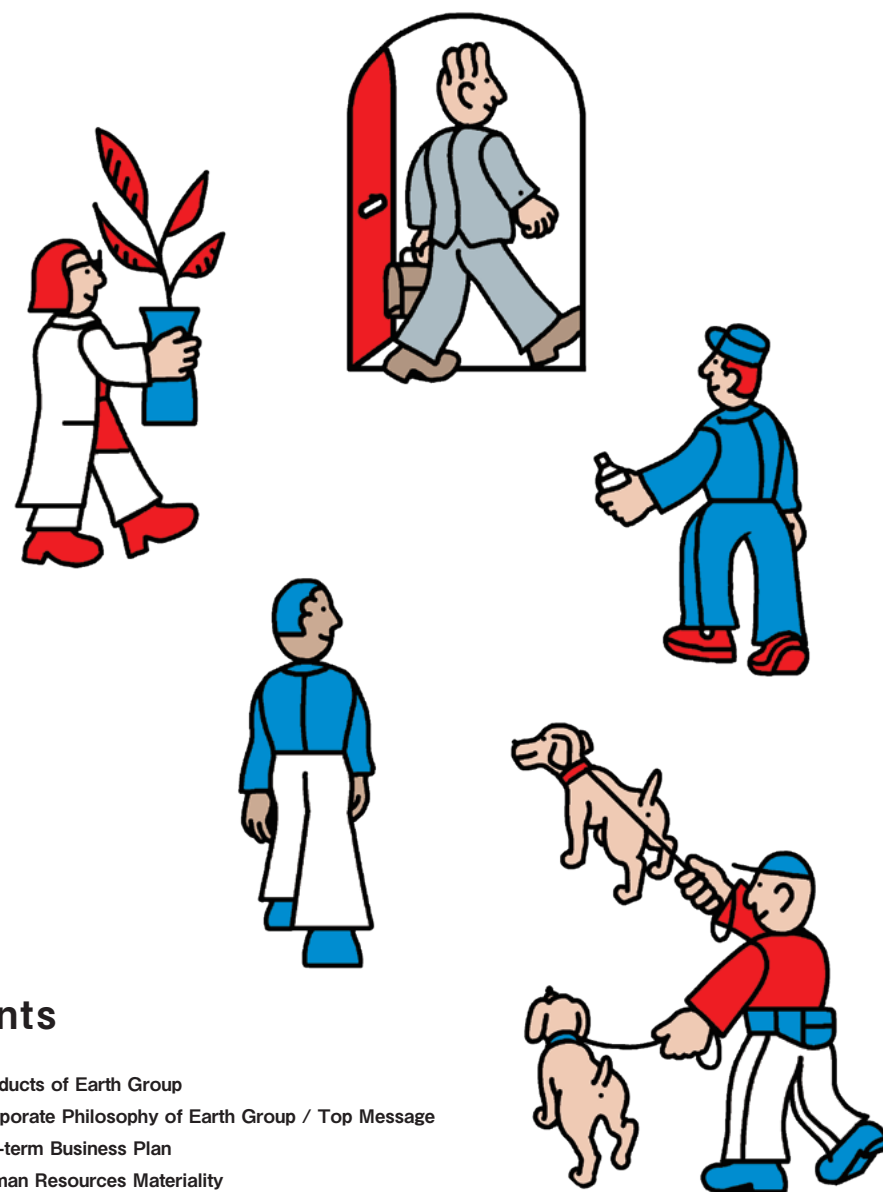


# Earth Group Act For Life

Group Profile 2024





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Our name “Earth” represents our passion to  
bring happiness to everyone living on Earth.

Changing with the times, we are celebrating our 100th anniversary in 2025.

We deliver user-friendly products that serve many people in everyday life,  
learning from nature, and making discoveries through science.

Thinking about what’s “pleasant” for users, we create just the right balance  
through creativity and combinations.

People who create, deliver, and support come together  
today, tomorrow, the day after tomorrow,  
and into the future.

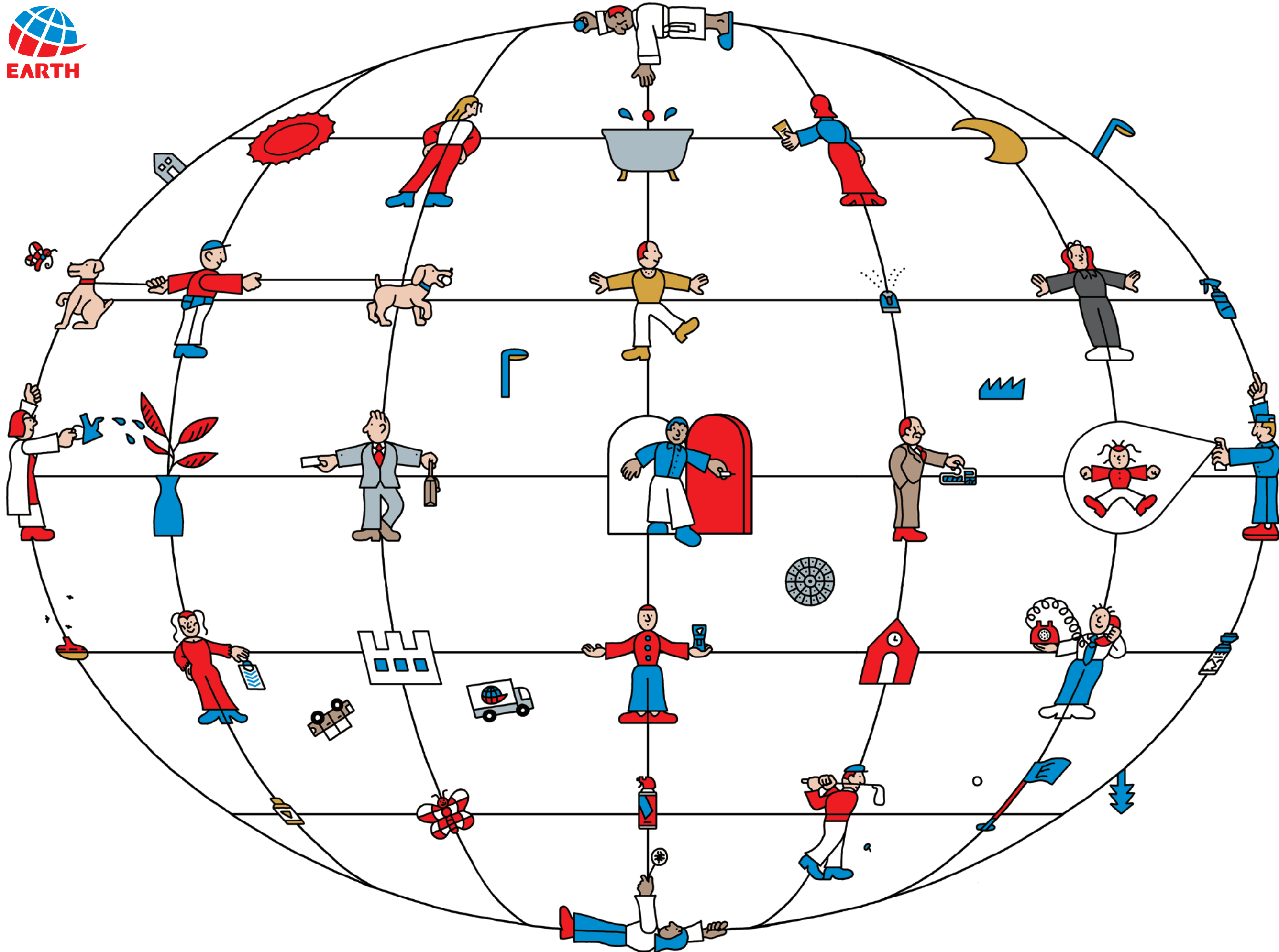
Our products are safe and become more pleasant as they are used.

We are here with you in your daily life to increase “pleasant” time.

Earth Group is looking one step ahead to bring much more “pleasant” smiles to the Earth.

# Act For Life

地球を、キモチいい家に。





# Earth Group products support customers in every aspect of their life

Earth Group contributes to better health and life for customers in its pursuit of manufacturing focused on “customer perspectives” while ensuring eco-friendly operations.  
We continue to deliver high-quality products into the life of people in Japan and all over the world.

Sprays  
for flies &  
mosquitoes



Earth Jet

Liquid  
Mosquito  
repellents



Earth No-mat

Sprays  
for  
cockroaches



Gokishu A...Amazing!

Insect  
repellent  
for clothing



Mrs. Lloyd

Dehumidifier



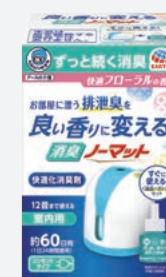
Dry & Dry UP NECO

Deodorant  
air fresheners



Sukki-ri!

Nursing care  
products



Helper Tasuke

Cleaning  
products



Air conditioner cleaning spray

Insect  
repellent  
for body



Saratect

Hanging  
insect  
repellent



Earth Insect Repellent Net EX

Standing  
insect  
repellent



Mamoroom

Fruit fly  
catcher



Kobae Ga Hoi Hoi

Bath  
additives



Kikiyu

Bath  
additives



Bath Roman

Oral care  
products



Mondahmin

Cleaning  
products



Bubloon

Cooling  
spray  
for clothing



ICE-NON shirt mist

Masks



Kaiteki Guard Pro

Disinfectant  
&  
deodorant



N.act disinfectant & deodorant spray

Deodorizer  
for  
refrigerator



NONSMEL

Pet food



1ST CHOICE

Pet  
deodorant



JOYPET Natural Ingredient Deodorizer

Herbicide  
for  
home  
gardening



Ouchi no Kusa Korori

Insecticide/  
fungicide  
for home  
gardening



Lohapi



地球を、キモチいい家に。



**EARTH**  
**Act For Life**

Providing products and services that all the people on Earth need,  
and driving sustainable development and growth with society.

That is our will as expressed in our Philosophy, Earth Policies and Earth Values.

Act For Life represents Earth Group's promise with customers to support their *life* and *act* to  
make them safer and more comfortable.

#### Earth Group Corporate Philosophy

**We act to live in harmony  
with the Earth.**

#### Earth Policy

**Creating a Market  
with customers**

**Passion•Innovation•Integrity**

**Momentum•Achievement**

#### Earth Value

**One Earth**

**Open  
communication**

**Diversity**

# One Earth

**Earth Group  
keeps  
exploring  
new horizons  
more  
powerfully.**

Earth Corporation is celebrating its  
100th anniversary in 2025.

As we look forward to this important milestone,  
we are grateful to our stakeholders and forefathers.

The driving force behind our long-term growth has been  
our belief in the thorough pursuit of “Customers’ perspectives”  
and the venturing spirit as we adapt to changes.

All for our customers.

Each company, both in Japan and overseas, and every person  
who works there will cherish the “Soul” that they share today,  
and multiply each other’s strengths.

With “Our Group Working Together Toward a Bright  
Tomorrow for EARTH” as a slogan for the new mid-term  
business plan from 2024 onward, Earth Group will grow  
stronger than ever.



Earth Corporation  
Representative Director, President & CEO /  
Chairman of the Board of Directors of Group Companies

**Katsunori Kawabata**

# Act For SMILE COMPASS 2026

SLOGAN

## Our Group Working Together Toward a Bright Tomorrow for EARTH

Now is the time to fully actualize the Earth Group’s potential.

Throughout the duration of the Mid-term Business Plan, we will be putting in place a structure allowing us to actualize our potential, allowing the Earth Group to grow to become an even more robust organization toward a bright future.



Our Mid-term Business Plan is a “COMPASS” that shows our corporate direction.

Designed for all employees at Earth Group, COMPASS is a code of conduct that guides employees to the target destination.

COMPASS: Code of conduct that represents

- C** **Customer first**  
“Customers’ perspectives” - Absolute principle that comes at the top of Earth Policy
- O** **Open communication**  
“One-sided Communication” is not communication.  
Communication happens only when people are convinced and take action.  
We actively share our opinions, listen to others, and deepen mutual understanding.
- M** **Mind-set for evolution**  
Our external environment is constantly changing.  
With broad viewpoints, we embrace changes and stay determined to evolve ourselves.
- P** **Proactive challenge**  
We can even accept failure as a result of ambitious challenge.  
It leads to more learning and greater growth than not doing anything in fear of failure.
- A** **Agility**  
We focus on the global market, and work with agility.
- S** **Sustainability**  
As a company that co-exists with the world, we contribute to society through our business.
- S** **Smile**  
Fortune comes in by a merry gate.  
People gather in a place filled with smiles and positive vibes.



# Our Group Working Together Toward a Bright Tomorrow for EARTH

To drive the long-term growth of Earth Group, we will solidify the group management foundation by building governance that supports international businesses and other growth fields, and restructuring organizational functions for generating synergies, thereby aiming to improve profit margins from 2027 onward.

2021 2022 2023 2024 2025 2026 2027 2028

COMPASS 2023

Act For SMILE COMPASS 2026

Next Mid-term Business Plan

Transform the earnings structure & build a framework



Drive sales: Overseas

1

Grow market share

Cultivate markets

Review businesses



Drive revenue: Domestic

2

Shift the business portfolio

Optimize resource allocation



Build a foundation: Group

3

Enhance oversight of Overseas/Group companies

Enhance M&A capabilities

Enhance investment profitability

Enhance global expansion

Nurture a second revenue pillar after Insecticides

Build a foundation for diverse business development

Group restructuring & enhanced profit structure

Maximize Group sales & profits

Operating Income Margin



## Focused policies

Act For SMILE COMPASS 2026 defines three focused policies: Expand sales overseas; Transform the earnings structure; and Enhancing group management, by identifying challenges based on reviews of the previous Mid-term Business Plan.

### Three focused policies

1



#### Expand sales overseas

##### Implementing a growth strategy at each local organization

- We will implement sales strategies and measures tailored to the local situation and drive market share in each country.
- In export business, we will expand our footprint with a focus on our unique insecticide products and invest resources in highly marketable areas.

##### Building a supply chain in line with Mid-term Business Plan in each area

- We will establish a system for procurement, production, and logistics to ensure smooth supply in line with a product development plan.

##### Expanding talent that supports growth

- We will define talent requirements for international activities and reform our human resource system for people working overseas.
- We will enrich global human resources through planned transfer, development, and hiring.

2



#### Transform the earnings structure

##### “Selection and concentration” of brands/SKUs

- With future potential and profitability in mind, we will aim for improving efficiency with a target to reduce SKUs by 30%.
- We will revisit marketing investment allocation and actively invest into bath additive and oral hygiene categories.

##### Improving brand value and willingness to pay

- We will redefine our brand value for customers and promote marketing to become a brand loved for many years.
- We will make improvements more accurately by re-designing brand KPIs and enhancing monitoring of communication activities.

##### Lowering return rates for insecticides

- We will lower return rates with a target to reduce insecticide returns to zero, thus contributing to reducing environmental burden as well.

3



#### Enhancing group management

##### Generating cost synergies through reorganization

- We will restructure and consolidate functions for optimization across the group to generate cost synergies.

##### Strategic M&A

- We will position M&A as one of the tools to solve challenges at Earth Group and build a system for actively evaluating and promoting M&A.
- We will redefine an M&A longlist/shortlist and revamp PMI strategy.

##### Improving profitability on investment

- We will fully monitor situations after investment and establish a better way of identifying challenges quickly and discussing how to address them.

#### Quantitative Targets for 2026

We will start seeing the outcome of the structural reform in 2026, but this is just a stepping stone. After three years of preparation, we will aim for exponential growth from 2027 onward.

	Actual 2023	Target 2026	Increase/Decrease
Sales	158.3 billion yen	170.0 billion yen	+11.7 billion yen
Overseas Sales*	17.5 billion yen	25.0 billion yen	+7.5 billion yen
Operating Income	6.37 billion yen	7.0 billion yen	+0.63 billion yen
Net Income	4.1 billion yen	4.3 billion yen	+0.20 billion yen
ROE	6.3%	7.2%	+0.9pt

\* Based on current management accounting, excluding consolidation adjustment such as internal trade-offs

## Human resources materiality

# Driving human capital management

We recognize that our reason for existence is to create new value in the drastically changing environment around us, including diversification of values, technological advancement, change in the demographic structure in Japan, and globalization.

As represented with “One Earth, Open Communication, and Diversity” in our Earth Value, we have defined talent materiality from the long- and short-/medium-term perspectives by recognizing employees as our invaluable treasure that drives the growth of the company.

### Earth's human resources philosophy

## Growing together with employees =Challenge to Grow=

We value all of our colleagues, and take on challenges together

### Earth's human resources management policy

- Look for people who understand our corporate policy
- Foster people who can independently carry through on our group policy
- Provide people who are willing to take on challenges with meaningful work and opportunities
- Richly reward people who achieve results
- Create workplaces where people can work with peace of mind
- Achieve diverse workstyles

### Human resources management strategy

- Diversity
- To be a great workplace where employees can feel “fulfilled”
  - Create a framework that encourages employees to take action boldly toward goals

## Human resources materiality of Earth Group

**1** Create cost synergies by strengthening group management

**2** Build a work environment where well-being can be felt and foster internal culture

**3** Acquire and foster talent required for management and business strategies

**4** Support self-motivated career development for diverse talent and create a framework

## Value creation with activity themes

Through pre-defined human resources materiality activity themes, we will drive our Mid-term Business Plan. Specifically, we will reinforce our human resource programs (recruitment/training, personnel transfers, salary/evaluation system, work style reform, diversity, etc.) and help employees develop their skills so that diverse talent can demonstrate their abilities.

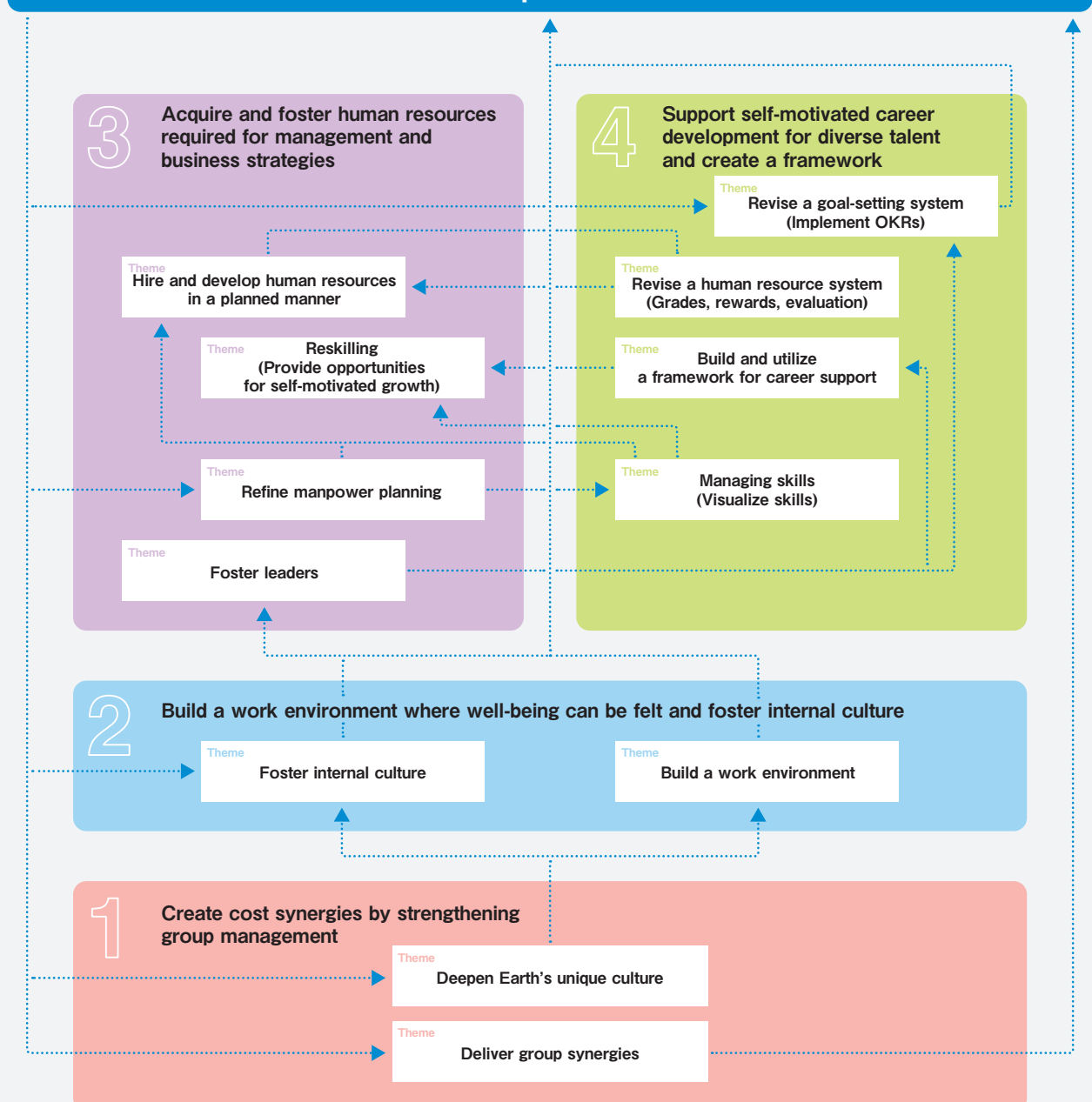
Long-term initiative

▶ We will promote the “Building a workplace that empowers diverse talent who share Earth Policy and Earth Value.”

Short- and Mid-term initiative

▶ Aiming to “Solve human resources related challenges based on the Mid-term Business Plan,” we will formulate and execute talent strategies.

## Drive well-being to engage diverse talent and empower them to develop their career



## Innovative oxidation control technology developed in Japan

# MA-T system project supports our aspiration to become a provider of comprehensive care for infectious diseases

"We act to live in harmony with the Earth." Based on this philosophy, we are working toward our goal to be a provider of comprehensive care for infectious diseases, delivering even more solutions to tackle infections. One of the key drivers (to accelerate this) is MA-T system, an innovative oxidation control technology developed in Japan.

With our experience and insights, we contribute to the world in the fight against infections.

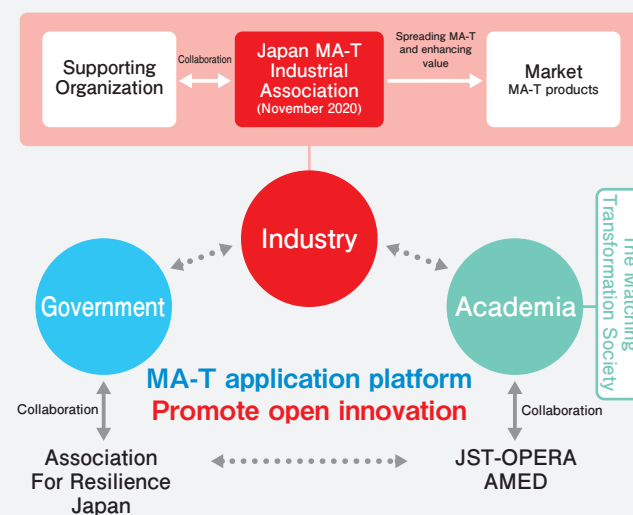
### MA-T System

MA-T System, or Matching Transformation System, is a scheme to control oxidation that was developed in Japan. This innovative technology can be used across broad applications with controlled activity levels, including inactivating viruses and killing many kinds of germs (bacteria).

### Activities of Japan MA-T Industrial Association

The Japan MA-T Industrial Association is an open innovation platform for exploring potential economic benefits and opportunities for addressing social challenges through commercial applications of MA-T System. As a leading provider of insecticides, Earth Corporation has conducted various activities all over the world to reduce the number of cases of insect-borne diseases and helping people understand insecticides appropriately. With our experience and insights, and through our activities at the Association, we work to boost social confidence in MA-T System and contribute to the world in the fight against infectious diseases that pose urgent global threats.

### Industry-government-academia collaboration



### Cases of industry-government-academia collaboration

We are promoting industry-government-academia collaboration to put the innovative MA-T System to practical use in a broad range of areas. Academic organizations such as Osaka University are conducting research in pharmaceutical, medical, dental, engineering and other fields. These studies have been selected as government-funded projects such as Program on Open Innovation Platform with Enterprises, Research Institute and Academia (OPERA) by the Japan Science and Technology Agency (JST) and a program by the Japan Agency for Medical Research and Development (AMED). Established as a place for academic presentations, the Matching Transformation Society is conducting MA-T System research and fostering young researchers.

## Award

## 6th Japan Open Innovation Prize, Cabinet Office Earth wins Prime Minister's Award

Earth Corporation received the Prime Minister's Award in the 6th Japan Open Innovation Prize by the Cabinet Office of Japan for its MA-T System joint project with other organizations including the Japan MA-T Industrial Association and Osaka University. This award recognizes our initiative to promote open innovation and business-academia collaboration with MA-T System, a promising oxidation control technology that could be

deployed broadly in society. We play our role as a hub to build a licensing platform with the Japan MA-T Industrial Association to enable the social implementation and commercialization of MA-T System. We will further accelerate our efforts to create a framework to offer patent licensing with a simple process, which will be the first of its kind in Japan, for people considering using MA-T System.



Group photo of award winners at the ceremony held on February 14, 2024  
Katsunori Kawabata, Representative Director, President & CEO, Earth Corporation (front row, third from left); Sanae Takaichi, Member of the House of Representatives, Minister of State for Special Missions, Cabinet Office (front row, fourth from left)

## MA-T system for various applications depending on activation levels

Support broad applications by enabling control of activity levels







# Earth Group



Serving lives and contributing to the Earth  
This is what we share across Earth Group  
in our concerted efforts to help creating a better society.





## Customers' perspectives at core of synergy strategy



Founded on August 26, 1925, Earth Corporation is a provider of household products in broad categories that support healthy and comfortable living. With a dominant position in the Insecticide market, the company also offers Mondahmin oral care, Bath Roman and ONPO Bath additives, Raku Hapi series of cleaning products, and Earth Garden series for gardening. Earth Corporation is driving the market in Japan, harnessing its ability to deploy products with well-structured agility through its retailer network. At the same time, the company now exports to about 50 countries, focusing on expanding its sales and market share in Asia. Earth Corporation leads the growth of Earth Group by striving toward "Creating a Market with customers" and vigorously working to generate group synergies.



Gokiburi Hoi Hoi became a big hit when released in 1973, grabbing attention as an innovative product that attracts and catches cockroaches easily without using chemically synthesized insecticide ingredients. It has been very popular in the market for more than 50 years.



Mondahmin mouthwash is designed to remove dirt in the mouth that cause problems. A broad array of products address various oral problems for people of all ages from children to the elderly.



Earth No-mat series of mosquito repellent liquid delivers reliable effect and great usability. It has maintained top share in the mosquito repellent market for more than 40 years since its launch in 1984.

## Meet the needs with products produced by ensuring safety

At Earth Corporation, our R&D team, which develops new products and improves existing products, and the Marketing team, which is responsible for creating brand strategies and conducting consumer surveys and market research, work together to address as many customer pain points as possible. And we provide customers with products manufactured by ensuring quality and optimal production volume under an advanced management system.

## Deliver products to people all over the world through strong sales capability and Customers' perspectives

Sales representatives in Japan and Overseas communicate the attractive aspects of Earth Corporation to retailers and distributors so that our products are delivered to people around the world. We adopt our unique suggestion-based sales activity, aiming to invigorate the entire category instead of just increasing sales of our own products. Launched in 2004, EMAL, Earth's unique group of specialists who support sales promotion activities, helps create an effective retail space from Customers' perspectives



## Sales Channel Strategy Head- quarters was launched to further explore the digital realm and new sales channels

This new organization was launched in January 2024 to support diverse channels. In addition to promotion to major online shopping websites and digital marketing, it offers Earth products and exclusive professional products for business channels. Through collaboration with the R&D team and joint development with other companies, it highlights Earth's technological capabilities and unleashes new applications and value for even more people.

## Develop products based on feedback and insights from customers

As represented with "Creating a market with customers" in Earth Policy, a range of feedback from Earth product users is a valuable asset. Customer Service Dept feedback accepts comments and inquiries directly from customers and uses these insights for product development.





Bring better value to  
baths with the power  
of nature and science



BATHCLIN CORPORATION, which traces its roots back to Tsumura Juntendo (currently Tsumura & Co.), known for the first bath additive in Japan called Chu-jo-tou released in the Meiji era, became a part of Earth Group in 2012. BATHCLIN CORPORATION develops unique products such as Bathclin bath additives loved by people across Japan, Nihon no meitou bath additives that recreate the water of various onsen hot springs in Japan, and INCENT hair growth tonic. These are based on herbal products, minerals from onsen hot springs, and other natural ingredients. BATHCLIN CORPORATION actively works with universities and research organizations to evaluate the benefits of taking a warm bath and the action of herbal ingredients and to establish scientific evidence. Through this, BATHCLIN CORPORATION has shared many findings from research on bath additives for addressing issues faced by people of all ages from babies through the elderly, and research on materials that help manage atopic dermatitis and contribute to healthy life expectancy. How people take a bath is changing along with the changes in the social environment. BATHCLIN CORPORATION is working earnestly to help people boost their natural healing power with the bathing habit and use of bath additives to stay healthy physically and mentally.



INCENT Medicinal hair growth tonic is the result of herbal medicine research. Active herbal ingredients such as ginger and Swertia herb help increase blood circulation to the scalp and reduce hair loss.



Founded in 1930, Bathclin has been loved for more than 90 years. With more than 20 types available, it delivers "Bathclin quality" to bring smiles and warmth to families.

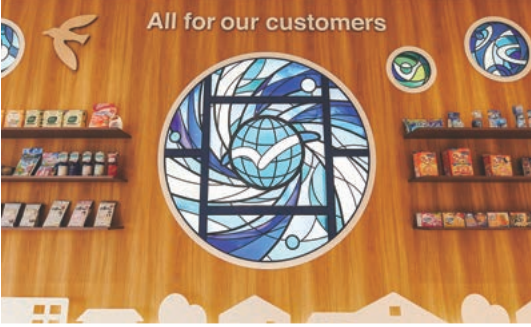


Nihon no meitou is a bath additive developed through comprehensive studies of onsen hot springs in Japan. Based on data analysis, the products provide the exotic onsen water experience with colors and scents while also recreating texture. These bath additives have been certified\* by local onsen organizations. ◆The products are not 100% identical to onsen water. \*Quality check has been conducted in terms of the product concept, water texture, color, odor, etc. by local governments or other organizations engaged in onsen-related activities at onsen towns.

Support diversification of  
group business with  
unwavering brand strength



Hakugen Earth Co., Ltd. became an Earth Group Company in 2014 through a business transfer from Hakugen Co., Ltd. Having many widely-accepted brands of household supplies such as the market-leading Mrs. Lloyd insect repellents for clothing, NONS-MEL deodorizers, and ICE-NON cooling packs, the general household product supplier provides more breadth and firm support for diversifying Earth Group businesses. Hakugen Earth is also working with Earth Corporation and BATHCLIN CORPORATION to revitalize the bath additive market. The skincare-type HERS Bathlabo and onsen concept liyu Tabidachi play key roles to attain synergies. As many people continue to wear masks, the company also offers unique products such as Kaiteki Guard and be-style. Among new products, the Dry & Dry UP NECO dehumidifier launched in 2022 is attracting attention as a product that both supports customers' needs and ensures environmental sustainability. Hakugen Earth continues to develop attractive new products and contribute to expanding the group's businesses.



Launched in 1988, Mrs. Lloyd became a big hit as an insect repellent that does not leave smell on clothes. Also featuring deodorizing, anti-mold, anti-yellowing, and mite-repelling effects, the brand delivers comprehensive care for clothes and wardrobe space.



Kaiteki Guard Pro series of masks are effective at filtering pollen and virus-laden droplets. A nose cushion fills the gap and keeps glasses from fogging up.



ICE-NON is a long-running product released in 1965. As the brand evolves, it now has a range of products including the pillow type, spray type, and neck wrap type.





Create heartfelt life  
with your pet



Earth Pet Co., Ltd. offers a broad range of brands including Earth series of Insecticides and Repellents for pets, JOY PET series of deodorants and other products, and 1ST CHOICE premium foods, as well as collars and toys. Earth Pets' subsidiary PETFOOD KITCHEN CO., LTD. manufactures and markets products including natural foods without additives. In 2022, Earth Pet opened Earth Pet House, a pilot store that offers pet care information, in Yaesu underground shopping mall at Tokyo Station. Earth Pet also renovated its distribution warehouse in Mie Prefecture into Mie Pet Center as a new location for sharing pet-related information. In 2023, Earth Pet opened Tokushima Pet Land, a hands-on research facility that also offers a facility tour to visitors and has a petting zoo space. Through these efforts, the company aims to enable comfortable living with beloved family pets from diverse perspectives. Going forward, as part of the group's global strategy, Earth Pet is seeking to enter the rapidly growing pet market in Asia and communicate globally the importance of keeping pets healthy and improving their QOL, along with publicizing products.



ChoiceS healthy food with carefully selected ingredients. It lavishly contains the tasty part of chicken and other natural ingredients. Flavoring extracts and powders make it even more delicious. It comes in a fresh pack that prevents oxidation.



JOYPET Natural ingredient Deodorizer for Dog Odor powerfully removes pet urine odor with a lick-safe natural green tea deodorant ingredient. It is scented with fresh herbs.



The popular mosquito repellent liquid Earth No-mat series includes pet versions. Designed with a tough body with excellent heat and shock resistance for safe use in spaces with animals.



To Live a More Prosperous  
Tomorrow for the Earth and  
its People



Earth Environment Service Co., Ltd. offers an integrated environmental hygiene management service as a core business for fields where quality and hygiene control are critical, such as food and pharmaceutical manufacturing sites, retail stores, and healthcare facilities. To protect facility environments from microbial contamination, insects, and other foreign substances, Earth Environmental Service offers integrated support from science-based professional consulting through on-site implementation. With the belief that supporting on-site hygiene management contributes to healthy and happy life of people, Earth Environmental Service offers management technologies and implementation know-how as a quality and hygiene management specialist that ensures safety of customers. At Saito Research and Training Institute (T-CUBE) in Ibaraki City, Osaka, it focuses on R&D, Testing & Identification, and Human Resource development. Through diverse industry-academia-government networks, it creates innovations including the development of AI-driven insect-capturing and analysis systems, and talent development and scientific data collection in the field of regenerative medicine at a cell processing facility for education and training. Beyond "Supporting Hygiene Control," Earth Environmental Service addresses all kinds of challenges of "Environment" around customers and in society and contributes to creating an "Environment" that leads to a better future.



Saito Research and Training Institute (T-CUBE) creates innovation through diverse industry-academia-government networks with a focus on R&D, testing & identification, and human resource development.



# Earth Group's reliable quality spreads across Asia

## Earth Group plants in **4 countries, 12 locations**

Acquired ownership of BATHCLIN CORPORATION in 2012; Established Hakugen Earth in 2014; Established Earth Pet and acquired ownership of A My Gia Joint Stock Company (currently Earth Corporation Vietnam) in 2017.  
Combining manufacturing know-how of Earth Corporation and know-how of new companies that have joined the group, we are streamlining costs and improving profitability.

### Earth Corporation (Tianjin) (Earth Corporation Tianjin plant)



No. 98, Xin An Road, TEDA West, Tianjin, China

### Hakugen Daily Consumer Products (ShenZhen) Co.,Ltd.



Building A2-1, Zedali Industrial Park, Zhancheng Community, Fuhai Street, Bao'an District, Shenzhen, China

### Earth Corporation Vietnam Binh Duong plant



Block C6, N3 St., Nam Tan Uyen IZ, Khanh Binh Ward, Tan Uyen Town, Binh Duong Province, Vietnam

### Earth Corporation (Suzhou) (Earth Corporation Suzhou plant)



No. 418 Chaohong Road, Suzhou New District, Suzhou, Jiangsu, China

### Earth (Thailand) Co., Ltd. Nava Nakorn plant 1, 2



<Plant 1>  
101/64 Moo 20, Navanakorn Industrial Estate, Phaholyothin Road, Klong Luang, Pathumthani 12120, Thailand

<Plant 2>  
60/69, 60/87 Moo 19, Navanakorn Industrial Estate, Phaholyothin Road, Klong Luang, Pathumthani 12120, Thailand

### Ako plant, Earth Corporation



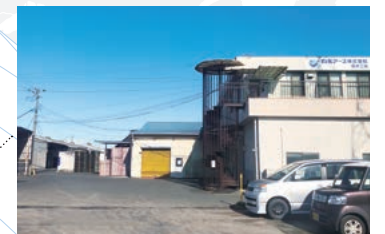
1122-73, Nishihamakita-machi, Ako-shi, Hyogo

### Sakoshi plant, Earth Corporation



3218-12 Sakoshi, Ako-shi, Hyogo

### Tochigi plant, Hakugen Earth Co., Ltd.



70-2, Oaza-Arai, Oyama-shi, Tochigi

### Saitama plant, Hakugen Earth Co., Ltd.



1387, Koemon, Kuki-shi, Saitama

### Shizuoka plant, BATHCLIN CORPORATION



242-1, Yainaba, Fujieda-shi, Shizuoka

### Wakayama plant, Hakugen Earth Co., Ltd.



1-1-27, Kozaiika, Wakayama-shi, Wakayama

### Tokushima plant, Earth Pet Co., Ltd.



923, Kagasuno, Kawauchi-cho, Tokushima-shi, Tokushima



## Challenge & Change

# Driving global penetration of Earth brand by embracing challenge and change

## 3 measures to focus on to expand global sales

1

**Regional strategies centered on five local offices**

We are accelerating regional strategies mainly in Thailand, China, Vietnam, Malaysia, and the Philippines, where we have local offices. In Thailand and Vietnam, we aim to expand revenue and market share in addition to sales. In Malaysia and the Philippines, we will expand sales channels. In China, we will strengthen our approach to top physical retailers as we review our business strategy. In addition, we will actively expand exports and accelerate the horizontal deployment of successful cases across regions.



2

**Building supply chain for future growth**

To ensure smooth product supply and increase profit, we will build a system from the standpoint of holistic optimization in line with the mid- and long-term plan in each region. We will also build a production system and logistics networks through new M&A and other initiatives.

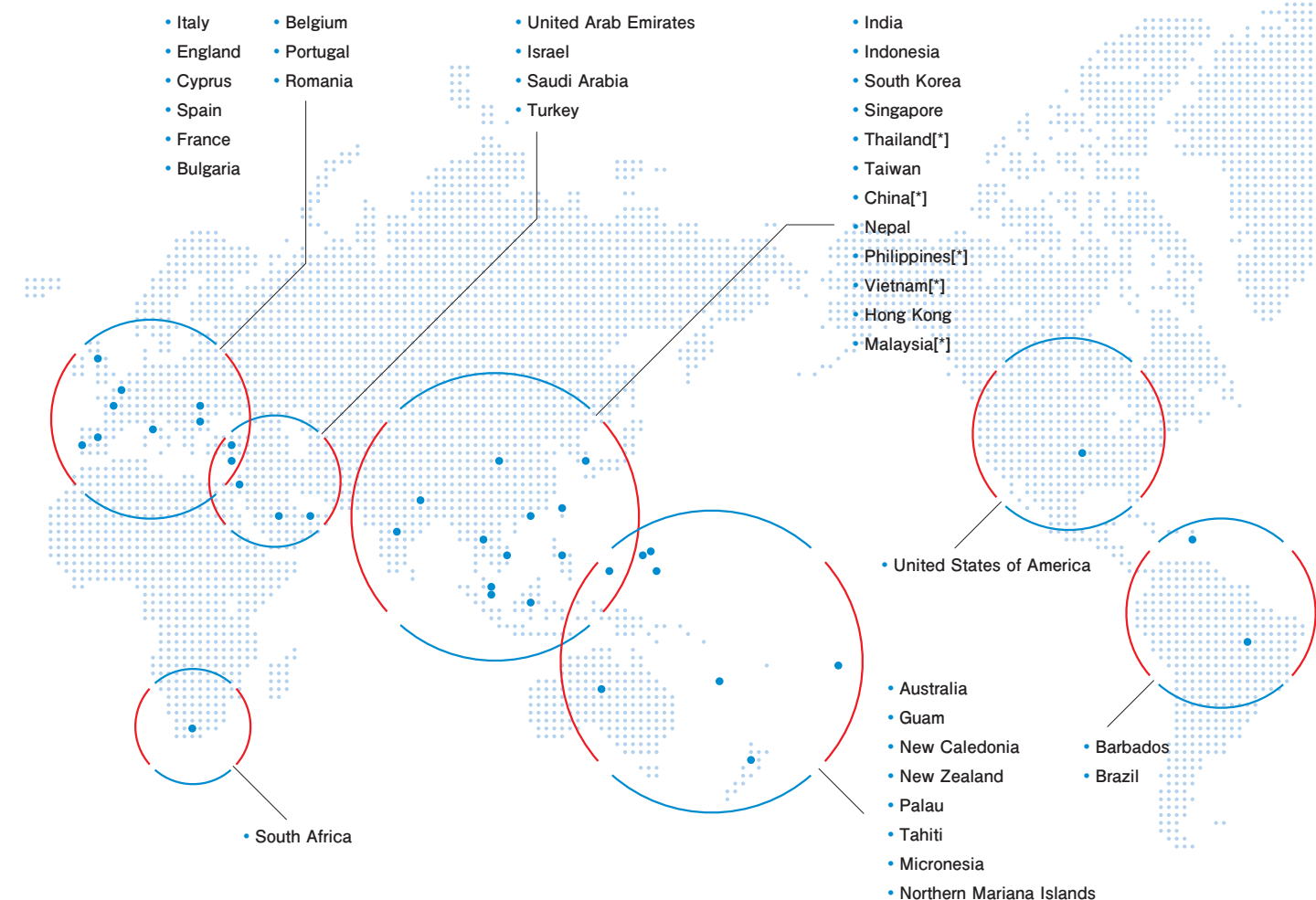
3

**Fostering/hiring global talent**

Strengthening human resources to support global shift is essential for the success of our global strategy. We will create programs to allow promising employees to swiftly gain experience in international markets regardless of age while also focusing on talent acquisition including local recruitment.

### Map of export destinations

• Export destinations (\* indicates local office)



(Actual export in 2023)

### Global topics

#### [Southeast Asia]

#### Aiming to be No.1 insecticide provider in Thailand by 2026

In Thailand, we have established a strong position as a Thai brand mainly providing insecticides, air care, and oral care products. Especially with insecticides, we are currently in second position in the Thai market. The local office is striving to win its first No.1 share in a market outside of Japan by 2026.



#### [Southeast Asia]

#### Establishing unified global brand

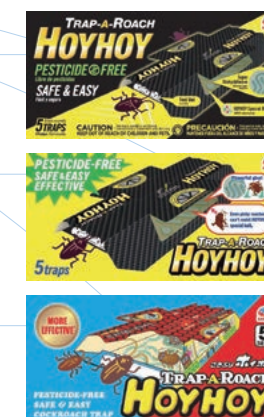
To drive the global penetration of Earth brand, it is essential to understand the life of people in each country and address their challenges while also unifying our brand. We are strengthening marketing by turning our Mondahmin oral care into a global brand and launching new global brands.



#### [Export/cross-border]

#### Expanding export business and cross-border/local e-commerce

In addition to five countries in which we have local offices, Earth Group products are exported to about 50 countries and regions all over the world. By building close partnerships with local distributors, we will expand our product portfolio and accelerate deployment in Saudi Arabia and other Middle Eastern countries as well as Taiwan and North America. As our external environment continues to change, the cross-border e-commerce team in Japan aims to achieve synergies through flexible partnerships with e-commerce providers in China. We will also promote local e-commerce in Thailand, Vietnam, Malaysia, and the Philippines by defining key products.





# Aiming to expand market share and enter new markets with a slogan “Challenge & Change” —Keywords: “Speed & Many”—

Since 2016, we have accelerated initiatives to expand our revenue base in Asia through increased investment into the company in Thailand, M&A in Vietnam, incorporation of a company in Malaysia, restructuring of the company in China, and M&A in the Philippines.

By deeply infusing “Earth Way” into the five local offices outside of Japan, we aim to further expand our market share and enter new markets.

## Earth (Thailand) Co., Ltd.

### Hub of global strategies across Asia and the Middle East

Earth (Thailand) Co., Ltd. was established in 1980 as the first local office outside of Japan in Earth Group. It has built a solid foundation in Thailand with a community-based business model, broadly covering product development, manufacturing, sales, and logistics. It also develops products from “customers’ perspectives” based on market needs, such as the local insecticide brand OASIS and special local Mondahmin flavors. As more products are now manufactured internally, stable manufacturing capability has enabled the company to play a role as a manufacturing location for Japan, ASEAN, and the Middle East. As it strives to win the top share in the insecticide market outside of Japan for the first time, it brings insights from operations in Thailand to other countries, making a leap forward as a regional hub in Asia.



Ingredients and packages optimized based on research of consumers in Thailand have led to growing support from customers. We are striving for even higher goals to be No.1 in the global market for the first time.

OASIS air freshener with insect repellent effect has been developed based on the needs of Thai people who love fragrances (left). Mondahmin Kawaii has been developed in Thailand (right). With a whitening effect, it is popular among customers.

## Earth Corporation (Shanghai)

### Win recognition and trust in China amid remarkable growth

Earth Corporation (Shanghai) was established in 2015 as the general sales company of the Sales Division, aiming to expand sales in China, where the market is growing remarkably. Working with two factory operators in Tianjin and Suzhou as well as HAKUGEN EARTH and Earth Pet, the company conducts sales activities mainly in four large cities: Beijing, Shanghai, Guangzhou, and Shenzhen. The major offerings include ARS 安速. The company works with the team in Japan to strengthen sales through physical retailers and to reach potential customers via e-commerce channels. It takes a dual approach from China and Japan to promote the brand in China.



Earth No-mat’s package has been redesigned to make ARS brand stand out. By highlighting its ability to catch flies as well, the company is aiming to expand sales in China.

ARS 安速 Black Caps, 12 pieces. With a chain effect, it kills cockroaches in the nests as well. It gained tremendous popularity in their inbound market in Japan. It has also been well-received in China.

## Earth Corporation Vietnam

### Revitalize insecticide market leveraging strong sales network

A local manufacturer and distributor of household supplies in Vietnam started operations under the new trade name in 2017. Vietnam’s territory extends over a long distance from north to south where small family businesses account for 70% of all retailers. To ensure smooth delivery in such an environment, the company leverages its growing sales network of 700 members across the country. With the mainstay detergent brand Gift as a foundation, the company is working to revitalize the insecticide market by promoting broad adoption of ARS. At Binh Duong plant in the southern part of the country, the company mainly manufactures liquids and aerosol sprays. Earth Corporation Vietnam is actively investing into the plant, potentially making it a manufacturing site for ASEAN and Japan.



Among new aerosol sprays, ARS GOLD repels both flying and crawling insects including mosquitoes, flies, cockroaches, and ants while ARS PINK repels mosquitoes and flies. The company will strengthen sales of these sprays as core products for the expansion and penetration of ARS brand.

Gift is a household detergent series that has been popular since the time of its predecessor company. It still maintains a large share in the market today. It comes in a variety of choices such as dish soaps and toilet cleaners.

## EARTH HOME PRODUCTS (MALAYSIA) SDN. BHD.

### Amplifying brand presence in ASEAN and accelerating global deployment

Earth Home Products (Malaysia) Sdn.Bhd. was established in 2019 as a sales trading company in Malaysia, one of the ASEAN countries that maintains the highest rates of economic growth. Like in other Southeast Asian countries, there is a strong need for insecticides in this country because of the risk of mosquito-borne infections due to the warm climate. As the economy grows, consumers are becoming more aware of hygiene and more willing to spend money on such products. Malaysia is a promising growth market that is ready to adopt value-added products, which are Earth Corporation’s forte. Currently, the company is working closely with local distributing agencies and partners to increase brand awareness in Southeast Asia. It is accelerating the global deployment of products manufactured by group companies.



Aerosol products released in 2022. They deliver outstanding benefits: ARS 12-HRS provides lasting effects for 12 hours, and ARS CRAWLY7 is effective for bedbugs.

An air freshener with an insect repellent effect launched in Thailand. The company is expanding the OASIS brand with potential release of other types.

## EARTH HOMECARE PRODUCTS (PHILIPPINES), INC.

### New global strategic location for expanding revenue base in Asia

Earth Homecare Products (Philippines), Inc. started operations under the new name in 2022 through acquisition of the most part of business from a company which used to provide insecticides, homecare products, and pet care products in the Philippines. The company creates synergies by collaborating with factories in Thailand and Vietnam established earlier. With expected population surge and economic growth, the Philippines has seen growing need for insecticides and homecare products like other countries in Southeast Asia. The market has strong potential for growth in the future along with its economic growth. By complementing the business of the predecessor company with products from Earth Group, the company aim to grow further as it plays its part to expand revenue base in Asia.



In the key aerosol category in the market, the company released ARS JET GOLD in 2024. Building on the brand value established by its predecessor, the company strives to expand its business foundation through effective synergies with Earth’s strengths.

The company offers Earth’s iconic Hoy Hoy Trap-A-Roach. This product also serves as the first insecticide that shows the quality of Japanese products.

# Challenge & Change

## Sustainability of Earth Group

# Earth Group's global sustainability initiatives

Earth Group is actively working on CSR and sustainability to drive sustainability for the group and for society by enabling safe and comfortable life. Our initiatives spread globally.

## Thinking about sustainable corporate management

## Materiality initiatives that Earth takes part in

For the long-term growth of Earth Group, we need to understand and assess the impact of diverse social issues on our corporate activities and clarify key management challenges. Based on this belief, Earth Corporation defined Materiality in 2021. In line with pre-defined focused topics and associated goals/K-PIs, we are promoting sustainable initiatives leveraging Earth Group's business characteristics and management resources.



You can access information about our Materiality using the QR code above.

## Major initiatives that Earth Corporation takes part in

## United Nation Global Compact (UNGC)

UNGC is a voluntary initiative for companies and organizations to act as good members of society and play their roles to create a global framework for achieving sustainable growth by demonstrating responsible and creative leadership. At Earth Corporation, we conducted our own activities in line with the Ten Principles of the UNGC even before we joined the initiative in 2021. We will continue globally significant sustainability activities in the field of ESG through our business activities to address diverse social challenges.



## TCFD recommendations

In 2022, we endorsed recommendations by the Task Force on Climate-related Financial Disclosures (TCFD). We will diligently disclose information based on analyses and reviews in accordance with the TCFD recommendations so that we can address climate change as specified in Earth Corporation's Materiality.



## TCFD Consortium

We have joined the TCFD Consortium as we endorse its activities. As a member of the Consortium, we are actively working to understand the financial impact of climate change and disclose information based on the recommendations.



## Japan Climate Initiative (JCI)

Endorsing the JCI's declaration to join the front line of global trend for decarbonization from Japan, we have disclosed our policy, goals, and initiatives to address climate change. To achieve a carbon-neutral society by 2050, we are improving energy efficiency and accelerating the use of renewable energy in our business activities.



## The TNFD Forum

The TNFD Forum is an organization that shares and supports the vision and mission of the Taskforce on Nature-related Financial Disclosures (TNFD), a global group working to build a framework to assess and disclose the risks and opportunities related to nature's assets and biodiversity. We will contribute to conserving biodiversity, which is a global challenge.



## JBIB

In line with a decision at the 8th meeting of the Conference of the Parties (COP 8) to the Convention on Biological Diversity (CBD), private-sector engagement from Japan needs to be promoted. We have joined the JBIB as a company actively working on conserving biodiversity, aiming to contribute to biodiversity conservation both in Japan and globally.



## 30by30 Alliance

In 2023, we joined the 30by30 Alliance for Biodiversity, an initiative aiming to achieve the 30by30 goal by expanding the current protected area (approx. 20% of land territory, 13% of ocean territory) in Japan and by certifying areas that have been conserved by the private sector.



## Addressing climate change

## Reducing CO<sub>2</sub> emissions

Earth Group conducts business activities in harmony with the global environment. We address climate change by positioning it as a key management issue that has an impact on our corporate value. Based on this, we are working to reduce CO<sub>2</sub> emissions.

## Transition to renewable energy

In April 2021, our Ako Plant in Ako City, Hyogo Prefecture transitioned to electricity from renewable sources that produce virtually no CO<sub>2</sub>. This was followed by the office and other buildings on Ako Plant premises in 2022, and the production building at Sakoshi Plant in April 2023. Product manufacturing at Earth Corporation's own plants is now 100% powered by electricity that emits no CO<sub>2</sub>.



Sakoshi Plant

## Third-party assurance

Across Earth Group, we recognize the importance of understanding greenhouse gas emissions throughout the supply chain to achieve a carbon-neutral society. In 2022, we visualized comprehensive GHG emissions including Scope 1 and 2 (Earth Group) as well as Scope 3

(Earth Corporation). To further ensure accuracy, we received third-party assurance. As we accelerate our efforts on climate change, we will continue to disclose GHG emissions by Earth Group, calculate our carbon footprint, and reduce emissions.

## Paying attention to global environmental issues

## Biodiversity conservation

In 2023, Earth Corporation defined a biodiversity policy to conserve biodiversity at Earth and across the supply chain and ensure sustainable use in collaboration with our stakeholders.

## Nature conservation

Earth Corporation does not only protect forests as wildlife habitat but also actively conducts forest wildlife research.

### ● Project to protect a forest designated as a natural monument (Ikishima island off the coast of Sakoshi Bay, Ako City, Hyogo Prefecture)

## Weeding of The Japanese staunton vine

We collaborated in the weeding of The Japanese staunton vine (*Stauntonia hexaphylla*), a climbing plant that affects lucidophyllous forests.

## Addressing oak wilt disease

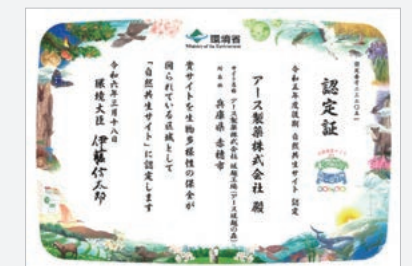
We supported the investigation and monitoring of damage and provided/installed/collected *Kashinaga Hoi-Hoi* for protecting trees from oak ambrosia beetles.



## ● Designated as OECM site\*

Earth Corporation is conducting ecological surveys and conservation of green space in Sakoshi Plant (Earth Sakoshi Forest). In March 2024, it was designated as an OECM site by the Ministry of Environment.

\* OECM sites are designated by the national government as areas where biodiversity has been conserved through private-sector projects and other initiatives. Designated areas are registered in a global database unless they are also registered as protected areas.





## Enabling safe and comfortable life for people in the world

## CSR activities of Earth (Thailand)

## Earth CSR Project

Earth (Thailand) has been promoting Earth CSR Project with a slogan "Enabling safe and comfortable life for people in the world as a provider of comprehensive solutions to fight infectious diseases." With key focus on eradicating dengue fever, the company offers samples of its insecticides (mosquito coils, OASIS lotion) and distributes educational leaflets about dengue prevention to help people understand the impact of infection and importance of preventing the disease. It distributes samples at hospitals, schools, blood donation centers, markets, and retail outlets while also organizing seminars for schools about dengue prevention. By designating Mae Hong Son province, one of the areas most affected by dengue fever in Thailand, as a priority area for dengue fever eradication, the company is promoting CSR activities with a focus on eradication in the province.



## Contributing to better life with pets and social welfare

## Earth Pet's contribution to community and society

In April 2023, Earth Pet opened Tokushima Pet Land, a first-of-its-kind hands-on research facility in the pet industry, inside Otsuka Pharmaceutical's Second Tokushima Factory. This facility is designed to help people understand pets and pet care products and contribute to a better life with pets and social welfare. In addition to the research function, it invites people to see the process of developing pet food and other products. This new type of facility is also equipped with a petting zoo area with cats and dogs and a space for experiencing trimming. A creature observation area showcases mosquitoes, ticks, and fleas, which can cause serious diseases, along with insecticides that protect cats and dogs from these insects, explaining simply the purpose of these products and how to use them.



(Upper right) Simulated living room; (Bottom) Lounge area for cats and dogs and entrance lobby

## Promote physical and mental health of employees

## Earth Corporation, BATHCLIN CORPORATION, and Hakugen Earth have been certified as Health &amp; Productivity Management Outstanding Organizations

The Health & Productivity Management Outstanding Organizations Recognition Program was established in 2016 to recognize both large enterprises and small- and medium-sized businesses that have outstanding health management systems. Earth Corporation was certified as Health & Productivity Management Outstanding Organization 2024 (large enterprise category [White 500]). BATHCLIN CORPORATION was certified as Health & Productivity Management Outstanding Organization 2024 (large enterprise category) and Hakugen Earth was certified as Health & Productivity Management Outstanding Organization 2024 (SME category). Since adopting the Earth Health Declaration in 2019, Earth Corporation has supported employees' health management/enhancement, expanded employee programs that support flexible workstyles, and provided financial aid for

vaccinations and dental check-ups. BATHCLIN CORPORATION helps employees improve health literacy through online seminars by bathing advisors on healthy bathing and lectures by occupational physicians on mental health. By offering various health information, the company supports employees to maintain and improve health. Hakugen Earth encourages all employees to leave the office by 8:00 p.m. and

sets no-overtime days in its Health Declaration. The company is conducting health management initiatives with three issues: Work style reform, which includes efforts to reduce long working hours; mental health; and safety & hygiene. We will continue to assist employees' health management and build a fulfilling work environment, by promoting physical and mental health.



Certificates for Earth Corporation (left), BATHCLIN CORPORATION (center), and Hakugen Earth (right)

## Support continuous development of sports

## Contribute to society through sports

Earth Group supports the growth of sports to inspire and encourage people with the power of sports. Since 2012, Earth Corporation has hosted the Earth Mondahmin Cup, women's professional golf tour, marking the 13th event in 2024. In professional football in Japan, we are the uniform sponsor of Tokushima Vortis, a member of the J.League organized by the Japan Football Association (JFA). In women's professional football in Japan, we are the uniform sponsor of INAC Kobe Leonessa, a member of the WE League organized by the JFA and the Women Empowerment League. In women's amateur football, we are the uniform sponsor of AS Harima Albion, a member of the Nadeshiko League organized by the Japan Women's Football League. We participate in local revitalization events.

As an official partner of Tokyo Marathon organized by the Tokyo Marathon Foundation, BATHCLIN CORPORATION helps runners boost their performance through bathing. We have also signed a performance partner agreement with

long-distance runner Hitomi Niiya, supporting her day-to-day recovery from fatigue and improved performance. Earth Group will continue to play a role to support athletes and help the continued growth of sports.





History of Earth Group

1890 - 2013

2014

2023



1892 Founded in Osaka (Namba)  
1925 Established Kimura Pharmaceuticals Co., Ltd.  
1964 Changed company name to Earth Chemical Co., Ltd.  
1980 Established ARS CHEMICAL (THAILAND) CO., LTD. (currently Earth (Thailand) Co., Ltd.)  
1990 Established Earth Chemical (Tianjin) Co., Ltd.  
2005 Established Earth Chemical (Suzhou) Co., Ltd.  
2012 Acquired ownership of BATHCLIN CORPORATION

2014 Established subsidiary Hakugen Earth Co., Ltd.



2015 Released ONPO, a bath additive

2015 Established Earth Chemical (Shanghai) Management Co., Ltd. (currently Earth Corporation (Shanghai))

2016 Acquired ownership of Johnson Trading Co., Ltd.



2016 Released Sukki-ri!

2017 Revamped corporate logo and slogan  
Acquired ownership of A My Gia Joint Stock Company (currently Earth Corporation Vietnam)



2019 Released Helper Tasuke  
Released Bubloon

2019 Established EARTH HOME PRODUCTS (MALAYSIA) SDN. BHD.



2022 Released Iya-na-mushi Zero-de-knight  
Released Mamoroom

2022 Established EARTH HOMECARE PRODUCTS (PHILIPPINES), INC.



2023 Released Zero-no-knight G Fumigant for cockroaches & bedbugs  
Released Gokishu A...Amazing!



1893 Founded Tsumura Juntendo (currently Tsumura & Co.)  
1988 Changed company name to Tsumura & Co.  
2006 Established Tsumura Lifescience Co., Ltd (transferred/spun off household product business from Tsumura & Co.)  
2008 Separated Tsumura Lifescience Co., Ltd. from Tsumura Group  
2010 Changed company name to BATHCLIN CORPORATION  
2012 Became part of Earth Group

2014 Released Medicinal Bath Liquid (mail order)



2016 Released Bathclin Kusuriyu (mail order)



2017 Released INCENT Medicinal Hair Rejuvenation



2018 Released Bathclin Marche



2020 Released limited edition celebrating Bathclin's 90th anniversary



2021 Released Men's Bi Kan Sei medicinal face care (mail order)



2022 Released Bathclin Kiwami-no-yu



2023 Released Nihon no Meito Yumegokochi



1923 Founded Kamada Shokai  
1950 Incorporated Kamada Shokai Co., Ltd.  
1972 Changed company name to Hakugen Co., Ltd.  
2012 Established Hakugen Daily Consumer Products (Shenzhen) Co., Ltd.

2014 Became part of Earth Group



2015 Released HERS Bathlabo



2016 Released NONSMEL SEISUIKA



2017 Released STYLE MATE series



2018 Released Natural Mrs. Lloyd



2020 Revamped NONSMEL SEISUIKA



2021 Released ICE-NON Cooling Mask



2022 Revamped Mrs. Lloyd  
Released Dry & Dry UP NECO  
Released Asedashi JUWA



2023 Renovated Adachi building and reorganized as Adachi headquarters



2023 Revamped ICE-NON Soft  
Released be-style 3D type bicolor



1973 Established Otsuka Zoekon K.K. (currently Earth Pet Co., Ltd.)  
1989 Changed company name to Earth Biochemical Co., Ltd. (currently Earth Pet Co., Ltd.)  
2008 Acquired ownership of Tarky Co., Ltd.  
2012 Acquired ownership of Nikke Pet Care Co., Ltd.

2014 Merged Nikke Pet Care Co., Ltd.

2014 Started selling 1ST CHOICE



2017 Changed company name to Earth Pet Co., Ltd.

Merged Johnson Trading Co., Ltd.  
Established subsidiary PETFOOD KITCHEN CO., LTD.

2018 Merged Tarky Co., Ltd.



2020 Released Nuclin



2021 Released Shot On

2022 Opened Earth Pet House in Yaesu underground shopping mall



Opened Mie Pet Center



2023 Opened Tokushima Pet Land



1978 Established Earth Environmental Services Co., Ltd.  
2004 Established Beijing Earth Environmental Service Co., Ltd.

2015 Developed alternative method to catalase test



2016 Opened Saito Research and Training Institute (T-CUBE)  
Established Shanghai Earth Environmental Service Co., Ltd.  
Established Earth Environmental Service (Thailand) Co., Ltd.  
Established ARS Environmental Service (Thailand) Co., Ltd.  
Developed ESCOEVO information consolidation system

2018 Launched web learning service  
Developed LED641 insect trap



2019 Established Earth Environmental Service (Taiwan) Co., Ltd.  
2019 Developed MAY yeast test kit to rapidly detect a contaminated origin by microflora (Rapicom)  
Released BACT-O disinfectant/deodorant for environmental hygiene

2020 Established Earth Environmental Service Vietnam Co., Ltd.

2021 Opened CPC for education and training

2022 Acquired ownership of Real Solution Co., Ltd.

2022 Developed Pescle, AI-based small animal monitoring system

2023 Updated corporate philosophy

# Earth Group companies

## Earth Corporation

**[Overview]**  
Location ● 2-12-1, Kanda-Tsukasamachi, Chiyoda-ku, Tokyo  
Founded ● April 1, 1892  
Established ● August 26, 1925  
Capital ● 10,043.62 million JPY  
Representative ● Katsunori Kawabata,  
Representative Director, President & CEO /  
Chairman of the Board of Directors of  
Group Companies  
  
Number of employees ● 1,358 (as of end of December 2023)  
Business areas ● Manufacture, sale, and import/export of  
pharmaceutical products, quasi-drugs,  
medical tools, household products, etc.

**[Philosophy]**  
We act to live in harmony  
with the Earth.

## BATHCLIN CORPORATION

**[Overview]**  
Location ● 8th Floor, Kudan Center Building, 4-1-7  
Kudankita, Chiyoda-ku, Tokyo  
Established ● July 1, 2008  
Capital ● 300 million JPY  
Representative ● Shogo Sanmaido,  
President & Representative Director  
  
Number of employees ● 324 (as of end of December 2023)  
Business areas ● Manufacture and sale of quasi-drugs  
(bath additives, hair growth tonic, etc.),  
cosmetics, and accessories

**[Philosophy]**  
Building on the idea of living in  
symbiosis with nature, we provide  
a healthy and comfortable lifestyle that  
is in harmony with body and mind.

## Hakugen Earth Co., Ltd.

**[Overview]**  
Location ● 2-4-23 Motoki, Adachi-ku, Tokyo  
Established ● August 5, 2014  
Capital ● 300 million JPY  
Representative● Kazuto Yoshimura,  
President & Representative Director  
  
Number of employees ● 397 (as of end of December 2023)  
Business areas ● Manufacture and sale of insect repellents,  
masks, ice packs, dehumidifying agents,  
bath additives and other daily supplies

**[Philosophy]**  
With passion, innovation and integrity,  
we develop and provide products that  
help people around the world to  
improve their quality of life and  
contribute to happiness of all those  
connected to our company and  
development of society.

## Earth Pet Co., Ltd.

**[Overview]**  
Location ● 2nd Floor, A-PLACE Shimbashi, 4-11-1 Shimbashi,  
Minato-ku, Tokyo  
Established ● August 15, 1973  
Capital ● 40 million JPY  
Representative● Toshiyuki Nagata,  
President & Representative Director  
  
Number of employees ● 120 (as of end of December 2023)  
Business areas ● Manufacture and sale of pet products  
and pet food, etc.

**[Management policy]**  
Create a heartfelt life with your pet

## Earth Environmental Service Co., Ltd.

**[Overview]**  
Location ● CROSS DOCK HARUMI 3A, 4-7-4 Harumi,  
Chuo-ku, Tokyo  
Established ● May 10, 1978  
Capital ● 296 million JPY  
Representative● Toru Tabuchi,  
President & Representative Director  
  
Number of employees ● 955 (as of end of December 2023)  
Business areas ● Integrated environmental hygiene management  
service for plants, healthcare facilities, etc.

**[Vision]**  
Forming Environments to Bring a More  
Prosperous Future

## Earth (Thailand) Co., Ltd.

**[Overview]**  
Location ● 287 Liberty Square Building,12th Floor, Room no. 1201 and 1202, Silom Road, Silom, Bangrak,  
Bangkok 10500 Thailand  
  
Established ● May 21, 1980  
Capital ● 500 million THB  
  
Representative ● Kentaro Sato, President & Representative Director  
Business areas ● Manufacture, sale, import, and export of insecticides  
and household supplies

## Earth Corporation (Shanghai)

**[Overview]**  
Location ● Room 908-909 The Place, Tower A, No.100 Zunyi Road, Changning District, Shanghai, China  
Established ● June 3, 2015  
Capital ● 17.8 million USD  
  
Representative ● Masaharu Wada, Chairman  
Business areas ● Sale of insecticide products, household products, etc.

## Earth Corporation (Tianjin)

**[Overview]**  
Location ● No. 98, Xin An Road, TEDA West, Tianjin, China  
Established ● July 18, 1990  
Capital ● 5.8 million USD  
  
Representative ● Masaharu Wada, Chairman  
Business areas ● Manufacture, sale, import, and export of insecticides  
and household supplies

## Earth Corporation (Suzhou)

**[Overview]**  
Location ● No. 418 Chaohong Road, Suzhou New District, Suzhou, Jiangsu, China  
Established ● May 20, 2005  
Capital ● 10 million USD  
  
Representative ● Masaharu Wada, Chairman  
Business areas ● Manufacture, sale, and import/export of household supplies

## Earth Corporation Vietnam

**[Overview]**  
Location ● Floor 18th, Block A, Viettel Tower, 285 Cach Mang Thang Tam Street, Ward 12th, District 10th,  
Hoachiminh City, Vietnam  
  
Established ● June 28, 2006  
Capital ● 15 billion VND  
  
Representative ● Yutaka Yamauchi, General Director  
Business areas ● Manufacture and sale of household cleaners, fragrances,  
and insecticide products

## EARTH HOME PRODUCTS (MALAYSIA) SDN. BHD.

**[Overview]**  
Location ● A-8-02, Capital 1, Oasis Square, No.2, Jalan PJU 1A/7A, Ara Damansara, 47301 Petaling Jaya, Selangor, Malaysia  
Established ● March 19, 2019  
Capital ● 25.17 million MYR  
  
Representative ● Shotaro Okada, Managing Director  
Business areas ● Sale, import, and export of insecticides and household supplies

## EARTH HOMECARE PRODUCTS (PHILIPPINES), INC.

**[Overview]**  
Location ● 2105 Atlanta Centre, 31 Annapolis St., Greenhills, San Juan City, Metro Manila, Philippines  
Established ● April 1, 2022  
Capital ● 161.5 million PHP  
  
Representative ● Takahiro Arashi, Managing Director  
Business areas ● Import, export, and sales of insecticides and household supplies