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Monthly Report for April 2025

《Total Sales》

Total sales increased by 14.0% yoy to 2,298.4 million yen.

《KeePer LABO Operation Segment (B-to-C)》

In April, three new stores were opened: KeePer LABO Shonandai (the 1st FC store in partnership with Idemitsu) in Fujisawa City (Kanagawa), KeePer LABO Sano in Sano City (Tochigi), and KeePer LABO Kyoto Ukyo in Ukyo Ward (Kyoto). As a result, the number of directly operated stores reached 131, and the total number of stores including franchises (FCs) increased to 151.

Sales from all directly operated stores totaled JPY 1,279.1 million, up 14.2% yoy. Sales from the 116 existing stores rose 6.3% yoy to JPY 1,191.3 million. Revenue from franchise stores amounted to JPY 14.3 million (up 14.6% yoy) resulting in total KeePer LABO segment revenue of JPY 1,293.4 million, a 14.2% increase compared to the same month last year.

| Continued Strength in Both Car Wash and Coating Demand

In Hokkaido, where spring arrived with the snowmelt, all three stores performed strongly. Sapporo Store achieved sales of JPY 22.4 million, and Shiroishi Store followed with JPY 21.4 million—both exceeding JPY 21 million.

The “Spring Fair” campaign, held across all stores from March through April, was well received by customers and led to a 17% year-on-year increase in visitor traffic. This also contributed to an increase in repeat coating applications and maintenance services.

In Western Japan, where we had proactively expanded hiring in advance, stores were able to effectively accommodate increased demand. As a result, overall sales rose 31% year-on-year, and sales at existing stores grew 20%. Notably, labor productivity remained at a healthy JPY 7,849 per hour (up 6.9% yoy) reflecting strong operational efficiency. Based on this success, we are further strengthening hiring efforts in other regions to replicate this favorable environment.

Note: The Spring Fair offered all visiting customers a complimentary “Underbody Wash” service to thoroughly remove residual snow-melting agents such as calcium chloride accumulated during the winter season.

《KeePer Products Related Segment (B-to-B)》

Sales in the KeePer Products Related Segment increased by 13.8% yoy to 1,005.0 million yen.

In the aftermarket segment, primarily driven by KeePer PRO Shops, sales rose 4.8% yoy to 659.1 million yen. Due to prolonged periods of heavy pollen and yellow sand this spring, car cleanliness deteriorated, significantly boosting demand for car washes.

On April 16, the “10th KeePer Technical Contest 2025” officially began. Over 4,500 engineers have already signed up, and the number is on track to exceed last year’s total of 6,000. This momentum is expected to further enhance technical skills and significantly boost motivation.

In the new car segment, sales through new car dealerships rose sharply by 26.1% yoy to 279.3 million yen. Installation volume of the EX KeePer coating continues to expand at Toyota-affiliated dealers. Furthermore, in March, KeePer was adopted as a genuine product by Volvo Car Japan, with installations officially starting in April. The response from dealerships has been highly positive, and installation volumes are steadily increasing.

In overseas operations, KeePer PRO Shops in Taiwan expanded from 3 locations last year to 9 locations this year. As a result, product sales (wholesale) grew significantly, up 825.2% yoy to 48.2 million yen (5.2 million last April).

《Total Sales》

(,000 yen)	Total Sales	yoy	Products	yoy	LABO	yoy
2022/7	1,313,435	+13.9%	505,498	-7.9%	807,937	+33.8%
2022/8	1,285,163	+16.7%	558,749	+4.1%	726,413	+28.7%
2022/9	1,223,148	+20.0%	521,789	+15.0%	701,359	+24.1%
2022/10	1,369,581	+19.1%	571,581	+13.0%	797,999	+23.8%
2022/11	1,479,647	+21.0%	766,333	+20.8%	706,128	+19.9%
2022/12	1,982,927	+16.7%	804,156	+15.0%	1,175,771	+17.5%
2023/1	962,220	+20.2%	390,626	+28.4%	570,665	+14.9%
2023/2	1,248,106	+33.0%	506,685	+29.0%	740,492	+35.7%
2023/3	1,629,304	+16.1%	719,206	+8.4%	906,053	+22.4%
2023/4	1,768,469	+30.7%	745,052	+34.7%	1,012,058	+26.6%
2023/5	1,441,609	+15.5%	615,544	+17.9%	817,349	+12.5%
2023/6	1,489,393	+10.0%	685,609	+8.7%	802,546	+10.9%
2023/7	1,769,449	+34.7%	764,070	+51.2%	1,001,505	+24.0%
2023/8	1,569,624	+22.1%	725,475	+29.8%	844,148	+16.2%
2023/9	1,462,848	+19.6%	618,343	+18.5%	843,876	+20.3%
2023/10	1,730,923	+26.4%	728,747	+27.5%	989,452	+24.0%
2023/11	1,759,245	+18.9%	877,284	+14.5%	881,961	+24.9%
2023/12	2,507,717	+26.5%	1,063,907	+32.3%	1,442,582	+22.7%
2024/1	1,225,198	+27.3%	554,423	+41.9%	670,775	+17.5%
2024/2	1,392,500	+11.6%	659,286	+30.1%	733,211	-1.0%
2024/3	1,836,235	+12.7%	820,698	+14.1%	1,014,624	+12.0%
2024/4	2,016,793	+14.0%	883,374	+18.6%	1,132,979	+11.9%
2024/5	1,747,256	+21.2%	810,947	+31.7%	936,309	+14.6%
2024/6	1,710,756	+14.9%	801,505	+16.9%	909,250	+13.3%
2024/7	1,949,737	+10.2%	882,622	+15.5%	1,067,115	+6.6%
2024/8	1,762,161	+12.3%	782,568	+7.9%	979,592	+16.0%
2024/9	1,756,881	+20.1%	782,204	+26.5%	974,677	+15.5%
2024/10	1,927,418	+11.4%	936,976	+28.6%	990,441	+0.1%
2024/11	1,974,785	+12.3%	926,181	+5.6%	1,048,604	+18.9%
2024/12	2,811,024	+12.1%	1,174,304	+10.4%	1,636,719	+13.5%
2025/1	1,346,914	+9.9%	635,961	+14.7%	710,952	+6.0%
2025/2	1,592,883	+14.4%	718,033	+8.9%	874,849	+19.4%
2025/3	2,237,954	+21.9%	1,043,227	+27.1%	1,194,727	+17.8%
2025/4	2,298,373	+14.0%	1,004,991	+13.8%	1,293,382	+14.2%

Note : The figures published as a monthly report are unaudited preliminary figures.

Therefore, they may differ from the figures in the earnings report and may be revised in the next update.

These figures are for KeePer LABO directly managed shops and the sales of chemicals to FC stores.

KeePer LABO Segment: Monthly Report (March 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 129 directly operated stores.

FY06/23	All Store S	Existing Stores			# of Direct Stores		FY06/24	All Store S	Existing Stores			# of Direct Stores		FY06/25	All Stores	Existing Stores			# of Direct Stores	
	YoY	Sales YoY	# of visits YoY	ASP YoY	New	Total		YoY	Sales YoY	# of visits YoY	ASP YoY	New	Total		YoY	Sales YoY	# of visits YoY	ASP YoY	New	Total
2022/7	132%	121%	104%	117%	0	94	2023/7	124%	115%	125%	92%	0	106	2024/7	106%	97%	84%	115%	0	120
2022/8	127%	117%	109%	107%	0	94	2023/8	115%	107%	113%	94%	1	107	2024/8	116%	108%	97%	110%	2	122
2022/9	124%	116%	106%	109%	0	94	2023/9	119%	109%	106%	103%	1	108	2024/9	116%	107%	101%	105%	2	124
2022/10	124%	116%	107%	108%	0	94	2023/10	124%	114%	106%	108%	0	108	2024/10	99%	89%	84%	107%	1	125
2022/11	120%	111%	96%	115%	2	96	2023/11	124%	115%	106%	108%	1	109	2024/11	119%	109%	118%	93%	2	127
2022/12	118%	110%	103%	106%	0	96	2023/12	122%	113%	106%	107%	0	109	2024/12	113%	104%	110%	94%	0	127
2023/1	115%	108%	96%	113%	0	96	2024/1	117%	107%	90%	119%	3	112	2025/1	104%	96%	106%	90%	0	127
2023/2	136%	127%	119%	107%	0	96	2024/2	98%	88%	76%	116%	0	112	2025/2	118%	108%	129%	84%	1	128
2023/3	123%	115%	106%	109%	1	97	2024/3	111%	100%	99%	101%	2	114	2025/3	118%	109%	104%	105%	1	129
2023/4	128%	121%	120%	101%	0	97	2024/4	110%	98%	99%	99%	2	116	2025/4	114.2%	106.3%	109.5%	97.1%	2	131
2023/5	114%	108%	97%	112%	2	99	2024/5	115%	103%	100%	103%	1	117	2025/5						
2023/6	111%	106%	105%	101%	7	106	2024/6	114%	106%	96%	111%	3	120	2025/6						
FY total	122%	114%	105%	108%	12	106	FY total	116%	106%	102%	104%	14	120	FY total						

注 . 1 "Existing stores" refers to stores that have been open for more than 13 months and have results from the previous year.

2 "Number of visits" indicates the number of customer visits where hand car washes, coatings, etc., were performed.

3 "ASP" is calculated by dividing total store sales by the number of visits.

4 Please note that the figures shown in the table have not been audited by an independent auditor and may differ from those in the official financial statements.

《LABO Stores: All Stores》

All Stores	Sales ,000 yen	yoy	# stores	Number of coating units applied											yoy	ASP (yen/visit)	yoy	Produc-tivity (yen/hr)	yoy
				Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	yoy	# visits					
2022/7	807,937	+33.8%	94	5,670	+6%	6,650	+26%			3,805	+21%	861	+52%	48,294	+11%	16,707	+18.8%	7,642	+13%
2022/8	726,413	+28.7%	94	5,611	+16%	5,785	+22%			3,430	+18%	685	+8%	46,241	+17%	15,681	+8.3%	7,115	+3%
2022/9	701,359	+24.1%	94	4,846	+3%	4,094	-10%	1,167	-	3,414	+14%	760	+23%	43,840	+12%	15,984	+10.5%	7,002	+4%
2022/10	797,999	+23.8%	94	6,087	+15%	4,795	-4%	1,402	-	3,712	+18%	789	-2%	52,446	+14%	15,195	+9.2%	7,192	+2%
2022/11	706,128	+19.9%	96	5,131	+7%	4,183	-14%	1,142	-	3,228	+10%	806	+24%	45,037	+3%	15,650	+16.6%	6,938	+4%
2022/12	1,175,771	+17.5%	96	10,624	+12%	7,440	-8%	2,137	-	4,553	+6%	1,223	+4%	71,008	+10%	16,541	+6.4%	8,061	+3%
2023/1	570,665	+14.9%	96	4,473	+7%	3,108	-14%	922	-	2,403	+11%	705	+15%	43,642	+2%	13,048	+13.2%	6,527	-2%
2023/2	740,492	+35.7%	96	4,707	+32%	3,767	0%	1,089	-	3,348	+22%	1,215	+55%	47,781	+26%	15,479	+8.0%	7,973	+9%
2023/3	906,053	+22.4%	97	5,747	+11%	6,442	+21%	1,458	-	4,439	+15%	1,210	+16%	53,286	+12%	16,988	+9.3%	7,936	0%
2023/4	1,012,058	+26.6%	97	6,814	+28%	5,866	+1%	1,937	-	4,720	+33%	1,325	+22%	59,414	+26%	17,186	+1.4%	7,838	+2%
2023/5	817,349	+12.5%	99	6,278	+2%	4,898	-17%	1,780	-	3,708	+23%	952	+42%	53,357	+1%	15,440	+12.1%	6,613	-7%
2023/6	802,546	+10.9%	106	5,187	+8%	4,531	-29%	1,725	-	3,857	+13%	952	+29%	47,016	+8%	17,041	+2.4%	6,761	-12%
2023/7	1,001,505	+24.0%	106	7,278	+28%	5,733	-14%	2,206	-	4,588	+21%	1,076	+25%	64,254	+33%	15,565	-6.8%	7,310	-4%
2023/8	844,148	+16.2%	107	6,146	+10%	4,596	-21%	1,724	-	3,771	+10%	883	+29%	55,985	+21%	14,852	-5.3%	6,628	-7%
2023/9	843,876	+20.3%	108	5,403	+11%	3,982	-3%	1,965	+69%	3,947	+16%	913	+20%	49,989	+14%	16,659	+4.2%	6,725	-4%
2023/10	978,431	+24.0%	108	7,320	+20%	5,345	+11%	2,690	+92%	4,534	+22%	1,049	+33%	59,567	+14%	16,584	+9.1%	7,494	+4%
2023/11	872,717	+24.9%	109	5,375	+5%	3,822	-9%	2,234	+96%	4,400	+36%	905	+12%	50,759	+13%	17,193	+9.9%	7,104	+2%
2023/12	1,430,984	+22.7%	109	11,663	+10%	7,090	-5%	4,008	+88%	6,014	+32%	1,373	+12%	80,439	+13%	17,790	+7.5%	8,334	+3%
2024/1	665,624	+17.5%	112	4,405	-2%	2,918	-6%	1,826	+99%	3,004	+25%	712	+1%	42,360	-3%	15,714	+20.4%	6,895	+6%
2024/2	726,185	-1.0%	112	4,012	-15%	2,908	-23%	2,125	+95%	3,534	+6%	965	-21%	39,517	-17%	18,377	+18.7%	7,210	-10%
2024/3	998,136	+12.0%	114	6,417	+12%	4,108	-18%	2,850	+96%	4,849	+9%	1,284	+6%	57,020	+7%	17,505	+3.0%	7,759	-2%
2024/4	1,113,360	+10.0%	116	7,868	+17%	4,817	-17%	3,344	+74%	4,953	+6%	1,322	0%	64,167	+9%	17,351	+0.9%	7,855	+0%
2024/5	936,309	+14.6%	117	7,235	+17%	4,271	-12%	2,940	+66%	3,895	+6%	978	+3%	58,082	+10%	16,120	+4.3%	6,704	+1%
2024/6	909,250	+13.3%	120	5,662	+10%	3,782	-16%	2,817	+63%	4,090	+7%	1,134	+20%	47,483	+2%	19,149	+12.4%	7,006	+4%
2024/7	1,056,817	+5.7%	120	7,043	-3%	4,382	-24%	3,087	+41%	4,684	+2%	1,261	+17%	58,222	-9%	18,152	+16.6%	7,571	+4%
2024/8	968,394	+16.5%	122	6,941	+13%	4,110	-11%	3,016	+75%	4,021	+7%	1,056	+20%	58,558	+5%	16,537	+11.4%	6,625	0%
2024/9	965,268	+15.9%	124	6,041	+12%	4,003	+1%	2,907	+47%	4,229	+7%	1,155	+27%	54,445	+9%	17,729	+6.4%	6,961	+4%
2024/10	967,668	-1.1%	125	6,339	-13%	4,126	-21%	2,877	+7%	4,336	-4%	1,183	+13%	53,545	-9%	18,072	+9.0%	6,974	-7%
2024/11	1,042,867	+19.5%	127	7,733	+44%	4,868	+28%	3,340	+49%	4,409	+0%	1,069	+18%	64,715	+27%	16,115	-6.3%	7,170	+1%
2024/12	1,623,096	+13.4%	127	13,528	+16%	7,043	-0%	4,956	+24%	6,086	+1%	1,508	+10%	97,197	+21%	16,699	-6.1%	8,209	-1%
2025/1	695,031	+4.4%	127	4,619	+5%	2,650	-9%	2,079	+14%	3,051	+2%	741	+4%	48,466	+14%	14,341	-8.7%	6,517	-5%
2025/2	853,562	+17.5%	128	4,691	+17%	3,001	+3%	2,557	+20%	4,169	+18%	1,039	+8%	55,209	+40%	15,461	-15.9%	7,287	+1%
2025/3	1,173,065	+17.5%	129	7,698	+20%	5,061	+23%	3,975	+39%	5,577	+15%	1,428	+11%	63,991	+12%	18,332	+4.7%	8,028	+3%
2025/4	1,279,100	+14.2%	131	9,209	+16%	5,571	+15%	4,123	+22%	5,619	+13%	1,457	+10%	75,901	+18%	16,852	-2.9%	8,015	+2%

《LABO Stores: Existing Stores》

Existing Stores	Sales ,000 yen yoy		# stores	Number of coating units applied												ASP (yen/visit) yoy		Productivity (yen/hr) yoy	
				Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	yoy	# visits	yoy				
2022/7	740,093	+21.2%	86	5,393		6,185	+17%			3,491	+17%	758	+34%	45,078	+4%	16,418	+16.8%	7,686	+13%
2022/8	667,169	+16.8%	86	5,340		5,377	+13%			3,120	+14%	615	-3%	43,173	+9%	15,453	+6.8%	7,201	+5%
2022/9	653,697	+15.9%	87	4,635	-1%	3,866	-15%	1,084	-	3,152	+5%	694	+12%	41,320	+6%	15,820	+9.4%	7,046	+4%
2022/10	746,154	+16.3%	87	5,865	+11%	4,596	-9%	1,237	-	3,448	+9%	723	-10%	49,461	+7%	15,086	+8.4%	7,272	+4%
2022/11	649,478	+10.6%	87	4,885	+2%	3,923	-19%	1,038	-	2,924	0%	731	+12%	42,051	-4%	15,445	+15.1%	6,986	+5%
2022/12	1,095,574	+9.7%	87	10,213	+8%	7,077	-13%	2,001	-	4,167	-3%	1,123	-5%	66,503	+3%	16,474	+6.0%	8,183	+4%
2023/1	532,447	+7.5%	88	4,303	+3%	2,930	-19%	863	-	2,230	+5%	652	+7%	41,048	-4%	12,971	+12.6%	6,635	0%
2023/2	692,672	+27.1%	89	4,537	+27%	3,573	-6%	1,024	-	3,124	+14%	1,120	+43%	45,329	+19%	15,281	+6.6%	8,053	+10%
2023/3	849,908	+15.0%	89	5,546	+7%	4,686	-12%	1,375	-	4,160	+8%	1,116	+7%	50,216	+6%	16,925	+8.9%	8,033	+2%
2023/4	963,527	+20.8%	90	6,567	+23%	5,580	-4%	1,828	-	4,444	+25%	1,239	+15%	56,348	+20%	17,100	+0.9%	7,906	+3%
2023/5	780,073	+7.5%	91	6,096	-1%	4,667	+7%	1,678	-	3,502	+17%	882	+32%	50,818	-4%	15,350	+11.5%	6,666	-6%
2023/6	768,436	+6.3%	94	5,063	+6%	4,408	-31%	1,658	-	3,694	+8%	894	+21%	45,566	+5%	16,864	+1.3%	6,797	-11%
2023/7	930,241	+15.3%	94	6,962	+23%	5,443	-18%	2,035	-	4,266	+12%	964	+12%	60,319	+25%	15,422	-7.7%	7,368	-4%
2023/8	772,594	+6.5%	94	5,845	+4%	4,355	-25%	1,592	-	3,493	+2%	803	+17%	52,410	+13%	14,741	-6.0%	6,695	-6%
2023/9	764,608	+9.1%	94	5,138	+6%	3,760	-8%	1,765	+52%	3,644	+7%	796	+5%	46,630	+6%	16,397	+2.6%	6,753	-4%
2023/10	909,450	+14.1%	94	6,999	+15%	5,064	+6%	2,439	+74%	4,183	+13%	935	+19%	55,426	+6%	16,408	+8.0%	7,604	+6%
2023/11	808,561	+14.7%	96	5,139	+0%	3,621	-13%	2,070	+82%	4,110	+27%	794	-1%	47,761	+6%	16,929	+8.2%	7,142	+3%
2023/12	1,331,350	+13.4%	96	11,146	+5%	6,768	-9%	3,686	+73%	5,583	+23%	1,232	+1%	75,516	+6%	17,630	+6.6%	8,407	+4%
2024/1	609,972	+7.1%	96	4,171	-7%	2,755	-11%	1,641	+79%	2,752	+15%	631	-10%	39,301	-10%	15,521	+19.0%	6,961	+7%
2024/2	651,578	-11.9%	96	3,786	-20%	2,722	-28%	1,910	+76%	3,201	-4%	822	-32%	36,272	-24%	17,964	+16.1%	7,239	-9%
2024/3	899,666	+0.4%	96	6,069	+7%	3,856	-22%	2,558	+78%	4,403	+0%	1,088	-9%	52,349	-1%	17,186	+1.1%	7,804	-2%
2024/4	992,115	-2.0%	97	7,402	+10%	4,478	-23%	2,929	+52%	4,398	-6%	1,123	-15%	58,109	-1%	17,073	-0.8%	7,889	+0%
2024/5	842,659	+3.1%	99	6,773	+9%	3,946	-19%	2,624	+48%	3,479	-5%	863	-9%	52,854	-0%	15,943	+3.2%	6,799	+3%
2024/6	846,479	+6.5%	106	5,449	+6%	3,563	-21%	2,596	+50%	3,782	-1%	1,044	+11%	44,943	-4%	18,835	+10.5%	7,024	+4%
2024/7	967,175	-3.3%	106	6,685	-8%	4,108	-13%	2,781	+27%	4,209	-8%	1,148	+7%	53,945	-16%	17,929	+15.2%	7,578	+4%
2024/8	894,949	+7.6%	107	6,596	+7%	3,852	-16%	2,753	+60%	3,635	-4%	970	+10%	54,574	-3%	16,399	+10.4%	6,665	+1%
2024/9	888,442	+6.7%	108	5,769	+7%	3,725	-6%	2,642	+33%	3,809	-3%	1,053	+16%	50,647	+1%	17,542	+5.3%	7,012	+4%
2024/10	875,618	-10.5%	108	5,991	-17%	3,866	-26%	2,584	-4%	3,848	-14%	1,036	-1%	49,374	-16%	17,734	+6.9%	7,005	-6%
2024/11	954,133	+9.3%	109	7,351	+37%	4,556	+20%	3,020	+34%	3,938	-11%	956	+6%	59,925	+18%	15,922	-7.4%	7,233	+2%
2024/12	1,483,698	+3.7%	109	12,633	+8%	6,566	-7%	4,451	+11%	5,493	-9%	1,357	-1%	88,852	+10%	16,699	-6.1%	8,319	-0%
2025/1	639,723	-3.9%	112	4,380	-1%	2,462	-16%	1,886	+3%	2,769	-8%	678	-5%	45,010	+6%	14,213	-9.5%	6,560	-5%
2025/2	785,869	+8.2%	112	4,437	+11%	2,802	-4%	2,328	+10%	3,775	+7%	968	+0%	51,039	+29%	15,397	-16.2%	7,355	+2%
2025/3	1,091,177	+9.3%	114	7,317	+14%	4,784	+16%	3,661	+28%	5,131	+6%	1,334	+4%	59,467	+4%	18,349	+4.8%	8,104	+4%
2025/4	1,191,321	+6.3%	116	8,831	+11%	5,256	+9%	3,838	+14%	5,197	+4%	1,336	+1%	70,677	+10%	16,856	-2.9%	8,059	+3%