This document has been translated from the original report in Japanese for reference purposes only. In the event of any discrepancy between this translated document and the original, the original shall prevail.

Monthly Report for August 2024

≪Total Sales≫

Total sales increased by 12.3% y-o-y to 1,762,161 thousand yen.

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

In August, sales at all 122 directly managed stores increased 16.5% y-o-y to 968,394 thousand yen, and sales at 107 existing stores increased 7.6% y-o-y to 894,949 thousand yen.
In August, on the 1st, we opened our first overseas KeePer LABO, the "Singapore Store." Additionally, on the 28th, we opened the "Kobe Okaba Store" in Kita Ward, Kobe City, Hyogo Prefecture, and on the 30th, the "Sakai Otori Store" in Nishi Ward, Sakai City, Osaka Prefecture, bringing the total number of directly managed stores to 122.
Note: The performance of the Singapore store is not reflected in our results as SG KeePer, which operates the store, is not consolidated.

| A Clear Contrast Between the First and Second Halves in August

August began with a streak of hot, sunny days, leading to a significant increase in car washes and a corresponding rise in coating demand.

Exisiting Stores Daily Performance	Sales	Visits				ASP (yen / visits)	Productivity (yen / hour)
		Total	(Car wash)	(Coating)	(Others)		
Pre-Obon (8/1～8/18)	36,915 k yen	2,330	(1,270)	(458)	(602)	15,846 yen	7,362 yen
Post-Obon (Typhoon) (8/19～8/31)	17,728 k yen	972	(435)	(227)	(310)	18,232 yen	5,235 yen

However, after the Obon holiday, a series of typhoons led to a sudden drop in visitor numbers nationwide. The impact of Typhoon No. 10, which lingered near Japan for about a week, was particularly significant, forcing temporary closures of 1-2 days at some stores in Kyushu. As a result, August was a month heavily affected by typhoons. On the bright side, many high-priced coatings, particularly the EX KeePer, which were scheduled for the latter half of August, have been rescheduled for September, giving us hope for the upcoming month.

| Number of Installations for Each KeePer Coating
The EX KeePer continued its strong performance with 1,056 installations (up 19.6%), exceeding 1,000 for the third consecutive month. The Diamond KeePer series also remained steady with 4,021 installations (up 6.6%). The Crystal KeePer saw a decrease of 10.6%, with 4,110 installations, due to a shift to the Fresh KeePer, which had 3,016 installations (up 74.9%). Together, this represents a 12.8% increase from 6,320 installations last year to 7,126 this year. Additionally, maintenance services for all KeePer coatings increased by 12.9%, reflecting the continued high demand for "keeping cars clean for longer," which also contributed to the increase in the average unit price (16,537 yen per car: up 11.4%).

| Realizing the Need for a Different Level of Heatwave Countermeasures
August brought an unusual heatwave, but labor productivity remained at an appropriate level of 6,625 yen per hour (y-on-y: ±0%), despite the reduction in visitor numbers caused by Typhoon No. 10. However, the relentless heat took a toll on our store staff, particularly those who joined in April and were experiencing such intense heat for the first time.
We took measures to protect our staff in the heat, such as adding more air conditioning, ensuring frequent hydration, and allowing extra time for cooling down during work hours. Additionally, we implemented emergency measures such as "limiting outdoor work to one car per person before switching" and "conducting car washes inside the coating booth when it's available." However, we recognize that rising summer temperatures are inevitable in the coming years. We are committed to developing operational methods that protect our staff from extreme heat while meeting customer demand, including structural reforms for outdoor work and the possible introduction of summer time.

≪KeePer Products Related Segment (B-to-B)≫
In August, sales in the KeePer Products Related Segment increased by 7.9% y-o-y to 782,568 thousand yen.

The "Aftermarket," centered around KeePer Pro Shops, saw only a 2.5% y-o-y increase, which did not mark significant progress. The primary reason for this was the continuous sunny weather and extreme heat from late July to August 20th, which greatly increased demand for "car washes" and "coatings."
However, in abnormal heat exceeding 35°C, while stores with well-equipped coating booths were able to meet demand, those without adequate facilities struggled as technicians became physically exhausted, making it difficult to complete services. Consequently, many stores had to limit the number of jobs they could handle per day or refuse work during the hottest hours, leading to a situation where sufficient service could not be provided. Additionally, although the heat began to subside in late August, Typhoon No. 10 caused numerous postponements and cancellations of appointments despite having many bookings.

In the new car market, although the number of new vehicle registrations (standard and compact passenger cars) decreased by 1.6% year-over-year, KeePer saw a 41.8% increase in sales volume across all channels. In August of this year, aligning with the current situation in Japan, many new car dealerships took extended Obon holidays, ranging from one week to ten days. As a result, the number of business days was reduced to about half of a regular month, making it a month with fewer delivery dates. As a new development, many Suzuki dealerships began offering KeePer services starting in August. This initiative, which targets used cars, gained momentum based on the success stories of stores that had already implemented KeePer. While the results are yet to come, the high sales volume for both new and used cars looks promising for the future.

As for our overseas operations, KeePer LABO made its international debut with the opening of our first overseas store in Singapore on August 1, 2024. Although there were some concerns about entering a new market, we achieved a solid start with sales of 3.48 million yen in August. This confirms that "KeePer" is also well-received overseas, just as it is in Japan. Additionally, KeePer Giken's expansion into Singapore has led to an influx of inquiries from other countries about introducing KeePer, indicating that our international expansion is likely to accelerate further.

≪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	**1,489,393**	+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	**1,455,244**	+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%
2024/6	**1,710,756**	+14.9%	**801,505**	+16.9%	**909,250**	+14.4%
2024/7	**1,949,737**	+10.2%	**882,622**	+15.5%	**1,067,115**	+5.4%
★2024/8	**1,762,161**	+12.3%	**782,568**	+7.9%	**979,592**	+16.1%

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	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%
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	**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	**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%
2024/6	**909,250**	+14.4%	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%

≪LABO Stores: Existing Stores≫

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	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%
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%
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%