

This document has been translated from the original report in Japanese for reference purposes only. In the event of any discrepancy between this translated document and the original, the original shall prevail.



Feburuary 4, 2026
Monthly Report for January/2026

Company Name	KeePer Technical Laboratory Co., Ltd.	
Name of Representative	Chairman and CEO	Yoshimichi Tani
	(Code No. : 6036 TSE Prime, NSE Premier)	
Contact information	Managing Director and Co-COO	Chikashi Suzuoki
	(tel: 0562-45-5777)	

«Total Sales»

Total sales for January, including the KeePer LABO Operations Business and the KeePer Products and Related Business, increased 7.3% year on year to ¥1,453,630 thousand.

«KeePer LABO Operation Segment (B-to-C)»

In January, one directly operated store and one franchised store were newly opened, bringing the total to 139 directly operated stores and 28 franchised stores, for a total of 167 stores.

- January 10 - Tsukuba Store: 403-1 Inaoka, Tsukuba City, Ibaraki Prefecture (operated by Idemitsu Retail Sales Co., Ltd.)
- January 28 - Takasaki Store: 165-1 Shimonoshiro-machi, Takasaki City, Gunma Prefecture (directly operated)

Total sales of the KeePer LABO Operations Business increased 14.6% year on year to ¥808,895 thousand. The breakdown is as follows: sales at all 139 directly operated stores were ¥778,697 thousand, up 12.0% year on year; sales at 127 existing stores were ¥747,199 thousand, up 7.5% year on year; and sales from franchised stores were ¥30,197 thousand, up 172.8% year on year.

In January, several stores in northern Japan recorded results significantly below the previous year due to record snowfall, while other regions performed strongly. Excluding the 11 stores in northern Japan and 5 stores in Hokuriku and Nagano that were heavily affected by snow, the growth rate of existing stores reached 10.0%, marking a double-digit increase for the first time in some time.

As precipitation in January was exceptionally low, the key feature of KeePer coating—“staying clean as if the car had been washed when it rains”—was less evident. Consequently, customer demand for simply refreshing their vehicles increased, leading to a rise in car wash visits. As a result of the higher proportion of lower-priced car wash services, the average unit price decreased 10.7%, while the number of vehicles serviced increased 25.4%.

Driven by the newly launched Diamond II KeePer, sales of the Diamond KeePer series increased 7.3% year on year. Meanwhile, EX KeePer remained at 772 units, down 2.4% year on year. However, since late January, reservations and inquiries for new-car applications have been increasing, indicating the beginning of a recovery in new-car deliveries. In addition, many customers opted

for maintenance services together with car washes, resulting in a 9.7% increase in maintenance-related sales.

Labor productivity was ¥6,056 per hour. During January and February, all employees take their customary post-year-end holidays of one week or more on a rotating basis, and although sales were less than half of December's level, productivity has been maintained slightly below the standard level through appropriate control.

Head of KeePer LABO Operations Business
Chikashi Suzuoki

«KeePer Products Related Segment (B-to-B)»

Sales of the KeePer Products and Related Business in January amounted to ¥644,735 thousand, a 0.4% decrease year on year.

Sales at KeePer PRO SHOP, which represents the core of the aftermarket segment, increased 5.6% year on year. This market, centered on gas stations, has been affected by the ongoing decline in fuel sales volumes, and the number of KeePer applications had also continued to decrease. However, following the launch of "DIA II KeePer" last November, the product achieved strong popularity due to its high performance and intensive television commercials, enabling the aftermarket—where gas stations play a major role—to shift from a slight downward trend to a slight increase.

In the business for new-car dealers, which focuses on the new-car market, sales increased 12.9% year on year, although the results fell short of expectations. While new vehicle registrations declined significantly from the previous year, the attachment rate of KeePer products has been steadily improving. Notable progress has been seen at Subaru, Volvo, and Mercedes-Benz, which have adopted EX KeePer as a genuine accessory. On the other hand, performance at Toyota, the leading manufacturer with the largest sales volume in Japan, has remained sluggish. To address this issue, we have fundamentally revised our sales approach to focus more on field-oriented activities and are aiming to break out of the current attachment rate in the 4% range. As a core measure, we have launched "LX KeePer" as an exclusive product for new-car dealers. Priced at around ¥100,000 for an M-size vehicle (e.g., Prius)—the price range with the strongest customer demand—we will strongly promote this product going forward.

As for non-automotive markets, challenging conditions have continued. Until now, sales activities were conducted by the External Sales Department; however, even when new transactions were secured, product expansion was limited and relationships were not always sustained. As a result, performance has deteriorated significantly since last year. To overcome this situation, the department has been reorganized and renamed the Head Office Sales Department under the direct control of the Head Office Sales Division, with a renewed structure now in place and sales activities restarted. Leveraging KeePer's greatest strengths—its product capabilities and on-site expertise—we will strive to expand in this market.

Head of KeePer Products and Related Business
Toshiyuki Kaku

KeePer LABO Segment: Monthly Report (January 2026)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 139 directly operated stores.

FY06/24	All Stores YoY	Existing Stores			# of Direct Stores		FY06/25	All Stores YoY	Existing Stores			# of Direct Stores		FY06/26	All Stores YoY	Existing Stores			# of Direct Stores	
		Sales YoY	# of visits YoY	ASP YoY	New	Total			Sales YoY	# of visits YoY	ASP YoY	New	Total			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%	97%	110%	88%	1	137
2023/8	115%	107%	113%	94%	1	107	2024/8	116%	108%	97%	110%	2	122	2025/8	113%	106%	116%	91%	0	137
2023/9	119%	109%	106%	103%	1	108	2024/9	116%	107%	101%	105%	2	124	2025/9	99%	93%	95%	98%	0	137
2023/10	124%	114%	106%	108%	0	108	2024/10	99%	89%	84%	107%	1	125	2025/10	99%	93%	93%	101%	1	138
2023/11	124%	115%	106%	108%	1	109	2024/11	119%	109%	118%	93%	2	127	2025/11	109%	105%	112%	94%	0	138
2023/12	122%	113%	106%	107%	0	109	2024/12	113%	104%	110%	94%	0	127	2025/12	105%	101%	96%	105%	0	138
2024/1	117%	107%	90%	119%	3	112	2025/1	104%	96%	106%	90%	0	127	2026/1	112.0%	107.5%	120.0%	89.6%	1	139
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%	109%	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						

※ 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.

«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	1,760,603	+20.4%	785,331	+27.0%	974,344	+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	1,353,478	+10.5%	647,379	+16.8%	706,099	+5.3%
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%
2025/8	1,891,743	+7.3%	772,529	-1.3%	1,119,214	+14.3%
2025/9	1,828,840	+3.9%	838,829	+6.8%	990,011	+1.6%
2025/10	1,923,993	-0.9%	921,224	-2.0%	1,002,769	+0.2%
2025/11	2,170,393	+9.5%	983,058	+5.0%	1,187,335	+12.7%
2025/12	3,057,909	+8.5%	1,308,128	+11.1%	1,749,780	+6.7%
2026/1	1,453,630	+7.3%	644,735	-0.4%	808,895	+14.6%

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.

«LABO Stores: All Stores»

All Stores	Sales ,000 yen	yoY	# stores	Number of coating units applied										ASP (yen/visit)	Productivity (yen/hr)	yoY			
				Pure, maint	yoY	Crystal	yoY	Fresh	yoY	Dia related	yoY	EX TREX	yoY	# visits	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%
2025/8	1,097,336	+13.3%	137	7,726	+11%	4,134	+1%	3,008	-0%	4,122	+3%	1,320	+25%	72,563	+24%	15,123	-8.6%	6,548	-1%
2025/9	952,233	-1.4%	137	5,714	-5%	3,573	-11%	2,406	-17%	4,368	+3%	1,254	+8%	54,420	0%	17,498	-1.3%	6,195	-11%
2025/10	967,869	-0.8%	138	5,766	-10%	3,638	-13%	2,676	-8%	4,439	+2%	1,328	+12%	52,716	-3%	18,360	+1.7%	6,189	-11%
2025/11	1,139,946	+9.3%	138	8,608	+11%	4,674	-4%	3,226	-3%	4,546	3,1%	1,190	+11%	75,455	+17%	15,108	-6.2%	6,659	-7%
2025/12	1,703,290	+4.9%	138	13,608	+1%	6,783	-4%	4,814	-3%	6,729	+11%	1,491	-1%	97,365	+0%	17,494	+4.8%	7,358	-10%
2026/1	778,697	+12.0%	139	5,067	+10%	2,767	+4%	2,079	0%	3,273	+7%	722	-2%	60,778	+25%	12,812	-10.7%	6,056	-7%

«LABO Stores: Existing Stores»

Existing 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	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%
2025/8	1,025,283	+5.9%	122	7,346	+6%	3,907	-5%	2,793	-7%	3,836	-5%	1,209	+15%	67,993	+16%	15,079	-8.8%	6,623	0%
2025/9	899,301	-6.8%	124	5,478	-9%	3,428	-14%	2,248	-23%	4,107	-3%	1,163	+1%	51,603	-5%	17,427	-1.7%	6,235	-10%
2025/10	912,109	-6.5%	125	5,545	-13%	3,482	-17%	2,516	-14%	4,122	-6%	1,242	+5%	50,117	-7%	18,200	+0.8%	6,263	-10%
2025/11	1,089,821	+4.5%	127	8,370	+8%	4,537	-7%	3,072	-8%	4,314	-2%	1,117	+5%	72,271	+12%	15,080	-6.4%	6,745	-6%
2025/12	1,635,376	+0.8%	127	13,222	-2%	6,604	-6%	4,592	-7%	6,388	+5%	1,419	-6%	93,411	-4%	17,507	+4.8%	7,434	-9%
2026/1	747,199	+7.5%	127	4,919	+7%	2,682	+1%	1,978	-5%	3,138	+3%	689	-7%	58,135	+20%	12,853	-10.4%	6,135	-6%