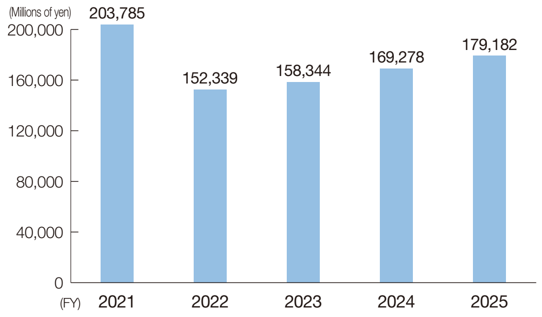
Chapter 6

Data

Contents

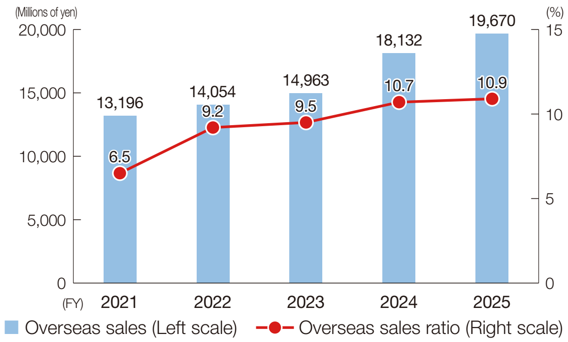
Financial Highlights

Consolidated Sales



In addition to steady growth in each business, factors such as the consolidation of PROTOLEAF, Inc. contributed to sales of ¥179,182 million (+5.9% year on year).

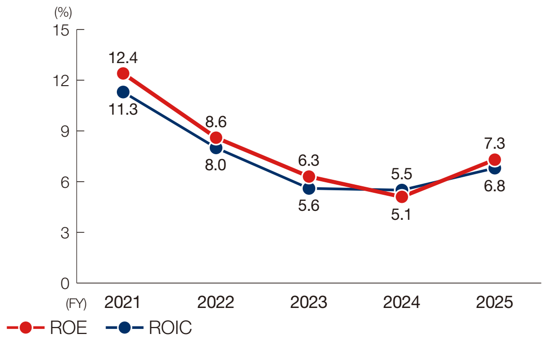
Overseas Sales* / Overseas Sales Ratio



Overseas sales exceeded the previous year's level, centered on Thailand and Vietnam, our mainstay markets, and amounted to ¥19,670 million (+8.5% year on year). The ratio to sales was 10.9% (+0.2 percentage points year on year). We will continue to work to expand both scale and profit.

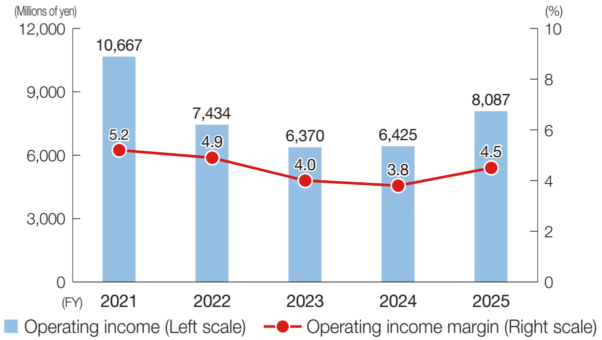
*Sales to outside customers only.

ROE / ROIC



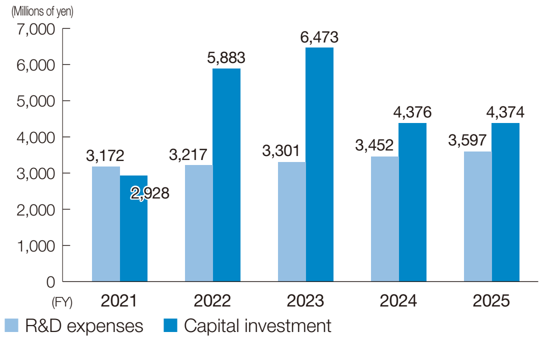
ROE and ROIC are also improving steadily in line with improvements in profitability. ROE was 7.3% (+2.2 percentage points year on year), and ROIC was 6.8% (+1.3 percentage points year on year).

Operating Income / Operating Income Margin



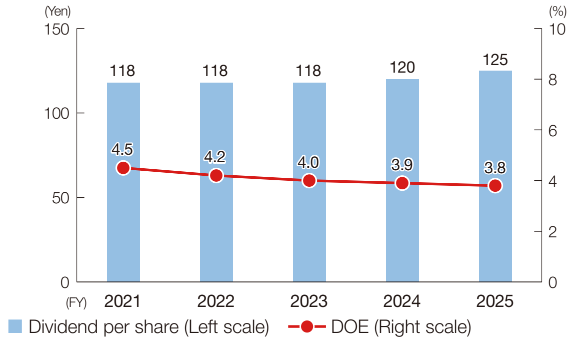
Although selling, general and administrative expenses increased due to factors such as higher personnel and advertising expenses, an increase in gross profit driven by sales growth resulted in operating income of ¥8,087 million (+25.9% year on year).

R&D Expenses / Capital Investment



With development speed that fits the optimal timing for product launches in mind, we are investing in safe, high-value-added product development. R&D expenses amounted to ¥3,597 million. In addition, capital investment totaled ¥4,374 million, including system development re-lated to the integration with BATHCLIN Corporation and the acquisition of mask manufacturing equipment at Hakugen Earth Co., Ltd.

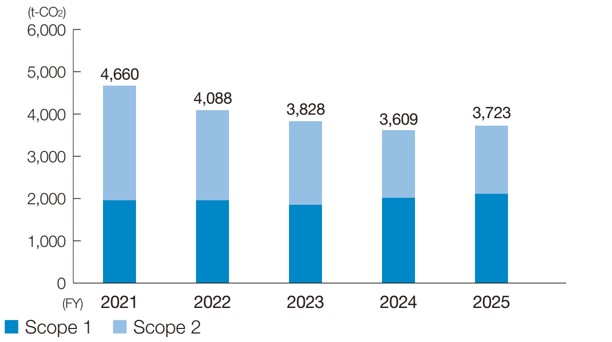
Dividend per Share / Dividend on Equity (DOE)



With stable dividends as our basic policy, we paid a special dividend of ¥5 per share, bringing the dividend per share for the fiscal year ended December 31, 2025 to ¥125, and a DOE ratio was 3.8%.

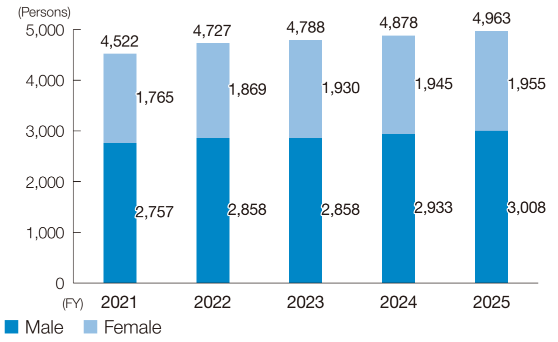
Non-Financial Highlights

Greenhouse Gas Emissions (Scope 1 + 2) (non-consolidated)



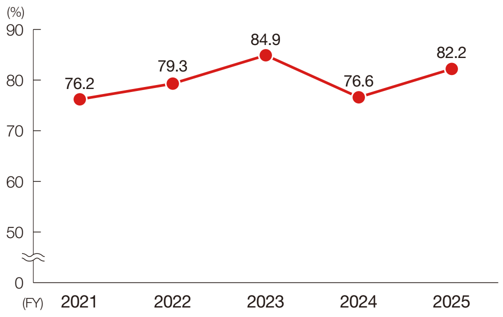
We aim to reduce greenhouse gas emissions through daily energy-saving activities and by switching the electricity used at the Sakoshi plant to electricity derived from renewable energy sources.

Number of Employees (consolidated)



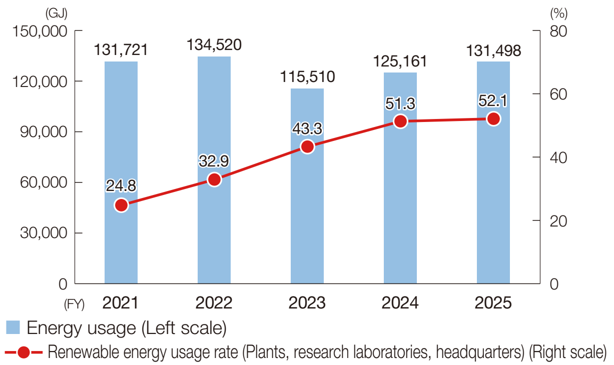
We are promoting the acceptance of diverse talent, implementing systematic recruitment and development, and refining personnel planning. By securing talent with expertise and frontline capabilities, we aim to build a pool of talent to support business expansion.

Paid Holiday Usage Rate (non-consolidated)



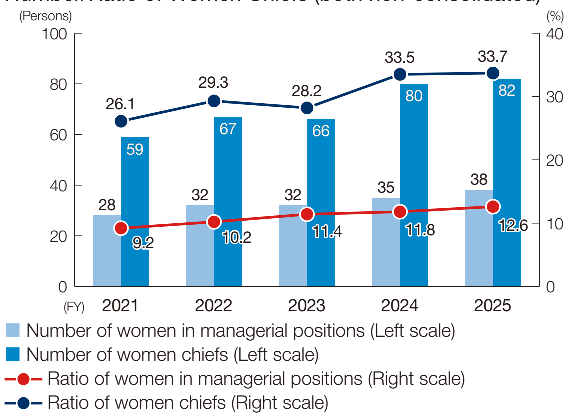
To realize workplaces that support the active participation of diverse talent, we are introducing systems that enable flexible work styles and promoting leave usage. In fiscal 2025, we implemented measures to encourage paid leave usage, including the promotion of consecutive leave, resulting in a usage rate that exceeded the previous fiscal year.

Energy Usage / Renewable Energy Usage Rate



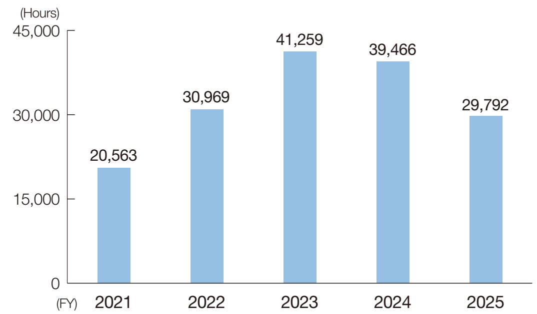
Regarding the use of energy, we are advancing climate change initiatives from both energy-saving and renewable energy perspectives. Following the Ako Plant, we are working to transition the entire Sakoshi Plant to renewable energy in 2026.

Number/Ratio of Women in Managerial Positions / Number/Ratio of Women Chiefs (both non-consolidated)



With the goal of achieving a 30% ratio of women in managerial positions in 2030, we hold career training sessions for management candidates and encourage employees to actively participate in their career development through career plan sheets. In fiscal 2025, the ratio of women in managerial positions stood at 12.6%, and the ratio of women chiefs reached 33.7%.

Total Training Hours (non-consolidated)



With the aim of developing self-motivated talent, in fiscal 2025 we reviewed the position-specific training programs conducted in the previous fiscal year and continued to provide online learning opportunities, thereby accelerating the development of the foundation for human resources development. Although total training hours decreased, we recognize this as the result of considering the balance between improving the quality of learning and putting that learning into practice.

MD&A

Performance Overview

(Billions of yen)

	FY2024 Results	FY2025 Initial Plan	FY2025 Revised Plan	FY2025 Results	Comparison					
	Amount	Amount	Amount	Amount	YoY Change	YoY	Vs. Plan	Vs. Plan	Vs. Revised Plan	Vs. Revised Plan
Sales	169.27	175.00	178.00	179.18	9.90	105.9%	4.18	102.4%	1.18	100.7%
Cost of sales	100.30	102.70	104.20	104.44	4.13	104.1%	1.74	101.7%	0.24	100.2%
Gross profit	68.96	72.30	73.80	74.73	5.76	108.4%	2.43	103.4%	0.93	101.3%
SG&A expenses	62.54	65.80	65.80	66.64	4.10	106.6%	0.84	101.3%	0.84	101.3%
Operating income	6.42	6.50	8.00	8.08	1.66	125.9%	1.58	124.4%	0.08	101.1%
Ordinary income	7.36	7.10	8.60	8.89	1.52	120.8%	1.79	125.3%	0.29	103.4%
Net income attributable to owners of parent	3.47	4.30	5.30	5.23	1.76	150.7%	0.93	121.8%	-0.06	98.8%
Gross profit margin	40.7%	41.3%	41.5%	41.7%	1.0pt		0.4pt		0.2pt	
SG&A ratio	36.9%	37.6%	37.0%	37.2%	0.2pt		-0.4pt		0.2pt	
Operating income margin	3.8%	3.7%	4.5%	4.5%	0.7pt		0.8pt		0.0pt	

In fiscal 2025, sales were ¥179.1 billion (+5.9% year on year), operating income was ¥8.0 billion (+25.9% year on year), ordinary income was ¥8.8 billion (+20.8% year on year), and net income attributable to owners of parent was ¥5.2 billion (+50.7% year on year), achieving substantial increases in both sales and profit.

In the Household Products Business, shipments and sell-through in the Insecticides & Repellents segment remained steady, while the renewal of the MONDAMIN brand in the oral hygiene category proved effective, resulting in strong sales performance. Overseas sales also expanded steadily, mainly in Thailand and Malaysia.

In the General Environment and Sanitation Business, demand for hygiene management continued to increase, particularly at food and pharmaceutical plants, and the business maintained stable growth through increases in the number of contracts and unit value per contract.

As a result, we achieved many of the targets set out in the medium-term business plan ahead of schedule.

Segment Performance Overview

In Insecticides & Repellents, the domestic market expanded due to higher temperatures, and insect repellents, including the new product Hadamamo, as well as products for nuisance insects, performed well. The benefits of price revisions also contributed, and sales amounted to ¥67.6 billion (+3.1% year on year). Overseas, market share expansion in Thailand continued, and we gained a strong sense of growth momentum, including a clearer path toward capturing the No. 1 market share in Thailand in the future.

In the oral hygiene category, strengthened advertising associated with the major renewal of the mainstay MONDAMIN brand contributed to strong growth, with sales of ¥9.2 billion (+8.4% year on year).

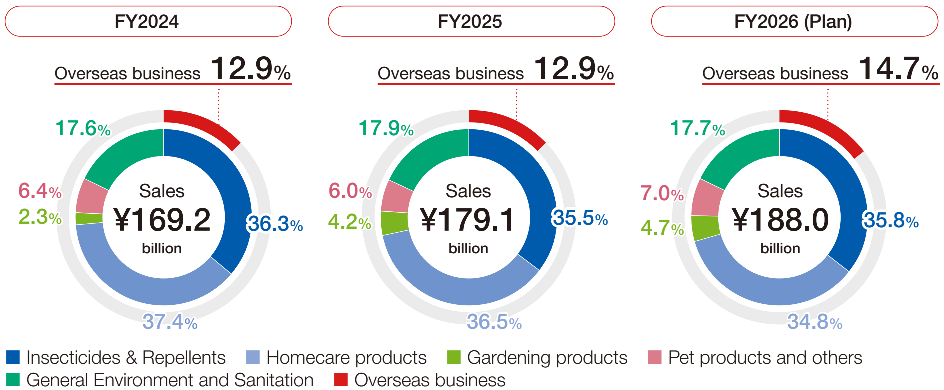
In bath salts, sell-through of powder-type products such as Bath Roman declined year on year, but high-value-added products such as Kikiyu and BARTH performed well. As a result, sales amounted to ¥26.4 billion (+5.5% year on year).

In gardening products, the contribution from the newly consolidated PROTOLEAF, Inc. and growth in existing products resulted in a significant increase in sales to ¥7.9 billion (+93.5% year on year).

In pet products and others, pet care products remained firm, but insecticides and repellents for pets and functional foods declined. As a result, sales were ¥11.3 billion (-1.1% year on year).

In the General Environment and Sanitation Business, demand for hygiene management increased, particularly at food and pharmaceutical plants, resulting in higher contract numbers and unit value per contract. Sales amounted to ¥34.1 billion (+7.1% year on year), and the business continued to deliver stable growth.

Change in the Composition of the Business Portfolio



* Sales composition ratios include internal sales.

Financial Position Analysis

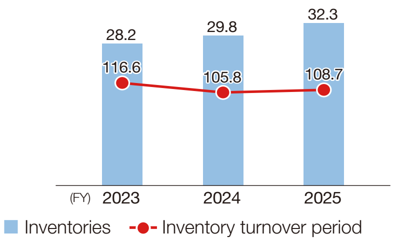
Changes in total assets, equity capital and interest-bearing debt, and main factors behind changes

In fiscal 2025, total assets increased ¥13.7 billion from the previous fiscal year to ¥149.3 billion. Major factors behind the increase included increases in cash and deposits accompanying sales growth, investment securities, and retirement benefit assets. Meanwhile, property, plant and equipment decreased slightly due to depreciation and sales. Net assets amounted to ¥81.2 billion, and the equity ratio remained at a high level of 50.2%, supported by an increase in retained earnings. Interest-bearing debt increased from the previous fiscal year, as short-term borrowings rose from ¥5.0 billion to ¥7.4 billion and long-term borrowings were newly recorded. This reflected funding needs associated with capital investment and Group reorganization, including making PROTOLEAF, Inc. a subsidiary. However, the substantial increase in cash and deposits helped curb net interest-bearing debt, and the financial structure remained stable.

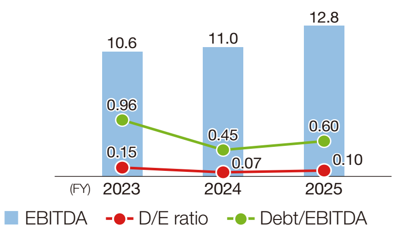
Changes in market conditions and impact on business performance

For Insecticides & Repellents, many days of high temperatures during the summer provided a tailwind for the market. Shipments and sell-through remained steady, and market share rose to 59.2%. Although the impact of higher raw material prices remained, the benefits of price revisions improved profitability. In homecare products, competition remained intense in the bath salts and oral hygiene categories, but sales increased year on year due to the impact of the MONDAMIN brand renewal and growth in high-value-added products such as ONPO and BARTH. In overseas markets, stronger direct sales activities targeting retailers in the ASEAN region proved effective, and sales continued to grow, mainly in Thailand and Malaysia. In China, in response to rapid changes in the market environment, we are shifting our strategy to focus on introducing products into retailers with physical stores.

Inventories (Billions of yen) / Inventory turnover period (Days)



EBITDA (Billions of yen) / D/E ratio (Times) / Debt/EBITDA (Times)



Cash Flow Position

In fiscal 2025, cash and cash equivalents at end of period amounted to ¥22.9 billion, an increase of ¥6.1 billion from the end of the previous fiscal year. Free cash flow, calculated as the sum of cash flows from operating activities and cash flows from investing activities, was positive at ¥7.0 billion.

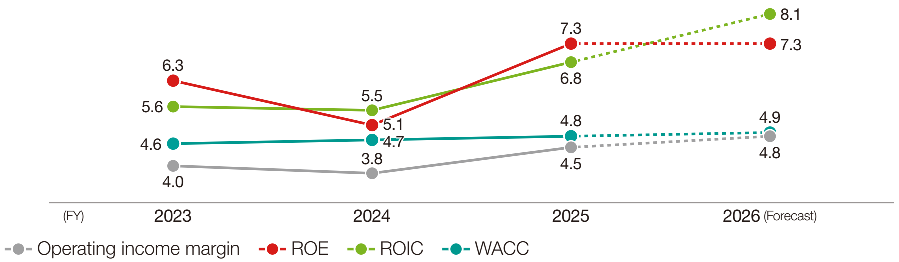
Future Outlook

Fiscal 2026 will be the final year of the current medium-term business plan. We will seek further growth by leveraging the ability to generate earnings that we have developed through initiatives such as price revisions, SKU reductions, and the expansion of overseas operations.

In the Household Products Business, following the absorption-type merger of Bathclin Corporation in January 2026, we will move into full-scale efforts to reallocate marketing investment in the bath salts category and create synergies at the product development stage, aiming to regain market share and strengthen brands. We will also work to rebuild the mouthwash category through the major renewal of the oral hygiene product MONDAMIN brand, while promoting the recovery of market share in key categories where share has been declining. In overseas expansion, we will continue proactive growth initiatives centered on Insecticides & Repellents in Thailand with the aim of capturing the No. 1 market share, and we expect overseas sales to contribute further through the expansion of sales channels in ASEAN countries. In the General Environment and Sanitation Business, demand for hygiene management remains firm, and we expect stable earnings growth through the accumulation of annual service contracts.

The full-year consolidated earnings forecast for fiscal 2026 calls for sales of ¥188.0 billion (+4.9% year on year), operating income of ¥9.0 billion (+11.3% year on year), and net income attributable to owners of parent of ¥6.2 billion (+18.4% year on year), indicating increases in both sales and profit.

Profitability (%) / Capital efficiency (%)



11-Year Summary of Major Financial Data

* The "Accounting Standard for Revenue Recognition" is applied from 2022.

Financial indicators	2015/12	2016/12	2017/12	2018/12	2019/12	2020/12	2021/12	2022/12	2023/12	2024/12	2025/12
Fiscal year-end (unit: million yen)											
Sales	159,739	168,505	179,738	181,104	189,527	196,045	203,785	152,339	158,344	169,278	179,182
Household Products Business	145,010	154,404	164,616	165,572	173,022	179,374	188,493	136,486	139,007	148,913	156,652
General Environment and Sanitation Business	20,914	21,935	23,519	24,421	25,571	26,420	27,234	27,973	29,073	31,888	34,148
Overseas sales*	5,791	6,734	9,198	9,986	11,309	11,960	13,196	14,054	14,963	18,132	19,670
Overseas sales ratio (%)	3.6	4.0	5.1	5.5	6.0	6.1	6.5	9.2	9.5	10.7	10.9
Total cost of sales	101,241	104,870	111,636	113,727	119,109	117,094	121,451	89,870	94,719	100,309	104,448
Total selling, general and administrative expenses	54,481	58,085	63,645	66,340	66,501	67,535	71,666	55,034	57,254	62,543	66,645
Advertising expenses	8,997	8,960	9,898	10,579	8,007	7,937	8,100	7,112	6,982	8,559	9,437
Personnel expenses	15,074	16,295	16,838	17,707	18,478	20,253	20,882	20,685	21,607	23,588	24,758
Depreciation	531	713	929	1,096	1,096	1,123	1,277	1,475	1,728	1,987	1,988
Amortization of goodwill	1,908	1,908	2,295	2,559	2,596	2,440	1,836	429	119	146	176
Research and development expenses	2,328	2,682	2,695	2,900	2,663	2,673	3,172	3,217	3,301	3,452	3,597
Operating income	4,016	5,549	4,456	1,036	3,916	11,416	10,667	7,434	6,370	6,425	8,087
Operating income margin (%)	2.5	3.3	2.5	0.6	2.1	5.8	5.2	4.9	4.0	3.8	4.5
Net income before income taxes	4,306	6,437	5,059	1,960	3,372	7,278	10,963	8,057	6,563	5,946	8,075
Net income attributable to owners of parent	1,165	3,364	2,205	-142	1,250	3,547	7,142	5,303	4,102	3,475	5,238
Cash flows from operating activities	3,791	8,089	9,175	369	10,022	24,590	4,814	3,901	7,524	13,964	10,795
Cash flows from investing activities	-5,969	-5,501	-13,995	-1,515	-3,990	-3,168	-3,220	-6,266	-10,135	-5,280	-3,759
Cash flows from financing activities	1,180	-2,216	3,262	-3,203	-4,768	-4,938	-4,610	-4,464	4,893	-9,901	-1,016
Free cash flow	-2,178	2,587	-4,819	-1,146	6,031	21,421	1,594	-2,364	-2,611	8,683	7,036

* Sales to outside customers only.

11-Year Summary of Major Financial Data

* The "Accounting Standard for Revenue Recognition" is applied from 2022.

Financial indicators	2015/12	2016/12	2017/12	2018/12	2019/12	2020/12	2021/12	2022/12	2023/12	2024/12	2025/12
Fiscal year-end (unit: million yen)											
Total property, plant and equipment	26,761	28,431	29,643	29,215	28,220	28,030	27,551	29,483	31,383	31,443	29,375
Inventory assets	23,216	23,159	22,629	23,782	22,507	22,179	27,502	32,253	28,266	29,885	32,305
Total intangible assets	12,703	12,132	19,256	16,180	13,143	6,268	4,276	5,355	8,774	7,428	7,543
Total assets	104,448	107,366	118,167	109,309	107,425	119,870	120,715	124,489	132,407	135,636	149,382
Total liabilities	55,457	58,174	67,638	64,936	63,102	60,046	56,118	56,470	60,406	60,983	68,092
Total borrowings	15,148	15,503	22,254	22,764	20,717	5,290	3,698	2,200	10,000	5,000	7,719
Short-term borrowings	4,051	4,997	7,859	12,072	13,882	1,756	1,480	1,000	10,000	5,000	7,420
Current portion of long-term borrowings	3,066	2,667	4,041	3,882	3,284	1,314	1,018	1,200	0	0	134
Long-term borrowings	8,030	7,838	10,354	6,809	3,550	2,218	1,200	0	0	0	165
Total net assets	48,991	49,192	50,529	44,372	44,322	59,823	64,596	68,018	72,000	74,652	81,290
Year-end share price (yen)	4,965	4,750	5,680	5,050	5,700	5,820	6,130	5,060	4,570	5,600	4,965
Total shareholder returns (dividends + share buy-backs)	2,221	2,222	2,323	2,322	2,324	2,024	2,734	2,600	2,603	4,610	2,613
Information per share (unit: yen)											
Net income per share	57.69	166.60	109.20	-7.06	61.80	170.65	323.76	240.47	185.57	158.26	240.00
Net assets per share	2,151.82	2,154.95	2,225.30	1,989.93	1,978.86	2,507.62	2,720.37	2,846.07	3,007.52	3,162.24	3,429.20
Dividend per share	110.0	115.0	115.0	115.0	100.0	115.0	118.0	118.0	118.0	120.0	125.0
Profitability and valuation reporting											
Equity ratio (%)	41.6	40.5	38.0	36.8	37.3	46.1	49.7	50.4	50.3	50.8	50.2
ROE (%)	2.7	7.7	5.0	-0.3	3.1	7.4	12.4	8.6	6.3	5.1	7.3
ROIC (%)	2.6	5.6	3.6	0.3	3.0	10.0	11.3	8.0	5.6	5.5	6.8
D/E ratio (times)	0.36	0.36	0.50	0.57	0.52	0.10	0.06	0.04	0.15	0.07	0.10
DOE (%)	5.1	5.3	5.3	5.5	5.0	5.1	4.5	4.2	4.0	3.9	3.8
PBR (times)	2.31	2.20	2.55	2.54	2.88	2.32	2.25	1.78	1.52	1.77	1.45
Dividend payout ratio (%)	190.7	69.0	105.3	-	161.9	67.4	36.4	49.1	63.6	75.8	52.1
Total number of issued shares	20,200,000	20,200,000	20,200,000	20,220,000	20,237,500	22,057,500	22,077,500	22,077,500	22,141,100	22,209,900	22,209,900
Total asset turnover (times)	1.5	1.6	1.5	1.7	1.8	1.6	1.7	1.2	1.2	1.2	1.2
EBITDA (billions of yen)	-	-	-	-	-	17.6	14.9	11.7	10.6	11.0	12.8
Debt/EBITDA (times)	-	-	-	-	-	0.31	0.26	0.21	0.96	0.45	0.60

11-Year Summary of Major Non-Financial Data

* The "Accounting Standard for Revenue Recognition" is applied from 2022.

Non-financial indicators	2015/12	2016/12	2017/12	2018/12	2019/12	2020/12	2021/12	2022/12	2023/12	2024/12	2025/12
(Non-consolidated)											
Number of consolidated employees (persons)	3,396	3,479	4,788	5,047	4,180	4,255	4,522	4,727	4,788	4,878	4,963
Number of women in management positions*1 (persons) (Ratio of women in management positions*2 (%))	13 4.9	14 5.0	15 4.9	16 5.3	19 6.4	21 7.1	28 9.2	32 10.2	32 11.4	35 11.8	38 12.6
Average annual salary (yen)*3	-	-	-	-	-	-	7,412,204	7,194,496	6,618,912	6,803,017	7,714,374
Gender wage gap (%)*4	-	-	-	-	-	-	-	-	64.0	66.7	70.0
Annual work hours per person (hours)	-	-	-	-	-	-	1,756	1,766	1,814	1,848	1,840
Paid holiday usage rate*5 (%)	-	-	63.3	74.3	73.0	70.4	76.2	79.3	84.9	76.6	82.2
Greenhouse gas emissions (Scope 1, 2, 3)*6 (t-CO_2)	5,785	5,583	7,341	6,297	5,448	5,453	1,035,794	978,119	1,079,697	1,243,868	1,252,742
Energy usage volumes (GJ)	102,512	108,435	134,040	127,678	124,919	130,522	131,721	134,520	115,510	125,161	131,498
Water usage volumes (water intake quantity)*7 (1,000 m^3)	42.6	48.3	77.6	81.2	93.2	103.4	97.5	101.6	98.0	123.2	137.7
Industrial waste emission volumes (t)	2,709	3,196	2,647	2,285	1,993	2,260	3,202	4,329	3,883	3,545	3,018
Patents registered (cases)	-	-	-	-	-	33	34	46	44	42	31
Designs registered (cases)	-	-	-	-	-	18	6	21	14	16	18
Occupational accidents (cases)	-	-	-	-	-	9	7	6	12	10	10
Employees who received occupational health and safety training/education (persons)	-	-	-	-	-	1,420	1,400	1,420	1,450	1,480	1,401

*1 Data up to 2022 refers to the number of females in manager-equivalent positions among executive officers (excluding directors, treated as executives up to 2017), full-time employees, and continuous employment contract employees as of December 31 of the relevant fiscal year. Data from 2023 onward refers to the number of female employees in manager-equivalent positions among full-time employees as of December 31 of each year.

*2 Data up to 2022 is calculated as the number of females in manager-equivalent positions among executive officers (excluding directors, treated as executives up to 2017), full-time employees, and continuous employment contract employees as of December 31 of the relevant fiscal year divided by the total number and multiplied by 100%. Data from 2023 onward is calculated as the number of females in manager-equivalent positions among full-time employees as of December 31 of each year, divided by the total number and multiplied by 100%.

*3 Average annual salary includes bonuses and non-standard wages.

*4 Calculated based on the provisions of the Act on the Promotion of Women's Active Engagement in Professional Life (Act No. 64 of 2015).

*5 Calculated as the total number of paid holiday days taken during the relevant fiscal year by all eligible employees, where eligible employees refers to those that have been granted paid holidays during the relevant fiscal year and were employed as of December 31 of the relevant fiscal year (excluding those on leave and seconded employees), divided by the total number of paid holiday days granted during the relevant fiscal year and multiplied by 100%.

*6 Data prior to 2020 does not include Scope 3, and data for Scope 1 prior to 2018 does not include CFCs from the headquarters. Actual data for Scope 1 and 2 for the period ended December 31, 2023, is calculated using the coefficients following the legal revisions in April 2023.

*7 Calculated including non-energy-related greenhouse gas emissions from 2021 onward.

*8 Only plants, research facilities, the headquarters, and ActTerrace (not including tenant offices)

Glossary

Term	Explanation
Customer Service Department	On April 1, 2021, we renamed the Customer Service Office the Customer Service Department. This department receives direct feedback from customers regarding products and the issues they face on a day-to-day basis, and plays the important role of accurately conveying this feedback to the responsible department. In order to further instill within the Company Earth Corporation's policy of creating a market with customers, this department was transferred to the direct control of the President in 2018.
Earth ECO Standard	Earth Corporation's unique environmental standards for promoting the development of environmentally friendly products. Under the concepts of reducing CO_2 emissions, valuing limited resources, and factoring in every stage through to disposal, we formulated these standards with the explicit goal of achieving six of the 17 SDGs related to the environment and manufacturing.
EMAL	Standing for Earth Merchandising Action Lady, this acronym refers to employees who create attractive sales floors and engage in in-store sales promotions from a customer perspective. Locally hired in regions throughout Japan, EMAL support the creation of sales floors and sales promotions in consideration of seasonal, weather, and other trends from a customer perspective, and from the standpoint of a consumer from their region of hire.
Environmental Doctors	Staff possessing the latest knowledge on hygiene management and the related high-level technical capabilities. Having acquired knowledge and skills through a proprietary education and training program, and having built up extensive experience at various worksites, these staff diagnose the quality of hygiene management at customer worksites, identify problematic areas, prescribe improvement measures, and offer support for maintaining and improving the safety and security of environments while providing treatment and implementing preventative measures.
Insecticides & Repellents	Refers to products intended to exterminate or repel flies, mosquitoes, cockroaches, ticks, and other harmful insects. Despite their extremely high level of safety, however, consumers have tended to believe that insecticides are highly toxic. Moreover, in Japanese, "insecticide" is written using characters meaning "kill," "insect" and "substance." Therefore, in 2017, we began using the term "Mushi-Care" ("insecticides and repellents" in English) to insist on the protection from insects that our products offer to humans. The English name of the segment was also changed from "Insecticides" to "Insecticides & Repellents segment."
Japan MA-T Industrial Association	An open innovation platform that aims to explore the economic benefits of creating an industry from MA-T®, as well as its potential for solving the challenges faced by society.
MA-T®	Standing for Matching Transformation System®, this oxidation control system is based on an innovative technology developed in Japan. The MA-T System® can be used across a wide range of applications, including neutralizing viruses and sterilizing various types of bacteria by generating the necessary amount of aqueous radicals from chlorite ions at the required time and controlling the strength of activation.
Open-Door Policy	An element of Earth Corporation's corporate spirit that encourages free and open communication across generations, positions, and departments. By reducing physical barriers in its offices and laboratories, the Company facilitates active communication, bringing together diverse knowledge to create new value.
SKU	The acronym for Stock Keeping Unit, SKUs are used to classify products into the minimum unit for management purposes. SKUs are used to classify the same product by different sizes and package types, thereby easing ordering and inventory management.
TACO System	An acronym for Tactical Antenna for Consumers' Opinions, this name was chosen given our desire to accumulate feedback from customers with a level of sensitivity equal to that of insect antenna, and to apply this feedback in product strategies. This unique customer service system was designed by Earth Corporation to swiftly and painstakingly respond to consultations and inquiries from customers. It also maintains data on inquiry details collected from customers and retail stores, which we then use to provide better products and services.

External Evaluations

FTSE Blossom Japan Index

FTSE Blossom Japan Index status

Earth Corporation is selected as a constituent of an ESG investment index designed to measure the performance of companies demonstrating strong environmental, social and governance (ESG) initiatives and comprising companies that meet various ESG-related criteria.

FTSE Blossom Japan Sector Relative Index

FTSE Blossom Japan Sector Relative Index status

Earth Corporation is included in the FTSE Blossom Japan Sector Relative Index, which is used as a benchmark for passive management in ESG investment by the Government Pension Investment Fund (GPIF).

S&P/JPX Carbon Efficient Index

S&P/JPX Carbon Efficient Index

Since 2018, Earth Corporation has been continuously selected as a constituent of the S&P/JPX Carbon Efficient Index, whose constituents' weight is determined based on the status of environmental information disclosure and levels of carbon efficiency.

2026 Sompo Sustainability Index

SOMPO Sustainability Index

Earth Corporation is included in the SOMPO Sustainability Index, a proprietary index created by Sompo Asset Management Co., Ltd.

CDP DISCLOSURE INSIGHT ACTION

CDP

Earth Corporation received an "A-" rating for "water security," the second-highest rating on CDP's eight-point scale, and "B" ratings for "climate change" and "forests" in a survey conducted by CDP, an international non-profit organization that evaluates climate change initiatives and transparency.

CSR TOYOKEIZAI

Toyo Keizai CSR Ranking

Earth Corporation received a AAA ranking in Workforce and HR Utilization, Environment, Governance, and Corporate Citizenship in the CSR evaluation of the "2025 CSR Company Ranking" by Toyo Keizai Inc. and received high evaluations in each item.

2026 健康経営優良法人 ホワイト500

Health & Productivity Management Outstanding Organization 2026–White 500–

Earth Corporation was recognized for the sixth consecutive year as a "Health & Productivity Management Outstanding Organization 2026–White 500–," jointly selected by Japan's Ministry of Economy, Trade and Industry and the Nippon Kenko Kaigi.

Statement of Authenticity

On Issuing the Earth Corporation 2026 Integrated Report

Isao Goji
Senior Executive Officer and Director General of the Corporate Planning Headquarters

Earth Corporation publishes an integrated report in order to present to investors and other stakeholders the Company's value creation, initiatives toward sustainable growth, and the challenges it recognizes.

The Integrated Report 2026 provides detailed information, with specific examples, on progress under the Medium-Term Business Plan, Act For SMILE COMPASS 2026, including product development and sales strategies in Japan and overseas, the deepening of global business development, and human capital initiatives that support these efforts. In addition, regarding the MA-T® business which we have positioned as the next pillar of growth, we have sought to deepen readers' understanding by providing an overview of its concept and social significance, as well as progress toward commercialization through collaboration with partners, as a new business domain that uses technology as its starting point to advance real-world application and value creation. We hope this report will provide readers with a better understanding of the initiatives through which the Company seeks to realize its corporate philosophy, "We act to live in harmony with the Earth," and the path toward that realization.

While leveraging the business foundation we have cultivated over the past 100 years, Earth Corporation will respond flexibly to changes in the social environment and work to achieve sustainable growth and enhance corporate value. We will continue to place great importance on dialogue with stakeholders and strive to further enhance information disclosure. We would ask for your candid comments on this report.

Finally, this report was prepared primarily by the Corporate Management Department and Sustainability Promotion Department under the Corporate Planning Headquarters. As the senior executive officer responsible for editing this report, I hereby declare that the production process was fair and that the content is accurate.

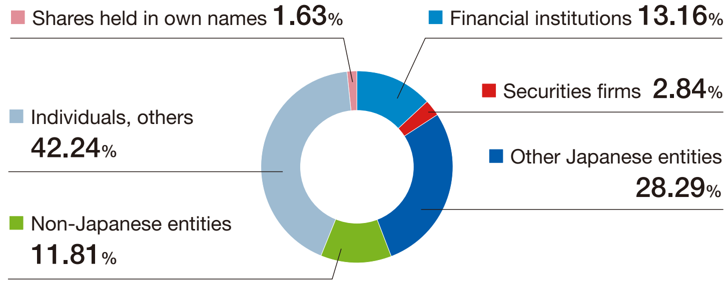
Company Overview

Name		Earth Corporation
Head office location		12-1, Kanda-Tsukasamachi 2 chome, Chiyoda-ku, Tokyo 101-0048, Japan
TEL		03-5207-7451 (switchboard number)
Founded		April 1, 1892
Established		August 26, 1925
Capital		10,192.74 million yen
Representative		Katsunori Kawabata, Representative Director, President & CEO
Business		Manufacturing, marketing, and import/export of pharmaceutical products, quasi-drugs, medical tools, household products, etc.
Employees (as of December 31, 2025)		Consolidated: 4,963 Non-consolidated: 1,401
URL		https://corp.earth.jp/en/
Audit firm		Ernst & Young ShinNihon LLC
Consolidated subsidiaries	Domestic	• Hakugen Earth Co., Ltd. • Earth Pet Co., Ltd. • PETFOOD KITCHEN CO., LTD. • Earth Environmental Service Co., Ltd. • PROTOLEAF, Inc.
	Overseas	• Earth (Thailand) Co., Ltd. • Earth Corporation (Shanghai) • Earth Corporation (Tianjin) • Earth Corporation (Suzhou) • Earth Corporation Vietnam • EARTH HOME PRODUCTS (MALAYSIA) SDN. BHD. • EARTH HOMECARE PRODUCTS (PHILIPPINES), INC.

Stock Information (As of December 31, 2025)

Listed stock exchange	Prime Market of the Tokyo Stock Exchange
Stock code	4985
Total number of shares authorized to be issued	64,000,000 shares
Total number of shares issued	22,209,900 shares
Number of shareholders	33,740

Distribution of Shares per Shareholder Type



Major Shareholders (Top 10 shareholders)

Shareholder Name	Number of Shares (Thousands)	Shareholding Ratio (%)
Otsuka Pharmaceutical Co., Ltd.	2,200	10.06
Otsuka Pharmaceutical Factory, Inc.	1,948	8.91
The Master Trust Bank of Japan, Ltd. (Trust Account)	1,898	8.69
Earth Corporation Employee Shareholding Association	1,062	4.86
Taiho Pharmaceutical Co., Ltd.	600	2.74
Custody Bank of Japan, Ltd. (Trust Account)	450	2.06
Otsuka Chemical Co., Ltd.	400	1.83
The Chugoku Bank, Ltd.	340	1.55
Otsuka Estate Co., Ltd.	239	1.09
JP MORGAN CHASE BANK 385781	213	0.97

* Ratio of shares held compared with the total number of shares issued, excluding treasury shares (362,395 shares)