Earnings Briefing Materials for 2Q of the Fiscal Year Ending December 2026

August 6, 2026

Earth Corporation

Executive Summary

FY26 2Q Results

Sales: ¥109.0 B (vs. forecast: +0.1%; +¥50 M)

Operating Income: ¥13.2 B (vs. forecast: +7.9%; +¥960 M)

- Sales:
    - Domestic Insecticides & Repellents:
      Both shipments and sell-through remained strong, driven primarily by new products.
    - Domestic Homecare Products:
      While bath salts faced a challenging market, oral hygiene products recovered.
    - Overseas:
      Revenue increased overall, despite varying market conditions across different regions.
    - General Environment & Sanitation:
      Steady growth in contract numbers leading to favorable performance.

- Gross profit: The gross profit margin declined slightly due to factors like soaring raw material prices.
- While SG&A increased YoY, it remained well within the planned budget.

Impact of the situation in the Middle East

Assuming current conditions persist, we anticipate a negative impact of approximately JPY 1 billion on operating income for the current fiscal year.

We expect to fully offset the material impact through initiatives, primarily pricing actions in Homecare Products.

H2 & Beyond

In the Homecare products, we will expand market share, realize synergies from the integration of Bathclin, and pass on rising raw material costs to prices.

In the General Environment & Sanitation Business, we will accelerate our expansion into ASEAN, leveraging M&A as a starting point.

Impact of the situation in the Middle East

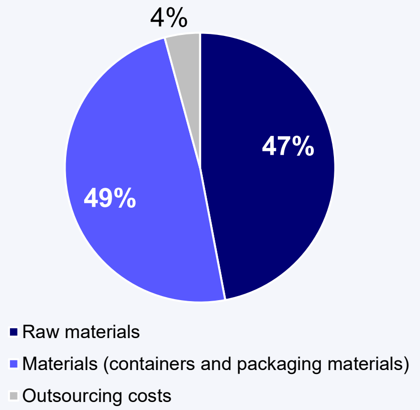
- **Costs for raw materials, packaging materials, and other items have risen.**
- **We project an operating income headwind of ¥1 billion for the current fiscal year. However, we fully expect to offset this through price adjustments and other measures.**

Estimated Impact (FY 2026)

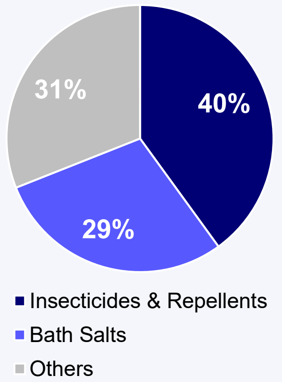
Estimated profit impact: Approximately ¥1 billion

- Higher prices for organic acids, the principal raw material in bath salts, were a factor.
- Rising prices for raw materials used in aerosols for Insecticides & Repellents (such as LPG) have also had a significant impact.

Breakdown of Estimated Impact



Impact by Category



Initiatives & FY 2026 Outlook

- We will implement price adjustments beginning in the early fall, primarily for homecare products such as bath salts.
- We expect to fully offset this impact through a combination of price adjustments and adjustments to SG&A expenses.

Impact on FY 2027

- Because we build inventory for Insecticides & Repellents during the fall and winter, we expect this cost impact to carry over into the next fiscal year.
- While much depends on how the situation in the Middle East unfolds, we are monitoring it closely and evaluating both additional price adjustments and the use of alternative raw materials.

EARTH
Act For Life

Earth Corporation

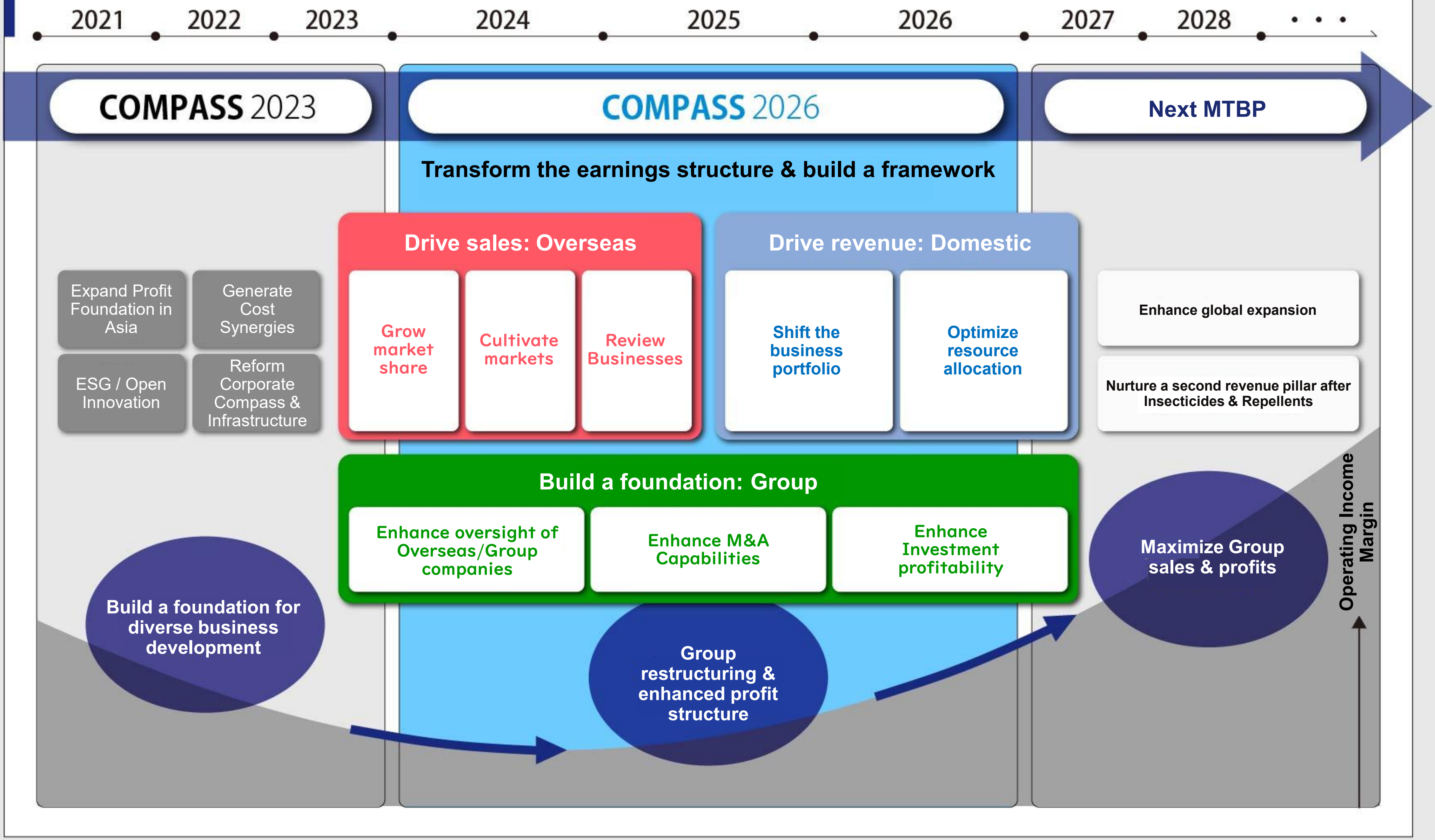
2Q FY2026 Results Overview

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

SLOGAN

Our Group Working Together Toward a Bright Tomorrow for EARTH

EARTH
Act For Life



COMPASS 2023

- Expand Profit Foundation in Asia
- Generate Cost Synergies
- ESG / Open Innovation
- Reform Corporate Compass & Infrastructure

Build a foundation for diverse business development

COMPASS 2026

Transform the earnings structure & build a framework

Drive sales: Overseas

- Grow market share
- Cultivate markets
- Review Businesses

Drive revenue: Domestic

- Shift the business portfolio
- Optimize resource allocation

Build a foundation: Group

- Enhance oversight of Overseas/Group companies
- Enhance M&A Capabilities
- Enhance Investment profitability

Group restructuring & enhanced profit structure

Next MTBP

- Enhance global expansion
- Nurture a second revenue pillar after Insecticides & Repellents

Maximize Group sales & profits

Business Portfolio Targets

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

Japan	Overseas	General Environment & Sanitation Business	MA-T
Minimize seasonality effects to secure core profit for our business	Overseas business as a growth driver with a special focus on ASEAN	Secure stable profits	Develop a new business immune to seasonality factors
Maintain No.1 market share (Insecticides & repellents, bath salts)	Achieve No.2 position in the global market for insecticides & repellents	Put in place 3 pillars of technical expertise, training, and specialization	Secure stable profits in the liquid solutions business
Secure profits in homecare products ・Mouthwashes & air fresheners ・Masks for household use	Expand operations with a focus on 24 countries	Improve quality assurance support service through environmental doctors	Build business model through license PF
New growth categories ・Gardening supplies ・Pet supplies	Nurture global brands: ・Insecticides & Repellents ・Oral care ・Air fresheners	Expand services to new domains and build a business foundation for sustained growth	Real-world application of MA-T® as a technology capable of helping solve social issues

Financial Result Highlights

- **YoY: Despite revenue growth, operating income and net income declined due to a higher cost of sales ratio and increased SG&A.**
- **Vs. Plan: Sales met expectations, while disciplined SG&A spending drove an operating income beat.**

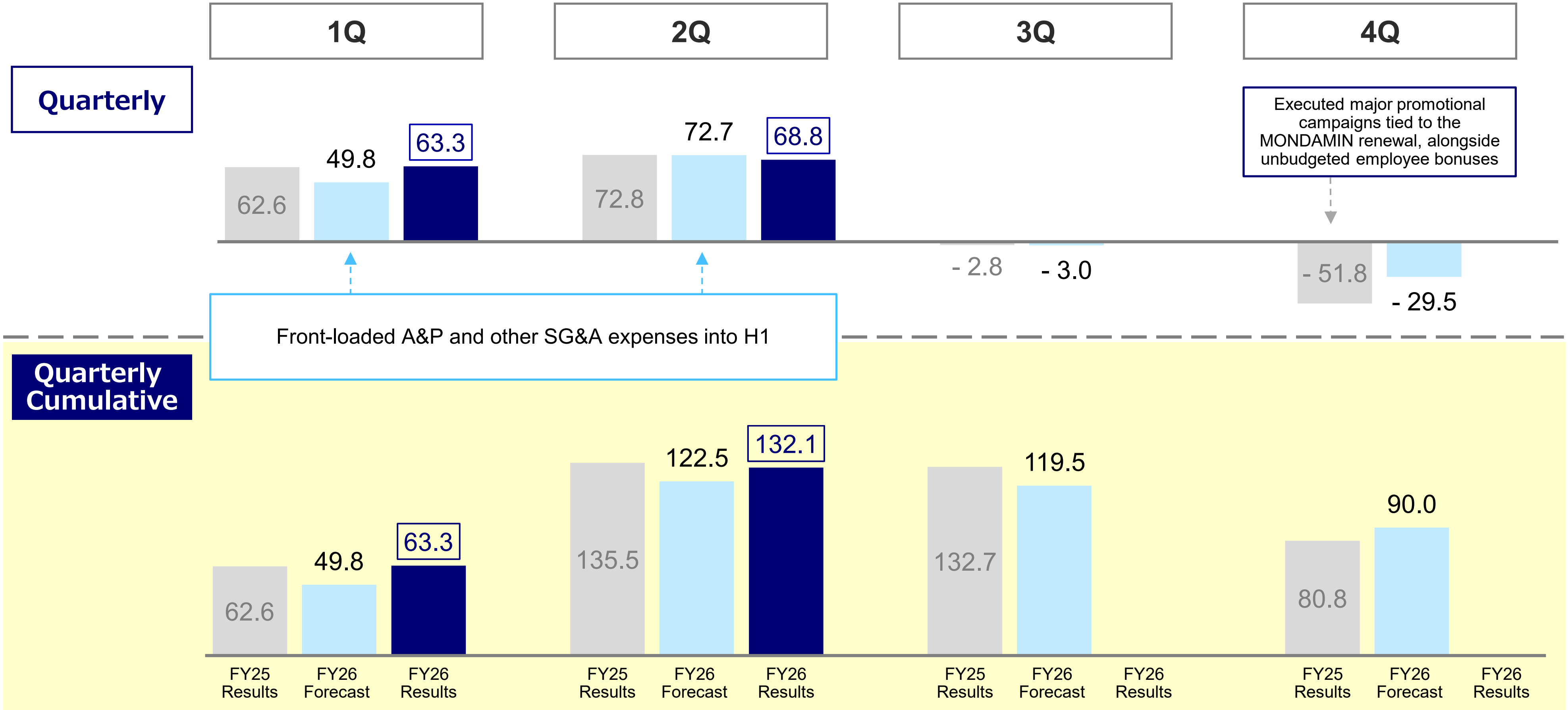
(Unit: 0.1 billion JPY)

	Amount	% Sales	Amount	% Sales	Amount	% Sales	YoY	YoY(%)	vs. Forecast	vs. Forecast(%)
Sales	1,026.6	100.0%	1,090.0	100.0%	1,090.5	100.0%	63.8	106.2%	0.5	100.1%
COGS	575.2	56.0%	612.0	56.1%	618.2	56.7%	43.0	107.5%	6.2	101.0%
Gross Profit	451.4	44.0%	478.0	43.9%	472.3	43.3%	20.8	104.6%	-5.6	98.8%
SG&A	315.9	30.8%	355.5	32.6%	340.1	31.2%	24.1	107.7%	-15.3	95.7%
Operating Income	135.5	13.2%	122.5	11.2%	132.1	12.1%	-3.3	97.5%	9.6	107.9%
Ordinary Income	136.5	13.3%	125.1	11.5%	134.8	12.4%	-1.7	98.7%	9.7	107.8%
Net Income attributable to owners of parent	93.7	9.1%	87.0	8.0%	87.9	8.1%	-5.8	93.8%	0.9	101.1%

Progress vs. OI Target (Quarterly/Cumulative)

(Unit: 0.1 billion JPY)

- **Q2 sales met expectations, but gross profit fell short due to raw material inflation.**
- **Operating income increased due to selling, general, and administrative expenses remaining within budget. Progress is on track relative to the full-year plan.**



Executed major promotional campaigns tied to the MONDAMIN renewal, alongside unbudgeted employee bonuses

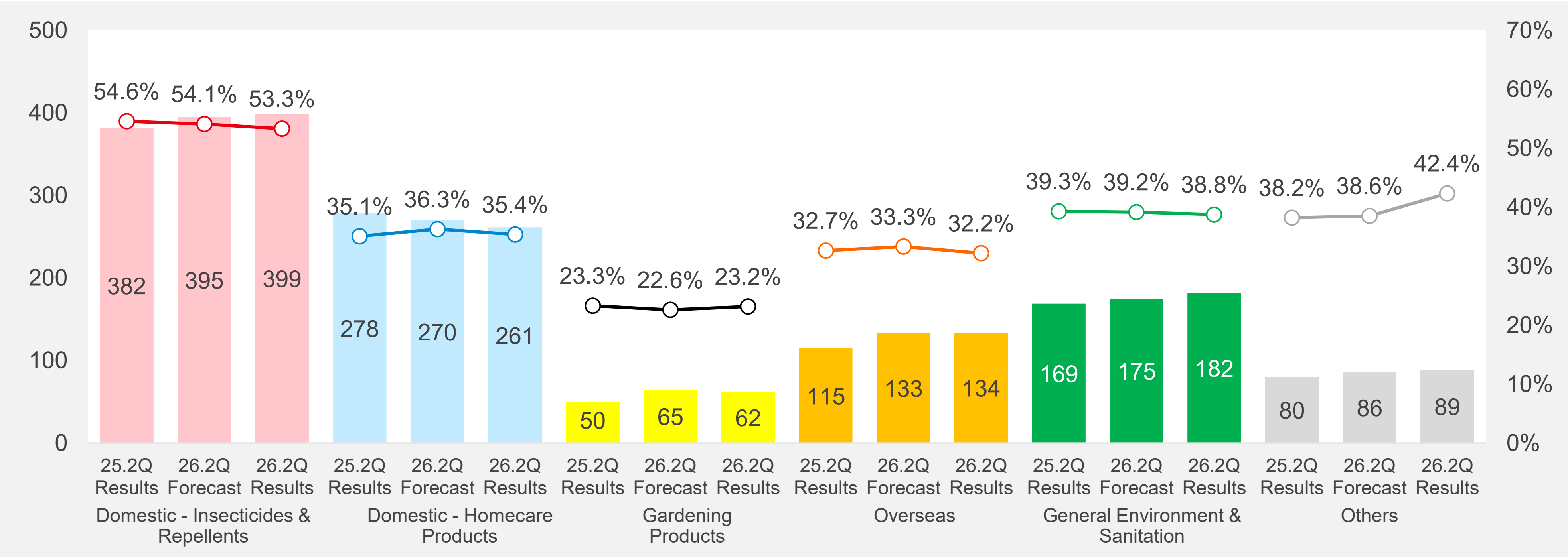
Front-loaded A&P and other SG&A expenses into H1

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

- **Domestic - Insecticides & Repellents: Strong market trends and solid shipments of new products drove revenue growth.**
- **Domestic - Homecare Products: Oral hygiene products and air fresheners performed well, though bath salts faced some headwinds.**
- **Gardening Products: Results came in below plan, but we still achieved year-on-year growth.**
- **Overseas: Overall revenue grew despite mixed results across different regions.**
- **General Environment & Sanitation: Continued delivering stable growth.**

Sales / GPM by Portfolio

(Unit: 0.1 billion JPY)



		Sales	GPM
Domestic - Insecticides & Repellents	25.2Q Results	382	54.6%
	26.2Q Forecast	395	54.1%
	26.2Q Results	399	53.3%
Domestic - Homecare Products	25.2Q Results	278	35.1%
	26.2Q Forecast	270	36.3%
	26.2Q Results	261	35.4%
Gardening Products	25.2Q Results	50	23.3%
	26.2Q Forecast	65	22.6%
	26.2Q Results	62	23.2%
Overseas	25.2Q Results	115	32.7%
	26.2Q Forecast	133	33.3%
	26.2Q Results	134	32.2%
General Environment & Sanitation	25.2Q Results	169	39.3%
	26.2Q Forecast	175	39.2%
	26.2Q Results	182	38.8%
Others	25.2Q Results	80	38.2%
	26.2Q Forecast	86	38.6%
	26.2Q Results	89	42.4%

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

Domestic: Insecticides & Repellents Status Update

- **The domestic Insecticides & Repellents market grew by 3.0% YoY.**
  As of the end of June, we were tracking at 49.9% of the annual target.
- **Led by our new product OH! No-mat, both shipments and sell-through remained strong.**

Market landscape & Earth's Market Share

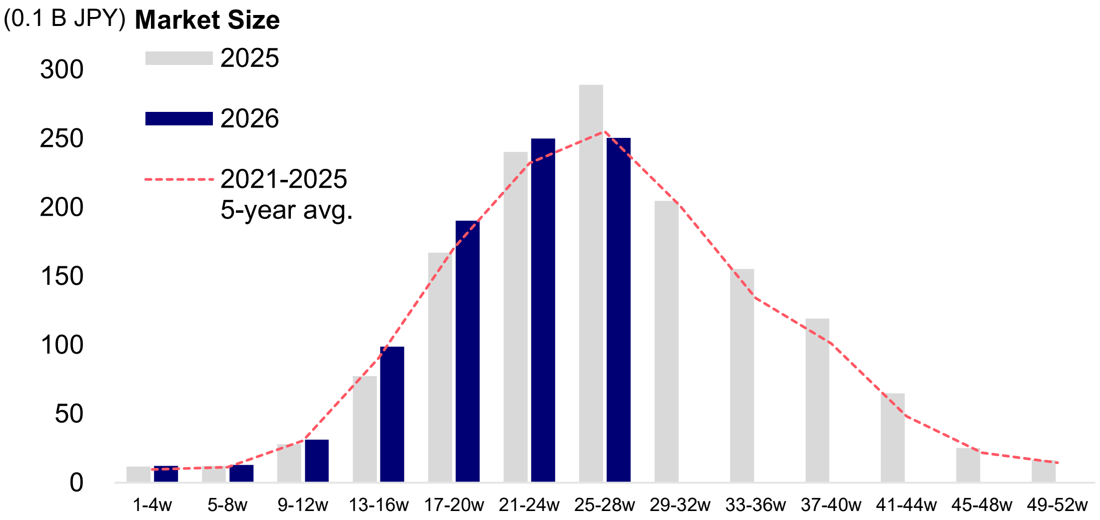
As of 6/30

【Market YoY】

103.0%

【Earth's Market Share】

60.2% (+1.0pt)



Momentum of key new products

OH! No-mat lineup

vs. forecast **121.6%**

Domestic: Homecare Products Status Update (Oral Hygiene)

- **Market share ticked up to 18.8%, outpacing the broader market's 5.9% YoY growth.**
- **Retail sell-through for our "MONDAMIN" lineup, relaunched last fall, is performing strongly, up 10.2% YoY.**
- **Shipments rebounded, posting a 3.4% YoY gain.**

Market landscape & Earth's Market Share

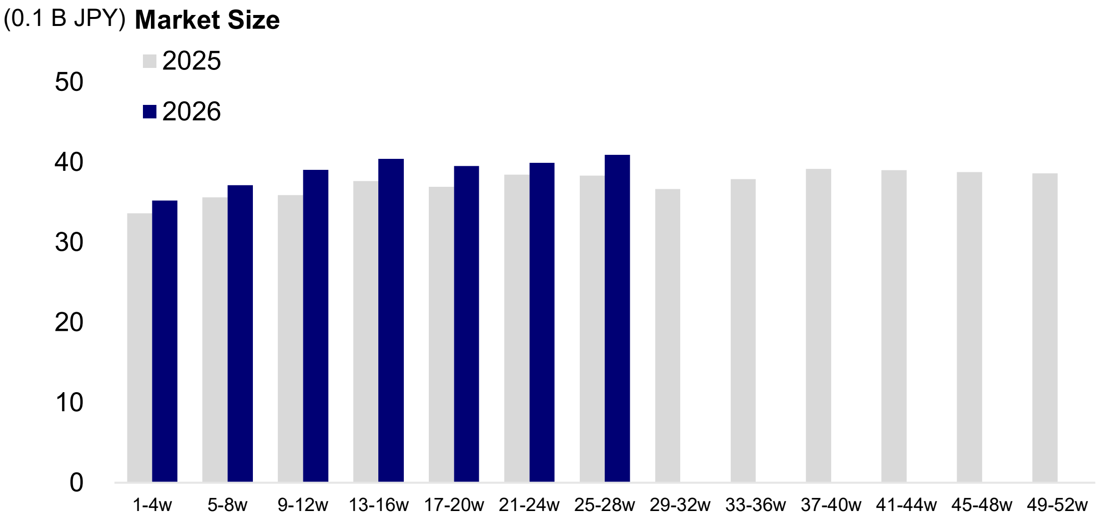
As of 6/30

【Market YoY】

105.9%

【Earth's Market Share】

18.8% (+0.2pt)



"MONDAMIN" Lineup Shipment

MONDAMIN lineup

YoY **103.4%**

Domestic: Homecare Products Status Update (Bath Salts)

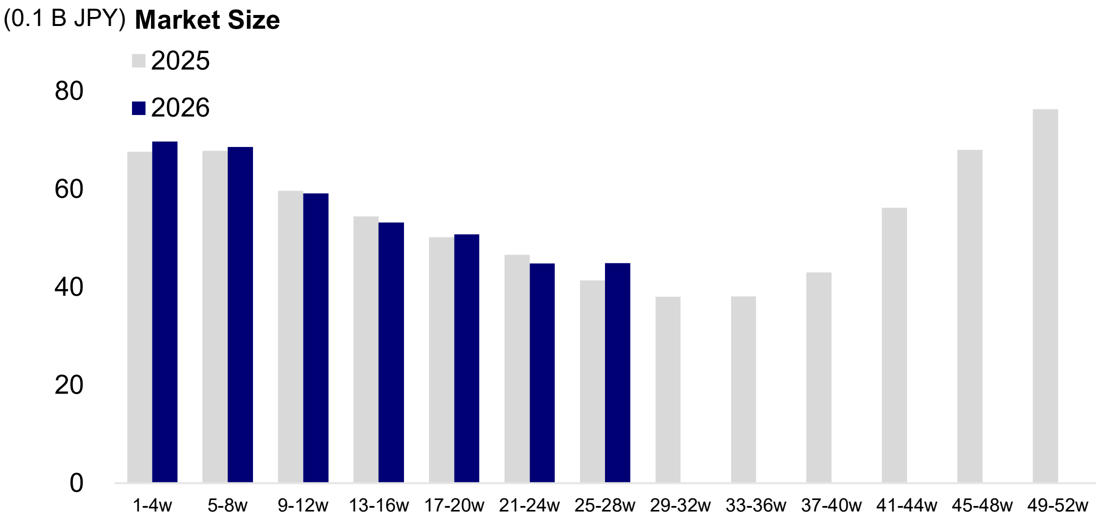
- Overall market up slightly YoY, despite mixed trends across product types. As Enjoy-type (i.e., experience-driven) formats gain market share, the share of traditional powder formats is declining.
- “ONPO”, “BARTH”, and Hakugen Earth′s variety packs “Iiyu tabidachi” all achieved significant YoY growth.

Market landscape & Earth’s Market Share

As of 6/30

【Market YoY】 **100.3%**

【Earth’s Market Share】 **41.8% (-0.7pt)**



Shipment trends for core products

ONPO

YoY **109.6%**

BARTH

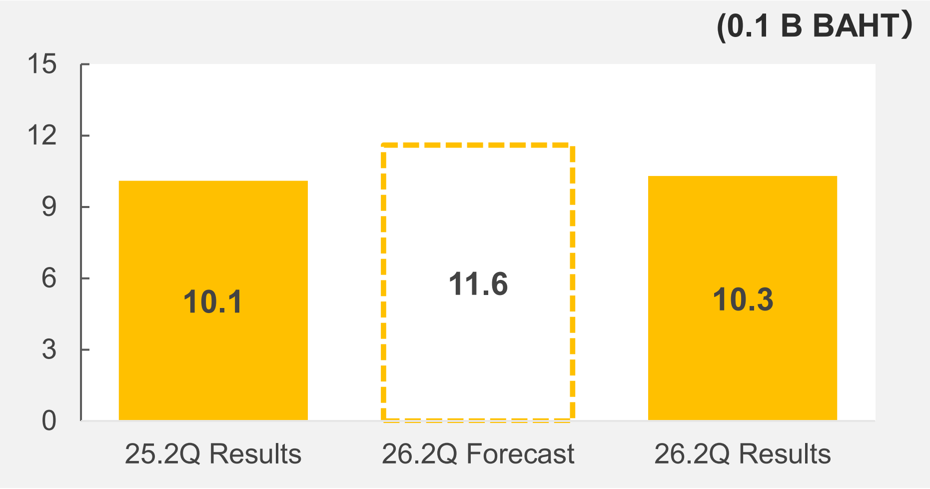
YoY **112.1%**

In local-currency terms

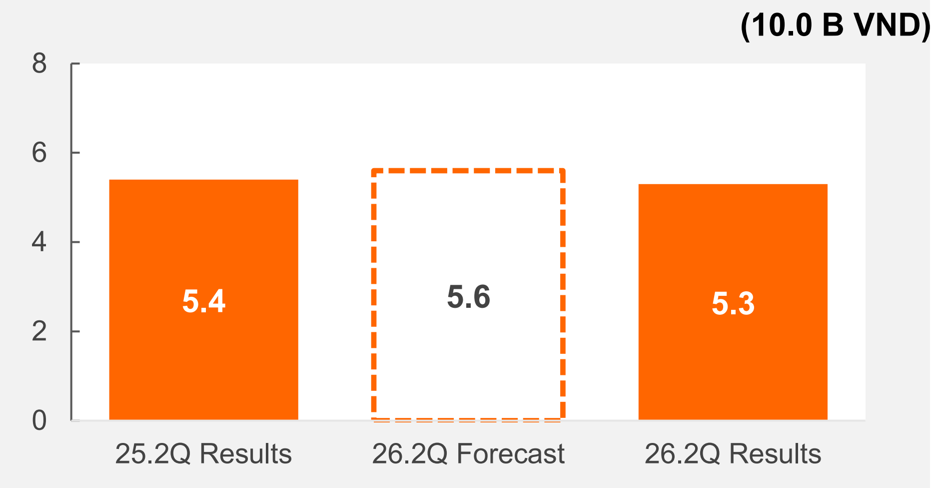
Overseas: Status Update (ASEAN Core)

Sales

Thailand



Vietnam



FY26 2Q Status

- **Despite a significant market downturn YoY, we maintained solid performance and delivered positive YoY growth.**
- **In H2, we aim to hit our targets through the early retail rollout of new products and the strengthening of our sales bases.**

- **Prioritizing the maintenance of product brand value, we are curbing promotional spending to correct market selling prices.**
- **Rolling out targeted promotional campaigns ahead of the Tet holiday, our peak demand season.**

*Based on local subsidiary sales

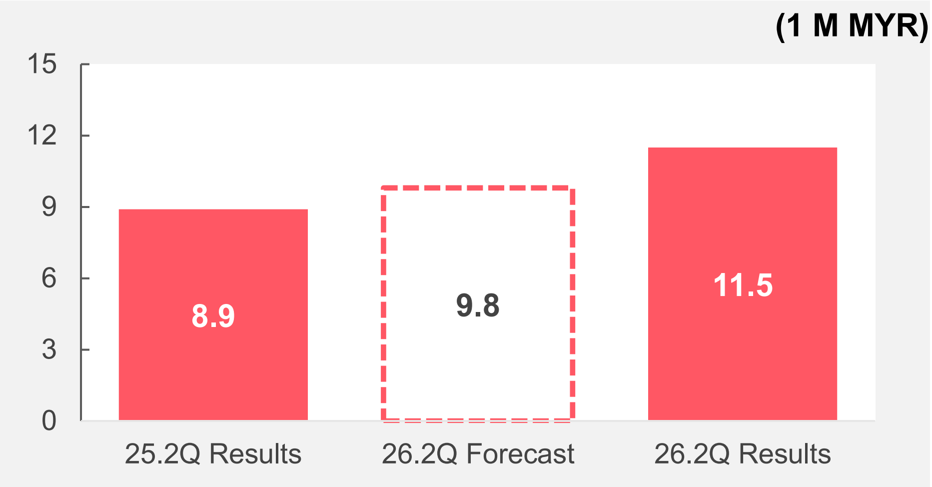
In local-currency terms

Overseas: Status Update (Expansion in ASEAN)

Sales

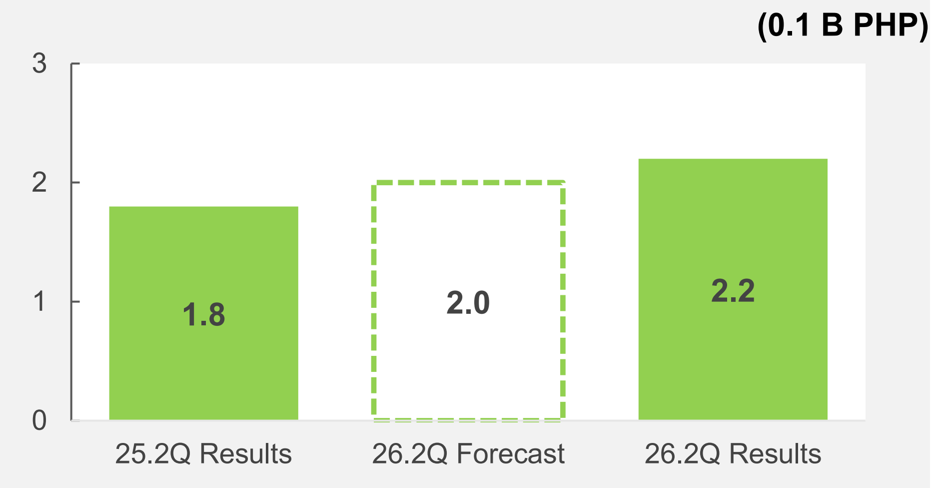
FY26 2Q Status

Malaysia



- **Strong momentum across both Insecticides & Repellents and Air Fresheners.**
- **Significantly outperformed YoY and vs. the plan, driven by expanded inline SKU listings at multiple key accounts.**

Philippines



- **Sales exceeded both prior-year and plan levels, driven by strong performance in the large aerosol market.**

*Based on local subsidiary sales

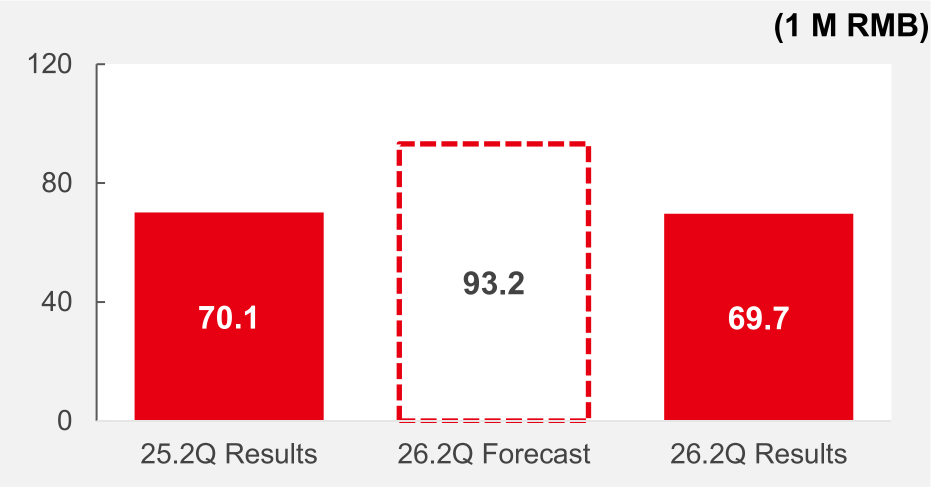
In local-currency terms

Overseas: Status Update (China, Exports)

Sales

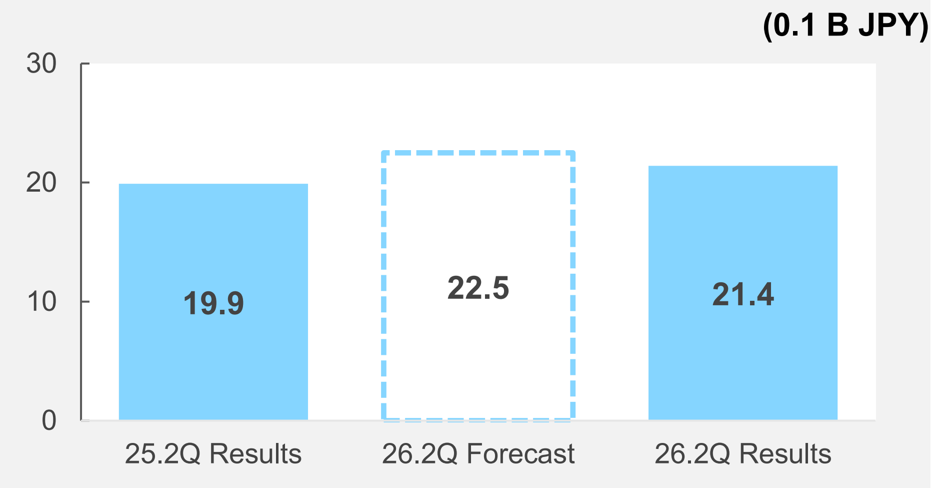
FY26 2Q Status

China



- Some key accounts fell short of targets.
- We will continue to focus on expanding into emerging channels while monitoring our revenue balance.
- The closure of the Suzhou plant is proceeding as planned.

Exports



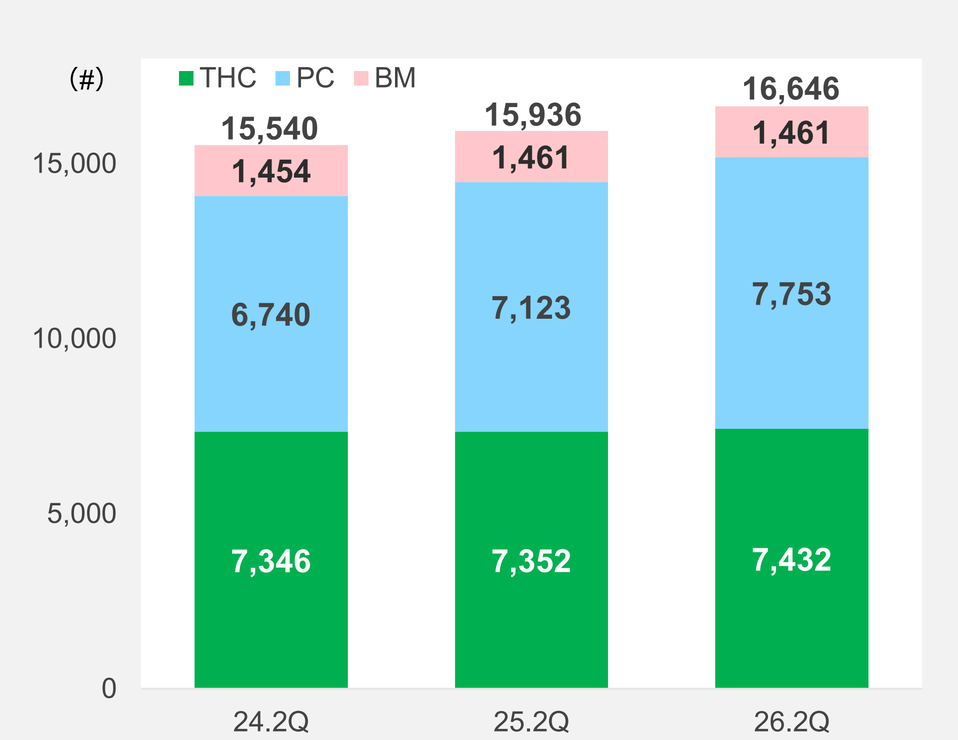
- Sales to Saudi Arabia fell short of both the previous year's figures and the target due to escalating tensions in the Middle East.
- Sales remained strong in Hong Kong, Taiwan, and other countries, and overall results exceeded those of the previous year.

*Based on local subsidiary sales

General Environment & Sanitation – Status Update

- Rising demand for highly specialized, technology-driven hygiene services led to an increase in total contracts.
- The shift toward higher value-added services drove an increase in average contract value.

General Environment & Sanitation - Trend in Annual Contract Numbers



	24.2Q	25.2Q	26.2Q
Total	15,540	15,936	16,646
BM	1,454	1,461	1,461
PC	6,740	7,123	7,753
THC	7,346	7,352	7,432

Key Performance Drivers

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

- Aggressive investment to enhance specialized expertise and technological R&D.
- Expand our testing facilities in the field of Life Sciences.

*THC: Total Health Care; PC: Pest Control; BM: Building Maintenance

MA-T® Business: Progress Update

- **Awarded the Special Jury Award at the "Nikkei XTREND BtoB Marketing Awards 2026" (hosted by Nikkei BP) for the MA-T System®'s solution-driven marketing initiatives in the nursing care sector.**

Solution-Driven Marketing Initiatives

Challenges

Mapping the industry landscape and clarifying the position of each player.

Nursing care sector

Labor Shortages & Margin Pressures

Cleaning Equipment Manufacturers

Operational Efficiency

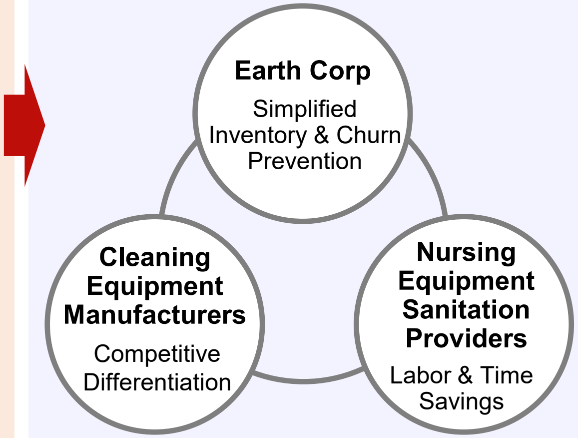
MA-T® Business

Price Competition & Industry Awareness

Marketing Initiatives

Solutions × Ecosystem × Market Awareness

Creating a "Win-Win-Win" Ecosystem



Earth Corp

Simplified Inventory & Churn Prevention

Cleaning Equipment Manufacturers

Competitive Differentiation

Nursing Equipment Sanitation Providers

Labor & Time Savings

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Brand & Trust-Building Initiatives

Press Releases / Trade Media Coverage / Industry Certifications

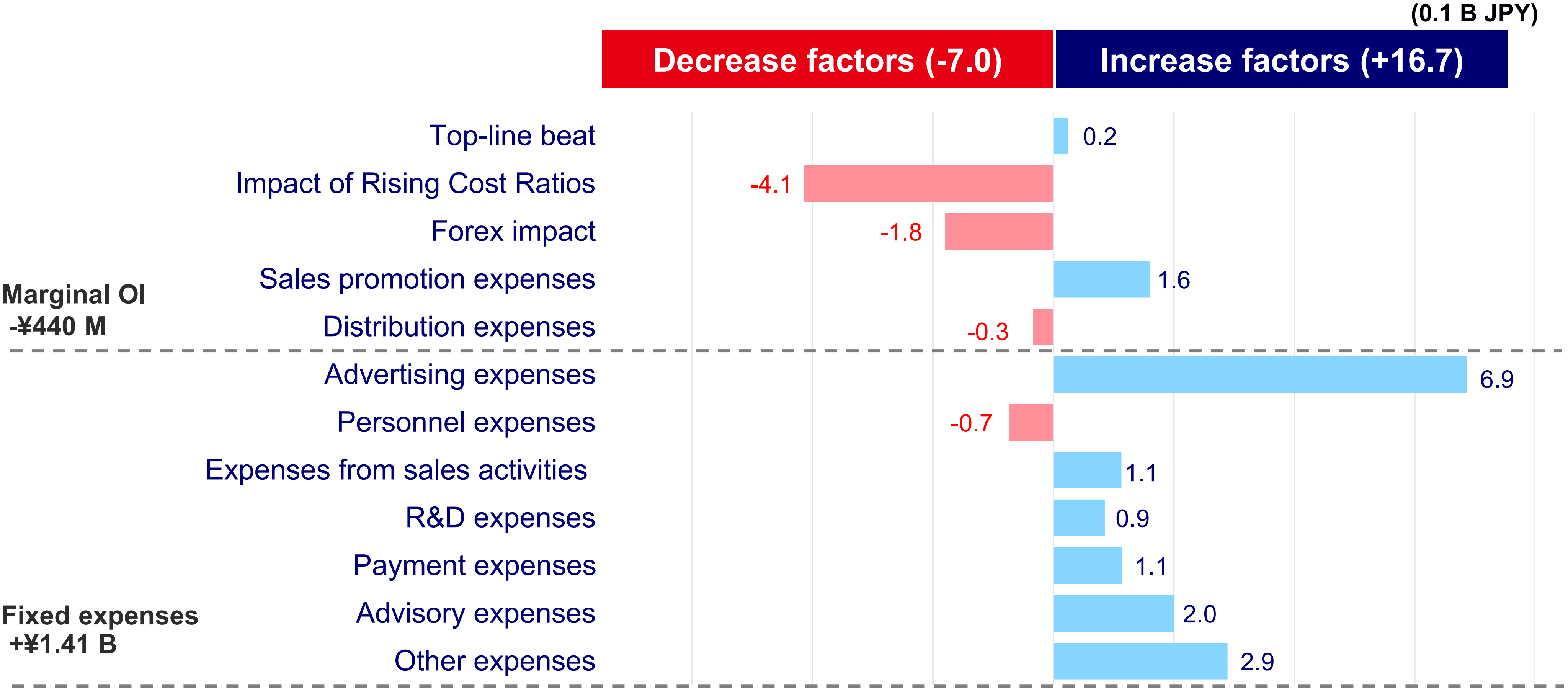
30% Reduction
in cleaning time

80% Drop
in mattress disposal rates

Significant reduction
in environmental impact & labor strain

Operating Income Change Factors (vs. Forecast)

- **Factors weighing on profits include changes in the sales mix, a rise in the cost-to-sales ratio due to escalating tensions in the Middle East, and exchange rate fluctuations.**
- **Factors contributing to profit growth are primarily the reduction and non-utilization of fixed costs, such as advertising and promotional expenses.**

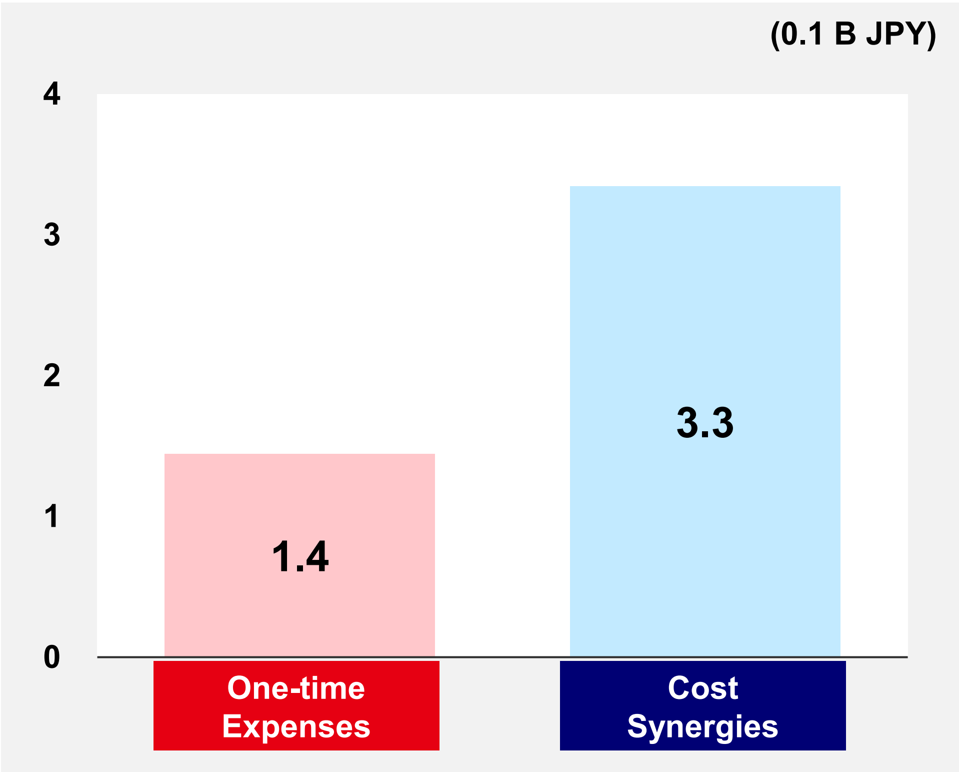


Top-line beat	0.2
Impact of Rising Cost Ratios	-4.1
Forex impact	-1.8
Sales promotion expenses	1.6
Distribution expenses	-0.3
Advertising expenses	6.9
Personnel expenses	-0.7
Expenses from sales activities	1.1
R&D expenses	0.9
Payment expenses	1.1
Advisory expenses	2.0
Other expenses	2.9

Synergies from the Bathclin Integration

- The payment of one-time expenses related to the absorption-type merger with Bathclin has been largely completed.
- For 2026, we expect to generate cost synergies that will exceed the one-time expenses incurred.
- We aim to realize further synergies through the sharing and utilization of knowledge and expertise.

One-time Expenses / Cost Synergies (2026)



Expected Future Synergies

- Expansion of Distribution Channels
- Cost Reduction Through Formulation Improvements
- Improving Production Efficiency Through Consolidation of Production Sites
- Unlocking Potential Brand Value

2026 - Forecast Highlights

- **The impact of the escalating tensions in the Middle East is expected to be offset by measures such as passing on price increases.**
- **We are maintaining our initial guidance and remain committed to achieving the full-year targets.**

(0.1 B JPY)

	2026 Forecasts	Key Highlights	2025 Results
Sales	**1,880**	• Domestic & General Environment & Sanitation: Sustaining stable growth. • Overseas: Prioritizing market share expansion across all regions, targeting revenue growth on a local currency basis.	1,791.8
Gross Profit	**789**	• Margin improvement driven by focusing on high-value-added products and lower procurement costs.	747.3
SG&A	**699**	• Accelerating A&P investments in H1 to drive market share expansion. • Unlocking integration synergies with BATHCLIN.	666.4
Operating Income	**90**	• We expect an increase in operating income.	80.8
Net Income attributable to owners of parent	**62**	• No significant fluctuations expected in non-operating income/expenses; no extraordinary items projected.	52.3
ROE	**8.1%**	• Targeting an ROE above 8% through further improvements to profitability and capital efficiency.	7.3%

Earth Corporation

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H2 & Beyond: Strategic Initiatives

Homecare Products

Transforming into a highly profitable, sustainable growth model driven by the dual engines of Premiumization and Market Share Expansion.

Oral Hygiene Products

High growth driven by the development of new customer segments and a shift toward premium products

- Accelerate promotional efforts
- Creating Opportunities for Experiences
- Increasing Average Revenue Per Customer

Bath Salts

Through synergy creation in the Bathclin integration, we aim to become “Creator of completely new bath-life value”

- Generating New Demand
- Strengthening Key Brands
- Maximizing Synergies from Integration

Oral Hygiene Products

Enhancing our “MONDAMIN Premium Care” lineup

- Sales of the high-priced, high-margin “MONDAMIN Premium Care” line grew, strongly driving growth across the entire category.
- By expanding the product lineup—including large-capacity pouches—the company prevented existing customers from switching brands and promoted continued use and higher average revenue per customer.

Enhancing the product lineup

- Taking the “MONDAMIN” rebranding as an opportunity, the company is targeting new customer segments.
- The company is intensifying its advertising investment in “MONDAMIN Premium Care,” which has greater potential for brand awareness growth compared to its regular products.
- Based on the finding that participants in sampling campaigns demonstrate a high intent to purchase, the company is further strengthening efforts to create real-world experience opportunities in addition to mass media advertising.

Bathclin's Synergies from Integration

Mid- to Long-Term Goal: Capture a 50% Share of the Bath Additives Market

アース製薬 × BATHCLIN

Expanding global bath & wellness culture (Japan/Overseas)

Integration of Insights and Know-How Through the Cross-Fertilization of Talent

Sales Dept. productivity gains

Optimized realignment of production lines

Maximize marketing spend efficiency

Leveraging perfumer expertise and insights into botanical ingredients

Back-Office Integration & Optimization

Bath Salts

Creating Opportunities for Bath Salts and Strengthening the Brand Through the Bathclin Integration

Leveraging Bathclin's expertise to create new value and opportunities for bathing

- We joined the "Industry-Government-Academia Consortium for Heatstroke Prevention"—which includes nine organizations such as the National Institute for Environmental Studies (a National Research and Development Agency)—as a founding member.
- We launched the "Heat Care" website to implement evidence-based initiatives related to "Bathing and Heat Stress Prevention" in society and to promote heatstroke prevention through bathing habits.

Strengthening the Kikiyu Brand

- "Kikiyu" is a brand with high market share and profitability.
- To realize the latent brand value of "Kikiyu," we are prioritizing the allocation of management resources and actively increasing investment in advertising and promotion.
- We are focusing not only on the product's effects, efficacy, and functionality, but also on strengthening the value of the "Kikiyu" brand itself.

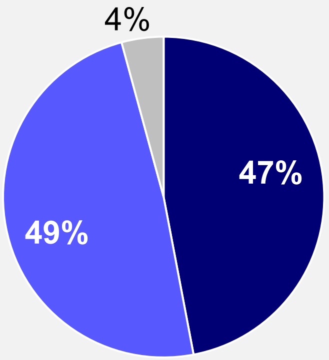
Key Topic: Pricing Actions

■ **Raw material and packaging inflation is expected to create a roughly JPY 1 billion full-year headwind to profits.**

■ **We expect to recover approx. ¥560 M in profit through price increases implemented in September, primarily within Homecare Products.**

Impact of Cost Inflation

Projected Profit Headwind: approx. ¥1.0 B



Cost Inflation Breakdown

■ Raw materials ・・・47%
■ Packaging Materials ・・・49%
■ Outsourcing ・・・4%

Pricing Actions

Yield from Pricing Actions:

Approx. ¥560M

Key Topic: M&A in the General Environment & Sanitation business

- **Earth Environmental Service acquired 100% ownership of a Singapore-based entity, making it a wholly-owned subsidiary.**
- **Positioning Singapore as our ASEAN business hub to establish a foundation for expansion into Indonesia, the Philippines, Malaysia, and India.**

Strategic Rationale

Leveraging Marvel Clean's established service operations and customer base in the Singapore market

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Earth Environmental Service's expertise in environmental hygiene management and robust product development capabilities

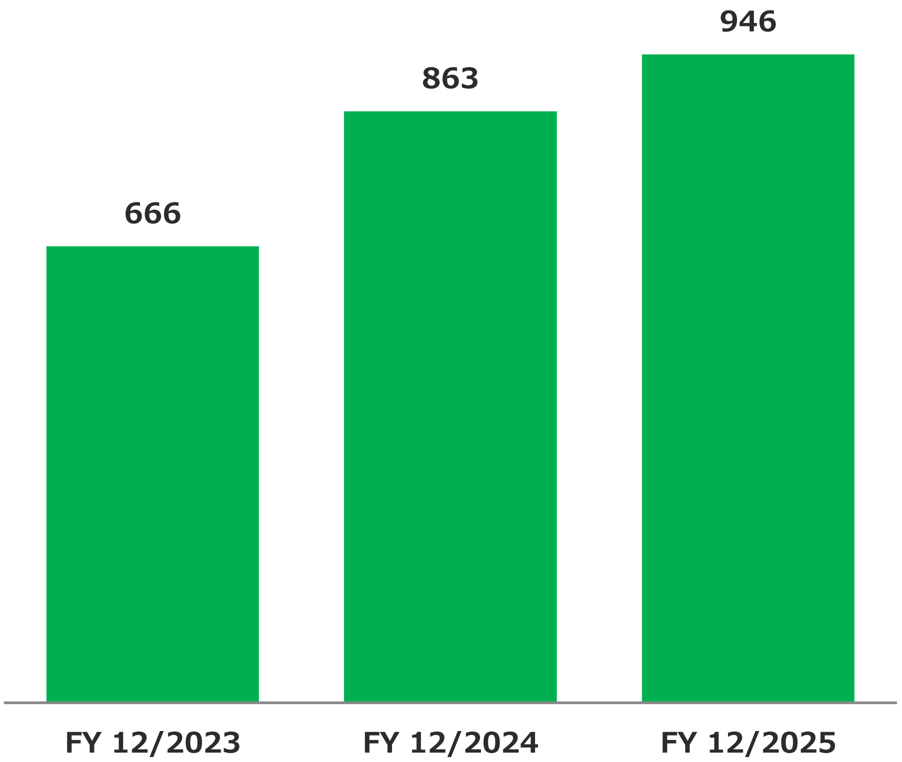
Providing diverse corporate clients—including local Japanese enterprises—with high-value-added, comprehensive environmental hygiene management, delivering one-stop inspection, consulting, and implementation services that go well beyond standard cleaning

Deal Summary

Acquirer	Earth Environmental Service Co., Ltd.
Target	Marvel Clean PTE. LTD. Marvel Home PTE. LTD. (Singapore)
Stake Acquired	100% of outstanding shares for both entities (Conversion to wholly-owned subsidiaries).
Business description	Contract cleaning, exterior wall cleaning, disinfection & pest control, and landscape maintenance
Date	Closing date: June 22, 2026

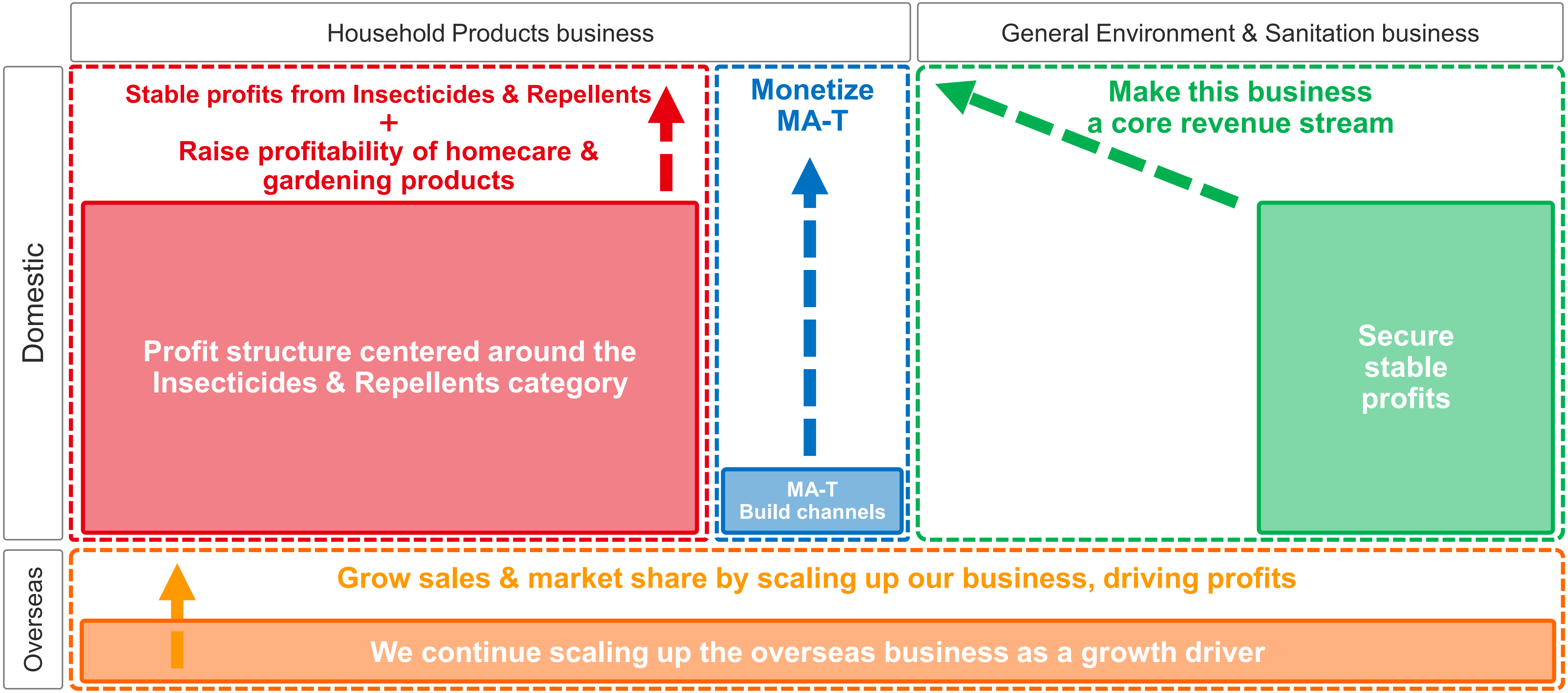
Acquired Company (Marvel Clean) Results:

(1 M JPY)



Our Vision

Build a robust management foundation with multiple revenue streams



Household Products business

General Environment & Sanitation business

Domestic

Stable profits from Insecticides & Repellents
+
Raise profitability of homecare & gardening products

Profit structure centered around the Insecticides & Repellents category

Monetize MA-T

MA-T
Build channels

Make this business a core revenue stream

Secure stable profits

Overseas

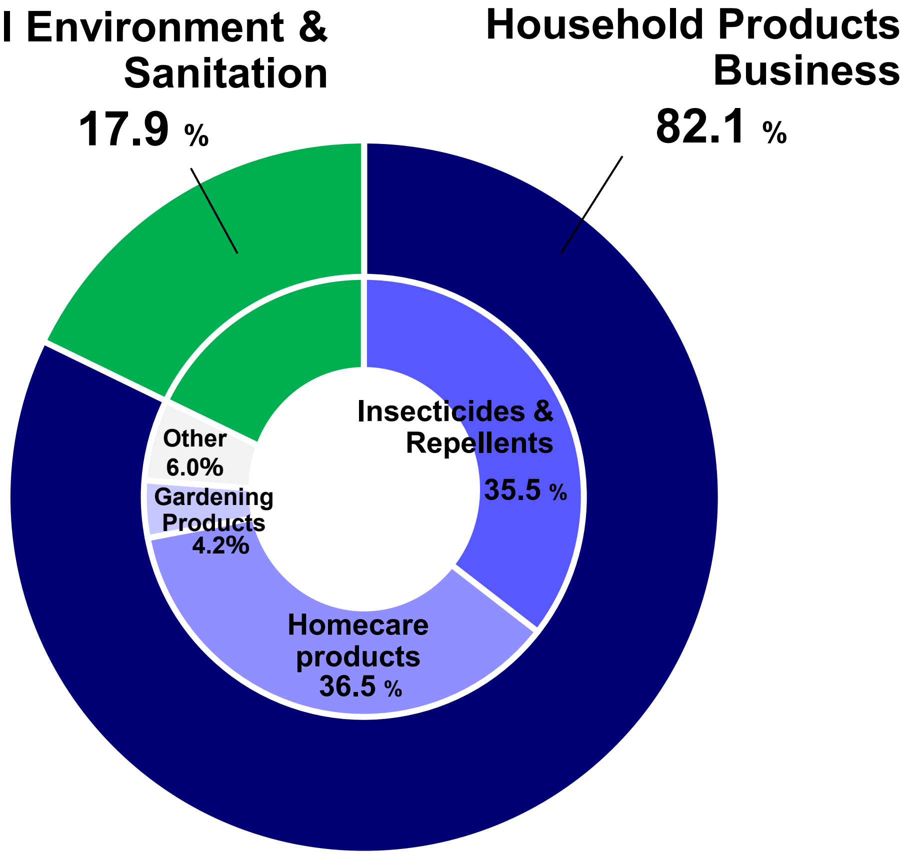
Grow sales & market share by scaling up our business, driving profits

We continue scaling up the overseas business as a growth driver

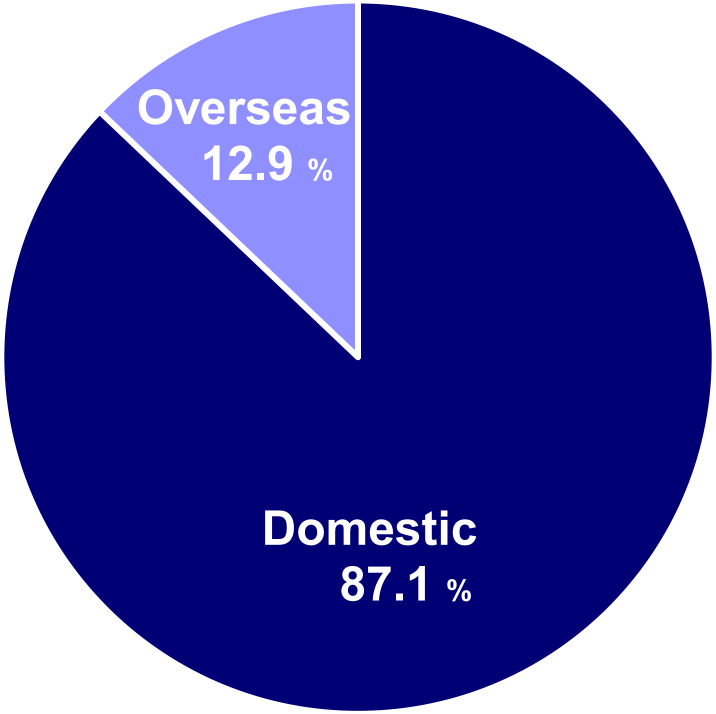
APPENDIX.

Sales Breakdown

Sales by Business Segment



Overseas Sales



*Results for the fiscal year ended December 2025. Includes inter-segment sales.

Business Segments & Key Products

Segment | **Key Products & Services**

Household Products Business

Insecticides & Repellents

Gross Profit Margin 51.7 %

Homecare Products

Gross Profit Margin 35.2 %

Gardening Products

Gross Profit Margin 23.0 %

Other
(Pet Supplies & MA-T)

Gross Profit Margin 39.0 %

Overseas

Gross Profit Margin 32.2 %

General Environment & Sanitation Business

B2B Operations: Contract-Based Hygiene Solutions:

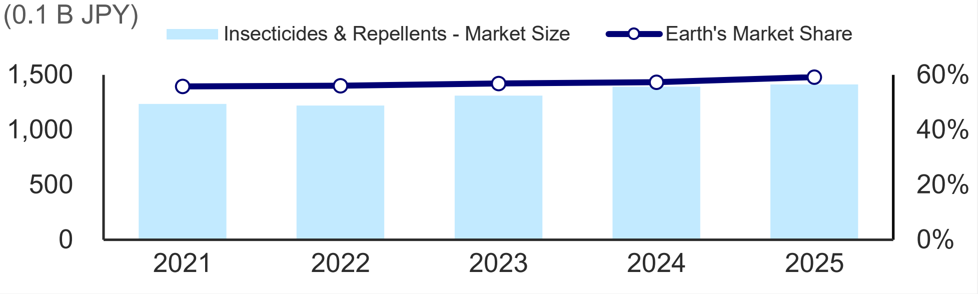
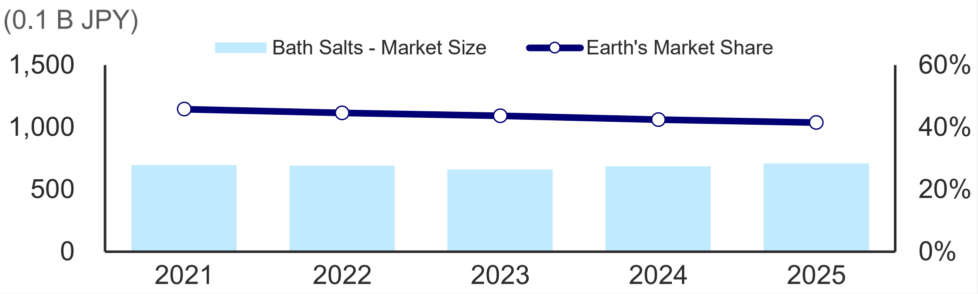
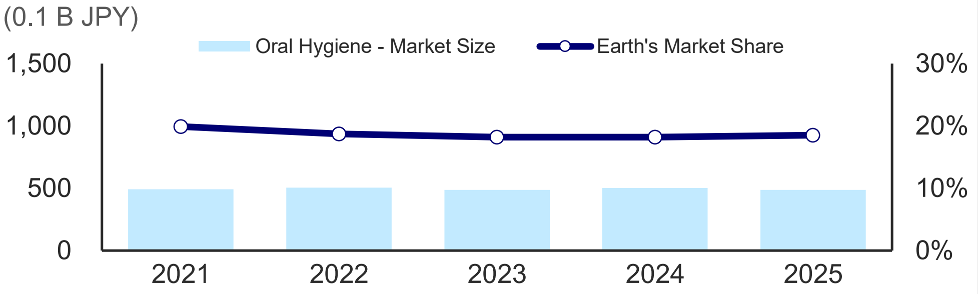
- Environmental Monitoring
- Microbial & Foreign Matter Testing
- Pest & Wildlife Control
- Sanitation & Specialized Cleaning
- Quality Assurance System Implementation
- Facility Maintenance
- Consulting Services
- Product Sales

Gross Profit Margin 39.2 %

Annual Contracts 65.1 %
% of sales

*Results for the fiscal year ended December 2025.

Household Products Business - Market Size (Domestic)

Category	2025 Market size	2025 Earth's share	Trends
Insecticides & Repellents	**¥141.3 B** (YoY +1.4%)	**59.2 %** (YoY +1.9pt)	
Bath Salts	**¥71.0 B** (YoY +3.5%)	**41.5 %** (YoY -1.0pt)	
Oral Hygiene Products	**¥48.8 B** (YoY -2.6%)	**18.5 %** (YoY +0.3pt)	

*Company estimates based on Intage SRI data.
Figures for bath additives and oral care products represent the Earth Group total (Earth Corporation + Hakugen Earth).

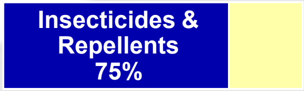
Household Products - Overseas

🟦 Insecticides & Repellents 🟨 Household Products

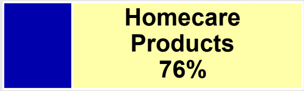
ASEAN Core

	Key Products	Sales mix

Thailand



Vietnam



Expansion in ASEAN

	Key Products	Sales mix

Malaysia

Philippines

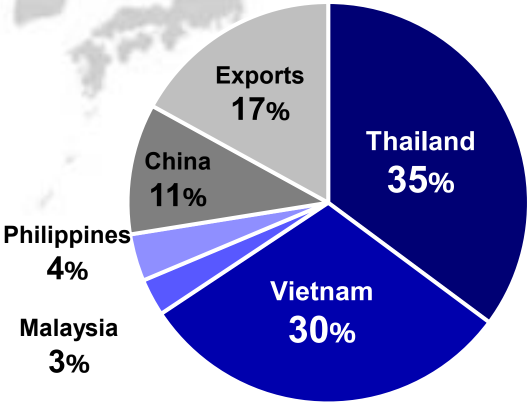
China / Export

	Key Products	Sales mix

China

Exports

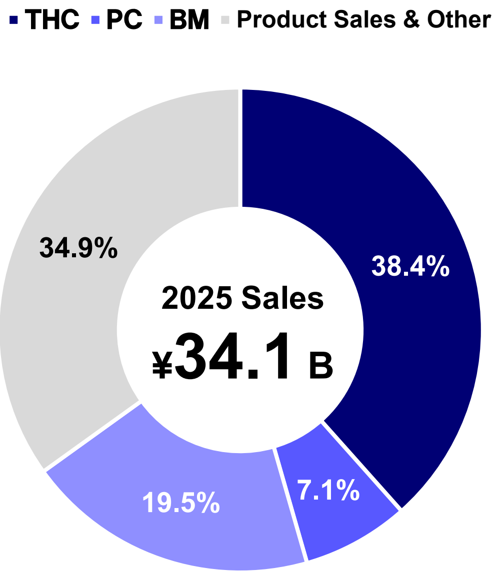
Sales by Region



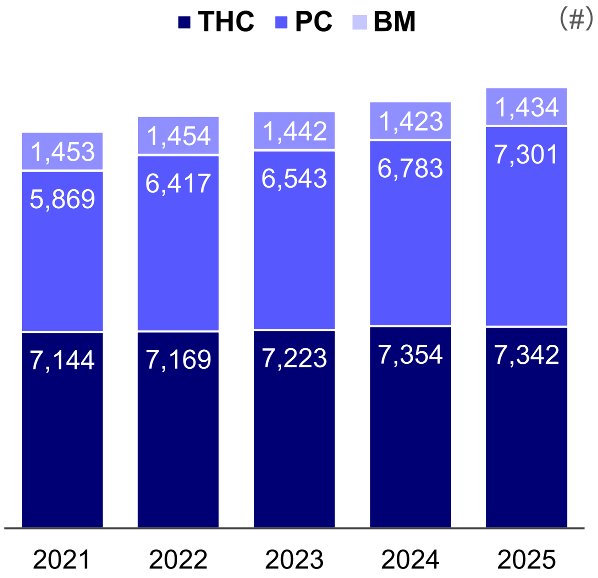
*Results for the Fiscal Year Ended December 2025 (in local currency). Excludes internal offsets: external customers only.

General Environment & Sanitation

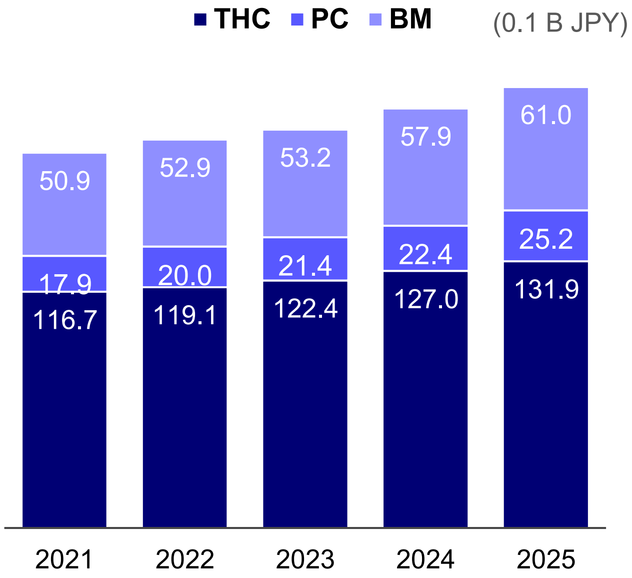
Sales Mix



Total Annual Contracts



Total Annual Contract Value



*THC（Total Healthcare System）
Integrated Environmental Hygiene Management: Customized, end-to-end sanitation solutions.

*PC（Pest Control）
Pest & Wildlife Control Services

*BM（Building Maintenance）
Comprehensive Facility Management & Cleaning

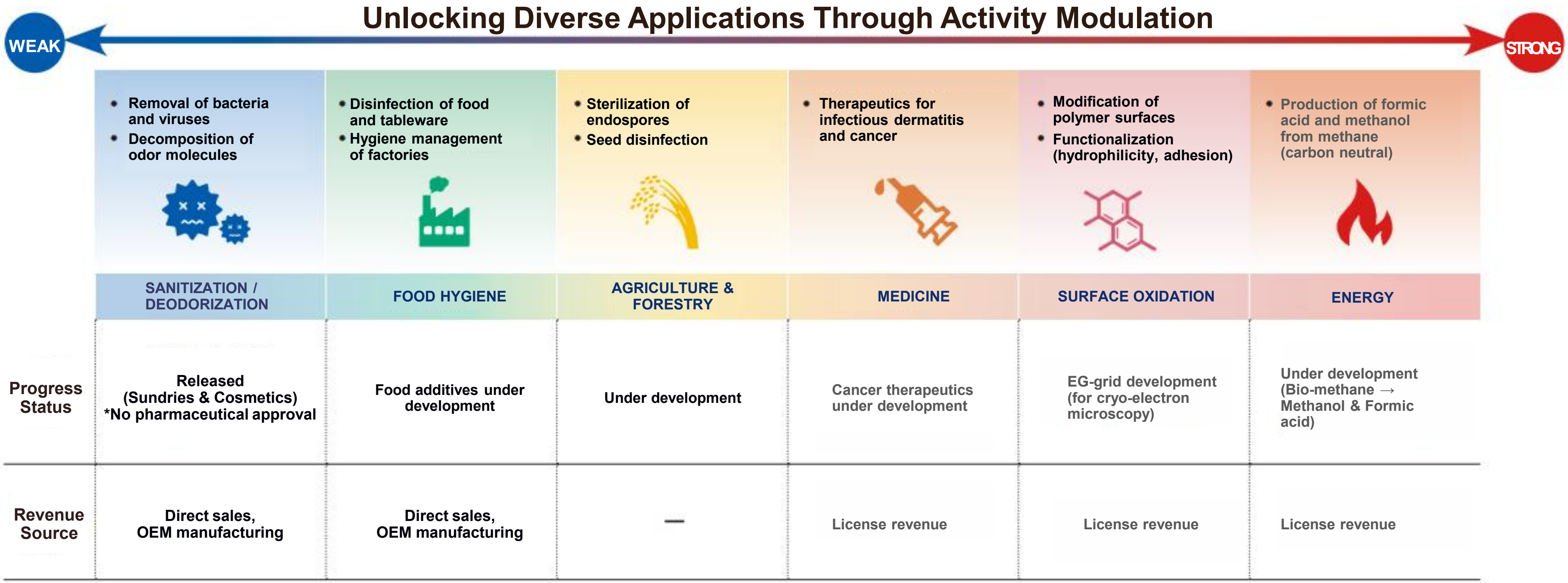
MA-T Business

Business Strategy:

Establishing a new revenue base driven by our proprietary MA-T$^{®}$ technology

(Leveraging foundational patents to secure mid-to-long-term revenue streams)

Unlocking Diverse Applications Through Activity Modulation



	SANITIZATION / DEODORIZATION	FOOD HYGIENE	AGRICULTURE & FORESTRY	MEDICINE	SURFACE OXIDATION	ENERGY
	• Removal of bacteria and viruses • Decomposition of odor molecules	• Disinfection of food and tableware • Hygiene management of factories	• Sterilization of endospores • Seed disinfection	• Therapeutics for infectious dermatitis and cancer	• Modification of polymer surfaces • Functionalization (hydrophilicity, adhesion)	• Production of formic acid and methanol from methane (carbon neutral)
Progress Status	Released (Sundries & Cosmetics) *No pharmaceutical approval	Food additives under development	Under development	Cancer therapeutics under development	EG-grid development (for cryo-electron microscopy)	Under development (Bio-methane → Methanol & Formic acid)
Revenue Source	Direct sales, OEM manufacturing	Direct sales, OEM manufacturing	—	License revenue	License revenue	License revenue

*MA-T System$^{®}$: Short for "Matching Transformation System," an innovative oxidation control technology developed in Japan.

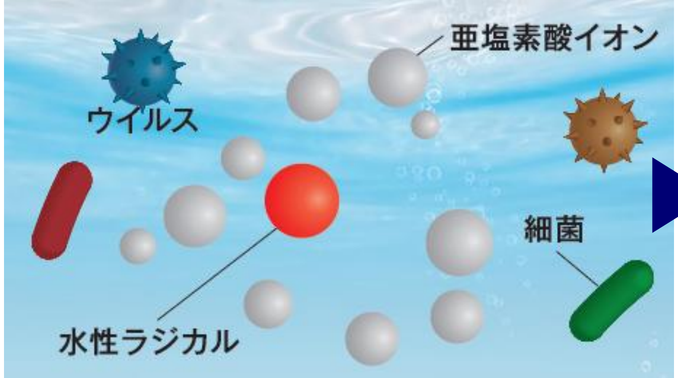
MA-T Business Mechanism: On-Demand Activation System

"On-Demand Aqueous Chlorite Ion Solution"

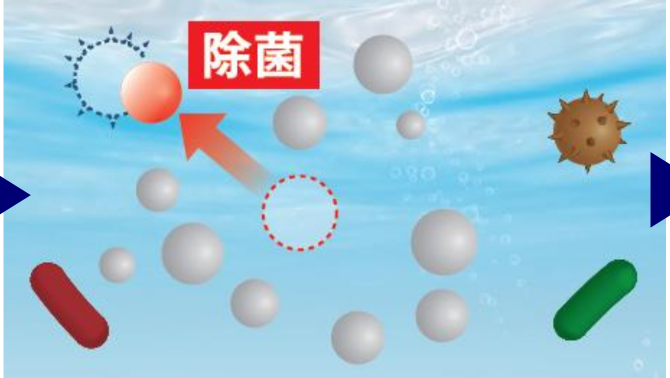
As safe and simple to use as water, this system activates exclusively on demand to deliver maximum efficacy.

①	Formulated with **99% water**
②	Aqueous radicals* activate on demand to **eliminate bacteria, viruses, and odors**

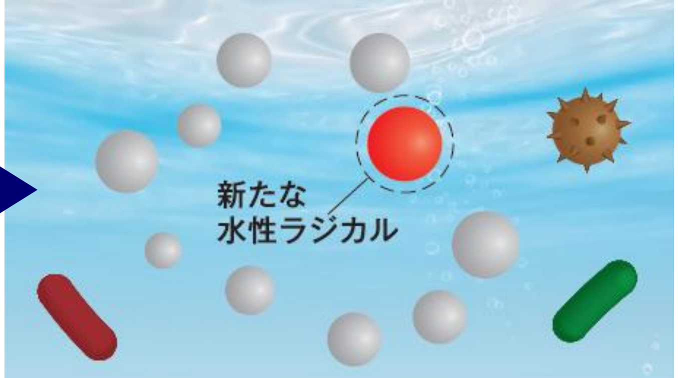
*Radicals: Highly reactive molecules with potent oxidizing (electron-stripping) properties



The MA-T® system safely stabilizes highly controlled 'aqueous radicals' within a water base.



Aqueous radicals neutralize bacteria and viruses upon contact.



The MA-T® system continuously regenerates aqueous radicals, sustaining efficacy until all pathogens are eliminated.

Update on the MA-T® Business

- **Launched retail rollout for MA-T oral care products across the following drugstore chains:**

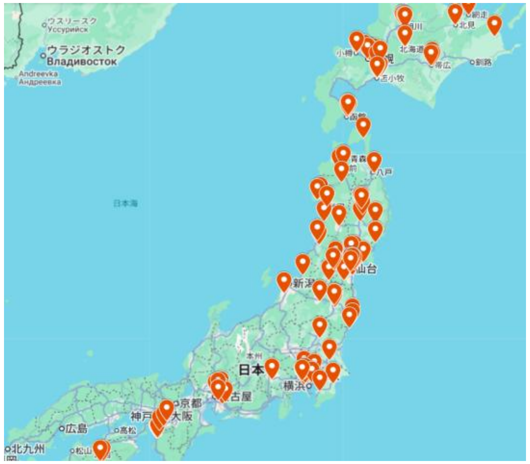
✓ **WELCIA YAKKYOKU CO.,LTD.: 200 stores in the Kansai region**

✓ **TSURUHA CO., LTD: 120 stores nationwide**

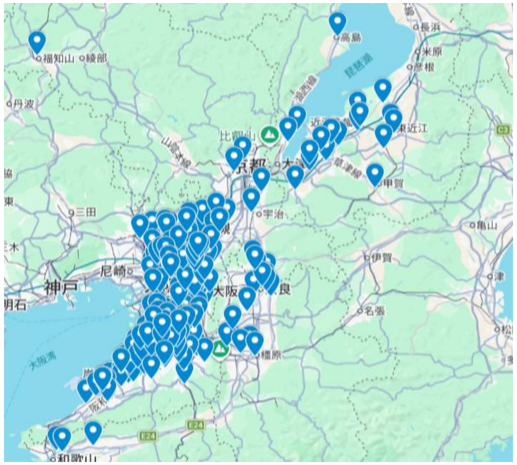
Products & Display Units

・MA-T Mouthwash Spray
・MA-T Mouth Clean Gel

Tsuruha Store Footprint



Welcia Store Footprint



[Reference] FX Rates & Sensitivity

	(Ref.) FY2025		FY2026			
	2Q Results	Full-Year Results	2Q Results	YoY	Full-Year Forecast	vs. Forecast
US (USD)	144.81	156.56	**162.39**	112%	150.00	108%
China (CNY)	20.19	22.36	**23.87**	118%	21.00	114%
Thailand (THB)	4.44	4.97	**4.88**	110%	4.50	108%
Vietnam (VND)	0.00551	0.00596	**0.00618**	112%	0.00530	117%
Malaysia (MYR)	34.17	38.66	**39.82**	117%	35.00	114%
Phillppines (PHP)	2.59	2.67	**2.67**	103%	2.60	103%
EU (EUR)	169.66	184.33	**185.35**	109%	170.00	109%

FX sensitivity A 1% broad-based JPY depreciation negatively impacts profit by approx. ¥60–70 million

Supplementary Materials:
FY2026 2Q Results

Consolidated: Statement of Income

(Unit : million JPY)

	FY25	FY26	FY26	VS YoY		vs.FCT		FY26	
	2Q Results	2Q Forecast	2Q Results	+/-	YoY	+/-	FCT	Forecast	YoY
Sales	102,669	109,000	109,055	6,386	106.2%	55	100.1%	188,000	104.9%
Cost of sales	57,521	61,200	61,823	4,301	107.5%	623	101.0%	109,100	104.5%
Gross profit	45,147	47,800	47,231	2,084	104.6%	- 568	98.8%	78,900	105.6%
SG&A expenses	31,593	35,550	34,012	2,419	107.7%	- 1,537	95.7%	69,900	104.9%
Operating income	13,554	12,250	13,219	- 334	97.5%	969	107.9%	9,000	111.3%
Non-operating income	461	390	553	91	119.9%	163	142.0%	800	75.4%
Non-operating expenses	357	130	289	- 68	80.8%	159	222.5%	250	98.2%
Ordinary profit	13,658	12,510	13,484	- 174	98.7%	974	107.8%	9,550	107.4%
Extraordinary income	392	－	0	- 391	0.2%	0	－	－	0.0%
Extraordinary losses	310	25	427	116	137.5%	402	1710.3%	100	8.2%
Net income before income taxes	13,740	12,485	13,057	- 682	95.0%	572	104.6%	9,450	117.0%
Income taxes	4,086	3,465	3,968	- 117	97.1%	503	114.5%	2,829	155.7%
Net income	9,654	9,019	9,089	- 565	94.1%	69	100.8%	6,620	118.4%
Net income attributable to non-controlling interests	277	319	293	15	105.8%	- 26	91.8%	420	118.9%
Net income attributable to owners of parent	9,376	8,700	8,795	- 580	93.8%	95	101.1%	6,200	118.4%
Gross profit ratio	44.0%	43.9%	43.3%	- 0.7pt		- 0.5pt		42.0%	
Operating income ratio	13.2%	11.2%	12.1%	- 1.1pt		0.9pt		4.8%	
Net income ratio	9.1%	8.0%	8.1%	- 1.1pt		0.1pt		3.3%	

Consolidated: Sales by Segment

(Unit : million JPY)

	FY25	FY26	FY26	VS YoY		vs.FCT		FY26	
	2Q Results	2Q Forecast	2Q Results	+/-	YoY	+/-	FCT	Forecast	YoY
Insecticides & Repellents	47,397	50,541	51,721	4,324	109.1%	1,180	102.3%	70,665	104.5%
Oral hygene products	4,025	4,455	4,260	235	105.8%	- 194	95.6%	9,466	102.6%
Bath salts	11,272	10,474	10,548	- 723	93.6%	74	100.7%	25,084	94.7%
Other household products	18,106	18,618	18,509	402	102.2%	- 109	99.4%	34,251	101.1%
Homecare products	33,405	33,547	33,319	- 86	99.7%	- 228	99.3%	68,802	98.8%
Gardening products	5,269	6,503	6,514	1,245	123.6%	10	100.2%	9,324	116.6%
Pet products & others	6,233	7,055	6,119	- 113	98.2%	- 935	86.7%	13,786	121.0%
Household products business subtotal	92,305	97,648	97,675	5,369	105.8%	26	100.0%	162,579	103.8%
General environment & sanitation business subtotal	16,889	17,488	18,189	1,300	107.7%	701	104.0%	35,000	102.5%
Total sales include internal sales	109,194	115,137	115,865	6,670	106.1%	727	100.6%	197,579	103.6%
(Adjustments)	- 6,525	- 6,137	- 6,809	- 284		- 672		- 9,579	
Total sales	102,669	109,000	109,055	6,386	106.2%	55	100.1%	188,000	104.9%

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

Insecticides & Repellents	43.4%	43.9%	44.6%	1.2pt		0.7pt		35.8%	
Homecare products	30.6%	29.1%	28.8%	- 1.8pt		- 0.4pt		34.8%	
Gardening products	4.8%	5.6%	5.6%	0.8pt		- 0.0pt		4.7%	
Pet products & others	5.7%	6.1%	5.3%	- 0.4pt		- 0.8pt		7.0%	
Household products business	84.5%	84.8%	84.3%	- 0.2pt		- 0.5pt		82.3%	
General environment & sanitation business	15.5%	15.2%	15.7%	0.2pt		0.5pt		17.7%	

Consolidated: SG&A Expenses

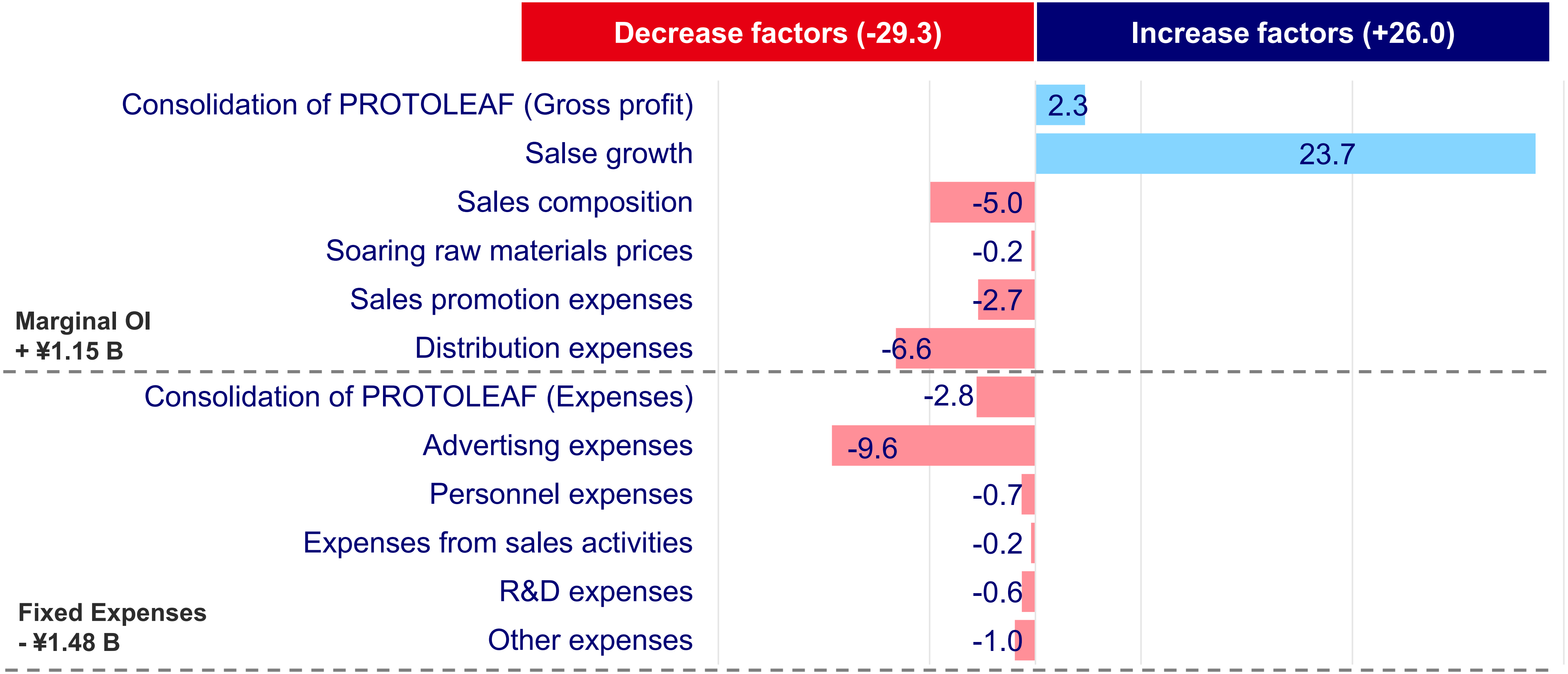
（Unit : million JPY）

	FY25	FY26	FY26	VS YoY		vs.FCT		FY26	Progress
	2Q Results	2Q Forecast	2Q Results	+/-	YoY	+/-	FCT	Forecast	ratio
Personal expenses	11,611	11,697	11,771	160	101.4%	74	100.6%	24,071	48.9%
Shipping expenses	2,736	3,259	3,210	473	117.3%	- 49	98.5%	6,320	50.8%
Storage expenses	1,523	1,745	1,828	305	120.0%	83	104.8%	3,521	51.9%
Advertising expenses	4,719	6,371	5,684	965	120.5%	- 686	89.2%	11,267	50.5%
Sales promotion expenses	553	988	828	275	149.7%	- 159	83.9%	1,814	45.7%
R&D expenses	1,618	1,770	1,685	66	104.1%	- 84	95.2%	3,614	46.6%
Depreciation expenses	950	1,034	1,016	65	106.9%	- 18	98.2%	2,114	48.1%
Goodwill amortization	79	97	97	17	122.0%	0	100.0%	194	50.0%
Travel&transportation expenses	776	838	753	- 23	97.0%	- 84	89.9%	1,713	44.0%
Entertainment expenses	382	461	433	51	113.4%	- 27	94.0%	869	49.9%
Commission paid	853	1,193	1,140	286	133.6%	- 53	95.5%	2,195	51.9%
Sales commission	609	250	189	- 420	31.1%	- 61	75.6%	496	38.2%
Miscellaneous expenses	416	459	433	17	104.1%	- 26	94.3%	1,190	36.4%
Others	4,760	5,382	4,938	177	103.7%	- 444	91.7%	10,517	47.0%
Total	31,593	35,550	34,012	2,419	107.7%	- 1,537	95.7%	69,900	48.7%
(Composition ratio)									
Personal expenses ratio	11.3%	10.7%	10.8%	- 0.5pt		0.1pt		12.8%	
Advertising expenses ratio	4.6%	5.8%	5.2%	0.6pt		- 0.6pt		6.0%	
R&D expenses ratio	1.6%	1.6%	1.5%	- 0.0pt		- 0.1pt		1.9%	

Operating Income Change Factors (YoY)

- **While revenue increased significantly, led by the Insecticides & Repellents, operating profit declined due to an increase in expenses such as advertising and distribution.**

(Unit: 0.1 B JPY)



Overview of Group Companies’ Performance

（Unit : million JPY）

	Earth Corporation		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	64,585	66,404	66,401
Gross profit	29,557	30,506	30,388
Operating income	10,895	8,527	10,290

	Hakugen Earth Co., Ltd.		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	9,445	9,938	9,614
Gross profit	3,307	3,595	3,518
Operating income	581	719	794

	PROTOLEAF, Inc.		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	1,980	3,215	2,980
Gross profit	555	968	833
Operating income	188	248	188

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

	Earth Pet Co., Ltd.		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	3,752	3,790	3,696
Gross profit	1,357	1,417	1,364
Operating income	21	186	353

	Earth Environmental Service Co.,Ltd.		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	16,889	17,488	18,189
Gross profit	6,652	6,858	7,054
Operating income	887	886	968

	Earth(Thailand)Co.,Ltd.		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	4,515	5,235	5,065
Gross profit	1,365	1,538	1,385
Operating income	516	492	346

	Earth Corporation Vietnam		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	3,009	2,996	3,324
Gross profit	1,089	1,125	1,138
Operating income	131	127	102

	EARTH HOME PRODUCTS（MALAYSIA）		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	306	346	458
Gross profit	111	120	169
Operating income	-21	-30	-7

	EARTH HOMECARE PRODUCTS（PHILIPPINES）		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	478	537	596
Gross profit	226	238	259
Operating income	-48	-16	7

	Earth Corporation (Shanghai)		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	1,416	1,958	1,665
Gross profit	405	604	505
Operating income	137	225	255

	Earth Corporation (Tianjin)		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	2,269	2,616	2,988
Gross profit	390	574	621
Operating income	189	60	181

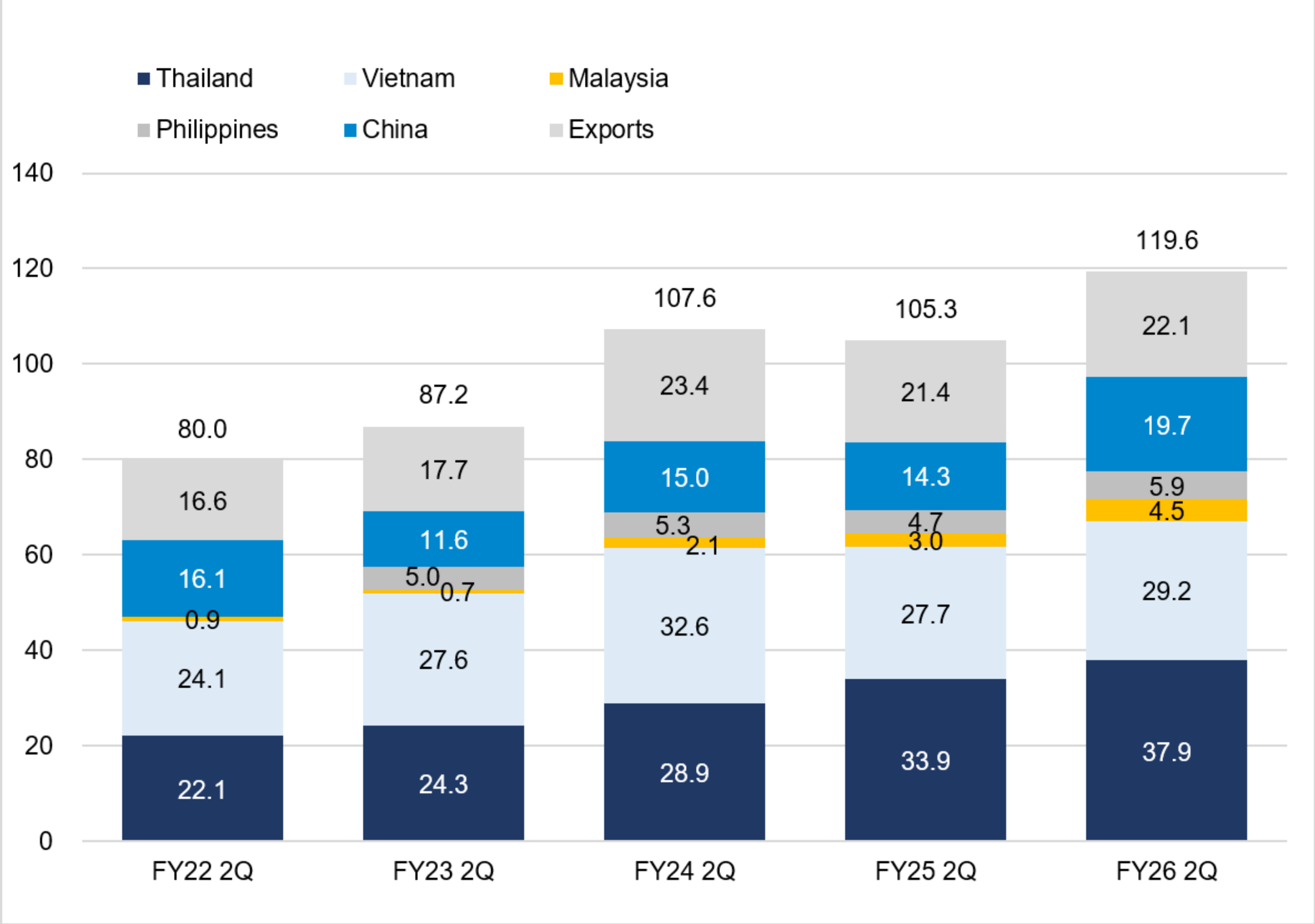
	Earth Corporation (Suzhou)		
	2Q FY25 Results	2Q FY26 Forecast	2Q FY26 Results
Sales	545	794	884
Gross profit	128	154	119
Operating income	52	75	-56

Overseas Results

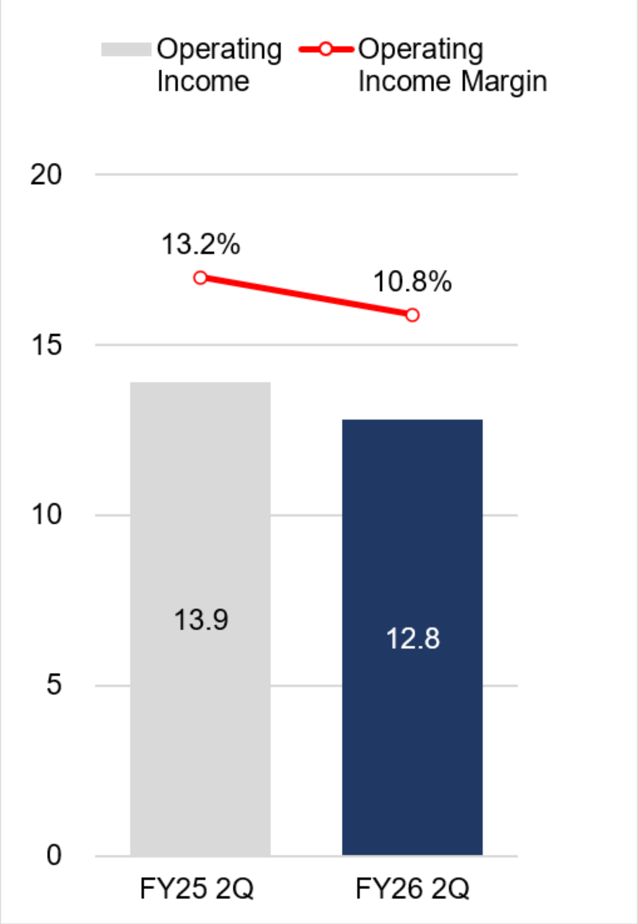
(FY22-26 2Q Cumulative total results)

(Unit: 0.1 billion JPY)

Overseas sales For external customers only (excluding internal offsets)



Overseas OI (Simple sum)



Consolidated: Statement of Cash Flows

(Unit : million JPY)

	End of 2Q FY25	End of 2Q FY26	VS YoY +/-	End of FY25
Cash flows from operating activities	3,272	- 531	- 3,803	10,795
Cash flows from investing activities	- 974	- 3,045	- 2,070	- 3,759
Cash flows from financing activities	- 882	915	1,797	- 1,016
Effect of exchange rate change on cash and cash equivalents	- 564	273	838	135
Net increase (decrease) in cash and cash equivalents	850	- 2,388	- 3,238	6,154
Cash and cash equivalents at beginning of period	16,775	22,930	6,154	16,775
Cash and cash equivalents at end of period	17,626	20,542	2,916	22,930

Consolidated: Balance Sheet

(Unit : million JPY)

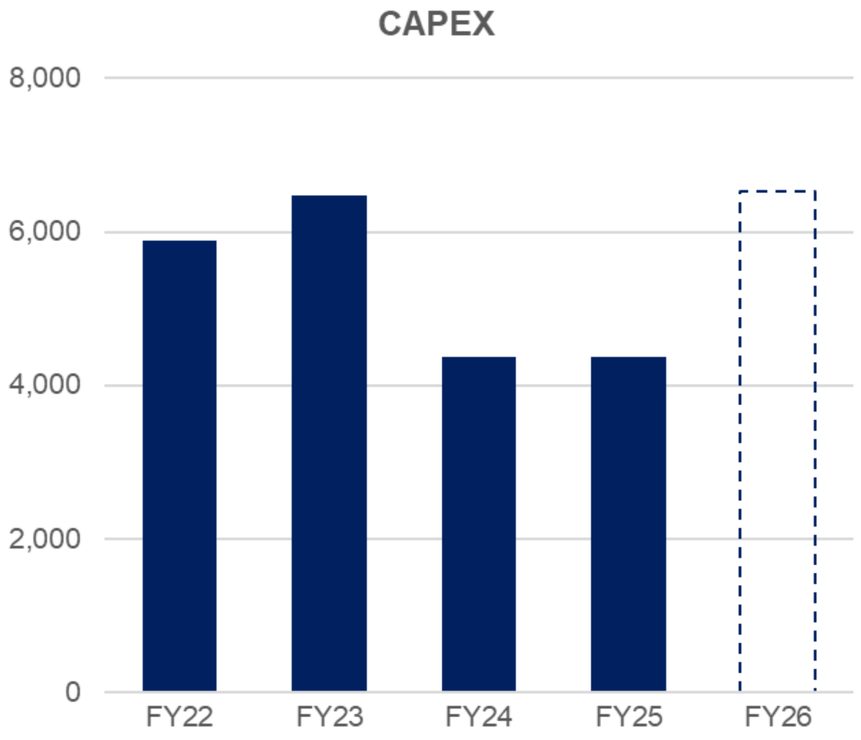
		End of 2Q FY25	End of 2Q FY26	VS YoY +/-	End of FY25	+/-
Current assets	Cash & deposits	18,203	20,542	2,338	23,327	- 2,785
	Trade receivable	42,823	46,095	3,271	25,941	20,153
	Inventories	31,280	31,400	119	32,305	- 904
	Others	2,656	3,680	1,024	2,764	916
Non-current assets	Property, plant & equipment	29,201	28,996	- 205	29,375	- 379
	Intangible assets	7,581	7,377	- 203	7,543	- 165
	Investments & other assets	22,861	28,179	5,317	28,124	55
Total assets		154,607	166,272	11,664	149,382	16,889
Current liabilities	Trade paypables	36,627	35,668	- 958	35,333	335
	Short-term borrowings	7,570	11,534	3,963	7,554	3,980
	Others	26,265	27,557	1,291	20,066	7,490
Non-current liabilities	Long-term borrowings	225	110	- 114	165	- 54
	Others	2,684	3,982	1,298	4,972	- 989
Total liabilities		73,373	78,854	5,480	68,092	10,761
Net assets	Total shareholders' equity	67,711	69,984	2,272	63,573	6,411
	Total accumulated other comprehensive income	7,519	11,039	3,520	11,345	- 305
	Non-controlling interests	6,003	6,393	390	6,371	22
Total net assets		81,234	87,417	6,183	81,290	6,127

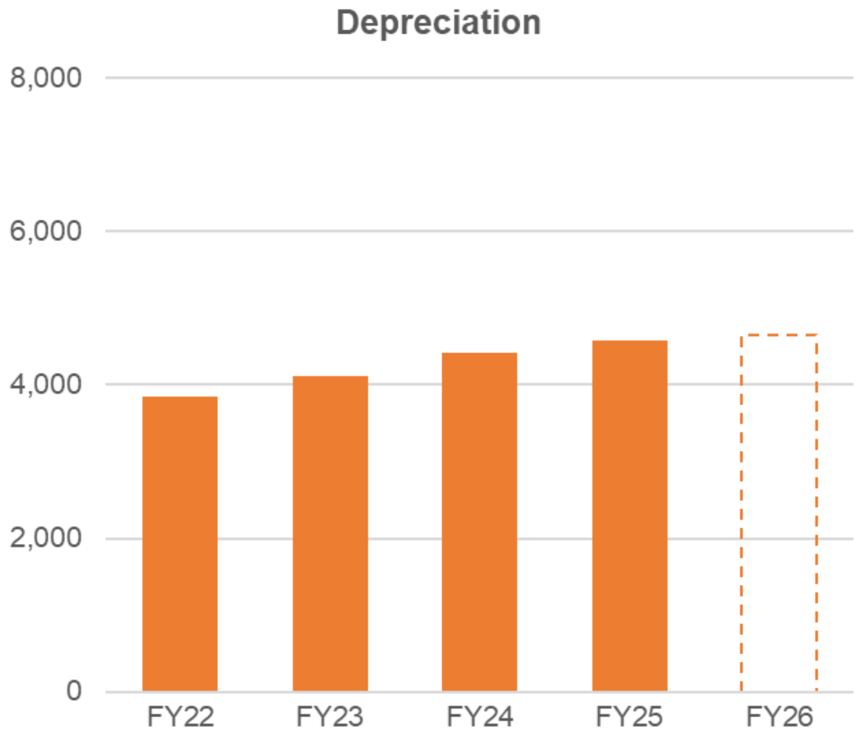
Consolidated:
Capital expenditure, Depreciation expenses

（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



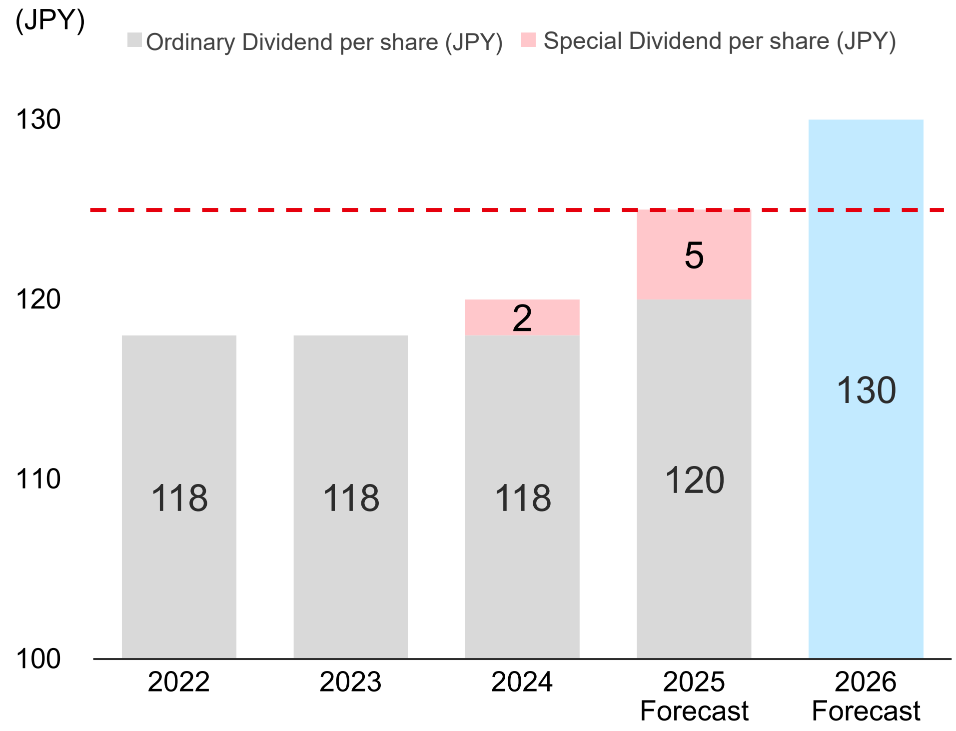


Shareholder Returns

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

	2025	2026(Plan)
DOE	3.8%	3.7%
Dividend payout ratio	52.1%	45.8%

EARTH

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