

Q2 FY06 / 2024 Financial Results supplemental Materials



(TSE PRIME : 6036 JT)

13 Feb. 2024

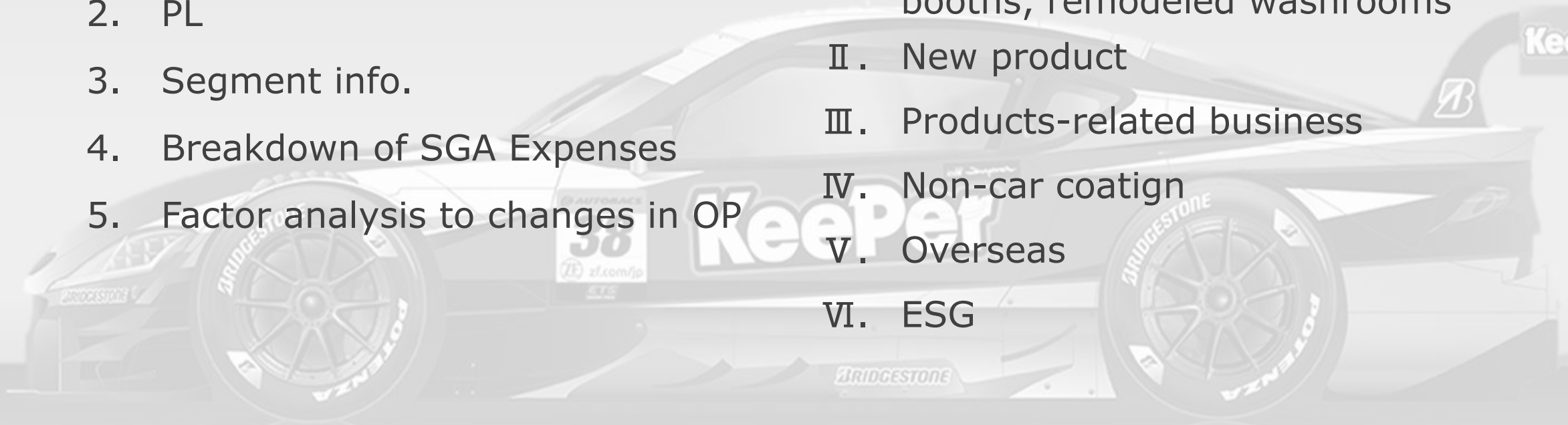
Agenda

Financial TOPIC

1. Highlights
2. PL
3. Segment info.
4. Breakdown of SGA Expenses
5. Factor analysis to changes in OP

Business TOPIC

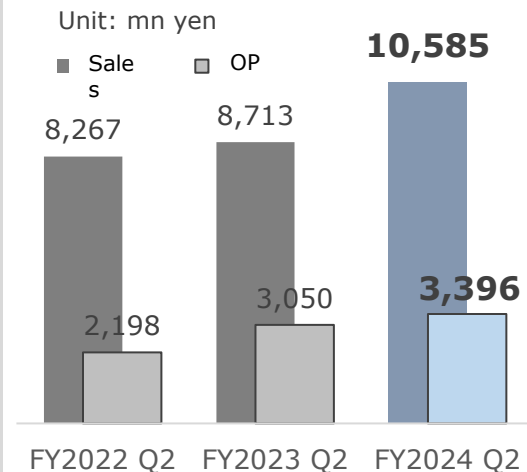
- I. New LABO and additional coating booths, remodeled washrooms
- II. New product
- III. Products-related business
- IV. Non-car coating
- V. Overseas
- VI. ESG





Net sales 10,702 mn yen +24.9% YoY
 Operating Profit 3,320 mn yen +10.0% YoY

Company plan



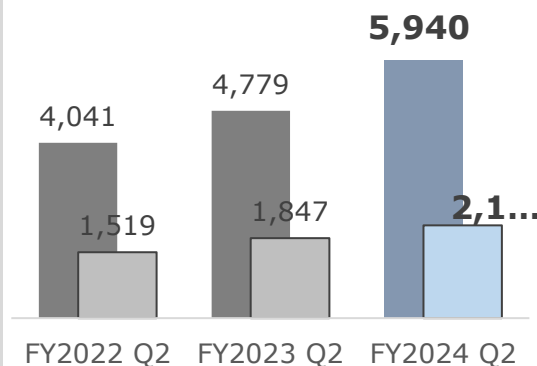
Achieved H1 company plan 101% of sales and operating profit 97%

■**To H1 plan** : Sales achieved the 1H plan due to an upswing in KeePer products related business. On the other hand, operating income fell slightly short of the 1H forecast, as sales of BM company products were mixed in Q1 and various measures not planned at the beginning of the period failed to fully offset the shortfall in Q1.

■**To annual plan** : Sales and OP are expected to continue to increase in the LABO operation and products related business. We expect to achieve its full-year forecasts by strengthening cost controls while continuing to make up-front expenditures for the future.



Q2 results



Sales +24.3% YoY, OP +16.1% YoY

■**KeePer products related** : Sales growth was driven by the new car market in particular, with sales up 26.6% YoY and operating profit up 21.0% YoY.

■**LABO operation** : Sales increased 22.4% YoY and operating profit increased 10.4% YoY due to the "Autumn Fair" held in October, which succeeded in uncovering dormant customers.

■**New store** : Opened "Okayama Store" on November 22, and opened 3 stores in the first half of the year



Oct. – Dec. 2023 Company highlights

1 Oct. - 31 Dec. 2023
 ▶ TV commercial featuring "Fresh KeePer" airing on three national TV networks.

1 Oct. - 5 Nov. 2023
 ▶ "Autumn fair" was held at all KeePer LABO. For a limited time, three services were added to car washes and coatings to attract customers.

25 Oct. - 5 Nov. 2023
 ▶ Exhibited vehicles with Fresh KeePer and EX KeePer applied at Japan Mobility Show 2023, and then appealing the sustainability story.

22 Nov. 2023
 ▶ Opened "Okayama store" of the first store in Okayama

1 - 31 Dec. 2023
 ▶ The 16th KeePer Championship was held. From this year, not only PRO SHOP, but also car stores and car dealers all over the world.

12 Dec. 2023
 ▶ In the Super Gt 2024 series, Toyota Car No.38 to compete in the GT500 class "KeePer CERUMO GR Supra", KeePer in full-color is back.

22 Dec. 2023
 ▶ Launch of golf club cleaner "Tsuyapika" a joint collaboration between Golf5 and KeePer



2. Results for Q2 and H1 of FY06/2024 : P/L

Unit: mn yen	3 months (10-12 2023)			6 months (7-12 2023)		
	Previous	Actual	YoY	Actual	H1 company plan	Progress rate
Net sales	4,777	5,940	+24.3%	10,702	10,585	101.1%
—KeePer products related	2,138	2,707	+26.6%	4,840	4,728	102.3%
—internal transaction	360	472	+31.1%	829		
—KeePer LABO operation	2,639	3,232	+22.4%	5,862	5,857	100.0%
Gross profit	3,913	4,879	+24.6%	8,759	8,678	100.9%
SGA	2,067	2,735	+32.2%	5,438	5,282	102.9%
Operating profit(OP)	1,845	2,143	+16.1%	3,320	3,396	97.7%
—KeePer products related	993	1,202	+21.0%	1,917	—	—
—internal transaction	263	336	+27.7%	607		
—KeePer LABO operation	852	941	+10.4%	1,403	—	—
Ordinary profit	1,862	2,143	+15.0%	3,324	3,396	97.8%
Net income	1,293	1,464	+13.2%	2,263	2,364	95.7%
Gross profit margin	81.9%	82.1%	+0.2 pt	81.8%	81.9%	—
OP margin	38.6%	36.0%	-2.6 pt	31.0%	32.0%	—
EPS	47.4 yen	53.6 yen	+6.2 yen	82.9 yen	—	—

3. Results for Q2 of FY06/2024 : Segment info.



KeePer LABO operation

3,232 mn yen (+22.4% YoY)
 ✓No. of visits +13.2 % YoY
 ✓Average selling price +8.8 % YoY
 ✓Opened 3 new stores in H1

KeePer products related

2,707 mn yen (+26.6% YoY)
 ✓TV commercials contributed to strong sales of PRO SHOP's Fresh Keeper.
 ✓In the new car market, Honda's growth is particularly remarkable.
 Even dealers other than those that have adopted the genuine equipment have seen an increase in the amount handled, accelerating the overall momentum.

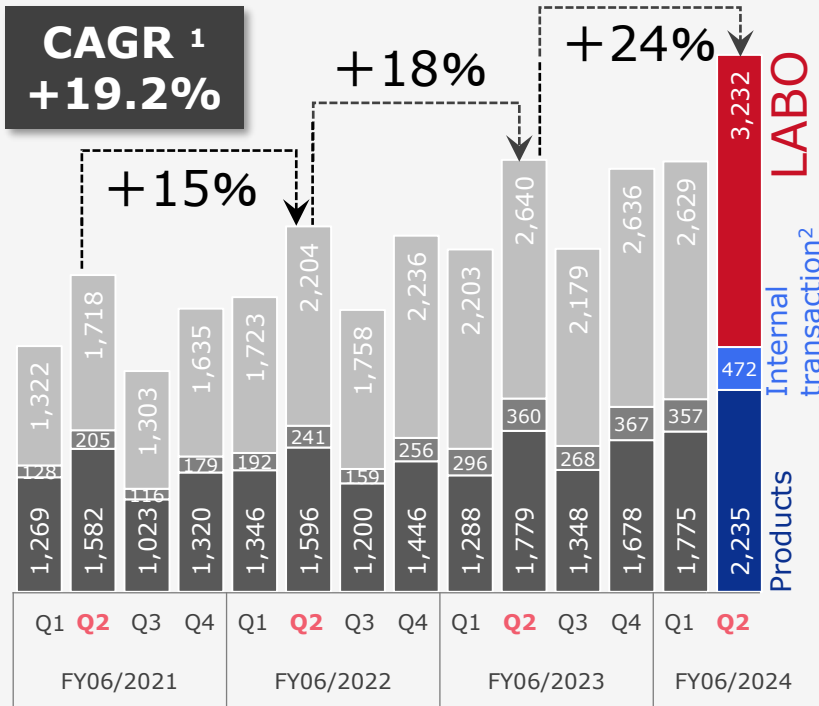
OP

941 mn yen (+10.4% YoY)
 ✓Investments in human capital in Q1 in preparation for the peak demand period in December and new store openings were effective from Q2, and the operating margin, which temporarily declined in Q1, recovered.

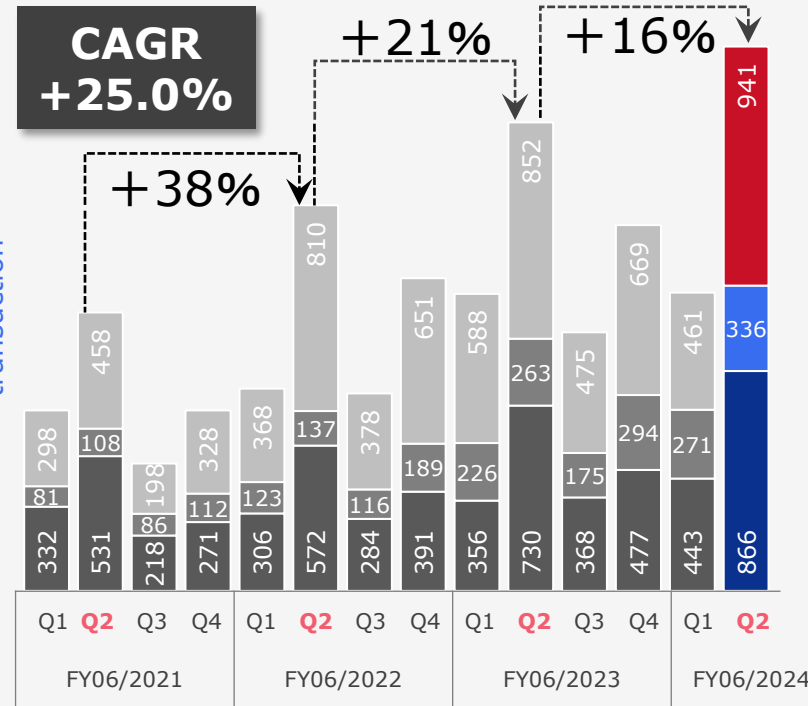
1,202 mn yen (+21.0% YoY)
 ✓Improved product mix due to expansion of high-priced coatings ⇒ GPM improvement
 ✓On the other hand, OPM deteriorated slightly due to higher personnel, travel, and advertising expenses (related to Japan Mobility Show Exhibition).

Unit: mn yen

Sales



OP



OPM



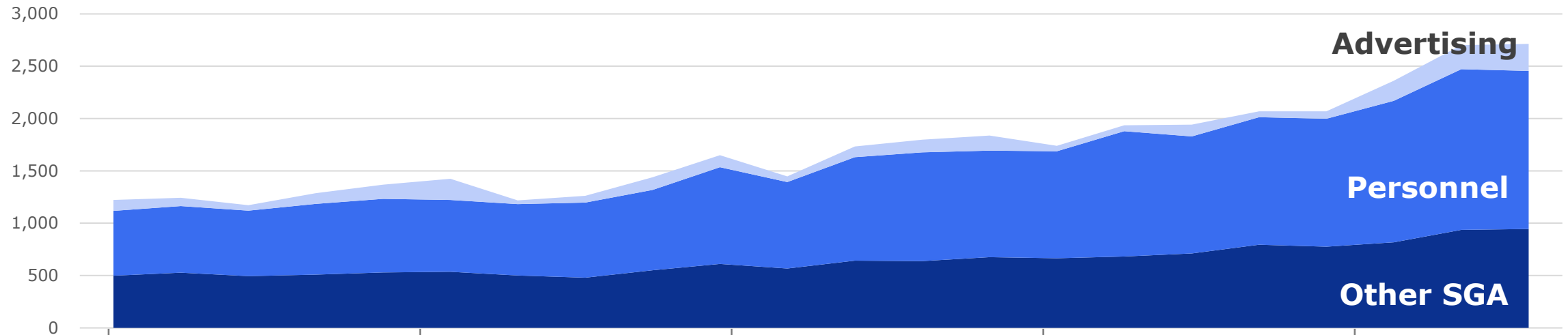
1. Compound Average Growth Rate 2. The amount of internal transactions from product-related businesses to the LABO operation business is shown.

4. Breakdown of SGA Expenses

✓ Ad. : In Q2, the YoY increase was largely due to TV commercials, and compared to Q1, expenses increased due to the Japan Mobility Show and other measures to increase awareness. In Q3, since there will be no TV commercials, the level is expected to remain unchanged from the previous year.

✓ Personnel : While personnel expenses squeezed profits in Q1, the ratio of personnel expenses to sales remained low in Q2, and planned personnel hiring was carried out.

✓ Others : Increases in land rent and depreciation costs due to the increase in the number of stores, as well as increases in expenses (company housing allowance and commuting allowance) linked to the increase in the number of employees.

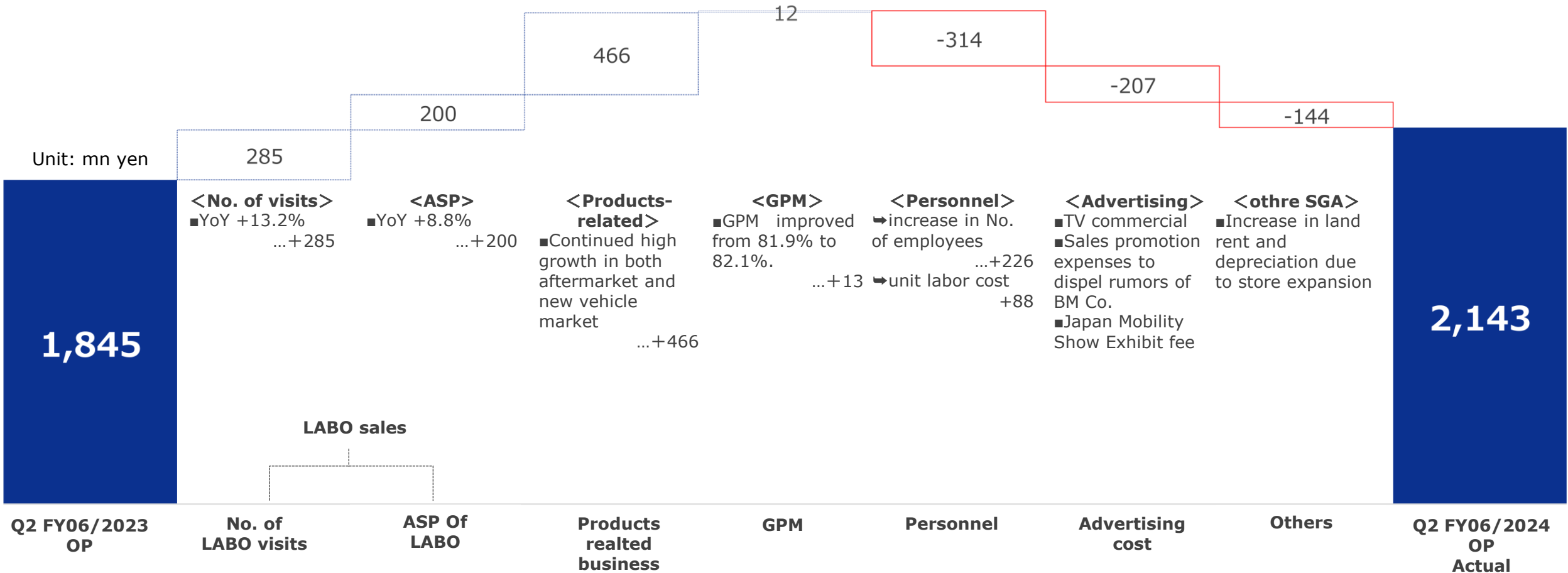


Unit: mn yen	FY06/2020				FY06/2021				FY06/2022				FY06/2023				FY06/2024	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Advertising	134	204	36	65	121	114	54	102	121	145	54	57	114	55	71	193	230	262
YoY	28.8%	161.5%	-30.8%	-36.9%	-9.7%	-44.1%	50.0%	56.9%	0.0%	27.2%	0.0%	-44.1%	-5.8%	-62.1%	31.5%	238.6%	101.8%	376.4%
Ad/sales	5.9%	7.9%	2.0%	3.1%	4.5%	3.3%	2.2%	3.3%	3.7%	3.6%	1.7%	1.4%	3.0%	1.2%	1.9%	4.1%	4.8%	4.4%
Personnel	703	685	682	718	769	925	826	989	1,039	1,017	1,022	1,196	1,117	1,218	1,221	1,352	1,535	1,524
YoY	13.4%	7.4%	8.8%	6.4%	9.4%	35.0%	21.1%	37.7%	35.1%	9.9%	23.7%	20.9%	7.5%	19.8%	19.5%	13.0%	37.4%	25.1%
Personnel/sales	31.2%	26.6%	38.8%	34.0%	28.3%	26.4%	33.8%	31.6%	31.9%	25.2%	32.8%	30.4%	29.5%	25.5%	32.2%	28.9%	32.2%	25.7%
Other SGA	530	536	499	479	549	610	567	642	637	676	664	682	711	795	776	816	936	948
YoY	6.6%	1.9%	1.2%	-5.9%	3.6%	13.8%	13.6%	34.0%	16.0%	10.8%	17.1%	6.2%	11.6%	17.6%	16.9%	19.6%	32.2%	19.2%
Others/SGA	23.5%	20.8%	28.4%	22.7%	20.2%	17.4%	23.2%	20.5%	19.5%	16.7%	21.3%	17.3%	18.8%	16.6%	20.4%	17.4%	19.7%	16.0%
Total SGA	1,367	1,425	1,217	1,262	1,439	1,649	1,447	1,733	1,797	1,838	1,740	1,935	1,943	2,068	2,068	2,361	2,703	2,735
YoY	12.0%	14.7%	3.8%	-1.9%	5.3%	15.7%	18.9%	37.3%	24.9%	11.5%	20.2%	11.7%	8.1%	12.5%	18.9%	22.0%	39.0%	32.3%
SGA/sales	60.6%	55.3%	69.3%	59.8%	52.9%	47.0%	59.3%	55.3%	55.1%	45.5%	55.8%	49.1%	51.3%	43.3%	54.5%	50.4%	56.8%	46.1%

5. Factor analysis to changes in OP



Record-high sales and operating profit in both LABO operation and product-related businesses



No. of stores in each prefecture as of the end of January 2024 (including 13 franchise stores)

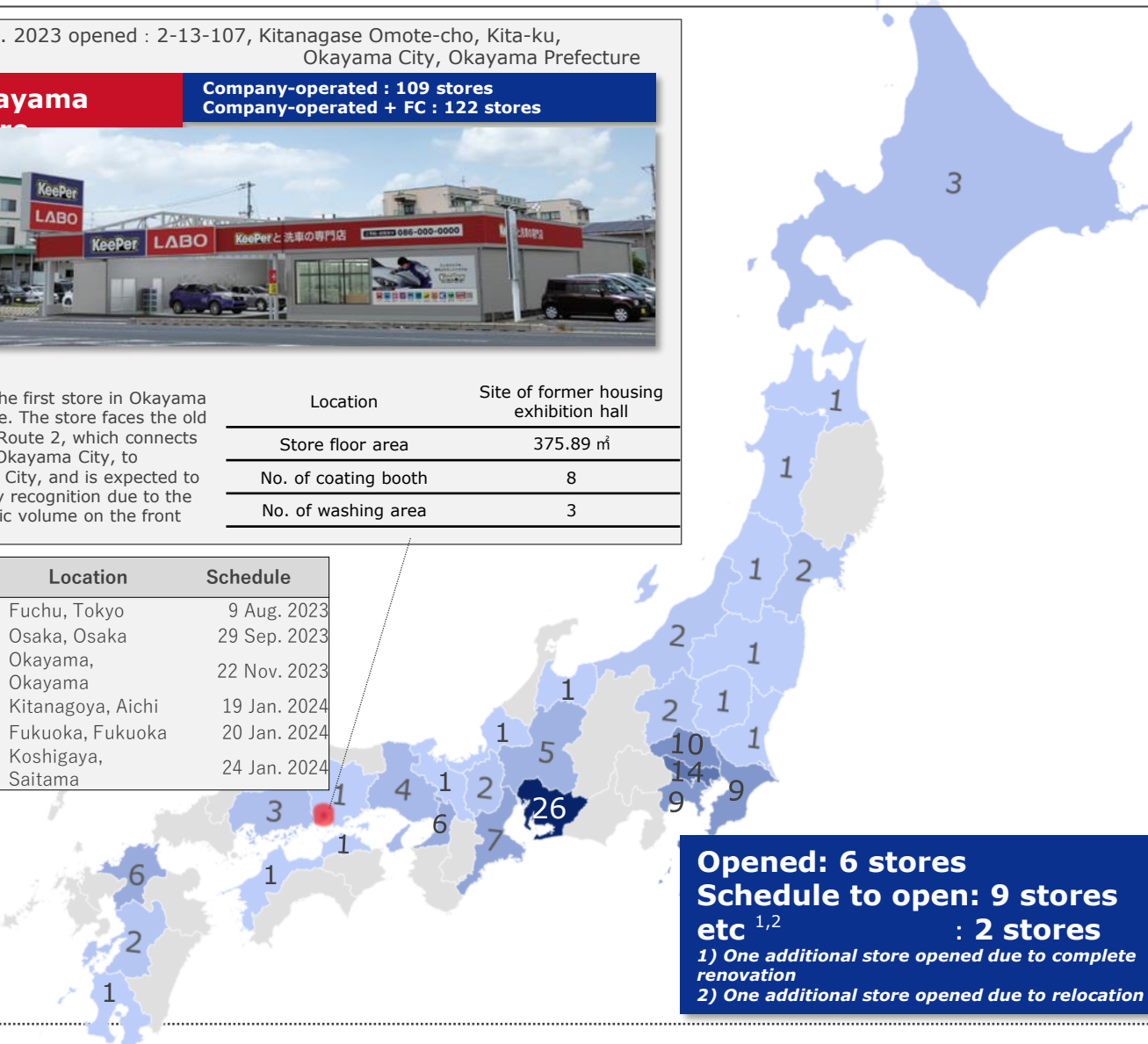
22 Nov. 2023 opened : 2-13-107, Kitagase Omote-cho, Kita-ku, Okayama City, Okayama Prefecture



■This is the first store in Okayama Prefecture. The store faces the old National Route 2, which connects Kita-ku, Okayama City, to Kurashiki City, and is expected to gain early recognition due to the high traffic volume on the front road.

Location	Site of former housing exhibition hall
Store floor area	375.89 m ²
No. of coating booth	8
No. of washing area	3

Store	Location	Schedule
Fuchu	Fuchu, Tokyo	9 Aug. 2023
Hirano	Osaka, Osaka	29 Sep. 2023
Okayama	Okayama, Okayama	22 Nov. 2023
Nishiharu	Kitanagoya, Aichi	19 Jan. 2024
Sawara	Fukuoka, Fukuoka	20 Jan. 2024
Koshigaya	Koshigaya, Saitama	24 Jan. 2024

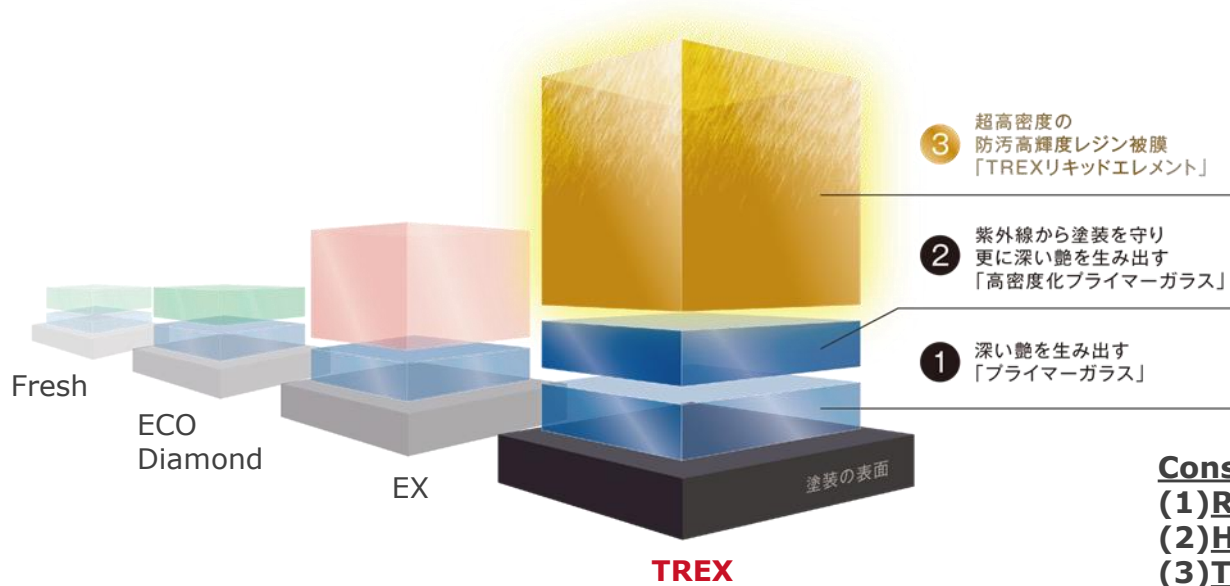


Opened: 6 stores
Schedule to open: 9 stores etc
: 2 stores
 1) One additional store opened due to complete renovation
 2) One additional store opened due to relocation

Store name	Location	Schedule
Utsunomiya	Utsunomiya, Tochigi	Mar. 2024
Yawara Inter	Tsukubamirai, Ibaragi	Mar. 2024
Nara Daianji	Nara, Nara	Apr. 2024
Kobenishi	Kobe, Hyogo	Apr. 2024
Fukuoka Kasuga ¹	Fukuoka, Fukuoka	Apr. 2024
Kishiwada	Kishidwada, Osaka	May 2024
Ichikawa	Ichikawa, Chiba	May 2024
Kobekita	Kobe, Hyogo	May 2024
Shinmatsudohigashi ²	Matsudo, Chiba	June 2024
Ageo	Ageo, Saitama	June 2024
Sakinishi	Sakai, Osaka	June 2024

Store name	Location	Booth renovation	Wash area Renovation	Closed
▼renovated				
Fukuyama	Hiroshima	3→6	4	6 days
Suginami	Tokyo	4→6		
Fukuuiwada	Fukui	4→9	4	15 days
Narumi	Aichi	4→8	4	9 days
Omiya	Saitama	4→7	3	4 days
Urawamisono	Saitama	3→5	3	
Amagasaki	Hyogo	4→6		12 days
Koriyama	Fukushima	6→10	3	10 days
246Tamagawa	Kanagawa	3→6		
Takabari	Aichi	3→5	4	14 days
▼future renovation				
Kamimizo	Kanagawa	3→6		
Hachioji	Tokyo	6→10		
Yokkaichi	Mie	3→5		
Ichihara	Chiba	3→7		
Togo	Aichi	4→8	3	10 days
Adachi	Tokyo	7→12		1 month
Komakiyama	Aichi	4→6		
Katanao	Osaka	4→7		
Hikone	Shiga	4→8		14 days
Toyama	Toyama	5→7		
Higashiurawa	Saitama	5→7		
Kodaira	Tokyo	4→9		10 days

TREX KeePer" debuts in January 2024!



Size	Price: JPY
SS	340,400
S	379,200
M	413,200
L	450,400
LL	470,000

Construction Environment

- (1) Room temperature: 22° to 28
- (2) Humidity: 35% to 65%
- (3) Time required for film curing only: 7 hours
- (4) Construction time including curing time: 24 hours in total

Background of TREX Keeper Development

TREX Keeper is so effective that even EX Keeper, which was outstandingly effective, is not even close to TREX Keeper, and the transparency is amazing, as if the surface is covered with "syrup". However, as difficult as it is to apply (poor workability), even TREX Meisters who are certified to do so can only apply it to one car per day, and they have already experienced applying it to several cars. The TREX Meister says, "I never want to do more than five units in a month. It also requires special equipment and environment (temperature and humidity are kept constant for a certain time). TREX Keeper is a symbolic product among KeePer coatings, and if the effect and finish are exceptional, naturally the price must also be exceptional, and it is not a product that sells in numbers, It is not a product that can be sold in large numbers, nor is it a product that one wants to sell in large numbers. In a sense, EX Keeper had this aspect, but now that TREX Keeper has been developed, we want to make EX Keeper a "normal product" as much as possible. The TREX Keeper is meant to make EX Keeper a "normal product" that can be used by as many people as possible.



Sales of products-related business
4,840 mn yen +30.0% YoY

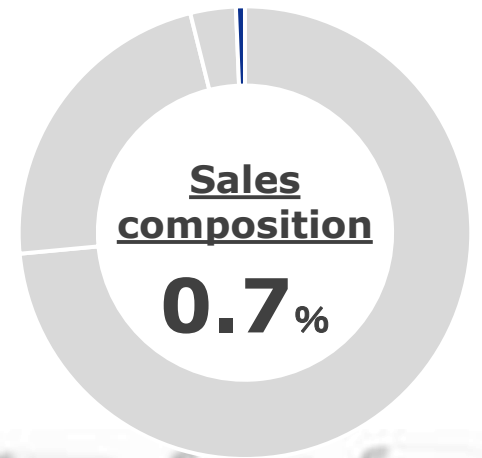
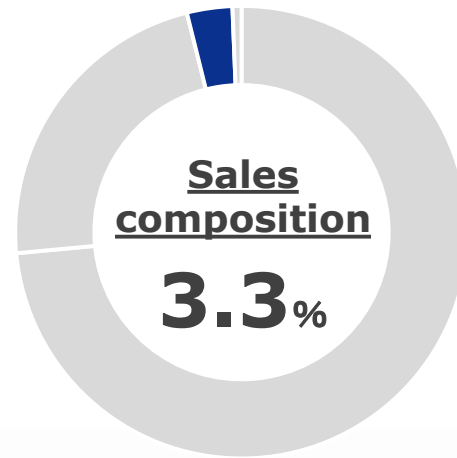
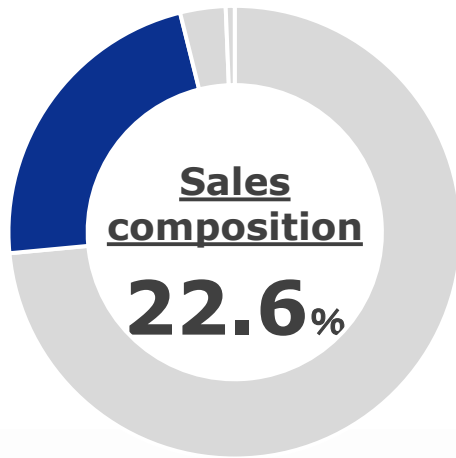
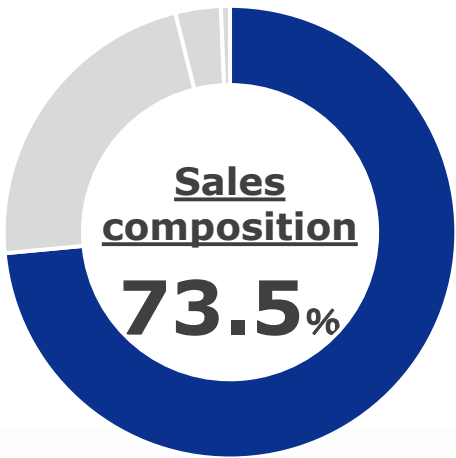


After market
 3,558 mn yen
 +18.3% YoY

New car market ↑
 1,092 mn yen
 +92.2% YoY

Non-car coating
 157 mn yen
 +20.6% YoY

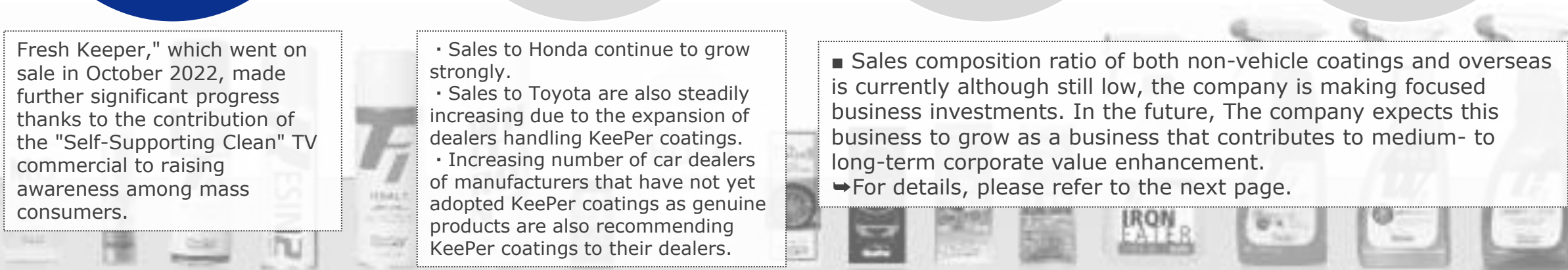
Overseas
 31 mn yen
 +63.8% YoY



Fresh Keeper," which went on sale in October 2022, made further significant progress thanks to the contribution of the "Self-Supporting Clean" TV commercial to raising awareness among mass consumers.

- Sales to Honda continue to grow strongly.
- Sales to Toyota are also steadily increasing due to the expansion of dealers handling KeePer coatings.
- Increasing number of car dealers of manufacturers that have not yet adopted KeePer coatings as genuine products are also recommending KeePer coatings to their dealers.

- Sales composition ratio of both non-vehicle coatings and overseas is currently although still low, the company is making focused business investments. In the future, The company expects this business to grow as a business that contributes to medium- to long-term corporate value enhancement.
- ➔ For details, please refer to the next page.



- Sales of non-auto coatings in H1 totaled 157 mn yen (+20.8% YoY)
- Aiming for top-line growth in sales from H2, the following additional product lineups will be fully launched and re-accelerated

『Tsuyapika』

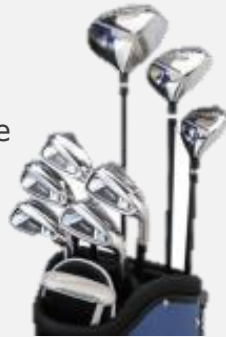


■Golf Club Cleaner

Cleaner for all materials of golf club heads and shafts. Sales will begin on December 22, 2023 at all 196 "Golf 5" specialty golf stores operated by Alpen and at the official online store. The cleaner can easily clean stubborn ball marks and stains on turf mats.



In addition, the product not only removes stains, but also has a water-repellent effect and prevents stains from sticking due to its water-repellent protective ingredients, allowing you to use your valuable golf clubs for a long time in a clean environment.



『 Bathroom KeePer
Kitchen KeePer 』

<p>お風呂キーパー</p> <ul style="list-style-type: none"> ●汚れ・湯アカを防止し、お風呂掃除がラクになる。 ●特殊な構造により、足元が滑りにくくなって安心。 	<p>キッチンキーパー</p> <ul style="list-style-type: none"> ●汚れを防止し、シンク・蛇口周りの美観超アップ。 ●独自の技術で、シンクを擦り傷から守る。
<p>独自の防汚性能で、汚れ・湯アカを寄せ付けず、お風呂掃除がラクになって時間の節約になります。</p> <p>●独自の技術で、シンクを擦り傷から守る。</p>	<p>専用コーティング膜が、シンク・蛇口周りに質感の良い光沢を加え、美しさを維持。付いた汚れも簡単に落とすことができます。</p> <p>●独自の技術で、シンクを擦り傷から守る。</p>

■Start of commercialization

To B, sales will start in February 2024 with a briefing session and training sessions for installation stores. For the "To C" market, sales are scheduled to begin in March at home centers.

At this point, reservations for the briefing sessions and training sessions have exceeded expectations. We are expecting a strong start.

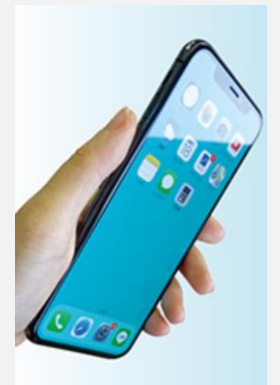
『Keeper on vending machines』

Since it can significantly reduce the burden of maintenance on vending machines, deliveries to major vending machine manufacturers began in September 2023. We aims to make it the de facto standard in the industry.



『Smartphone KeePer』

Smartphone Keeper is the application of car coating technology to smartphones. We had been developing this product since 2019. It has been sold at docomo stores nationwide so far, and is being rolled out to other manufacturers, it has begun to re-accelerate here.



Daegu : 1st store in South Korea



First store opening in Korea in Daegu Metropolitan City in September 2023. Booths where KeepPer coating is available inside new Lexus and Toyota dealerships



Kwun Tong : 11th store in Hong Kong



11th Hong Kong store to open in December 2023.

Zhubei : 3rd store in Taiwan



Third Taiwan store to open in November 2023, recorded sales of over 9 mn yen in a single month in Dec. the month after opening. Average LABO sales in Dec. 2023 in Japan : 13 mn yen Average monthly sales of new LABO stores in Japan: (opened since Sep. 2014) 3.4 mn yen



BARRANCA DEL MUERTO : 1st store in Mexico

First Mexican store to open in Mexico City, the capital city, in Nov. 2023. Operated by Subaru Mexico, a distributor of Subaru vehicles

提供元: Bing © GeoNames, Microsoft, Navinfo, OpenStreetMap, TomTom, Zenrin

Demand is solid overseas, and we will expand our business through both KeepPer LABO (BtoC) and PRO SHOP (BtoB), just as we have done in Japan.

Promote the Japan Mobility Show in October-November 2023 with an exhibit promoting the sustainability story.

キーパーが商品に込めた想い

洗車の水と時間を劇的に減らし、あなたと家族の大切な時間へ。

多くの人にとって、洗車はとっても面倒くさいこと。その時間を趣味や家族との大切な時間に使ってほしい。そんな想いから生まれた「フレッシュキーパー」には、ボディにホコリや水シミなどが密着しなくなり雨が降れば汚れが水滴と共に流れ落ちてしまう「自浄効果」があります。

つまり、自然の雨が、勝手に洗車してくれる。それって、洗剤も使わず、節水にもなるし、洗車場に行くためのガソリン代も節約できたり、地球に優しいクルマ生活のひとつだと思います。

そして何より届けたいのは、洗車に掛かっていた時間です。どうか、その時間を趣味や家族との楽しい時間にってください。

それが、クルマ生活の新常态。
春夏秋冬、勝手にキレイ。



Japan Mobility Show
Oct. 25 – Nov. 5
Tokyo Big Sight
No. of visitors:
1.11 million

洗車の水と時間を劇的に減らし、あなたと家族の大切な時間へ。

当ストーリーの主人公
三浦さんファミリーとは？

「PRIUS PHV」を車購入に
DIAMOND Energy

「PRIUS PHV」を車購入から1年
フレッシュキーパー

KeepPer をしている、三浦さんファミリーのPRIUS PHV “本当にあった5年間ストーリー”

KeepPer をしていたので、
3,900ℓ節水と78時間節約

PRIUS PHVに乗っていたので、
4,730ℓ燃料を節約と55時間節約

だから、洗車と給油の回数が劇的に減って、
家族との大切な時間が5年間で133時間増えた

家族時間が増える!
KeepPer & PRIUS PHV

家族時間を占めた、三浦さんファミリーは、さっそく家PRIUS PHVに乗り換えました。それが、今日展示してある車です！

キーパーをしていない、一般的なガソリン車の場合・・・

Appendix

FY06/2023

Total assets 15,079 mn yen

cash and deposits 3,573 accounts receivable 1,356 merchandise 1,163 other current assets 583 non-current assets 8,404 mn yen	interest-bearing debt 160 provisions 481 other liabilities 3,287 net assets 11,151
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Q2 FY2024

Total assets 16,396 mn yen

cash and deposits 3,880 accounts receivable 2,286 merchandise 661 other current assets 582 non-current assets 8,985	Interest-bearing debt 136 provisions 463 other liabilities 3,488 net assets 12,308
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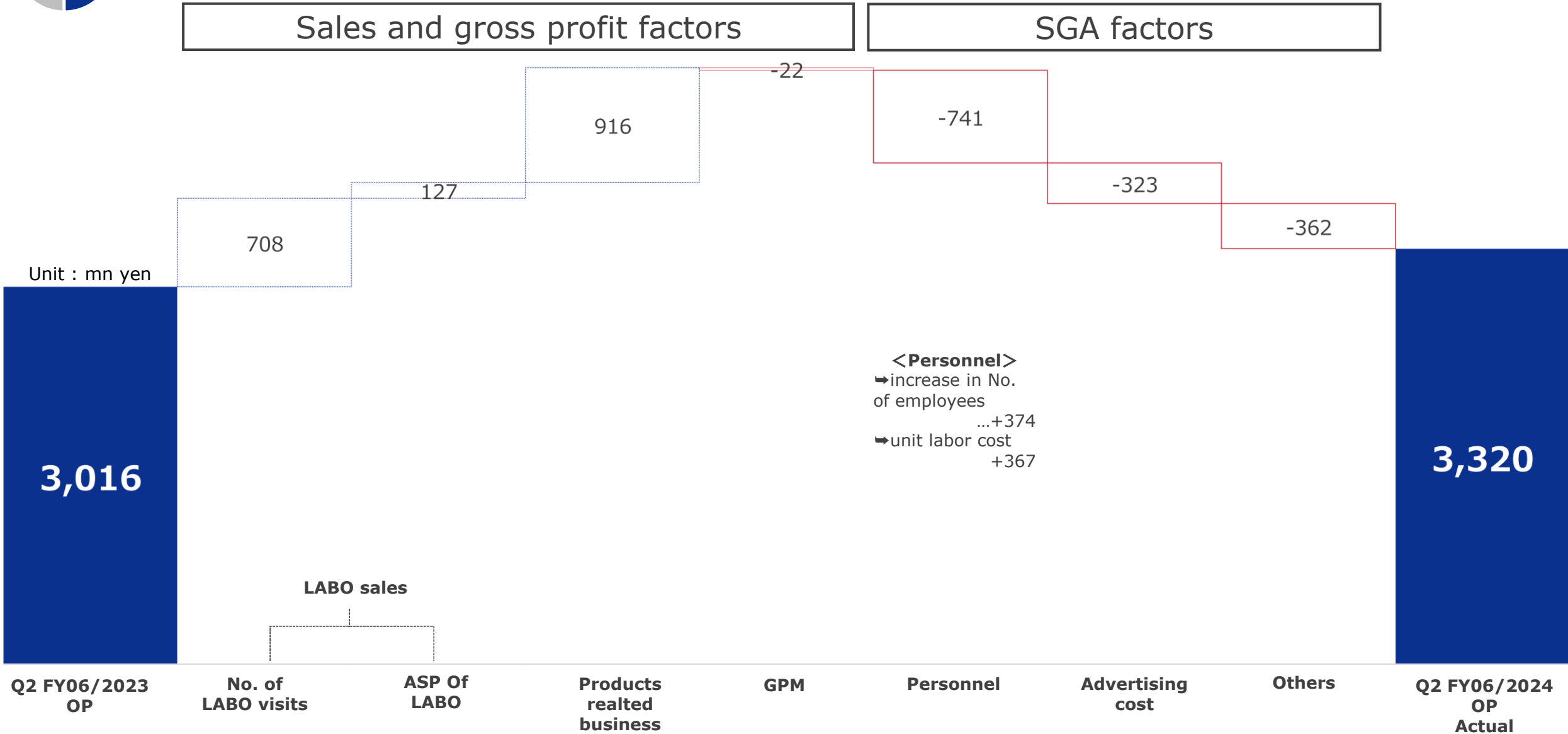
- Assets increased due to acquisition of tangible fixed assets
- Increase in net assets due to net income and disposal of treasury stock.

BPS 450 yen

PBR x 12.9

EPS 82.9 yen

Equity Ratio 75.1%



Q2 FY06/2023 OP

No. of LABO visits

ASP of LABO

Products realted business

GPM

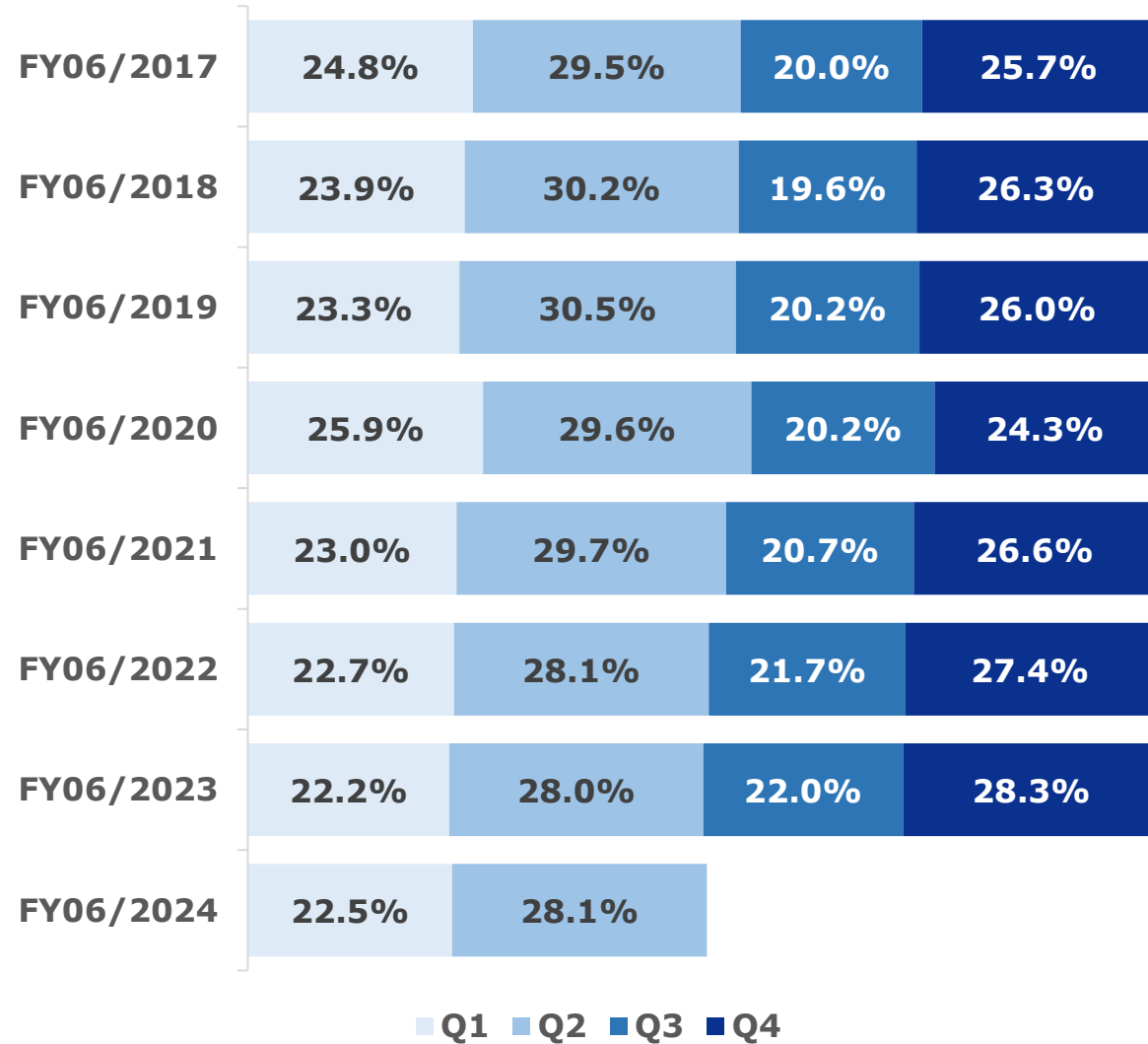
Personnel

Advertising cost

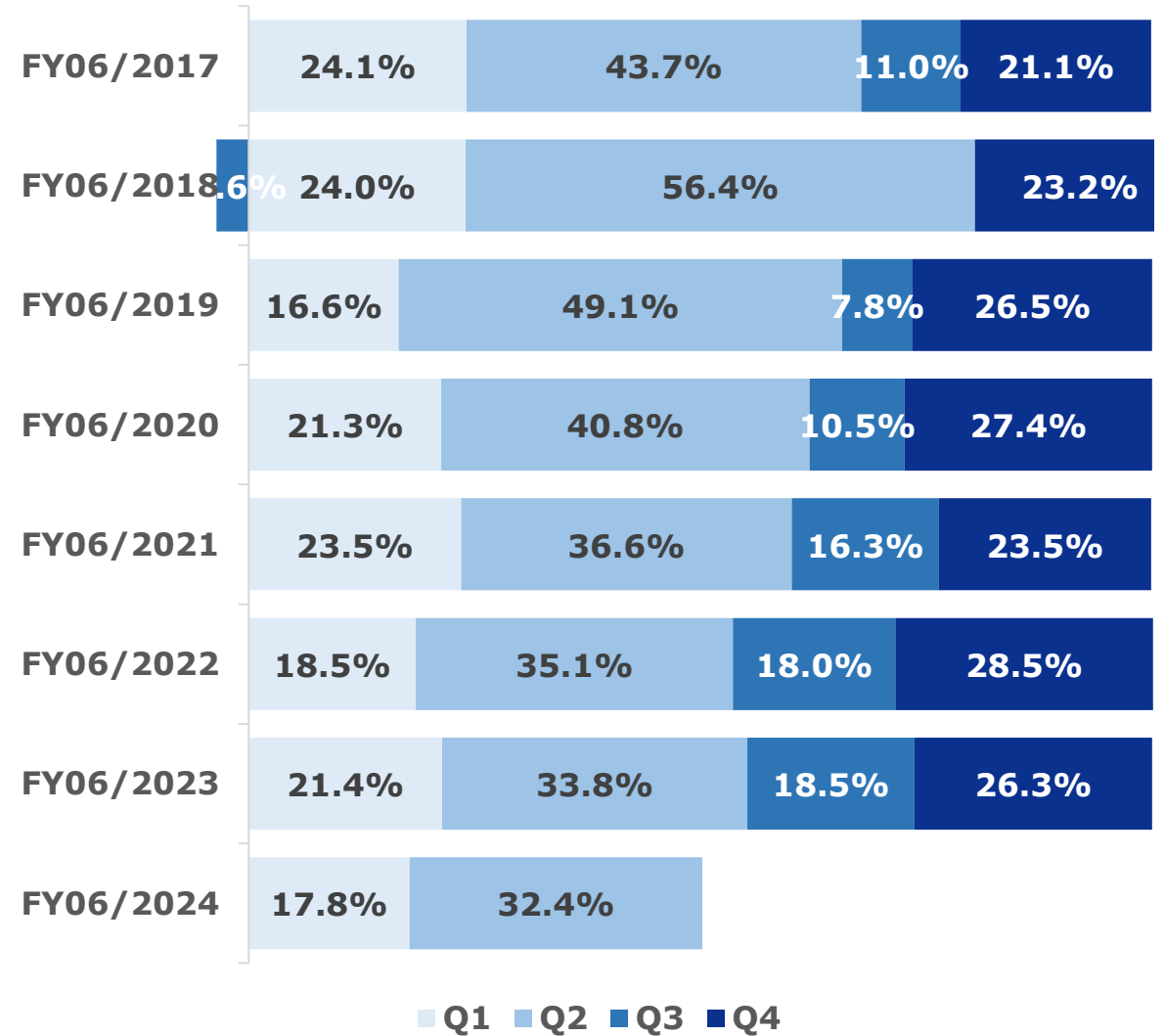
Others

Q2 FY06/2024 OP Actual

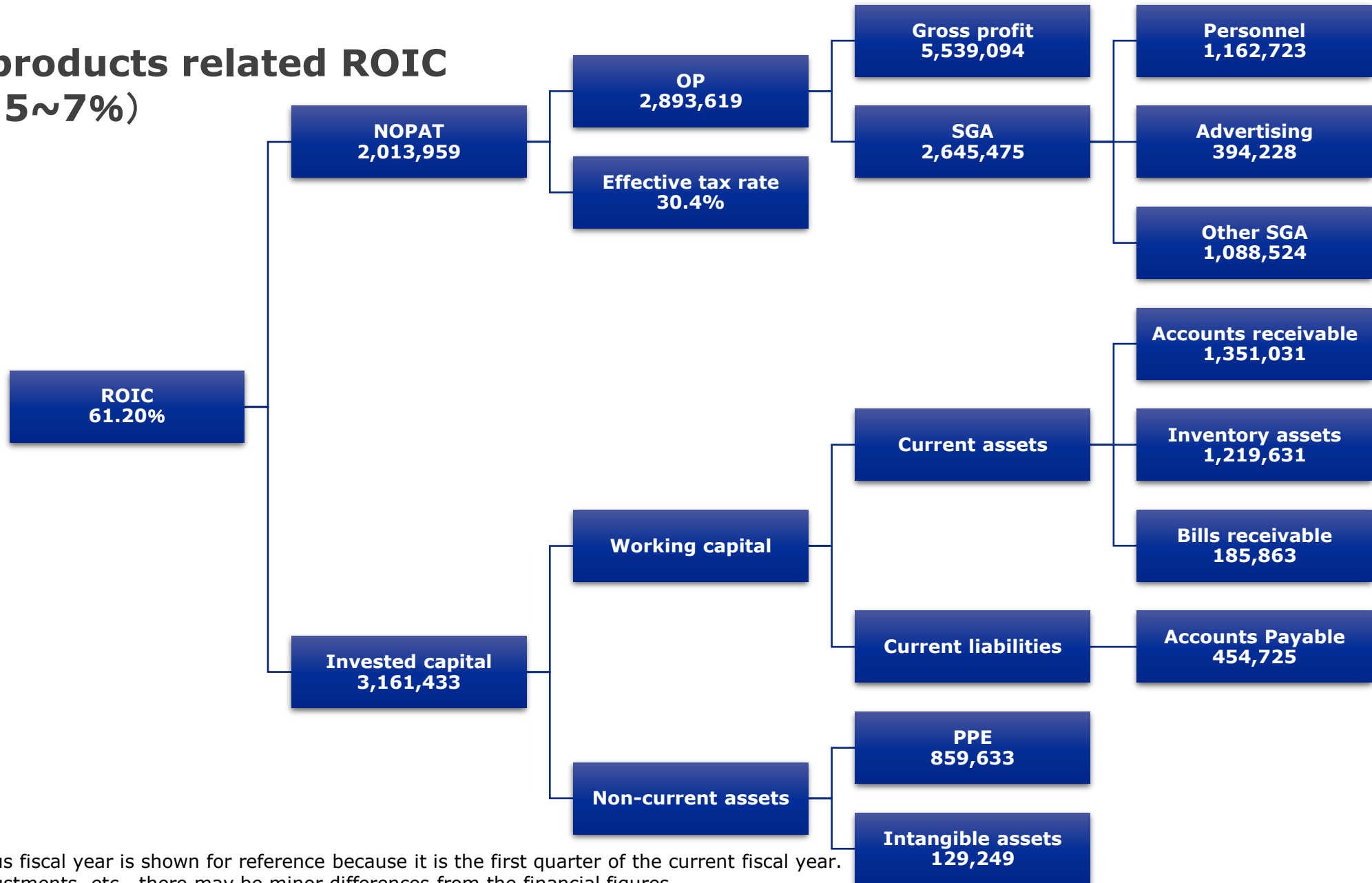
» Sales composition



» OP composition



■ **Keeper products related ROIC**
(WACC : 5~7%)

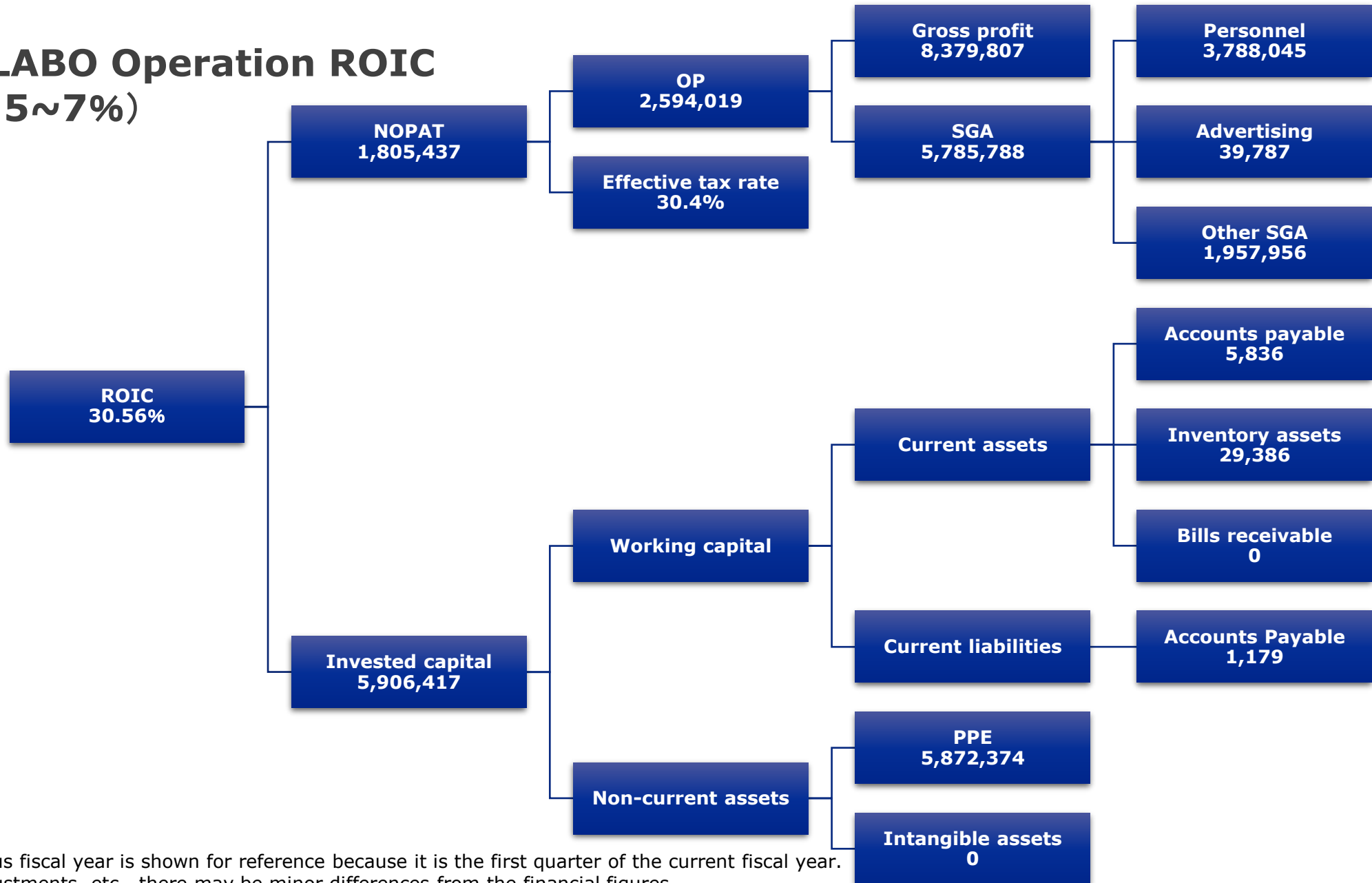


Unit: thousand yen

* ROIC for the previous fiscal year is shown for reference because it is the first quarter of the current fiscal year.

* Due to financial adjustments, etc., there may be minor differences from the financial figures.

■ KeePer LABO Operation ROIC (WACC : 5~7%)



Unit: thousand yen

* ROIC for the previous fiscal year is shown for reference because it is the first quarter of the current fiscal year.

* Due to financial adjustments, etc., there may be minor differences from the financial figures.

Segment Breakdown

Total	FY06/21					FY06/22					FY06/23					FY06/24	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Revenue	2,719	3,505	2,442	3,134	11,801	3,261	4,041	3,117	3,938	14,358	3,787	4,779	3,795	4,680	17,041	4,762	5,940
yoy	465	928	685	1,024	3,102	542	536	675	804	2,557	526	738	678	742	2,683	975	1,161
yoy%	20.6%	36.0%	39.0%	48.5%	35.7%	19.9%	15.3%	27.6%	25.7%	21.7%	16.1%	18.3%	21.8%	18.8%	18.7%	25.6%	24.3%
OP	711	1,097	502	711	3,021	797	1,519	778	1,231	4,326	1,169	1,847	1,019	1,439	5,474	1,176	2,143
yoy	420	548	350	337	1,654	86	422	276	520	1,305	372	328	241	208	1,148	7	296
yoy%	1440.0%	98.3%	2444.4%	89.8%	121.0%	12.1%	38.5%	55.0%	73.1%	43.2%	46.7%	21.6%	31.0%	16.9%	26.5%	0.5%	16.0%
OPM	26.1%	31.3%	20.6%	22.7%	25.6%	24.4%	37.6%	25.0%	31.3%	30.1%	30.9%	38.6%	26.9%	30.7%	32.1%	24.7%	36.1%
Keeper LABO operation																	
Revenue	1,322	1,718	1,303	1,635	5,978	1,723	2,204	1,758	2,236	7,921	2,203	2,640	2,179	2,635	9,657	2,629	3,232
yoy	342	546	398	640	1,926	401	486	455	601	1,943	480	436	421	399	1,736	426	592
yoy%	34.9%	46.6%	44.0%	64.3%	47.5%	30.3%	28.3%	34.9%	36.8%	32.5%	27.9%	19.8%	23.9%	17.8%	21.9%	19.3%	22.4%
OP	298	458	198	328	1,282	368	810	378	651	2,207	582	859	475	669	2,585	461	941
yoy	244	234	199	232	909	70	352	180	323	925	214	49	97	18	378	-121	82
yoy%	451.9%	104.5%	-	241.7%	243.7%	23.5%	76.9%	90.9%	98.5%	72.2%	58.2%	6.0%	25.7%	2.8%	17.1%	-20.7%	9.5%
OPM	22.5%	26.7%	15.2%	20.1%	21.4%	21.4%	36.8%	21.5%	29.1%	27.9%	26.4%	32.5%	21.8%	25.4%	26.8%	17.5%	29.1%
No. of visits	10.6%	28.1%	25.8%	53.0%	29.1%	25.5%	23.5%	27.4%	19.3%	23.5%	13.7%	9.5%	12.6%	11.6%	11.6%	23.0%	13.2%
ASP	25.5%	16.3%	15.7%	8.3%	16.2%	5.1%	4.8%	7.3%	15.3%	7.3%	12.8%	9.9%	10.6%	4.9%	9.3%	-3.0%	8.8%
Keeper Products related																	
Revenue	1,397	1,787	1,139	1,499	5,822	1,538	1,837	1,359	1,702	6,436	1,584	2,139	1,616	2,044	7,383	2,490	2,707
yoy	123	383	287	382	1,175	141	50	220	203	614	46	302	257	342	947	906	568
yoy%	9.7%	27.3%	33.7%	34.2%	25.3%	10.1%	2.8%	19.3%	13.5%	10.5%	3.0%	16.4%	18.9%	20.1%	14.7%	57.2%	26.6%
OP	413	639	304	383	1,739	429	709	400	580	2,118	587	989	543	770	2,889	714	1,202
yoy	176	305	160	105	746	16	70	96	197	379	158	280	143	190	771	127	213
yoy%	74.3%	91.3%	111.1%	37.8%	75.1%	3.9%	11.0%	31.6%	51.4%	21.8%	36.8%	39.5%	35.8%	32.8%	36.4%	21.6%	21.5%
OPM	29.6%	35.8%	26.7%	25.6%	29.9%	27.9%	38.6%	29.4%	34.1%	32.9%	37.1%	46.2%	33.6%	37.7%	39.1%	28.7%	44.4%

Note

This document has been translated from the Japanese original for reference purpose only.

In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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