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Monthly Report for July 2025

≪Total Sales≫

Total sales increased by 6.7% y-o-y to 2,081 million yen.

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

In July, two new FC stores and one directly operated store were opened, bringing the number of directly operated stores to 137 and the total number of stores including FCs to 159.

- July 2: Morioka Store (FC) – First entry into Iwate Prefecture (Morioka City)
- July 4: Aomori Store (FC) – (Aomori City, Aomori Prefecture)
- July 30: Miyanosawa Store (Direct) – (Nishi Ward, Sapporo City)

Sales for all directly operated stores increased by 4.0% YoY to ¥1,099 million, while same-store sales for 120 existing stores declined by 3.0% YoY to ¥1,025,560 thousand. Royalties and other revenues from FCs amounted to ¥21 million, a 112.9% YoY increase. Overall, total sales for the KeePer LABO business rose 5.1% YoY to ¥1,121 million.

The pre-arranged heat countermeasures proved effective in maintaining customer traffic.

Although KeePer Coatings are known for their standout feature of "making your car look freshly washed when it rains," this feature could not be showcased due to the continued dry weather. On the other hand, the extreme heat increased customer demand for “a refreshing clean,” resulting in higher traffic, particularly for car washes.

The following heat countermeasures, implemented from June, contributed significantly to this result:

1. Substantial increase in staff (+129 personnel)
2. Distribution of three cooling inner shirts and three quick-dry cooling T-shirts per staff member, selected under the supervision of Professor Ito of Chubu University
3. Provision of ¥3,000 per staff member per store for heat countermeasures, enabling a large supply of ice cream and frozen treats in store freezers
4. Incentive programs for car wash services, which involve prolonged outdoor work

As a result, despite an increase in total customer traffic and revenue, labor productivity declined to ¥6,950/hour (down 8.2% YoY), but no significant signs of staff fatigue were observed.

Conversely, the high proportion of car washes resulted in a decrease in average sales per car, down 11.7% YoY to ¥16,036. This decline in

average spending was due not only to the rise in lower-priced car washes but also to a decrease in new car deliveries caused by the Trump Tariff. This affected the volume of high-value KeePer Coatings like EX KeePer, which are typically chosen at the time of new car delivery.

The impact was particularly evident in regions near major auto manufacturers:
- Western Kanagawa (home to Nissan)
- Mikawa region of Aichi (home to Toyota)
- Suzuka City, Mie (home to Honda)

Delivery delays appear to have affected employees and families of both the manufacturers and affiliated factories in these areas, with significant impact seen at KeePer LABO stores near the production plants—especially in the Chubu region. The steepest decline occurred in late June and early July, particularly in the number of new car coating installations.

However, from late July, these issues began to resolve, and stores in central Japan started receiving increased inquiries and reservations "because the delivery date has finally been decided." We therefore expect a rebound in new car coatings from August onward, recovering from the June–July dip.

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

In July, sales in the KeePer Products Related Segment increased by 8.8% y-o-y to 960 million yen.

In the aftermarket, primarily KeePer Pro Shops, sales increased 3.7% YoY. From late June, Pro Shop operations surged following an early end to the rainy season, with YoY growth temporarily reaching 20%. However, persistent extreme heat made worksite conditions difficult, limiting working hours and capping the number of coatings performed. As a result, the shipment volume of coating products also slowed from mid-July onward.

Nonetheless, this extreme heat is expected to continue, prompting many Pro Shops to begin seriously planning for air-conditioning improvements to ensure stable operations.

In the new car dealer channel, sales increased 20.9% YoY. While new dealer development is progressing steadily, similar to June, a rush to ship vehicles to the U.S. before the Trump Tariff took effect led to a shortage of inventory available for sale and delivery in Japan. However, now that a mutual 15% tariff agreement has been reached, the situation is expected to stabilize.

Additionally, some Japanese automakers are beginning to focus more heavily on the domestic market to offset the difficulties in overseas exports, leading us to expect a positive rebound and further increases in demand.

As of August 1, KeePer Coatings are now officially handled by Mercedes-Benz Japan. The products include the "EX KeePer" as an optional service, and the "Matte Texture KeePer" will be applied to all matte-painted vehicles. This marks our second foreign automaker partnership following Volvo, with more partnerships anticipated in the future.

In the non-automotive market, sales saw a modest increase of 1.4% YoY, indicating a slowdown. This segment is considered critical during our growth phase, and the lack of progress in new business development suggests the need for a major organizational review, including staffing and

strategy.

Lastly, in overseas business, the "KeePer LABO Singapore" store opened on August 1, 2024, and has now entered its second year. Like in Japan, we anticipate strong repeat customer growth and are optimistic for a “second-year leap.”

≪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	**1,756,881**	+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**	+19.3%
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%

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.

KeePer LABO Segment: Monthly Report (July 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 129 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	104.0%	97.0%	110.0%	88.2%	1	137
2023/8	115%	107%	113%	94%	1	107	2024/8	116%	108%	97%	110%	2	122	2025/8						
2023/9	119%	109%	106%	103%	1	108	2024/9	116%	107%	101%	105%	2	124	2025/9						
2023/10	124%	114%	106%	108%	0	108	2024/10	99%	89%	84%	107%	1	125	2025/10						
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%	110%	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						

注．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.

≪LABO Stores: All Stores≫

All 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	**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%

≪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						
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%