

Year Ended March 31, 2025 (78th Term)

**First Quarter
Financial Results Briefing**

August 6 , 2024

S.T. Corporation

Highlights of the Business Performance in 1Q of FY 3/25 <Consolidated>

Sales increased, but profit decreased.

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥10.4 bn	100.0%	107.7%	94.0%
Operating profit	¥(138) mil	-	-	-
Ordinary profit	¥(24) mil	-	-	-
Profit attributable to owners of parent	¥(50) mil	-	-	-

*The figures are rounded down.

Highlights of the Business Performance in 1Q of FY 3/25 <Consolidated>

	FY3/24		FY3/25	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥9.7 bn	100.0%	¥10.4 bn	100.0%
Cost of sales	¥6.1 bn	62.8%	¥6.5 bn	61.9%
Gross profit	¥3.6 bn	37.2%	¥3.9 bn	38.1%
Selling, general and administrative expenses	¥3.5 bn	36.2%	¥4.1 bn	39.4%
Operating profit	¥101 mil	1.0%	¥(138) mil	-

*The figures are rounded down.

Highlights of the Business Performance in 1Q of FY 3/25 <Consolidated> 【Sales in each Business Category】

*The figures are rounded down.

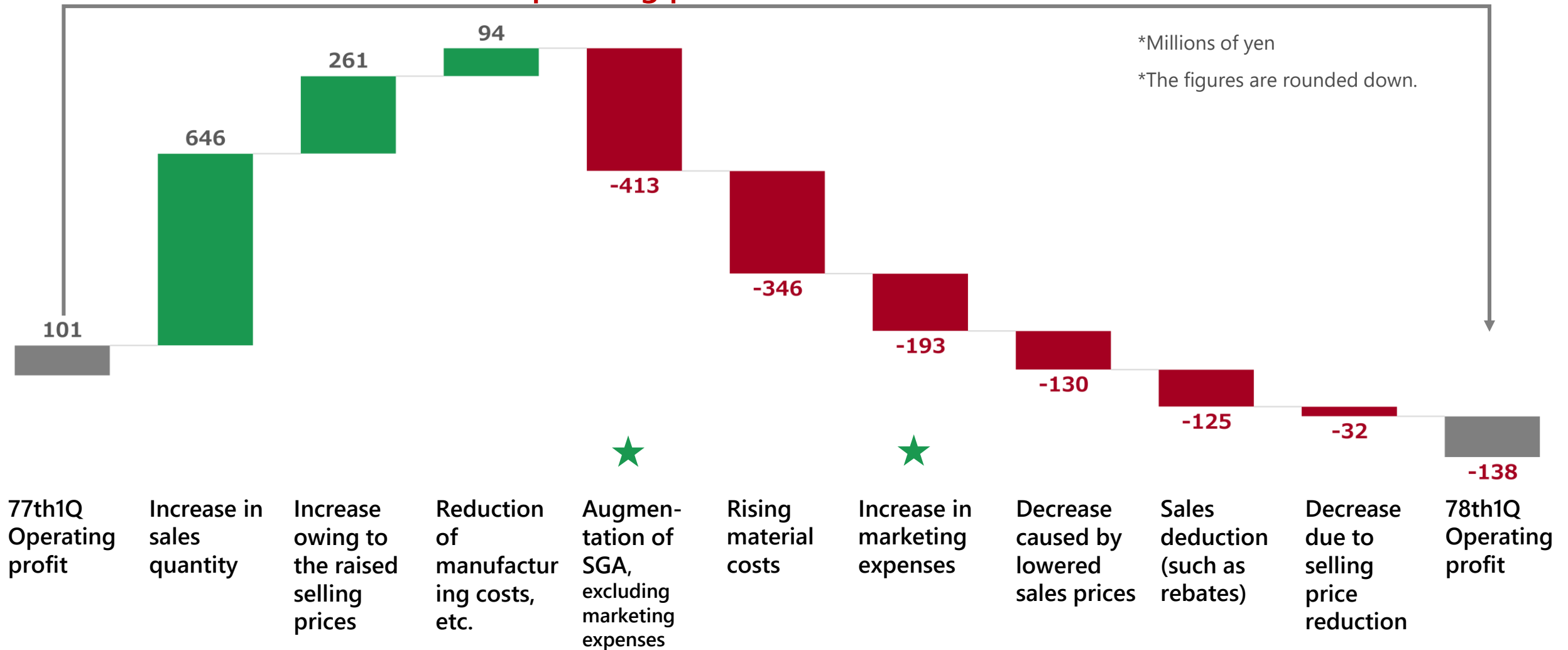
Business category		Sales	YOY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥4.9 bn	104.0%	47.2%
PET Care	(Goods for cat litter boxes)	¥0.6 bn	-	5.7%
CLOTH Care	(Mothproofing agents)	¥1.8 bn	115.7%	17.2%
HOME Care	(Food care/Cleaner etc.)	¥1.1 bn	101.5%	10.6%
HUMIDITY Control	(Dehumidifiers)	¥0.9 bn	97.7%	9.0%
THERMAL Care	(Disposable warmers)	¥(29) mil	-	(0.3)%
HAND Care	(Household gloves)	¥1.1 bn	97.8%	10.6%
Total		¥10.4 bn	107.7%	100.0%

(Notes) Year-on-year increase/decrease rate was calculated from the figures after the adjustment for Pet Care (goods for cat litter boxes). Since the year-on-year increase/decrease rate for Pet Care (goods for cat litter boxes) exceeds 1,000%, "-" is indicated.

Factors behind the Increase/Decrease in Operating Profit in 1Q of FY3/25 <Consolidated>



Increase/decrease in operating profit
 Operating profit decreased ¥240 mil.



★ will be explained supplementarily on the next page.

Breakdown of SG&A expenses in 1Q of FY 3/25 <Consolidated>

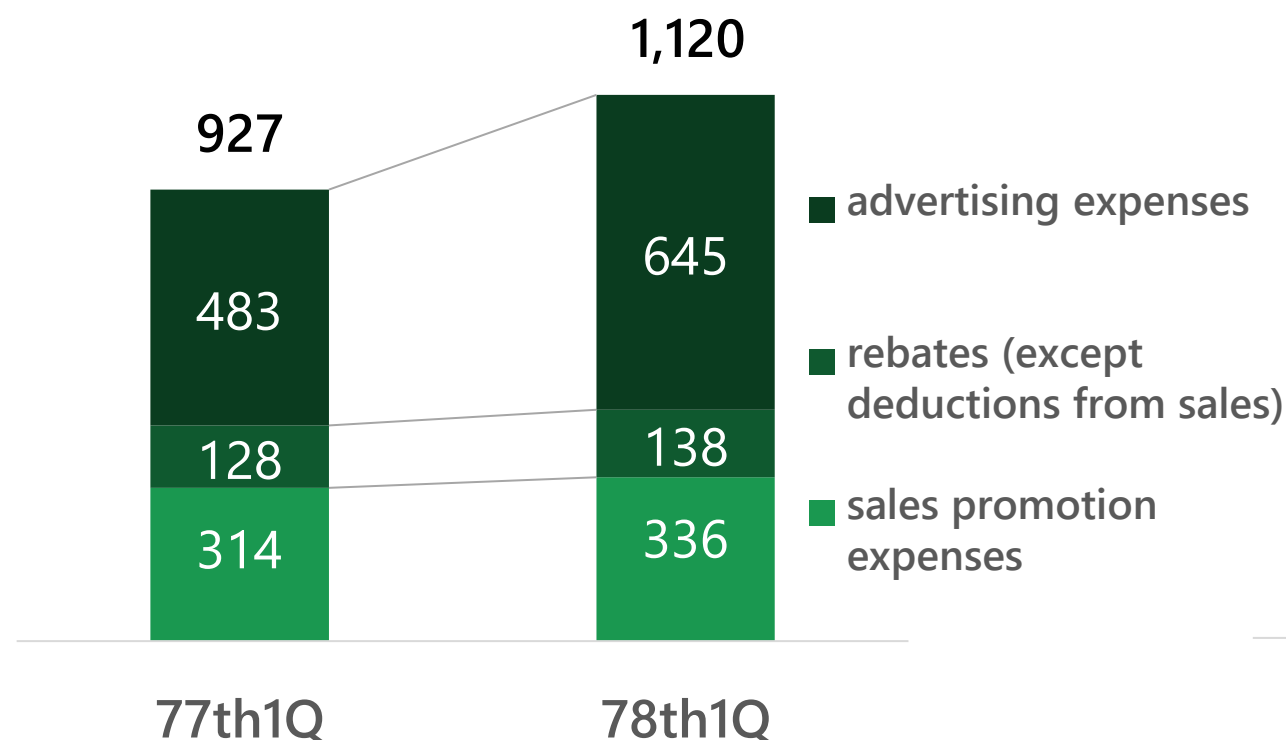
*Millions of yen

*The figures are rounded down.



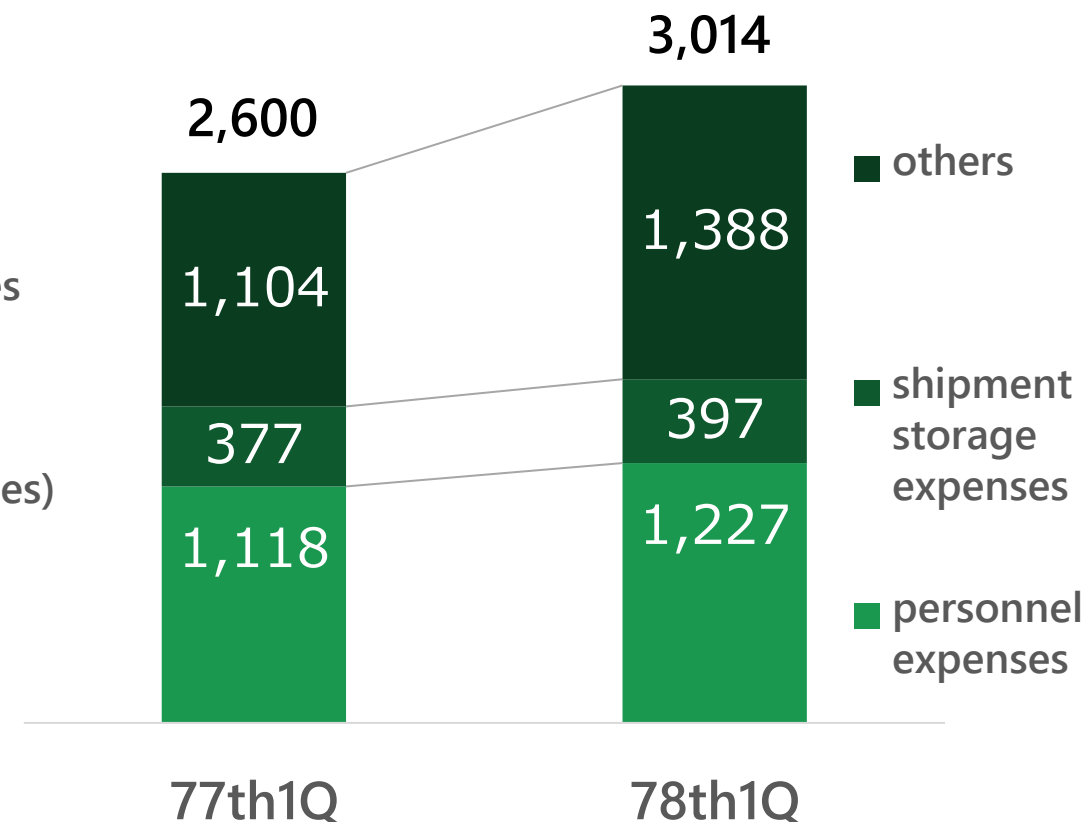
marketing expenses

Increase 193mil



excluding marketing expenses

Increase 413mil



Summary of the business performance in 1Q of FY 3/25

Sales grew 7.7% year on year, but operating profit dropped 138 million yen year on year, due to the skyrocketing of manufacturing expenses, the yen depreciation, and the augmentation of SGA, mainly marketing expenses, personnel expenses, and expenditure for formulating a medium-term management plan and purpose.

< Sales >

- Regarding AIR Care products, "SHOSHURIKI – Premium Aroma" and "SHOSHURIKI – Clear Beads" sold well, but the sales of the new product "SHOSHURIKI COMPACT," which was released this spring, did not reach the forecast, although it contributed to total sales, and the sales of other existing products were sluggish. As a result, sales increased 4.0% year on year, but fell below the forecast.
- Regarding PET Care products, S.T. Corporation released "NYANTOMO CLEAN TOILET," which was transferred from Kao Corporation, in June, so the total sales of Pet Care products increased 562 million yen year on year.
- Regarding CLOTH Care products, the demand that is normally seen in February or March was observed from April, and the core product "MUSHUDA FOR DRAWER," "MUSHUDA FOR CLOSET," etc. contributed to sales growth. As a result, sales increased 15.7% year on year.
- The sales of THERMAL Care products declined 218 million yen, due to the increased return of products in the previous season.

< Gross profit margin >

- Gross profit margin rose 0.9 points year on year, thanks to the effects of the product mix, including the increase in sales volume of CLOTH Care products, despite the augmentation of procurement costs caused by the rise in raw material prices and the yen depreciation.

< SG&A expenses >

- Regarding marketing expenses, advertisement expenses augmented 161 million yen, due to the start of TV commercials for the new product "SHOSHURIKI COMPACT," etc.
- Personnel expenses increased 108 million yen, due to the rise in salaries and active recruitment of mid-career workers.
- Other SG&A expenses rose 284 million yen, due to the costs for formulating a medium-term management plan and purpose.

Forecast for FY3/25 <Consolidated> ***Unchanged**

Increase in net sales and profit

	Consolidated	YOY
Net sales	¥49.2 bn	110.6%
Operating profit	¥2.0 bn	149.1%
Ordinary profit	¥2.3 bn	119.2%
Profit attributable to owners of parent	¥1.4 bn	109.8%

*The figures are rounded down.

Estimated dividend: ¥44

*Payout ratio: 70.0%

Ideas to touch the heart
for moments with smiles



S.T. Corporation <https://www.st-c.co.jp/>

【Notes on the business forecasts】 The items included in this material are based on a variety of premises, and do not assure or guarantee that the numerical forecasts and policies herein will be realized.