

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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MEMBERSHIP

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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	101.9				104.4								104.4
	Customer Traffic	101.8	105.8	102.0				103.2								103.2
	Average Spending	99.8	103.3	99.9				101.1								101.1
All Stores	Sales	106.0	116.0	109.1				110.4								110.4
	Store Opening	5	1	3				9								9
	Store Closure	0	0	0				0								0
	Store Count	323	324	327				327								327

(Weather, Events) Intense lingering summer heat brought the highest average temperature ever recorded in September.

There technically was one more holiday YoY which boosted SSS by 0.3 points.

(Business at TRIAL stores) While the special demand caused by the earthquake and typhoons in August slowed the sales, fresh items and ready meals grew stably. TRIAL achieved the 40th consecutive month of SSS growth.

Food: Grocery - sales of beer and beer-like beverages were idled due to a backlash against the rush demand in September 2023 before the liquor tax hike in October 2023. Daily - high temperatures rose ice cream sales. Fresh - vegetables (onion and mushrooms), and meat (seasoned meat, PB item) performed well. Ready meals, such as sushi, rice bowls and fried foods showed strong performance and contributed to sales growth.

Non-food: Hardware - outdoor goods (tumblers) and toys (trading cards) sold well. Apparel - short-sleeved T-shirts grew.

(Store Opening, Closure, Renovation in September)

- Opening : 3 Super Center : Minaharu (Oita Pref.), Moriguchi Jaguar Town (Osaka Pref.), Mega Center : Zentsuji (Kagawa Pref.)
- Closure : 0 • Renovation : 3

*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.