

Consolidated Financial Results for the Nine Months Ended September 30, 2025 (Japanese GAAP)

November 11, 2025

Company name: Earth Corporation
Stock code: 4985

Listing Stock Exchange: Tokyo
URL: <https://corp.earth.jp/en/index.html>

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Scheduled date for dividend payment: —
Preparation of supplemental explanatory materials: Yes
Results briefing to be held: Yes (for institutional investors and analysts)

1. Consolidated Financial Results for the Nine Months Ended September 30, 2025 (January 1, 2025 to September 30, 2025)

(1) Consolidated operating results

(Percentages indicate YoY change)

	Sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended September 30, 2025	142,953	6.0	13,272	24.2	13,608	23.2	9,025	24.7
Nine months ended September 30, 2024	134,858	6.4	10,685	15.9	11,045	11.1	7,236	12.2

Note: Comprehensive income for the nine months ended September 30, 2025 was 9,021 million yen (9.9%), and comprehensive income for the nine months ended September 30, 2024 was 8,211 million yen (2.6%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended September 30, 2025	413.67	—
Nine months ended September 30, 2024	328.66	—

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
Nine months ended September 30, 2025	146,197	81,404	51.5
Fiscal year ended December 31, 2024	135,636	74,652	50.8

Reference: Equity capital amounted to 75,315 million yen as of September 30, 2025 and 68,865 million yen as of December 31, 2024.

2. Dividends

	Dividend per share				
	End of Q1	End of Q2	End of Q3	Year-end	Total
Fiscal year ended December 31, 2024	Yen —	Yen 0.00	Yen —	Yen 120.00	Yen 120.00
Fiscal year ending December 31, 2025	—	0.00	—		
Fiscal year ending December 31, 2025 (forecast)				125.00	125.00

Note: No revisions have been made to the Company's most recently announced dividend forecast.

3. Consolidated Earnings Forecast for the Fiscal Year Ending December 31, 2025 (January 1, 2025 to December 31, 2025)

(Percentages indicate YoY change)

	Sales		Operating income		Ordinary income		Net income attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full-year	178,000	5.2	8,000	24.5	8,600	16.8	5,300	52.5	242.83

Note: No revisions have been made to the Company's most recently announced consolidated earnings forecast.

*Notes

(1) Changes in the scope of consolidation during the period under review: Yes

Newly subsidiaries added: One company (Protoleaf, Inc.)

Subsidiaries excluded: None

(2) Distinctive accounting methods applied when preparing quarterly consolidated financial statements: None

(3) Changes in accounting policies and accounting estimates and retrospective restatements

1. Accounting policy changes due to accounting standard revisions, etc.: Yes

2. Other accounting policy changes: None

3. Changes in accounting estimates: None

4. Retrospective restatements: None

(4) Number of shares outstanding (common stock)

1. Shares outstanding (including treasury stock)	As of September 30, 2025	22,209,900	As of December 31, 2024	22,209,900
2. Treasury shares outstanding	As of September 30, 2025	362,365	As of December 31, 2024	432,335
3. Cumulative average number of shares	Nine months ended September 30, 2025	21,818,827	Nine months ended September 30, 2024	22,018,446

*The quarterly consolidated financial statements included in the report are not subject to review by certified public accountants or auditing firms.

*Appropriate use of earnings forecast and other special notes

The earnings forecasts and other forward-looking statements contained in this document are based on information currently available to the Company, and certain assumptions it considers reasonable, but are not intended to be a promise that the Company will achieve. Actual results may vary materially from forecasts due to a variety of factors. For more information regarding assumptions made when formulating earnings projections and matters to note when using these projections, please see “1. Qualitative Information on Quarterly Financial Performance (3) Explanation of Consolidated Earnings Forecasts and Other Projections” on page five of the accompanying materials.

(Method of obtaining earnings briefing materials and briefing details)

The Company plans to hold an earnings briefing on Tuesday, November 11, 2025, for institutional investors and analysts. We will upload earnings briefing materials to be used during the briefing session to the TDnet and our official website on Tuesday, November 11. Further, we will promptly post the details of the briefing on our website after it is held.

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1. Qualitative Information on Quarterly Financial Performance

(1) Explanation of Operating Results

During the first nine months of the fiscal year ending December 31, 2025 (January 1–September 30, 2025), personal consumption remained sluggish in Japan mainly due to stagnant real wage growth amid rising prices. Overseas, concerns over the prolonged Russia–Ukraine conflict and U.S. trade policies under the Trump administration persisted, resulting in ongoing uncertainty in both domestic and global economic outlooks.

Under these circumstances, with the slogan of “Our Group Working Together Toward a Bright Tomorrow for EARTH,” the Earth Group managed its operations in line with the medium-term business plan through FY2026, dubbed “Act for SMILE COMPASS 2026.” Under the medium-term business plan, we have positioned profit and cash generation (profitability improvement) as our topmost priority, and to achieve this goal, we intend to bolster profitability by restructuring the domestic business and strengthening the brand power of our homecare products. We will also aim to drive growth in overseas sales by expanding operations in the Asian market through our local subsidiaries and by leveraging exports to the Middle East and other regions as key growth drivers.

In the first nine months of the fiscal year ending December 31, 2025, sales totaled 142,953 million yen, up 6.0% year-on-year, supported by strong sales of insecticides & repellents and brisk shipments of oral hygiene products in the Household Products Business, as well as continued growth in the number and value of service contracts in the General Environment and Sanitation Business. Higher gross profit from sales growth offset an increase in SG&A expenses driven by higher personnel and advertising expenses, resulting in operating income of 13,272 million yen (+24.2% year-on-year) and ordinary income of 13,608 million yen (+23.2% year-on-year). Net income attributable to owners of parent was 9,025 million yen, an increase of 24.7% year-on-year.

Results by segment are as follows.

[Household Products Business]

In the Household Products Business, in efforts to reform our earnings structure based on the medium-term business plan, we are advancing initiatives aimed at strengthening our brands and expanding the market, including streamlining and optimizing brands and SKUs with a focus on profitability and future potential. Overseas, we are directing efforts to actively expanding in the ASEAN region and China and growing the export business.

In the first nine months of the fiscal year ending December 31, 2025, sales amounted to 126,166 million yen, up 5.3% year-on-year, driven by strong shipments and sell-through of insecticides & repellents amid persistently high temperatures, as well as increased shipments of oral hygiene products following major upgrades to the *Mondahmin* mouthwash series and aggressive advertising activities, which proved successful. Higher sales in overseas markets, particularly in Thailand and Malaysia, also contributed to the sales growth. Segment income (operating income) was 11,700 million yen, an increase of 28.0% year-on-year, supported by sales growth, improved earnings reflecting price revisions and formula changes, and an improved gross profit margin due to changes in the sales mix, despite higher personnel and advertising expenses.

(Household Products segment results)

(Millions of yen)

	Consolidated Q3 results for the fiscal year ended December 31, 2024	Consolidated Q3 results for the fiscal year ending December 31, 2025	YoY change (amount)	YoY change (percent)
Insecticides and Repellents	59,207	61,264	2,057	3.5%
Homecare products	48,156	49,320	1,164	2.4%
Oral hygiene products	6,008	7,045	1,036	17.3%
Bath salts	15,929	16,688	759	4.8%
Other homecare products	26,217	25,586	(631)	(2.4%)
Gardening products	3,619	6,917	3,297	91.1%
Pet products and others	8,859	8,663	(196)	(2.2%)
Total sales	119,842	126,166	6,323	5.3%
Segment income (operating income)	9,141	11,700	2,559	28.0%

Notes: 1. Sales include internal sales and transfers made within and between segments, which amounted to 9,010 million yen during the nine months ended September 30, 2024 and 8,875 million yen during the nine months ended September 30, 2025.

2. Starting from the six-month period ended June 30, 2025, sales of gardening products—previously included in insecticides & repellents—have been reported separately. For comparison purposes, sales of insecticides & repellents for the six-month period ended September 30, 2024 have been retroactively adjusted to exclude gardening products sales.

Results by product category are as follows.

Insecticides & Repellents

In Japan, the insecticides & repellents market overall was stronger than in the same period of the previous year as temperatures remained high even after July, supporting steady sell-through. Shipments of insect repellents, including *Hadamamo*, a new product launched in spring 2025, as well as products targeting cockroaches and other household pests remained firm. Further, the effects of price revisions began to materialize, contributing to sales growth.

Overseas, sales growth driven by higher market share in Thailand boosted results.

As a result, sales for this category were 61,264 million yen (+3.5% year-on-year).

Homecare products

Sales of oral hygiene products totaled 7,045 million yen, up 17.3% year-on-year, supported by strong shipments of the mainstay *Mondahmin* mouthwash series, which underwent a major upgrade at the end of August 2025 and benefited from the success of aggressive advertising campaigns targeting younger customers, despite a challenging competitive environment.

Sales of bath salts came to 16,688 million yen, a 4.8% increase year-on-year. While the shipments and sell-through of powder-type bath salts, such as *Bathclin* and *Bath Roman*, declined year-on-year, sales of *Kiki-yu* and the high-value-added *BARTH* brand of neutral bicarbonate bath salts remained solid, amid stronger market conditions compared with the previous fiscal year.

Sales of other homecare products were 25,586 million yen, down 2.4% year-on-year, as a decline in shipments of air fresheners and moisture absorbers offset increased sales of cooling products, such as cooling shirt mist and neck coolers designed to combat extreme heat.

Sales in this category amounted to 49,320 million yen (+2.4% year-on-year).

Gardening products

Sales were brisk, particularly for gardening insecticides & repellents products, herbicides, and potting soil for home gardening. The consolidation of Protoleaf, Inc. also contributed to sales growth.

As a result, sales in this category totaled 6,917 million yen (+91.1% year-on-year).

Pet products and others

The market for pet and related products remained strong, supported by continued growth in spending per pet due to heightened awareness of pet health among pet owners and improved living environments for pets. Against this backdrop, while sales of pet care products increased, sales of insecticides & repellents for pets and functional food products declined year-on-year.

As a result, sales in this category amounted to 8,663 million yen (-2.2% year-on-year).

[General Environment and Sanitation Business]

In the General Environment and Sanitation Business, demand for the Earth Group's quality hygiene management services utilizing its specialized knowledge, technology, and expertise remained strong among food, pharmaceutical, and packaging material production facilities. This was driven by the trend toward the international harmonization of safety standards for food, pharmaceuticals, and healthcare, revisions of relevant laws and regulations in Japan, and incidents of contamination by foreign substances. In the external environment, while increased capital investment in the manufacturing sector has provided a tailwind, labor costs and material and equipment prices are surging at an accelerated pace due to the deterioration of global conditions.

Against this backdrop, we actively increased investment to strengthen our expertise and technological development capabilities to provide differentiated sanitary management services, aiming to maintain and expand contracts while securing an appropriate level of profit. In addition, under the JFS conformity certification, the number of audit items has increased, and the company has been registered as the first designated audit entity under the new JFS-B Plus standard. In the R&D domain, we have relocated and consolidated the Analysis Center East Japan Laboratory in Chiba, Chiba Prefecture, and are expanding our testing facilities for the life science field.

In the first nine months of the fiscal year ending December 31, 2025, sales in the General Environment and Sanitation Business rose to 25,838 million (+6.9% year-on-year), driven by a steady increase in the number and value of service contracts. Segment income (operating income), however, declined 8.6% year-on-year to 1,351 million yen, due to a higher cost ratio for annual and one-time contracts, the main type of contracts for the business, and rising personnel expenses.

(Millions of yen)

	Consolidated Q3 results for the fiscal year ended December 31, 2024	Consolidated Q3 results for the fiscal year ending December 31, 2025	YoY change (amount)	YoY change (percent)
Sales	24,172	25,838	1,666	6.9%
Segment income (operating income)	1,478	1,351	(126)	(8.6%)

Note: Sales include internal sales and transfers made within and between segments, which amounted to 145 million yen in Q3 of the fiscal year ended December 31, 2024 and 175 million yen in Q3 of the fiscal year ending December 31, 2025.

(2) Explanation of Financial Position

(1) Assets, Liabilities and Net Assets

As of September 30, 2025, total assets amounted to 146,197 million yen, up 10,561 million yen from December 31, 2024. This was mainly due to increases in cash and deposits and trade receivables, offsetting decreases in buildings and structures and land.

As of September 30, 2025, liabilities increased by 3,809 million yen from December 31, 2024 to 64,793 million yen. This was mainly due to increases in trade payables, income taxes payable, provision for bonuses, refund liabilities, and other current liabilities, despite decreases in short-term borrowings and accounts payable-other.

Net assets amounted to 81,404 million yen as of September 30, 2025, rising 6,751 million yen from December 31, 2024. This primarily reflected an increase in retained earnings due to the recording of net income attributable to owners of parent, offsetting dividend payments.

Consequently, the Company's equity ratio was 51.5% as of September 30, 2025, up 0.7 points from December 31, 2024.

(2) Cash Flows

The Company has not prepared a statement of cash flows for the period ended September 30, 2025, so disclosure is omitted.

(3) Explanation of Consolidated Earnings Forecasts and Other Projections

No change has been made to the earnings forecast released on August 8, 2025.

This forecast is based on information available to the Company at the time of its formulation. Actual results may differ substantially from the projections included within due to potential changes affecting a variety of factors.

2. Quarterly Consolidated Financial Statements and Primary Notes

(1) Consolidated Balance Sheet

(Millions of yen)

	Fiscal year ended December 31, 2024 (as of December 31, 2024)	Nine months ended September 30, 2025 (as of September 30, 2025)
Assets		
Current assets		
Cash and deposits	17,007	21,035
Notes and accounts receivable - trade	23,293	26,967
Electronically recorded monetary claims - operating	2,228	3,996
Merchandise and finished goods	22,974	25,188
Work in process	781	845
Raw materials and supplies	6,130	4,927
Other	2,752	3,038
Allowance for doubtful accounts	(94)	(212)
Total current assets	75,073	85,788
Non-current assets		
Property, plant and equipment		
Buildings and structures	33,803	32,569
Accumulated depreciation and impairment	(18,625)	(18,489)
Buildings and structures, net	15,177	14,080
Machinery, equipment and vehicles	20,312	20,629
Accumulated depreciation and impairment	(14,575)	(14,821)
Machinery, equipment and vehicles, net	5,736	5,807
Land	7,636	6,556
Leased assets	498	503
Accumulated depreciation and impairment	(269)	(302)
Leased assets, net	228	201
Construction in progress	743	678
Other	10,254	10,234
Accumulated depreciation and impairment	(8,334)	(8,357)
Other, net	1,919	1,877
Total property, plant and equipment	31,443	29,200
Intangible assets		
Trademark right	1,774	1,501
Software	3,473	3,585
Goodwill	1,013	1,235
Customer-related intangible assets	785	595
Other	380	667
Total intangible assets	7,428	7,585
Investments and other assets		
Investment securities	5,440	6,423
Retirement benefit asset	13,386	13,800
Deferred tax assets	513	754
Other	2,356	2,707
Allowance for doubtful accounts	(7)	(61)
Total investments and other assets	21,690	23,624
Total non-current assets	60,562	60,409
Total assets	135,636	146,197

(Millions of yen)

	Fiscal year ended December 31, 2024 (as of December 31, 2024)	Nine months ended September 30, 2025 (as of September 30, 2025)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	23,477	23,745
Electronically recorded obligations - operating	9,190	10,061
Short-term borrowings	5,000	1,420
Current portion of long-term borrowings	—	138
Accounts payable - other	7,418	5,442
Income taxes payable	1,689	4,225
Accrued consumption taxes	1,070	1,815
Provision for bonuses	498	2,272
Refund liabilities	1,155	3,032
Other	8,377	9,977
Total current liabilities	57,877	62,131
Non-current liabilities		
Long-term borrowings	—	194
Deferred tax liabilities	1,905	1,344
Retirement benefit liability	252	201
Asset retirement obligations	488	507
Other	460	414
Total non-current liabilities	3,105	2,661
Total liabilities	60,983	64,793
Net assets		
Shareholders' equity		
Share capital	10,192	10,192
Capital surplus	10,228	10,262
Retained earnings	42,236	48,649
Treasury shares	(2,080)	(1,743)
Total shareholders' equity	60,578	67,361
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,570	2,171
Foreign currency translation adjustment	2,506	1,922
Remeasurements of defined benefit plans	4,211	3,860
Total accumulated other comprehensive income	8,287	7,954
Non-controlling interests	5,786	6,088
Total net assets	74,652	81,404
Total liabilities and net assets	135,636	146,197

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income

Consolidated Statement of Income

Nine months ended September 30, 2025

(Millions of yen)

	Nine months ended September 30, 2024 (from January 1, 2024 to September 30, 2024)	Nine months ended September 30, 2025 (from January 1, 2025 to September 30, 2025)
Sales	134,858	142,953
Cost of sales	79,122	81,892
Gross profit	55,736	61,060
Selling, general and administrative expenses		
Transportation and storage costs	5,923	6,486
Advertising expenses	6,186	6,900
Promotion expenses	812	930
Provision of allowance for doubtful accounts	2	120
Salaries and allowances	13,006	13,464
Provision for bonuses	1,434	1,820
Travel and transportation expenses	1,162	1,234
Depreciation	1,456	1,445
Amortization of goodwill	109	128
Rent expenses on land and buildings	1,146	1,270
Research and development expenses	2,367	2,448
Other	11,441	11,536
Total selling, general and administrative expenses	45,050	47,787
Operating income	10,685	13,272
Non-operating income		
Interest income	142	151
Dividend income	52	92
Commission income	44	14
Rental income from buildings	46	56
Other	272	298
Total non-operating income	558	612
Non-operating expenses		
Interest expenses	32	69
Foreign exchange losses	122	105
Real estate lease expenses	21	22
Provision of allowance for doubtful accounts	—	53
Other	21	27
Total non-operating expenses	198	277
Ordinary income	11,045	13,608
Extraordinary income		
Gain on step acquisitions	—	349
Gain on sale of non-current assets	40	10
Gain on sale of investment securities	4	34
Total extraordinary income	44	393
Extraordinary losses		
Loss on sale of non-current assets	15	6
Loss on retirement of non-current assets	21	135
Impairment losses	—	295
Loss on sale of investment securities	0	—
Loss on valuation of investment securities	0	0
Loss on valuation of shares of subsidiaries and associates	15	—
Total extraordinary losses	53	436
Net income before income taxes	11,037	13,565

	(Millions of yen)	
	Nine months ended September 30, 2024 (from January 1, 2024 to September 30, 2024)	Nine months ended September 30, 2025 (from January 1, 2025 to September 30, 2025)
Income taxes - current	5,264	5,140
Income taxes - deferred	(1,812)	(966)
Total income taxes	3,451	4,174
Net income	7,586	9,391
Net income attributable to non-controlling interests	349	365
Net income attributable to owners of parent	7,236	9,025

Consolidated Statement of Comprehensive Income

Nine months ended September 30, 2025

(Millions of yen)

	Nine months ended September 30, 2024 (from January 1, 2024 to September 30, 2024)	Nine months ended September 30, 2025 (from January 1, 2025 to September 30, 2025)
Net income	7,586	9,391
Other comprehensive income		
Valuation difference on available-for-sale securities	362	611
Foreign currency translation adjustment	388	(591)
Remeasurements of defined benefit plans, net of tax	(125)	(389)
Total other comprehensive income	625	(369)
Comprehensive income	8,211	9,021
(Breakdown)		
Comprehensive income attributable to owners of parent	7,879	8,692
Comprehensive income attributable to non-controlling interests	332	329

(3) Notes to Quarterly Financial Statements

(Notes to going concern assumptions)

None to be reported.

(Notes in the event of significant changes in shareholders' equity)

None to be reported.

(Notes on changes in accounting policies)

From the beginning of the first three months of the consolidated fiscal year ending December 31, 2025, the Company has applied the Accounting Standard for Current Income Taxes (ASBJ Statement No. 27, October 28, 2022; hereinafter, the "2022 Revised Accounting Standard") and related guidance.

For revisions concerning the classification of income taxes (taxation on other comprehensive income), the Company has applied the transitional treatment specified in the proviso of Paragraph 20-3 of the 2022 Revised Accounting Standard, as well as the transitional treatment set forth in the proviso of Paragraph 65-2 (2) of the Guidance on Accounting Standard for Tax Effect Accounting (ASBJ Guidance No. 28, October 28, 2022; hereinafter, the "2022 Revised Guidance"). This change in accounting policy had no impact on the quarterly consolidated financial statements.

Further, from the beginning of the first three months of the consolidated fiscal year under review, the Company has applied the 2022 Revised Guidance for revisions concerning the treatment in the consolidated financial statements of gains or losses arising from the sale of shares of subsidiaries within the consolidated group, where such gains or losses are deferred for tax purposes. This change in accounting policy has been applied retrospectively, and the quarterly and full-year consolidated financial statements for the previous fiscal year have been restated accordingly. The change in accounting policy had no impact on consolidated financial statements for either period.

(Notes to segment information)

[Segment information]

I. Nine months ended September 30, 2024 (from January 1, 2024 to September 30, 2024)

Information on the amount of sales and income/loss by reportable segment

(Millions of yen)

	Reportable segments			Adjustments* ²	Amount recorded on the quarterly consolidated statement of income* ³
	Household Products Business	General Environment and Sanitation Business	Total		
Sales					
Sales generated through external customers	110,832	24,026	134,858	—	134,858
Intersegment sales and transfers* ¹	9,010	145	9,156	(9,156)	—
Total	119,842	24,172	144,015	(9,156)	134,858
Segment income	9,141	1,478	10,620	65	10,685

Notes: 1. Includes internal sales within and among segments

2. The 65 million yen adjustment to segment income comprises eliminations of intersegment transactions.

3. Segment income is adjusted according to the amount of operating income indicated on the quarterly consolidated statements of income.

II. Nine months ended September 30, 2025 (from January 1, 2025 to September 30, 2025)

1. Information on the amount of sales and income/loss by reportable segment

(Millions of yen)

	Reportable segments			Adjustments* ²	Amount recorded on the quarterly consolidated statement of income* ³
	Household Products Business	General Environment and Sanitation Business	Total		
Sales					
Sales generated through external customers	117,290	25,662	142,953	—	142,953
Intersegment sales and transfers* ¹	8,875	175	9,051	(9,051)	—
Total	126,166	25,838	152,004	(9,051)	142,953
Segment income	11,700	1,351	13,052	220	13,272

Notes: 1. Includes internal sales within and among segments

2. The 220 million yen adjustment to segment income comprises eliminations of intersegment transactions.

3. Segment income is adjusted according to the amount of operating income indicated on the quarterly consolidated statements of income.

2. Impairment losses on fixed assets and goodwill by reportable segment

(Significant changes in the amount of goodwill)

The Company included Protoleaf, Inc. in the scope of consolidation in the first three months of the fiscal year under review, resulting in an increase in goodwill in the Household Products Business. The increase in goodwill resulting from this event amounted to 349 million yen in the nine months ended September 30, 2025. In addition, due to an additional payment for the acquisition of shares in consolidated subsidiary EARTH HOMECARE PRODUCTS (PHILIPPINES), INC., the Company recorded goodwill of 289 million yen, but the entire amount has been recognized as an impairment loss.

(Notes regarding the statement of cash flows)

We have not prepared a quarterly consolidated statement of cash flows for the nine months ended September 30, 2025. However, depreciation (including amortization of intangible assets, excluding goodwill) and amortization of goodwill for the nine-month period are as follows.

	Nine months ended September 30, 2024 (from January 1, 2024 to September 30, 2024)	Nine months ended September 30, 2025 (from January 1, 2025 to September 30, 2025)
Depreciation	3,259 million yen	3,322 million yen
Amortization of goodwill	109 million yen	128 million yen