- This is Yamamoto from Earth Corporation.
- We announced our third-quarter financial results for the fiscal year ending December 2025 today (November 11, 2025) at 3:30 PM.
- In this meeting, I will explain the contents of that announcement.
- Afterwards, I would like to answer any questions you may have.
- Now, let's proceed with the explanation.

Earth Corporation

EARTH Act For Life

3Q FY 12/2025 – Financial Result Highlights

- First, here is an overview of our third-quarter performance.

Financial Result Highlights

EARTH Act For Life

- YoY : Increase in sales and profits.
- Vs. forecast : Sales exceeded the forecast, in part thanks to a revenue contribution from PROTOLEAF, Inc., which became a Group consolidated subsidiary.
  Operating profit achieved the plan due to improved gross profit margin and unused/deferred SG&A expenses.

(Unit: 0.1 B JPY)

	24.3Q Results		25.3Q Forecast		25.3Q Results		Comparison			
	Amount	% Sales	Amount	% Sales	Amount	% Sales	YoY	YoY(%)	VS. Forecast	VS. Forecast(%)
Sales	1,348.5	100.0%	1,414.0	100.0%	1,429.5	100.0%	80.9	106.0%	15.5	Forecast
COGS	791.2	58.7%	820.5	58.0%	818.9	57.3%	27.6	103.5%	- 1.5	99.8%
Gross Profit	557.3	41.3%	593.5	42.0%	610.6	42.7%	53.2	109.6%	17.1	102.9%
SG&A	450.5	33.4%	488.5	34.5%	477.8	33.4%	27.3	106.1%	- 10.6	97.8%
Operating Income	106.8	7.9%	105.0	7.4%	132.7	9.3%	25.8	124.2%	27.7	126.4%
Ordinary Income	110.4	8.2%	110.0	7.8%	136.0	9.5%	25.6	123.2%	26.0	123.7%
Net Income	72.3	5.4%	71.0	5.0%	90.2	6.3%	17.8	124.7%	19.2	127.1%

- Sales reached ¥142.95 billion, and operating profit reached ¥13.27 billion, resulting in increased sales and profit.
- Compared to the forecast, sales exceeded the forecast, partly due to the positive contribution from the newly consolidated PROTOLEAF, Inc., although the situation varied by category. Operating profit significantly exceeded the forecast due to improvements in gross profit margin and the non-utilization or timing shift of selling, SG&A.

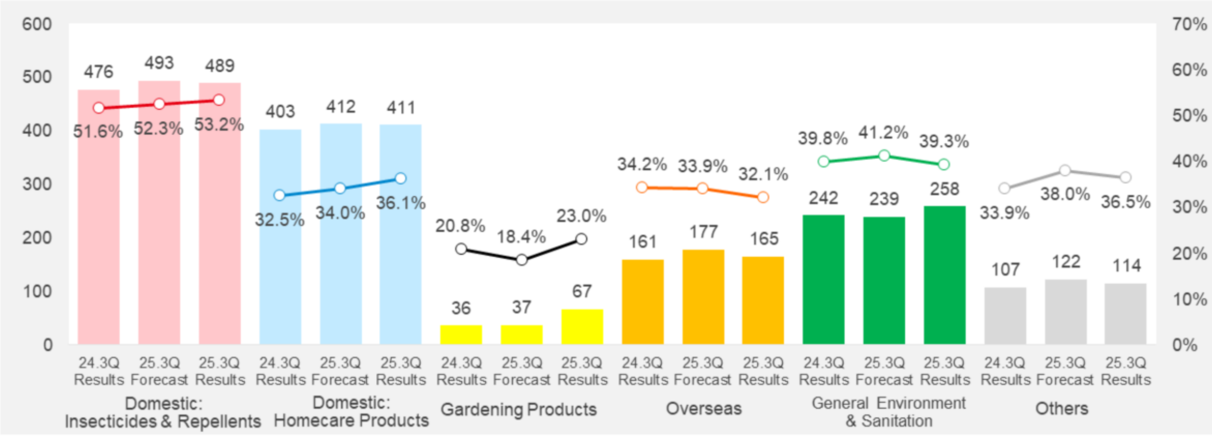
Management Accounting Basis: Sales / GPM (24 vs 25)

EARTH Act For Life

- Domestic – Insecticides & Repellents: Higher sales & price revisions led to a profit improvement.
- Domestic – Homecare Products: Sales increased slightly, with profitability improving primarily, in bath salts and oral hygiene products.
- Gardening Products: In addition to increased sales from the consolidation of PROTOLEAF, Inc., a subsidiary, profitability has improved.
- Overseas: Although the gross profit margin declined due to the model mix, overall sales increased.
- General Environment & Sanitation: Continued delivering stable growth.

Sales / GPM by Portfolio

(Unit: 0.1 B JPY)



*On a management accounting basis. Consolidated adjustments, e.g., internal eliminations not included.

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- The status of each portfolio will be explained based on management accounting.
- Furthermore, due to the consolidation of PROTOLEAF, Inc., starting this fiscal period, the performance of Gardening Products, which were previously included within Insecticides & Repellents, is now reported separately.
- For domestic Insecticides & Repellents, sales increased, and profitability improved due to factors such as the effect of price revisions.
- For domestic Homecare Products, profitability improved, primarily in bath salts and oral hygiene products, despite only a slight increase in sales.
- For Gardening Products, sales increased and profitability improved due to the new consolidation of PROTOLEAF, Inc.
- Overseas, while the line graph may appear to show decreased profitability, this is due to model mix effects. Overall sales increased.
- General Environment & Sanitation continues to show stable growth.

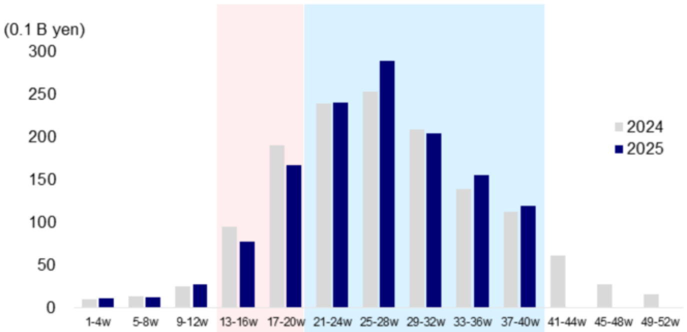
Domestic: Insecticides & Repellents Status Update

- Favorable weather conditions since mid-May persisted, resulting in a 101.3% increase compared to the previous period as of the end of September.
- Insect repellents & insecticides for cockroach & pest control, including new products, boosted. results
- GPM improvement thanks to changes in the sales mix.

Market Size & Earth's Market Share as of September 30, 2025

【Market YoY】 **101.3%**

【Earth's Market Share】 **59.1% (+1.9pt)**



Key New Product Releases – Trends

HADAMAMO

【vs. forecast】 **108%**

- We will explain the status of domestic Insecticides & Repellents.
- This concerns the market as of the end of September.
  Weather conditions improved from mid-May onwards, and the market continued to exceed the previous year's levels through September, reaching 101.3% compared to the previous period. Within this, our company's share was 59.1%, an increase of 1.9 percentage points. While the interim period showed market growth of 99% compared to the previous quarter, slightly below the previous year, the market further expanded by the end of September, exceeding the previous year's results.
- We believe this reflects the steady results of our product strategy and price revision measures.
- Regarding new products we are focusing on, the insect repellent 'Hadamamo' performed well, reaching 108% of the plan.

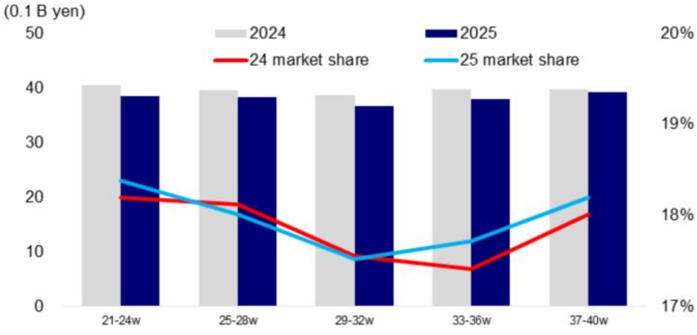
Domestic: HomecareProducts Status Update (Oral Hygiene Products)

- Sales of the Mondamin series have been strong following its major renewal.
- Market share has increased since the renewal due to aggressive advertising and promotion.

Market Size & Earth's Market Share as of September 30, 2025

【Market YoY】 **96.6%**

【Earth's Market Share (mouthwashes)】 **18.3%** (+0.3pt)



『Mondamin』 Shipment Trends After the Renewal

- Mondamin (regular)

YoY **113%**

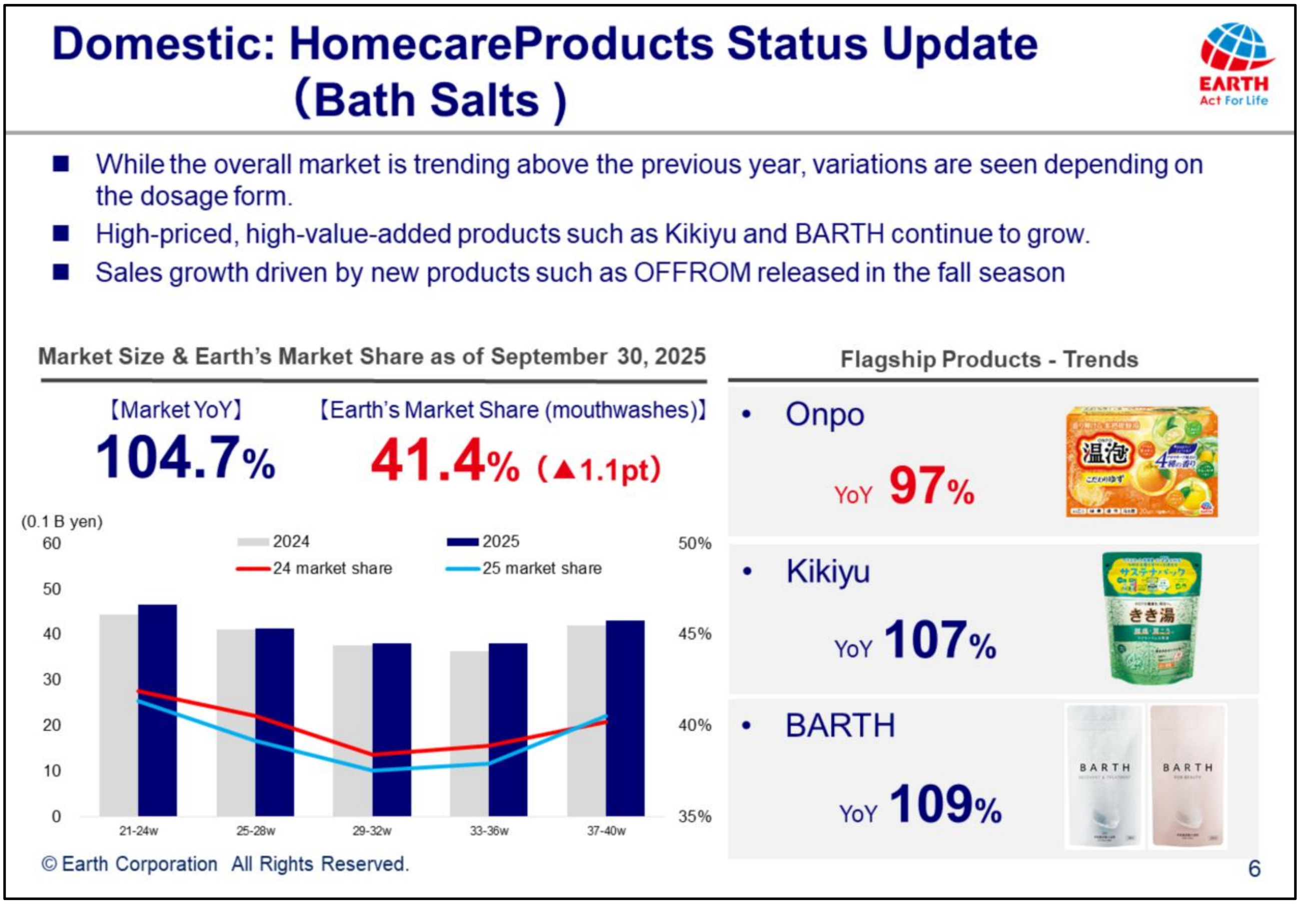
- Mondamin (Premium care)

YoY **132%**

- Next, I will explain the situation regarding domestic Homecare Products.

- First, regarding oral hygiene products.
- As of the end of September, the market stood at 96.6% of the previous year's level, showing a decline compared to the previous year.
- Our company implemented a major renewal of the 'Mondamin' series this August. Consequently, initial shipments and early sales performance were very strong.
- Furthermore, with aggressive advertising and promotion starting in September, both shipments and sales growth increased.
- Market share reached 18.3%, securing a 0.3-point gain.
  We also believe significant results have been achieved, with current market share substantially exceeding last year's levels.

- Regarding Mondamin's shipment trends, the major renewal initiative contributed to substantial growth: the regular type grew by 113% compared to the previous period, and the premium type grew by 132%.



- Next, the status of bath salts.

- Regarding the market as of the end of September, similar to the mid-term period, the market itself continues to perform well, reaching 104.7% year-on-year. However, performance varies by product form. While the powder type, where we hold an extremely high share, fell below the previous year's level, high-value-added, high-priced products are growing.

- In this environment, our market share dropped by approximately 1 % point to 41.4%. As previously announced, we will integrate Bathclin starting next January. We will further enhance and streamline our marketing initiatives to strive for share recovery.

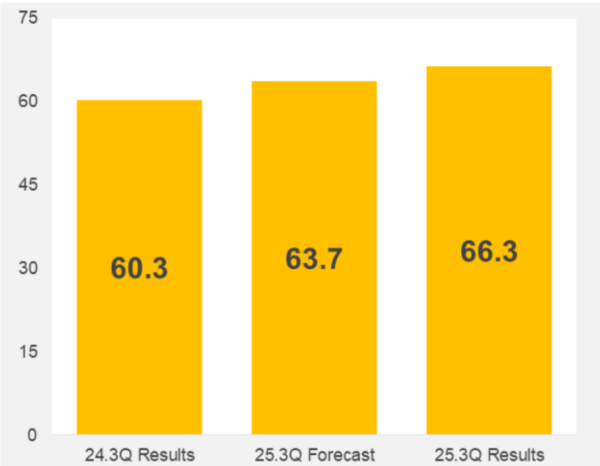
Overseas: Status Update (ASEAN Core)

EARTH Act For Life

(Unit: 0.1 B JPY)

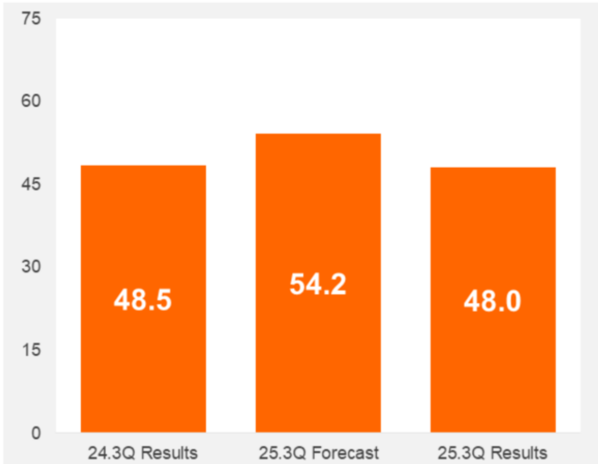
Thailand

- Achieved both the previous year and sales forecast on a yen basis.
- Steady growth in shipments to core accounts.
- Maintained No. 2 market share in Insecticides & Repellents market.



Vietnam

- Sales exceeded the previous year on a local currency basis.
- Aiming to recover from the shortfall in sales to the high-contribution GT channel by stabilizing the sales organization.



- Next, the overseas situation.
- First, the situation in Thailand and Vietnam, which we position as our core ASEAN areas.
- In Thailand, sales to major accounts grew steadily, exceeding both the previous year and our forecast in yen terms. We also maintained our No. 2 market share position in Thailand and are steadily progressing with initiatives aimed at becoming No. 1 in the near future.
- Regarding Vietnam, while the graph shows a year-on-year decrease, this is based on yen-denominated figures. In local currency terms, we exceeded the previous year. Sales to the GT channel, which holds a high proportion within Vietnam, fell short of the target.
- We will stabilize our sales structure to achieve recovery this fiscal year and drive growth from next year onwards.

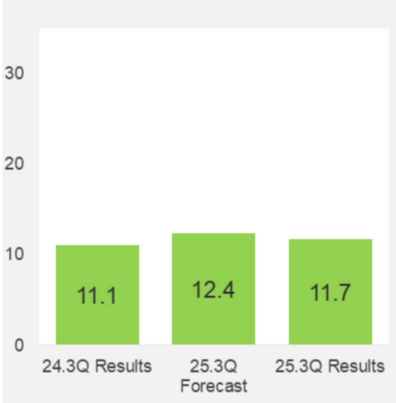
Overseas: Status Update (Expansion in ASEAN, China, Exports)

EARTH Act For Life

(Unit: 0.1 B JPY)

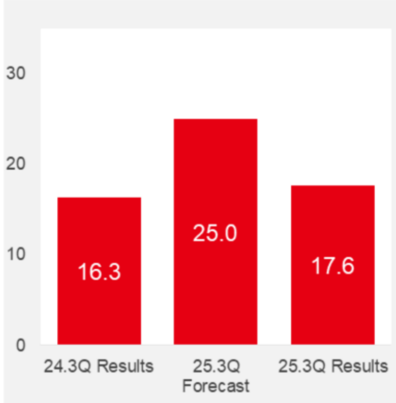
Growth Areas (Malaysia & Philippines)

- Malaysia: Strong growth in insecticides & repellents and air fresheners as large accounts adopt more year-round staple products
- Philippines: Shortages are trending toward resolution. Launched planned alternative products but they haven't fully covered the gap



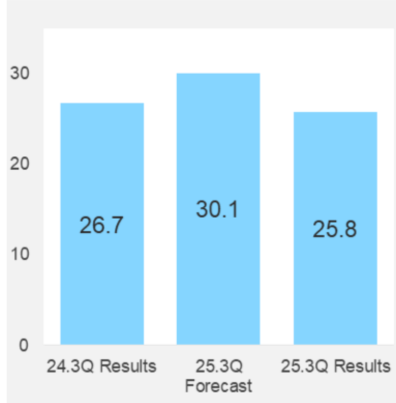
China

- Sales fell short of the forecast, but exceeded the previous year's figures, led by Insecticides & Repellents.
- Launched 'GIFT', a household detergent for residential use in Vietnam, aiming to boost sales.



Exports

- Market weakness in Saudi Arabia and Hong Kong led to a sales contraction.
- Strong results in Taiwan.



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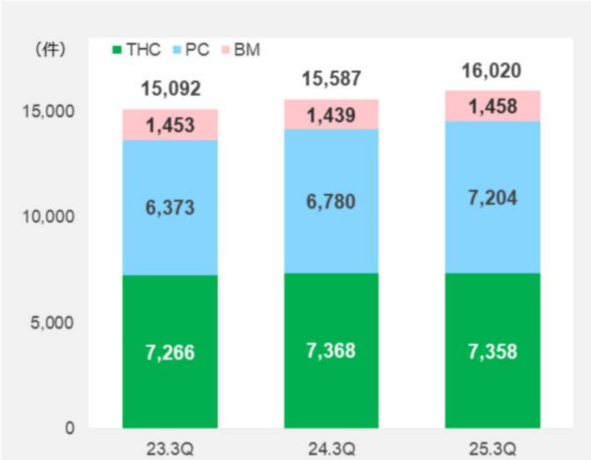
- Next, regarding ASEAN expansion areas, China, and exports.
- In Malaysia, product adoption progressed, with increased adoption of staple items in key accounts, leading to steady growth in Insecticides & Repellents and air fresheners.
- Regarding the Philippines, while the product shortages previously reported are trending toward resolution, the promotional items launched to recover the impact underperformed expectations.
- China: Although sales fell short of plan due to a delayed launch of Insecticides & Repellents at the start of the season, they exceeded the previous year's level. Starting this fall, we began selling the household detergent 'GIFT' in China, which is also handled in Vietnam, and expect this to add to sales.
- Exports were impacted by sluggish Insecticides & Repellents markets in our core areas of Saudi Arabia and Hong Kong.
  Meanwhile, our Taiwan operations are progressing steadily.

General Environment and Sanitation Business Status Update

- Increased demand for hygiene management services delivered with specialized knowledge, technology, and know-how has led to a rise in the number of contracts.
- As the sophistication of our services increases, the unit price per contract rises.

General Environment and Sanitation Business – Trend in Annual Contract Numbers



Reasons Behind this Strong Performance

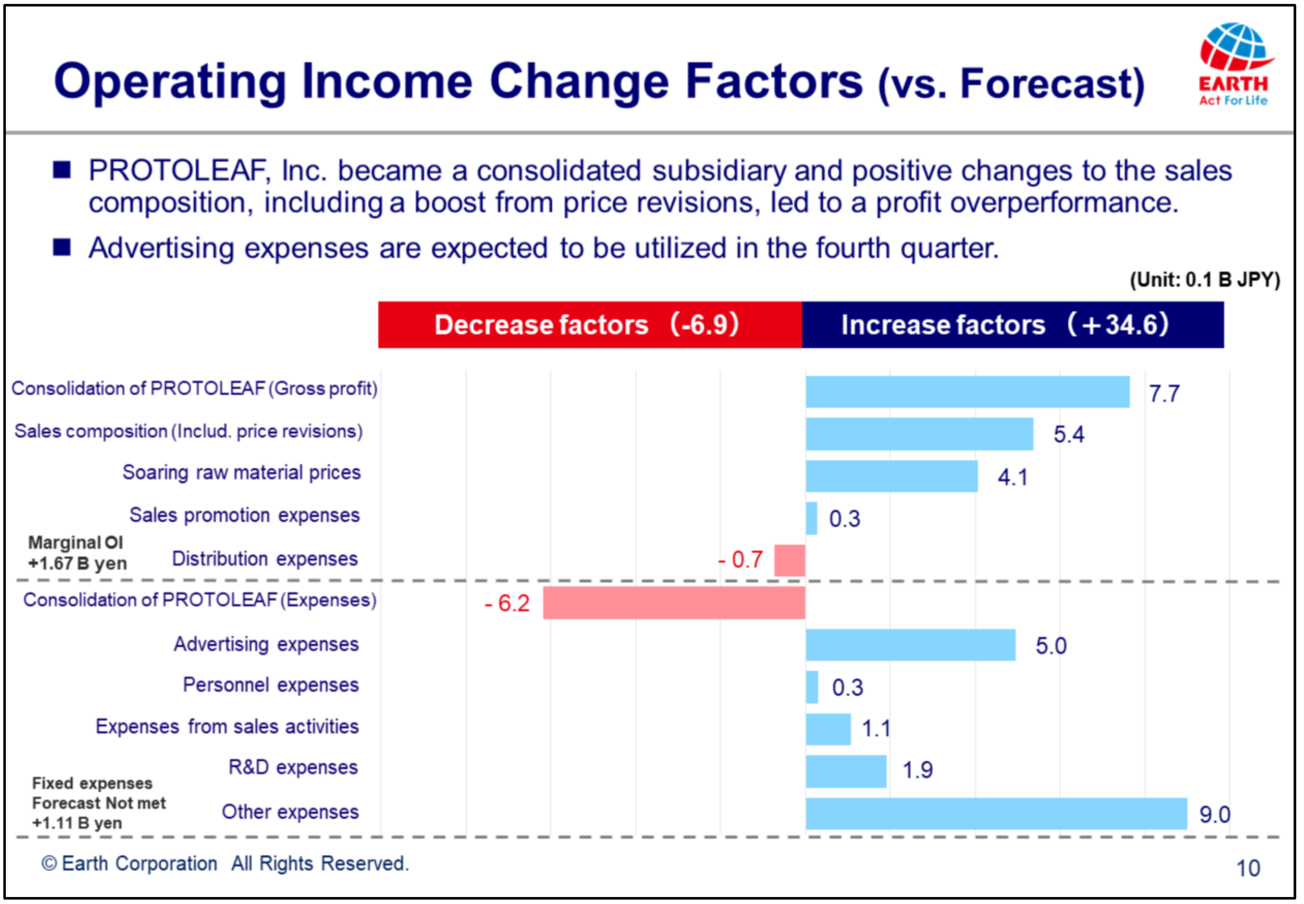
External

- Reports of foreign material contamination and changes in domestic legislation have led to greater client interest in hygiene control solutions.
- Increased capex spending in the manufacturing industry.

Internal

- Proactive investment toward the further development of expertise and technical R&D.
- Expand our testing facilities in the field of life sciences.
- Commercialize monitoring systems leveraging AI.

- Next, the status of our General Environment and Sanitation Business.
- We view the General Environment and Sanitation Business as one of our two major businesses, alongside household products, and consider it a business with very high growth expectations.
- Annual contract numbers continue to increase steadily, maintaining stable growth. Furthermore, the unit price per contract is rising alongside the advancement of our service offerings.
- This expansion in contract numbers is primarily driven by growing demand for sanitation management services, where our high service quality—including specialized knowledge and technology—is being well-received.
- We are also advancing initiatives to enhance service quality, such as expanding inspection equipment and utilizing AI.



- This shows the planned versus actual factors affecting operating profit.

- Overall, the trend is toward increased profit. The addition of PROTOLEAF, Inc. to the consolidated scope, along with changes in sales composition including the effect of price revisions, contributed to the upward revision in profit.

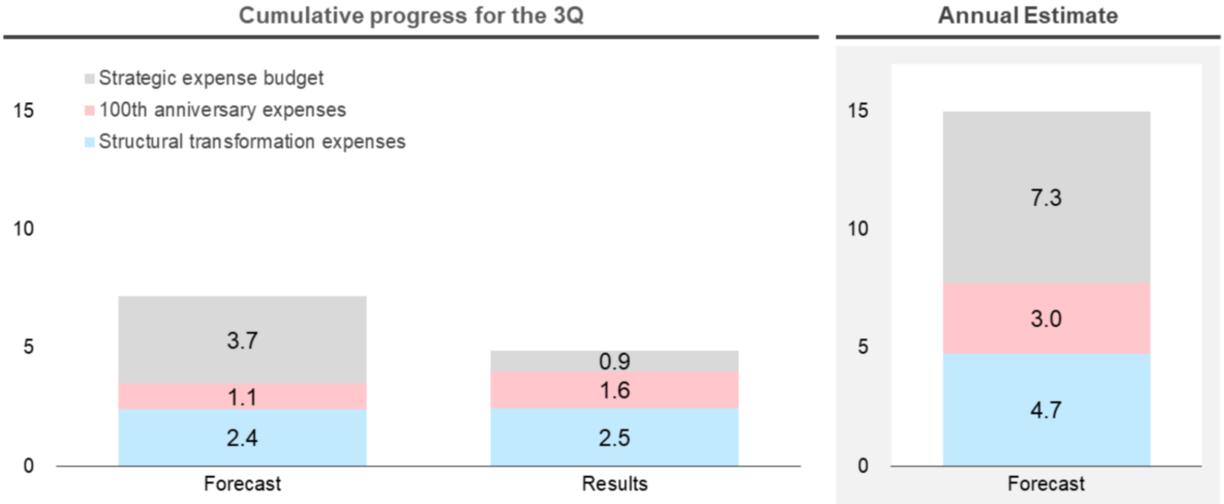
- Furthermore, while some SG&A expenses, such as advertising expenses, were not fully utilized or were shifted to the next period—with plans to utilize them in part during the fourth quarter—they represent a significant factor contributing to the increased profit in this third quarter.

- On the downside, the new consolidation of PROTOLEAF(expenses) shows a negative impact of ¥620 million. However, this is offset by the positive gross profit contribution on the upside, resulting in a net positive impact of ¥150 million overall.

Progress of One-off Expenses (Incl. Structural Transformation)

- While actual resource deployment timings may vary, expenses for structural transformation and the Group's 100th anniversary are on track with the plan.
- We will also be deploying resources for strategic expenses as needed, within a predetermined amount.

(Unit: 0.1 B JPY)



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- This shows the progress of one-off expenses, including structural transformation expenses.

- The annual plan figures are listed on the right. As previously communicated, we anticipate ¥1.5 billion annually, divided into three main categories.
- Light blue represents structural transformation expenses, pink is for the 100th anniversary expenses, and gray is for strategic expenses.

- We will now explain the cumulative progress through the third quarter.
- Regarding structural transformation expenses, actual costs were ¥250 million against a plan of ¥240 million, largely in line with the plan.

- 100th anniversary expenses appear to exceed the plan, at ¥160 million against ¥110 million. However, this is due to timing differences in recognition and does not significantly deviate from the actual plan.

- Regarding strategic expenses, costs such as M&A-related expenses, which were initially planned, have not yet materialized and remain unused. On the other hand, expenses related to the integration of Bathclin and other factors may arise, so we anticipate these expenses will approach the planned value over the full year.

Revision to Full-year Forecast

■ No changes from the upward revision made in the second quarter

(Unit: 0.1 B JPY)

	2025 Fcst.	2025 Rev.	Diff.	Key Forecast Revision Factors	2024 Res.
Sales	1,750	1,780	+30.0	• Contribution from the consolidation of PROTOLEAF, Inc.	1,692
Gross Profit	723.0	738.0	+15.0	• We now expect better gross profit margin than originally anticipated, thanks to the benefits of price revisions and changes in sales composition.	689.6
SG&A	658.0	658.0	0.0	• Expect to use part of budget left over from 1H. • Streamline costs to cover expenses associated with the consolidation of PROTOLEAF.	625.4
Operating Income	65.0	80.0	+15.0		64.2
Net Income	43.0	53.0	+10.0		34.7
ROE	6.2%	*7.6%	+1.4pt		5.1%

*Simulated on the basis of the revised consolidated result forecast figures announced on Aug. 8, 2025

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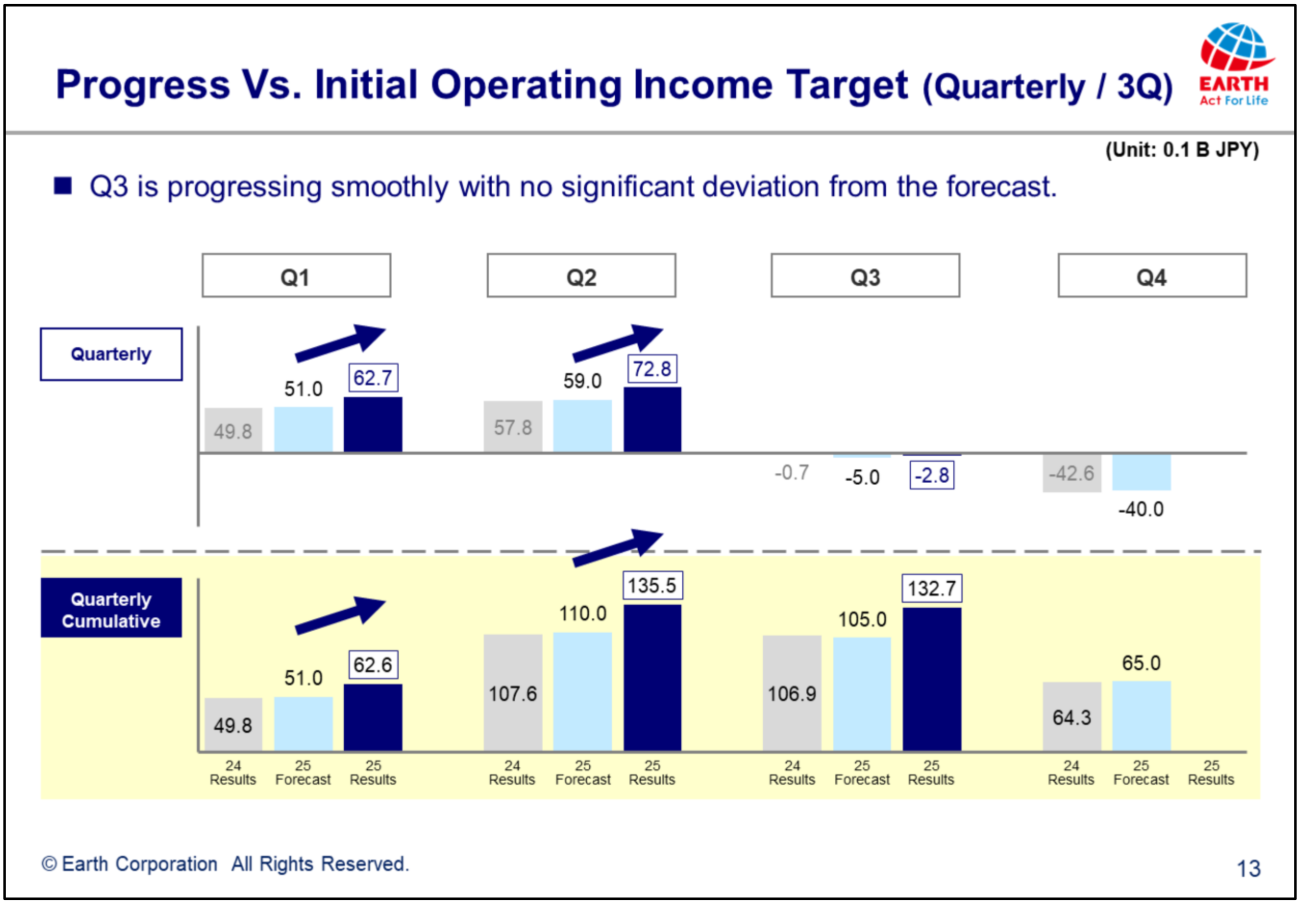
- Next, regarding the revised full-year forecast.
- There are no changes from the revised full-year forecast announced during the interim period.
- We expect sales to reach ¥178 billion and operating profit to land at ¥8 billion.



- Finally, regarding operating profit progress.
- Q1 and Q2 both significantly exceeded the forecast.
  Although Q3 operating profit was negative, it still slightly exceeded the forecast.
- Regarding the full-year performance outlook, Q4 will be crucial.
  We will also closely monitor product returns, which have a significant impact on performance.

EARTH

Act For Life

This presentation contains forward-looking statements and financial results forecasts. These forward-looking statements and financial results forecasts were formulated on the basis of company assumptions based on the information available.

These statements and forecasts are subject to risks and uncertainties that could cause actual results to differ materially from those described.

- That concludes my explanation. Thank you.