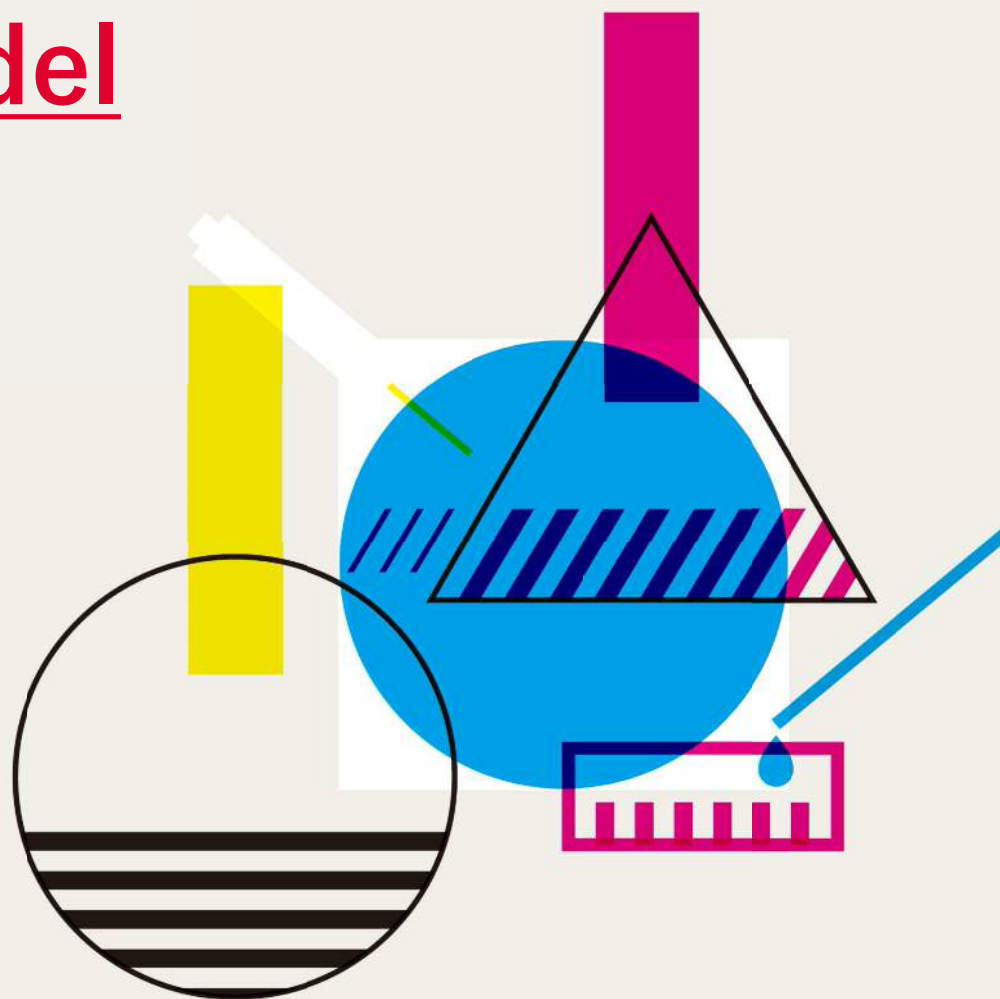


# AS ONE's business model

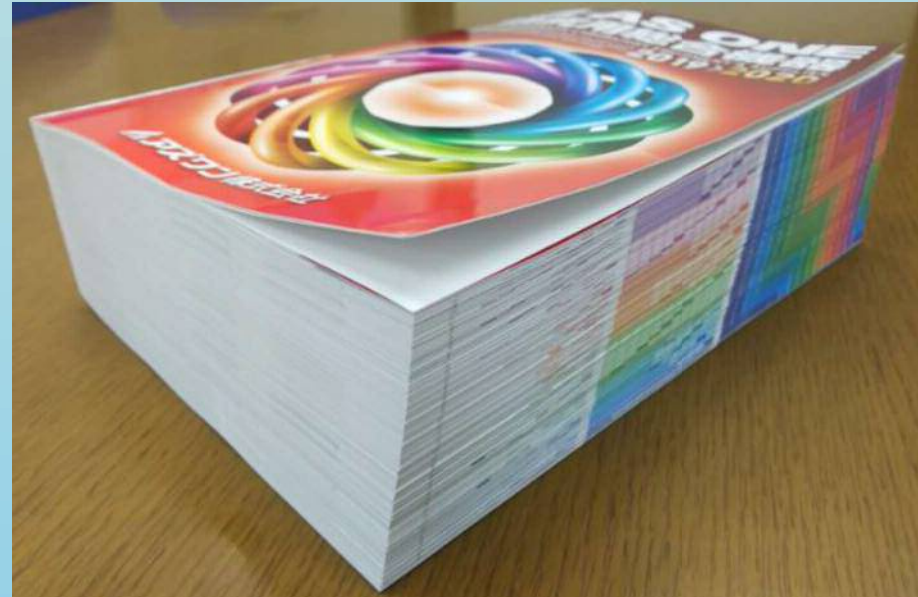


September 2020

Security code : 7 4 7 6



# 3 key points:



1

**Thick catalogs**

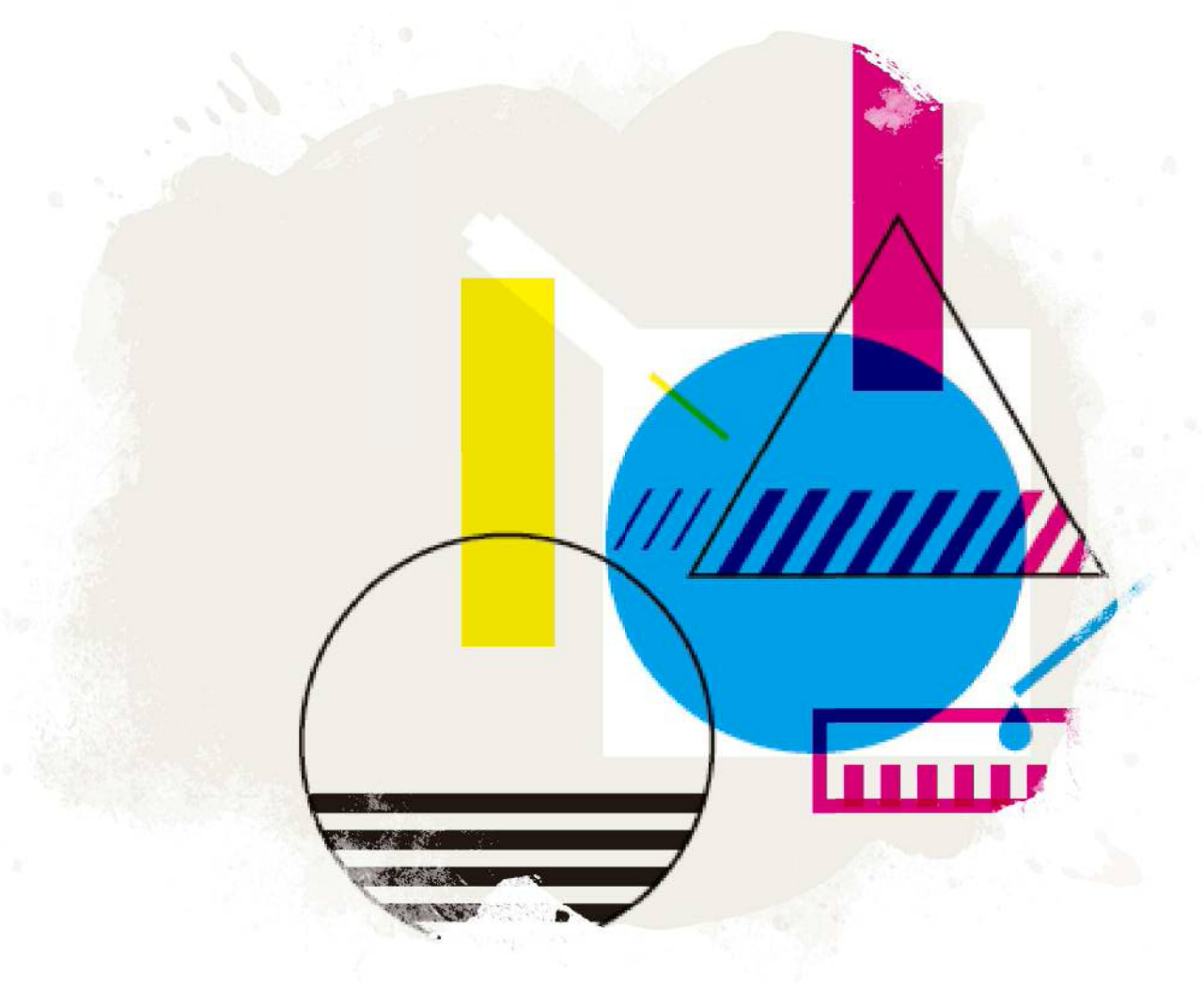
2

**Stable high earnings**

3

**dividend payout ratio at 50%**

# Company information



# What is AS ONE?

- AS ONE is a trading firm specialized in laboratory instruments.  
AS ONE's Catalog meets scientists' "exact needs".



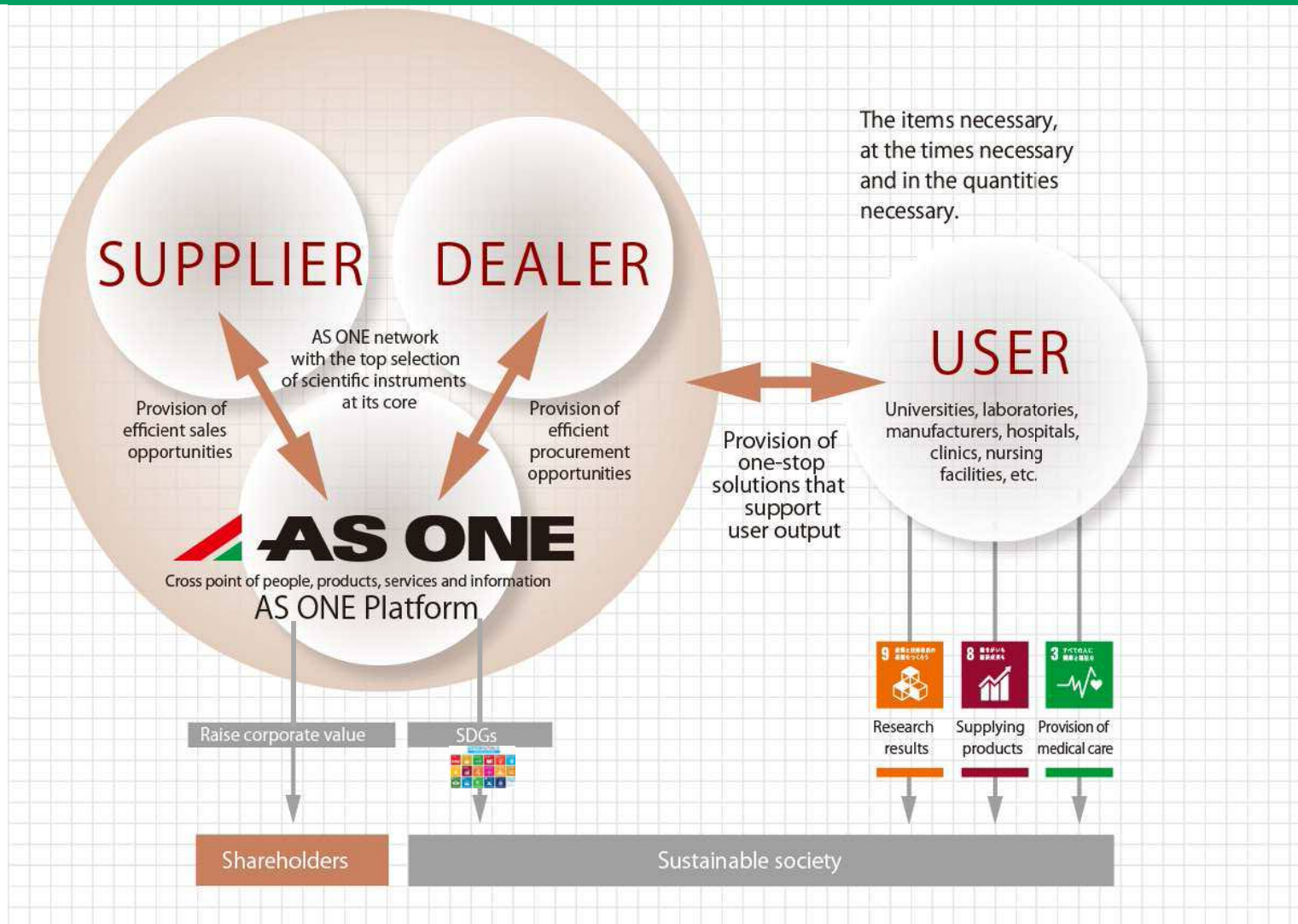
AS ONE Catalog covers  
everything needed in the lab!

Plus...

- \* Includes over 10,000+ items
- \* Easy to read and navigate
- \* Same day shipping available for almost all orders

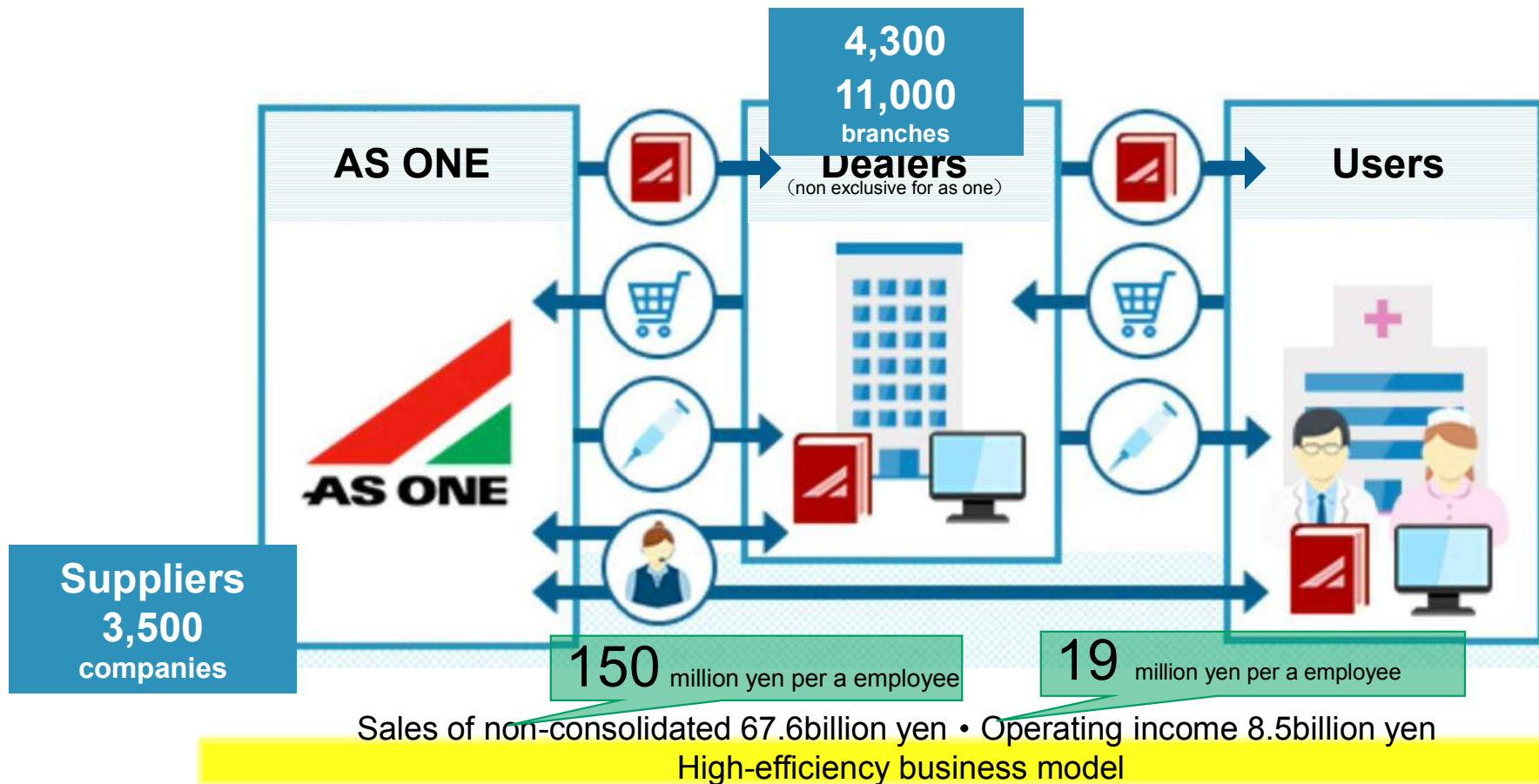


# The value of AS ONE to society



# Efficient Sales Model

Dealers provide the AS ONE's catalogs to users, so 440 employees of AS ONE can cover Japanese users.



# Product Examples ~Laboratory~

Catalog lists approx. **75,000 scientific equipment** and lab consumables



## University

Dept. of Science  
iPS Cell / Chemistry /  
Biology



## Research Institute

1,700 facilities including  
RIKEN



## Manufacturer

Pharmaceutical,  
Electronics, Food,  
Chemical



# Product Examples ~Nurse Station~

Catalog lists approx. **30,000 Medical supplies** and lab consumables



## Hospital

Over 8,000 hospital facilities  
with 20+ beds



## Clinic

100,000 facilities



# The variety of AS ONE's catalogs



## AS ONE's Strengths ③-1:many original products

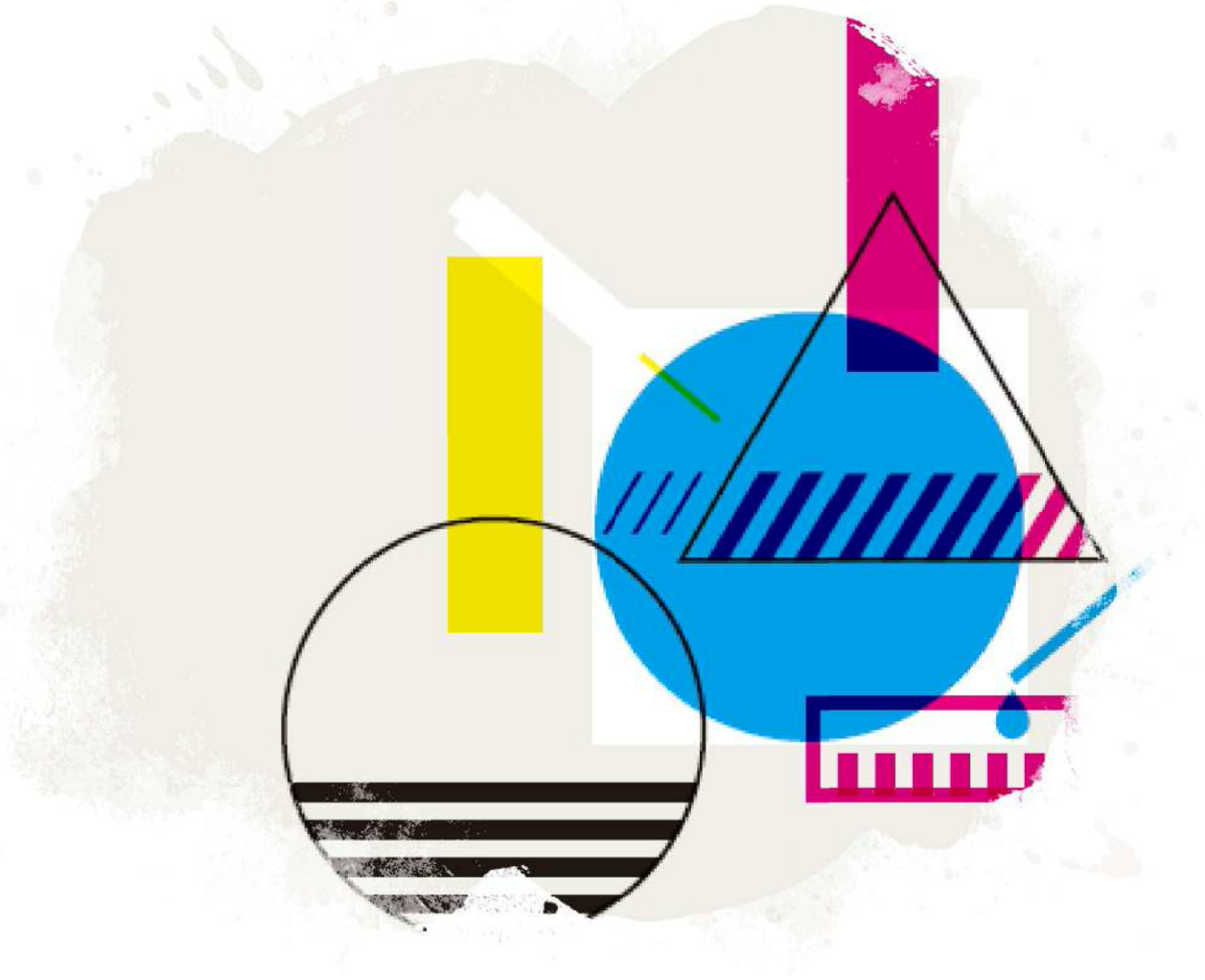
Though it is not a manufacturer,  
We sell many original products.

40%

Original products = Private brands & Direct Imports



# Overseas expansion



# Overseas Expansion





# Sales to overseas

## Export form Japan

### 1. China

2.5

(FYE Mar. 2020)

4.1

(FYE Mar. 2025)

- Access new local dealers.
- Consider pursuing consolidated purchasing for government-run companies and pursue Internet sales.  
(Pursue e-commerce)

### 2. Southeast Asia

1.0

(FYE Mar. 2020)

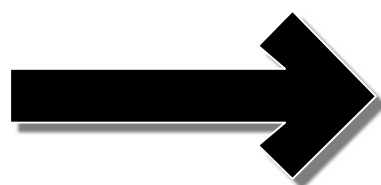
2.0

(FYE Mar. 2025)

- Access new local dealers.
- Use **AXEL\_GLOBAL**  
Product search site for overseas  
(multilingual 16 languages support)

3.7 billion

(2020/3)

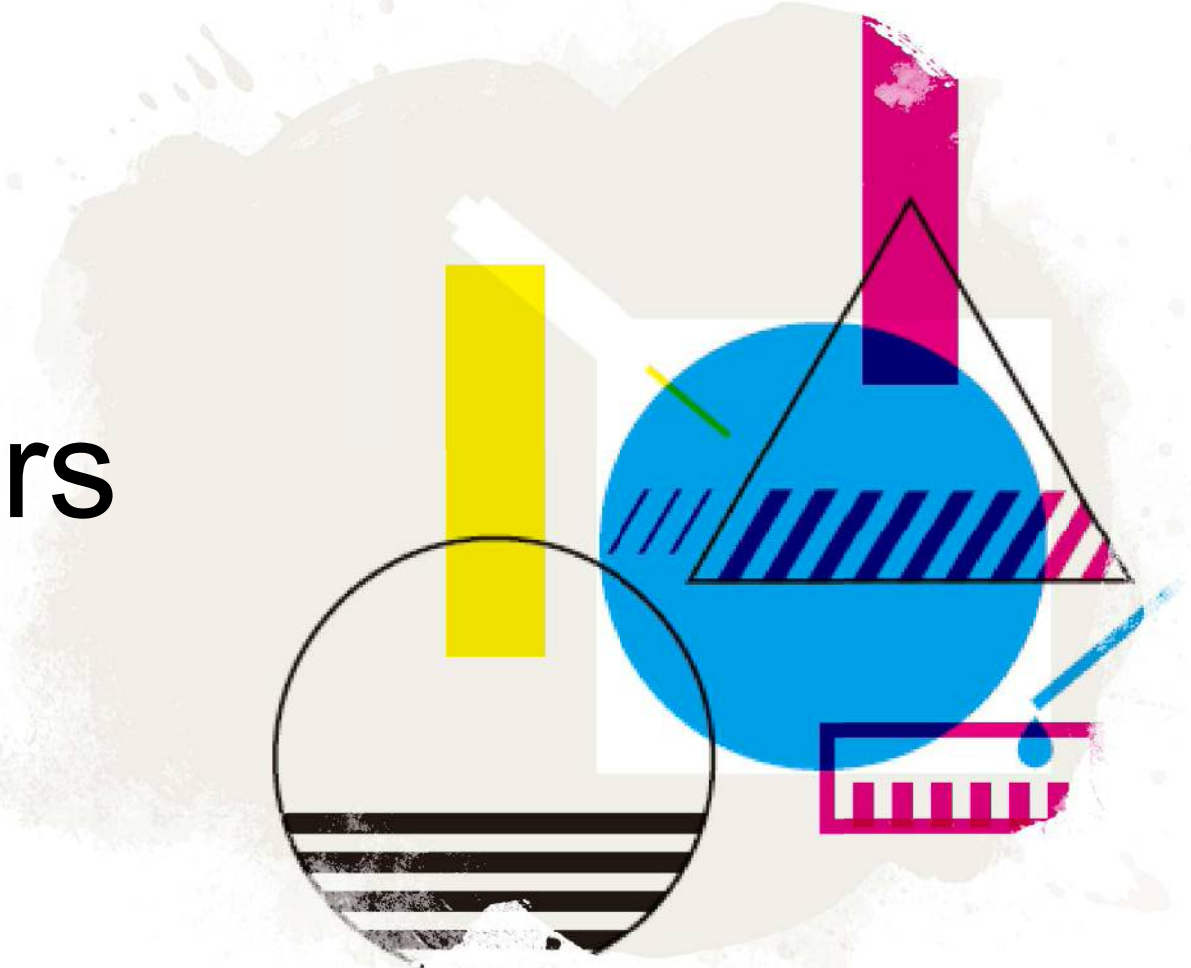


6.2 billion

(2025/3)

**Use the platform that AS ONE has developed as the core of overseas expansion.**

As a platform  
for researchers



# Expand Product Line-up

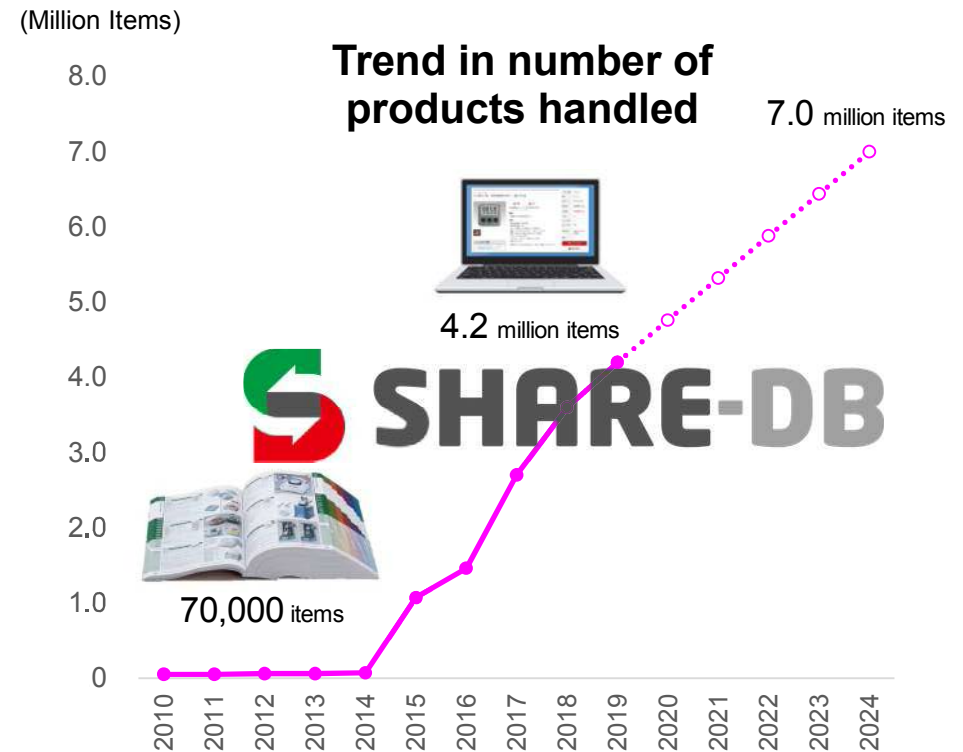
## Further expanding long tail of business

- **Expand original products:**  
Introduce products that add value and have superior value.
- **Expand specialized products:**  
Identify specialized products that are employed by users.
- **Expand global products:**  
Introduce products via AS ONE's overseas network.
- **Expand products that meet the needs of users:**  
Handle products that are needed by users.

**Aim to be the industry database.**

4.2 million items  
(FYE Mar. 2020)

7 million items  
(FYE Mar. 2025)

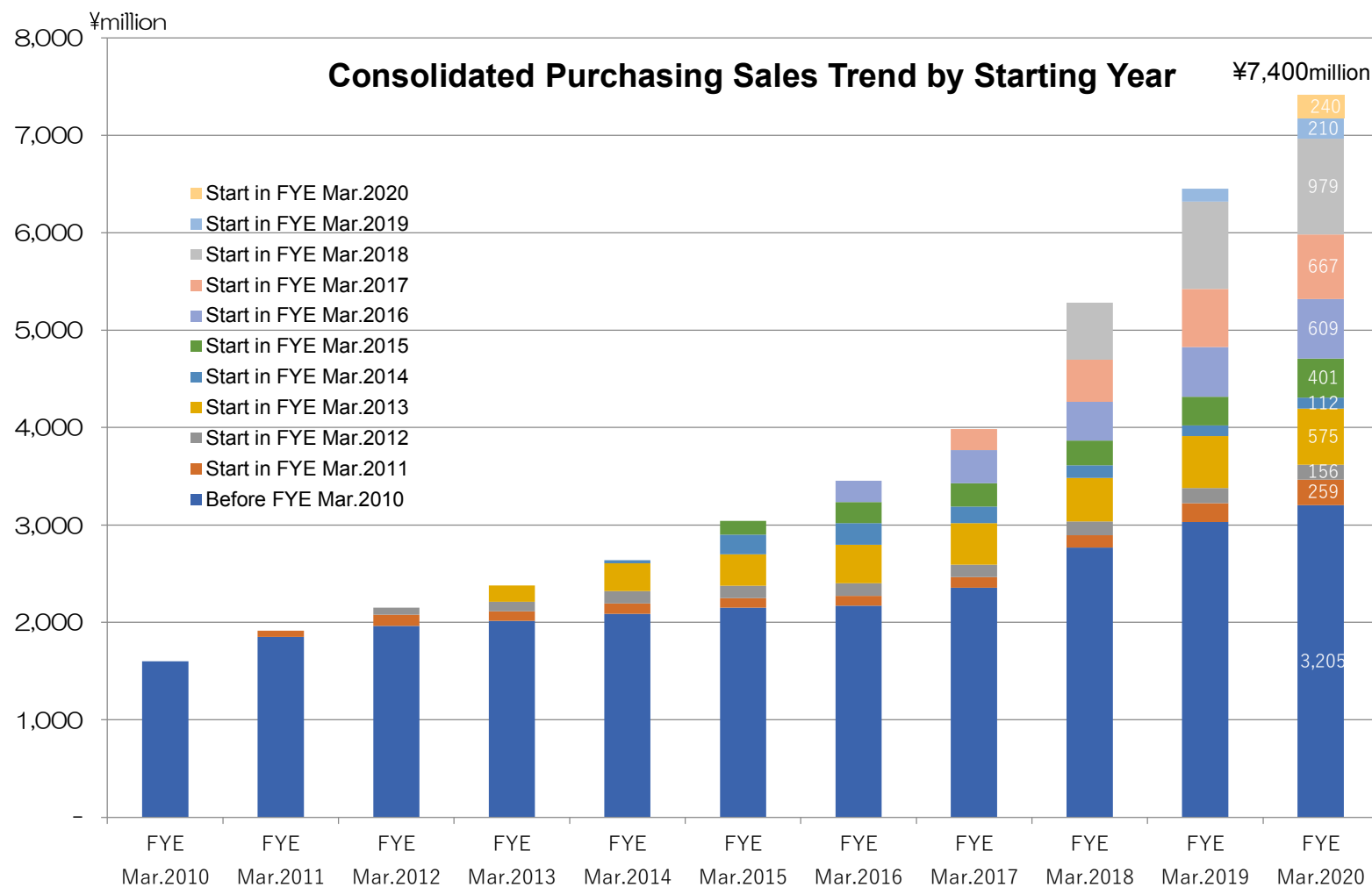




## Reference Data



## Steady Growth in Consolidated Purchasing Sales to Existing Contracted Companies



# (Reference) Corporate Overview

Name	AS ONE Corporation
Head Office	2-1-27 Edobori, Nishi-ku, Osaka, Japan
Foundation/Establishment	1933 / 1962
Major Business Segments	Sales of research instruments, nursing and caring goods for medical institutions, etc.
Number of Employees	585 (Consolidated, FY ended March 31, 2020)
Number of Shares Issued	20,688,135 shares (including 2,020,776 shares in treasury stock, as of March 31, 2020)
Shareholder Composition	Individuals 20.1%, Foreign individuals 31.1%, Treasury Shares 9.8%, etc. (Mar , 2020)
Total Assets	¥81,520 million (Consolidated, FY ended March 31, 2020)
Net Assets	¥56,493 million (Consolidated, FY ended March 31, 2020)
Equity Ratio	69.2% (Consolidated, FY ended March 31, 2020)
Net Income per Share	¥319.60 (Consolidated, FY ended March 31, 2020)
Net Assets per Share	¥3,026.35 (Consolidated, FY ended March 31, 2020)
Stock Exchange Listings/ Securities Code	First Sections of the Tokyo Stock Exchange / 7476
Unit of Trading	100 shares



These materials are an English translation of the original document in Japanese. The Company's performance forecasts and other information are based on the Company's understanding as of the time the earnings presentation materials were prepared.

These materials may contain information about financial targets, forecasts, and other forward looking statements regarding AS ONE Corporation. Actual results may differ substantially due to a variety of factors, including changes in business management, economic conditions, financial markets, and other circumstances.

These materials does not have the participation of a certified public accountant or an auditing corporation.