



Earnings Briefing Materials for 1Q of the Fiscal Year Ending December 2026

May 13, 2026

A background image showing the Earth from space, with a bright sun rising over the horizon, creating a lens flare effect.

Earth Corporation

Executive Summary



FY26.1Q Results

Sales : 47.91 B Yen (vs. forecast : +2.2% +1.01 B yen)
Operating Income : 6.33 B yen (vs. forecast : +27.3% +1.35 B yen)

- Sales
 - Domestic Insecticides & Repellents:
Both shipments and sell-through remained strong, driven primarily by new products.
 - Domestic Homecare products:
While Bath Salts and oral hygiene products faced a challenging market, overall profitability improved.
 - Overseas:
Revenue increased on a consolidated basis, despite varying market conditions across different regions.
 - General Environment & Sanitation:
Steady growth in contract numbers leading to favorable performance.
- Gross profit
Gross profit margin improved due to changes in sales composition, such as a shift to high-priced products.
- Expenses
Although expenses increased year-on-year, they remained well within the planned budget.

The impact of soaring raw material prices and procurement risks resulting from the escalating tensions in the Middle East has not yet been factored in.

Although it is currently difficult to make a reasonable estimate of the impact on this fiscal year's performance, we are implementing management measures and countermeasures to address the major risks anticipated.

The Dissolution of Earth Corporation (Suzhou)

Dissolution and Closure of Earth Corporation (Suzhou) , Our Consolidated Subsidiary in China

Reviewing our supply structure spanning over 20 years to drive fundamental reforms in our earnings structure.

Qualitative Impact of the Situation in the Middle East

- As tensions in the Middle East escalate, fluctuations in energy prices and disruptions to logistics networks continue. Although it is currently difficult to reasonably estimate the impact on our financial results for the current period, we are implementing the following risk management measures and responses in anticipation of an uncertain external environment.

	Major Potential Risks	Response Policy
Procurement/ Production	<ul style="list-style-type: none"> • Procurement difficulties, delays, and increased costs for solvents, containers, and packaging materials due to rising crude oil and naphtha prices. 	<ul style="list-style-type: none"> • Production adjustments based on procurement quantities. • Implementation of specification changes.
Logistics/ Supply Chain	<ul style="list-style-type: none"> • Surge in ocean freight rates due to route changes. • Stockouts caused by longer shipping lead times. 	<ul style="list-style-type: none"> • Strong collaboration with logistics providers. • Reviewing transportation routes and exploring alternative transportation options.
Profitability	<ul style="list-style-type: none"> • Rising manufacturing costs due to higher energy costs. • Increased import costs due to the weakening of the yen. 	<ul style="list-style-type: none"> • Consideration of appropriate price adjustments to reflect rising costs.

Dissolution of Earth Corporation (Suzhou)



- We have decided to dissolve and close our Chinese consolidated subsidiary, Earth Corporation (Suzhou) , effective May 13, 2026. We will continue to supply the products previously manufactured at the Earth Corporation (Suzhou) by transferring production equipment to other Group facilities.

Reason for dissolution

① Deteriorating
cost environment

Rising labor costs due to economic growth in China.

② Decline in
competitive advantage

Streamlining management resources through the consolidation of domestic locations in China.

③ Optimization of
Production Systems

Due to the prolonged weak yen, the competitive advantage the company enjoyed at its inception has diminished.



We are reviewing our supply system, which has been in place for over 20 years, and promoting a fundamental overhaul of our revenue structure.



Earth Corporation

Financial Result Highlights of 1Q FY2026

Earth Group's Medium-to-long-term Concept

SLOGAN

Our Group Working Together
Toward a Bright Tomorrow for EARTH



2021 2022 2023 2024 2025 2026 2027 2028 ...

COMPASS 2023

COMPASS 2026

Next MTBP

Transform the earnings structure & build a framework

Drive sales: Overseas

Drive revenue: Domestic

Expand Profit Foundation in Asia

Generate Cost Synergies

Grow market share

Cultivate markets

Review businesses

Shift the business portfolio

Optimize release allocation

Enhance global expansion

ESG / Open Innovation

Reform Corporate Compass & Infrastructure

Nurture a second revenue pillar after Insecticides & Repellents

Build a foundation: Group

Enhance oversight of Overseas/Group companies

Enhance M&A capabilities

Enhance investment profitability

Maximize Group sales & profits



Build a foundation for diverse business development

Group restructuring & enhanced profit structure

Operating Income Margin

Business Portfolio Targets

- Leverage the 4 pillars of our operations in Japan, Overseas, the General Environment and Sanitation Business, and MA-T to grow profits.

Japan	Overseas	General Environment and Sanitation Business	MA-T
<p>Minimize seasonality effects to secure core profit for our business</p>	<p>Overseas business as a growth driver with a special focus on ASEAN</p>	<p>Secure steady profits</p>	<p>Develop a new business immune to seasonality factors</p>
<ul style="list-style-type: none">  Maintain No.1 market share (Insecticides & repellents, bath salts)  Secure profits in household products <ul style="list-style-type: none"> • Mouthwashes & air fresheners • Masks for household use  New growth categories <ul style="list-style-type: none"> • Gardening supplies • Pet supplies 	<ul style="list-style-type: none">  Achieve No.2 position in the global market for insecticides & repellents.  Expand operations with a focus on 24 countries  Nurture global brands: <ul style="list-style-type: none"> • Insecticides & repellents • Oral care • Air fresheners 	<ul style="list-style-type: none">  Put in place 3 pillars of technical expertise, training, and specialization  Improve quality control support service through environmental doctors  Expand services to new domains and build a business foundation for sustained growth 	<ul style="list-style-type: none">  Secure stable profits in the liquid solutions business  Build business model through license PF  Real-world application of MA-T® as a technology capable of helping solve social issues

Financial Result Highlights



- Both revenue and profit increased compared to the forecast and YoY.
- Regarding the plan, overall revenue increased despite some fluctuations across different categories. Operating income exceeded the plan due to higher gross profit from increased sales and lower-than-planned SG&A expenses.

(Unit: 0.1 B JPY)

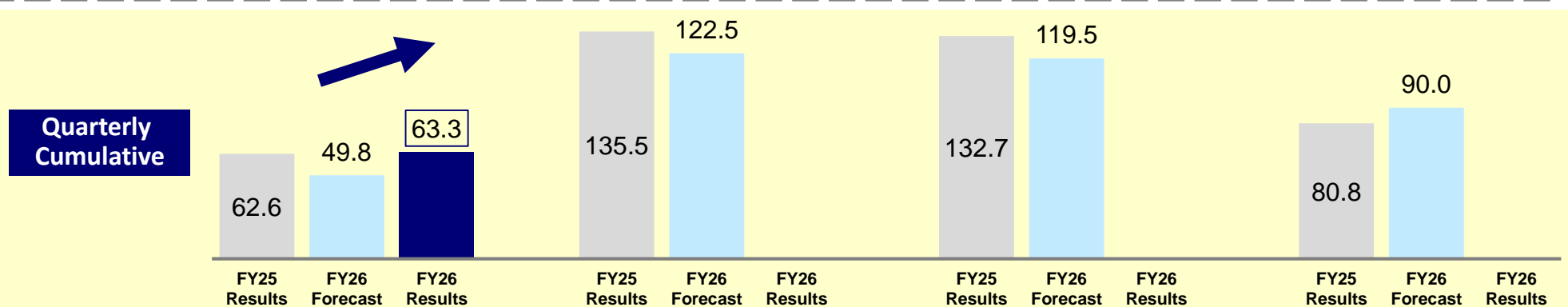
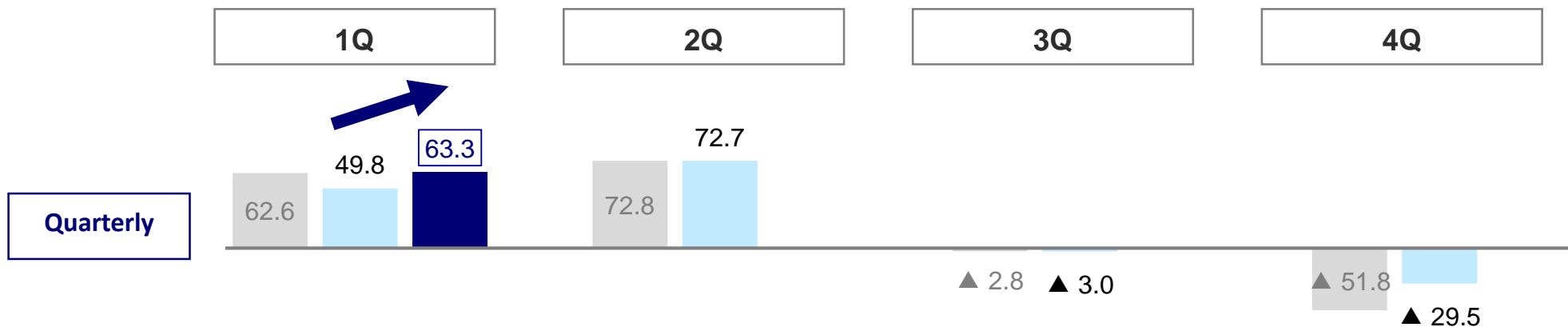
	25.1Q Results		26.1Q Forecast		26.1Q Results		Comparison			
	Amount	% Sales	Amount	% Sales	Amount	% Sales	YoY	YoY(%)	vs. Forecast	vs. Forecast(%)
Sales	447.8	100.0%	469.0	100.0%	479.1	100.0%	31.3	107.0%	10.1	102.2%
COGS	249.5	55.7%	263.0	56.1%	268.5	56.0%	18.9	107.6%	5.5	102.1%
Gross Profit	198.2	44.3%	206.0	43.9%	210.6	44.0%	12.3	106.2%	4.6	102.2%
SG&A	135.5	30.3%	156.2	33.3%	147.2	30.7%	11.6	108.6%	- 8.9	94.3%
Operating Income	62.6	14.0%	49.8	10.6%	63.3	13.2%	0.6	101.1%	13.5	127.3%
Ordinary Income	61.5	13.8%	50.0	10.7%	63.0	13.2%	1.4	102.4%	13.0	126.1%
Net Income attributable to owners of parent	46.7	10.4%	34.5	7.4%	44.5	9.3%	- 2.2	95.3%	10.0	129.2%

Progress Vs. OI Target (Quarterly/Cumulative)



- As of the 1Q, we achieved an increase in profit, driven by higher gross profit resulting from revenue growth and SG&A expenses remaining within the planned budget.

(Unit: 0.1 billion JPY)



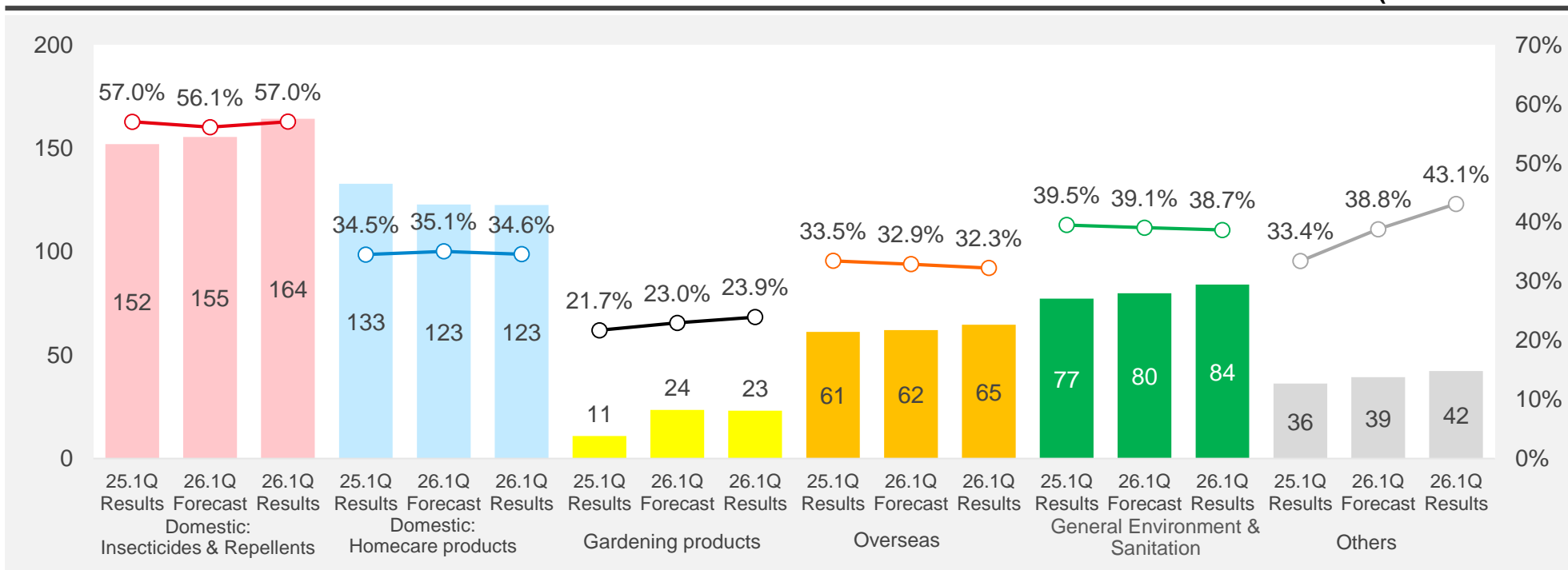
Management Accounting Basis: Sales / GPM (25 vs 26)



- **Domestic - Insecticides & Repellents:** Growth driven by strong market trends and steady shipments of new products.
- **Domestic - Homecare Products:** While bath salts & oral hygiene products faced challenges, profitability improved.
- **Gardening products:** Sales and profitability increase driven by the consolidation of PROTOLEAF, Inc.
- **Overseas:** Results varied by region but increased overall.
- **General Environment & Sanitation:** Continued delivering stable growth.

Sales / GPM by Portfolio

(Unit: 0.1 B JPY)



Domestic: Insecticides & Repellents Status Update



- The domestic insecticide market expanded to 106.8% compared to the previous year. As of the end of March, the annual progress rate stood at 4.9%.
- Both shipments and sell-through have been performing strongly, led by the new product "OH! No-mat."

Market Environment & Earth's Market Share
as of March 31, 2026

Situation of Core new products

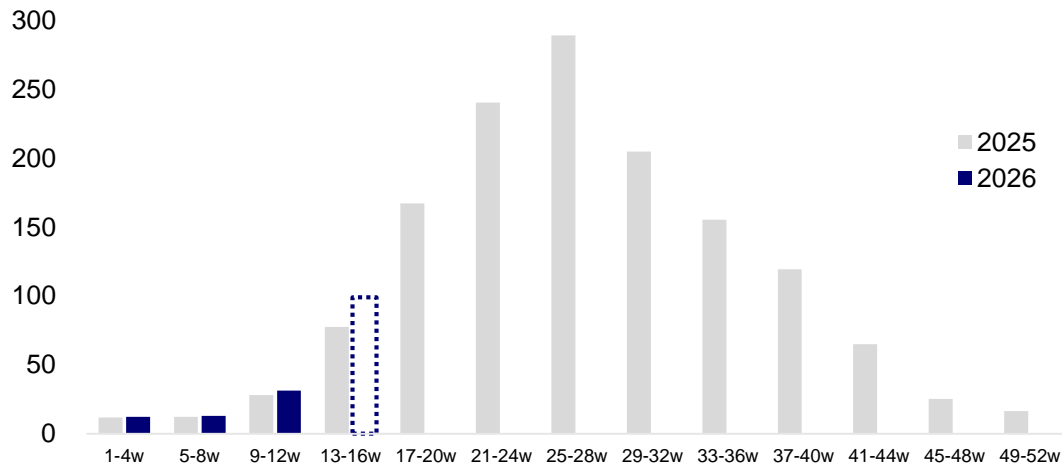
[Market YoY]

106.8%

[Earth's Market share]

62.7% (+1.1pt)

(0.1 B yen)



OH! No-mat Series

Vs. forecast **155%**



Domestic: Homecare Products Status Update (Oral hygiene)

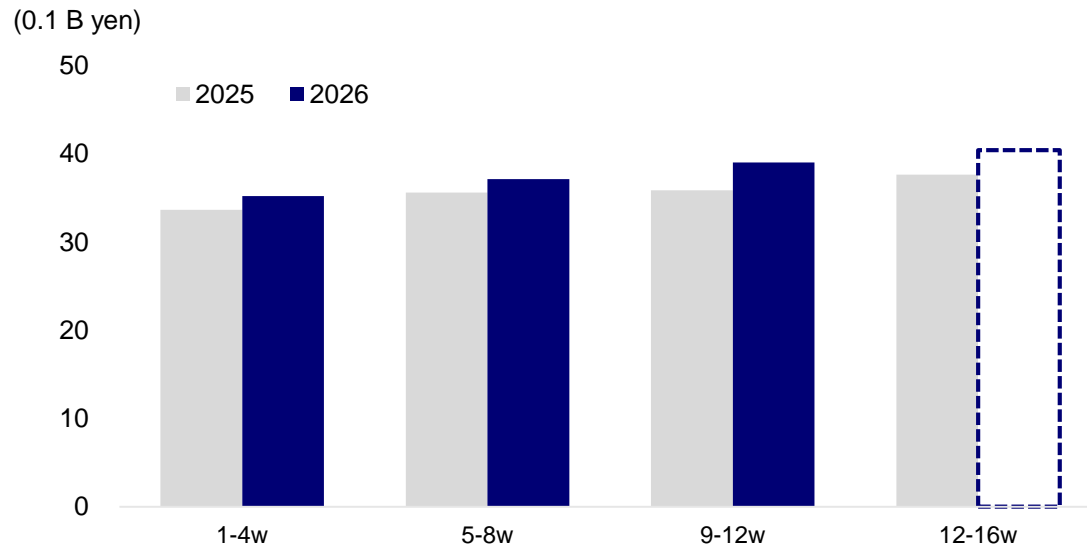


- While the overall market grew to 106.2% of the previous year's level, our market share remained at 18.8%, the same as last year.
- Regarding the "Mondamin" series, sell-through remained strong at 109.1% year-on-year, though shipments stood at 98.7%, falling slightly below the previous year's level.

Market Environment & Earth's Market Share as of March 31, 2026 (Mouthwash)

MONDAMIN Series Shipment

[Market YoY] **106.2%** [Earth's Market share] **18.8% (±0pt)**



MONDAMIN series

YoY **98.7%**



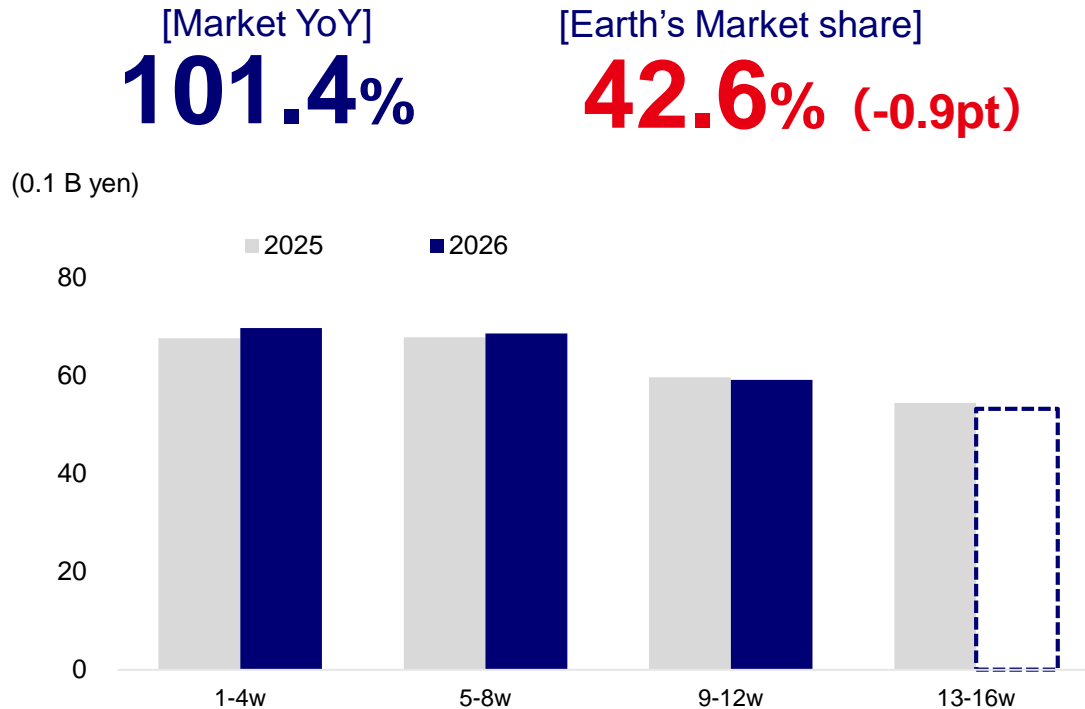
Domestic: Homecare Products Status Update (Bath Salts)



- Although there is some variation depending on the dosage form, the market as a whole is performing better than last year. While the “Enjoy form” is on the rise, the powder form continues to decline.
- While powder-type products such as "BATH ROMAN" and "BATHCLIN" fell below the previous year, our core brand "ONPO" and high-value-added product "BARTH" showed growth compared to the previous year.

Market Environment & Earth's Market Share as of March 31, 2026 (Mouthwash)

Trends in Key Products



ONPO

YoY **106%**



BARTH

YoY **108%**

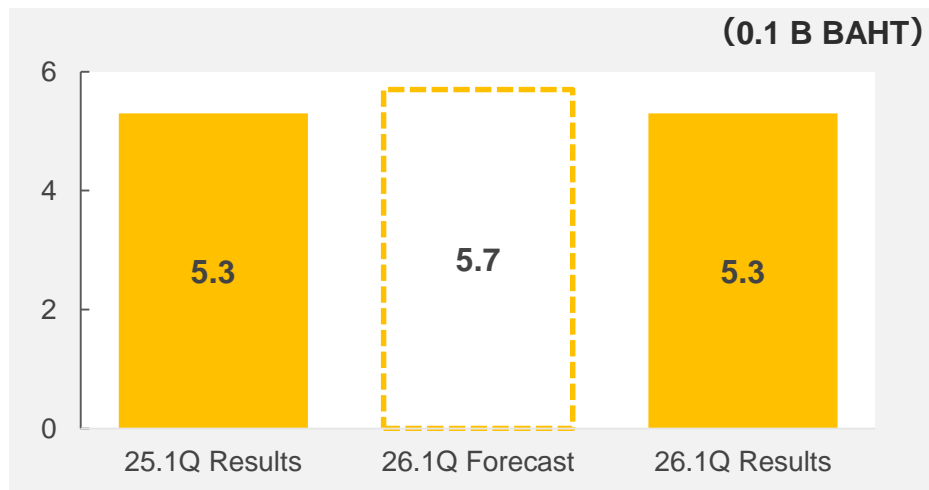


Overseas: Status Update (ASEAN Core)

Sales

FY26 1Q Status

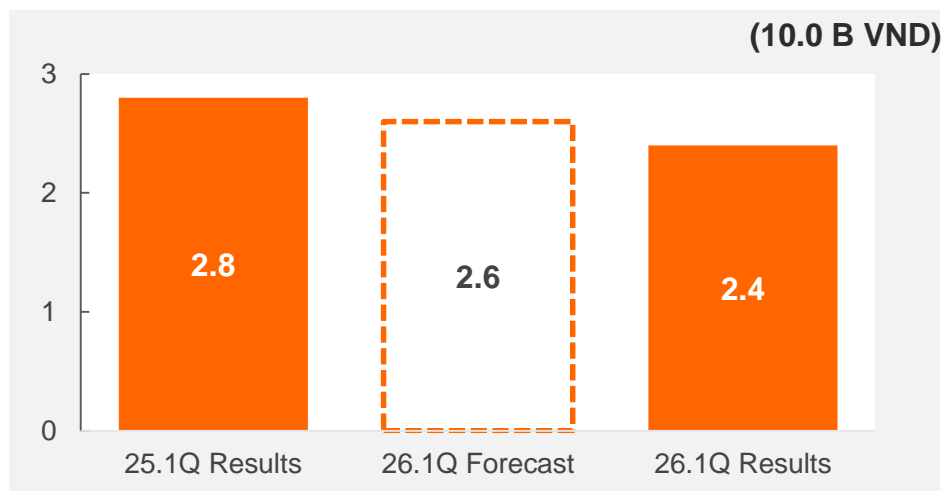
Thailand



- Secured the No. 1 market share in the Insecticides & Repellents market.
- In response to the boycott in Cambodia, we are considering changing our production location.



Vietnam



- While GIFT sales remained steady, Insecticides & Repellents products struggled, falling short of both the previous year's figures and our targets.
- We selected target companies and implemented improvements to shelf allocation.

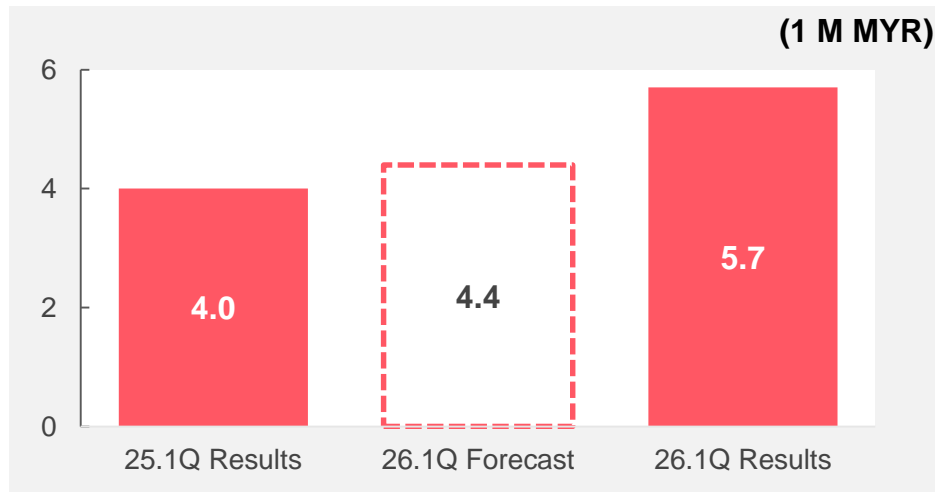


Overseas: Status Update (Expansion in ASEAN)

Sales

FY26 1Q Status

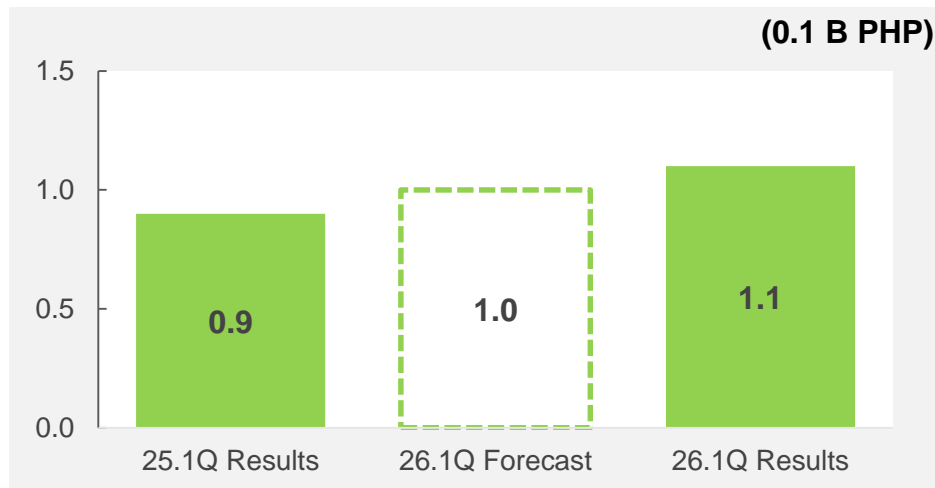
Malaysia



- Sales of the Insecticides & Repellents products and air fresheners remained strong.
- Several major accounts have increased their adoption of our staple products, significantly exceeding both last year's figures and the forecast.



Philippines



- Last year's stockout issues have been resolved.
- Sales remained strong, particularly in the large-scale aerosol market, exceeding both the previous year's figures and the forecast.



Overseas: Status Update (China, Exports)

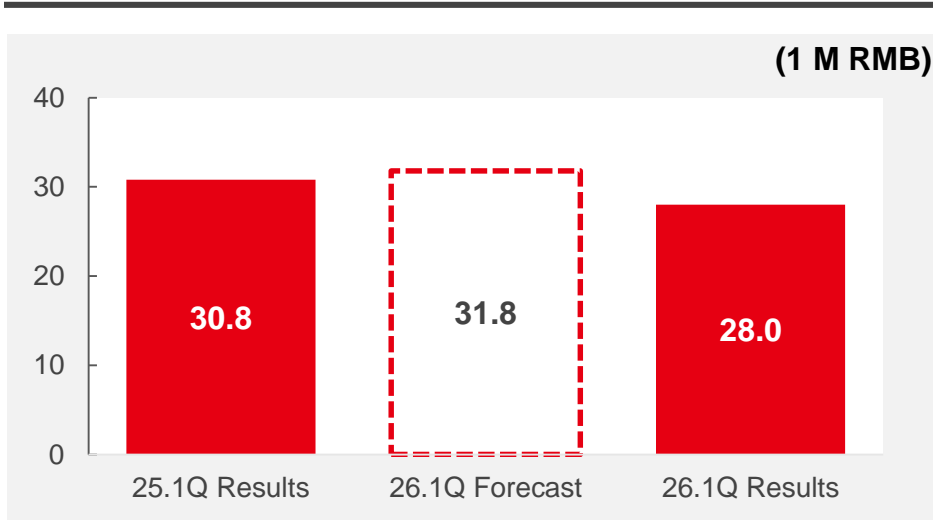
In local-currency terms



Sales

FY26 1Q Status

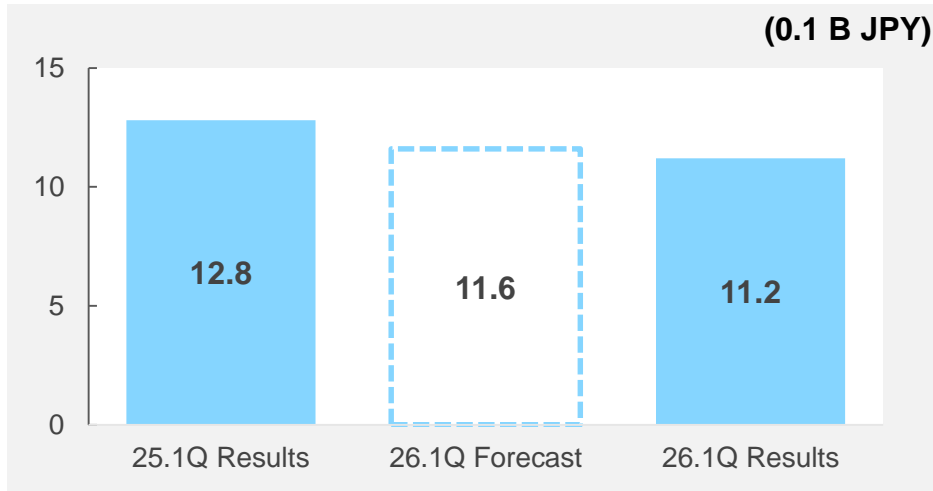
China



- The launch of our Insecticides & Repellents products is generally going smoothly.
- We are also focusing on emerging channels.




Exports



- Due to the situation in the Middle East, some shipments have been delayed, and shipments to Saudi Arabia are significantly below both the forecast and the previous year's figures.
- Shipments to other countries are performing well.



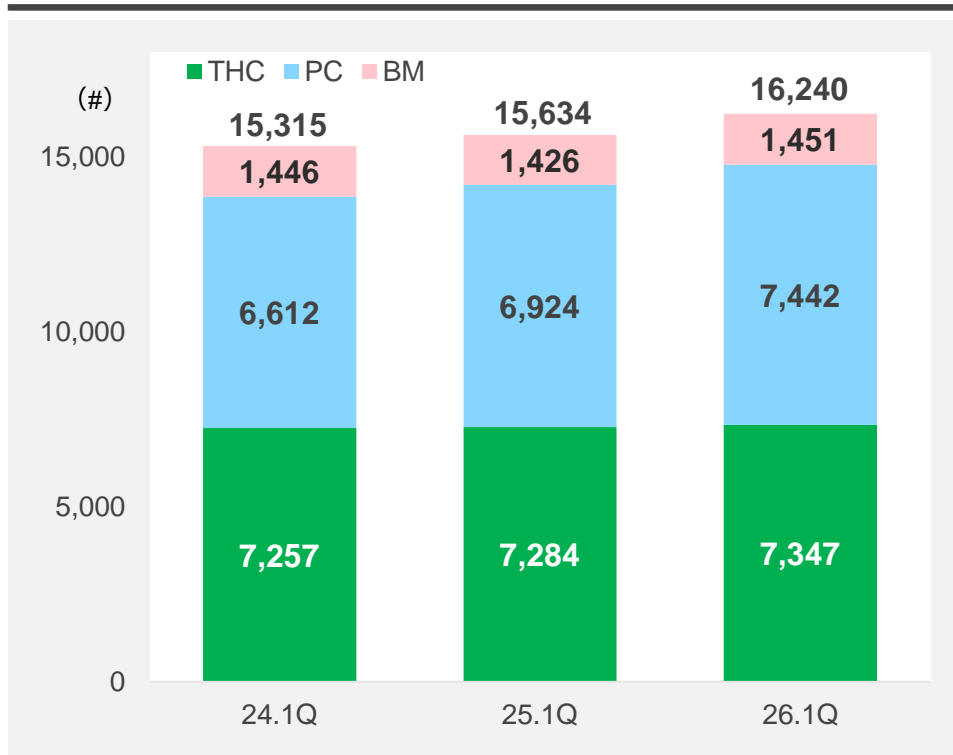


General Environment and Sanitation Business Status Update



- Due to external factors, Steady growth in the number of contracts & contract amounts, thanks to greater demand for hygiene control services leveraging Earth’s expert knowledge and knowhow.
- Unit price per contract increased, driven by the higher sophistication of our services.

General Environment and Sanitation Business – Trend in Annual Contract Numbers



Reasons behind this strong performance

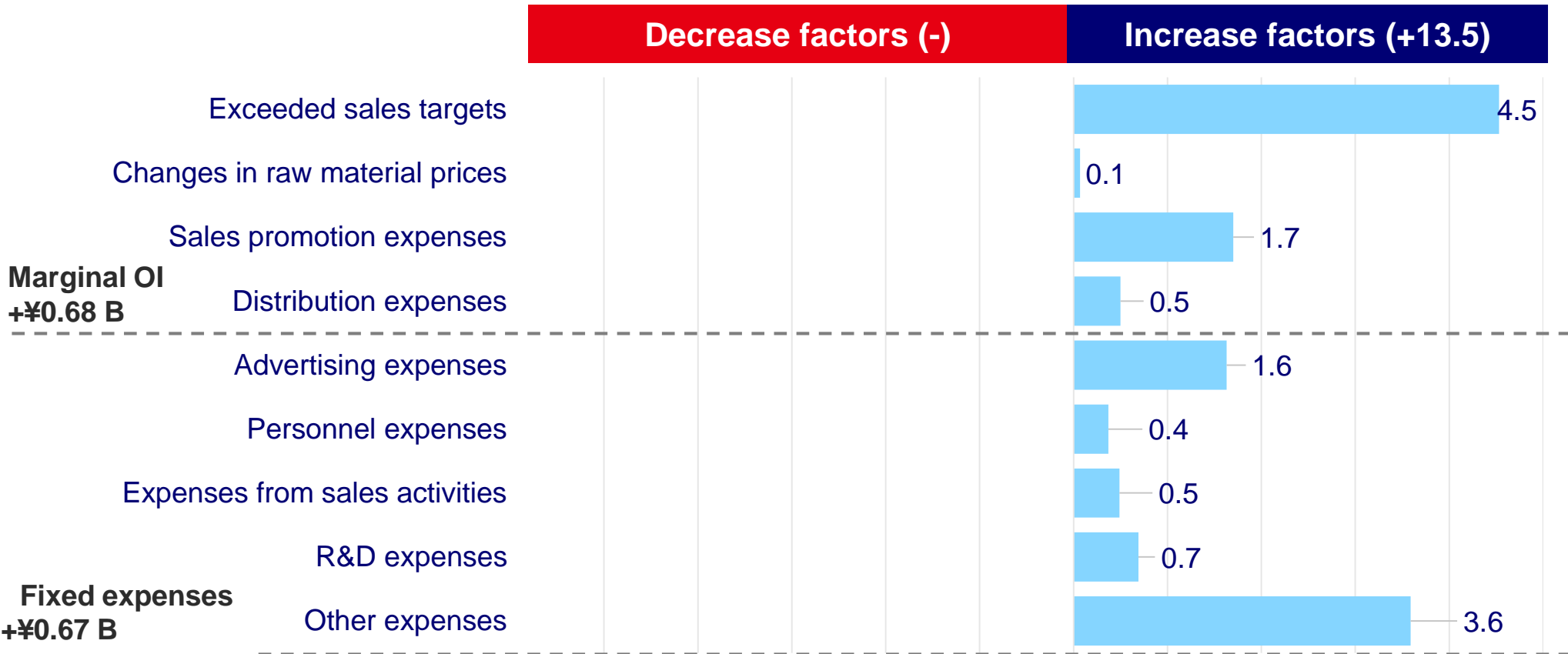
- External**
 - Reports of foreign material contamination and changes in domestic legislation have led to greater client interest for hygiene control solutions.
 - Increased capex spending in the manufacturing industry; recovery in costs related to hygiene/sanitation.
- Internal**
 - Proactive investment toward the further development of expertise and technical R&D.
 - Expand our testing facilities in the field of life sciences.

Operating Income Change Factors (vs. Forecast)



- Achieving sales targets, particularly for Insecticides & Repellents products, contributed to increased profits.
- As for SG&A expenses, the budget had not been fully utilized as of the first quarter. We expect to utilize the budget as planned for the full year.

(Unit: 0.1 B JPY)



2026: Forecast Highlights



- Although the escalating tensions in the Middle East could affect production and procurement costs, the outlook remains uncertain. As it is currently impossible to make a reasonable estimate, there are no changes from the initial forecast.

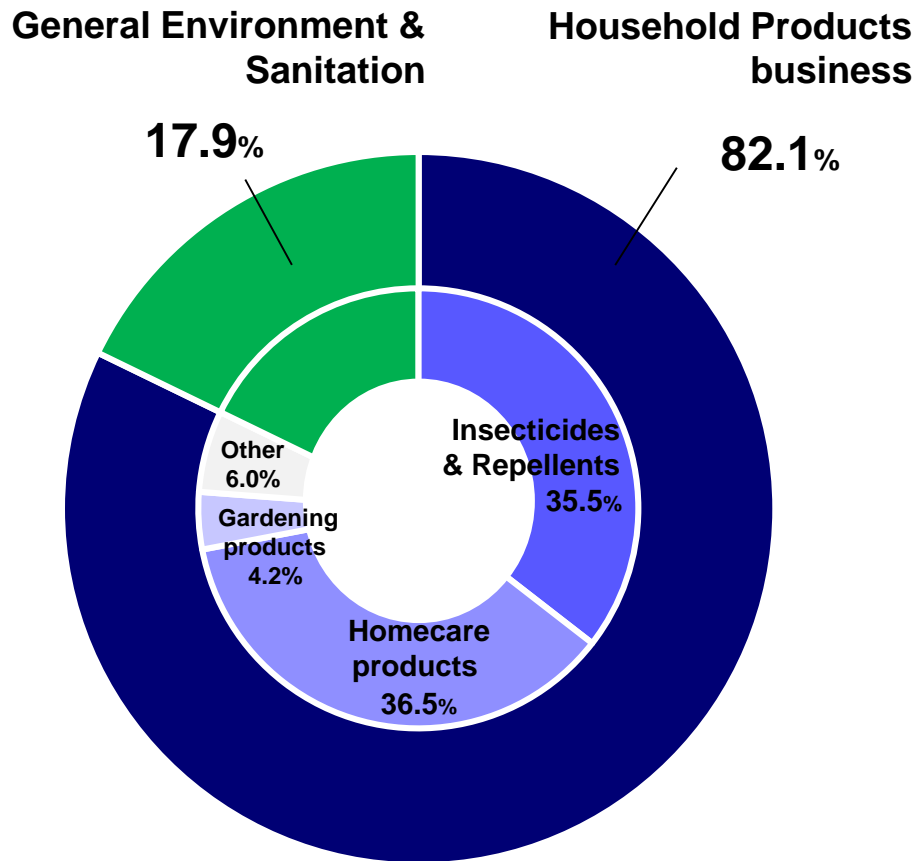
(Unit: 0.1 B JPY)

	2026 Forecast	Highlights	2025 Results
Sales	1,880	<ul style="list-style-type: none"> • Domestic / General Environment and Sanitation Business: We expect a continuation of the current stable growth trend. • Overseas: Focus on growing share in each regional market while delivering YoY growth on a local currency basis. 	1,791.8
Gross Profit	789	<ul style="list-style-type: none"> • GPM improvements thanks to a shift to a high value-add model, lower procurement costs, etc. 	747.3
SG&A Expenses	699	<ul style="list-style-type: none"> • Ramp up advertising spend in 1H to grow our market share. • Unlock post-merger synergies with BATHCLIN Corp. 	666.4
Operating Income	90	<ul style="list-style-type: none"> • We are guiding for operating income growth. 	80.8
Net Income attributable to owners of parent	62	<ul style="list-style-type: none"> • We don't expect any material changes in non-operating income and expenses, or any significant extraordinary items. 	52.3
ROE	8.1%	<ul style="list-style-type: none"> • We are guiding for an ROE just above 8%, driven by profit improvements and greater capital efficiency. 	7.3%

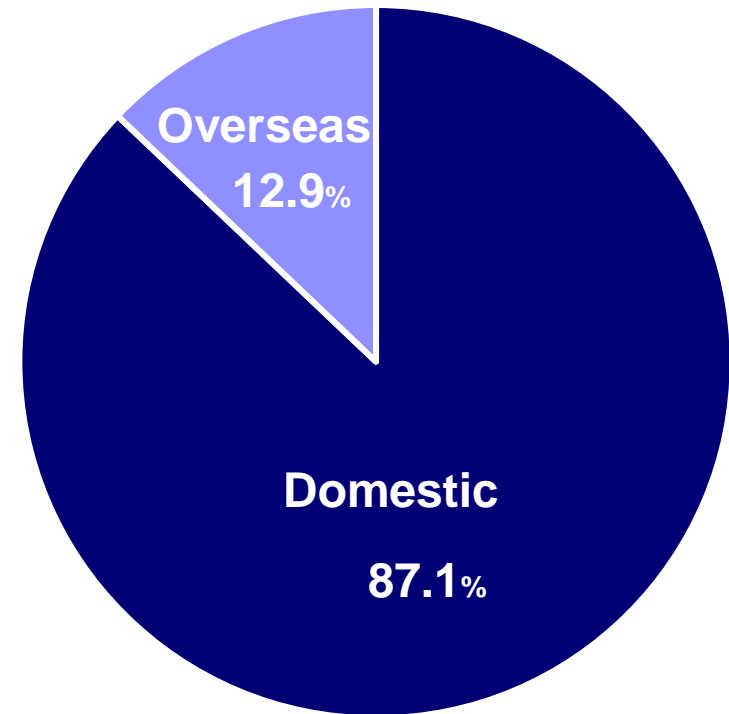
APPENDIX.

Revenue Breakdown






Revenue by Business Segment



Overseas Sales



Business Segments and Major Products

Segment	Main Products and Services				
Household Products business	Insecticides & Repellents	Homecare products	Gardening products	Other (Pets & MA-T)	Overseas
					
	Gross Profit Margin 51.7%	Gross Profit Margin 35.2%	Gross Profit Margin 23.0%	Gross Profit Margin 39.0%	Gross Profit Margin 32.2%
General Environment & Sanitation	B2B business primarily consisting of annual contracts for hygiene management support services				Gross Profit Margin 39.2%
	Various environmental monitoring services Quality assurance system development	Microbial and Foreign Matter Testing Building Maintenance	Pest and Rodent Control Consulting Services	Sanitation and Specialized Cleaning Product Sales	Annual contracts Revenue share 65.1%

Household Product Business: Market Size (Domestic)



Category	2025 Market Size	2025 Our Market Share	Trends																		
Insecticides & Repellents	141.3 billion yen (YoY +1.4%)	59.2% (YoY +1.9pt)	<p>(billion yen) — Insecticides & Repellents Market Size — Our Market Size</p> <table border="1"> <caption>Insecticides & Repellents Market Size and Our Market Share (2021-2025)</caption> <thead> <tr> <th>Year</th> <th>Market Size (billion yen)</th> <th>Our Market Share (%)</th> </tr> </thead> <tbody> <tr> <td>2021</td> <td>~1,200</td> <td>~58%</td> </tr> <tr> <td>2022</td> <td>~1,200</td> <td>~59%</td> </tr> <tr> <td>2023</td> <td>~1,300</td> <td>~59%</td> </tr> <tr> <td>2024</td> <td>~1,400</td> <td>~59%</td> </tr> <tr> <td>2025</td> <td>~1,41.3</td> <td>59.2%</td> </tr> </tbody> </table>	Year	Market Size (billion yen)	Our Market Share (%)	2021	~1,200	~58%	2022	~1,200	~59%	2023	~1,300	~59%	2024	~1,400	~59%	2025	~1,41.3	59.2%
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Bath Salts	71.0 billion yen (YoY +3.5%)	41.5% (YoY -1.0 pt)	<p>(billion yen) — Bath Salts Market Size — Our Market Size</p> <table border="1"> <caption>Bath Salts Market Size and Our Market Share (2021-2025)</caption> <thead> <tr> <th>Year</th> <th>Market Size (billion yen)</th> <th>Our Market Share (%)</th> </tr> </thead> <tbody> <tr> <td>2021</td> <td>~650</td> <td>~45%</td> </tr> <tr> <td>2022</td> <td>~650</td> <td>~44%</td> </tr> <tr> <td>2023</td> <td>~650</td> <td>~44%</td> </tr> <tr> <td>2024</td> <td>~650</td> <td>~43%</td> </tr> <tr> <td>2025</td> <td>71.0</td> <td>41.5%</td> </tr> </tbody> </table>	Year	Market Size (billion yen)	Our Market Share (%)	2021	~650	~45%	2022	~650	~44%	2023	~650	~44%	2024	~650	~43%	2025	71.0	41.5%
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Oral hygiene products	48.8 billion yen (YoY -2.6%)	18.5% (YoY +0.3pt)	<p>(billion yen) — Oral hygiene Market Size — Our Market Share</p> <table border="1"> <caption>Oral hygiene Market Size and Our Market Share (2021-2025)</caption> <thead> <tr> <th>Year</th> <th>Market Size (billion yen)</th> <th>Our Market Share (%)</th> </tr> </thead> <tbody> <tr> <td>2021</td> <td>~450</td> <td>~20%</td> </tr> <tr> <td>2022</td> <td>~450</td> <td>~19%</td> </tr> <tr> <td>2023</td> <td>~450</td> <td>~19%</td> </tr> <tr> <td>2024</td> <td>~450</td> <td>~19%</td> </tr> <tr> <td>2025</td> <td>48.8</td> <td>18.5%</td> </tr> </tbody> </table>	Year	Market Size (billion yen)	Our Market Share (%)	2021	~450	~20%	2022	~450	~19%	2023	~450	~19%	2024	~450	~19%	2025	48.8	18.5%
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Household Product - Overseas

■ Insecticides & Repellents ■ Homecare products

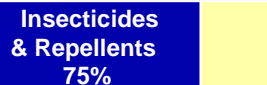
ASEAN: Core Region

Main Products



Thailand

Revenue Breakdown



Vietnam



ASEAN: Other Regions

Main Products



Malaysia

Revenue Breakdown



Philippines



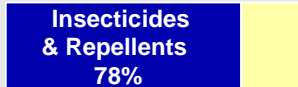
China & Exports

Main Products

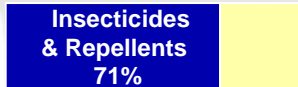


China

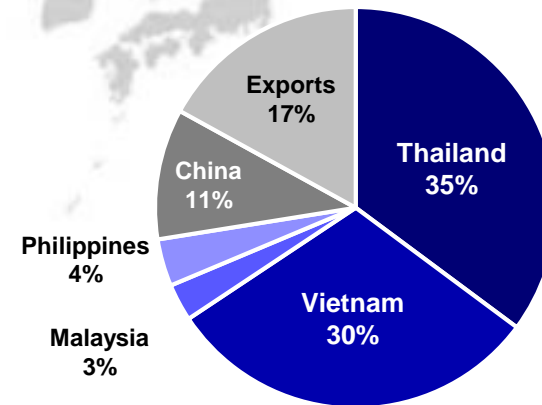
Revenue Breakdown



Exports



Sales by Region

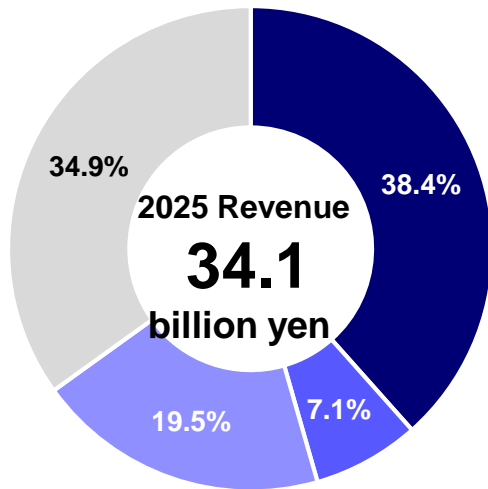


General Environment and Sanitation Business



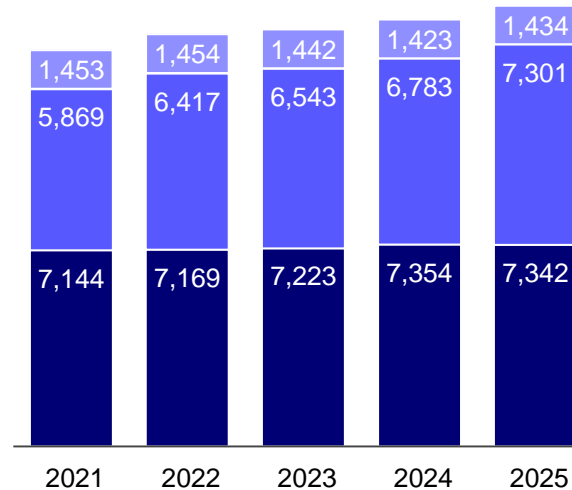
Revenue Breakdown

■ THC ■ PC ■ BM ■ Sales and Other



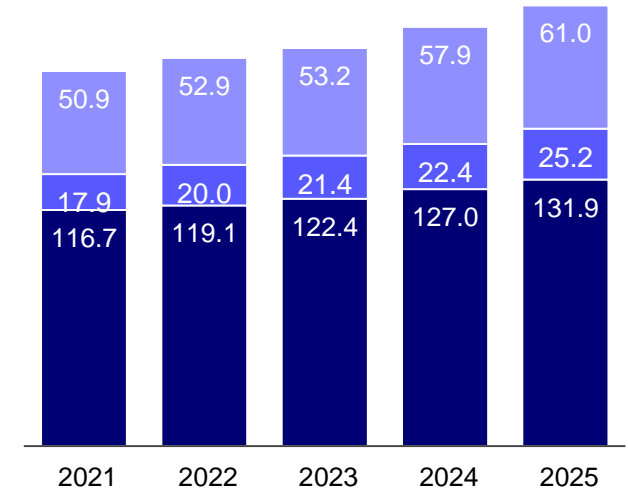
Number of Annual Contracts

■ THC ■ PC ■ BM (Cases)



Annual Contract Value

■ THC ■ PC ■ BM (billion yen)



*THC (Total Healthcare System)
Comprehensive Environmental Hygiene Management: Customized comprehensive hygiene management support services

*PC (Pest Control)
Pest and Wildlife Control Services

*BM (Building Maintenance)
Management services including general cleaning within buildings

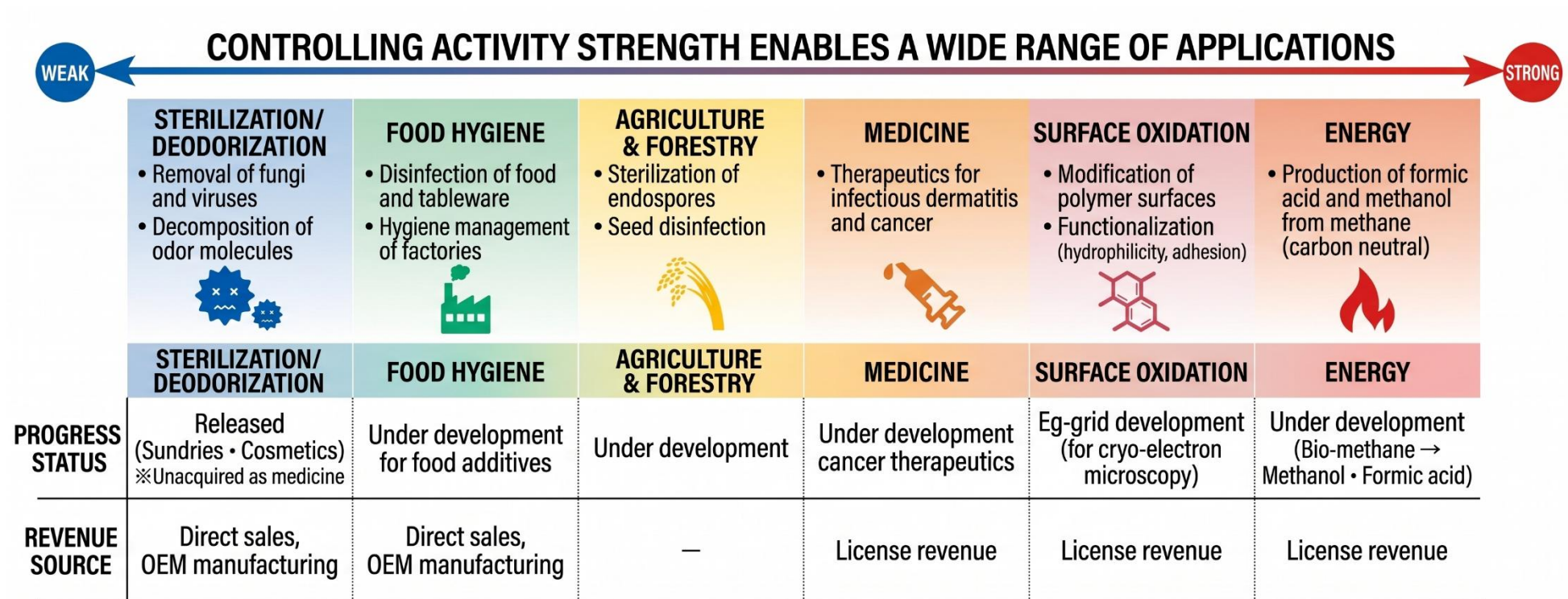


MA-T Business

Business Policy

Building a new revenue base utilizing the unique MA-T (®) technology

(A mechanism for securing medium to long-term revenue streams by leveraging the strength of holding the basic patent)



*MA-T System: An abbreviation for "®: " (Matching Transformation System). A mechanism (system) for oxidation control, an innovative technology originating in Japan.

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MA-T Business: Mechanism — A System That Operates Only When and As Much as Needed

"On-Demand Hypochlorous Acid Solution"

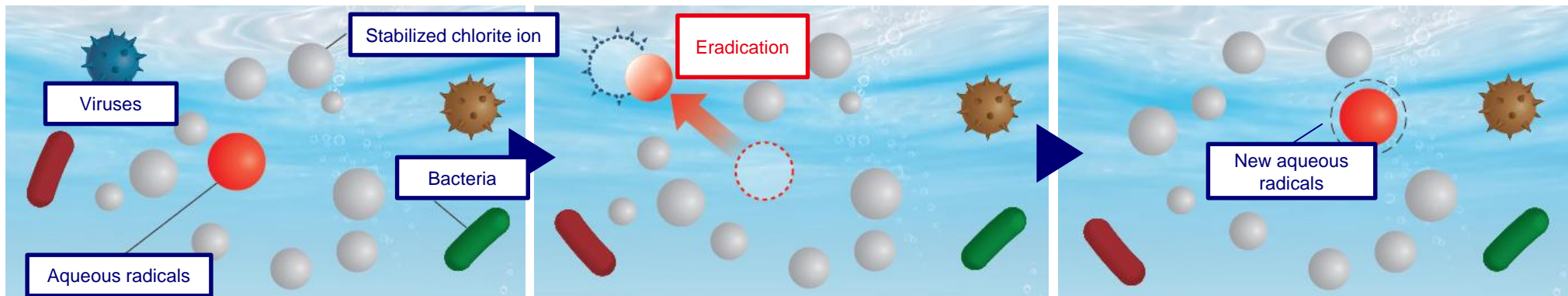
As easy to use as water, with high safety

A system that delivers results exactly when and as much as needed

① 99% of the composition is water

② *Aqueous radicals are activated only as needed to eliminate bacteria, viruses, and odor-causing compounds

*Radical: A state of extremely high reactivity and oxidative power (the ability to strip electrons).



The MA-T® system features a mechanism where controlled "aqueous radicals" exist within the water. These radicals activate only as needed to eliminate bacteria, viruses, and odors.

When bacteria or viruses are present, the aqueous radicals collide with them to perform disinfection.

Through the precise control of MA-T®, a new aqueous radical is formed in their place, ensuring the MA-T System® continues to function until all bacteria and viruses are eradicated.

Exchange Rates and Exchange Rate Sensitivity



Unit: Yen

	(Ref.) FY2025		FY2026			
	1Q Results	Full-Year Results	1Q Results	Full-Year Forecast	YoY	vs. Forecast
US (USD)	149.52	156.56	159.88	150.00	107%	107%
China (CNY)	20.59	22.36	23.11	21.00	112%	110%
Thailand (THB)	4.40	4.97	4.86	4.50	110%	108%
Vietnam (VND)	0.00586	0.00596	0.00603	0.00530	103%	114%
Malaysia (MYR)	33.81	38.66	39.22	35.00	116%	112%
Philippines (PHP)	2.63	2.67	2.65	2.60	101%	102%
EU (EUR)	162.08	184.33	183.41	170.00	113%	108%

Foreign Exchange Sensitivity

If the yen depreciates by approximately 1% against all currencies, this would have a negative impact of approximately 60 to 70 million yen on profits.



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Supplementary Materials: FY2026 1Q Results

Consolidated: Statement of Income



(Unit : million JPY)

	FY25	FY26	FY26	VS YoY	vs.FCT			FY26	
	1Q Results	1Q Forecast	1Q Results	+/-	YoY	+/-	FCT	Forecast	YoY
Sales	44,782	46,900	47,914	3,132	107.0%	1,014	102.2%	188,000	104.9%
Cost of sales	24,955	26,300	26,854	1,898	107.6%	554	102.1%	109,100	104.5%
Gross profit	19,826	20,600	21,060	1,234	106.2%	460	102.2%	78,900	105.6%
SG&A expenses	13,556	15,620	14,722	1,165	108.6%	- 897	94.3%	69,900	104.9%
Operating income	6,269	4,980	6,338	68	101.1%	1,358	127.3%	9,000	111.3%
Non-operating income	138	85	168	30	122.2%	83	198.8%	800	75.4%
Non-operating expenses	248	65	202	- 45	81.7%	137	312.2%	250	98.2%
Ordinary profit	6,159	5,000	6,304	145	102.4%	1,304	126.1%	9,550	107.4%
Extraordinary income	349	-	0	- 349	0.0%	0	-	0	0.0%
Extraordinary losses	4	10	3	0	83.8%	- 6	36.0%	100	8.2%
Net income before income taxes	6,505	4,990	6,301	- 204	96.9%	1,311	126.3%	9,450	117.0%
Income taxes	1,770	1,495	1,789	19	101.1%	293	119.6%	2,829	155.7%
Net income	4,735	3,494	4,512	- 223	95.3%	1,017	129.1%	6,620	118.4%
Net income attributable to non-controlling interests	57	44	54	- 2	96.0%	10	123.0%	420	118.9%
Net income attributable to owners of parent	4,678	3,450	4,457	- 220	95.3%	1,007	129.2%	6,200	118.4%
Gross profit ratio	44.3%	43.9%	44.0%	- 0.3pt		0.0pt		42.0%	
Operating income ratio	14.0%	10.6%	13.2%	- 0.8pt		2.6pt		4.8%	
Net income before income taxes ratio	10.4%	7.4%	9.3%	- 1.1pt		1.9pt		3.3%	

Consolidated: Sales by Segment



(Unit : million JPY)

	1Q FY25	1Q FY26	1Q FY26	VS YoY	vs.FCT			FY26	
	Results	Forecast	Results	+/-	YoY	+/-	FCT	Forecast	YoY
Insecticides & Repellents	20,510	21,010	22,388	1,878	109.2%	1,378	106.6%	70,665	104.5%
Oral hygiene products	1,888	2,026	1,809	- 78	95.9%	- 216	89.3%	9,466	102.6%
Bath salts	6,127	5,582	5,512	- 615	90.0%	- 70	98.7%	25,084	94.7%
Other household products	7,801	7,560	7,898	96	101.2%	337	104.5%	34,251	101.1%
Homecare products	15,817	15,169	15,220	- 597	96.2%	50	100.3%	68,802	98.8%
Gardening products	1,256	2,358	2,466	1,210	196.4%	108	104.6%	9,324	116.6%
Pet products & others	3,081	3,347	2,886	- 195	93.7%	- 461	86.2%	13,786	121.0%
Household products business subtotal	40,665	41,886	42,962	2,297	105.6%	1,075	102.6%	162,579	103.8%
General environment & sanitation business subtotal	7,729	7,989	8,415	686	108.9%	426	105.3%	35,000	102.5%
Total sales include internal sales	48,394	49,876	51,378	2,983	106.2%	1,502	103.0%	197,579	103.6%
(Adjustments)	- 3,612	- 2,976	- 3,463	148		- 487		- 9,579	
Total sales	44,782	46,900	47,914	3,132	107.0%	1,014	102.2%	188,000	104.9%

(Composition ratio) *Denominator includes total sales, including intercompany sales.

Insecticides & Repellents	42.4%	42.1%	43.6%	1.2pt		1.5pt		35.8%
Homecare products	32.7%	30.4%	29.6%	- 3.1pt		- 0.8pt		34.8%
Gardening products	2.6%	4.7%	4.8%	2.2pt		0.1pt		4.7%
Pet products & others	6.4%	6.7%	5.6%	- 0.7pt		- 1.1pt		7.0%
Household products business	84.0%	84.0%	83.6%	- 0.4pt		- 0.4pt		82.3%
General environment & sanitation business	16.0%	16.0%	16.4%	0.4pt		0.4pt		17.7%

Consolidated: SG&A Expenses



(Unit : million JPY)

	1Q FY25	1Q FY26	1Q FY26	VS YoY		vs.FCT		FY26	Progress
	Results	Forecast	Results	+/-	YoY	+/-	FCT	Forecast	ratio
Personal expenses	5,788	5,839	5,802	13	100.2%	- 36	99.4%	24,071	24.1%
Shipping costs	1,135	1,436	1,328	192	117.0%	- 108	92.4%	6,320	21.0%
Strage costs	688	799	857	169	124.6%	58	107.3%	3,521	24.4%
Advertising costs	896	1,539	1,376	480	153.6%	- 163	89.4%	11,267	12.2%
Sales promotion expenses	244	578	408	163	166.8%	- 170	70.6%	1,814	22.5%
R&D expenses	763	840	771	7	101.0%	- 69	91.8%	3,614	21.3%
Depreciation expenses	482	511	497	14	103.0%	- 14	97.2%	2,114	23.5%
Goodwill amortization	31	48	48	17	156.3%	0	100.0%	194	25.0%
Travel&transportation expenses	347	385	327	- 19	94.3%	- 58	84.8%	1,713	19.1%
Entertainment expenses	170	171	180	10	106.2%	9	105.5%	869	20.8%
Comission paid	405	615	462	56	113.8%	- 152	75.1%	2,195	21.0%
Sales comission	321	140	232	- 88	72.4%	92	165.6%	496	46.9%
Miscellaneous expenses	133	179	125	- 8	93.9%	- 54	69.8%	1,190	10.5%
Others	2,146	2,532	2,303	156	107.3%	- 229	90.9%	10,517	21.9%
Total	13,556	15,620	14,722	1,165	108.6%	- 897	94.3%	69,900	21.1%
(Composition ratio)									
Personal expenses ratio	12.9%	12.5%	12.1%	- 0.8pt		- 0.3pt		12.8%	
Advertising costs ratio	2.0%	3.3%	2.9%	0.9pt		- 0.4pt		6.0%	
R&D expenses ratio	1.7%	1.8%	1.6%	- 0.1pt		- 0.2pt		1.9%	

Consolidated: Balance Sheet



(Unit : million JPY)

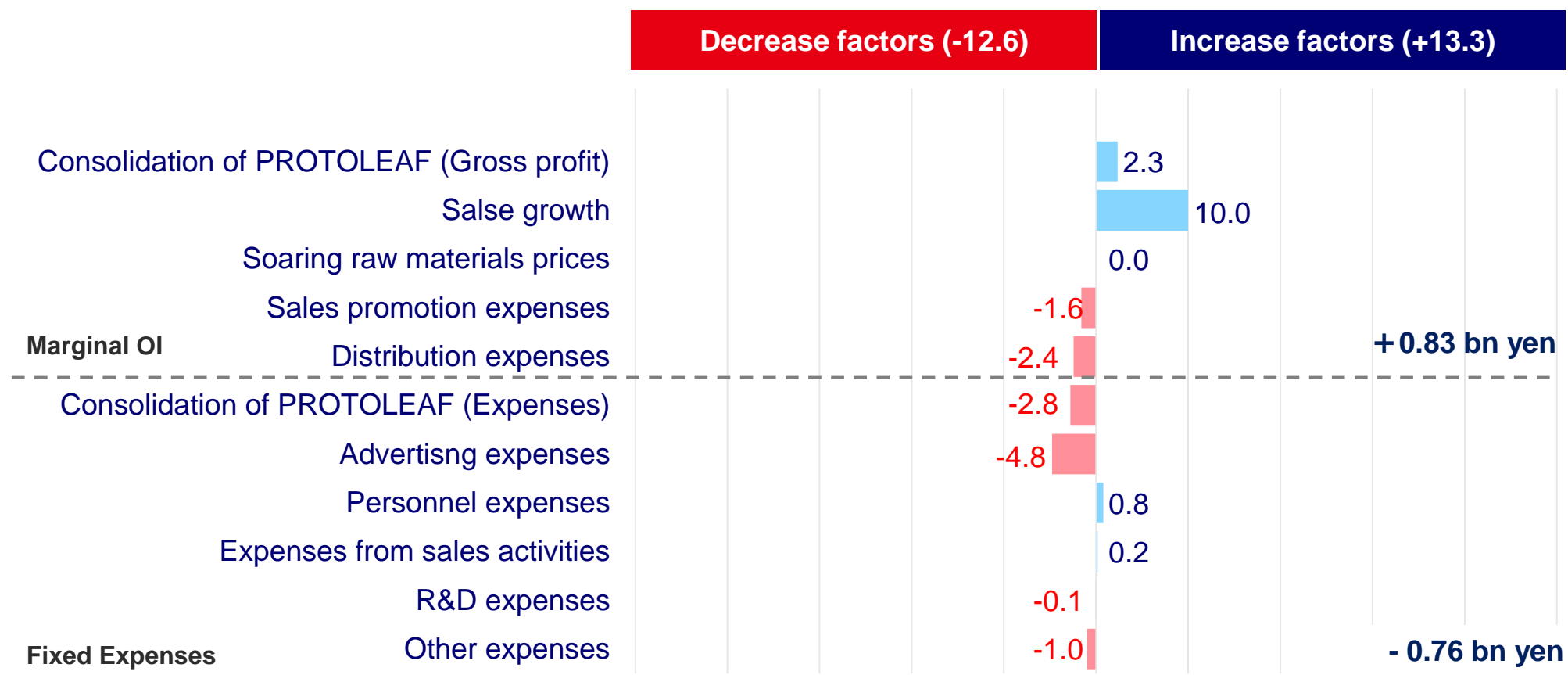
		End of 1Q FY25	End of 1Q FY26	VS YoY +/-	End of FY25	+/-
Current assets	Cash & deposits	15,487	17,389	1,902	23,327	- 5,938
	Trade receivable	34,936	39,626	4,689	25,941	13,684
	Inventories	35,230	37,788	2,557	32,305	5,483
	Others	3,865	2,801	- 1,063	2,764	37
Non-current assets	Property, plant & equipment	29,388	29,116	- 272	29,375	- 259
	Intangible assets	7,670	7,518	- 152	7,543	- 25
	Investments & other assets	22,008	28,144	6,136	28,124	20
Total assets		148,587	162,384	13,797	149,382	13,001
Current liabilities	Trade payables	36,732	34,919	- 1,812	35,333	- 414
	Short-term borrowings	15,547	21,544	5,997	7,554	13,990
	Others	16,424	18,356	1,932	20,066	- 1,710
Non-current liabilities	Long-term borrowings	261	132	- 129	165	- 33
	Others	3,754	4,823	1,069	4,972	- 148
Total liabilities		72,720	79,776	7,056	68,092	11,684
Net assets	Total shareholders' equity	62,645	65,305	2,659	63,573	1,731
	Total accumulated other comprehensive income	7,423	11,126	3,703	11,345	- 219
	Non-controlling interests	5,798	6,176	377	6,371	- 195
Total net assets		75,867	82,608	6,740	81,290	1,317

Operating Income Change Factors (YoY)



- Despite an increase in expenses following the new consolidation of PROTOLEAF, Inc. as well as higher advertising and logistics costs, profit increased year-on-year. This growth was driven by higher sales, particularly in Insecticides & Repellents and the shift toward high-priced products.

(Unit: 0.1 B JPY)



Overview of Group Companies' Performance



(Unit : million JPY)

Earth Corporation			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	28,591	28,340	29,129
Gross profit	13,060	13,091	13,589
Operatig income	5,575	4,248	5,433

Hakugen Earth Co., Ltd.			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	3,828	4,065	4,111
Gross profit	1,249	1,456	1,453
Operatig income	1	144	194

PROTOLEAF, Inc.			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	-	1,100	923
Gross profit	-	340	234
Operatig income	-	11	- 43

*For convenience, Earth Corporation's FY2025 results are presented as a simple aggregation of results from the former BATHCLIN Corporation.

Earth Pet Co., Ltd.			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	1,655	1,716	1,741
Gross profit	523	641	701
Operatig income	-101	53	217

Earth Environmental Service Co.,Ltd.			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	7,729	7,989	8,415
Gross profit	3,055	3,121	3,255
Operatig income	212	200	281

Earth(Thailand)Co.,Ltd.			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	2,374	2,581	2,604
Gross profit	736	727	715
Operatig income	308	186	237

Earth Corporation Vietnam			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	1,642	1,382	1,495
Gross profit	598	518	540
Operatig income	64	40	42

EARTH HOME PRODUCTS (MALAYSIA)			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	138	157	225
Gross profit	49	53	81
Operatig income	-15	-21	-5

EARTH HOMECARE PRODUCTS (PHILIPPINES)			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	255	263	303
Gross profit	116	115	130
Operatig income	-23	-11	12

Earth Corporation (Shanghai)			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	636	667	647
Gross profit	276	224	237
Operatig income	171	69	109

Earth Corporation (Tianjin)			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	1,214	1,217	1,350
Gross profit	222	273	267
Operatig income	136	69	116

Earth Corporation (Suzhou)			
	1Q FY25	1Q FY26	1Q FY26
	Results	Forecast	Results
Sales	328	338	429
Gross profit	80	68	121
Operatig income	42	29	58

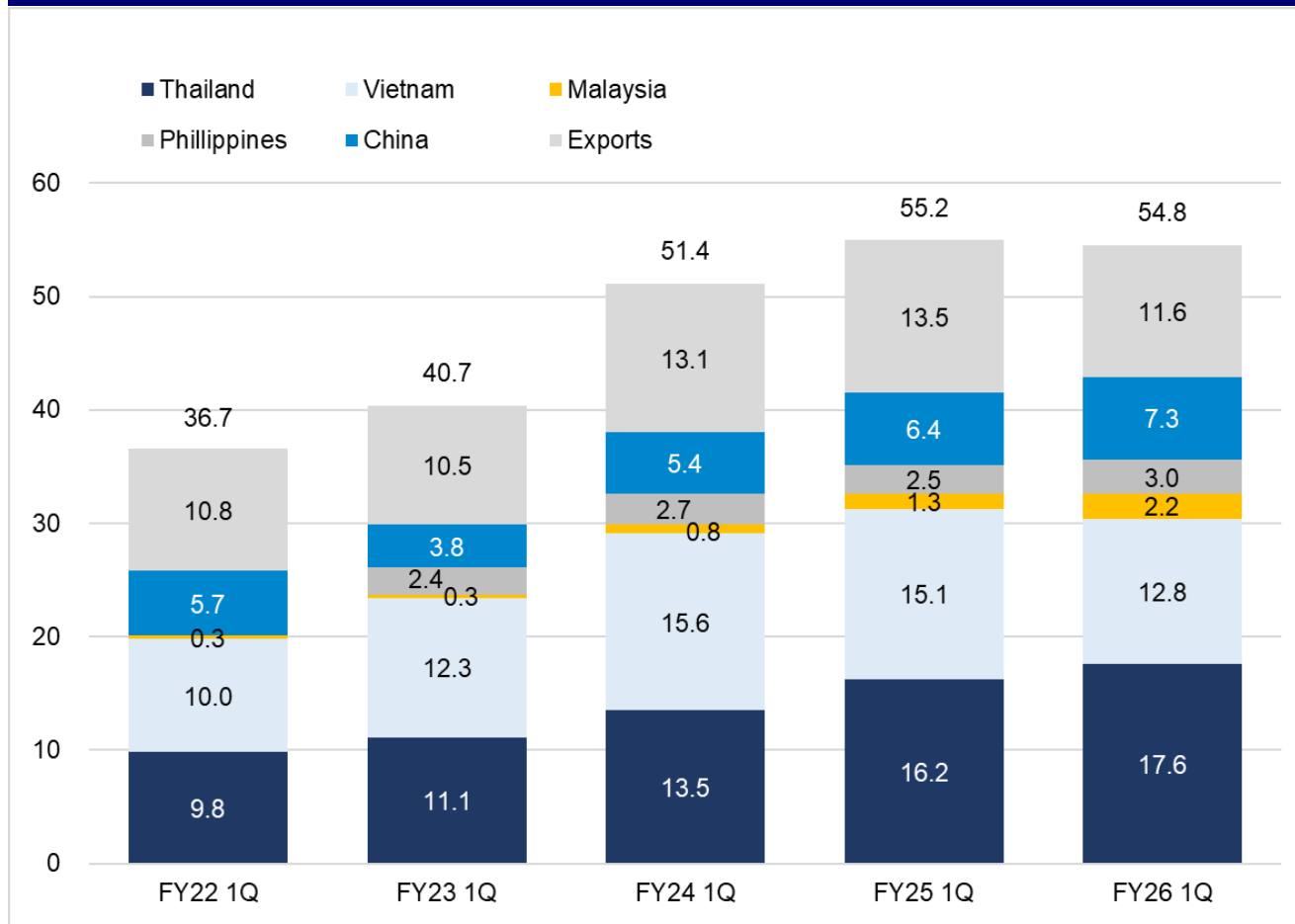
Overseas Results

(FY22-26 1Q Cumulative total results)

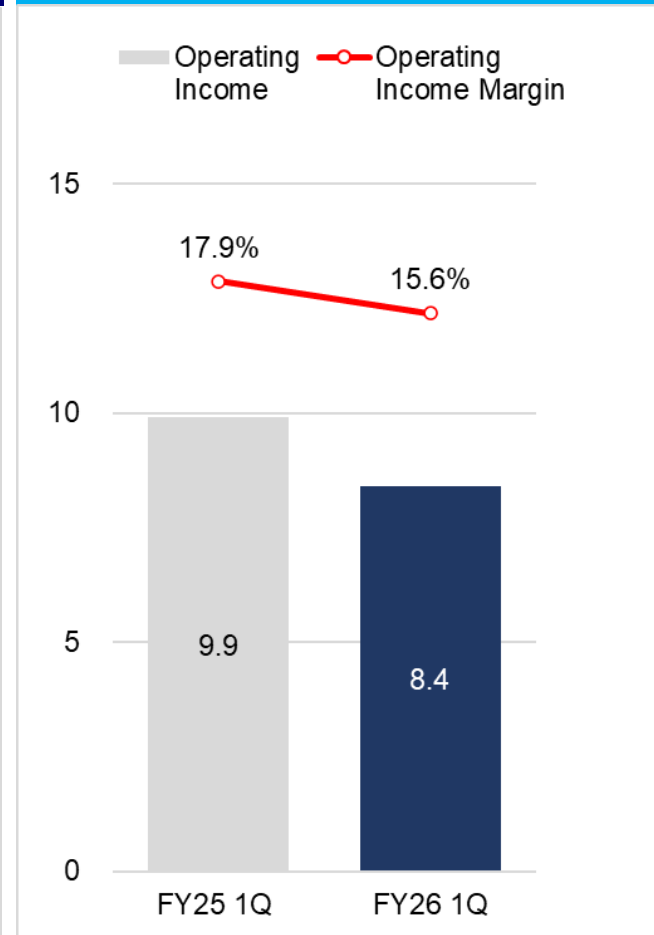


(Unit: 0.1 billion JPY)

Overseas sales For external customers only (excluding internal offsets)



Overseas OI (Simple sum)



Consolidated: Capital expenditure, Depreciation expenses

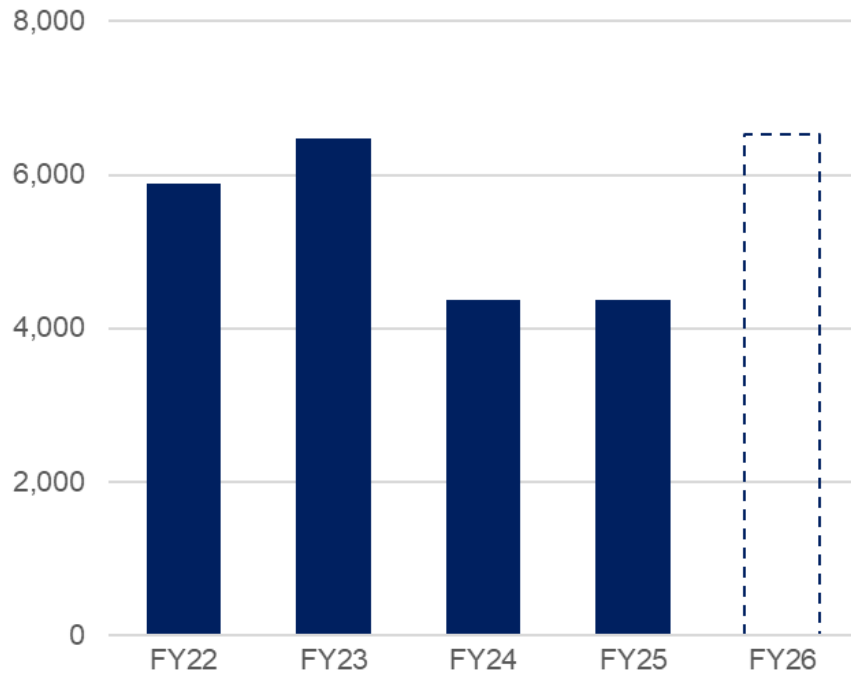


(Unit : million JPY)

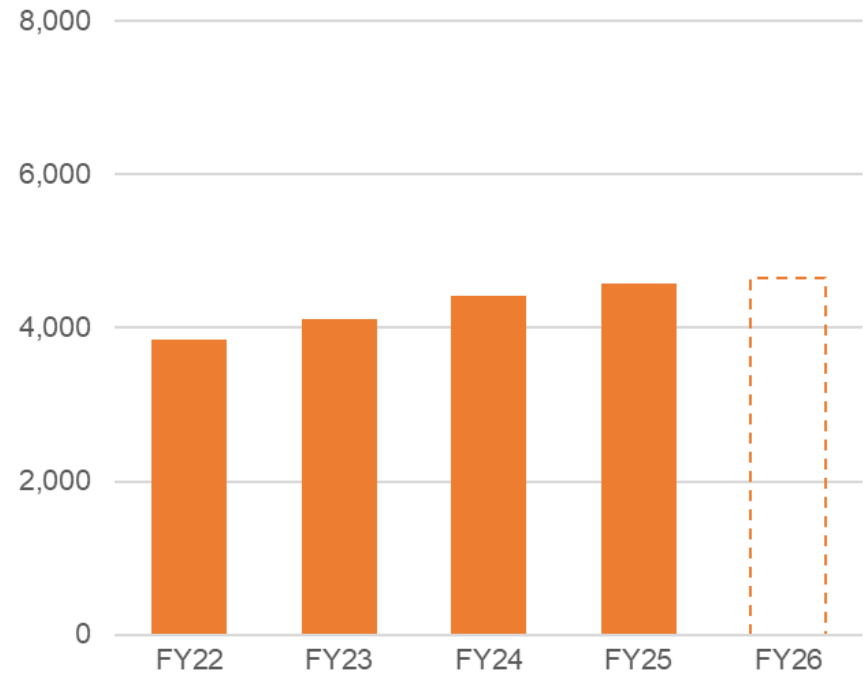
	FY22 Results	FY23 Results	FY24 Results	FY25 Results	FY26 Forecast
CAPEX	5,883	6,473	4,376	4,374	6,536

	FY22 Results	FY23 Results	FY24 Results	FY25 Results	FY26 Forecast
Depreciation	3,852	4,118	4,424	4,578	4,646

CAPEX



Depreciation

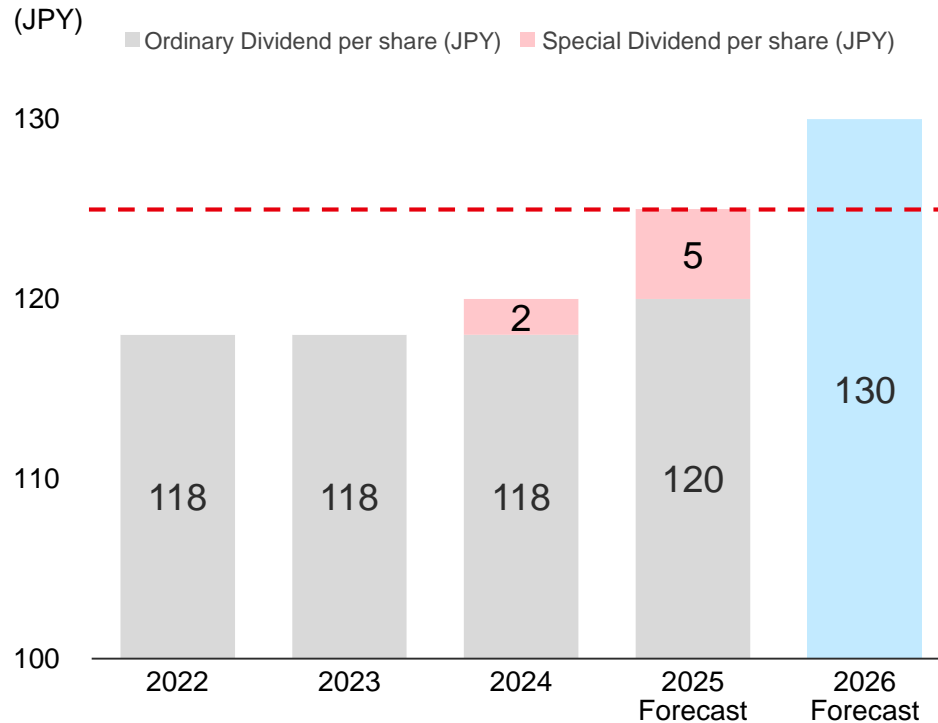


Shareholder Returns

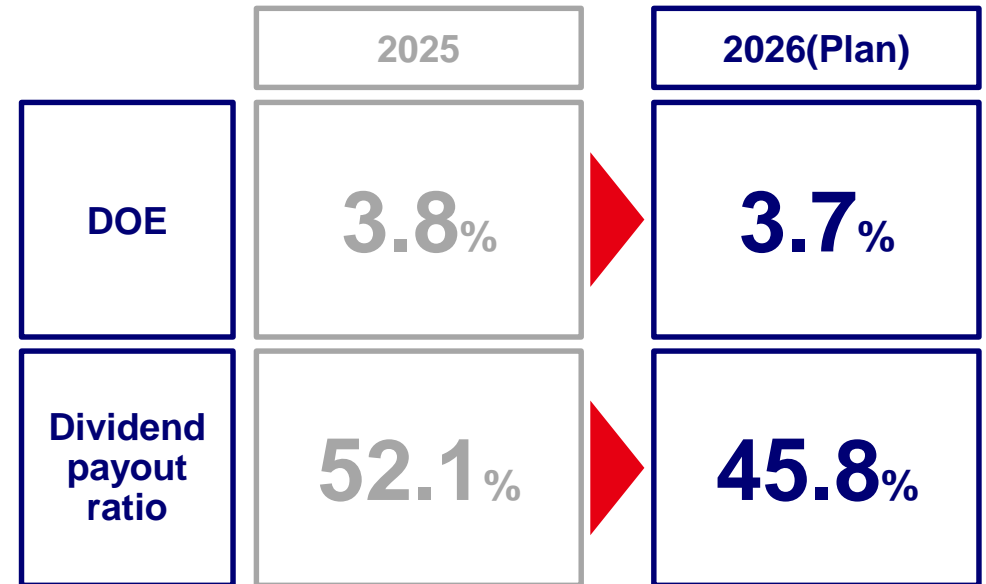
Shareholder returns policy

- Maintain a foundation of consistent, stable dividends for shareholders while flexibly evaluating dividend increases and share buybacks reflecting earnings performance and retained earnings.
- Guiding for an annual dividend of **¥130/share** in 2026, a YoY increase of **¥5/share**.

Dividend per share over time



Dividend-related KPIs





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.