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June Monthly

<<Total Sales>>

The total sales for June recorded a growth of 9.8%, amounting to 1,487,193 thousand yen.

<<KeePer LABOperation Segment (B-to-C)>>

In June, we opened 7 new stores (Musashi Murayama, Kakamigahara, Akita Minami, Yoga, Isesaki, Higashi-Omiya, and Fussa), bringing the total number of directly managed stores to 107 (+12 stores yoy).

Sales at all 107 directly managed stores (excluding the temporarily closed Itabashi store) increased by 10.9% to 801,216 thousand yen compared to the same month last year when we had 95 directly managed stores. Sales at the existing 95 stores also saw a growth of 6.3% to 768,436 thousand yen.

It's important to note that the June results of the previous year were exceptionally strong, with a 52.3% increase overall, primarily due to the positive response to the "Cambria Palace" broadcast at the end of the previous month. Therefore, the comparatively slower growth in sales for June this year indicates that we are still maintaining a strong and steady growth trajectory.

We observed a notable increase in installations of high-value-added products and a rise in customer visits to our

stores. Specifically, EX KeePer, our most high-value-added product, experienced the highest growth among all the KeePer coatings, with a 29% increase in applications.

Despite the rainy season, weekends had relatively favorable weather conditions compared to May, resulting in a decent number of customers visiting our stores for car washes. Additionally, the effects of our TV commercials, which commenced in April, are gradually yielding results, leading to an increase in new customers visiting our stores. Consequently, the number of visits at existing stores also rose by 5%.

The Ariake LABO store achieved remarkable sales of 9,063,000 yen in the month following its opening. This success indicates the immense potential of our new KeePer LABO concept, which operates independently within car dealership buildings. We anticipate a rapid acceleration of our involvement with the car dealership industry in the future.

When it comes to the number of units of each KeePer coating applied, EX KeePer continued to exhibit the highest growth rate among all the coatings, with 952 units (up 29%) applied to new cars.

The Diamond KeePer series also saw an increase in applications, particularly from customers who decided to refresh their current cars or purchase used cars, totaling 3,857 units (up 13%).

The number of Crystal KeePers alone was 4,531 (down 29%), but when combined with Fresh KeePers, which have the same durability period, the total reached 6,256, reflecting a 2% decrease from the previous year. This

decline can be attributed to the significant increase in Crystal KeePers installations during the previous year (57% increase), as Crystal KeePers were prominently featured in the aforementioned "Cambria Palace" campaign.

The maintenance category for each KeePer coating witnessed an 8% increase.

As a result, the average unit price reached 17,041 yen/unit (up 2.4% from the previous year), driven by the 8% rise in customer visits and the strong demand for high-performance coatings, particularly EX KeePer. Despite the addition of 7 new stores, our man-hour productivity remained at an appropriate level, with 6,761 yen/hour.

<<KeePer Products Related Segment (B-to-B)>>

In June, sales in the KeePer products related segment witnessed a growth of 8.8%, reaching 685,976 thousand yen. However, similar to the LeePer LABO Operation segment, the growth was relatively stagnant due to the impact of the "Cambria Palace" broadcast on May 26 2022, as well as a rush demand from certain petroleum wholesalers before our product price hikes. Despite these challenges, the business performance was satisfactory, with a 35.5% increase compared to the performance of the previous two years.

The "Fresh KeePer" product continues to perform well, and combined with the rainy season in June, the concept of "when it rains, the car looks as good as if it had been washed" appears to be appealing to customers. Furthermore, the commercials launched in April have been effective in facilitating conversations with customers at PRO SHOP stores, generating significant customer interest in our products, which has been well received by store staff.

The preliminary round of the "2023 KeePer Technical Contest," which commenced in April, has witnessed great excitement, with a record number of over 3,600 PRO SHOP participants. The confidence in their technical skills has led to increased installations at PRO SHOP stores.

In the new car market, KeePer is steadily establishing its presence, and the number of vehicles with KeePer installations is on the rise. Particularly, "EX KeePer" and "Eco Diamond," launched for Honda dealers, have received positive reception due to our product advantages and high recognition, leading to a steady increase in the number of orders received.

We anticipate a significant surge in coating applications as soon as customers, who have already placed orders for KeePer coatings, start receiving their vehicles.

We will continue to focus on enhancing coating penetrations at new car dealerships of "Toyota" and "SUBARU," where KeePer has been introduced, while actively promoting new adoption activities.

We are further solidifying our strategy for international expansion, and our plans are gradually materializing. We will persistently expand our growth opportunities while maintaining a steady pace. We are also actively preparing for sales in sectors beyond automotive coatings.

Total Sales

(,000 yen)	Total Sales	yoy	Products	yoy	LABO	yoy
2021/7	1,159,148	34.4%	548,084	15.8%	610,700	59.5%
2021/8	1,107,431	4.2%	536,462	2.0%	570,969	6.7%
2021/9	1,016,789	27.1%	452,642	13.4%	564,146	41.7%
2021/10	1,145,127	28.1%	503,465	11.8%	641,662	45.3%
2021/11	1,219,449	14.6%	632,465	7.2%	586,983	24.4%
2021/12	1,696,155	9.0%	697,199	-6.9%	998,955	24.2%
2022/1	798,324	26.8%	303,228	13.0%	495,096	37.5%
2022/2	937,061	21.5%	392,224	18.6%	544,836	24.2%
2022/3	1,404,685	34.5%	665,946	23.2%	738,739	47.0%
2022/4	1,349,490	12.7%	551,960	-5.1%	797,529	29.7%
2022/5	1,247,519	28.2%	522,172	26.0%	725,346	30.3%
2022/6	1,352,773	37.7%	630,212	24.4%	722,561	52.3%
2022/7	1,312,029	12.8%	505,192	-8.1%	806,837	32.1%
2022/8	1,283,843	15.7%	558,729	4.0%	725,113	27.0%
2022/9	1,220,943	19.8%	520,208	14.6%	700,734	24.2%
2022/10	1,367,502	18.9%	570,574	12.8%	796,927	24.2%
2022/11	1,475,666	20.6%	770,858	21.5%	704,808	20.1%
2022/12	1,976,792	16.3%	802,256	14.8%	1,174,535	17.6%
2023/1	959,591	19.8%	390,149	28.2%	569,442	15.0%
2023/2	1,246,503	32.8%	506,900	29.0%	739,603	35.7%
2023/3	1,624,916	15.8%	719,696	8.5%	905,220	22.5%
2023/4	1,760,552	30.2%	739,465	33.7%	1,021,087	28.0%
2023/5	1,438,744	15.3%	614,926	17.8%	823,818	13.6%
2023/6	1,487,193	9.8%	685,976	8.8%	801,216	10.9%

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	yoy						
2020/7	386,750	36.2%	82	3,370	26%	3,642	17%			2,020	35%	293	-	25,614		15,099	32.0%	6,708	20%
2020/8	534,942	52.5%	82	6,132	61%	5,370	45%			2,447	47%	324	-	44,987		11,891	15.0%	7,097	21%
2020/9	398,034	17.3%	82	3,130	5%	3,432	-2%			2,240	9%	370	-	26,409		15,072	29.0%	6,920	11%
2020/10	441,650	58.2%	83	3,829	52%	3,771	32%			2,256	46%	435	-	32,824		13,455	20.0%	6,947	24%
2020/11	471,755	56.1%	83	4,151	30%	4,219	29%			2,256	58%	453	-	37,692		12,516	21.0%	6,933	23%
2020/12	804,250	37.3%	84	7,814	0%	7,210	17%			3,489	24%	837	-	54,122		14,860	9.0%	8,469	16%
2021/1	359,949	54.2%	84	3,075	19%	2,998	44%			1,758	41%	357	-	32,338		11,131	9.0%	6,565	21%
2021/2	438,527	49.2%	84	3,410	18%	3,512	29%			2,332	41%	480	1418%	34,965		12,542	20.0%	7,457	24%
2021/3	502,455	35.2%	84	3,549	3%	3,881	16%			2,935	39%	609	236%	33,564		14,970	18.0%	7,673	12%
2021/4	614,966	135.5%	86	4,997	93%	5,043	107%			3,311	127%	614	321%	46,364		13,264	6.0%	8,102	15%
2021/5	556,472	42.3%	86	4,805	8%	5,016	20%			2,854	52%	475	118%	43,007		12,939	8.0%	6,572	-1%
2021/6	474,371	40.5%	87	3,653	9%	4,070	15%			2,520	46%	523	162%	31,661		14,983	11.0%	6,449	-2%
2021/7	610,700	59.5%	86	5,365	59%	5,283	47%			3,141	57%	567	95%	43,429		14,062	-7.0%	6,788	1%
2021/8	570,969	6.7%	86	4,827	-21%	4,748	-12%			2,903	19%	636	96%	39,451		14,473	22.0%	6,877	-3%
2021/9	564,146	41.7%	88	4,703	50%	4,563	33%			3,002	34%	619	67%	39,009		14,462	-4.0%	6,753	-2%
2021/10	641,662	45.3%	88	5,295	38%	5,030	33%			3,150	40%	803	85%	46,123		13,912	3.0%	7,019	1%
2021/11	586,983	24.4%	88	4,795	16%	4,841	15%			2,927	30%	652	44%	43,739		13,420	7.0%	6,648	-4%
2021/12	998,955	24.2%	88	9,484	21%	8,117	13%			4,283	23%	1,181	41%	64,270		15,543	5.0%	7,834	-7%
2022/1	495,096	37.5%	89	4,178	36%	3,601	20%			2,160	23%	612	71%	42,967	33%	11,523	3.5%	6,628	1%
2022/2	544,836	24.2%	90	3,564	5%	3,785	8%			2,749	18%	782	63%	38,006	9%	14,336	14.3%	7,326	-2%
2022/3	738,739	47.0%	90	5,199	46%	5,308	37%			3,868	32%	1,039	71%	47,546	42%	15,537	3.8%	7,914	3%
2022/4	797,529	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	725,346	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	722,561	52.3%	95	4,796	31%	6,387	57%			3,405	35%	738	41%	43,420	37%	16,641	11.1%	7,670	19%
2022/7	806,837	32.1%	93	5,670	6%	6,650	26%			3,805	21%	861	52%	48,294	11%	16,707	18.8%	7,642	13%
2022/8	725,113	27.0%	93	5,611	16%	5,785	22%			3,430	18%	685	8%	46,241	17%	15,681	8.3%	7,115	3%
2022/9	700,734	24.2%	95	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	796,927	24.2%	95	6,087	15%	4,848	-4%	1,349	-	3,712	18%	789	-2%	52,446	14%	15,195	9.2%	7,192	2%
2022/11	704,808	20.1%	97	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	1,174,535	17.6%	97	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	569,442	15.0%	97	4,473	7%	3,108	-14%	922	-	2,403	11%	705	15%	43,642	2%	13,048	13.2%	6,527	-2%
2023/2	739,603	35.7%	97	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	905,220	22.5%	98	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	1,021,087	28.0%	98	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	823,818	13.6%	100	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	801,216	10.9%	107	5,187	8%	4,531	-29%	1,725	-	3,857	13%	952	29%	47,016	8%	17,041	2.4%	6,761	-12%

Existing Stores

Existing Stores	Sales		# stores	Number of coating units applied								# visits		ASP (yen/visit)		Productivity (yen/hr)			
	(,000 yen)	yoy		Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy							EX	yoy
2020/7	379,485	33.6%	80	3,319		3,584	16%			1,981	33%	287	-			15,066	31.0%	6,725	20%
2020/8	524,254	49.5%	80	6,059		5,273	43%			2,399	44%	316	-			11,865	15.0%	7,094	21%
2020/9	391,283	15.3%	80	3,095		3,386	-3%			2,201	7%	363	-			15,088	29.0%	6,931	11%
2020/10	431,598	54.6%	80	3,768		3,702	30%			2,199	43%	423	-			13,427	20.0%	6,984	25%
2020/11	459,989	52.2%	80	4,101		4,113	26%			2,184	53%	443	-			12,455	21.0%	6,951	24%
2020/12	781,619	33.4%	80	7,655		7,039	14%			3,365	20%	805	-			14,801	9.0%	8,495	17%
2021/1	346,108	48.2%	80	3,011		2,904	40%			1,690	35%	336	-			11,020	8.0%	6,578	22%
2021/2	422,192	43.7%	80	3,318		3,369	24%			2,238	35%	466	1403%			12,467	19.0%	7,487	24%
2021/3	481,273	29.5%	80	3,466		3,780	13%			2,804	33%	569	214%			14,849	17.0%	7,653	11%
2021/4	597,176	128.7%	81	4,891		4,915	102%			3,200	119%	593	306%			13,206	5.0%	8,107	15%
2021/5	532,271	36.1%	81	4,667		4,838	15%			2,691	44%	452	107%			12,822	7.0%	6,563	-2%
2021/6	456,605	35.2%	82	3,574		3,965	12%			2,403	39%	498	149%			14,848	10.0%	6,448	-2%
2021/7	582,084	52.1%	81	5,215		5,072	41%			2,979	49%	526	81%			13,946	-8.0%	6,786	1%
2021/8	544,346	1.8%	81	4,704		4,572	-15%			2,736	12%	598	85%			14,362	21.0%	6,882	-3%
2021/9	536,283	34.7%	81	4,544		4,386	28%			2,845	27%	579	56%			14,376	-5.0%	6,786	-2%
2021/10	604,468	36.9%	82	5,049		4,804	27%			2,953	31%	746	71%			13,745	2.0%	7,022	1%
2021/11	555,567	17.8%	82	4,606		4,621	10%			2,769	23%	603	33%			13,347	7.0%	6,698	-3%
2021/12	953,238	18.5%	84	9,154		7,794	8%			4,068	17%	1,114	33%			15,491	4.0%	7,866	-7%
2022/1	470,325	30.7%	84	4,023		3,447	15%			2,054	22%	564	58%	41,045	27%	11,459	2.9%	6,651	1%
2022/2	510,589	16.4%	84	3,417		3,574	2%			2,572	15%	722	50%	35,953	3%	14,202	13.2%	7,349	-1%
2022/3	691,704	37.7%	84	4,981		4,970	28%			3,593	28%	969	59%	44,784	33%	15,445	3.2%	7,949	4%
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%	88	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%	88	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%	88	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%	88	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%	89	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%	90	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%	90	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%	91	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%	92	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%	95	5,063	6%	4,408	-31%	1,658	-	3,694	8%	894	21%	45,566	5%	16,864	1.3%	6,797	-11%