



Monthly Report for November/2025

Building on the trust earned by the original Diamond KeePer, the new Diamond II KeePer represents a major evolution—the first in 19 years—featuring double the gloss (3.3 times according to tests

conducted by a third-party organization) and improved self-cleaning performance enabled by the latest chemical technologies.

Ahead of the nationwide large-scale TV commercial campaign that began on November 25, Keeper Labo conducted pre-sales, performing approximately 1,425 installations in about two weeks. Customer feedback has been highly positive, with comments such as “I was amazed by the incredible gloss.”

Customers who previously received the Diamond KeePer, W Diamond KeePer, or Eco Diamond KeePer have also been very pleased with the ability to switch to the new Diamond II KeePer simply by choosing the Diamond II KeePer B Maintenance during their maintenance visit. We strongly sense that the number of customers opting for this upgrade will continue to increase.

Now that a week has passed since the TV commercial campaign began, inquiries and reservations for the Diamond II KeePer are rising day by day, and expectations are growing tremendously.

EX KeePer Also Shows Strong Growth

The EX KeePer achieved 11.3% year-on-year growth, marking the highest growth rate among our coating products. Even in regions where new car deliveries have not yet fully recovered (particularly in the Chubu area), customer interest in high-value-added coatings remains strong.

In November, the number of store visits increased significantly, mainly for car washes (+16.6% YoY). As a result, the average unit price slightly decreased to 15,108 yen per vehicle (-6.2% YoY).

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

The sales of the Keeper Product-Related Business in November increased 5.0% year-on-year, reaching 983,057 thousand yen.

At Keeper Pro Shops, which represent the core of the aftermarket business, sales rose 6.7% year-on-year. On November 17, we launched the new product “DIA II KeePer.” As expressed in its tagline, “Right at the Heart of KeePer,” this product is positioned as a flagship service that will represent the future of KeePer. Because the DIA II KeePer sits right in the “center” in terms of both price range and service content, it is attracting very strong attention within Keeper Pro Shops. Accordingly, we conducted an intensive series of “DIA II KeePer Briefing Sessions” in November, providing explanations to approximately 6,000 participants. These sessions are continuing into December, and there is no doubt that the DIA II KeePer will serve as a major competitive advantage as we enter the peak season in December.

In the new-car dealer segment, which mainly targets the new car market, sales increased 26.9% year-on-year, showing significant growth. In addition to the continued strong performance of Subaru and Volvo, Mercedes-Benz, which began full-scale operations in August, is also actively promoting high-value-added coatings, resulting in notable progress. On the other hand, Toyota and Honda saw modest growth due to a decline in new car deliveries. However, field activities are being strengthened, and efforts are underway to drive expansion going forward.

In markets outside automobiles, similar to last month, shipments of smartphone coating products declined significantly—down 73.8% year-on-year—due to mismatched shipment timing of lot deliveries, resulting in a period of no deliveries. Nevertheless, on-site activities are becoming more active, and the attachment rate of coating services at carrier shops is gradually improving.

KeePer LABO Segment: Monthly Report (November 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 138 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%	93%	93%	101%	1	138
2023/11	124%	115%	106%	108%	1	109	2024/11	119%	109%	118%	93%	2	127	2025/11	109. 3%	104. 5%	111. 7%	93. 6%	0	138
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%
2025/11	2,170,393	+9.5%	983,058	+5.0%	1,187,335	+12.7%

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%
2025/11	1,139,947	+9.3%	138	8,608	+11%	4,674	-4%	3,226	-3%	4,546	3,1%	1,190	+11%	75,455	+17%	15,108	-6%	6,659	-7%

《LABO Stores: Existing Stores》

Existing Stores	Sales ,000 yen yoy		# stores	Number of coating units applied										# visits	yoy	ASP (yen/visit)	yoy	Productivity (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%
2025/11	1,089,822	+4.5%	127	8,370	+8%	4,537	-7%	3,072	-8%	4,314	-2%	1,117	+5%	72,271	+12%	15,080	-6%	6,745	-6%