

## FY2025 Monthly Sales Report

Distribution and Retail Business

**Trial Holdings Inc.**

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(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					105.5							105.5	
	Customer Traffic	101.8	105.8					103.8							103.8	
	Average Spending	99.8	103.3					101.6							101.6	
All Stores	Sales	106.0	116.0					111.1							111.1	
	Store Opening	5	1					6							6	
	Store Closure	0	0					0							0	
	Store Count	323	324					324							324	

**(Weather, Events)** The temperature was extremely high in August. A series of natural disasters hit the nation. Some stores were temporarily closed due to the Earthquake Centered in Hyuga-nada (the eastern shore of Miyazaki Pref., Kyushu) and several typhoons. There was one more holiday (Saturday) YoY which boosted SSS by 1.1 points.

**(Business at TRIAL stores)** There was special demand for bulk purchases of beverages, preservable foods and emergency supplies. The product lineup and price competitiveness met customers' needs and resulted in a sharp rise in sales.

**Food:** Grocery - confectioneries, instant noodles and canned foods grew the sales. Daily - high temperature delivered strong sales of bread, frozen food, and ice cream. Fresh - fruits and vegetables (root vegetables and cut vegetables) and meat (seasoned meat) contributed to sales. Ready meals such as sweet rice cakes, rice bowls and fried foods marked great sales growth.

**Non-food:** Daily consumables such as paper products and detergents performed well, while demand for portable gas stoves, batteries, and household repair supplies surged.

**(Store Opening, Closure, Renovation in August)**

- Opening : 1 Mega Center : Obu (Aichi Pref.)
- Closure : 0 • Renovation : 2

\*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.