

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.



January 7, 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 Chikashi Suzuki
and Co-COO
(tel: 0562-45-5777)

Monthly Report for December/2025

«Total Sales»

The total company sales for December amounted to 3,057,909 thousand yen, representing a 8.5% increase compared to the same month of the previous year.

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

In December, two franchise stores were opened, bringing the total number of directly operated stores to 138 and the total number of stores including franchises to 165.

December 13: Ritto Store

616 Shimomagari, Ritto City, Shiga Prefecture (Operated by Ogakame Co., Ltd.)

December 23: Kushiro Store

5-15-12 Tottori-Odori, Kushiro City, Hokkaido (Operated by Mitsuwa Shokai Co., Ltd.)

Total sales for the KeePer LABO Operations Business increased by 6.7% year-on-year to ¥1,749,780 thousand, setting a new all-time monthly record (the previous record was ¥1,636,719 thousand in December 2024).

The breakdown is as follows: sales from all 138 directly operated stores increased by 4.9% year-on-year to ¥1,703,290 thousand; sales from 127 existing stores increased by 0.8% year-on-year to ¥1,635,376 thousand; and revenue from franchise royalties and other sources amounted to ¥46,489 thousand, representing a year-on-year increase of 167.6%.

In December, stores in northern Japan recorded lower performance than the previous year due to the impact of heavy snowfall, while performance in other regions remained steady. In particular, the Kanto and Kansai regions, where large-scale television commercials were highly effective,

significantly outperformed the previous year from the early to mid-month period.

On the other hand, deteriorating weather conditions during the fourth week, from the 20th to the 25th, caused many customers who had reservations during that period to shift their visits to the final five days starting on the 27th. As a result, many stores operated at full capacity, and there were instances where work could not begin at the scheduled time, causing inconvenience to customers. While recognizing the need for reflection and improvement, December was a very “year-end-like” month in which we were able to respond as much as possible to customers’ desire to have their vehicles cleaned at their preferred timing.

Driven by the newly launched Diamond II KeePer, the Diamond KeePer series increased by 10.6% year-on-year. Meanwhile, installations of EX KeePer totaled 1,491 units, up only 0.2% year-on-year, due to delays in new vehicle deliveries.

Although December sales are typically about 1.5 times higher than those of an average month, raising concerns about excessive workloads, labor productivity reached ¥7,358 per hour (down 10.4% year-on-year), remaining below the cautionary ¥8,000 level. Notably, the Chubu region, which had reached a critically high level of ¥9,017 per hour in the previous year, saw productivity decline to ¥7,163 per hour in December 2025 (78.7% year-on-year). This is a noteworthy achievement and reflects the establishment of an operational structure that goes beyond simply “working harder.”

It should also be noted that these results were achieved through the collective efforts of all stores and staff, including measures to prevent illnesses such as influenza, the establishment of support systems involving former employees, family members, and friends, as well as after-hours work, all undertaken with the shared goal of delighting as many customers as possible.

Head of KeePer LABO Operations Business
Chikashi Suzuoki

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

Sales of the KeePer Products and Related Business in December increased by 11.1% year-on-year to ¥1,308,128 thousand.

At KeePer PRO Shops, which form the core of the aftermarket business, sales increased by 12.0% year-on-year.

The “DIA II KeePer,” launched on November 17, is positioned squarely in the mainstream in terms of both pricing and service offerings at KeePer PRO Shops. As a result, it has received strong support from end users and led to a large number of installations during December, the peak demand period.

In 2025, amid major mergers among petroleum retailers and an overall industry trend toward contraction, KeePer installations in this market had been gradually declining. However, the concentrated rollout of television commercials for the “Diamond II KeePer” and its resulting success led to a positive turnaround in aftermarket sales, particularly at gas stations, for the first time in some time.

In the new car dealer business, which focuses on the new vehicle market, sales increased significantly by 36.6% year-on-year. Although new vehicle registrations fell sharply compared to the previous year, the attachment rate of KeePer products continued to improve steadily. In particular, significant progress was seen with Subaru, Volvo, and Mercedes-Benz, which have adopted EX KeePer as a genuine accessory. Meanwhile, Toyota and Honda experienced somewhat slower growth

due to declining new vehicle registrations; however, on-site activities are being strengthened, and we are confident about future expansion.

In no-auto coating, sales decreased by 77.1% year-on-year due to the timing overlap of bulk deliveries of smartphone coating products, which resulted in a temporary period with no shipments. Nevertheless, on-site activities have intensified, and coating attachment rates at carrier shops are gradually improving.

Head of KeePer Products and Related Business

Toshiyuki Kaku

KeePer LABO Segment: Monthly Report (December 2025)

We are pleased to report the monthly performance of our KeePer LABO Segment, which serves general customers through 138 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	104.9%	100.8%	96.1%	104.8%	0	138
2024/1	117%	107%	90%	119%	3	112	2025/1	104%	96%	106%	90%	0	127	2026/1						
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	1,346,914	+9.9%	635,961	+14.7%	710,952	+6.0%
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%

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						
2023/7	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%

『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%