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Monthly Report for May 2025

《Total Sales》

Total sales decreased by 5.0% y-o-y to 1,665 million yen.

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

In May, we marked a new milestone by opening "KeePer LABO Fujieda," our first directly managed store in Shizuoka Prefecture. This expansion brought the number of directly managed stores to 132 and the total number of stores, including franchise (FC) locations, to 152.

Sales at all directly managed stores totaled 936.6 million yen, representing a slight 0.5% decrease year-on-year. Existing 117 stores recorded sales of 874.6 million yen, down 7.1% year-on-year. Meanwhile, sales from FC stores grew significantly by 79.6% year-on-year to 15.9 million yen, contributing to total KeePer LABO business sales of 952.4 million yen, a 0.3% year-on-year increase.

Although customer traffic was temporarily impacted by unfavorable weather conditions—especially persistent rain during weekends after the extended Golden Week holiday—the underlying customer demand remains resilient. The Tohoku and Chubu regions were particularly affected, correlating closely with lower sunshine hours.

Conversely, our Hokkaido stores performed exceptionally well, supported by continued seasonal demand following the snowmelt. Both the Sapporo and Shiroishi stores exceeded monthly sales of 16 million yen, with the combined sales of our three stores in Hokkaido achieving over a 10% year-on-year increase, underscoring regional strength.

[Correlation Between Sunshine Hours and Customer Traffic by Region]

		Sapporo	Sendai	Tokyo	Yokohama	Nagoya	Osaka	Hiroshima	Fukuoka
Sunshine Hours (hours)	May 2024	213.8	235.4	185.4	193.6	218.2	215.8	229.0	223.0
	May 2025	216.3	185.9	145.5	139.5	163.7	178.3	187.3	174.7
	y-o-y	101.2%	79.0%	78.5%	72.1%	75.0%	82.6%	81.8%	78.3%
Traffic	y-o-y	112.2%	80.0%	90.5%	93.0%	81.2%	86.7%	90.4%	93.3%

| Strengthening Our Talent Base to Support Future Growth

Our 94 newly hired graduates have shown steady progress, with zero attrition two months into their tenure. They are now advancing toward obtaining KeePer Coating Level 1 Certification. In addition, we proactively strengthened our workforce by hiring 129 new employees—47 full-time and 82 part-time car wash staff—between mid-April and the end of May. Although labor productivity per hour recorded a 6.3% decline year-on-year to 6,289 yen/hour due to strategic preemptive hiring, this initiative positions us well to capture seasonal demand, address the summer peak, and accelerate future store expansion.

«KeePer Products Related Segment (B-to-B)»

Sales from the KeePer Products and Related Business in May totaled 713.3 million yen, representing an 11.1% decrease year-on-year.

Sales at KeePer PROSHOPS, the core of our aftermarket business, declined by 11.7% year-on-year. Customer traffic began to soften during the extended Golden Week holiday period in early May, and continued unfavorable weather on weekends further suppressed customer sentiment throughout the month.

Additionally, several major oil companies—key partners in this segment—temporarily suspended promotions of non-fuel products at their service stations due to external social factors, which negatively impacted sales of KeePer products, a key offering in this channel. As a result, the KeePer Products and Related Business recorded its first year-on-year monthly decline.

Nevertheless, despite these short-term headwinds, the 2025 KeePer Technical Contest attracted even more participants than last year, underscoring strong on-site engagement and high motivation among our technicians. This positive momentum is raising expectations for a recovery from June onward.

Meanwhile, sales to new car dealers, primarily in the new car market, rose 11.2% year-on-year to 230.5 million yen. In particular, installation volumes at Toyota-affiliated dealerships, where we hold a large market share, continued to expand, led by the strong performance of the EX KeePer series. Although there were fluctuations depending on the new car registration volumes of manufacturers that have adopted KeePer products as factory-installed options, the overall trend remains solid.

Looking ahead, we remain confident that the strong market fundamentals and proactive engagement initiatives will drive a recovery in the coming months and support sustainable growth over the longer term.

《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%	949,835	+16.2%
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	+19.3%
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%
2025/5	1,665,769	-5.0%	713,333	-11.1%	952,436	+0.3%

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 (May 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 Stores	Existing Stores			# of Direct Stores		FY06/24	All Stores	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%	106%	110%	97%	2	131
2023/5	114%	108%	97%	112%	2	99	2024/5	115%	103%	100%	103%	1	117	2025/5	99.5%	92.9%	89.2%	104.1%	1	132
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										# visits	yoy	ASP (yen/visit) yoy		Produc- tivity (yen/hr) yoy	
				Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	yoy						
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	1,120,523	+9.7%	116	7,947	+17%	4,843	-17%	3,370	+74%	4,985	+6%	1,325	0%	64,562	+9%	17,356	+1.0%	7,852	+0%
2024/5	941,205	+14.2%	117	7,269	+16%	4,298	-12%	2,950	+66%	3,914	+6%	983	+3%	58,341	+11%	16,133	+2.9%	6,710	+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%
2025/5	936,560	-0.5%	132	6,562	-10%	4,126	-4%	2,843	-4%	3,899	-0%	1,041	+6%	55,771	-4%	16,793	+4.1%	6,289	-6%

《LABO Stores: Existing Stores》

Existing Stores	Sales ,000 yen	yoy	# stores	Number of coating units applied										# visits		ASP (yen/visit)		Produc- tivity (yen/hr)	
				Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	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	999,278	-2.1%	97	7,481	+10%	4,504	-23%	2,955	+53%	4,430	-6%	1,126	-15%	58,504	-2%	17,081	-0.6%	7,885	+1%
2024/5	847,555	+2.9%	99	6,807	+8%	3,973	-19%	2,634	+48%	3,498	-6%	868	-9%	53,113	+1%	15,958	+1.7%	6,805	+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%
2025/5	874,561	-7.1%	117	6,259	-14%	3,903	-9%	2,637	-11%	3,638	-7%	946	-4%	52,067	-11%	16,797	+4.1%	6,387	-5%