



KeePer Technical Laboratory Co., Ltd. Briefing Materials – FY06/2025

-Tokyo Stock Exchange Prime Market / Nagoya Stock Exchange Premier Market

August 21, 2025 (Thu)

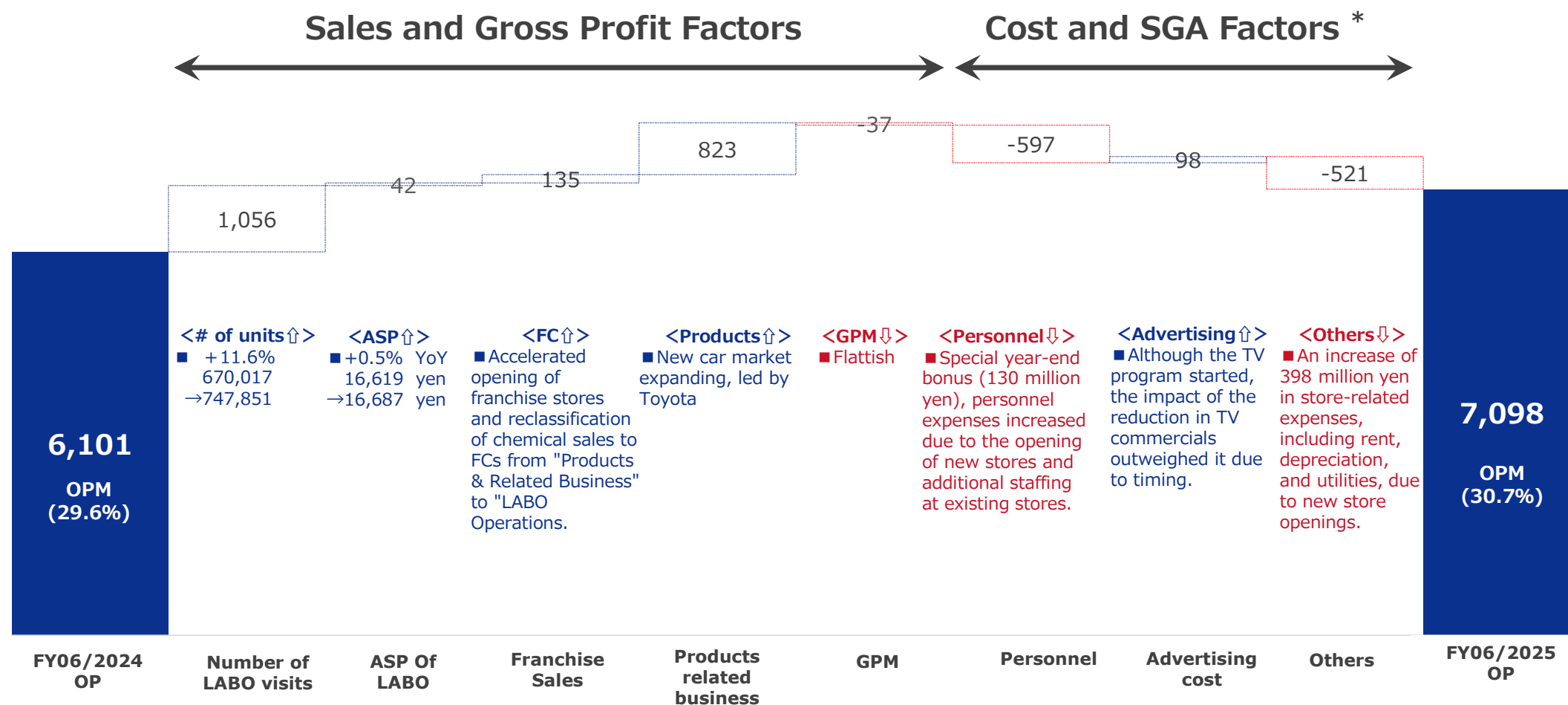


YoY Results 3 months (Apr-June)

YoY Full Year (July-June)

vs Forecast

Million Yen	FY06/'24 Q4	FY06/'25 Q4	YoY	FY06/'24 FY	FY06/'25 FY	YoY	FY06/'25 Forecast	Progress
Net Sales	5,465	5,851	+7.1%	20,574	23,093	+12.2%	24,500	94.2%
–Products	2,495	2,516	+0.8%	9,393	10,400	+10.7%	11,500	90.4%
–LABO	2,969	3,335	+12.3%	11,181	12,692	+13.5%	13,000	97.6%
COGS	2,496	2,810	+12.5%	9,679	11,013	+13.8%	–	–
Gross Profit	2,969	3,040	+2.4%	10,895	12,079	+10.8%	–	–
SGA	1,260	1,314	+4.3%	4,794	4,981	+3.9%	–	–
OP	1,708	1,728	+1.1%	6,101	7,098	+16.3%	7,000	101.4%
–Products	1,091	1,064	-2.5%	3,828	4,381	+14.4%	–	–
–LABO	617	663	+7.4%	2,272	2,716	+19.5%	–	–
Recurring Profit	1,683	1,775	+5.4%	6,075	7,131	+17.4%	6,950	102.6%
Net Income	1,445	1,228	-15.0%	4,421	4,888	+10.6%	4,800	101.8%
OPM	31.3%	29.5%	-1.8 pt	29.6%	30.7%	+1.1 pt	28.5%	–
–Products	43.7%	42.2%	-1.5 pt	40.8%	42.1%	+1.3 pt	–	–
–LABO	20.8%	19.9%	-0.9 pt	20.3%	21.4%	+1.1 pt	–	–



*Certain personnel expenses, depreciation, rent, and utilities of the LABO management business, which were previously included in SGA, are now included in cost of sales, but the relevant cost of sales is again included back in SGA in the analysis of changes in OP.

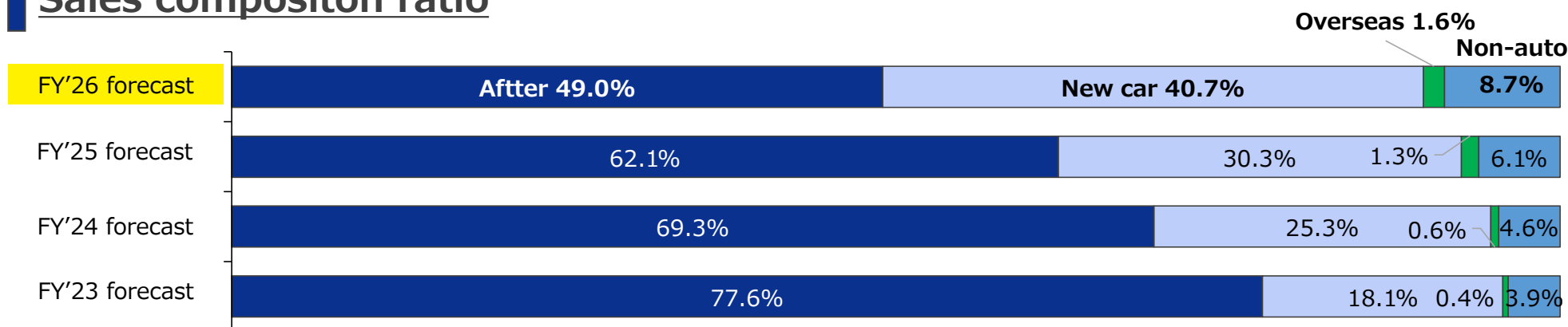
KeePer Products Related Segment (B2B)

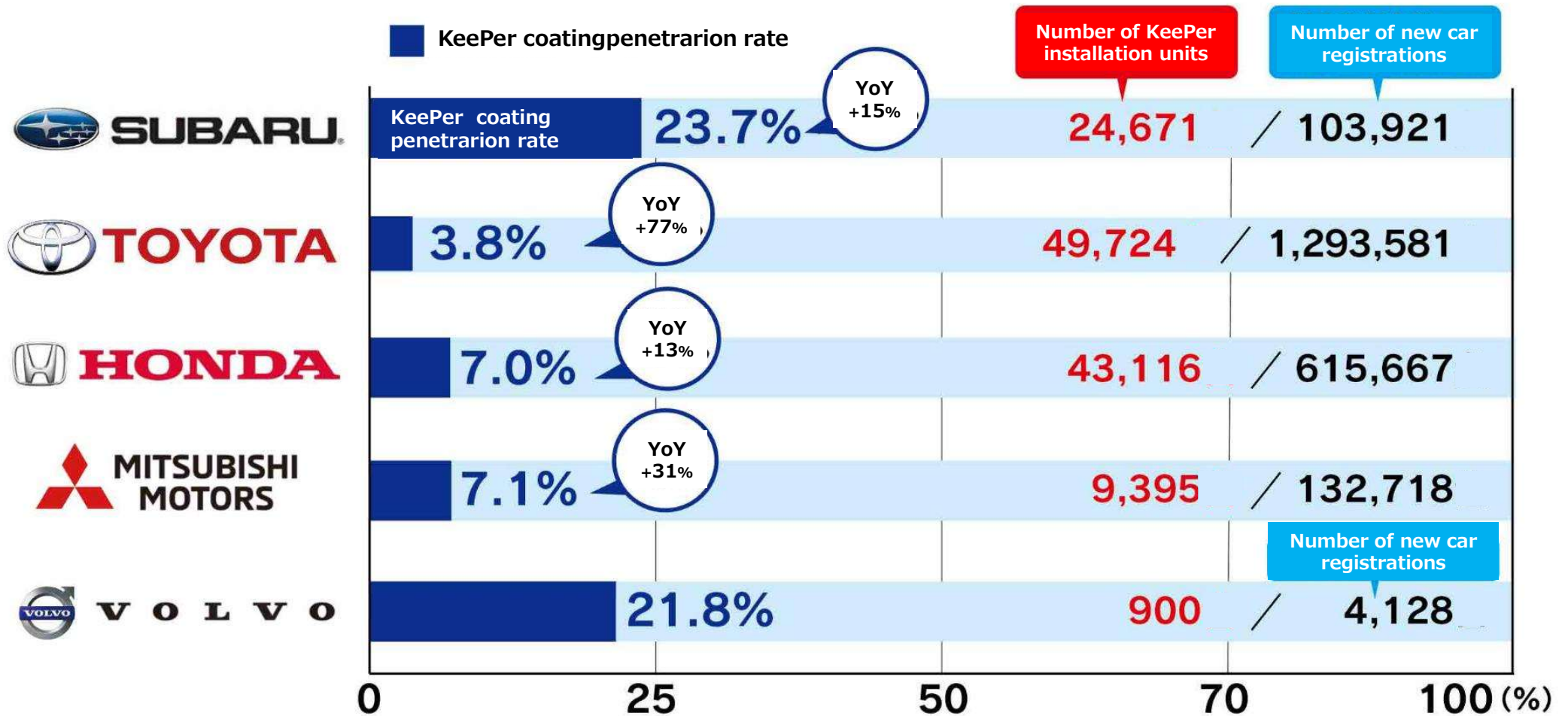


FY 06/2026 Products-related business forecasts

mn yen	FY06/2024 Results			FY06/2024 Results			FY06/2026 Forecasts		
	Results	Composit ion-ratio	YoY	Results	Compositi on-ratio	YoY	Forecasts	Compositio n-ratio	YoY
Total	9,393	—	+27.2%	10,400	—	+10.7%	12,100	—	+16.3%
After	6,512	69.3%	+13.7%	6,464	62.1%	-0.8%	5,935	49.0%	-8.2%
New-car	2,381	25.3%	+78.4%	3,156	30.3%	+32.4%	4,915	40.7%	+55.7%
Non-auto	435	4.6%	+51.4%	639	6.1%	+46.9%	1,050	8.7%	+64.4%
Overseas	61	0.6%	+87.2%	141	1.3%	+131.1%	200	1.6%	+41.8%

Sales composition ratio





Non-auto coating

» House cleaning and B2C products such as Bath Keeper and Kitchen Keeper are expanding.→ In addition to reducing the effort of bathroom cleaning, they also help prevent slipping in bathtubs, leading to increased adoption in hotels.



» Smartphone Keeper is performing well, with further expansion of applications targeted.



» Focus areas include home appliances, sporting goods, railway-related products, marine, and wheels.

Overseas



Taiwan 11 stores



Singapore 1

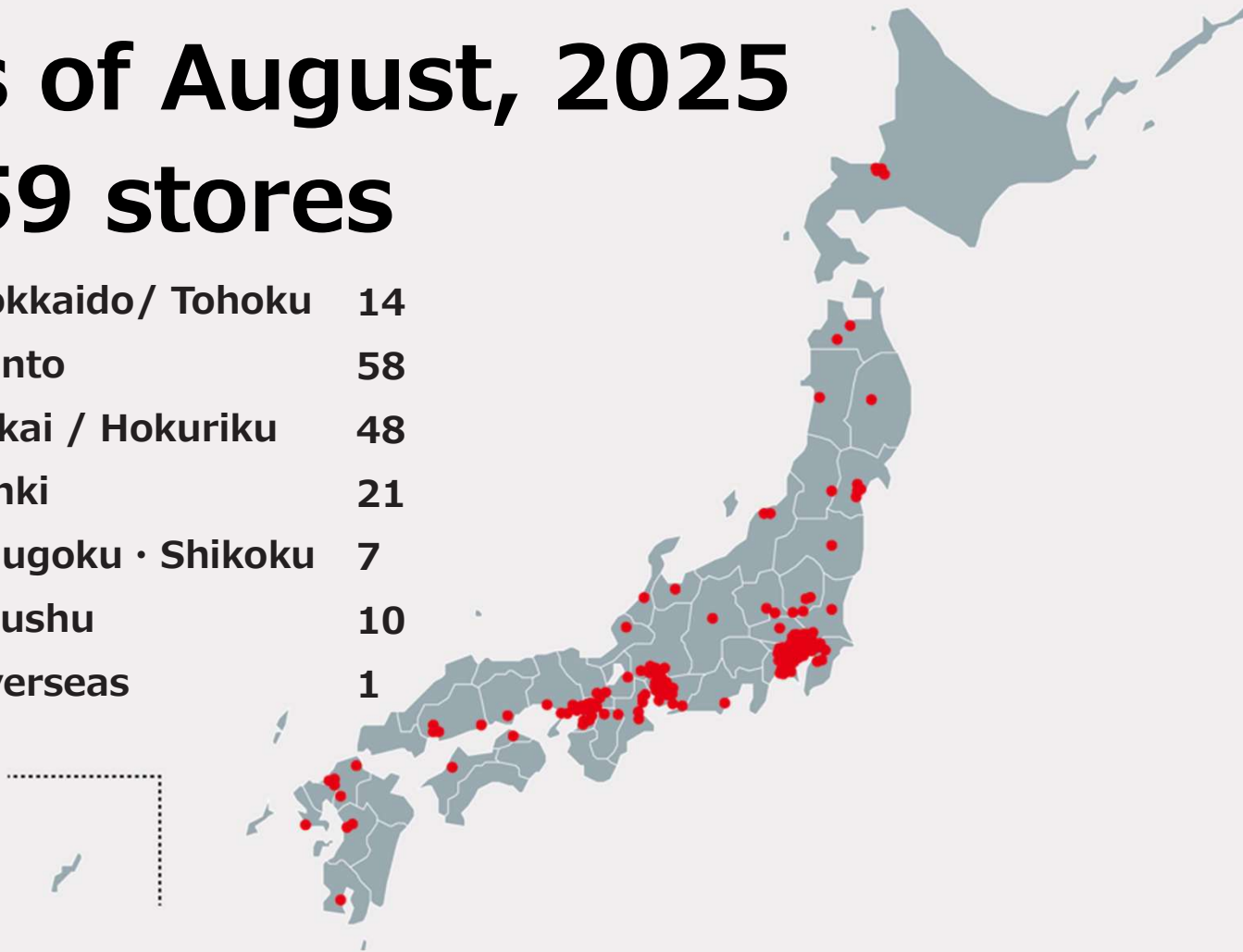


KeePer LABO Operation Segment (B2C)



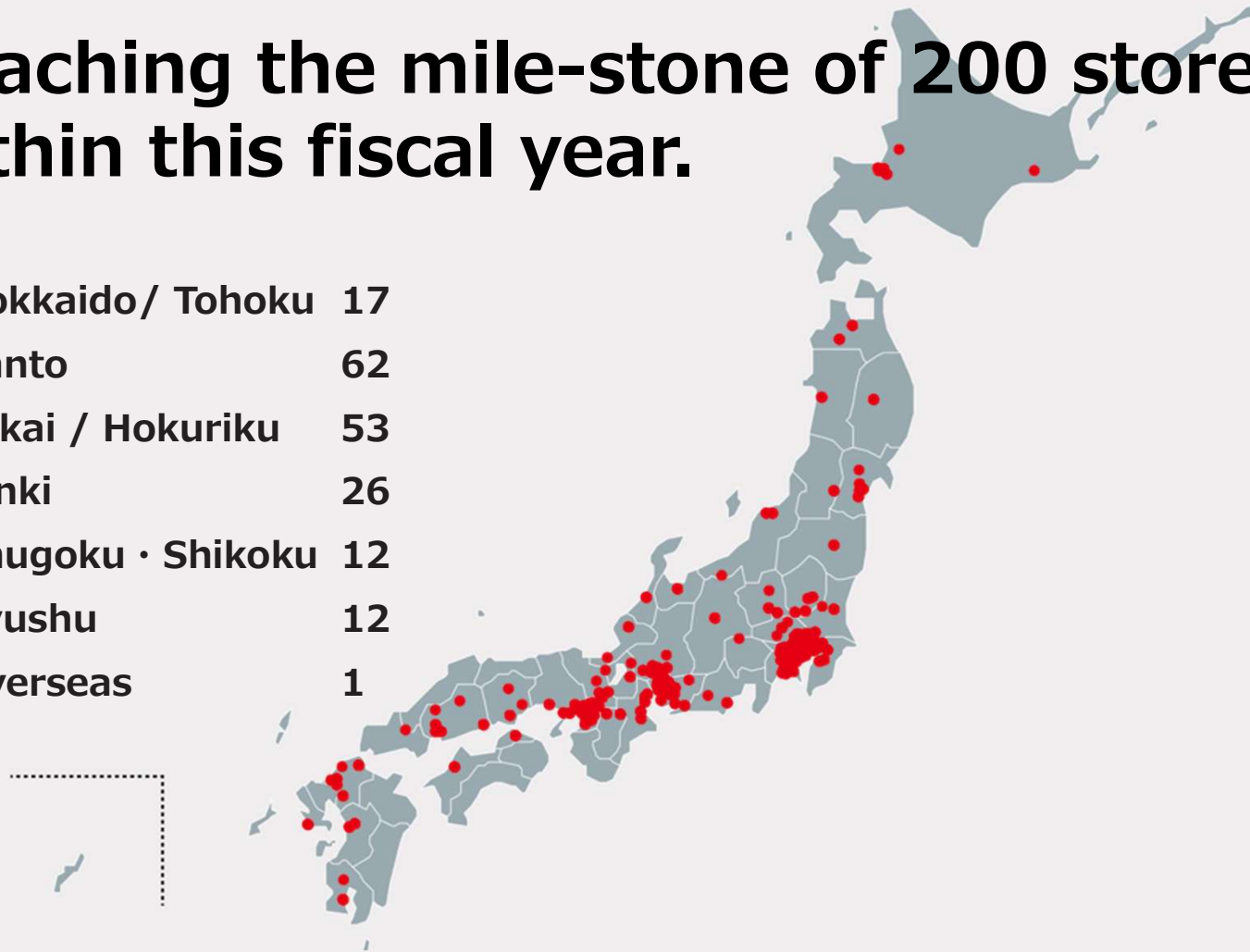
As of August, 2025 159 stores

■ Hokkaido/ Tohoku	14
■ Kanto	58
■ Tokai / Hokuriku	48
■ Kinki	21
■ Chugoku ・ Shikoku	7
■ Kyushu	10
■ Overseas	1



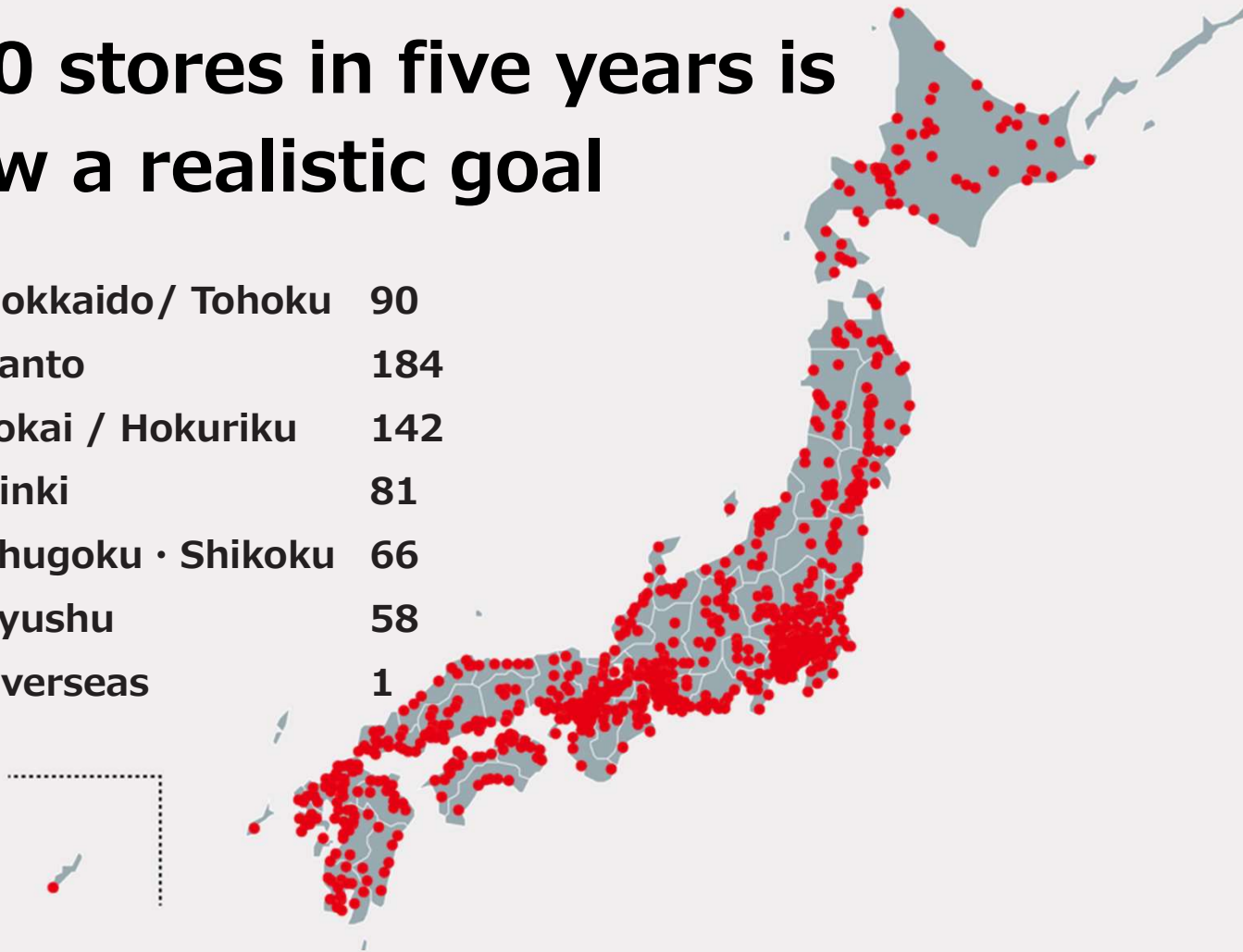
Reaching the mile-stone of 200 stores within this fiscal year.

■ Hokkaido/ Tohoku	17
■ Kanto	62
■ Tokai / Hokuriku	53
■ Kinki	26
■ Chugoku ・ Shikoku	12
■ Kyushu	12
■ Overseas	1



500 stores in five years is now a realistic goal

■ Hokkaido / Tohoku	90
■ Kanto	184
■ Tokai / Hokuriku	142
■ Kinki	81
■ Chugoku · Shikoku	66
■ Kyushu	58
■ Overseas	1



Cleanliness is always essential for cars



**As more functions and services are added,
the stores will become highly convenient and valuable**

In 1985, 400k stores  **In 2025, 95k stores**



In 1985, 120k stores



In 2025, 30k stores



Tobacco shops and liquor shops have been consolidated into convenience stores, becoming more useful for people.





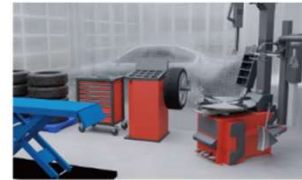
Car-sharing



TREX-booth



Pure water car wash



Tires



Car coating & charging



Self-service
gas station



Self-service
gas station

With various additional functions, KeePer LABO has the potential to evolve in a way similar to convenience stores

	FY06/2024	FY06/2025	FY06/2026
	Results	Results YoY	Forecasts YoY
Net Sales	20,574	23,093 +12.2%	26,300 +13.9%
– Products	9,393	10,400 +10.7%	12,100 +16.3%
– LABO	11,181	12,692 +13.5%	14,200 +11.9%
Directly management	–	12,479 –	13,681 +9.6%
Franchise relates	–	212 –	511 +140.2%
OP	6,101	7,098 +16.3%	8,000 +12.7%
RP	6,075	7,131 +17.4%	8,000 +12.2%
NP	4,421	4,888 +10.6%	7,200 +47.3%
EPS	162.0 yen	179.1 yen +17.1 yen	263.9yen +84.8yen
Dividend/shr	50 yen	60 yen +10 yen	(min) 60円 –
Dividend Payout	30.9%	33.5% +2.6pt	– –

※For the fiscal year ending June 2026, we have factored in a gain on sale of investment securities of 2,368 million yen, arising from participation in the tender offer for Soft99 shares.

If the tender offer for Soft99 is successful and the shares are sold, we expect to record a special gain of 2,368 million yen on the sale of investment securities in the first quarter of the fiscal year ending June 2026 (July–September 2025). The full-year consolidated earnings forecast for the fiscal year ending June 2026, announced today (August 15, 2025), already factors in this special gain.

We regard stable and continuous shareholder returns as an important management policy. Although we expect to record a one-time special gain this fiscal year, we will consider how to utilize it by comprehensively assessing the balance between growth investment opportunities, financial soundness, and shareholder returns.

As for the annual dividend, we intend to maintain the previous year's level (60 yen per share) as the minimum. We plan to announce whether there will be additional shareholder returns funded by the special gain **at the time of the first quarter earnings announcement.**

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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