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May 8, 2026

## Monthly Report for April/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-CEO	Chikashi Suzuoki
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### 《Total Sales》

Total sales for April, including the KeePer LABO Operations Business and the KeePer Products and Related Business, increased 6.6% year on year to 2,452,607 thousand yen.

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

In April, two directly managed stores and two franchise stores were opened, bringing the total number of KeePer LABO stores to 176, consisting of 143 directly managed stores and 33 franchise stores.

Total sales for the KeePer LABO Operations Business increased 2.7% year on year to ¥1,333,280 thousand. Sales at all directly managed stores increased 0.4% year on year to ¥1,284,398 thousand, while sales at existing stores decreased 4.2% year on year to ¥1,224,830 thousand. Sales from franchise stores amounted to ¥48,881 thousand, up 162.2% year on year.

In April, rainfall increased significantly in areas west of the Kanto region, particularly in Kyushu, where rainfall exceeded four times the level recorded in the previous year. As a result, customer visits for car wash services declined, leading to an 8.3% year-on-year decrease in customer traffic at existing stores. However, due to a decrease in lower-priced car wash services, average spending per vehicle increased 4.4% year on year to ¥17,594.

Meanwhile, demand related to the spring snowmelt season remained strong in Hokkaido. All four stores in Hokkaido achieved monthly sales exceeding ¥11,000 thousand, led by the Sapporo Store with monthly sales of ¥22,788 thousand.

KeePer LABO continues to accelerate the pace of new store openings, with 25 stores opened over the past 12 months, consisting of 12 directly managed stores and 13 franchise stores.

KeePer LABO's business model is characterized by growth driven primarily through customer satisfaction and word of mouth, rather than conventional promotional activities, resulting in a repeat customer ratio of approximately 87%. However, newly opened stores, particularly in regional areas with lower population density and lower brand recognition, generally require time to build a stable customer base and achieve profitability.

To address this issue, the Company actively encourages existing customers living near newly opened stores to visit those locations. This initiative enables new stores to attract repeat customers from the early stages of operation, helping improve store activity and profitability while minimizing the negative impact associated with accelerating the pace of new store openings. Although nearby existing stores may temporarily experience a decline in customer traffic, customer visits generally recover within less than one year as store operations stabilize.

Finally, labor productivity was maintained at ¥7,145 per hour (down 10.9% year on year), ensuring sufficient operational capacity to accommodate increased customer demand during the spring season and the upcoming summer season.

Head of KeePer LABO Operations Business  
Chikashi Suzuki

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

Sales for the KeePer Products and Related Business in April 2026 increased 11.7% year on year.

In the KeePer PROSHOP aftermarket business, customer traffic had declined due to a growing consumer preference for saving amid the sharp rise in fuel prices. However, customer visits have gradually recovered, and store activity has been improving.

In particular, the new “DIA II KeePer” product has become increasingly established at KeePer PROSHOP stores, with technicians confidently recommending the product to customers, leading to an increase in the number of installations.

Sales to new car dealerships increased 28.9% year on year. In addition to strong performance at Subaru, Volvo, and Mercedes-Benz dealerships, where EX KeePer has been adopted as a genuine dealer option, significant progress has also been seen at Mitsubishi dealerships, where adoption began in March 2026.

On the other hand, sales growth for Toyota dealerships has remained below expectations. Although the number of dealerships adopting KeePer products continues to increase, attachment rates have not improved sufficiently overall. To address this issue, the Company has been actively promoting “LX KeePer,” an exclusive product for new car dealerships, which has been well received by Toyota dealerships, while strengthening sales activities focused on on-site operations.

Outside the automotive market, business performance has remained challenging in recent months. However, under the new organizational structure, sales activities with customers have steadily progressed, and performance has begun to recover. In particular, coating services for hotel bath facilities have been increasing.

Going forward, the Company will continue to maximize the strengths of KeePer’s products and operational capabilities to further expand business in these markets.

Head of KeePer Products and Related Business  
Toshiyuki Kaku

## KeePer LABO Segment: Monthly Report (April 2026)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 141 directly operated stores.

FY06/24	All Stores	Existing Stores			# of Direct Stores		FY06/25	All Stores	Existing Stores			# of Direct Stores		FY06/26	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
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%	108%	120%	90%	1	139
2024/2	98%	88%	76%	116%	0	112	2025/2	118%	108%	129%	84%	1	128	2026/2	105%	101%	104%	97%	1	140
2024/3	111%	100%	99%	101%	2	114	2025/3	118%	109%	104%	105%	1	129	2026/3	94%	90%	94%	95%	1	141
2024/4	110%	98%	99%	99%	2	116	2025/4	114%	106%	109%	97%	2	131	<b>2026/4</b>	<b>100.4%</b>	<b>95.8%</b>	<b>91.7%</b>	<b>104.4%</b>	<b>2</b>	<b>143</b>
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						
<b>FY total</b>	<b>116%</b>	<b>106%</b>	<b>102%</b>	<b>104%</b>	<b>14</b>	<b>120</b>	<b>FY total</b>	<b>112%</b>	<b>103%</b>	<b>103%</b>	<b>100%</b>	<b>16</b>	<b>136</b>	<b>FY total</b>						

※ . 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
2023/10	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	1,588,213	+14.1%	712,410	+8.1%	874,849	+19.3%
2025/3	2,243,773	+22.2%	1,046,644	+27.5%	1,195,407	+17.8%
2025/4	2,300,757	+14.0%	1,002,082	+13.8%	1,298,228	+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%
2026/2	1,670,800	+5.2%	736,632	+3.4%	934,167	+6.8%
2026/3	2,133,828	-4.9%	983,845	-6.0%	1,149,982	-3.8%
	2,452,607	+6.6%	1,119,326	+11.7%	1,333,280	+2.7%

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										# visits yoy		ASP (yen/visit) yoy		Productivity (yen/hr) yoy	
				Pure, maint	yoy	Crystal	yoy	Fresh	yoy	Dia related	yoy	EX TREX	yoy						
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%
2026/2	899,006	+5.3%	140	4,952	+6%	3,017	+1%	2,586	+1%	4,460	+7%	890	-14%	60,096	+9%	14,960	-3.2%	6,838	-6%
2026/3	1,101,570	-6.1%	141	5,879	-24%	3,844	-24%	3,132	-21%	5,542	-1%	1,260	-12%	63,253	-1%	17,415	-5.0%	6,952	-13%
2026/4	1,284,398	+0.4%	143	7,638	-17%	4,794	-14%	4,052	-2%	5,816	+4%	1,380	-5%	72,864	-4%	17,627	+4.6%	7,145	-11%

《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						
2023/10	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	1,173,528	+9.3%	114	7,701	+14%	5,061	+16%	3,976	+28%	5,579	+6%	1,430	+4%	63,985	+4%	18,325	+4.8%	8,027	+4%
2025/4	1,278,528	+6.3%	116	9,209	+11%	5,569	+9%	4,121	+14%	5,617	+4%	1,444	+1%	75,917	+10%	16,852	-2.9%	8,018	+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%
2026/2	860,305	+0.8%	128	4,814	+3%	2,910	-3%	2,440	-5%	4,227	+1%	859	-17%	57,501	+4%	14,962	-3.2%	6,932	-5%
2026/3	1,051,481	-10.4%	128	5,691	-26%	3,705	-27%	2,978	-25%	5,272	-6%	1,197	-16%	60,466	-6%	17,390	-5.1%	7,016	-13%
2026/4	1,224,830	-4.2%	131	7,386	-20%	4,600	-17%	3,853	-7%	5,499	-2%	1,313	-9%	69,616	-8%	17,594	+4.4%	7,192	-10%