

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

Representative : Koichi Kameda, President

(Ticker : 141A, Growth Market, Tokyo Stock Exchange)

Contact : IR Division TEL : +81-3-6435-6308

Email : ir@trial-holdings.inc



MEMBERSHIP

March 10, 2025

(YoY : %)		CY 2024							CY 2025						Full Year	
		Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.		2H
Comp. Stores	Sales	101.6	109.3	101.9	100.8	105.0	104.2	103.9	103.6	101.8					102.7	103.6
	Customer Traffic	101.8	105.8	102.0	100.0	103.5	102.8	102.7	102.5	98.7					100.7	102.2
	Average Spending	99.8	103.3	99.9	100.7	101.5	101.4	101.2	101.1	103.1					102.0	101.4
All Stores	Sales	106.0	116.0	109.1	108.8	113.0	113.1	111.1	112.6	111.4					112.0	111.3
	Store Opening	5	1	3	3	5	3	20	4	1					5	25
	Store Closure	0	0	0	0	0	0	0	0	0					0	0
	Store Count	323	324	327	330	335	338	338	342	343					343	343

(Weather, Events)

Strong cold wave made temperature very low. Heavy snowfall mainly on the Sea of Japan side affected some stores in Hokkaido.

There was one less business day (weekday) compared to the previous year, which was a leap year, pushed down same store sales by 3.0 points.

(Business at TRIAL stores)

Food: "Setsubun" holiday fell on a Sunday which stimulated demand and brought a great sales of "Ehomaki", sushi rolls for this event. Grocery - packaged rice and retort porridge grew. Daily - frozen vegetables marked high growth rate, affected by the soaring market price of vegetables. Fresh - cut vegetables, cut fruits, sushi and ready meals performed well.

Non-food: Seasonal products performed well. Living - cold remedies and other pharmaceuticals were slow, while heat packs and moisturizing creams contributed to sales.

Hardware - heaters and other heating equipment and winter car accessories were strong. Apparel - workwear and legwear led the sales.

(Store Opening, Closure, Renovation in February)

• Opening : 1 Mega Center : Arao (Kumamoto Pref.)

• Closure : 0 • Renovation : 0

*YoY sales growth are preliminary figures based on POS data. They may differ from book closing figures.

*Weather in Fukuoka is shown on the comment where many TRIAL stores are located.

*Products kinds are as follows. Grocery: Processed food like snacks. Daily: Eggs and dairies. Fresh: Fruits, Meat, Fish and Ready meals. Living: Daily consumables, Household goods.

Hardware: Durables - such as home electronics. Apparel: Innerwear, outerwear.