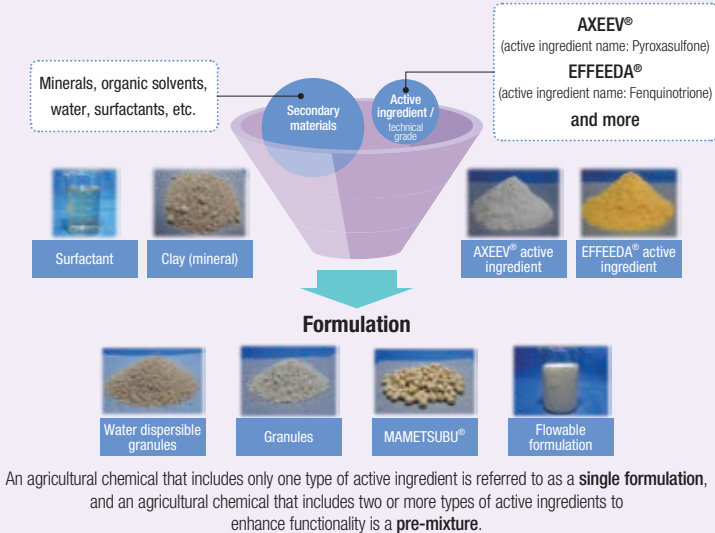


KUMIAI CHEMICAL INDUSTRY (Kumiai)'s business began when the Citrus Industry Association manufactured agricultural chemicals in what is now Shimizu-ku, Shizuoka City, and it was established in 1949. Since then, we have been focusing on research and development of safe and effective agricultural chemicals and promoting their wider use in order to contribute to development of agriculture and support stable production of safe and secure food worldwide. Know-how we have acquired through the agricultural chemicals business during the history of more than 70 years is shared across the other fields, and we are now running operations primarily in the two segments, Agricultural Chemicals and Agriculture-Related Business, which supports food worldwide, and Fine Chemicals Business, which contributes to better quality of life in diverse settings.

About Agricultural Chemicals Industry

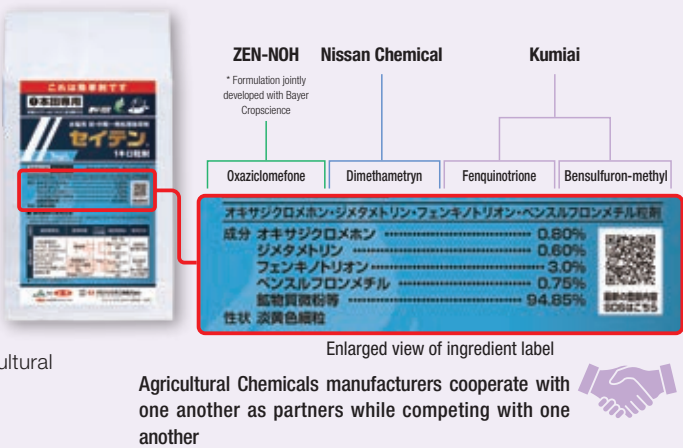
Constituents of Agricultural Chemicals

An agricultural chemical consists of an active ingredient and secondary materials. Our AXEEV® and EFFEEDA® correspond to active ingredients. It is important to apply agricultural chemicals uniformly to enable active ingredients to be fully effective. An active ingredient and secondary materials are mixed together in balanced combination to create a formulation that enables uniform application, and such a formulation is used as an agricultural chemical. Two or more types of active ingredients can be combined to enhance functionality, and formulations created in this way are referred to as pre-mixtures.



Characteristic of Agricultural Chemicals Industry ①

In general, manufacturers of agricultural chemicals provide their proprietary active ingredients to other companies and conversely bring in other companies' proprietary active ingredients to build a satisfactory portfolio against a large number of weeds and pests. They bring in other companies' active ingredients to develop products with enhanced functionality and transfer their active ingredients to other companies to maximize their earnings. Other manufacturers of agricultural chemicals are our competitors and partners.



Characteristic of Agricultural Chemicals Industry ②

In Japan, agricultural chemicals are distributed to croplands by a "ZEN-NOH-affiliated channel" and a "commercial channel." The ZEN-NOH-affiliated channel runs: agricultural chemicals manufacturers → The National Federation of Agricultural Cooperative Associations (ZEN-NOH) → prefectural headquarters/unions of ZEN-NOH → each local Japan Agricultural Cooperatives (JA) → growers/users. The commercial channel runs: agricultural chemicals manufacturers → wholesalers → retailers/each local JA → growers/users.

Characteristic of Agricultural Chemicals Industry ③

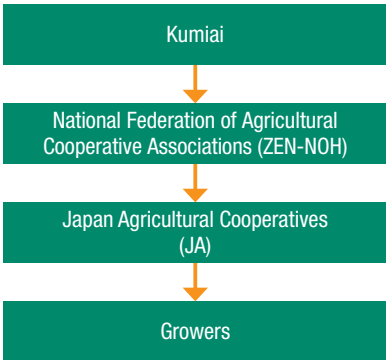
Agricultural chemicals are used not only on cropland but also in the non-cropland field including golf courses, highways, and railroad tracks. In Japan, each manufacturer sells and delivers products to end users in the non-cropland field either directly or through local agents.

Agricultural Chemicals and Agriculture-Related Business Japan

Our product portfolio includes hundreds of various herbicides, fungicides, and insecticides for meeting the different needs in the market, which vary according to the region. We also have expert sales persons and engineers assigned across Japan for community-based sales and activities to promote wider use. They propose agricultural chemicals according to the region, and provide after-sales service.

We sell products that we develop and manufacture to the National Federation of Agricultural Cooperative Associations (ZEN-NOH), and these products are provided to growers by JA throughout Japan. We also sell our proprietary active ingredients and products to other manufacturers of agricultural chemicals to maximize sales and profits.

In addition to our products for cropland, our group also develops and sells products for non-cropland such as golf courses, highways, and railroad tracks.



Net sales for the fiscal year ended October 2024

38.9 billion yen

Japanese market share for one-shot herbicides for paddy rice

No. 1

* Calculated by Kumiai based on materials of Japan Association for Advancement of Phyto-Regulators

Usage area of labor-saving formulation MAMETSUBU®

114,000 ha

Characteristics of Business

1 Sales channel and sales season

End products that include formulations of active ingredients and enhanced added value are provided to growers through ZEN-NOH (ZEN-NOH-affiliated channel). Our mainstay products are shipped coinciding with the season for cropping paddy fields in Japan. Accordingly, most of our sales (approx. 70% of the annual plan) are completed around April.

2 Sales to other agricultural chemicals manufacturers

Our proprietary active ingredients and products are also sold to other manufacturers of agricultural chemicals to maximize sales and profits.

3 Sales system

We have expert sales persons and engineers assigned across Japan to propose agricultural chemicals according to the region and provide after-sales service.

Main Products and Services

Top Japanese Market Share One-Shot Herbicides for Paddy Rice

Weed control is essential in paddy rice cultivation to ensure stable yields. Over the years, we have developed a number of herbicides that effectively control weeds and have minimal impact on crops, the environment, and organisms. In the field of one-shot herbicides, which have long-lasting efficacy and are highly favored by growers, we sell several highly effective pre-mixtures that include our proprietary active ingredients and have held the top share of the Japanese market for four consecutive years.



Labor-Saving Formulation MAMETSUBU®

MAMETSUBU® is a labor-saving formulation for paddy rice that we developed. Whereas common granules are 0.8 to 1.2 mm in size, MAMETSUBU® granules are 3 to 8 mm and float on the surface of water, diffusing the active ingredients throughout the paddy field. MAMETSUBU® can be applied without any need for people to enter the paddy field. MAMETSUBU®, which is compatible with various application methods, enables labor-saving and simplified weed control and is indispensable for sustainable agriculture.



Products To Control Difficult-To-Control Weeds SOLISTE

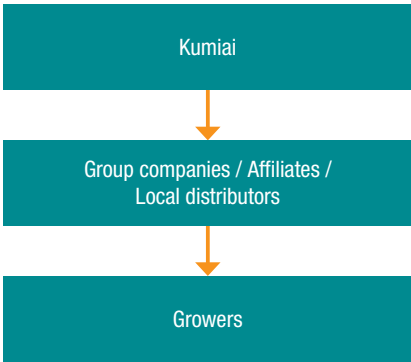
SOLISTE is highly effective against annual bluegrass, which is the most formidable weed at golf courses. This product helps to keep golf course turf in good condition and contributes to improved player satisfaction.





Agricultural Chemicals and Agriculture-Related Business Overseas

We sell its proprietary products in more than 50 countries around the world. We sell to growers in collaboration with group companies, affiliates, and distributors that have strong sales networks in each market. Active ingredients that our group sells are commercialized by distributors, and are then sold to local retailers and growers. In addition to single formulation, we also develop and sell pre-mixtures that combine other ingredients, such as active ingredients owned by distributors. We also sell products that are based on our unique technologies through distributors to increase added value by differentiating our products from those of our competitors. Regarding sales promotion, employees of our group visit local markets in order to conduct surveys, identify customer needs, and propose effective usage suited to the region, leading to development of new markets.



Net sales for the fiscal year ended October 2024

89.3 billion yen

AXEEV® growth rate (CAGR)

23 %

(FY2013–2024)

Global business development/ Number of countries where sold

Over 50 countries

Characteristics of Business

- 1 Sales channels

Our products are sold to growers in collaboration with group companies, affiliates, and distributors that have strong sales networks in each market. Active ingredients that our group sells are commercialized by distributors, and are then sold to local retailers and growers.
- 2 Development of pre-mixtures

We also develop and sell pre-mixtures that combine our active ingredients with other ingredients, such as active ingredients owned by distributors.
- 3 Overseas sales ratio

FY2024 results: 70% (Agricultural Chemicals and Agriculture-Related Business)
The ratio of overseas sales to the total has been increasing due to the growth of AXEEV®.

Main Products and Services

Supporting Agriculture Worldwide AXEEV®

AXEEV® is a field crop herbicide that can be used on major crops worldwide. In recent years, the emergence and spread of herbicide resistant weeds have become a major issue worldwide. Because AXEEV® is highly effective against these weed species, it is widely accepted around the world as a product to control such herbicide resistant weeds. It was launched in 2011 and is established as an “essential product” at overseas agricultural sites.



To New Markets EFFEEDA®

EFFEEDA® is a herbicide sold mainly for paddy rice in Japan and South Korea. Given its herbicidal efficacy and safety for crops, we are also promoting development for wheat applications in Europe. We have already filed an application for agricultural chemical registration with the authorities, and preparations are underway for commercialization. Europe is the world's leading wheat producing region. By entering this huge market, we aim to maximize the sales of EFFEEDA®.



Fine Chemicals Business

We are engaged in R&D, manufacturing, and sales of fine chemicals used in various aspects of daily life by applying advanced organic synthesis technology cultivated over many years. Our products are applied in items familiar to us, such as semiconductors, aircraft and automobile parts, and waterproof materials for roads and buildings. In addition to the development and sales of our own products, we conduct custom manufacturing, including manufacturing process development.

Net sales for the fiscal year ended October 2024

25.0 billion yen

