

## FY2024 Monthly Sales Report

Distribution and Retail Business

**Trial Holdings Inc.**

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(YoY : %)		CY 2023							CY2024							Full Year
		Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.	2H	
<b>Comp. Stores</b>	<b>Sales</b>	106.1	106.8	102.6	103.9	105.2	104.3	104.8	104.9	109.9	110.6	102.5	105.2	108.0	106.8	105.8
<b>All Stores</b>	<b>Sales</b>	112.3	110.8	106.5	105.5	108.6	108.6	108.7	109.1	114.4	115.6	107.3	109.1	112.0	111.2	109.9
	<b>Store Opening</b>	0	0	1	13	9	8	31	1	1	3	3	1	1	10	41
	<b>Store Closure</b>	0	0	3	1	0	1	5	0	0	1	2	0	0	3	8
	<b>Store Count</b>	285	285	283	295	304	311	311	312	313	315	316	317	318	318	318

**(Weather, Events)** There were two more holidays compared to June 2023 which pushed up the SSS by 2.8 points. Temperatures exceeded 30°C in several days. The rainy season began in the second half of the month which brought more rainy days.

**(Business at TRIAL stores)** TRIAL marked the 37th consecutive month of the YoY increase in SSS. Sales growth was very strong, driven by an increase in customer traffic.

Food: Quick cooking products were strong. Grocery - instant cup rice and seasonings contributed to the sales. Daily- frozen foods and ice cream sales grew. Fresh - cut vegetables and ready meals such as "bento" marked high sales growth. Product lineups and price proposals were successful.

Non-food: Rising temperatures stimulated demand for summer products. Seasonal home appliances such as bedding with cooling functions and circulators performed well.

**(Store Opening, Closure, Renovation in June)** Opening : 1 Super Center : Koga Hanami (Fukuoka Pref.), Closure : 0, Renovation : 3

TRIAL opened 41 new stores and closed 8 during FY2024, bringing the total number of stores at the end of the fiscal year to 318.

Financial results for FY2024 will be announced on Tuesday, August 13.

\*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. Hardware: Durables - such as home electronics.

Apparel: Innerwear, outerwear. Living: Daily consumables.