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Monthly Report for October/2025

«Total Sales»

The total company sales for October amounted to 1,923,992 thousand yen, representing a 0.9% decrease compared to the same month of the previous year.

«KeePer LABO Operation Segment (B-to-C)»

In October, one new franchise store (Yamato Store, Yamato City, Kanagawa Prefecture) opened, bringing the total number of directly managed stores to 138 and the total number of stores including franchises to 162. Sales from all 138 directly managed stores amounted to 967,869 thousand yen, a 0.8% decrease compared to the same month of the previous year. Sales from the 125 existing stores totaled 912,108 thousand yen, down 6.5% year on year. Meanwhile, royalty income from franchise stores grew significantly to 34,899 thousand yen, a 40.4% increase year on year. As a result, total business sales reached 1,002,768 thousand yen, representing a slight 0.2% increase compared to the same month last year.

October Trends

Throughout October, rainy weekends continued, making it a month with low demand for car cleaning services. Although total rainfall was lower than the previous year, the concentration of rain on weekends had a significant impact. In Tokyo, it rained on weekends for seven consecutive weeks starting from the end of August, and in the Chubu, Kansai, and Chugoku regions, every weekend in October experienced rainfall. Consequently, the number of car wash customers at existing stores fell by 7.3% compared to the same month last year. In addition, some coating users felt that their cars “remained relatively clean” due to the rain, leading them to postpone reapplications or maintenance services.

Despite these conditions, the EX Keeper product performed steadily, achieving an 11.7% year-on-year increase. This strong performance, even during a period when new car deliveries are not yet in full swing, reflects customers’ growing interest in and expectations for high-value-added coating services. The average spending per vehicle was 18,360 yen, up 1.7% from the previous year, helping offset the decline in the number of visits.

In the final week of October, as the impact of bad weather eased, weekday visits began to recover. Furthermore, inquiries and reservations from customers awaiting new car deliveries increased, creating expectations for a recovery trend from November onward.

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

In October, sales from the Keeper products and related businesses totaled 921,224 thousand yen, a 2.0% decrease compared to the same month of the previous year. Within the aftermarket segment, which centers on Keeper Pro Shops, sales declined 6.7% year on year. The primary reason for this decrease, similar to the Keeper LABO operation business, was the significant drop in customer visits due to continuous weekend rainfall. In addition, several major oil companies were subjected to compulsory investigations on suspicion of forming a diesel fuel price cartel, which led to a cautious stance toward in-store coating sales.

In contrast, the new car dealer business, which mainly serves the new car market, achieved a 26.4% increase compared to the same month last year. Subaru, which is focusing on domestic sales, actively promoted high-value-added coating products and showed significant progress. Honda, which had been affected by tariff-related issues, is now showing signs of recovery as vehicle supply and deliveries have resumed. On the other hand, Toyota continues to experience a slow recovery, with growth remaining sluggish. Meanwhile, coating applications for Mercedes-Benz vehicles at the time of delivery, which began in August, have now entered full operation, and product deliveries are proceeding smoothly.

In markets outside the automotive sector, sales decreased 56.4% year on year, as shipment-free periods overlapped due to the timing of bulk deliveries. Since this field is expected to be a future growth area, the company established a new Head Office Sales Department under the direct supervision of the Sales Headquarters to strengthen its structure. While working to rebuild the business, sales activities have already resumed.

The overseas business showed significant growth, increasing 68.2% year on year. In particular, in Taiwan, the number of Keeper Pro Shops expanded from three stores last year to fifteen stores, and product sales are progressing steadily.

KeePer LABO Segment: Monthly Report (September 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 137 directly operated stores.

FY06/24	All Stores	Existing Stores			# of Direct Stores		FY06/25	All Stores	Existing Stores			# of Direct Stores		FY06/26	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
2023/7	124%	115%	125%	92%	0	106	2024/7	106%	97%	84%	115%	0	120	2025/7	104%	97%	110%	88%	1	137
2023/8	115%	107%	113%	94%	1	107	2024/8	116%	108%	97%	110%	2	122	2025/8	113%	106%	116%	91%	0	137
2023/9	119%	109%	106%	103%	1	108	2024/9	116%	107%	101%	105%	2	124	2025/9	99%	93%	95%	98%	0	137
2023/10	124%	114%	106%	108%	0	108	2024/10	99%	89%	84%	107%	1	125	2025/10	99.2%	93.5%	92.7%	100.8%	1	138
2023/11	124%	115%	106%	108%	1	109	2024/11	119%	109%	118%	93%	2	127	2025/11						
2023/12	122%	113%	106%	107%	0	109	2024/12	113%	104%	110%	94%	0	127	2025/12						
2024/1	117%	107%	90%	119%	3	112	2025/1	104%	96%	106%	90%	0	127	2026/1						
2024/2	98%	88%	76%	116%	0	112	2025/2	118%	108%	129%	84%	1	128	2026/2						
2024/3	111%	100%	99%	101%	2	114	2025/3	118%	109%	104%	105%	1	129	2026/3						
2024/4	110%	98%	99%	99%	2	116	2025/4	114%	106%	109%	97%	2	131	2026/4						
2024/5	115%	103%	100%	103%	1	117	2025/5	100%	93%	89%	104%	1	132	2026/5						
2024/6	114%	106%	96%	111%	3	120	2025/6	113%	107%	123%	87%	4	136	2026/6						
FY total	116%	106%	102%	104%	14	120	FY total	112%	103%	103%	100%	16	136	FY total						

※ . 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.

《Total Sales》

(,000 yen)	Total Sales	yoy	Products	yoy	LABO	yoy
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	1,760,603	+20.4%	785,331	+27.0%	974,344	+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%
2025/6	1,858,205	+8.4%	807,914	+1.8%	1,050,290	+14.2%
2025/7	2,081,363	+6.7%	960,142	+8.8%	1,121,221	+5.1%
2025/8	1,891,743	+7.3%	772,529	-1.3%	1,119,214	+14.3%
2025/9	1,828,840	+3.9%	838,829	+6.8%	990,011	+1.6%
2025/10	1,923,993	-0.9%	921,224	-2.0%	1,002,769	+0.2%

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.

«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						
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%
2025/6	1,031,392	+13.3%	136	6,581	+16%	4,007	+6%	3,019	+7%	4,259	+4%	1,326	+17%	61,831	+30%	16,681	-12.9%	6,804	-3%
2025/7	1,088,301	+4.0%	137	7,534	+7%	4,417	+2%	3,120	-1%	4,421	-6%	1,374	+9%	68,553	+18%	16,036	-11.7%	6,950	-8%
2025/8	1,097,336	+13.3%	137	7,726	+11%	4,134	+1%	3,008	-0%	4,122	+3%	1,320	+25%	72,563	+24%	15,123	-8.6%	6,548	-1%
2025/9	952,233	-1.4%	137	5,714	-5%	3,573	-11%	2,406	-17%	4,368	+3%	1,254	+8%	54,420	0%	17,498	-1.3%	6,195	-11%
2025/10	967,869	-0.8%	138	5,766	-10%	3,638	-13%	2,676	-8%	4,439	+2%	1,328	+12%	52,716	-3%	18,360	+1.7%	6,189	-11%

«LABO Stores: Existing Stores»

既存店	LABO 売上高 (千円)		店舗数 (店)	コーティング施工台数 (台)										来店台数		平均単価		人時生産	
	前年比			ピュア・メン テ	前年比	クリスタル	前年比	フレッシュ	前年比	ダイヤ 類	前年比	EX TREX	前年比	(台)	前年比	(円/台)	前年比	(円/時)	前年 比
Existing 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						
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%
2025/6	972,224	+6.8%	120	6,299	+11%	3,842	+1%	2,831	+0%	3,992	-3%	1,228	+8%	58,557	+23%	16,603	-13.3%	6,896	-2%
2025/7	1,025,560	-3.0%	120	7,165	+2%	4,178	-3%	2,901	-8%	4,107	-12%	1,262	+0%	64,063	+10%	16,009	-11.8%	7,046	-7%
2025/8	1,025,283	+5.9%	122	7,346	+6%	3,907	-5%	2,793	-7%	3,836	-5%	1,209	+15%	67,993	+16%	15,079	-8.8%	6,623	0%
2025/9	899,301	-6.8%	124	5,478	-9%	3,428	-14%	2,248	-23%	4,107	-3%	1,163	+1%	51,603	-5%	17,427	-1.7%	6,235	-10%
2025/10	912,109	-6.5%	125	5,545	-13%	3,482	-17%	2,516	-14%	4,122	-6%	1,242	+5%	50,117	-7%	18,200	+0.8%	6,263	-10%