




Apply it properly for maximum effectiveness!

Driven by the desire to help safeguard the health of people all over the world, Earth Corporation puts great effort into activities aimed at familiarizing people with the correct way to use insect repellent, so as to prevent the spread of insect-borne infectious diseases.




## How to use Insect Repellent






**1.** Spray the insect repellent on to exposed areas such as arms and legs from a distance of around 15 cm.



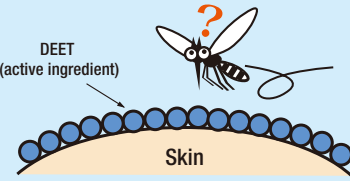
**2.** After spraying, rub the insect repellent in over a wide area so that no exposed areas are left uncovered by it.



**3.** To apply insect repellent to your face and the back of your neck, spray some on the palm of your hand first, and then rub it in, making sure that you don't miss anywhere.

\* Insect repellent may need re-applying if you are sweating heavily.

It is important to make sure that you do not miss any areas by rubbing it in carefully



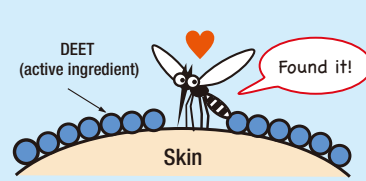
**DEET (active ingredient)**

Skin

Rubbed in evenly without any dry spots

As the A.I.\* covers exposed skin, insects cannot detect the skin.

\*A.I.: Active Ingredient



**DEET (active ingredient)**

Skin

Places missed

Insects will target the gaps where the A.I. has not been rubbed in.

**Our Earth, Our Home.**

"Making the earth a pleasant home"



# 2020-2021

## Corporate Social Responsibility Report

### Act For Life



# Earth Corporation



## President's Message

### As a total care company for infectious diseases, we will realize safe and comfortable lifestyles for people throughout the world

川端克宜 Katsunori Kawabata  
President & Representative Director  
Earth Corporation

### Building off the foundation of the existing business

Earth Group has been fully promoting its activities as a total care company for infectious diseases since 2020. The world is still being threatened by COVID-19. In the midst of rapid changes transforming the way we approach our business and work, as a Group whose core business consists of insect control products which prevent insect-borne diseases, we would like to return to the idea of confronting infectious diseases, which has been the foundation of our business since its inception, and to fulfill this mission in a wider field. Of course, the basic research that has supported the Earth Group so far will steadily continue. Shifting our attention from this to its wider context, against the background of COVID-19, we found that there were needs to be addressed in fields such as sterilization and deodorization, which are our Group's forte. The inspiration for this was the innovative oxidation control technology MA-T developed in Japan. We will expand new applications through open innovation and collaboration with industry, government and academia to disseminate MA-T and improve its value, and we

are expanding business fields by working with different industries to solve problems and the like.

### Utilizing the experience of the COVID-19 crisis in the next era

As we tackle the issue of rebuilding our financial base, there is also a keen awareness that the conventional methods should be changed. Utilizing technology and the sales bases that have been established so far, we have been able to open up new markets, which has also led to a strong business performance in FY2020. Within our company, we introduced remote work and web conferencing due to the COVID-19 crisis. But even after this crisis is over, we would like to maintain our stance of examining its outcomes to keep the good aspects of this and revise everything else, and consider the most appropriate policies according to the situation. Although the Olympic and Paralympic Games Tokyo 2020 were postponed for one year and held without spectators in the midst of strict infection prevention measures, we think that these sports were able to empower people around the world. Our Company, which is an official partner of the Games, carried out insect bite

prevention awareness-raising activities for participants and volunteers as staff members of Mosquito Repellent Spots set up at 12 venues by the Tokyo Organizing Committee of the Olympic and Paralympic Games. Insect bite prevention awareness-raising activities at venues such as sporting events are a part of our CSV management that aims to solve social issues through business operations. We established the CSR/Sustainability Promotion Office in 2021 as a department under the direct control of the President to further strengthen our activities.

### Clarifying how we contribute to society through business

Thinking about society in terms of ESG and SDGs is not a new concept for us, but one we held from the start. Since these ideas have been clearly written, we are now able to work on them more consciously, in light of what we have accomplished so far. In addition, we need to reiterate the activities that we are actually working on to the people around us. For this reason, as an example, we have changed the Personnel Department's name to the Human Resources Management Department. The word "resources" expresses our Group's idea that "Diversity." This means that the idea of "managing" becomes very important in order to leverage each person's strengths and incorporate various opinions. In addition to this, we have changed the Customer Service Office into the Customer Service Department, the intent is to change its perception by making the content of the initiative easier to understand. In a company, the assumption that "people will understand without explicitly saying something" and "they'll probably do it properly" tends to lead to failure. By properly expressing what we are doing to the outside world, we believe we can make a commitment to society and fulfill that promise. In May 2021, we signed the United Nations Global Compact advocated by the United Nations, and were registered as a participating company. We will further promote ESG management of the Earth Group globally while visualizing internationally accepted philanthropy through our business.



### Giving top priority to benefiting our customers for the sake of society

Starting with SDGs, sustainability goals are from a long-term perspective, and many of these goals are stringent and have high hurdles. The Earth Group wants to absolutely do what it can while distinguishing what is possible and what isn't. There are strict standards such as reducing the environmental burden, but priority is given to benefiting our customers for the sake of society, and we would like to work on these goals one by one. We need to seek kindred spirits for the Earth Group's way of thinking from our business partners. Looking globally, there are many issues such as different expectations depending on the country or region, but especially for new business partners, we will be sure to present the approach of Earth Group and work together. Our primary concern is what value our business creates in the world, which is even more important than immediate profit. This is the reason we go beyond insect solution, advocating as a total care company for infectious diseases. By instilling this sense of purpose throughout the company, our employee can feel the joy of working at where the business itself contributes to their society and local communities. When thinking of infectious diseases, as part of business development, we think this is a story of the whole planet. In order to create a society where people can live with peace of mind, we will also try new things while growing sustainably with an awareness and responsibility that the Earth Group will help.

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# Earth Corporation's Operational Management and CSR

Earth Corporation's corporate philosophy is "We act to live in harmony with the Earth."

We believe that, by pursuing this corporate vision, we can contribute towards the realization of the UN's SDGs, which represent common global objectives for all of humanity. In putting our corporate philosophy into practice, we are also fulfilling our CSR.



## Earth Corporation's Advantages

**Product development**

We develop highly original products using open innovation and the latest research facilities.

**Production management**

We deliver the best quality products to customers using an optimized production system and sophisticated production management system.

**Sales strategy**

Our highly experienced sales teams create unique and innovative sales floor displays with an eye on the customer.

**Global strategy**

We deliver Earth Corporation products around the world using a localized business model established based on exhaustive market research.

Household Products Business	General Environmental Sanitation Business
Annual sales <b>179 billion yen</b>	Annual sales <b>26.42 billion yen</b>
Share of total annual sales <b>87.2 %</b>	Share of total annual sales <b>12.8 %</b>
Breakdown	
<div style="display: flex; align-items: center;"> <div> <p style="font-size: x-small;">Insect Control Products Segment</p> <p style="font-weight: bold;">65.99 billion yen / 32.1 %</p> </div> </div>	<div style="display: flex; justify-content: space-around; font-size: x-small;"> <div style="text-align: center;"> Insect control products</div> <div style="text-align: center;"> Oral care products</div> <div style="text-align: center;"> Bath products</div> <div style="text-align: center;"> Deodorizers and air fresheners</div> </div>
<div style="display: flex; align-items: center;"> <div> <p style="font-size: x-small;">Household Products Segment</p> <p style="font-weight: bold;">104.16 billion yen / 50.6 %</p> </div> </div>	<div style="display: flex; justify-content: space-around; font-size: x-small;"> <div style="text-align: center;"> Cleaning products</div> <div style="text-align: center;"> Hygiene products</div> <div style="text-align: center;"> Gardening products</div> <div style="text-align: center;"> Beauty food products</div> </div>
<div style="display: flex; align-items: center;"> <div> <p style="font-size: x-small;">Pet Products and Others Segment</p> <p style="font-weight: bold;">9.22 billion yen / 4.5 %</p> </div> </div>	(FY2020)

**Medium-term Management Plan**

Earth Corporation's new Medium-term Management Plan, which has been implemented starting from 2021, builds on the existing framework and establishes three key strategies for the company: Expansion of revenue (base) from Asia, ESG (environmental, social, and corporate governance) and open innovation, creation of cost synergies. We will also continue to develop the data visualization measures that are already underway, and will update the key indicators that we focus on.

Structural reform	Strategies
Overhauling indicators and infrastructure	Expansion of revenue (base) from Asia
Overhauling indicators and infrastructure	ESG (environmental, social, and corporate governance) and open innovation
Overhauling indicators and infrastructure	Creation of cost synergies

<p style="text-align: center; font-size: x-small; color: #0070C0;"><u>Earth Policy</u></p> <p style="text-align: center; font-weight: bold; font-size: small;">Developing the market from a customer-focused perspective</p> <p style="text-align: center; font-weight: bold; font-size: small;">Passion, Innovation, and Integrity</p> <p style="text-align: center; font-weight: bold; font-size: small;">Momentum and Achievement</p>	<p style="text-align: center; font-size: x-small; color: #0070C0;"><u>Earth Values</u></p> <p style="text-align: center; font-weight: bold; font-size: small;">One Earth</p> <p style="text-align: center; font-weight: bold; font-size: small;">Open communication</p> <p style="text-align: center; font-weight: bold; font-size: small;">Diversity</p>
<p style="text-align: center; font-size: x-small; color: #0070C0;"><u>Corporate Philosophy</u></p> <p style="text-align: center; font-weight: bold; font-size: large; color: white; background-color: #0070C0; padding: 5px;">We act to live in harmony with the Earth.</p>	

**Key CSR Topics That We Are Focusing On**

(Social issues that Earth Corporation needs to address)

**Healthcare and hygiene (infectious diseases)**

We are contributing towards the eradication of insect-borne diseases through our insect control products (SDG Target 3.3)

3 GOOD HEALTH AND WELL-BEING

**Healthcare and hygiene (oral hygiene environment)**

We are contributing towards better oral hygiene through our oral care products (SDG 3)

3 GOOD HEALTH AND WELL-BEING

**Environment**

We are working to reduce waste by reducing returns of seasonal products (SDG Target 12.5)

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

We implement appropriate chemical substance management (from an environmental and health perspective) throughout the product lifecycle (SDG Target 12.4)

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

**Working environment**

We provide jobs and workplaces that enhance motivation (SDG Target 8.5)

8 DECENT WORK AND ECONOMIC GROWTH

We are promoting diversity (SDG Targets 5.1, 5.5, and 8.5)

5 GENDER EQUALITY

8 DECENT WORK AND ECONOMIC GROWTH

**Editorial Note**

This year is the second year that the Earth Corporation CSR Report has been issued in an English-language version. 2020–2021 was a year in which we have all been striving to improve ourselves to face an uncertain future, amidst a global pandemic. Internally, we have taken actions to transform ourselves and support our employees to get through this pandemic together. We are continuously evaluating and updating the robust measures already in place to help our employees stay safe at work and enable others to work from home. Externally, we have been expanding our support to society by strengthening our relationship with like-minded external

We act to live in harmony with the Earth.



organizations like WELCO Lab, World Mosquito Program, Japan Platform, etc., while at the same time taking the initiative to support local communities.

As a result of continuous effort from Earth Corporation of following our philosophy: "We act to live in harmony with the Earth," we hope this spirit can be conveyed and amplified to all of our stakeholders, including our overseas team members, business partners, and our much-appreciated consumers through this 2020–2021 CSR report.

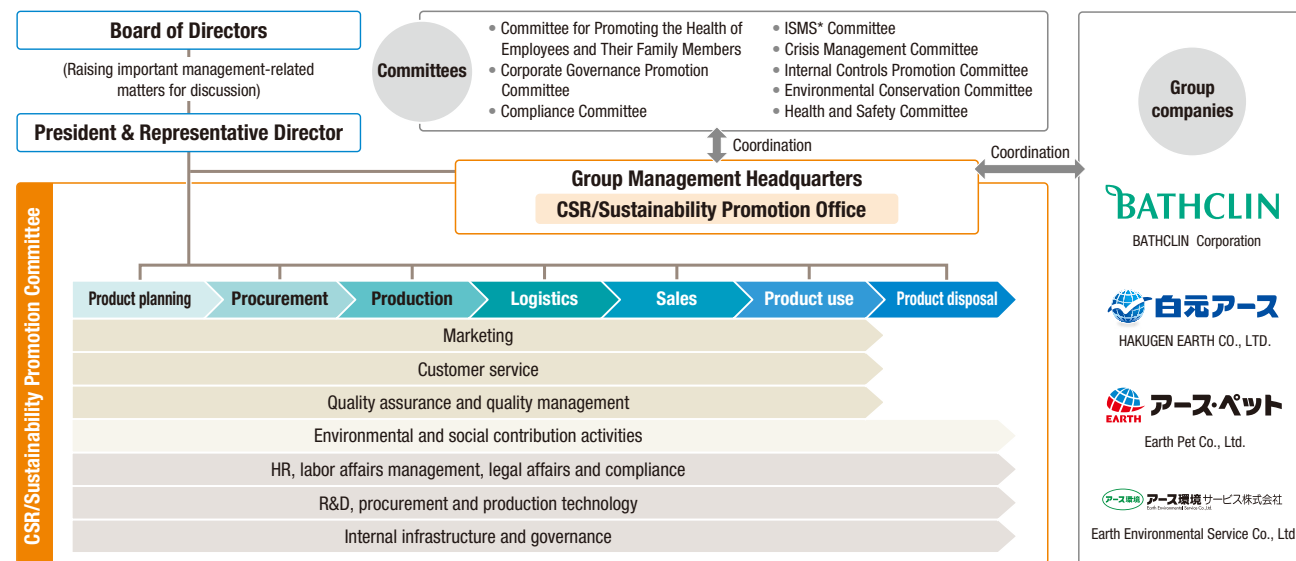
# Earth Corporation's CSR and Sustainability

## CSR Strategy

With the aim of achieving sustainability—for both the company and society—through the provision of safe, comfortable lifestyles, Earth Corporation respects the differing viewpoints and perspectives of all our stakeholders, and makes a serious effort to implement CSR activities that all employees can participate in, while actively engaging in dialog.

## CSR and sustainability promotion framework

Earth Corporation has established a CSR/Sustainability Promotion Office under the Group Management Headquarters, to promote the smooth, effective implementation of CSR and other sustainability activities in line with the company's CSR policy, while maintaining a bird's-eye view of the three key areas of the environment (E), society (S) and corporate governance (G). We have also established a CSR/Sustainability Promotion Committee to promote sustainability activities at the level of individual worksites. This Committee works together with the CSR/Sustainability Promotion Office to undertake activity planning and target monitoring, share activity content within the company and compile the annual CSR report, while also implementing appropriate dissemination of information in accordance with stakeholders' expectations.

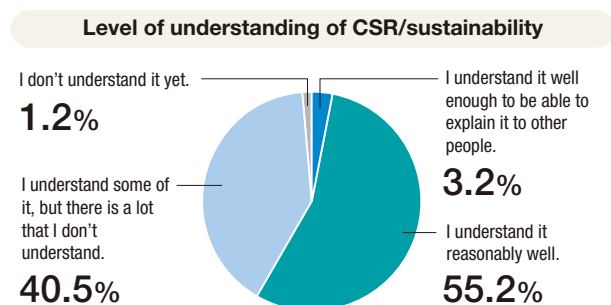


\* ISMS: Information security management system

## Enhancing awareness of our CSR/sustainability activities within the company

To enhance employees' understanding of sustainability, we hold internal presentations and e-learning activities. In 2020, sustainability-related e-learning was implemented for all employees (a total of 1,265 people), with a total of 1,117 employees (88.3% of those eligible) actually taking the classes. Presentations on Earth Corporation's sustainability activities are also included in EMAL meetings and in initial training for new employees.

Questionnaire surveys are implemented after the e-learning and presentations, to clarify employees' understanding of sustainability and find out what their expectations are with regard to future activities of this type; this information facilitates the further development of related activities.



**Comments obtained following survey implementation (selected extracts)**

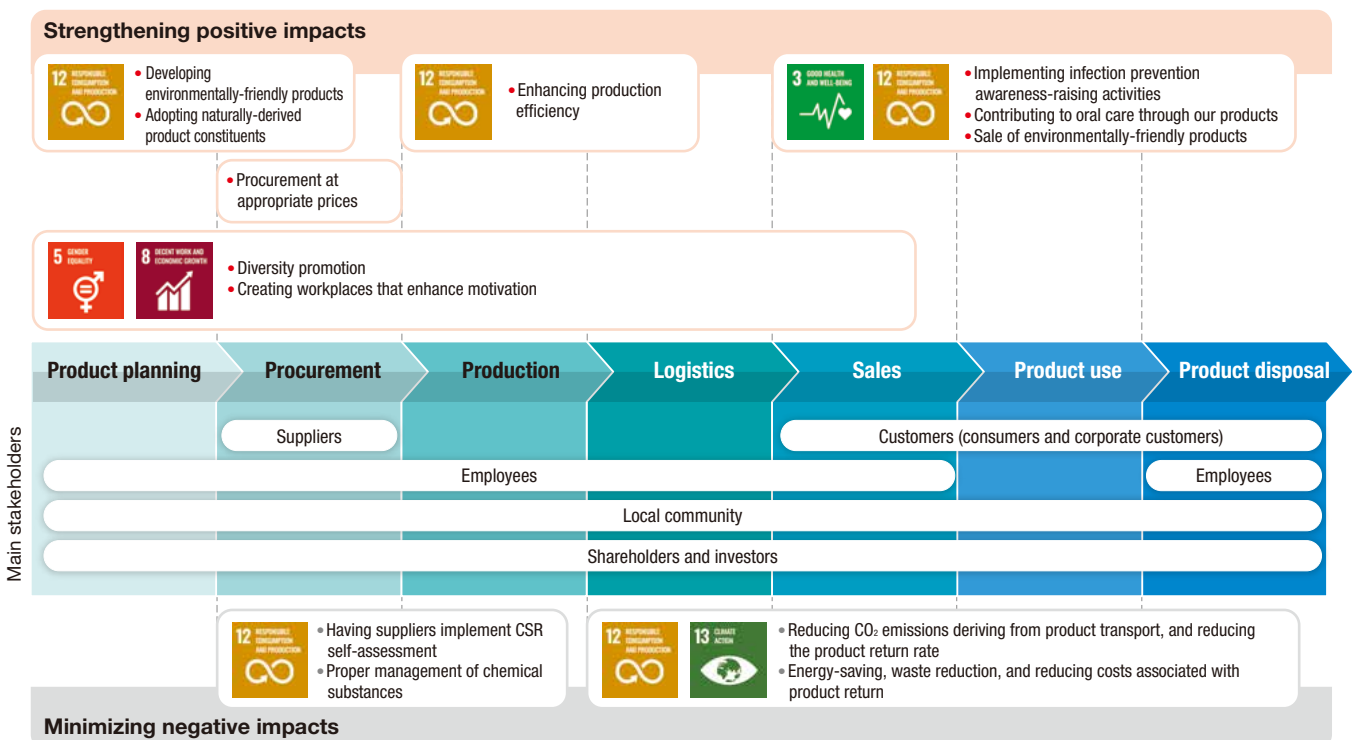
- I strongly agree with the CSR approach that views it as important for a business enterprise to not only generate profits, but also contribute to society.
- I was once again able to appreciate Earth Corporation's CSR initiatives, through which, as a company that provides insect control products, Earth Corporation contributes to the health of people throughout the world.
- The fact that our department's activities are linked to CSR and corporate shared value (CSV) enables me to fulfill my role in the company with pride.

## Earth Corporation's stakeholders

Stakeholders	Earth Corporation's main responsibilities	Communication methods
<b>Customers (consumers and corporate customers)</b>	<ul style="list-style-type: none"> <li>We familiarize ourselves with customers' lives and lifestyles, and endeavor to help them enjoy satisfying, comfortable lives by providing them with our products and services.</li> <li>We value communication with customers, and strive to use the views expressed by them to enhance our business management.</li> <li>We comply with laws and internal rules relating to fair operating practices.</li> </ul>	<ul style="list-style-type: none"> <li>Provision of support through the customer service center</li> <li>Advertising and sales promotion</li> <li>Provision of information via our website, etc.</li> <li>Communication through our business activities</li> </ul>
<b>Employees and their family members</b>	<ul style="list-style-type: none"> <li>Taking "Diversity," one of the Earth Values, as the foundation, we attach great importance to communication among employees, and we strive to develop and grow together with society.</li> <li>We aim to create a workplace where employees can work with passion and enthusiasm.</li> </ul>	<ul style="list-style-type: none"> <li>Internal newsletter and intranet</li> <li>Implementation of training activities</li> </ul>
<b>Suppliers</b>	<ul style="list-style-type: none"> <li>We make decisions regarding the selection of suppliers in a fair manner based on our procurement policy. We also promote CSR-aware procurement, to encourage all our suppliers to undertake CSR activities themselves.</li> </ul>	<ul style="list-style-type: none"> <li>Communication through procurement activities</li> <li>Implementation of CSR self-assessment</li> </ul>
<b>Shareholders and investors</b>	<ul style="list-style-type: none"> <li>We fulfill our accountability responsibilities through timely, appropriate disclosure, and we strive to promote understanding of our corporate philosophy, vision and plans, striving to ensure that our corporate value is evaluated properly.</li> </ul>	<ul style="list-style-type: none"> <li>Shareholders meetings</li> <li>Business results briefings for institutional investors and analysts</li> <li>Individual interviews</li> <li>Provision of information via our website, etc.</li> </ul>
<b>Local community</b>	<ul style="list-style-type: none"> <li>Aiming to live in mutually-beneficial harmony with the international community, we contribute to society by working to enhance health and hygiene, and by providing support for cultural and sporting activities, etc.</li> </ul>	<ul style="list-style-type: none"> <li>Community clean-up activities</li> <li>Provision of visiting classes</li> <li>Holding of various events</li> </ul>
<b>The Earth</b>	<ul style="list-style-type: none"> <li>By providing environmentally-friendly products and services, we contribute toward the conservation of the global environment.</li> <li>In addition, we work to live in harmony with the Earth by promoting a proper understanding of nature.</li> </ul>	<ul style="list-style-type: none"> <li>Decarbonization</li> <li>Reduction of plastics usage</li> <li>Safeguarding biodiversity</li> </ul>

## CSR/sustainability activities in the value chain

To monitor the implementation status of CSR/sustainability activities and identify the key issues to focus on, Earth Corporation performs mapping of activities undertaken in the value chain. With regard to those issues that need to be prioritized, we collate targets to strengthen positive impacts and minimize negative impacts, we confirm targets, content of measures taken and achievement level, and we promote improvements in activity content.





# E Environmental

Helping People to Live in Harmony with the Earth



## Environmental activities

### Environmental Declaration

In accordance with our corporate philosophy of “We act to live in harmony with the Earth,” we at Earth Corporation strive to take the protection of the global environment into account in all our business activities, and to make a positive contribution towards the lives of the people of the world.

### Basic Environmental Strategy

Earth Corporation formulated a Basic Environmental Strategy in 2007, and we conduct our business activities in an environmentally-friendly manner.

1. We will comply with environmental laws and regulations, arrangements, and voluntary standards.
2. We will implement product development, materials procurement, production, logistics, and sales in an environmentally-friendly manner.
3. We will promote resource saving and energy saving.
4. We will promote waste reduction and waste recycling.
5. All of our employees will maintain a high level of environmental awareness, and will educate and enlighten themselves so that they can make a positive contribution to society.
6. We will act responsibly with respect to environmental protection in relation to local communities.
7. We will proactively implement environmental disclosure.

## Environmental management system

In May 2007, Earth Corporation established a company-wide environmental management framework, and began implementing environmental protection measures.

In order to strengthen and continue these measures, in January 2009 Earth Corporation's headquarters and plants obtained EcoAction 21 certification (EcoAction 21 is an environmental management system formulated by Japan's Ministry of the Environment). By April 2010, the scope of certification had been expanded to include all Earth Corporation sites in Japan. The Tokushima Plant (the former Earth Biochemical Co., Ltd.), which became an Earth Corporation facility in July 2017, also completed certification registration in February 2019.

By putting environmental management systems in place throughout the company in this way, and by undergoing environmental management audits from external organizations, we aim to realize effective measures and ongoing activities in this area.



## Reducing the burden on the environment

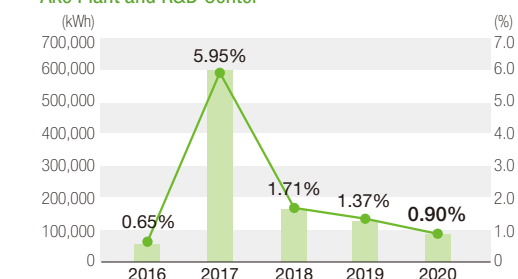
### Realizing effective energy saving through energy use visualization

Most of the energy consumed by Earth Corporation is used at the company's plants and research facilities. We believe that, by monitoring in detail how this energy is used, we can implement efficient, effective energy conservation activities. Over the period 2013–2016, we strove to visualize electric power usage at all of our plants and research facilities.

### Employee-participation-type energy-saving activities

In October 2015, we established an Energy-saving Promotion Committee, the members of which were chosen from among personnel from each department at Earth Corporation's plants and research institutes who are familiar with the equipment used by that department. The Committee aims to promote, and put on a regular footing, employee-participation-type energy-saving activities that make effective use of visualization systems. Through the holding of monthly meetings, the Committee shares and develops ideas for improvement, and works to promote activities that can generate even greater results, playing a central role in energy-saving initiatives at individual plants and research institutes.

#### Annual electric power usage reduction and annual electric power usage reduction rate at the Sakoshi Plant, Ako Plant and R&D Center



## Energy-saving activities involving the whole Earth Group

As an initiative for creating synergy throughout the Earth Group, we have formed teams in each unit in production-related departments, and have established the Earth Group Production Departments Meeting, which uses a subcommittee-type framework to share information on various topics. Sharing information regarding specific case studies raised by the Energy-saving Promotion Committee is linked to energy-saving activities throughout the Earth Group as a whole. In 2020, the Energy-saving Promotion Committee engaged in discussion from three perspectives—“Efficient, effective activities,” “Rolling out activities at all Earth Group companies” and “Continuity”—and launched a new activity to eliminate leakage of compressed air, which accounts for a large share of energy usage in our plants. In implementing this activity, it was considered important to undertake analysis of potential problems by examining case studies of measures implemented in the past, and to identify leakage spots efficiently and determine the amount of leakage. We then undertook in-house development and production of an air-flow measurement device that was based around the concepts of “being usable in a variety of locations,” “being easy to carry” and “being easy to use, so that anyone can use it.” We conducted an air leakage elimination activity, with the Energy-saving Promotion Committee playing a central role. Information regarding the content of this activity was shared with the relevant subcommittee, and an ongoing initiative has been launched to roll out this activity throughout the Earth Group as a whole.



Detecting compressed air leaks

## Environmental data collection at overseas production facilities

The environmental data compiled by the Earth Group's overseas production facilities—including those of Earth (Thailand) Co., Ltd., Earth Corporation (Suzhou), Earth Corporation (Tianjin), and Earth Corporation Vietnam—consist mainly of carbon dioxide emissions data calculated from energy usage (including electric power, mains gas, LPG, diesel, and gasoline). In addition, other environmental data such as data relating to water usage, waste generation, and copy paper usage, are collated and recorded on a monthly basis.

By switching over from using diesel-powered forklifts to using electric forklifts, Earth Group has succeeded in reducing diesel consumption to zero. Partly as a result of the COVID-19 epidemic, the Earth Group factories in Suzhou and Tianjin in China have seen a reduction in electric power consumption and water consumption compared to the previous year. In Thailand, industrial waste such as paper and plastics is now being recycled.

The environmental data from overseas production facilities is collated, and utilized in the sharing of environmental information at the Earth Group's annual Global Supplier Conference (GSC).

## Development of environmentally-friendly products

### Background to our initiatives

Earth Corporation recognizes the need to reduce the burden on the environment throughout the product lifecycle, and we undertake product development from the perspective of the 3Rs (reduce, reuse, recycle). Our R&D units, which underpin Earth Corporation's manufacturing operations, have responded to customers' heightened environmental awareness by working actively to develop products that reduce the burden on the environment.



Members of our Research Laboratories' Environmentally-friendly Packaging Project Team

## Loop and Mondahmin

Over the years, Earth Corporation has undertaken a wide range of activities to address environmental issues. We support the aims of Loop, a circular economy shopping platform that promotes the realization of zero waste through the use of highly durable containers and the recycling and reuse of used containers, and we decided to participate in Loop's initiatives. In recent years, with the impact of economic growth and rising populations, the increase in the amount of waste generated has become a major problem for society. By selling Mondahmin Mouthwash Peppermint, a long-standing best-seller in our Mondahmin mouthwash product line, in stylish, reusable glass bottles, we are aiming to make a contribution toward reducing plastic waste and helping to build a resource-circulating society.

In May 2021, Earth Corporation launched a new product—Mondahmin Peppermint Returnable Bottle 500ml—which was developed specially for use with the Loop circular economy shopping platform, at 19 AEON stores in the Tokyo metropolitan region. Sale of these products also started on the Loop e-commerce website in August 2021, and it is anticipated that, in the future, the sales network will be expanded to include other AEON stores. Going forward, we will be making an even greater effort to develop environmentally-friendly initiatives.





# Social

## Working to Maintain a Harmonious Relationship with Society



### Concern for human rights (diversity & inclusion)

Earth Corporation's Earth Group Global Code of Conduct includes provisions covering prevention of human rights infringements, the need for acceptance of diversity, and encouraging employees to exercise autonomy. Given that all Earth Group company officers and employees may need to undertake business activities in countries with differing lifestyles, customs, cultures, laws and rules, we view it as vitally important that everyone abides by this code of conduct.

#### Diversity promotion

Based on the concept of "Diversity," which is a shared value for all Earth Corporation employees, we respect colleagues' human rights and diversity, as well as their individual capabilities and experience, and we promote the creation of workplaces in which co-workers respect one another, help one another, and cultivate one another, and in which employees can enjoy a high level of motivation. We view diversity as covering not only differences in place of birth, culture, age, experience, preferences, sexual orientation and gender self-identification, but also different life stages.

#### March 8—International Women's Day

Starting in 2019, we have been participating in the Happy Yellow® Campaign, reflecting our support for the philosophy behind the Happy Woman activity launched in Japan in association with International Women's Day: "Realizing a society in which everyone can give full play to their personality and capabilities, and enjoy fulfilling, happy lives."

We have undertaken an awareness-raising campaign on social media utilizing the color yellow, which is the official color for International Women's Day, and we also made available gold-colored products—including Fugu Colla and La Estojenne—which help women to fulfill their potential for the Happy Woman Award 2021 for SDGs awards ceremony, held on International Women's Day.



Products provided for the Happy Woman Award 2021 for SDGs

## Working together with our employees

### Workstyle reform initiatives

In the past, when employees were submitting internal applications, it was necessary to get documents printed out and have the relevant official seals affixed to them before they could be submitted, and the process of printing and getting the seals affixed often necessitated going in to the office. By getting related departments to coordinate their activities more closely and adjusting the application workflow, we have now been able to shift over to using paperless application documents and having decisions approved using digital seals, and we have also digitalized cost calculation and payment request processing, thereby making the relevant procedures much smoother and easier. In addition, by putting in place the IT infrastructure needed to facilitate hot-desking within the office—including establishing an internal FAQ website in Q&A format to answer the questions that employees raise most frequently, making effective use of a file-sharing service with no restrictions on file size, digitalizing paper documents from past years, and reducing the space occupied by document storage—we are building a working environment in which people can work flexibly regardless of their physical location. We also attach great importance to fostering communication between employees, and the ActCafé café space located in the Act Terrace facility that opened in October 2019 provides a venue for such communication.



Employees can make free use of the ActCafé



### Internal infection prevention measures

#### Infection prevention awareness-raising activities

- We make employees aware of the infection prevention measures that every individual employee can take, which include hand-washing, gargling, maintaining good ventilation and maintaining social distancing.
- We encourage employees to implement thorough ventilation and disinfecting on a daily basis, so as to maintain a safe internal environment where everyone can enjoy peace of mind. To reinforce awareness of the importance of good ventilation for combatting the novel coronavirus, we have installed carbon dioxide sensors in every room in the company's headquarters and in the Act Terrace, as well as installing Matching Transformation System (MA-T) equipment on each floor and in shared spaces.

#### Infrastructure improvement

- By expanding the scope of application of the staggered working hours system and teleworking (working from home) system, we have been able to improve our internal infrastructure, making it possible to continue working while adjusting to the "new normal."
- To help maintain social distancing, besides promoting the adoption of hot-desking and installing individual cubicles, TV screens and speakers have been installed in almost every meeting room to facilitate online meetings.



An example of our internal response measures

#### Internal infection prevention measures

- We have distributed antibody testing kits, PCR testing kits and specially-designed mouth covers to all employees, regardless of employment status.
- We have compiled internal guidelines on the use of antibody testing and PCR testing, and the Crisis Management Manual has been updated to cover day-to-day infection prevention measures, to ensure that we are able to respond rapidly to the results of antibody testing and PCR testing.



A washable, reusable mask

## Measures in Relation to Procurement

Earth Corporation has adopted a corporate philosophy of "We act to live in harmony with the Earth," and the implementation of this philosophy in and of itself can be thought of as constituting the realization of the company's CSR. Within this framework, procurement activities cannot be carried out properly unless they are undertaken in harmony with the planet. We believe that, in order to achieve this goal, it is vitally important that we implement CSR-aware procurement measures that contribute towards the sustainable development of society as a whole in concert with our suppliers.

In 2017, Earth Corporation formulated our CSR-aware Procurement Guidelines and began implementing CSR-aware procurement. However, in light of recent trends in CSR and the needs of the international situation, in August 2020 the Guidelines were revised.

### Procurement Code of Conduct

Earth Corporation will maintain a fair, equitable, ethical relationship with all suppliers, and will give due attention to human rights, health and safety, and the environment when undertaking purchasing.

Earth Corporation will build a partnership based on trust with suppliers, with the aim of working together to achieve sustainable growth in harmony with society.

#### Earth Corporation's CSR-aware Procurement Guidelines

- **Procurement: Legal and regulatory compliance**  
We will undertake procurement in compliance with domestic and overseas laws, international conventions, and social norms, and on the basis of good corporate ethics.
- **Procurement: Product safety and quality**  
We will purchase only raw materials that meet the required quality standards in order to maintain product safety and quality.
- **Procurement: Fair dealing**  
We will offer equitable trading opportunities to all suppliers, and will engage in fair procurement.
- **Information security**  
We will implement rigorous management of confidential and personal information relating to procurement activities.
- **CSR measures**  
We will work together with our suppliers to promote measures aimed at safeguarding human rights, protecting occupational health and safety, and safeguarding the environment.
- **Relationship of trust with business partners**  
We will build a relationship of trust with our suppliers, and will implement sustainable measures aimed at realizing growth both for us and for our suppliers.

### Awareness-raising activities for suppliers

We are implementing the following activities to help suppliers gain a better understanding of Earth Corporation's Procurement Code of Conduct and CSR-aware Procurement Guidelines, so that suppliers can work together with Earth Corporation to implement them.

We ask suppliers to fill out a CSR Self-assessment Questionnaire so that they can clarify their own CSR status and undertake ongoing improvement. This activity has been implemented since 2017, and so far, 168 raw materials manufacturers and contract manufacturers have submitted completed questionnaires, out of total of 195 suppliers.

Based on the results obtained through collation of the CSR Self-assessment Questionnaire results, we hold meetings with individual suppliers at which we share the results with them, and encourage them to remedy areas where they are weak (this tends to be in areas relating to the supply chain) and realize further improvement in other areas. We will continue to implement this activity in the future, including applying it to new suppliers.

We have also undertaken our own internal assessment of suppliers. The results of this assessment are analyzed in concert with the results obtained from collation of the CSR Self-assessment Questionnaire results, and we discuss with those suppliers that we do business with how to achieve through implementation of the CSR-aware Procurement Guidelines in line with the Procurement Code of Conduct, and which areas need improvement.

#### CSR Self-assessment Questionnaire—Collation results

Item	Score distribution				
	A (100–80 points)	B (79–60 points)	C (59–40 points)	D (39–20 points)	E (19–0 points)
Corporate governance	55%	21%	11%	12%	1%
Human rights	43%	23%	14%	20%	0%
Labor	66%	20%	9%	5%	0%
Environment	62%	18%	8%	12%	0%
Fair business activity	58%	20%	14%	8%	0%
Quality and safety	78%	12%	7%	3%	0%
Information security	64%	24%	7%	5%	0%
Supply chain	40%	27%	14%	19%	0%
Local communities	56%	21%	11%	12%	0%



## Collaboration with external organizations

### Participation in WELCO Lab, working toward social implementation of MA-T

In October 2020, Earth Corporation was one of the founding participants of the WELCO Lab for Global Health, an initiative for Japanese companies that are aiming to solve problems in the global healthcare sector. This initiative has been organized by Mitsubishi UFJ Research and Consulting Co., Ltd., with the goal of addressing social problems that are global in scale, and accelerating action to change the world.

Our vision for the future is to work with like-minded companies and organizations on developing applications for MA-T technology, and roll out new solutions for the prevention of infectious disease by 2030. To help control the spread of infection via viruses, microorganisms and multidrug-resistant bacteria, not only in Japan but also in Southeast Asia and Africa, we have been expanding our efforts to meet the procurement needs of the United Nations and public organizations, and by providing safe, convenient solutions, we are aiming to achieve social implementation in low- and medium-income countries. Currently, the potential applications for MA-T are also expanding in relation to measures taken to address global warming, which has become a major issue for the whole world, in the polymer, low-molecular-weight and energy sectors.

As the contribution that our company can make to the Earth on its own is inevitably limited, we collaborate with a wide range of enterprises, research institutes and other organizations, including the other member companies of the Japan MA-T Industrial Association, striving to live in harmony with the Earth.



Expanding the potential applications of MA-T

### Collaboration with Japan Platform on disaster response

Since 2019, Earth Corporation has been collaborating on emergency assistance activities in disaster-affected areas with Japan Platform (JPF), an NGO that provides emergency humanitarian support in regions affected by conflict or natural disasters, and has contributed toward the building of related support systems.

Responding to requests from NGOs and NPOs that are affiliated with JPF, and from local government authorities, Earth Corporation has undertaken emergency support activities to help areas affected by Typhoon No. 15 (Typhoon Faxai) and Typhoon No. 19 (Typhoon Hagibis) in 2019, and areas affected by the severe torrential rains that Japan experienced in 2020, and also to help households experiencing financial difficulty because of the COVID-19 pandemic.

Earth Corporation has also donated 8,000 units of insect control products and oral care products to Naha Council on Social Welfare, for use at social welfare facilities such as the Naha City Mother and Child Life Support Center where children from low-income families that have been affected both by the destruction caused by typhoons and by the COVID-19 pandemic are living.

Japan Platform (a specific non-profit corporation) <https://www.japanplatform.org/E/>



Presenting donated items to Naha Council on Social Welfare

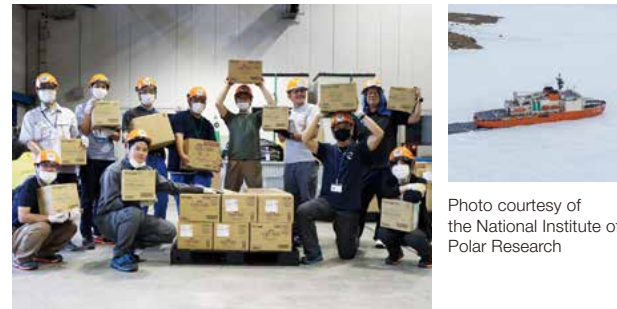


### Providing support for the health of the 62nd Japanese Antarctic Research Expedition

In order to provide support for the health of the members of the 62nd Japanese Antarctic Research Expedition (JARE), who are performing observations in the Antarctic relating to the climate and the atmosphere, snow and ice, the movement of the Earth's crust and organisms, Earth Corporation has donated a year's supply of Mondahmin Premium Care and natuvo Fabric Care Mist to the 31 members of the expedition who will be over-wintering in the Antarctic.

JARE has to operate in a very harsh environment, with a limited number of personnel and limited resources, so keeping expedition members healthy is vitally important. As the expedition is not accompanied by a dentist, getting proper dental care in the Antarctic can be very difficult, which is why Earth Corporation—which led the development of the mouthwash market in Japan with its Mondahmin range of products—donated Mondahmin Premium Care to help prevent various types of oral problems.

The Antarctic is a unique environment, with very low temperatures and polar night, and JARE members are subject to high levels of stress. To enable expedition members to have a relaxing time surrounded by natural scents during their daily activities, and to ensure that the fabric products that come into contact with their skin are properly cared for, Earth Corporation donated natuvo Fabric Care Mist, a spray product which deodorizes fabric products such as clothes, sofas and carpets and gives them an attractive fragrance, and natuvo Fabric Care Mist Refill, which can help reduce the amount of waste generated.



Supporting JARE with Earth Corporation products

Photo courtesy of the National Institute of Polar Research

## CSR Activities

### Japan Promoting eco-cap activities

Looking ahead to 2030, as a member of the international community, Earth Corporation supports the goals of the Ecocap Movement, an NPO which has committed itself to participating actively in the realization of the UN Sustainable Development Goals (SDGs) through collecting caps from plastic bottles. Containers have been installed next to vending machines (which are used by both employees and visitors) and in office kitchenettes at our headquarters, sales offices, research institutes and plants (in Japan), so that the caps from plastic bottles can be collected separately from the bottles themselves and sent for recycling by the Ecocap Movement. As of April 2021, the 11 participating locations had collected a cumulative total of 909.2 kg of bottle caps for recycling. By comparison with disposing of these bottle caps as general waste, this represents a decrease in CO<sub>2</sub> emissions of 2,873.7 kg.

Initially, this activity had three objectives: promoting recycling, reducing CO<sub>2</sub> emissions, and using sales revenue to support healthcare provision in developing nations. However, during the process of recycling, it was found that the activity can also contribute toward job creation, so in addition to the three original objectives, there is now a fourth objective: promoting employment creation for people with disabilities and for senior citizens.

Going forward, we will continue to share our commitment to the SDGs through this activity.



Tiny bottle caps can help to solve social problems.

### Japan The Earth Mondahmin Cup

Due to the impact of the COVID-19 pandemic, many sports competitions and other events have had to be held without spectators, or have been cancelled. However, the Earth Mondahmin Cup, a competition which forms part of the Japan Ladies Professional Golfers' Association (JLPGA) Tour, has been held with spectators, while taking care to implement painstaking infection prevention measures, with the aim of using the power of sport to give Japan renewed vigor. With the Earth Mondahmin Cup having debuted in 2012, this year marked the 10th time the event had been held, and in this special anniversary year the competition was particularly exciting.

In the future, Earth Corporation will strive to ensure that every Earth Mondahmin Cup is an event that sticks in your memory, remains in your heart, and retains a place in history, aiming to make the competition even better so as to make a positive contribution to the development of golf and the sports sector, and to society as a whole.



Mr. Tatsuya Otsuka (Chairman of Earth Corporation), the chair of the Earth Mondahmin Cup organizing committee, with the competition winner, Ms. Erika Kikuchi



Once again this year, the Earth Mondahmin Cup was held at the Camellia Hills Country Club in Chiba Prefecture.

### Vietnam Initiatives to combat dengue fever in Vietnam

The World Mosquito Program (WMP) is a non-profit initiative established by researchers at Monash University in Australia to protect people throughout the world from mosquito-borne infectious diseases. The WMP is using bacteria called *Wolbachia* to reduce the number of people contracting mosquito-borne diseases such as dengue fever, Zika fever, chikungunya fever and yellow fever. Starting from 2021, Earth Corporation has been supporting the WMP's campaign to bring dengue fever under control in Thu Dau Mot City, Binh Duong Province, Vietnam. Earth Corporation shares the same objectives as the WMP, and will be working together with the WMP to help realize the United Nations Sustainable Development Goals.

The World Mosquito Program

<https://www.worldmosquitoprogram.org/en/work/collaboration/partners-supporters>



Collaborating with the WMP to help realize the SDGs



# Governance

## Winning Trust



### Corporate Governance

#### Basic approach

Based on our corporate philosophy of “We act to live in harmony with the Earth,” we strive to create and invigorate markets through the provision of products and services that offer real value for our customers. To achieve this, we implement speedy business decision-making, effective oversight and supervision of operational execution, thorough compliance and timely, appropriate disclosure of information, striving to be an enterprise that every stakeholder feels has value and can be trusted.

#### • Measures relating to enhancing the effectiveness of the Board of Directors

In order to be able to respond flexibly to changes in the business environment, to implement speedy decision-making and to ensure that managerial roles and responsibilities are clarified, the number of directors in Earth Corporation’s Board of Directors has been capped at a maximum of ten (there are currently nine). The term of each director is set at one year, and we have adopted a corporate officer system. In addition, we have appointed foreign and female outside directors to help ensure diversity in our supervisory and oversight system.

The effectiveness of the Board of Directors is evaluated on an annual basis by the directors and by the members of the Auditor & Supervisory Board, to identify issues and resolve them in such a way as to further enhance the Board’s effectiveness. A summary of this evaluation is posted on our corporate website.

Through this series of measures, we aim to strengthen our corporate governance. Earth Corporation has also formulated a Corporate Governance Guideline<sup>\*1</sup>, the content of which is disclosed on our corporate website.

<sup>\*1</sup> Corporate Governance Guideline (in Japanese): <https://corp.earth.jp/jp/company/governance/pdf/guideline.pdf>

#### Strengthening measures to ensure that operations are conducted appropriately

Earth Corporation has put in place a system to ensure that the Earth Group’s business operations are conducted appropriately, based on Japan’s Companies Act and the Ordinance for Enforcement of the Companies Act. Our basic policy<sup>\*2</sup> is disclosed on our corporate website.

In addition, to ensure compliance with the Internal Control and Reporting System (J-SOX) in accordance with the Financial Instruments and Exchange Act, we have organized and operate an Internal Controls Promotion Committee.

The Internal Controls Promotion Committee identifies operational processes to be the subject of evaluation, and determines the scope of evaluation, then analyzes the processes in question to identify any key points related to internal controls that could have a material impact on the reliability of the company’s financial statements. Evaluation of the improvement and operational status of these key points is then used to assess the effectiveness of the company’s internal controls.

On the basis of the results of the evaluation conducted in 2020, it was determined that the internal controls relating to financial statements were operating effectively. The company’s internal control report was submitted to the Prime Minister’s Office along with the annual securities report in March 2021.

Regarding the improvement of the internal controls system, improvements are implemented on an ongoing basis in response to the formulation and revision of relevant laws.

<sup>\*2</sup> Basic Policy on the Internal Controls System (in Japanese): [https://corp.earth.jp/jp/company/governance/pdf/ics\\_policy.pdf](https://corp.earth.jp/jp/company/governance/pdf/ics_policy.pdf)

### Thailand Supporting local schools and hospitals in Thailand

In 2021, Thailand was still in the middle of the COVID-19 pandemic. At a time of continuous lockdowns, when public health staff are diverted to control COVID-19 transmission and community engagement focused on the pandemic, routine mosquito vector surveillance and control programs are discontinued or paused, which will impair dengue control and prevention. Moreover, in many hospitals in Thailand, with the focus on providing treatment to COVID-19 patients (particularly senior citizens and children), and because hospitals tend not to be very large, many patients have to stay in the commonhall, where they are at risk of being bitten by mosquitoes and insects resulting in an increased risk of exposure and virus transmission and creating the potential for a cluster for mosquito borne disease.

Responding to this situation, Earth (Thailand) has taken the initiative and supported local schools and hospitals in Bang Bua Thong District, Nonthaburi Province and Prachinburi Province with various insect control and insect repellent products, together with disinfectant gel, with the hope of preventing infectious disease in society. This is how Earth Corporation respond to the needs of local communities in order to grow together with society.



School in Nontaburi



Hospital in Bang Bua Thong

### China Donation of Earth brand products

Every year, Earth Corporation (Tianjin) donates Earth brand products such as insecticide and repellent products for dealing with flies and mosquitos, and anti-cockroach products, to the Administrative Commission of the Tianjin Economic-Technological Development Area (TEDA) where the company is located, and to the Tianjin Fire Department.

When this activity was first launched, the idea was to spread awareness of the high quality of Earth Corporation’s products. Following the serious explosion that occurred in the bay area of the TEDA in 2015, we were concerned about the fact that the ongoing disaster relief operations were taking place in an unhealthy environment, and we donated mouthwash products in the hope that this would help to enhance the sanitary aspect of the operations. The donation recipients were very pleased.

The last few years have seen spectacular economic development, and society as a whole has become more aware of the importance of good sanitation. We hope that our Earth brand products can make a positive contribution, however small, toward building a prosperous society.



Making a donation to the Tianjin Fire Department

### China Promoting greenification in collaboration with Suzhou City, Jiangsu Province

Having received a request from the local government authority in the Fengqiao district of Suzhou City, Jiangsu Province to consult with them regarding environmental improvement, we submitted a proposal to increase the number of trees growing in the green space within the plant grounds, and then set about implementing this. We purchased two cherry trees, two magnolia trees, and 50 rose bushes.

When it came time to plant the trees, in order to enhance employees’ awareness of environmental issues, we arranged for our own employees to do the work of digging holes and planting the trees and flowers (with assistance from the tree planting firm), which they enjoyed doing.

One of the employees commented that “Although planting the trees was hard work, I am looking forward to seeing the cherry trees in full bloom.” Another employee who helped with planting the flowers said that “This is the first time that I’ve done any gardening. I can hardly wait to see how beautiful they look when they are blooming.” The employees were eager to undertake similar tasks again in the future.

Going forward, we will continue to proceed with activities of this kind while listening to our employees’ views.



Tree-planting in progress



Company employees took part in the tree-planting



# Risk Management

## Crisis management measures

Earth Corporation holds Crisis Management Committee meetings, in which Earth Group companies in Japan participate, three times a year, and implements management of risks that could lead to an operational crisis on a Group-wide basis that is aimed at preventing such risks from developing in advance.

In addition, the company has formulated a Crisis Management Manual and BCP<sup>1</sup> Manual, and is working to foster risk awareness among all employees.

Currently, we are focusing on the BCM<sup>2</sup> needed to ensure that the BCP that we have formulated can fulfill its function properly. In 2018, Earth Corporation was awarded Resilience Certification in accordance with the Guidelines for Certification of Organizations Contributing to National Resilience which were formulated by the National Resilience Promotion Office, Cabinet Secretariat in 2018, and this certification was renewed in 2020. Based on this Resilience Certification, measures are being taken to ensure that our headquarters, R&D facilities, production facilities etc. can respond effectively in the event of a natural disaster occurring.

In response to the COVID-19 epidemic, besides the adoption of teleworking for all employees, we have also been implementing temperature checks and health management for employees, and all employees are required to wear masks at work. In addition, we have been implementing disinfecting of the indoor environment as part of our BCP measures. Members of the company's Health and Safety Committee, and other employees who need to go into the office or other facility to work, have been disinfecting door-knobs, copier machines, and shared spaces within the office, using BACT-O disinfectant/deodorizer.

\*1 BCP: Business continuity plan  
\*2 BCM: Business continuity management

## Information security measures

Earth Corporation implements integrated information security management system (ISMS) operation through the Information System Department; the company has formulated an Information Security Basic Strategy, and aims to ensure that all employees are aware of the importance of information security. Information security training is implemented regularly for employees to prevent risks such as data leaking. Every year, approximately 100 information security managers and other relevant personnel implement training in each department, and conduct assessment using individual questionnaire surveys and an information assets ledger. Furthermore, Earth Corporation has continued to maintain ISO/IEC 27001 information security management system certification by passing third-party auditing. The ISMS Committee formulates the annual information security plan, revises related manuals as necessary, undertakes discussion of improvement strategies on the basis of post-auditing evaluation by third-party auditing bodies, and, with respect to initial training for new employees, continues to provide education on key points relating to information security on the basis of the ISMS and smart device usage manuals.



### Crisis Management Policy

Both Earth Corporation and its employees are fully aware that operational crises could lead to threats to employee safety, a loss of confidence in the company on the part of the wider society, or financial loss, any of which could cause serious problems for the company's business operations. In order to prevent crises from emerging, Earth Corporation implements various measures in an organized, systematic manner.

The company's Basic Rules Governing Crisis Management constitute a set of principles and a code of conduct clarifying how, in the event of a crisis occurring, the damage can be kept to a minimum and the responsible personnel and other related parties should speedily decide on and implement a course of action. By sharing this information, Earth Corporation is helping to ensure that appropriate action can be taken when necessary.

### Crisis Management Action Guidelines

1. Prioritize the safeguarding of human life.
2. Aim to safeguard company assets.
3. Implement BCM to minimize the harm and loss caused to stakeholders, maintain the trust that society places in the company, and safeguard the survival of the enterprise.

# Compliance

## Compliance system

In order to ensure the maintenance of high ethical standards and compliance with legal and regulatory requirements, Earth Corporation distributes the Earth Corporation Code of Conduct and Code of Conduct Guidance Manual, which explain the company's code of conduct in booklet form, to all company officers and employees (including contract staff, temporary staff, and part-time staff), and also presents this information on the company intranet, to ensure that everyone realizes how much importance the company attaches to this.

We have also established a cross-organization Compliance Committee, chaired by the Director responsible for legal affairs, which shares compliance-related issues and information, and promotes company-wide compliance activities. In FY2020, four meetings of the Compliance Committee were held. Twice a month, the Compliance Committee posts material from "Compl-support Mail," a compliance information journal published by the Dai-ichi Hoki publishing company, on the company intranet, and the Compliance Committee also issues Compliance Memos compiled by the Committee in relation to compliance incidents at other companies that have been publicized, examining the reasons for the compliance violation and the strategies adopted in response. In this way, the Compliance Committee is working to enhance compliance awareness within the company. Compliance Memos are issued around five times a year.

Through measures such as the implementation of the Compliance Awareness Questionnaire Survey, the Compliance Committee strives to ensure the timely, appropriate collation of compliance-related information within the company. This information is utilized when selecting the departments to undergo internal training and deciding on the training content and timing of implementation, which helps to enhance the effectiveness of the training provided.

## Earth Corporation Code of Conduct and Code of Conduct Guidance Manual

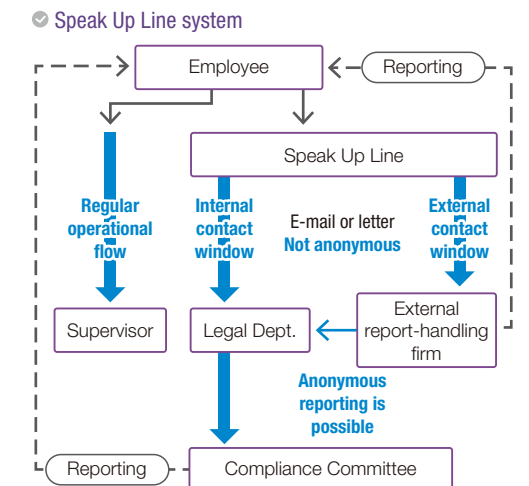
The Earth Corporation Code of Conduct serves as a yardstick based on which each individual Earth Corporation company officer and employee can make fair decisions in line with appropriate corporate ethics, and then implement these decisions. The Code of Conduct covers five key themes: customers, society, the market, shareholders, and colleagues. In regard to customers, it emphasizes the need to provide customers with high-quality, useful products and services, and the need for the company to continue to be a trusted brand. With regard to society as a whole, the Code stresses the obligation to follow society's rules, and to always act with fairness and integrity. In respect to the market, the requirement is to provide high-quality products in a manner that does not impede on freedom of competition. In relation to shareholders, the Code emphasizes the need to undertake accurate disclosure of information in a timely manner, and to ensure that the company's assets are not used for improper purposes. With respect to colleagues, the focus is on the importance of communication, and on developing and growing alongside society through participation by all employees. The Code of Conduct Guidance Manual specifies the laws that need to be complied with in order to put the Code of Conduct into practice, and presents useful case studies. On receiving the Code of Conduct, company officers and employees are required to sign a pledge, which is submitted to the Compliance Committee. Any changes to the Code of Conduct require the approval of the Board of Directors.

With regard to Earth Corporation's overseas subsidiaries, the Earth Group Global Code of Conduct, which has been formulated on the basis of the Earth Corporation Code of Conduct while taking into account the autonomy of local subsidiaries and the need to comply with local laws and regulations, is intended to foster the dissemination of the Group-wide management philosophy and code of conduct.

## Overview of the internal reporting system

Earth Corporation has established two Speak Up Line internal reporting (whistleblower) contact windows, one within the company and one externally. Through this system, employees who have queries about the company's operations or concerns about possible rule violations can report them to the Compliance Committee. Reports to the external contact window can be made anonymously; the system can also be used by former employees who have left the company within the past year. Safeguarding measures are taken to ensure that employees who submit queries or reports do not suffer any adverse consequences in terms of how they are treated within the company. This protection is implemented on an ongoing basis, and is monitored by the Compliance Committee. In FY2020, three reports were made through the internal reporting system.

In addition, a dedicated hotline has been established for contract employees, grievance officers have been appointed at the company's headquarters, branch offices, and plants, and a system has been put in place for providing consultations in relation to childcare, harassment, etc.

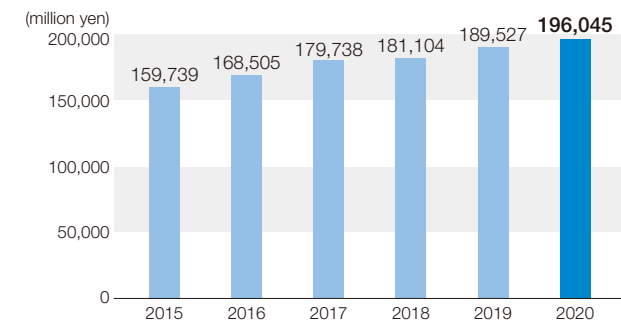


# Company Overview and Key Data

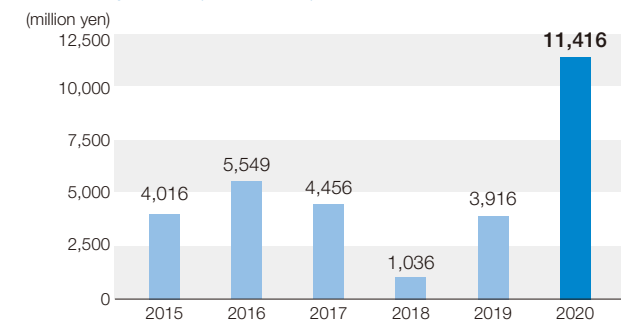
## Company overview

<b>Name</b>	Earth Corporation Listed on the First Section of the Tokyo Stock Exchange
<b>Established</b>	August 26, 1925
<b>Capitalization</b>	9,829,370,000 yen (as of December 31, 2020)
<b>Head office location</b>	2-12-1, Kandatsukasa-machi, Chiyoda-ku, Tokyo, 101-0048, Japan
<b>Representative</b>	Katsunori Kawabata, President & Representative Director
<b>Business areas</b>	Manufacture, sales, and import/export of pharmaceuticals, quasi-pharmaceuticals, medical devices, household products, etc.

### Sales (consolidated)

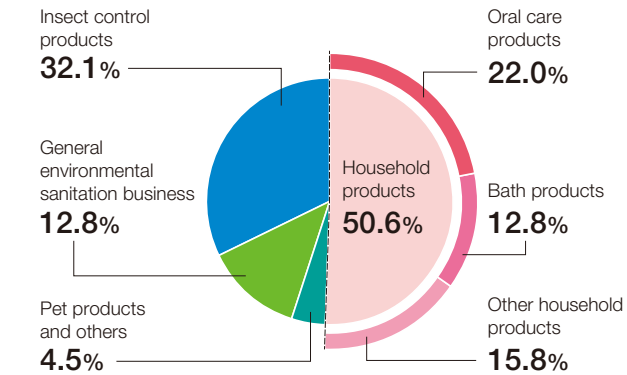


### Operating income (consolidated)

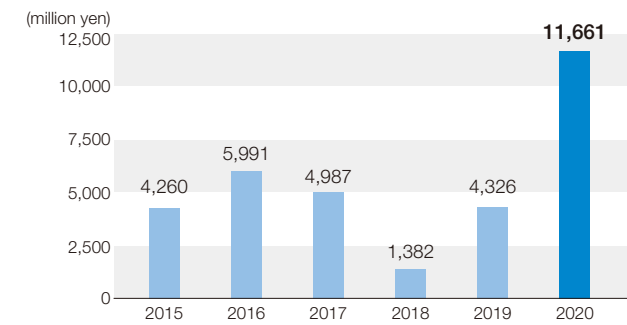


## Financial data

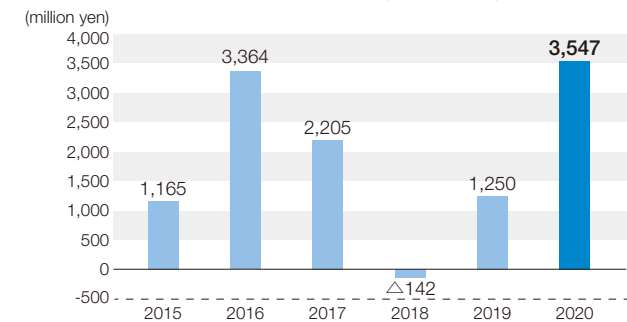
### Sales by business segment (2020)



### Ordinary income (consolidated)



### Net income attributable to shareholders (consolidated)



## History

- 1892 Founded in the Namba district of Osaka by Hidezo Kimura
- 1916 Successfully enabled magnesium carbonate production in Japan
- 1925 Kimura Pharmaceuticals Co., Ltd. established
- 1953 Released "Earth Aerosol" spray
- 1964 Changed company name to Earth Chemical Co., Ltd. / Released "Bath Roman" bath solution
- 1970 Ownership stake acquisition by Otsuka Group

- 1973 Released "Gokiburi Hoi-Hoi" cockroach traps
- 1986 Acquired stake in Otsuka Zoekon K.K. (current Earth Pet Co., Ltd.)
- 1989 Established Tokyo Office and International Office
- 2001 Started production/sales with the handover of VAPONA brand by Shell Japan Co., Ltd. Established Earth Chemical (Suzhou) Co., Ltd. Listed on Second Section of Tokyo Stock Exchange
- 2006 Assigned to First Section of Tokyo Stock Exchange

## Group Companies Japan

- BATHCLIN Corporation**  
Business areas Manufacture, sales and import/export of bath products, hair growth formulas, household products, etc.  
Website <https://www.bathclin.co.jp/en/company/>
- Hakugen Earth Co., Ltd.**  
Business areas Manufacture, sales and import/export of household insecticides and repellents, surgical face masks, ice packs, dehumidifying agents, bath products, etc.  
Website <http://www.hakugen-earth.co.jp/>
- Earth Pet Co., Ltd.**  
Business areas Manufacture, sales and import/export of pet care products, pet lifestyle products, pet food, etc.  
Website <https://earth-pet.co.jp/>
- Petfood Kitchen Co., Ltd.**  
Business areas Manufacture, sales and import/export of pet food, etc.  
Website <http://web-site.petfood-kitchen.co.jp>
- Earth Environmental Service Co., Ltd.**  
Business areas Comprehensive environmental hygiene and pest management services for factories and hospitals  
Website <http://www.earth-kankyo.co.jp/>

## Group Companies Asia

- Earth (Thailand) Co., Ltd.**  
Business areas Manufacture, sales, and import/export of household insecticides and repellents, household products, etc.  
Website <https://www.earth-th.com/>
- Earth Corporation (Tianjin)**  
Business areas Manufacture, sales, and import/export of household insecticides and repellents, household products, etc.
- Earth Corporation Vietnam**  
Business areas Manufacture, sales, and import/export of household cleaners, fragrances, household insecticides and repellents, etc.  
Website <https://earth-vn.com/>
- Earth Corporation (Shanghai)**  
Business areas Sales and import/export of household insecticides and repellents, household products, etc.  
Website <http://www.earth-china.com/>
- Earth Corporation (Suzhou)**  
Business areas Manufacture, sales, and import/export of household products, etc.
- Earth Home Products (Malaysia) Sdn. Bhd.**  
Business areas Sales and import/export of household insecticides and repellents, bath products, oral care products, deodorizers and air fresheners, cleaning products, hygiene products, gardening products, etc.  
Website <http://www.earth-my.com/>