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Monthly Report for May 2024

≪Total Sales≫

Total sales increased by 21.2% y-o-y to 1,747,256 thousand yen.

≪KeePer LABO Operation Segment (B-to-C)≫

In May, sales at all 117 directly managed stores increased 14.6% y-o-y to 936,309 thousand yen, and sales at 99 existing stores increased 3.1% y-o-y to 842,659 thousand yen.

On Wednesday, May 21st, the Kishiwada Kita store (located in Kishiwada City, Osaka: the first store in the Kansai region to be co-located with a car dealership) opened, bringing the number of directly managed stores to 117. Additionally, the Hikone store temporarily closed for expansion work to increase its coating booths (from 4 to 8 booths) and is set to reopen on June 1st.

| Number of KeePer Coating Application

・EX KeePer: 978 units, a 3.4% increase compared to the same month last year.
・Diamond KeePer Series: 3,895 units, a 6.2% increase.
・Crystal KeePer: 4,271 units, a 12.2% decrease due to the transition to the Fresh KeePer with the same durability period, which increased by 66.2% to 2,940 units. Combining these figures results in an 8.0% increase from 6,678 units to 7,211 units.
・Maintenance services for various KeePer coatings also increased by 16.5%, indicating sustained high demand for maintaining vehicles in good condition.

| Continued Success in Hokkaido

Hokkaido continues to show strong results in May, following the success in April. Sapporo store achieved 15,459 thousand yen, Teine store 12,391 thousand yen, and Shiroishi store 14,105 thousand yen, with an average of approximately 14,000 thousand yen across these three stores.

| Recovery from Hail Damage in Maebashi

In Maebashi City, Gunma Prefecture, where hail damage occurred in February, there was a 21% increase in performance at the Maebashi store, as more customers were able to proceed with planned coatings after repairing hail-damaged vehicles. Similar demand increases are expected from June onwards in Hyogo and Shiga Prefectures, which also experienced hail damage last month.

| New Packages: 'Value Plastic Fender Set' and 'Value Interior Disinfection and Antibacterial Set'
We have introduced the 'Value Plastic Fender Set', which includes coating for the increasing number of plastic parts along with the pure water hand wash A course, and the 'Value Interior Disinfection and Antibacterial Set', which cleans the car's interior thoroughly. These sets can be additionally ordered during washing, and customer response has been very positive.

| Steady Growth of 113 New Graduates
The 113 new graduate employees, two months into their employment, have not experienced any resignations and are steadily gaining the skills needed to obtain the Level 1 KeePer Coating qualification. Labor productivity stands at 6,704 yen/hour (a 1.3% increase compared to the previous year), allowing for proactive workforce expansion in anticipation of increased demand and new store openings.

≪KeePer Products Related Segment (B-to-B)≫
In May, sales in the KeePer Products Related Segment increased by 31.7% y-o-y to 810,947 thousand yen.

In the aftermarket segment, the KeePer Pro Shop, which operates gas stations, continues to see strong performance with the "Fresh KeePer." In line with its popularity, efforts to improve technical skills are being actively pursued, with over 5,100 participants in the "2024 KeePer Technical Contest," about 1.5 times more than last year. The field is highly energized.

In the new car market, although the number of new car registrations (standard passenger cars and small passenger cars) continues to face a challenging situation with a year-on-year decrease of -1.7%, KeePer has shown a 68.5% year-on-year increase in sales volume across all channels. The significant progress is attributed to customers who have experienced the benefits of KeePer once and request it again for their new cars, saying, "I want to apply KeePer when my new car is delivered" or "I saw the positive reviews of KeePer on social media and want to try it." As a result, new car dealers for Subaru, Toyota, Honda, and Mitsubishi, where KeePer is already adopted as a genuine product, have seen an increase in coating attachment rates, leading to substantial sales growth.

Coatings for items other than cars are also on the rise, with a significant increase of 489.9% in May, driven by a large number of orders for smartphone coatings.

≪Total Sales≫

(,000 yen)	Total Sales	yoy	Products	yoy	LABO	yoy
2022/4	**1,352,616**	+12.7%	**552,986**	-5.1%	**799,630**	+29.7%
2022/5	**1,248,362**	+28.2%	**521,921**	+26.0%	**726,441**	+30.3%
2022/6	**1,354,483**	+37.7%	**630,648**	+24.4%	**723,835**	+52.6%
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	**1,508,814**	+11.4%	**688,316**	+9.1%	**820,498**	+13.4%
2023/7	**1,763,277**	+34.2%	**763,163**	+51.0%	**1,000,113**	+23.8%
2023/8	**1,565,335**	+21.8%	**733,871**	+31.3%	**831,464**	+14.5%
2023/9	**1,455,244**	+19.0%	**622,488**	+19.3%	**832,756**	+18.7%
2023/10	**1,729,722**	+26.3%	**741,845**	+29.8%	**987,876**	+24.0%
2023/11	**1,757,524**	+18.8%	**884,806**	+15.5%	**872,717**	+23.8%
2023/12	**2,505,801**	+26.4%	**1,074,817**	+33.7%	**1,430,984**	+21.8%
2024/1	**1,220,047**	+26.8%	**554,423**	+41.9%	**665,624**	+16.9%
2024/2	**1,390,773**	+11.4%	**664,588**	+31.2%	**726,185**	-1.8%
2024/3	**1,834,971**	+12.6%	**836,835**	+16.4%	**998,136**	+10.3%
2024/4	**2,009,437**	+13.6%	**896,077**	+20.3%	**1,113,360**	+10.0%
★2024/5	**1,747,256**	+21.2%	**810,947**	+31.7%	**936,309**	+14.6%

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 do not include the results of FC stores.

≪LABO Stores: All Stores≫

All Stores	Sales ,000 yen	yoy	# stores	Number of coating units applied: Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX	yoy	# visits	yoy	ASP (yen/visit)	yoy	Productivity (yen/hr)	yoy
2022/4	**799,630**	+29.7%	91	**5,332**	+7%	**5,812**	+15%			**3,559**	+7%	**1,082**	+76%	**47,048**	+1%	**16,951**	+27.8%	**7,707**	-5%
2022/5	**726,441**	+30.3%	92	**6,160**	+28%	**5,905**	+18%			**3,005**	+5%	**670**	+41%	**52,667**	+22%	**13,772**	+6.4%	**7,076**	+8%
2022/6	**723,835**	+52.6%	95	**4,796**	+31%	**6,387**	+57%			**3,405**	+35%	**738**	+41%	**43,420**	+37%	**16,641**	+11.1%	**7,670**	+19%
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%
2023/12	**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	**820,498**	+13.4%	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	**1,000,113**	+23.8%	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	**831,464**	+14.5%	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	**832,756**	+18.7%	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	**987,876**	+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**	+23.8%	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**	+21.8%	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**	+16.9%	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**	-1.8%	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**	+10.3%	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%

≪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	yoy						
2022/4	**757,660**	+23.2%	86	**5,136**		**5,515**	+9%			**3,354**	+5%	**1,029**	+68%	**45,134**	-3%	**16,787**	+26.6%	**7,748**	-4%
2022/5	**682,844**	+22.7%	86	**5,954**		**5,594**	+12%			**2,814**	+5%	**613**	+29%	**50,245**	+17%	**13,590**	+5.0%	**7,080**	+8%
2022/6	**680,258**	+43.4%	87	**4,606**		**6,010**	+48%			**3,183**	+32%	**693**	+33%	**41,250**	+30%	**16,491**	+10.1%	**7,740**	+20%
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%
2023/12	**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%