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Monthly Report for June 2025

《Total Sales》

Total sales increased by 8.4% y-o-y to 1,858 million yen.

《KeePer LABO Operation Segment (B-to-C)》

In June, four new directly operated stores were opened, bringing the total number of directly operated stores to 136 and the total number of all stores, including franchises, to 156.

- June 18: Ashiya Store (Ashiya City, Hyogo Prefecture)
- June 24: Matsumoto Tsukama Store (Matsumoto City, Nagano Prefecture – first store in Nagano)
- June 27: Meiji-dori Oku Store (Kita Ward, Tokyo)
- June 28: Natori Store (Natori City, Miyagi Prefecture)

Sales from all directly operated stores increased by 13.3% year-on-year to ¥1,031.4 million. Sales from 120 existing stores grew by 6.8% year-on-year to ¥972.2 million. Royalties and other revenue from franchise stores totaled ¥18.9 million (up 106.7% YoY), resulting in total revenue for the KeePer LABO business of ¥1,050.3 million, a 14.2% increase year-on-year.

Following unfavorable weekend weather in May, June saw an early end to the rainy season, leading to a sharp increase in customer traffic. With prolonged dry weather and unusually high temperatures, customer demand to "refresh and clean their cars" surged. As a result, the number of car wash customers increased significantly, raising the wash ratio. While the average sales per vehicle decreased to ¥16,681 (down 12.9% YoY), total customer visits rose by 30.0% year-on-year overall, and by 23.1% at existing stores—the second highest growth rate this fiscal year.

Additionally, customer interest in car appearance surged following the end of the rainy season, with all KeePer coating services showing significant year-on-year increases. Notably, EX KeePer saw a 16% rise in applications.

The large-scale hiring completed by the end of last month (an increase of 129 staff) helped manage the increased traffic. Labor productivity came in at ¥6,804 per hour (down 2.9% YoY), only slightly below the previous year despite higher sales, and there were no signs of staff fatigue. To support staff during the heat, specially selected cooling innerwear and quick-drying T-shirts, supervised by Professor Ito of Chubu University, were distributed—three of each per person—to all 1,094 KeePer LABO employees. These items were very well received, with many staff commenting that they were "cooler than expected."

Furthermore, from July, each store will receive a monthly summer heat allowance of ¥3,000 per staff member, used to stock frozen treats such as ice cream in on-site freezers.

With extreme heat expected to continue through July and beyond, further increases in customer visits are anticipated. The early implementation of heat countermeasures in June proved to be timely and effective, helping staff remain comfortable during the early onset of hot weather.

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

Sales for the KeePer products and related business in June totaled ¥807.9 million, a 1.8% increase compared to the same month last year.

At KeePer Pro Shops, which are central to the aftermarket business, sales declined by 8.6% year-on-year, with wholesale product sales continuing to underperform as seen in the previous month. However, on-site activity at Pro Shops in June was vibrant, much like KeePer LABO, and a recovery is expected from July onward.

Sales to new car dealers, primarily in the new car market, rose significantly by 24.4% year-on-year to ¥271.0 million. According to reports from dealership personnel, “vehicles are being shipped to the U.S. mainland ahead of the implementation of sharply increased U.S. tariffs.” As a result, many vehicles manufactured in Japan are being diverted for export, creating a shortage of vehicles available for sale and delivery within the domestic market.

That said, similar situations have occurred before—for example, during the period of sudden yen depreciation a few years ago. At that time, the situation stabilized within about three months, followed by a surge in deliveries of backlogged orders. A similar rebound in demand is expected this time as well.

《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	2,016,793	+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%

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.

KeePer LABO Segment: Monthly Report (May 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 129 directly operated stores.

FY06/23	All Stores	Existing Stores			# of Direct Stores		FY06/24	All Stores	Existing Stores			# of Direct Stores		FY06/25	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
2022/7	132%	121%	104%	117%	0	94	2023/7	124%	115%	125%	92%	0	106	2024/7	106%	97%	84%	115%	0	120
2022/8	127%	117%	109%	107%	0	94	2023/8	115%	107%	113%	94%	1	107	2024/8	116%	108%	97%	110%	2	122
2022/9	124%	116%	106%	109%	0	94	2023/9	119%	109%	106%	103%	1	108	2024/9	116%	107%	101%	105%	2	124
2022/10	124%	116%	107%	108%	0	94	2023/10	124%	114%	106%	108%	0	108	2024/10	99%	89%	84%	107%	1	125
2022/11	120%	111%	96%	115%	2	96	2023/11	124%	115%	106%	108%	1	109	2024/11	119%	109%	118%	93%	2	127
2022/12	118%	110%	103%	106%	0	96	2023/12	122%	113%	106%	107%	0	109	2024/12	113%	104%	110%	94%	0	127
2023/1	115%	108%	96%	113%	0	96	2024/1	117%	107%	90%	119%	3	112	2025/1	104%	96%	106%	90%	0	127
2023/2	136%	127%	119%	107%	0	96	2024/2	98%	88%	76%	116%	0	112	2025/2	118%	108%	129%	84%	1	128
2023/3	123%	115%	106%	109%	1	97	2024/3	111%	100%	99%	101%	2	114	2025/3	118%	109%	104%	105%	1	129
2023/4	128%	121%	120%	101%	0	97	2024/4	110%	98%	99%	99%	2	116	2025/4	114%	106%	110%	97%	2	131
2023/5	114%	108%	97%	112%	2	99	2024/5	115%	103%	100%	103%	1	117	2025/5	100%	93%	89%	104%	1	132
2023/6	111%	106%	105%	101%	7	106	2024/6	114%	106%	96%	111%	3	120	2025/6	113.3%	106.8%	####	86.7%	4	136
FY total	122%	114%	105%	108%	12	106	FY total	116%	106%	102%	104%	14	120	FY total	112%	103%	103%	100%	16	136

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	Produc- tivity (yen/hr)	yoy
					Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	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%	
2022/12	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	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	+87.1%	6,804	-3%	

《LABO Stores: Existing Stores》

Existing Stores	Sales ,000 yen	yoy	# stores	Number of coating units applied										# visits		ASP (yen/visit)		Productivity (yen/hr)	
				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	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%