Financial Results for FY Ended March 2026
- Supplementary material

May 12, 2026

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Asante Incorporated

【TSE Prime Section Securities Code 6073】

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Results for Profit and Loss (YoY)

- Net sales increased by 2.4%
  Operating income decreased by 31.9%

(Unit: Million yen)	FY3/25 Results	FY3/26 Results	YoY Change	YoY Change in Ratio
Net Sales	**14,024**	**14,355**	331	2.4%
Gross Profit	**9,705**	**9,844**	138	1.4%
Gross Profit Ratio	69.2%	68.6%	−0.6pt	—
Operating Income	**1,226**	**835**	-390	-31.9%
Operating Income Ratio	8.7%	5.8%	−2.9pt	—
Ordinary Income	**1,161**	**837**	-324	-27.9%
Ordinary Income Ratio	8.3%	5.8%	−2.5pt	—
Net Income Attributable to Owners of Parent	**687**	**274**	-413	-60.1%
Net Income Ratio	4.9%	1.9%	−3.0pt	—
EPS (yen)	**66.02**	**28.09**	-37.94	-57.5%

Results for Profit and Loss (Ratio of Forecasts)

- Net sales　Achievement ratio on full-year forecasts: 100.4%
  Operating income　Achievement ratio on full-year forecasts: 107.1%

(Unit: Million yen)	FY3/26			
	Forecasts (Announced on Mar. 17, 2026)	**Results**	Ratio of Forecasts	**Achievement Ratio**
Net Sales	14,300	**14,355**	55	100.4%
Operating Income	780	**835**	55	107.1%
Operating Income Ratio	5.5%	5.8%	＋0.4pt	―
Ordinary Income	780	**837**	57	107.3%
Ordinary Income Ratio	5.5%	5.8%	＋0.4pt	―
Net Income Attributable to Owners of Parent	240	**274**	34	114.3%
Net Income Ratio	1.7%	1.9%	＋0.2pt	―
EPS (yen)	24.57	**28.09**	3.52	114.3%

Net Sales by Service (YoY)

- Net sales increased by 2.4%
- Termite control increased by 4.8%
- Anti-humidity measures increased by 2.5%
- Anti-earthquake measures decreased by 4.4%

(Unit: Million yen)	FY3/25		FY3/26		YoY	
	Results	Composition Ratio	**Results**	**Composition Ratio**	Change	Change in Ratio
Net Sales	**14,024**	–	**14,355**	–	331	2.4%
Termite Control	**5,952**	**42.4%**	**6,237**	**43.4%**	284	4.8%
Anti-humidity Measures	**2,823**	**20.1%**	**2,894**	**20.2%**	70	2.5%
Anti-earthquake Measures	**3,493**	**24.9%**	**3,340**	**23.3%**	-153	-4.4%
Others	**1,753**	**12.5%**	**1,883**	**13.1%**	130	7.4%

Number of Employees, Sales per Employee (YoY)

- Average number of employees during the period increased by 17 (1.8%)

	FY3/25	FY3/26	YoY	
	Results	**Results**	Change	Change in Ratio
Net Sales (Million yen)	14,024	**14,355**	331	2.4%
Average Number of employees During the Period	980	**997**	17	1.8%
Sales per employee (Thousand yen/Month)	1,192	**1,200**	7	0.6%
Number of employees at End of Period	983	**1,013**	30	3.1%

- ”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 (YoY)

(Unit: Million yen)	FY3/25	FY3/26	YoY	Change in Ratio
Net Sales	14,024	**14,355**	331	2.4%
Cost of Sales	4,318	**4,511**	192	4.5%
Material Costs	1,840	**1,877**	37	2.0%
Labor Costs	1,350	**1,441**	91	6.8%
Other Cost of Sales	1,128	**1,192**	64	5.7%
Gross Profit	9,705	**9,844**	138	1.4%
SG&A Expenses	8,478	**9,008**	529	6.2%
Personnel Expenses	5,376	**5,594**	217	4.0%
Other SG&A Expenses	3,102	**3,414**	311	10.1%
Operating Income	1,226	**835**	-390	-31.9%

FY3/27 Forecasts of Profit and Loss

- Net sales to decrease by 4.8%
  Operating income to decrease by 76.1%

(Unit: Million yen)	FY3/26	FY3/27	YoY	
	Results	**Forecasts**	Change	Change in Ratio
Net Sales	14,355	**13,660**	-695	-4.8%
Operating Income	835	**200**	-635	-76.1%
Operating Income Ratio	5.8%	1.5%	−4.4pt	—
Ordinary Income	837	**200**	-637	-76.1%
Ordinary Income Ratio	5.8%	1.5%	−4.4pt	—
Net Income Attributable to Owners of Parent	274	**35**	-239	-87.2%
Net Income Ratio	1.9%	0.3%	−1.7pt	—
EPS (yen)	28.09	**3.58**	-24.51	-87.2%