

**Year Ended March 31, 2024 (77<sup>th</sup> Term)**

**Third Quarter  
Financial Results Briefing**

**S.T. Corporation**

# Highlights of the Business Performance in FY 3/24 3Q

<Consolidated>

**Sales decreased, but profit increased.**

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥35.1 bn	100.0%	98%	97%
Operating Income	¥1.9 bn	5.6%	86%	85%
Ordinary Income	¥2.5 bn	7.1%	97%	97%
Profit attributable to owners of parent	¥1.7 bn	4.9%	103%	99%

# Highlights of the Business Performance in FY 3/24 3Q

<Consolidated>

	FY 3/23		FY 3/24	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥35.7 bn	100.0%	¥35.1 bn	100.0%
Cost of Sales	¥22.1 bn	61.9%	¥21.7 bn	61.8%
Gross Profit	¥13.6 bn	38.1%	¥13.4 bn	38.2%
SG&A expenses	¥11.3 bn	31.7%	¥11.5 bn	32.7%
Operating Income	¥2.3 bn	6.3%	¥1.9 bn	5.6%

# Highlights of the Business Performance in FY 3/24 3Q



## <Sales in each Business Category>

Business category		Sales	YOY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥16.0 bn	101.8%	45.5%
CLOTH Care	(Mothproofing agents)	¥5.2 bn	91.8%	14.8%
THERMAL Care	(Disposable warmers)	¥3.9 bn	93.1%	11.1%
HAND Care	(Household gloves)	¥4.2 bn	96.9%	12.1%
HUMIDITY Control	(Dehumidifiers)	¥2.4 bn	98.1%	6.9%
HOME Care	(Other)	¥3.4 bn	101.4%	9.6%
Total		¥35.1 bn	98.3%	100.0%

# Factors behind the Increase/Decrease in Operating Income in FY3/24

3Q <Consolidated>

## Increase/decrease in operating income Operating income decreased ¥314 mil.

### Factors behind increase

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

1,248

342

296

184

### Factors behind decrease

-1,507

- Rise in raw material prices
- Decrease due to lower sales quantities etc
- Augmentation of other SGA, etc.
- Decrease caused by lowered sales prices

-705

-489

-200

## 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%**