

**Year Ended March 31, 2023 (76<sup>th</sup> Term)**

**First Quarter**

**Financial Results Briefing**

**S.T. Corporation**

## Sales and profit decreased

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥10.5 bn	100.0%	98%	95%
Operating Income	¥193 mil	1.8%	21%	87%
Ordinary Income	¥307 mil	2.9%	30%	91%
Profit attributable to owners of parent	¥190 mil	1.4%	22%	82%

# Highlights of the Business Performance in FY 3/23

## <Consolidated>

	FY 3/22		FY 3/23	
	Actual	Sales ratio	Actual	Sales ratio
<b>Net sales</b>	<b>¥10.8 bn</b>	<b>100.0%</b>	<b>¥10.5 bn</b>	<b>100.0%</b>
<b>Cost of Sales</b>	<b>¥6.3 bn</b>	<b>58.3%</b>	<b>¥6.4 bn</b>	<b>60.5%</b>
<b>Gross Profit</b>	<b>¥4.5 bn</b>	<b>41.7%</b>	<b>¥4.2 bn</b>	<b>39.5%</b>
<b>SG&amp;A expenses</b>	<b>¥3.6 bn</b>	<b>33.0%</b>	<b>¥4.0 bn</b>	<b>37.7%</b>
<b>Operating Income</b>	<b>¥935 mil</b>	<b>8.7%</b>	<b>¥193 mil</b>	<b>1.8%</b>

# Highlights of the Business Performance in FY 3/23

## <Sales in each Business Category>

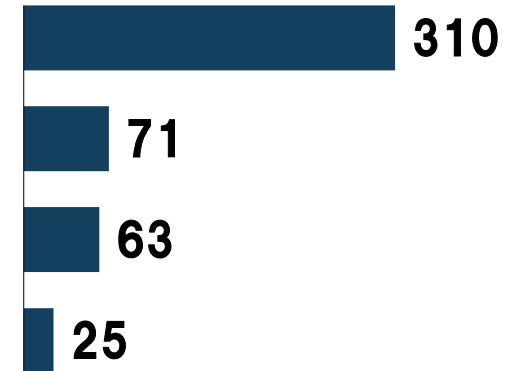
Business category		Sales	YOY	Composition ratio
<b>AIR Care</b>	<b>(Deodorizers/air fresheners)</b>	<b>¥5 bn</b>	<b>100.0%</b>	<b>48.0%</b>
<b>CLOTH Care</b>	<b>(Mothproofing agents)</b>	<b>¥1.8 bn</b>	<b>88.6%</b>	<b>17.5%</b>
<b>THERMAL Care</b>	<b>(Disposable warmers)</b>	<b>¥158 mil</b>	<b>-</b>	<b>1.5%</b>
<b>HAND Care</b>	<b>(Household gloves)</b>	<b>¥1.3 bn</b>	<b>85.3%</b>	<b>12.7%</b>
<b>HUMIDITY Control</b>	<b>(Dehumidifiers)</b>	<b>¥962 mil</b>	<b>95.4%</b>	<b>9.1%</b>
<b>HOME Care</b>	<b>(Other)</b>	<b>¥1.2 bn</b>	<b>105.3%</b>	<b>11.2%</b>
<b>Total</b>		<b>¥10.5 bn</b>	<b>97.7%</b>	<b>100.0%</b>

<Consolidated>

## Increase/decrease in operating income Operating income decreased ¥740 mil.

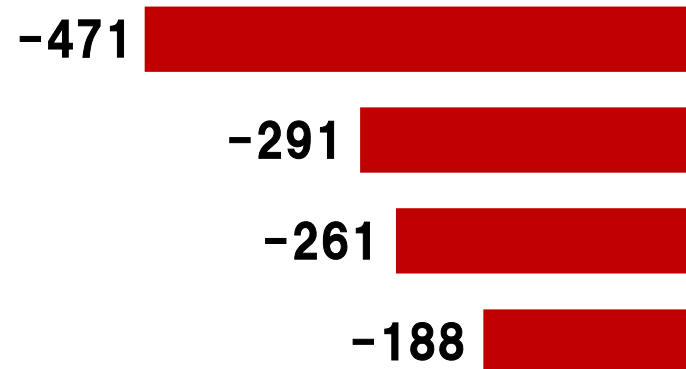
### Factors behind increase

- Lower purchasing and manufacturing costs
- Increase due to raised sales prices
- Decrease in disposal loss and inventory valuation loss
- Increase due to larger sales quantities



### Factors behind decrease

- Decrease caused by lowered sales prices
- Rise in raw material prices, etc.
- Increase in marketing expenses
- Other



Unit: million yen

## The First Year of Rebirth <Groundwork>

	Consolidated	YOY
Net sales	¥47.5 bn	104.5%
Operating Income	¥2.5 bn	78.4%
Ordinary Income	¥2.8 bn	81.9%
Profit attributable to owners of parent	¥1.9 bn	171.3%

**Estimated dividend: ¥40**

**\*Payout ratio: 46.8%**