

Year Ended March 31, 2024 (77th Term)

First Quarter

Financial Results Briefing

S.T. Corporation

Sales decreased, but profit increased.

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥9.7 bn	100.0%	93%	91%
Operating Income	¥101 mil	1.0%	53%	52%
Ordinary Income	¥449 mil	4.6%	146%	141%
Profit attributable to owners of parent	¥271 mil	2.8%	180%	151%

Highlights of the Business Performance in FY 3/24

<Consolidated>

	FY 3/23		FY 3/24	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥10.5 bn	100.0%	¥9.7 bn	100.0%
Cost of Sales	¥6.4 bn	60.5%	¥6.1 bn	62.8%
Gross Profit	¥4.2 bn	39.5%	¥3.6 bn	37.2%
SG&A expenses	¥4.0 bn	37.7%	¥3.5 bn	36.2%
Operating Income	¥193 mil	1.8%	¥101 mil	1.0%

Highlights of the Business Performance in FY 3/24

<Sales in each Business Category>

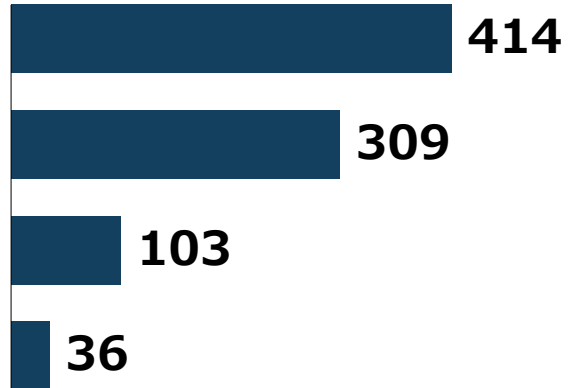
Business category		Sales	YOY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥4.8 bn	94.4%	48.9%
CLOTH Care	(Mothproofing agents)	¥1.6 bn	84.7%	16.0%
THERMAL Care	(Disposable warmers)	¥188 mil	119.8%	1.9%
HAND Care	(Household gloves)	¥1.1 bn	84.7%	11.6%
HUMIDITY Control	(Dehumidifiers)	¥972 mil	101.1%	10.0%
HOME Care	(Other)	¥1.1 bn	96.2%	11.6%
Total		¥9.7 bn	92.6%	100.0%

<Consolidated>

Increase/decrease in operating income Operating income decreased ¥91 mil.

Factors behind increase

- Decrease in marketing expenses
- Increase due to raised sales prices
- Lower purchasing and manufacturing costs
- Other



Factors behind decrease

- Decrease due to lower sales quantities -468
- Rise in raw material prices, etc. -409
- Decrease caused by lowered sales prices -77

Increase in net sales and profit

	Consolidated	YOY
Net sales	¥46.3 bn	101.7%
Operating profit	¥2.4 bn	101.4%
Ordinary profit	¥2.8 bn	102.5%
Profit attributable to owners of parent	¥1.9 bn	103.9%

Estimated dividend: ¥42

***Payout ratio: 49.2%**