

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



November 11, 2024

(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			103.5								103.5
	Customer Traffic	101.8	105.8	102.0	100.0			102.4								102.4
	Average Spending	99.8	103.3	99.9	100.7			101.0								101.0
All Stores	Sales	106.0	116.0	109.1	108.8			110.0								110.0
	Store Opening	5	1	3	3			12								12
	Store Closure	0	0	0	0			0								0
	Store Count	323	324	327	330			330								330

(Weather, Events) The monthly average temperature was the highest ever recorded in October. There were many rainy days, with downpours in some areas.

There was one less holiday (Sunday) YoY which pushed down SSS by 1.4 points.

(Business at TRIAL stores) Fresh foods and ready meals performed strongly which led the October sales despite the tough business environment.

"Thanks Sale," a five-day event held at the end of the month to raise points, stimulated customer traffic.

Food: Grocery - sales of curry roux grew. Daily - ice cream and cakes sold well. Fresh - fruits (bananas), meat (bulgogi/seasoned meat) and ready meals (pork cutlet bowls/rice bowls) marked high growth rates.

Non-food: Living - demand for masks were slow, while insecticides and laundry detergents fared well. Hardware - seasonal products such as heating equipments struggled.

(Store Opening, Closure, Renovation in October)

- Opening : 3 Super Center : Nonoichi (Ishikawa Pref.), Shiogama (Miyagi Pref.), smart : Itoshima Oginoura (Fukuoka Pref.)
- Closure : 0 • Renovation : 6

*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.