

Year Ended March 31, 2023 (76th Term)

**Third Quarter
Financial Results Briefing**

S.T. Corporation

Highlights of the Business Performance in FY 3/23

<Consolidated>

Sales increased but profit decreased.

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥35.7 bn	100.0%	101.1%	97.0%
Operating income	¥2.3 bn	6.3%	74.2%	123.0%
Ordinary income	¥2.6 bn	7.2%	79.3%	122.3%
Profit attributable to owners of parent	¥1.7 bn	4.7%	75.9%	124.2%

Highlights of the Business Performance in FY 3/23

<Consolidated>

	FY 3/22		FY 3/23	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥35.3 bn	100.0%	¥35.7 bn	100.0%
Cost of Sales	¥21.3 bn	60.4%	¥22.1 bn	61.9%
Gross Profit	¥14.0 bn	39.6%	¥13.6 bn	38.1%
SG&A Expenses	¥10.9 bn	31.0%	¥11.3 bn	31.7%
Operating Income	¥3.0 bn	8.6%	¥2.3 bn	6.3%

Highlights of the Business Performance in FY 3/23

<Sales in each Business Category>

Business Category		Sales	YoY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥15.7 bn	99.2%	43.9%
CLOTH Care	(Mothproofing agents)	¥5.7 bn	96.3%	15.8%
THERMAL Care	(Disposable warmers)	¥4.2 bn	114.2%	11.7%
HAND Care	(Household gloves)	¥4.4 bn	102.0%	12.3%
HUMIDITY Control	(Dehumidifiers)	¥2.5 bn	102.1%	6.9%
HOME Care	(Other)	¥3.3 bn	102.3%	9.4%
Total		¥35.7 bn	101.1%	100.0%

Factors behind the Increase/Decrease in Operating Income in FY3/23 <Consolidated>

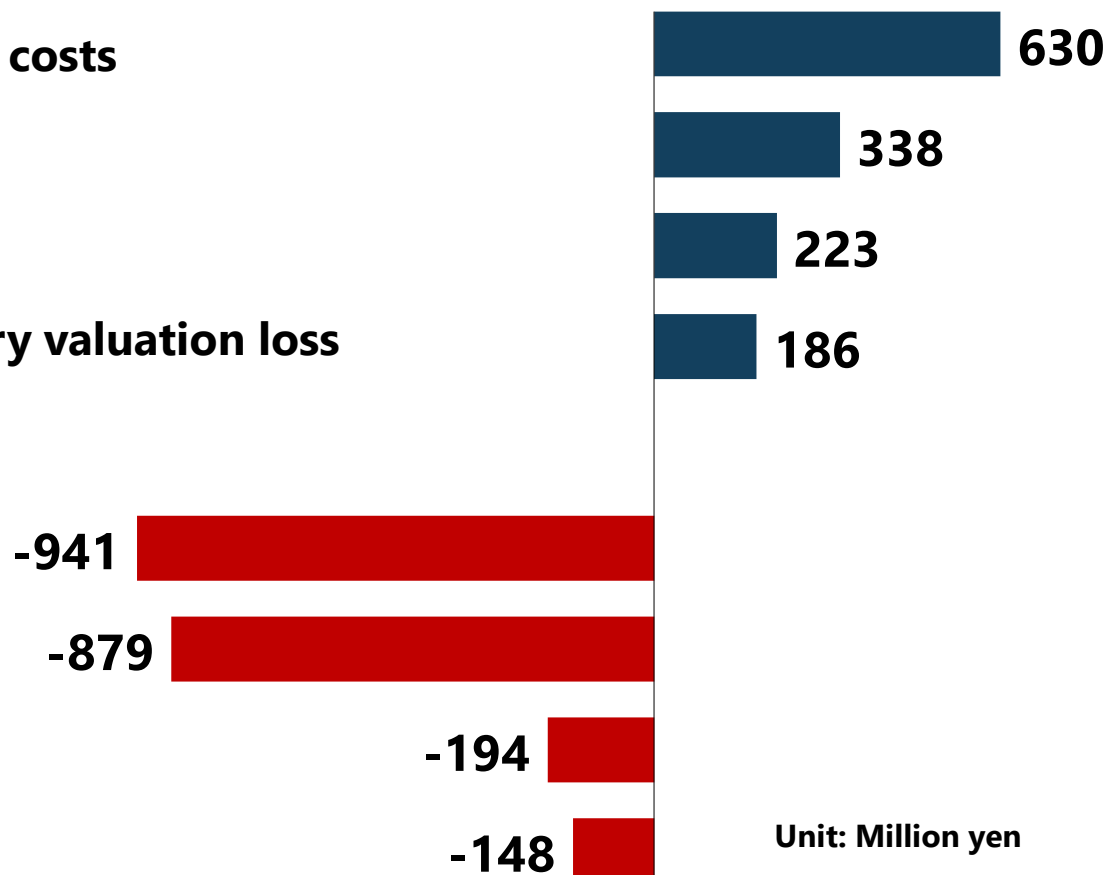
Increase/decrease in operating income Operating income decreased ¥780 mil.

Factors behind increase

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

Factors behind decrease

- Rise in raw material prices, etc.
- Decrease caused by lowered sales prices
- 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%**