	45.7%	**3,623**	**46.2%**	142	4.1%
Anti-humidity measures	1,673	22.0%	**1,656**	**21.1%**	-16	-1.0%
Anti-earthquake measures	1,643	21.6%	**1,717**	**21.9%**	73	4.5%
Others	821	10.8%	**850**	**10.8%**	29	3.6%

Number of Staffs, Sales per Staff (YoY)

- Average number of staffs during the period decreased by 38 (3.7%)

	FY3/24 1H	FY3/25 1H	YoY	
	Results	**Results**	Change	Change in ratio
Net Sales (Million yen)	7,618	**7,848**	229	3.0%
Average number of staffs during the period	1,025	**987**	-38	-3.7%
Sales per staff (Thousand yen/month)	1,238	**1,325**	86	7.0%
Number of staffs at end of period	1,015	**976**	-39	-3.8%

- ”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 (1H YoY)

(Unit: Million yen)	FY3/24 1H	FY3/25 1H	YoY	Change in Ratio
Net Sales	7,618	7,848	229	3.0%
Cost of Sales	2,287	2,280	-7	-0.3%
Material Costs	975	982	7	0.8%
Labor Costs	699	703	3	0.5%
Other Cost of Sales	612	593	-18	-3.1%
Gross Profit	5,330	5,568	237	4.5%
SG&A Expenses	4,461	4,415	-45	-1.0%
Personnel Expenses	2,826	2,745	-80	-2.8%
Other SG&A Expenses	1,635	1,669	34	2.1%
Operating Income	869	1,152	283	32.6%

Ratios to Estimates

- Net sales　Progress ratio on full-year forecasts: 55.0%
- Operating income　Progress ratio on full-year forecasts: 81.2%

(Unit: Million yen)	FY3/25 1H	FY3/25 Full-year	
	Results	Forecasts	**Progress Ratio**
Net Sales	**7,848**	14,270	**55.0%**
Operating Income	**1,152**	1,420	**81.2%**
Operating income ratio	14.7%	10.0%	—
Ordinary Income	**1,093**	1,370	**79.8%**
Ordinary income ratio	13.9%	9.6%	—
Net income attributable to owners of parent	**710**	840	**84.6%**
Net income ratio	9.1%	5.9%	—
EPS (yen)	**64.60**	76.36	**84.6%**