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September 3, 2026
Monthly Report for August/2026

Company Name	KeePer Technical Laboratory Co.,Ltd.	
Name of Representative	Chairman and CEO	Yoshimichi Tani
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≪Total Sales≫

Total sales for August, including the KeePer LABO Operations Business and the KeePer Products and Related Business, increased 16.7% year on year to 2,212,562 thousand yen.

≪KeePer LABO Operation Segment (B-to-C)≫

In August, two directly operated stores and one FC store opened, bringing the total number of stores to 187.

*The Matsudo Higashi Store closed at the end of July upon the expiration of its lease term.
・August 7: Takaoka Store: 3-18-7 Izumi, Higashi-ku, Nagoya-shi, Aichi Prefecture (Directly operated)
・August 14: Hakodate Store: 2-1 Hironocho, Hakodate-shi, Hokkaido (Directly operated)
・August 27: Shimotakaido Store: 1-6-8 Shimotakaido, Suginami-ku, Tokyo (Operated by Idemitsu Retail Sales Co., Ltd.)

Net sales of all 187 KeePer LABO stores, including FC stores, increased 17.8% year on year to 1,426,518 thousand yen.

Net sales of the overall KeePer LABO operation business increased 12.9% year on year to 1,264,927 thousand yen. By category, net sales of all 151 directly operated stores increased 11.2% year on year (up 26.0% compared with two years earlier) to 1,220,336 thousand yen, while net sales of the 137 existing stores increased 6.4% year on year (up 12.6% compared with two years earlier) to 1,167,265 thousand yen. Net sales from FC stores amounted to 44,591 thousand yen, up 91.0% year on year. Considering that August of the previous year had already recorded strong growth of 13.3% year on year across all directly operated stores, as well as the impact of severe flooding in the Kanto region, particularly Chiba, and the Hokuriku region, particularly Fukui, business performance can be said to have remained strong.

In August, rainfall was higher than in the previous year across the Kanto, Chubu, and Kansai regions—more than four times higher in Kanto, twice as high in Chubu, and 1.5 times higher in Kansai. As a result, the effect of KeePer coatings—"When it rains, your car becomes clean and beautiful, as if it had just been washed."—was brought out to its fullest. Consequently, fewer customers visited stores for car washes, and the number of customer visits decreased by approximately 9%. On the other hand, demand for coating services remained firm, resulting in increases in average unit prices of approximately 13% to 17%.

Meanwhile, northern Japan and areas west of the Chugoku region showed trends that were the opposite of those described above. As a result, the overall number of customer visits increased 0.3% year on year, while the average unit price increased 10.9% year on year to 16,768 yen per vehicle.

DIA II KeePer also continued to receive very favorable evaluations from customers, with the number of services performed reaching 4,652, up 12.9% compared with the combined total for the three DIA series products offered through the previous year, demonstrating its steady expansion.

Labor productivity was 6,386 yen per hour, down 2.5% year on year, and remained controlled at a standard level. Together with the heatstroke prevention measures implemented since last year, this provides reassurance that a sufficient system is in place to overcome the continuing extreme heat that still requires vigilance. In addition, the four-day workweek system introduced in June has significantly reduced overtime hours. Despite an approximately 7% year-on-year increase in the number of technicians and the implementation of base-pay increases, total personnel expenses remained at approximately the same level as in the same month of the previous year.

Head of KeePer LABO Operations Business
Chikashi Suzuoki

≪KeePer Products Related Segment (B-to-B)≫

In August 2026, sales in the KeePer Products and Related Business increased 22.4% year on year to 947,634 thousand yen, representing significant sales growth.

In the aftermarket business, the extreme heat that had continued since July persisted into August. Particularly during the first half of the month, working conditions remained severe, with many days when the hours during which coating services could be performed and the number of services performed were limited. However, after the Obon holiday period, the extreme heat eased somewhat and the number of services performed began to increase, ultimately reaching 7.2% growth year on year.

Customer evaluations of “DIA II KeePer” remain high. At service sites, technicians who have confidence in its quality and finish are actively recommending it to customers, steadily increasing the number of services performed. The product's strong reputation is also contributing to technicians' motivation to promote it, and further growth in the number of services performed is expected.

Sales in the new car dealer business, which is centered on the new car market, increased significantly by 30.4% year on year.

As in July, the trend in which domestic automobile manufacturers prioritized exports to overseas markets has eased, and the supply of new vehicles for the domestic market has been recovering. In particular, sales of Toyota vehicles, whose domestic supply had been limited from January through March, recovered substantially.

Subaru, which has adopted EX KeePer as a genuine option, and Mitsubishi, which has adopted EX KeePer and LX KeePer as genuine options, also recorded significant progress.

In markets other than automobiles, sales increased significantly by 133.0% year on year. In addition to steady progress in acquiring new customers, the adoption of “Mobile KeePer,” a coating service for smartphones, and “Glasses KeePer,” a KeePer coating designed specifically for eyeglasses, has continued to expand steadily, with product deliveries progressing smoothly.

In the overseas business, a bulk shipment of products to Taiwan contributed to sales growth. The number of KeePer PROSHOP stores in Taiwan has expanded to 14, while sales per store have grown to a level comparable to those of KeePer LABO stores in Japan. With existing stores steadily building a solid track record, further store expansion and growth in the scale of the business are expected.

Head of KeePer Products and Related Business
Toshiyuki Kaku

KeePer LABO Segment: Monthly Report (Augst 2027)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 150 directly operated stores.

FY06/25	All Stores	Existing Stores			# of Stores			FY06/26	All Stores	Existing Stores			# of Stores			FY06/27	All Stores	Existing Stores			# of Stores		
	YoY	Sales YoY	# of visits YoY	ASP YoY	New Direct	NeW FC	Total		YoY	Sales YoY	# of visits YoY	ASP YoY	New Direct	NeW FC	Total		YoY	Sales YoY	# of visits YoY	ASP YoY	New Direct	NeW FC	Total
2024/7	106%	97%	84%	115%	0	0	133	2025/7	104%	97%	110%	88%	1	2	159	2026/7	114.9%	110.2%	102.4%	107.6%	0	1	185
2024/8	116%	108%	97%	110%	2	1	136	2025/8	113%	106%	116%	91%	0	0	159	**2026/8**	**111.2%**	**106.4%**	**96.3%**	110.4%	-1+2	1	**187**
2024/9	116%	107%	101%	105%	2	0	138	2025/9	99%	93%	95%	98%	0	1	160	2026/9							
2024/10	99%	89%	84%	107%	1	0	139	2025/10	99%	93%	93%	101%	1	1	162	2026/10							
2024/11	119%	109%	118%	93%	2	1	142	2025/11	109%	105%	112%	94%	0	1	163	2026/11							
2024/12	113%	104%	110%	94%	0	1	143	2025/12	105%	101%	96%	105%	0	2	165	2026/12							
2025/1	104%	96%	106%	90%	0	0	143	2026/1	112%	108%	120%	90%	1	1	167	2027/1							
2025/2	118%	108%	129%	84%	1	2	146	2026/2	105%	101%	104%	97%	1	1	169	2027/2							
2025/3	118%	109%	104%	105%	1	1	148	2026/3	94%	90%	94%	95%	1	2	172	2027/3							
2025/4	114%	106%	109%	97%	2	1	151	2026/4	100%	95%	91%	104%	2	2	176	2027/4							
2025/5	100%	93%	89%	104%	1	0	152	2026/5	149%	143%	143%	100%	1	1	178	2027/5							
2025/6	113%	107%	123%	87%	4	0	156	2026/6	109.9%	106.1%	75.8%	140.0%	5	1	184	2027/6							
FY total	112%	103%	103%	100%	16	7	156	FY total	108%	102%	103%	99%	13	15	184	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.
5 The number of new directly operated stores in August reflects the closure of the Matsudo Higashi Store (-1) and the openings of the Takaoka Store and Hakodate Store (+2).