



Year Ended March 31, 2025 (78th Term)

Supplementary Information for Financial Results



May 9, 2025

S.T. Corporation

Summary of the Business Performance in FY3/25

Net sales and profit increased.

- Net sales increased as we took over the brand “NYANTOMO” and added it to the PET Care Business, the sales of high value-added products in the AIR Care Business increased, and so on.
- Operating profit grew from the previous year.

Gross profit rose.

- Gross profit rose from the previous year, as the sales of products with a high gross profit margin increased although costs augmented due to the rise in procurement prices caused by the yen depreciation, the skyrocketing of raw material prices, etc.

SGA augmented.

- Advertising expenses decreased.
- Personnel expenses, depreciation, and other SGA augmented.

<Consolidated>

Increase in net sales and profit

| | Consolidated | Sales ratio | YOY | Vs. Forecast |
|---|-------------------------|---------------|---------------|---------------|
| Net sales | 48.1 billion yen | 100.0% | 108.2% | 97.8% |
| Operating profit | 1.5 billion yen | 3.2% | 115.1% | 77.2% |
| Ordinary profit | 1.9 billion yen | 4.1% | 102.1% | 85.7% |
| Profit attributable to owners of parent | 3.2 billion yen | 6.8% | 255.7% | 130.4% |
| ROE | 9.9% | - | +6.0pt | - |

Highlights of the Business Performance in FY3/25



<Consolidated>

| | FY3/24 | | FY3/25 | | |
|---|-------------|-------------|-----------------|---------------|---------------|
| | Sales ratio | Sales ratio | Sales ratio | Sales ratio | YOY |
| Net sales | ¥44.4 bn | 100.0% | ¥48.1 bn | 100.0% | 108.2% |
| Cost of sales | ¥28.0 bn | 63.1% | ¥30.1 bn | 62.7% | 107.6% |
| Gross profit | ¥16.4 bn | 36.9% | ¥17.9 bn | 37.3% | 109.2% |
| Selling, general and administrative expenses | ¥15.0 bn | 33.9% | ¥16.3 bn | 34.1% | 108.7% |
| Operating profit | ¥1.3 bn | 3.0% | ¥1.5 bn | 3.2% | 115.1% |

Highlights of the Business Performance in FY 3/25 <Consolidated> 【Sales in each Business Category】

| Category | | Sales | YOY | Sales ratio |
|------------------|------------------------------|------------------|--------|-------------|
| AIR Care | (Deodorizers/air fresheners) | 21.1 billion yen | 104.2% | 43.9% |
| PET Care | (Goods for cat litter boxes) | 3.5 billion yen | - | 7.5% |
| CLOTH Care | (Mothproofing agents) | 6.8 billion yen | 95.7% | 14.2% |
| HOME Care | (Food care/Cleaner etc.) | 4.3 billion yen | 104.3% | 9.0% |
| HUMIDITY Control | (Dehumidifiers) | 2.7 billion yen | 95.9% | 5.7% |
| THERMAL Care | (Disposable warmers) | 4.0 billion yen | 97.0% | 8.5% |
| HAND Care | (Household gloves) | 5.3 billion yen | 95.2% | 11.2% |
| Total | | 48.1 billion yen | 108.2% | 100.0% |

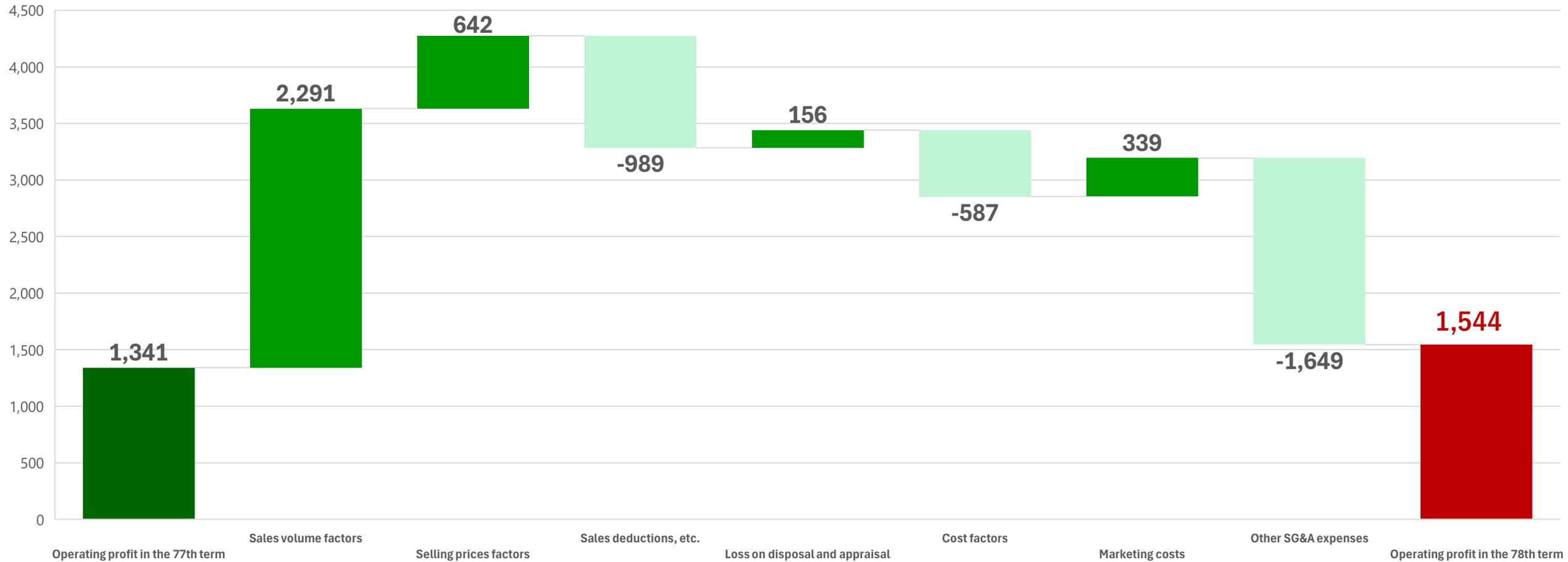
(Notes) Year-on-year increase/decrease rate was calculated from the figures after the adjustment for Pet Care (goods for cat litter boxes). Since the year-on-year increase/decrease rate for Pet Care (goods for cat litter boxes) exceeds 1,000%, "-" is indicated.

Factors behind the Increase/Decrease in Operating Profit in FY3/25

<Consolidated>

Change in operating profit: **Increase 203 million yen**

Unit: million yen



Forecast for FY3/26 <Consolidated>

Increase in net sales and profit

| | Consolidated | YOY |
|---|------------------|--------|
| Net sales | 52.7 billion yen | 109.5% |
| Operating profit | 2.5 billion yen | 161.8% |
| Ordinary profit | 2.8 billion yen | 142.1% |
| Profit attributable to owners of parent | 1.6 billion yen | 49.1% |

Estimated dividend: 44 yen *Payout ratio: 57.4%



S.T. Corporation <https://www.st-c.co.jp/>

【Notes on the business forecasts】 The items included in this material are based on a variety of premises, and do not assure or guarantee that the numerical forecasts and policies herein will be realized.

*The figures are rounded down.