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Consolidated Financial Results for the Year Ended March 31, 2025 [Japanese GAAP]

May 14, 2025

Company name: AS ONE CORPORATION

Listing: Tokyo Stock Exchange

Securities code: 7476

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President, CEO

Director, CFO, Head of Administration Division

Scheduled date of annual general meeting of shareholders: June 26, 2025

Scheduled date to commence dividend payments: June 6, 2025

Scheduled date to file annual securities report: June 25, 2025

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: Yes

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (April 1, 2024 to March 31, 2025)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|----------------------------------|-----------------|-----|------------------|-------|-----------------|-------|-----------------------------------------|-------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Fiscal year ended March 31, 2025 | 103,751 | 8.6 | 11,593 | 11.1 | 12,071 | 11.5 | 8,229 | 9.7 |
| March 31, 2024 | 95,536 | 4.5 | 10,435 | (8.4) | 10,825 | (7.0) | 7,500 | (7.5) |

(Note) Comprehensive income: Fiscal year ended March 31, 2025: ¥ 6,188 million [(8.7) %]
Fiscal year ended March 31, 2024: ¥ 6,779 million [(16.2) %]

| | Basic earnings per share | Diluted earnings per share | Rate of return on equity | Ordinary profit to total assets ratio | Operating profit to net sales ratio |
|----------------------------------|--------------------------|----------------------------|--------------------------|---------------------------------------|-------------------------------------|
| | Yen | Yen | % | % | % |
| Fiscal year ended March 31, 2025 | 114.89 | 114.72 | 12.6 | 12.3 | 11.2 |
| March 31, 2024 | 103.65 | 103.50 | 11.7 | 11.2 | 10.9 |

(Reference) Equity in earnings (losses) of affiliated companies: Fiscal year ended March 31, 2025: ¥ 5 million
Fiscal year ended March 31, 2024: ¥ 2 million

(Note) We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate basic earnings per share and diluted earnings per share as if said stock split was conducted at the beginning of the previous consolidated fiscal year.

(2) Consolidated Financial Position

| | Total assets | Net assets | Capital adequacy ratio | Net assets per share |
|----------------------|-----------------|-----------------|------------------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| As of March 31, 2025 | 100,140 | 66,709 | 66.5 | 931.06 |
| March 31, 2024 | 95,832 | 64,662 | 67.3 | 902.99 |

(Reference) Equity: As of March 31, 2025: ¥ 66,597 million
As of March 31, 2024: ¥ 64,542 million

(Note) We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate Net assets per share as if said stock split was conducted at the beginning of the previous consolidated fiscal year.

(3) Consolidated Cash Flows

| | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at the end of period |
|-------------------|--------------------------------------|--------------------------------------|--------------------------------------|------------------------------------------------|
| Fiscal year ended | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| March 31, 2025 | 9,311 | 850 | (659) | 19,031 |
| March 31, 2024 | 6,496 | (1,928) | (9,038) | 9,409 |

2. Dividends

| | Annual dividends | | | | | Total dividends | Payout ratio (consolidated) | Dividends to net assets (consolidated) |
|----------------------------------------------|------------------|-----------------|-----------------|----------|--------|-----------------|-----------------------------|----------------------------------------|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Year-end | Total | | | |
| Fiscal year ended | Yen | Yen | Yen | Yen | Yen | Millions of yen | % | % |
| March 31, 2024 | - | 50.00 | - | 62.00 | 112.00 | 4,040 | 54.0 | 6.3 |
| March 31, 2025 | - | 28.00 | - | 34.00 | 62.00 | 4,451 | 54.0 | 6.8 |
| Fiscal year ending March 31, 2026 (Forecast) | - | 31.00 | - | 32.00 | 63.00 | | 52.0 | |

(Note) We conducted a two-for-one stock split of our common stock on April 1, 2024. For the fiscal years ended March 31, 2024, the actual amount of dividends before the stock split is stated. For the fiscal year ended March 2025 and for the fiscal year ending March 2026 (forecast), the amount after the split is presented.

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2026 (April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Basic earnings per share |
|--------------------------------------|-----------------|-----|------------------|-----|-----------------|-----|-----------------------------------------|-----|--------------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Six months ending September 30, 2025 | 53,020 | 9.0 | 5,550 | 5.3 | 5,760 | 3.2 | 3,970 | 3.9 | 55.41 |
| Full year | 112,290 | 8.2 | 12,290 | 6.0 | 12,690 | 5.1 | 8,750 | 6.3 | 122.12 |

* Notes:

(1) Significant changes in the scope of consolidation during the period:

None

(2) Changes in accounting policies, changes in accounting estimates, and restatement

1) Changes in accounting policies due to revisions to accounting standards and other regulations: None

2) Changes in accounting policies due to other reasons: None

3) Changes in accounting estimates: None

4) Restatement: None

(3) Number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares):

March 31, 2025: 79,752,540 shares

March 31, 2024: 79,752,540 shares

2) Number of treasury shares at the end of the period:

March 31, 2025: 8,103,457 shares

March 31, 2024: 8,143,696 shares

3) Average number of shares outstanding during the period:

Fiscal Year ended March 31, 2025: 71,633,951 shares

Fiscal Year ended March 31, 2024: 72,361,158 shares

(Reference) Overview of Non-consolidated Financial Results

(Note)

1. We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate total number of issued shares at the end of the period (including treasury shares), total number of treasury shares at the end of the period, and average number of shares during the period as if said stock split was conducted at the beginning of the previous consolidated fiscal year.

2. The indicated total number of treasury shares at the end of the period includes our Company stock (fiscal year ended March 2025: 153,031 shares, fiscal year ended March 2024: 179,198 shares) held by Custody Bank of Japan, Ltd. (Trust Account) as trust assets for our board benefit trust (for directors) and our employee stock ownership plan trust.

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (April 1, 2024 to March 31, 2025)

(1) Non-consolidated Operating Results

(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Net income | |
|----------------------------------|-----------------|-----|------------------|-------|-----------------|-------|-----------------|-------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Fiscal year ended March 31, 2025 | 99,397 | 8.7 | 10,959 | 11.1 | 11,537 | 11.4 | 7,947 | 10.1 |
| March 31, 2024 | 91,412 | 3.6 | 9,868 | (8.4) | 10,361 | (7.0) | 7,216 | (7.3) |

(Note) We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate basic earnings per share and diluted earnings per share as if said stock split was conducted at the beginning of the previous non-consolidated fiscal year.

| | Basic earnings per share | Diluted earnings per share |
|----------------------------------|--------------------------|----------------------------|
| | Yen | Yen |
| Fiscal year ended March 31, 2025 | 110.95 | 110.79 |
| March 31, 2024 | 99.73 | 99.59 |

(2) Non-consolidated Financial Position

| | Total assets | Net assets | Capital adequacy ratio | Net assets per share |
|----------------------|-----------------|-----------------|------------------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| As of March 31, 2025 | 95,268 | 65,086 | 68.2 | 908.41 |
| March 31, 2024 | 89,630 | 63,512 | 70.7 | 886.93 |

(Reference) Equity: As of March 31, 2025: ¥ 64,974 million

As of March 31, 2024: ¥ 63,392 million

(Note) We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate Net assets per share as if said stock split was conducted at the beginning of the previous non-consolidated fiscal year.

2. Non-consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2026 (April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

| | Net sales | | Ordinary profit | | Net income | | Basic earnings per share |
|--------------------------------------|-----------------|-----|-----------------|-----|-----------------|-----|--------------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Six months ending September 30, 2025 | 50,740 | 8.8 | 5,640 | 4.3 | 3,940 | 4.4 | 54.99 |
| Full year | 107,430 | 8.1 | 12,230 | 6.0 | 8,480 | 6.7 | 118.35 |

* Financial results reports are exempt from audit conducted by certified public accountants or an audit firm.

* Proper use of earnings forecasts, and other special matters

(Notes on forward-looking statements)

Earnings forecasts and other forward-looking statements indicated in this document are based on certain assumptions deemed as reasonable based on available information at the time of creation. The information in this document does not constitute any promise concerning the achievement of said performance. Actual performance may vary significantly due to various factors.

For details on parameters serving as the basis of assumptions related to performance earnings and notes concerning the use of earnings forecasts, refer to page 7 of the attached materials: 1. Overview of Operating Results. (4) Future outlook

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1. Overview of Operating Results

(1) Overview of operating results for the fiscal year ended March 2025

During the year ended March 31, 2025 (April 1, 2024 To March 31, 2025), the Japanese economy showed a gradual recovery, with an increase in capital investment and a recovery in personal consumption (nominal). However, corporate earnings were volatile due to factors such as exchange rate fluctuations and rising prices due to labor shortages, rising interest rates, and other international situations, and the outlook remained uncertain.

In this business environment, we have implemented the following measures to deepen our business in which we can function as a hub as a wholesaler, increase convenience for customers seeking digitalization and labor-saving solution, and further expand our business domain.

Main measures

- Expanded the number of products available on the product database SHARE-DB to over 12.4 million SKU (an increase of approximately 1.8 million SKU on year-on-year basis) and expanded them to various sales channels
- Promoted inventory collaboration with suppliers and expanded inventory viewable online to approximately 165 billion yen (an increase of approximately 40 billion yen on year-on-year basis)
- As part of our EC initiatives, we expanded the number of companies connected to the consolidated purchasing system ocean to 431 (an increase of 92 companies on year-on-year basis, of which 51 more medical users)
- As another EC initiative, the number of end users registered with the dealer support EC system Wave increased to 21,032 companies (an increase of 3,339 companies on year-on-year basis)
- Established "Nakanoshima Qross Lab" in Nakanoshima Qross (Nakanoshima, Kita-ku, Osaka), an international hub for future medicine promoting regenerative medicine through industry, government and academia, as a base for disseminating information through analysis contracting and provision of equipment for the CPC (Cell Processing Center) environment.

These activities produced a synergistic effect, and consolidated sales rose 8.6% year-on-year to 103,751 million yen, marking the 15th consecutive period of sales growth.

Regarding profitability, the gross profit margin declined 1.1 percentage points year on year until the second quarter due to an increase in high-value orders and a decrease in medical consumables, etc. However, in the second half of the year, the gross profit margin improved 0.1 percentage points year on year due to improved profitability of long-tail products and imported products and growth in the service business, etc.

Selling, general and administrative expenses increased 4.8% year on year to 19,721 million yen. The factors behind the increase include an increase in freight and warehouse fees due to sales growth, an increase in personnel expenses due to wage hikes and increased hiring, and an increase in advertising expenses due to the publication of a Chinese catalog for the first time in four years. On the other hand, while the selling and administrative expenses ratio, as this was the first year for the launch of the Hanshin DC (logistics center) was 19.7% in the same quarter of the previous year, it decreased to 19.0% for the FYE 03/2025

As a result, operating income was 11,593 million yen (up 11.1% year on year), ordinary income was 12,071 million yen (up 11.5% year on year), and profit attributable to owners of parent was 8,229 million yen (up 9.7% year on year).

Our policy for the annual dividend is to pay 50% of the base amount, calculated based on profit attributable to owners of parent excluding the impact of extraordinary gains and losses. However, as we have achieved a milestone of 100 billion yen in consolidated sales during this fiscal year, and to express our gratitude to our shareholders for their continued support, we have decided to pay 62 yen (interim dividend: 28 yen, year-end dividend: 34 yen, and 14th consecutive dividend increase) 3 yen higher than 50% of the base amount of 59 yen.

The status by division and the progress of the major sales initiatives in the medium-term management plan are as follows.

<Performance by Business Segment>

Net sales by business segment were as follows.

| Divisions | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) (Millions of yen) | For the year ended March 31, 2025 (April 1, 2024 To March 31, 2025) (Millions of yen) | YoY (%) | Vs. initial target (%) |
|-------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------|------------------------------|
| Research and Industrial Instruments Division | 78,299 | 86,067 | 109.9 | 103.0 |
| Scientific Sector | 59,013 | 63,888 | 108.3 | 102.4 |
| Industrial Sector | 19,286 | 22,178 | 115.0 | 104.9 |
| Medical Instruments Division | 16,683 | 17,093 | 102.5 | 99.4 |
| Other | 553 | 591 | 106.8 | 105.1 |
| Total | 95,536 | 103,751 | 108.6 | 102.4 |

< Research and Industrial Instruments Division >

Scientific Sector, which targets universities, research institutes, and corporate research departments, carried out vigorous research activities in both the public and private sectors. Sales of laboratory consumables, safety and disaster prevention supplies, lab furniture, and other high-end analyzers grew. In terms of sales channels, sales to Consolidated Purchasing systems and online retailers increased 15.8% year on year, driving the growth of this sector. As a result, sales in this sector remained strong, reaching 63,888 million yen (up 8.3% year on year).

In addition, in the industry sector, which targets manufacturing sites and the like, our company's convenience as a hub for product supply to various industries has spread, and sales have increased in many areas, including cleanroom consumables and equipment, electrical materials, bacteria testing supplies and measuring equipment, etc. In terms of sales channels, sales to Consolidated Purchasing systems and online retailers, similar to Scientific Sector, increased 38.1% year on year, driving growth in this sector. As a result, sales in this sector were 22,178 million yen (up 15.0% year on year). As a result, total sales in this division for the year ended March were 86,067 million yen (up 9.9% year on year).

< Medical Instruments Division >

In the Medical Instruments division, which targets medical institutions and nursing care facilities, the backlash from the COVID-19 pandemic has run its course, but the revision of medical fees has led to increased costs due to efforts to address the 2024 problem (such as improving the excessive workload of medical workers). This has led to cost savings and purchase restraint, and inquiries for mid-price ranges and above, including bulk purchases, have decreased.

In addition to focusing on clinic opening support activities and product proposal activities in response to the revision of medical fees, etc., our activities to provide a comprehensive range of services from application for CPC (Cell Processing Center) required for regenerative medicine to design, construction, and delivery of equipment have been successful, and we have been able to secure multiple bulk orders. In addition, sales to Consolidated purchasing systems and online retailers, although still small, increased by 29.1% year on year, driving sales growth. As a result, sales in this division for the year ended March were 17,093 million yen (up 2.5% year on year).

< Other >

Tryumph21 Co., Ltd., a consolidated subsidiary, provides WEB purchasing services and systems services for laboratory instruments and consumables under OffSide system. Due to an increase in customer system usage, Gross Merchandise Value increased 3.6% year on year to 15,072 million yen, and sales in this division, mainly from system usage fees, increased 6.8% year on year to 591 million yen.

<Medium-Term Management Plan-Progress of Key Sales Measures in PROJECT ONE ver.2.0->

The major sales measures outlined in the medium-term management plan were as follows.

| | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) (Millions of yen) | For the year ended March 31, 2025 (April 1, 2024 To March 31, 025) (Millions of yen) | YoY (%) | Vs. initial target (%) |
|--------------------|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|------------|------------------------------|
| e-commerce | 27,827 | 33,926 | 121.9 | 105.7 |
| Overseas Business* | 5,169 | 5,609 | 108.5 | 104.6 |
| Total | 32,996 | 39,535 | 119.8 | 105.5 |

※ Approximately 60% of overseas business is sales of Chinese subsidiaries. As the fiscal year of Chinese corporations runs from January to December, sales from January to December are included in the consolidated fiscal year.

In e-commerce, sales increased 24.7% year on year due to an expansion of products listed and various collaborations, particularly in the case of online retailers, through channels for online retailers and open site EC channels such as "AXEL Shop."

In closed-site EC channels such as "ocean," a consolidated purchasing system for large users, and "Wave," an EC system supporting dealers, the use of existing connections is expanding due to an increase in new accounts, an expansion of listed products, and the expansion of research and development on the client side, resulting in sales increasing 19.4% year on year.

In addition, while the volume of transactions per user of the consolidated purchasing system "ocean" is smaller than that of the Research and Industrial Instruments Division, the number of connections to hospitals and clinics in the Medical Instruments Division has increased sharply to 51, and the number of new connections has increased 1.7 times compared to the previous period to 92. Previously, most connections were from manufacturing users in the Research and Industrial Instruments Division, but this is likely due to the momentum of digital transformation in hospitals and the promotion of purchasing efficiency.

In the overseas business, in China, the impact of the local economic stagnation was large, but we tried to stimulate the market by publishing a Chinese catalog for the first time in four years, and managed to limit the decrease in sales on a local currency basis to 1.5% year on year. On the other hand, the consolidated financial results were affected by the exchange rate, and sales increased by 5.1% year on year. In the overseas business other than China, which is mainly exports from Japan to overseas, the number of inflowing customers increased due to the improvement of information posted in "AXEL_GLOBAL" and its multilingualization, and sales growth was also achieved due to the training and promotional activities of agents who stock and sell our products in each country. As a result, sales in the overseas business other than China increased by 14.5% year on year.

(2) Overview of financial position as of March 31, 2025

(Assets)

Current assets at the end of the current consolidated fiscal year were 69,957 million yen (up 8,727 million yen from the end of the previous consolidated fiscal year). This was mainly due to a decrease in accounts receivable - trade of 1,110 million yen and a decrease in securities of 700 million yen, while cash and deposits increased by 9,388 million yen. Non-current assets were 30,183 million yen (down 4,418 million yen from the end of the previous consolidated fiscal year). This was mainly due to a decrease in the valuation difference on available-for-sale securities, which led to an increase in deferred tax assets of 557 million yen, while investment securities decreased by 5,128 million yen due to redemption and mark-to-market valuation.

(Liabilities)

Current liabilities at the end of this consolidated fiscal year were 26,494 million yen (up 392 million yen from the previous fiscal year). This was mainly due to a decrease of 1,615 million yen in notes and accounts payable - trade, while short-term borrowings increased 1,146 million yen and Income taxes payable increased 605 million yen. Non-current liabilities were 6,936 million yen (up 1,868 million yen from the previous fiscal year). This was mainly due to a decrease of 533 million yen in deferred tax liabilities, while long-term borrowings increased 2,438 million yen.

(Net assets)

Net assets at the end of the current consolidated fiscal year were 66,709 million yen (up 2,047 million yen from the previous fiscal year). This was mainly due to a decrease in the Valuation difference on available-for-sale securities of 2,232 million yen due to changes in the market value of shares held, while retained earnings increased 3,993 million yen due to Profit attributable to owners of parent, etc.

(3) Overview of cash flows for the fiscal year ended March 2025

Cash and cash equivalents at the end of this consolidated fiscal year increased by 9,622 million yen compared to the end of the previous consolidated fiscal year to 19,031 million yen, as inflows from operating activities and inflows from investing activities exceeded outflows from financing activities.

(Cash flows from operating activities)

Cash flows from operating activities for the current consolidated fiscal year were inflows of 9,311 million yen. Inflows increased by 2,815 million yen compared to the previous consolidated fiscal year. This is broken down into an increase in outflows of 1,809 million yen due to an increase (decrease) in trade payables, and an increase in outflows of 1,323 million yen due to an increase or decrease in inventories. On the other hand, inflows increased by 4,233 million yen due to Decrease (increase) in trade receivables, and profit before income taxes increased by 1,001 million yen. In addition, income taxes paid decreased by 775 million yen.

(Cash flows from investing activities)

Cash flows from investing activities in the current consolidated fiscal year were inflows of 850 million yen. (In the previous consolidated fiscal year, outflows were 1,928 million yen.) This was mainly due to an increase of 213 million yen in expenditures for property, plant and equipment and intangible assets. On the other hand, proceeds from redemption of investment securities increased by 2,473 million yen. In addition, while in the previous consolidated fiscal year, outflows for the purchase of subsidiary shares resulting in a change in the scope of consolidation amounted to 418 million yen, this did not occur in the current consolidated fiscal year.

(Cash flows from financing activities)

Cash flows from financing activities in the current consolidated fiscal year were expenditures of 659 million yen. Expenditures decreased by 8,379 million yen compared to the previous consolidated fiscal year. This is mainly due to an increase of 135 million yen in expenditures for dividend payments. On the other hand, income increased by 6,363 million yen due to the repayment of long-term borrowings and the balance of long-term borrowings. In addition, expenditures for the purchase of treasury stock decreased by 2,076 million yen.

(Reference) Trends in cash flow related indicators

| | FYE 03/2021 | FYE 03/2022 | FYE 03/2023 | FYE 03/2024 | FYE 03/2025 |
|--------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|
| Shareholders' equity ratio (%) | 66.5 | 68.7 | 65.5 | 67.3 | 66.5 |
| Shareholders' equity ratio on a market value basis (%) | 275.9 | 281.7 | 208.3 | 198.5 | 165.8 |
| Ratio of cash flows to interest-bearing debt (year) | 0.9 | 0.4 | 0.9 | 0.6 | 0.8 |
| Interest coverage ratio (times) | 529.3 | 3,033.1 | 2,532.6 | 1,379.7 | 2,258.1 |

a . The calculation method for each indicator is as follows:

Shareholders' equity ratio: Shareholders' equity/Total assets

Shareholders' equity ratio on a market value basis: Market capitalization/Total assets

Ratio of cash flows to interest-bearing debt: Interest-bearing debt/Cash flows from operating activities

Interest coverage ratio: Cash flows from operating activities/Interest payments

b . The benchmarks above are calculated based on financial figures on a consolidated basis.

c . Market capitalization is calculated by multiplying the closing stock price at the end of the period by the number of shares issued at the end of the period (excluding the number of treasury shares at the end of the period).

d . The amount of cash flows from operating activities is used as the amount of cash flows.

e . Interest paid is based on the amount shown on the consolidated cash flow statements.

f . Interest-bearing debt covers amounts reported on the consolidated balance sheet and for which the Group pays interest

(4) Future outlook

Regarding the outlook for the fiscal year ending March 2026 (April 1, 2025 to March 31, 2026), due to protectionist trade policies, mainly in the United States, and the responses of various countries to these policies, there is a high degree of uncertainty regarding trends in exchange rates, the economy, employment and wages, and prices, and it is expected that the outlook will remain difficult to predict.

On the other hand, our group's main business targets academia, corporate research and development, and medical facilities, and is therefore an area that is relatively less susceptible to economic fluctuations. Trends such as DX (digital transformation), GX (green transformation), and BX (bio transformation) are supporting the expansion of the research and development field around the world, which is a tailwind for our company, whose strength lies in our Group's hub function in research and development.

In addition, in Japan, plans to build new incubation facilities with laboratory functions are progressing, and with the implementation of regenerative medicine, demand for the installation of CPC (cell culture processing center) is also increasing. As a company with a track record in the design and construction of laboratories and CPC, we expect to further expand our business area by incorporating upstream information at an early stage.

In this environment, we will launch a new medium-term management plan (FY2025-27) from the fiscal year ending March 2026 and will work on the following key measures.

- E-commerce/product database (evolution of EC)
- Expanding product lineup/inventory visualization/logistics function (maximizing value in the supply chain)
- Services/original products/new initiatives (expanding business areas)

Our group's hub function, which connects the solutions held by over 4,800 consolidated suppliers with the diverse needs of our customers, is further enhanced by digitalization. We will further strengthen the trust that "if you consult with AS ONE, you will be presented with the optimal solution."

In light of the above, we have set the following consolidated performance forecast for the fiscal year ending March 2026.

(Forecast)

| | | | |
|----------------------------------------------|---------|-------------|--------------|
| Net sales | 112,290 | million yen | (YoY 108.2%) |
| (breakdown) | | | |
| Research and Industrial Instruments Division | 93,740 | million yen | (YoY 108.9%) |
| Scientific Sector | 69,450 | million yen | (YoY 108.7%) |
| Industrial Sector | 24,290 | million yen | (YoY 109.5%) |
| Medical Instruments Division | 17,941 | million yen | (YoY 105.0%) |
| Other | 608 | million yen | (YoY 102.9%) |
| Operating profit | 12,290 | million yen | (YoY 106.0%) |
| Ordinary profit | 12,690 | million yen | (YoY 105.1%) |
| Profit attributable to owners of parent | 8,750 | million yen | (YoY 106.3%) |

At this time, our business forecasts do not take into account the impact of the implementation of reciprocal tariffs by the United States. Direct exports to the United States by our entire group account for less than 1% of total sales, and most of the products we handle are indirect materials used in Japan, so we believe that the direct impact of the implementation of reciprocal tariffs will be extremely limited. However, some businesses may be indirectly affected through economic trends, etc. We will consider necessary measures as the situation changes in the future.

2. Basic Approach towards Selection of Accounting Standard

Our Group prepares consolidated financial statements in accordance with Japanese accounting standards in order to ensure comparability between companies and with the past.

With regard to the application of international accounting standards, we intend to respond appropriately, taking into consideration various circumstances both domestically and internationally.

3. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Millions of yen)

| | As of March 31, 2024 | As of March 31, 2025 |
|-----------------------------------------------------|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 13,185 | 22,573 |
| Notes receivable - trade | 2,198 | 1,531 |
| Electronically recorded monetary claims - operating | 13,474 | 13,177 |
| Accounts receivable - trade | 19,988 | 19,842 |
| Investments in leases | - | 82 |
| Securities | 700 | - |
| Inventories | 10,831 | 11,717 |
| Other | 860 | 1,039 |
| Allowance for doubtful accounts | (10) | (7) |
| Total current assets | 61,229 | 69,957 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings and structures | 7,025 | 7,412 |
| Accumulated depreciation | (4,260) | (4,513) |
| Buildings and structures, net | 2,765 | 2,898 |
| Machinery, equipment and vehicles | 4,509 | 4,549 |
| Accumulated depreciation | (2,327) | (2,716) |
| Machinery, equipment and vehicles, net | 2,181 | 1,832 |
| Tools, furniture and fixtures | 4,315 | 4,779 |
| Accumulated depreciation | (3,345) | (3,675) |
| Tools, furniture and fixtures, net | 969 | 1,103 |
| Land | 2,048 | 2,048 |
| Leased assets | 732 | 736 |
| Accumulated depreciation | (712) | (727) |
| Leased assets, net | 19 | 8 |
| Construction in progress | 106 | 265 |
| Other | 16 | 7 |
| Total property, plant and equipment | 8,107 | 8,166 |
| Intangible assets | | |
| Software | 1,539 | 1,373 |
| Software in progress | 81 | 205 |
| Other | 12 | 10 |
| Total intangible assets | 1,634 | 1,590 |
| Investments and other assets | | |
| Investment securities | 19,702 | 14,573 |
| Retirement benefit asset | 4 | 158 |
| Deferred tax assets | 102 | 660 |
| Investment property | 5,220 | 5,230 |
| Accumulated depreciation | (1,439) | (1,490) |
| Investment property, net | 3,780 | 3,740 |
| Other | 1,299 | 1,309 |
| Allowance for doubtful accounts | (29) | (15) |
| Total investments and other assets | 24,860 | 20,426 |
| Total non-current assets | 34,602 | 30,183 |
| Total assets | 95,832 | 100,140 |

(Millions of yen)

| | As of March 31, 2024 | As of March 31, 2025 |
|---------------------------------------------------------------|----------------------|----------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 19,939 | 18,323 |
| Short-term borrowings | 1,288 | 2,435 |
| Income taxes payable | 1,612 | 2,217 |
| Provision for bonuses | 964 | 1,236 |
| Other | 2,296 | 2,281 |
| Total current liabilities | 26,101 | 26,494 |
| Non-current liabilities | | |
| Long-term borrowings | 2,313 | 4,752 |
| Deferred tax liabilities | 533 | 0 |
| Provision for share awards | 155 | 83 |
| Provision for share awards for directors (and other officers) | 74 | 74 |
| Retirement benefit liability | 83 | 24 |
| Asset retirement obligations | 1,242 | 1,332 |
| Other | 665 | 669 |
| Total non-current liabilities | 5,068 | 6,936 |
| Total liabilities | 31,170 | 33,431 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 5,075 | 5,075 |
| Capital surplus | 4,337 | 4,351 |
| Retained earnings | 60,641 | 64,635 |
| Treasury shares | (10,929) | (10,840) |
| Total shareholders' equity | 59,124 | 63,220 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 5,019 | 2,787 |
| Foreign currency translation adjustment | 398 | 589 |
| Total accumulated other comprehensive income | 5,418 | 3,376 |
| Share acquisition rights | 119 | 111 |
| Total net assets | 64,662 | 66,709 |
| Total liabilities and net assets | 95,832 | 100,140 |

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(Millions of yen)

| | For the fiscal year ended March 31, 2024 | For the fiscal year ended March 31, 2025 |
|----------------------------------------------|---------------------------------------------|---------------------------------------------|
| Net sales | 95,536 | 103,751 |
| Cost of sales | 66,286 | 72,436 |
| Gross profit | 29,249 | 31,315 |
| Selling, general and administrative expenses | 18,813 | 19,721 |
| Operating profit | 10,435 | 11,593 |
| Non-operating income | | |
| Interest income | 121 | 124 |
| Dividend income | 70 | 87 |
| Rental income from real estate | 430 | 436 |
| Other | 71 | 61 |
| Total non-operating income | 695 | 709 |
| Non-operating expenses | | |
| Interest expenses | 4 | 8 |
| Foreign exchange losses | 90 | 16 |
| Rental costs on real estate | 180 | 179 |
| Other | 29 | 27 |
| Total non-operating expenses | 305 | 231 |
| Ordinary profit | 10,825 | 12,071 |
| Extraordinary losses | | |
| Loss on valuation of investment securities | - | 243 |
| Total extraordinary losses | - | 243 |
| Profit before income taxes | 10,825 | 11,827 |
| Income taxes - current | 3,326 | 3,753 |
| Income taxes - deferred | (1) | (155) |
| Total income taxes | 3,325 | 3,597 |
| Profit | 7,500 | 8,229 |
| Profit attributable to owners of parent | 7,500 | 8,229 |

Consolidated Statements of Comprehensive Income

(Millions of yen)

| | For the fiscal year ended March 31, 2024 | For the fiscal year ended March 31, 2025 |
|-------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Profit | 7,500 | 8,229 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | (810) | (2,232) |
| Foreign currency translation adjustment | 90 | 190 |
| Total other comprehensive income | (720) | (2,041) |
| Comprehensive income | 6,779 | 6,188 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 6,779 | 6,188 |

(3) Consolidated Statements of Changes in Equity

For the fiscal year ended March 31, 2024

(Millions of yen)

| | Shareholders' equity | | | | |
|------------------------------------------------------|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 5,075 | 4,337 | 58,286 | (9,989) | 57,709 |
| Changes during period | | | | | |
| Dividends of surplus | | | (4,100) | | (4,100) |
| Profit attributable to owners of parent | | | 7,500 | | 7,500 |
| Purchase of treasury shares | | | | (2,077) | (2,077) |
| Disposal of treasury shares | | 13 | | 79 | 92 |
| Cancellation of treasury shares | | (1,057) | | 1,057 | - |
| Transfer from retained earnings to capital surplus | | 1,044 | (1,044) | | - |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | - | - | 2,354 | (940) | 1,414 |
| Balance at end of period | 5,075 | 4,337 | 60,641 | (10,929) | 59,124 |

| | Accumulated other comprehensive income | | | Share acquisition rights | Total net assets |
|------------------------------------------------------|-------------------------------------------------------|-----------------------------------------|----------------------------------------------|--------------------------|------------------|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | |
| Balance at beginning of period | 5,830 | 308 | 6,138 | 119 | 63,968 |
| Changes during period | | | | | |
| Dividends of surplus | | | | | (4,100) |
| Profit attributable to owners of parent | | | | | 7,500 |
| Purchase of treasury shares | | | | | (2,077) |
| Disposal of treasury shares | | | | | 92 |
| Cancellation of treasury shares | | | | | - |
| Transfer from retained earnings to capital surplus | | | | | - |
| Net changes in items other than shareholders' equity | (810) | 90 | (720) | - | (720) |
| Total changes during period | (810) | 90 | (720) | - | 694 |
| Balance at end of period | 5,019 | 398 | 5,418 | 119 | 64,662 |

For the fiscal year ended March 31, 2025

(Millions of yen)

| | Shareholders' equity | | | | |
|------------------------------------------------------|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 5,075 | 4,337 | 60,641 | (10,929) | 59,124 |
| Changes during period | | | | | |
| Dividends of surplus | | | (4,235) | | (4,235) |
| Profit attributable to owners of parent | | | 8,229 | | 8,229 |
| Purchase of treasury shares | | | | (0) | (0) |
| Disposal of treasury shares | | 13 | | 89 | 103 |
| Cancellation of treasury shares | | | | | - |
| Transfer from retained earnings to capital surplus | | | | | - |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | - | 13 | 3,993 | 89 | 4,096 |
| Balance at end of period | 5,075 | 4,351 | 64,635 | (10,840) | 63,220 |

| | Accumulated other comprehensive income | | | Share acquisition rights | Total net assets |
|------------------------------------------------------|-------------------------------------------------------|-----------------------------------------|----------------------------------------------|--------------------------|------------------|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | |
| Balance at beginning of period | 5,019 | 398 | 5,418 | 119 | 64,662 |
| Changes during period | | | | | |
| Dividends of surplus | | | | | (4,235) |
| Profit attributable to owners of parent | | | | | 8,229 |
| Purchase of treasury shares | | | | | (0) |
| Disposal of treasury shares | | | | | 103 |
| Cancellation of treasury shares | | | | | - |
| Transfer from retained earnings to capital surplus | | | | | - |
| Net changes in items other than shareholders' equity | (2,232) | 190 | (2,041) | (7) | (2,049) |
| Total changes during period | (2,232) | 190 | (2,041) | (7) | 2,047 |
| Balance at end of period | 2,787 | 589 | 3,376 | 111 | 66,709 |

(4) Consolidated Statements of Cash Flows

(Millions of yen)

| | For the fiscal year ended March 31, 2024 | For the fiscal year ended March 31, 2025 |
|---------------------------------------------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Cash flows from operating activities | | |
| Profit before income taxes | 10,825 | 11,827 |
| Foreign exchange losses (gains) | (4) | (0) |
| Depreciation | 1,824 | 1,801 |
| Increase (decrease) in allowance for doubtful accounts | 7 | (16) |
| Increase (decrease) in provision for bonuses | 83 | 272 |
| Increase (decrease) in retirement benefit liability | (39) | (59) |
| Decrease (increase) in retirement benefit asset | 1 | (154) |
| Increase (decrease) in provision for retirement benefits for directors (and other officers) | (249) | 0 |
| Share-based payment expenses | 23 | 24 |
| Increase (decrease) in provision for share awards | 56 | (22) |
| Increase (decrease) in provision for share awards for directors (and other officers) | 15 | - |
| Loss on retirement of non-current assets | 1 | 4 |
| Loss (gain) on sale of non-current assets | - | (2) |
| Loss (gain) on valuation of investment securities | - | 243 |
| Other non fundable items | 15 | 19 |
| Interest and dividend income | (192) | (211) |
| Interest expenses | 4 | 8 |
| Decrease (increase) in trade receivables | (3,064) | 1,168 |
| Decrease (increase) in inventories | 465 | (857) |
| Increase (decrease) in trade payables | 165 | (1,643) |
| Increase (decrease) in accrued consumption taxes | 267 | (118) |
| Other, net | 22 | (39) |
| Subtotal | 10,231 | 12,245 |
| Interest and dividends received | 202 | 226 |
| Interest paid | (4) | (4) |
| Income taxes paid | (3,931) | (3,156) |
| Net cash provided by (used in) operating activities | 6,496 | 9,311 |
| Cash flows from investing activities | | |
| Payments into time deposits | (72) | (2,003) |
| Proceeds from withdrawal of time deposits | 170 | 2,238 |
| Purchase of investment securities | (1,884) | (1,311) |
| Proceeds from redemption of investment securities | 1,800 | 3,700 |
| Purchase of property, plant and equipment | (941) | (1,206) |
| Proceeds from sale of property, plant and equipment | - | 6 |
| Purchase of intangible assets | (634) | (583) |
| Proceeds from cancellation of insurance funds | 71 | 46 |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | (418) | - |
| Other, net | (17) | (36) |
| Net cash provided by (used in) investing activities | (1,928) | 850 |

(Millions of yen)

| | For the fiscal year ended March 31, 2024 | For the fiscal year ended March 31, 2025 |
|-------------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term borrowings | (60) | - |
| Proceeds from long-term borrowings | - | 5,000 |
| Repayments of long-term borrowings | (2,779) | (1,415) |
| Proceeds from disposal of treasury shares | 21 | 21 |
| Purchase of treasury shares | (2,077) | (0) |
| Dividends paid | (4,098) | (4,234) |
| Repayments of lease liabilities | (45) | (31) |
| Net cash provided by (used in) financing activities | (9,038) | (659) |
| Effect of exchange rate change on cash and cash equivalents | 57 | 119 |
| Net increase (decrease) in cash and cash equivalents | (4,413) | 9,622 |
| Cash and cash equivalents at beginning of period | 13,822 | 9,409 |
| Cash and cash equivalents at end of period | 9,409 | 19,031 |

(5) Notes to consolidated financial statements

(Notes to assumptions for going concern)

Not applicable.

(Notes to Segment Information)

[Segment Information]

1. Overview of Reporting Segments

The reportable segments of the Group are the constituent units of the Group for which separate financial information is available, and which are regularly reviewed by the Board of Directors in order to determine the allocation of management resources and evaluate business performance.

Our group sells mainly equipment, fixtures and supplies to retailers in Scientific Sector, Industrial Sector and medical instruments division in the form of wholesale. Although the Company handles a wide variety of products, it operates similar businesses with respect to target markets and customers, procurement methods and sales methods. In addition, there is WEB Purchasing Agency Business, but due to its immateriality, segment-information has been omitted. As a result, there is only one reportable segment.

2. Method Used to Calculate Net Sales, Income or Loss, Assets and Other Items by Reporting Segment

As there is only one reportable segment, information is omitted.

3. Information regarding the amounts of sales, profits or losses, assets, liabilities, and other items for each reportable segment

As there is only one reportable segment, information is omitted.

(Per-share information)

| | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) | For the year ended March 31, 2025 (April 1, 2024 To March 31, 2025) |
|----------------------------|------------------------------------------------------------------------|------------------------------------------------------------------------|
| Net assets per share | 902.99 yen | 931.06 yen |
| Basic earnings per share | 103.65 yen | 114.89 yen |
| Diluted earnings per share | 103.50 yen | 114.72 yen |

(NOTE)

1. We conducted a two-for-one stock split of our common stock on April 1, 2024. We calculate total number of issued shares at the end of the period (including treasury shares), total number of treasury shares at the end of the period, and average number of shares during the period as if said stock split was conducted at the beginning of the previous consolidated fiscal year.

2. Basic earnings per share and diluted earnings per share were calculated based on the figures below.

| | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) (Millions of yen) | For the year ended March 31, 2025 (April 1, 2024 To March 31, 2025) (Millions of yen) |
|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Basic earnings per share | | |
| Profit attributable to owners of parent (million yen) | 7,500 | 8,229 |
| Profit attributable to owners of parent related to common shares (million yen) | 7,500 | 8,229 |
| Average number of common shares issued during the period (shares) | 72,361,158 | 71,633,951 |
| | | |
| Diluted earnings per share | | |
| Diluted earnings per share (million yen) | — | — |
| Increase in common stock (shares) | 102,360 | 101,931 |
| Of which, stock acquisition rights (shares) | (102,360) | (101,931) |
| Dilutive per share indicator in the financial results summary when there are no dilutive shares | — | — |

(NOTE)

The Company's shares remaining in the trust that are recorded as treasury stock in shareholders' equity are included in the treasury stock deducted in the calculation of the average number of shares during the period for the purposes of calculating "net income per share" and "diluted net income per share." The average number of treasury stock deducted during the period for the purposes of calculating "net income per share" and "diluted net income per share" was 186,978 shares for the previous consolidated fiscal year and 159,929 shares for the current consolidated fiscal year.

(Important subsequent events)

Not applicable.

3.Other

(1) Sales Results

Sales Results by a. Division

| Divisions | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) (Millions of yen) | | For the year ended March 31, 2025 (April 1, 2024 To March 31, 2025) (Millions of yen) | |
|----------------------------------------------|---------------------------------------------------------------------------------------------|-----------|---------------------------------------------------------------------------------------------|-----------|
| | Amount | Ratio (%) | Amount | Ratio (%) |
| Research and Industrial Instruments Division | 78,299 | 82.0 | 86,067 | 82.9 |
| Scientific Sector | 59,013 | 61.8 | 63,888 | 61.6 |
| Industrial Sector | 19,286 | 20.2 | 22,178 | 21.3 |
| Medical Instruments Division | 16,683 | 17.4 | 17,093 | 16.5 |
| Other | 553 | 0.6 | 591 | 0.6 |
| Total | 95,536 | 100.0 | 103,751 | 100.0 |

(NOTE)

1. The sales results by division are supplemental information that aggregates the sales results to dealers under the jurisdiction of each division, and do not represent segment information.

2.Other is the system-use fee sales of Tryumph21co., Ltd.

Sales Results by b. Item

| Item | For the year ended March 31, 2024 (April 1, 2023 To March 31, 2024) (Millions of yen) | | For the year ended March 31, 2025 (April 1, 2024 To March 31, 2025) (Millions of yen) | |
|------------------------------------------------------|---------------------------------------------------------------------------------------------|-----------|---------------------------------------------------------------------------------------------|-----------|
| | Amount | Ratio (%) | Amount | Ratio (%) |
| Scientific instruments and equipment | | | | |
| General-purpose scientific instruments and equipment | 10,429 | 10.9 | 11,122 | 10.7 |
| Analysis, specialized equipment and devices | 19,046 | 20.0 | 20,834 | 20.1 |
| Physical property measuring equipment and devices | 5,759 | 6.0 | 5,893 | 5.7 |
| Laboratory equipment | 11,833 | 12.4 | 14,653 | 14.1 |
| Subtotal | 47,070 | 49.3 | 52,504 | 50.6 |
| Scientific Instruments and Supplies | | | | |
| General-purpose appliances and consumables | 22,442 | 23.5 | 24,498 | 23.6 |
| Semiconductor-related special equipment | 9,388 | 9.8 | 9,736 | 9.4 |
| Subtotal | 31,831 | 33.3 | 34,235 | 33.0 |
| Nursing and nursing care products | 16,081 | 16.8 | 16,421 | 15.8 |
| Other | 553 | 0.6 | 591 | 0.6 |
| Total | 95,536 | 100.0 | 103,751 | 100.0 |

(NOTE)

1. Sales results by product category are supplemental information that aggregates sales results by product category according to our product classification and is not a presentation of segment information.

2.Other is the system-use fee sales of Tryumph21co., Ltd.

(2) Changes of directors (and other officers) (scheduled for June 26, 2025)

For changes of Directors, please refer to the "Notice Regarding Directors Personnel Changes" published on May 14, 2025.

(Japanese text only)