

Notice Concerning Revisions to Full-Year Financial Results Forecasts

November 11, 2024

Listed exchanges : Prime Market  
Listed company name : Earth Corporation  
Code : 4985  
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Earth Corporation (the “Company”) hereby announces that in light of the most recent operating trends, a decision was passed at the meeting of the Board of Directors held on November 11, 2024, to revise the financial results forecasts for the fiscal year ending December 31, 2024 (January 1, 2024 through December 31, 2024), as described below.

## Revision of Full-Year Earnings Forecasts

(1) Revisions to consolidated financial results forecasts for the current fiscal year (January 1, 2024 through December 31, 2024)

	(millions of yen)				
	Consolidated net sales	Consolidated operating profit	Consolidated ordinary profit	Profit attributable to owners of parent	Consolidated earnings per share (yen)
Forecast previously announced (A)	165,000	3,000	3,560	1,790	80.90
Revised forecast (B)	168,000	6,000	6,550	3,300	150.29
Change (B-A)	3,000	3,000	2,990	1,510	
Rate of change (%)	+1.8%	+100.0%	+84.0%	+84.4%	
(Ref.) Actual consolidated results for the previous fiscal year (Fiscal year ended Dec 31, 2023)	158,344	6,370	6,791	4,102	185.57

(2) Revisions to non-consolidated financial results forecasts for the current fiscal year (January 1, 2024 through December 31, 2024)

	(millions of yen)				
	Consolidated net sales	Consolidated operating profit	Consolidated ordinary profit	Profit attributable to owners of parent	Consolidated earnings per share (yen)
Forecast previously announced (A)	—	—	—	—	—
Revised forecast (B)	84,000	3,200	4,000	2,200	100.94
Change (B-A)	—	—	—	—	
Rate of change (%)	—	—	—	—	
(Ref.) Actual consolidated results for the previous fiscal year (Fiscal year ended Dec 31, 2023)	80,622	3,425	4,221	- 8,260	- 373.65

(3) **Reasons for Revision**

While sales of Bath salts and Oral hygiene products are expected to fall below forecasts, sales of Insecticides and Repellents are expected to exceed forecasts due to factors such as the favorable weather since the beginning of the year and the lingering late summer heat, as well as the steady results of price revisions. In addition, the number of annual contracts and the amount of money involved in the comprehensive General Environment and Sanitation Business both exceeded expectations, the MA-T® business exceeded expectations for the current period, and overseas sales were generally in line with expectations, and as a result, net sales are expected to exceed the initial plan.

In terms of profit, in addition to the aforementioned increase in sales and the effect of price revisions, the sales cost ratio is expected to improve due to the sales mix, and gross profit is expected to exceed the plan. In addition to the recording of expenses related to the ongoing profit structure reform, strategic expenses will be invested, such as additional advertising, but overall, they are expected to be within the scope of the plan, and as a result of these factors, all stages of profit from operating profit onwards are expected to exceed the initial plan.

Regarding the distribution of surplus funds, as announced previously, the dividend per share is scheduled to be 120 yen.

Note: The above forecast of financial results is based on certain information available to the Company at the time of announcement, and actual operating results may differ from the forecast due to various factors.