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Monthly Report for March 2025

≪Total Sales≫

Total sales increased by 21.9% y-o-y to 2,237,954 thousand yen.

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

In March, we opened a new directly managed store, "KeePer LABO Miyagino" in Sendai City, Miyagi Prefecture on the 28th, bringing the total number of directly managed stores to 129. Additionally, on March 12th, the FC store "KeePer LABO Utsunomiya Tsuruta" opened, increasing the total number of FC stores to 19. As a result, the total number of KeePer LABO stores, including both directly managed and FC stores, reached 148.

Sales at directly managed stores totaled 1,173,065 thousand yen, a 17.5% increase compared to the same month last year. Sales at the 114 existing stores rose 9.3% year-on-year to 1,091,177 thousand yen. Sales from FC stores amounted to 21,662 thousand yen (up 31.4% year-on-year), and total sales from the KeePer LABO operation reached 1,194,727 thousand yen, a 17.8% increase compared to the previous year.

| Increased demand for both car washes and coatings

As spring finally arrived in northern Japan—where snowfall had a strong impact—demand for car washes and coatings surged. Overall, demand rose 20% year-on-year, with stores in Akita and Yamagata recording double the sales of the previous year. In addition to dirt caused by deicing agents used during winter, the massive influx of yellow sand and PM2.5, along with higher-than-usual levels of pollen, resulted in extremely dirty vehicles nationwide. This trend was especially notable in western Japan, where sales increased by 37% compared to the same month last year.

Despite the strong overall performance in March, customer visits were not evenly distributed throughout the month. Visits steadily increased during the latter half of the month, culminating in a level of bustle reminiscent of the year-end period.

As a result, labor productivity per hour rose 3.5% to 8,023 yen/hour. The average unit price also increased by 4.7%, so staff were not overly fatigued despite the high number of vehicles serviced. Moreover, with 95 new graduates joining us on April 1st, we believe we are now in a strong position to maintain appropriate labor levels moving forward.

| EX KeePer remains the top choice for new cars

In March, EX KeePer was applied to 1,428 vehicles, of which 1,325 (approximately 92%) were new cars. Among those, 774 vehicles (approximately 54%) received the "Premium" version, which includes coating not only on the body but also on glass, wheels, and other areas. This clearly demonstrates a strong preference for high-value-added services at the time of new car delivery.

≪KeePer Products Related Segment (B-to-B)≫

In March, sales from the KeePer product-related segment reached a record high for a non-peak month (excluding December, which is typically the peak season), totaling 1,043,227 thousand yen - a 27.1% increase compared to the same month last year.

In the aftermarket segment, particularly at KeePer PRO Shops, sales increased by 25.1% year-on-year. Although some disruption occurred on the ground between January and February due to the merger of four wholly owned subsidiaries of ENEOS, Japan's largest oil company, operations stabilized by March. With warmer weather and the increased presence of pollen and yellow sand, demand for cleaning vehicles surged, leading to strong performance in both coating and car wash services.

In the new car market, sales grew by 35.5% year-on-year. Sales to Toyota dealers—who hold a large share of the domestic new car market—have particularly expanded, centered around the EX KeePer. Successful implementations of KeePer products at several new car dealerships have been shared across the nationwide Toyota dealership network, which is known for its strong interconnections, contributing to widespread adoption.

Furthermore, our overseas business, particularly in Asia, continues to grow steadily, with sales increasing by 80.7% compared to the same month last year.

Our financial results for the Q3 of the fiscal year ending June 2025 are scheduled to be announced on Thursday, May 15, 2025, at 16:00.

≪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	**2,009,437**	+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**	+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**	+19.4%
2025/3	**2,237,954**	+21.9%	**1,043,227**	+27.1%	**1,194,727**	+17.8%

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≫

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						
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	**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%
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%

≪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 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	**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%
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%