KeePer Technical Laboratory Co., Ltd.
Briefing Materials – Q3 FY06/2026

-Tokyo Stock Exchange Prime Market / Nagoya Stock Exchange Premier Market

May 29, 2026 (Fri)

Q3 FY06/2026 Financial Results

KeePer FOR SMART CAR LIFE

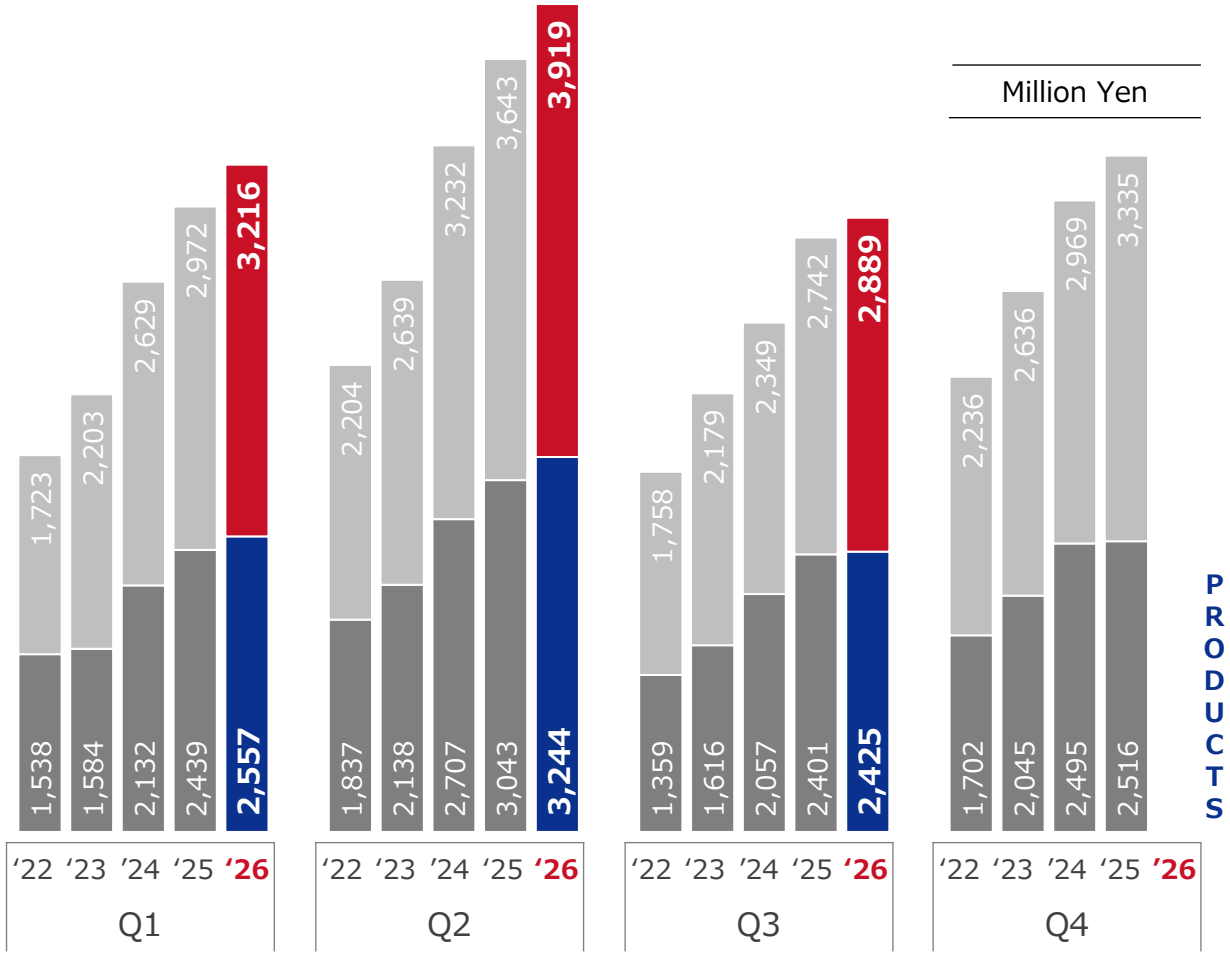
YoY Results 3 months (Jan-Mar) | **YoY Results 9 months (July-Mar)** | **vs FY Forecast**

Million Yen	FY06/'25 Q3	**FY06/'26 Q3**	**YoY**	FY06/'25 Q1-3 YTD	**FY06/'26 Q1-3 YTD**	**YoY**	**FY06/'26 Forecast**	**Progress**
Net Sales	**5,143**	**5,314**	**+3.3%**	**17,242**	**18,253**	**+5.9%**	26,300	69.4%
−Products	2,401	2,425	+1.0%	7,884	8,227	+4.4%	12,100	68.0%
−LABO	2,742	2,889	+5.4%	9,357	10,026	+7.1%	14,200	70.6%
Gross Profit	2,425	1,861	−23.3%	9,039	8,465	−6.4%	−	−
SGA	1,087	1,267	+16.6%	3,669	4,186	+14.1%	−	−
OP	1,338	593	−55.7%	5,370	4,279	−20.3%	7,287	58.7%
−Products	966	790	−18.2%	3,316	3,156	−4.8%	−	−
−LABO	371	−196	−	2,053	1,122	−45.3%	−	−
Net income	912	394	−56.8%	3,660	**7,631**	**+108.5%**	9,340	81.7%
OPM	26.1%	11.2%	−14.9pt	31.1%	23.4%	−7.7pt	27.7%	−
−Products	40.3%	32.6%	−7.7pt	42.1%	38.4%	−3.7pt	−	−
−LABO	13.6%	−%	−pt	21.9%	11.2%	−10.7pt	−	−
OP assuming no extraordinary income	**1,338**	**1,233**	**−7.8%**	**5,370**	**5,372**	**+0.1%**	−	−

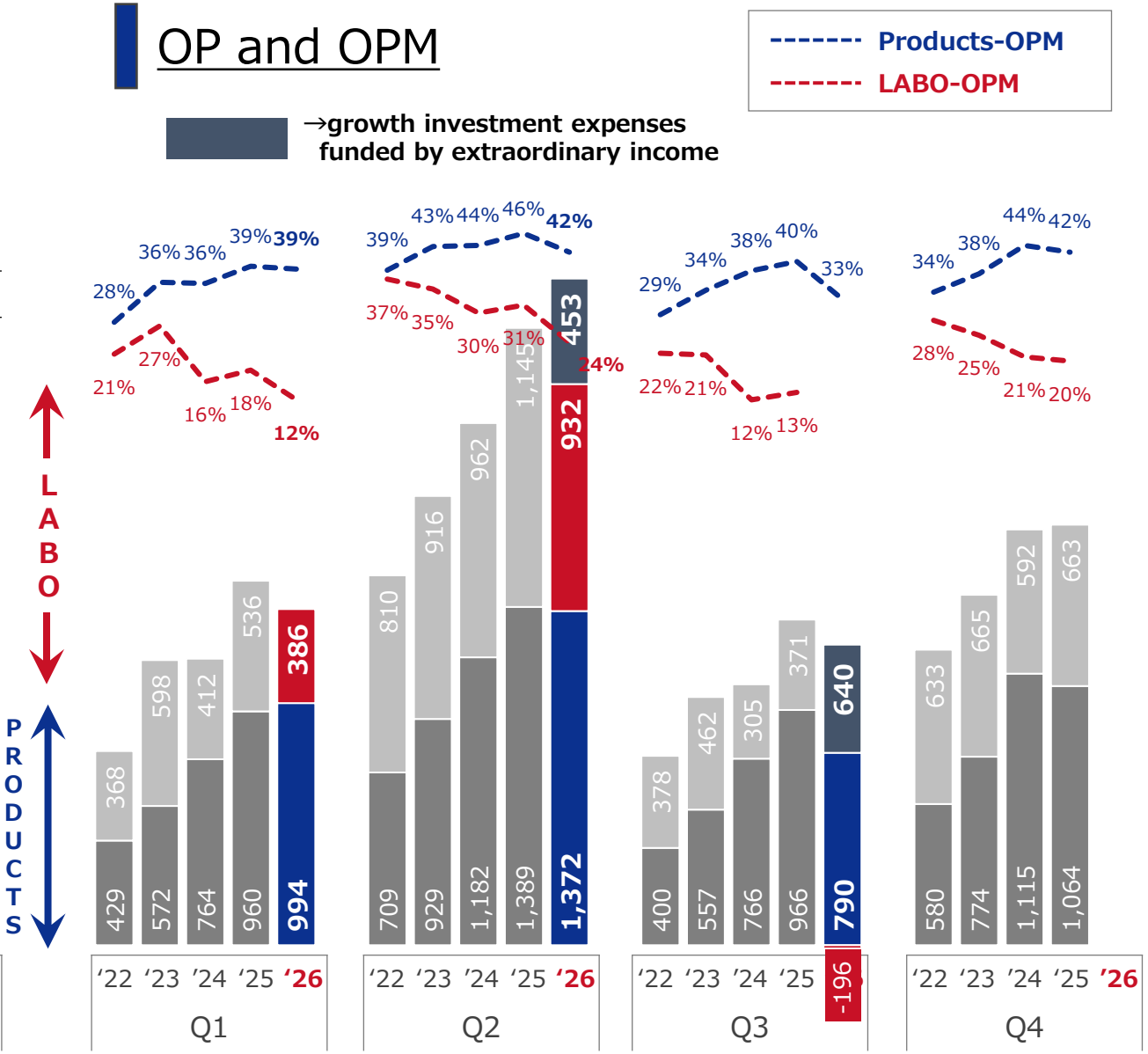
+640 ←**growth investment expenses funded by extraordinary income**→ **+1,093**

Sales

Million Yen



OP and OPM



Q3 FY06/2026：Analysis of Changes in Operating Profit

Operating income would have been 1,233 mn yen if extraordinary income had not been recorded. **(-7.8%)**

Sales and Gross Profit Factors

Cost and SGA Factors *

Million Yen

Q3 FY06/2025 OP	Number of LABO visits	ASP Of LABO	Franchise Sales	Products related business	GPM	Personnel	Advertising cost	Others	Q3 FY06/2026 OP
1,338	211	-146	65	18	-16	-219	70	-89	593
OPM 26.1%								-640	OPM 11.2%

<No. of units⇧>
■ +9.8%
167,666 units
→184,127 units

<ASP⇩>
■ -6.2% YoY
16,071 yen
→15,081 yen

<FC⇧>
■ Accelerated opening of franchise stores

<Products⇧>
■ With the launch of DIA II KeePer, the aftermarket business returned to positive growth.

<GPM⇩>
■ Flat

<Pesonnel⇩>
■ Expenses increased due to new store openings and additional hiring in preparation for December, the peak demand season

<Ad.⇧>
■ Excluding TV programs funded by extraordinary income, advertising expenses decreased YoY.

<Others⇩>
■ Higher store-related expenses such as rent, depreciation, and utilities associated with new store openings

<extraordinary income related⇩>

▼ Expenses for Growth Investments, Taxes, etc. Funded by Extraordinary Income

・TV programs	90mn yen
・Payment of special bonuses	470mn yen
・KeePer Championship and exhibition	18mn yen
・M&A and medium-term management plan	10mn yen
・Development of new KeePer LABO business	10mn yen
・Setagaya Store renovation plan	35mn yen
・Mobility Base concept expenses	7mn yen
Total	640mn yen

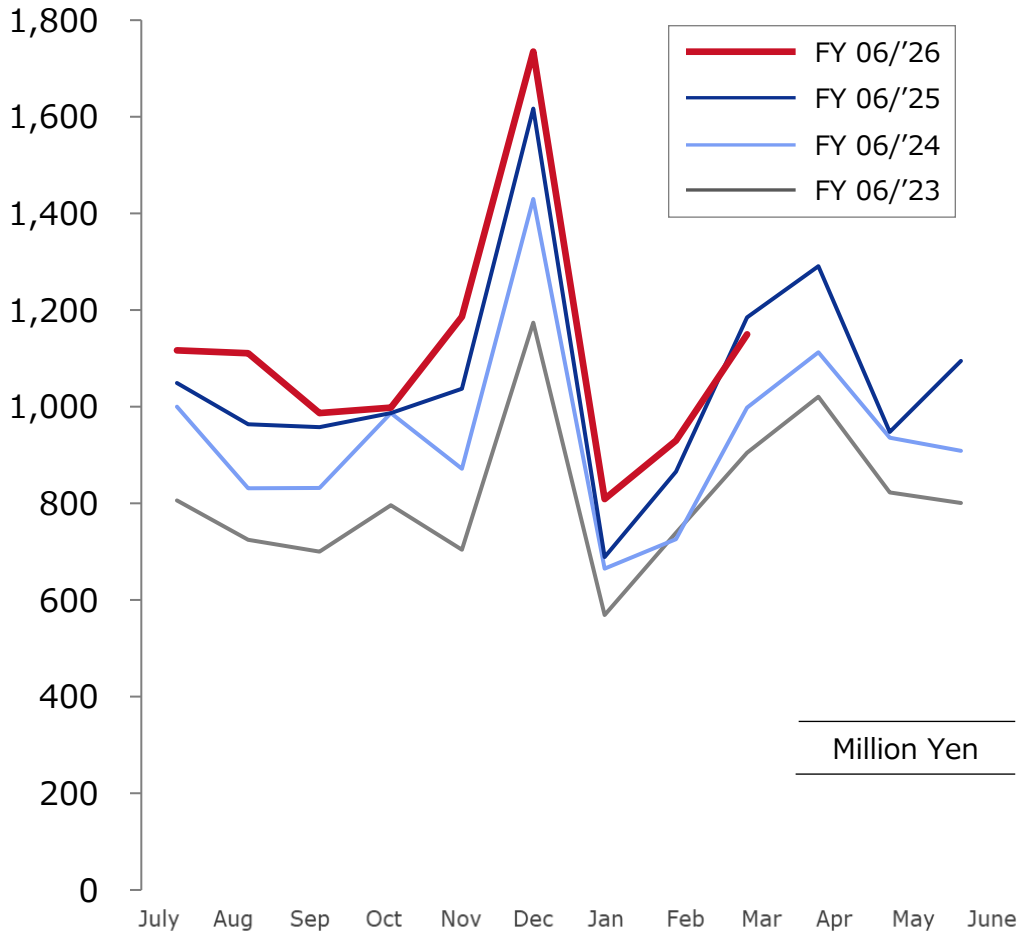
*Certain personnel expenses, depreciation, rent, and utilities of the LABO management business, which were previously included in SGA, are now included in cost of sales, but the relevant cost of sales is again included back in SGA in the analysis of changes in OP.

KeePer LABO Operation Segment (B2C)

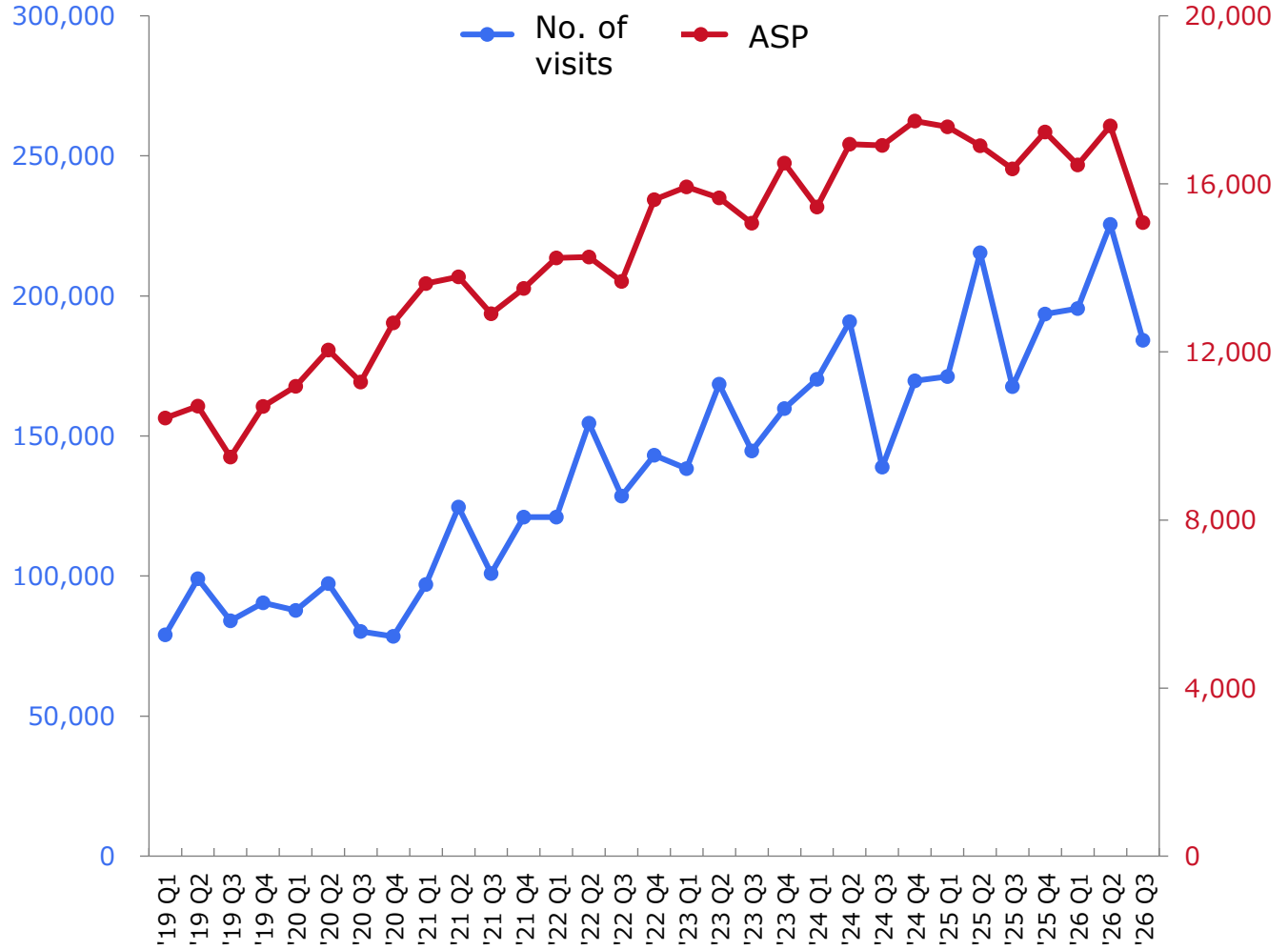




[M'ly] Sales of All LABO stores

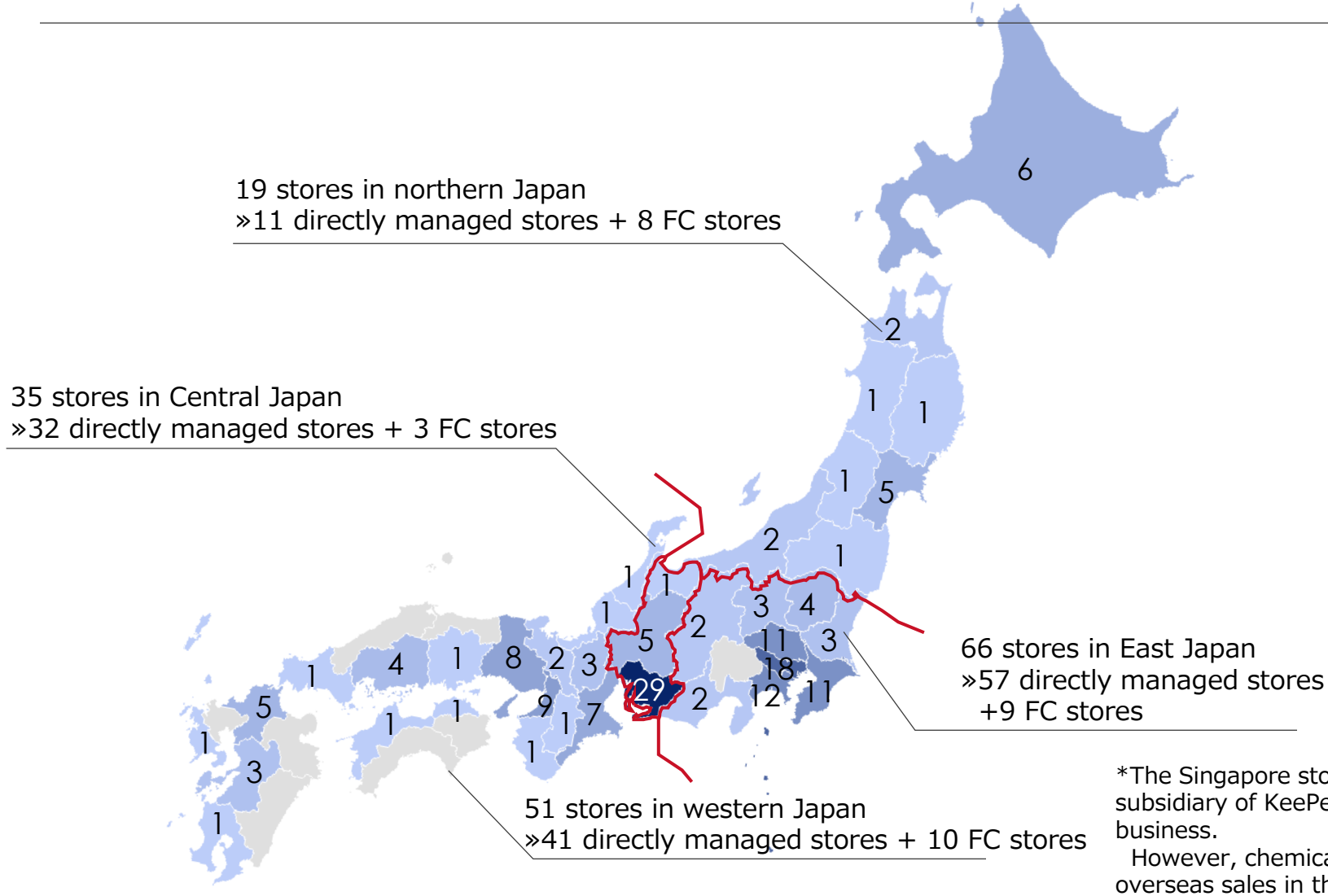


[Q'ly] Number of LABO store visits, ASP



LABO New Stores and Store Distribution

3/31/2025 : Distribution of all 172 stores (141 directly managed stores + 30 FC stores + Overseas 1 store)
3/31/2024 : Distribution of all 148 stores (129 directly managed stores + 18 FC stores + Overseas 1 store)



Number of LABO stores	Total	Directly managed stores	FC
FY06/'15	47	37	10
FY06/'16	53	43	10
FY06/'17	67	56	11
FY06/'18	84	72	12
FY06/'19	92	80	12
FY06/'20	93	82	11
FY06/'21	98	86	12
FY06/'22	107	95	12
FY06/'23	119	106	13
FY06/'24	133	120	13
FY06/'25	156	137	19
FY06/'26 Q3	171	141	30

*The Singapore store is operated by SG KeePer, which is not a consolidated subsidiary of KeePer, and therefore is not included in the LABO operating business.
However, chemicals and other products used in the store are recorded as overseas sales in the product-related business.

KeePer Products Related Segment (B2B)

KeePer PRO SHOP キーパープロショップ





Results Q1-3 FY06/2026

After Market
4,971百万円 YoY +2.6%

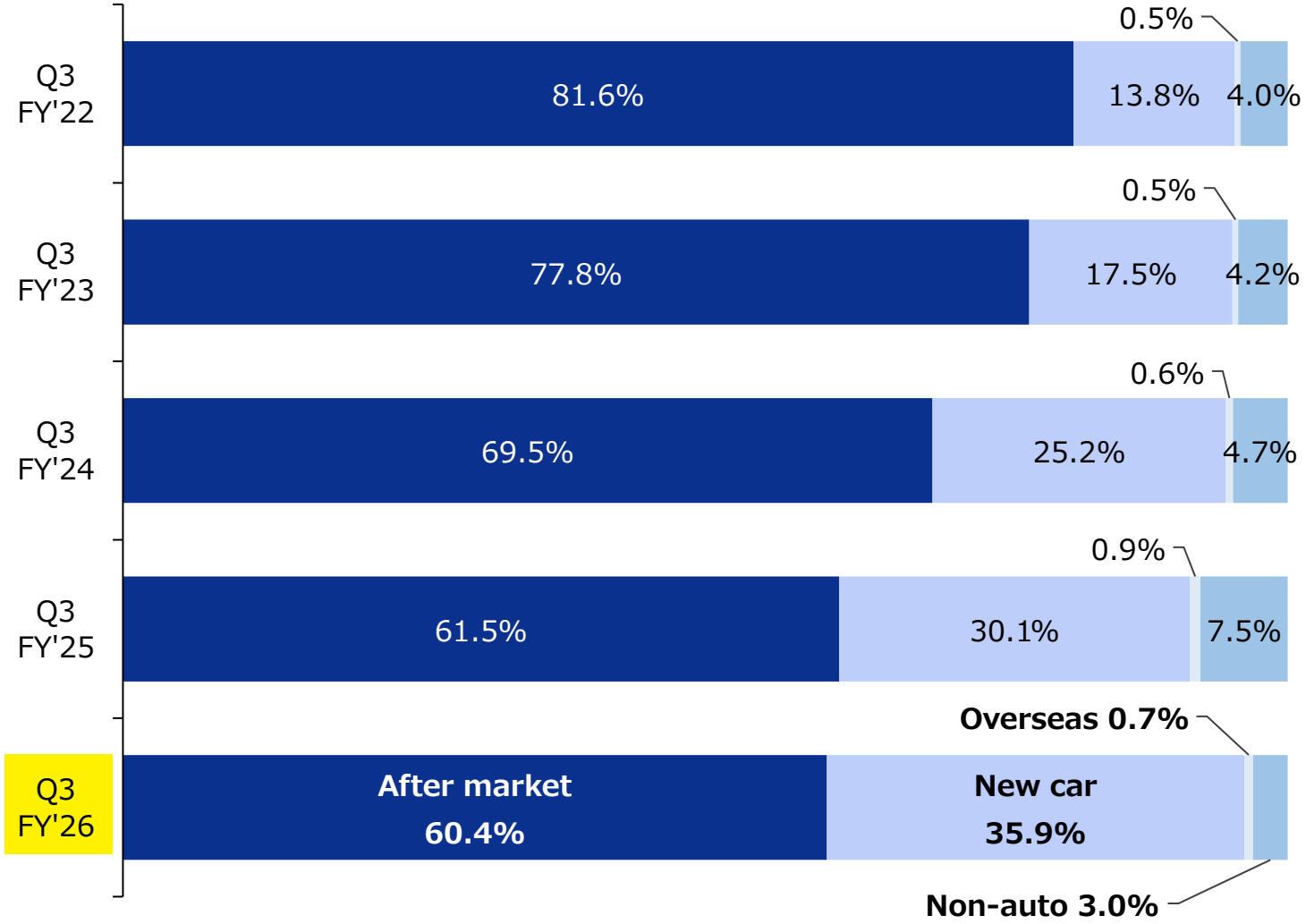
New Car Market
2,950百万円 YoY +24.1%

Non-auto coating
245百万円 YoY -58.6%

Overseas
60百万円 YoY -15.5%

Total
8,227百万円 YoY +4.4%

Sales composition ratio



Note

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