

## FY2026 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

Representative : Hiro Nagata, President

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

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

Email : ir@trial-holdings.inc



MEMBERSHIP

November 10, 2025

(YoY : %)			CY 2025							CY 2026						Full Year
			Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.	
TRIAL	Comp. Stores	Sales	101.4	98.3	99.8	101.7			100.3							100.3
		Customer Traffic	97.5	94.6	95.6	97.8			96.3							96.3
		Average Spending	104.1	103.9	104.5	104.1			104.1							104.1
	All Stores	Sales	111.9	108.1	109.1	110.1			109.8							109.8
		Store Opening	5	1	1	1			8							8
		Store Closure	0	0	1	0			1							1
		Store Count	357	358	358	359			359							359
SEIYU	All Stores	Store Opening	0	0	0	0			0							0
		Store Closure	0	0	1	0			1							1
		Store Count	245	245	244	244			244							244

### (Weather, Events)

The month saw significant temperature fluctuations, with unseasonably warm weather in the first half, followed by a distinct shift to autumnal weather in the latter half. SSS progressed as planned, attributed to "Thanks Sale" held from October 22 to 26, to raise membership points, along with strong demand for winter seasonal merchandise. Coinciding with the event, the launch of the full-scale mutual expansion of PB items between TRIAL and SEIYU stores has received positive customer feedback.

### (Business at TRIAL stores)

Food: Grocery - hotpot soup bases, packed rice, and canned cocktails performed well. Daily - eggs and yogurt boosted the sales. Fresh - cut fruits and rice contributed to growth, while chicken and pork slices for hotpot dishes increased. Fish fillets such as salmon, sashimi including tuna, and PB item shrimp cocktail gained popularity.

Ready meals - signature items such as the "Pork Cutlet Bowls," as well as tempura and Chinese-style side dishes like gyoza contributed to the sales.

Non-food: Sales was driven by cold-weather items such as winter bedding, fan heaters, and PB items "Moisture-Absorbing, Heat-Generating Warm Innerwear" from "ONFEEL" series.

### (Store Opening, Closure, Renovation in October)

•Opening : 1 Super Center : Kanuma (Tochigi Pref.)

•Closure : 0 •Renovation : 1

\*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: Household essentials such as daily consumables.

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

\*We plan to begin disclosing SEIYU's YoY sales growth data for both all stores and comp. stores starting with the July 2026 figures (FY2027 figures).