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October 5, 2026
Monthly Report for September/2026

Company Name	KeePer Technical Laboratory Co., Ltd.	
Name of Representative	Chairman, President and CEO	Yoshimichi Tani
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Contact information	Managing Director and COO	Chikashi Suzuoki
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《Total Sales》

Total sales for September, including the KeePer LABO Operations Business and the KeePer Products and Related Business, increased 12.6% year on year to 2,057,112 thousand yen.

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

In September, 2 FC stores opened, bringing the total number of stores to 189.

- September 10: Konan Store: 3-5-16 Fukunari, Minami-ku, Okayama-shi, Okayama Prefecture (Operated by Idemitsu Retail Sales Co., Ltd.)
- September 17: Tomakomai Store: 2-4-3 Sankochō, Tomakomai-shi, Hokkaido (Operated by Idemitsu Retail Sales Co., Ltd.)

Net sales of the overall KeePer LABO operation business increased 3.8% year on year to 1,028,239 thousand yen. By category, net sales of all 150 directly operated stores increased 3.2% year on year to 982,437 thousand yen, while net sales of the 136 existing stores decreased 2.2% year on year to 931,617 thousand yen. Net sales from FC stores amounted to 45,802 thousand yen, up 20.7% year on year.

Despite the significant impact of unusually unfavorable weather conditions in the Kanto region, where demand is particularly high—including severe flooding in Chiba for the second consecutive month and 35 consecutive days of rainfall in Tokyo—we believe that achieving results above the previous year's level represented a strong performance.

From the Tohoku through Kansai regions, rainfall significantly exceeded the already high levels recorded in the previous year. Rainfall was more than three times higher year on year in the Kanto and Chubu regions and more than 1.5 times higher in the Tohoku and Kansai regions.

		Sapporo	Sendai	Tokyo	Yokohama	Nagoya	Osaka	Hiroshima	Fukuoka
Rainfall (mm)	Previous year	161	160	203.5	378.5	159	158	214.5	116
	Current year	68.5	250.5	675	753.5	508.5	244	196.5	144
	YoY	42.50%	156.60%	331.70%	199.10%	319.80%	154.40%	91.60%	124.10%
Sunshine duration (h)	Previous year	178.4	140.5	153.5	171.8	166.8	185	141.6	139.1
	Current year	165.1	68.5	45.8	50.5	75	88.1	100	95.5
	YoY	92.50%	48.80%	29.80%	29.40%	45.00%	47.60%	70.60%	68.70%

In addition, limited sunshine, with sunshine duration in the Kanto region falling to less than 30% of the previous year's level, reduced customers' desire to keep their cars clean. The effect of KeePer coatings, which makes cars clean and beautiful when it rains as if they had just been washed, also resulted in fewer car wash visits, with the number of customer visits decreasing 12.8%. Meanwhile, firm demand for coating services drove the average unit price up approximately 18% to 20,691 yen per vehicle.

With clear autumn weather finally arriving on the last day of September, customer visits increased sharply. Customers also commented, "I finally felt like washing my car." As weather conditions stabilize, we expect customer visits to increase further and stores to become more active.

Head of KeePer LABO Operations Business
Keisuke Nozaki

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

In September, sales in the KeePer Products and Related Business increased 23.1% year on year to 1,028,873 thousand yen, marking strong performance with year-on-year growth exceeding 20% for the second consecutive month.

This strong performance was driven by growth in the new car market, where sales increased 53.8% year on year, reaching a level nearly on par with the aftermarket business. In addition to strong new vehicle sales, initiatives launched several months ago have begun to bear fruit. Through efforts to increase vehicles treated with KeePer coatings at dealerships, sales staff have come to recognize the products' high quality, including their excellent finish and low incidence of problems after application.

In the KeePer PROSHOP business, which is the core of the aftermarket business, sales decreased 1.6% year on year, partly due to unfavorable weather conditions, particularly in the Kanto region, as was the case with KeePer LABO. However, participation in training schools and certification sessions held at 22 training centers nationwide remained high, with the number of training participants in September increasing 20% compared with the previous year. In preparation for December, the period of peak demand, we have been providing a large number of participants with proper application techniques.

At KeePer PROSHOP stores, "DIA II KeePer" also continues to be well received. An increasing number of customers are visiting stores as a result of referrals from customers who have actually received the service and after seeing positive reviews on social media.

In September, the prefectural championship rounds of the 11th 2026 KeePer Technical Contest also began, with closely contested competitions taking place across the country.

In markets other than automobiles, sales increased significantly by 201.9% year on year. In addition to steady progress in acquiring new customers, demand for the smartphone coating service "Mobile KeePer" has expanded following the announcement of the new iPhone. Technical training sessions continue to be held at stores that have introduced the service.

Although the summer season of high demand for sunglasses and glasses becoming dirty from perspiration has passed, product deliveries of the eyeglass coating "Glasses KeePer" have remained stable six months after its launch.

Along with the expansion of the "Bath Coating Service" for hotels, participation in Bath KeePer training sessions currently being held at 22 training centers nationwide has been increasing in preparation for demand associated with year-end cleaning in December.

Head of KeePer Products and Related Business
Kensuke Miura

KeePer LABO Segment: Monthly Report (September 2026)

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	103%	98%	83%	118%	0	2	189
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).