

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



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						101.6								101.6
	Customer Traffic	101.8						101.8								101.8
	Average Spending	99.8						99.8								99.8
All Stores	Sales	106.0						106.0								106.0
	Store Opening	5						5								5
	Store Closure	0						0								0
	Store Count	323						323								323

(Weather, Events) It was the hottest July in the past 126 years since statistics began in 1898. Some areas experienced disastrous heavy rains before the rainy season ended.

(Business at TRIAL stores) High temperatures stimulated demand for summer products. Robust demand for daily necessities expanded the number of customers which resulted in the solid SSS growth rate.

Food: Grocery - confectionery and salt candy grew. Daily - ice cream contributed to sales. Fresh - fresh food and ready meals such as seasoned meat and eel showed strong performance.

Non-Food: Marine products such as swim rings and barbecue supplies struggled to perform as the people refrained from going out due to the extremely hot weather. On the other hand, seasonal home appliances such as fans rose the sales.

(Store Opening, Closure, Renovation in July)

• Opening : 5 Super Center : Muroran Higashi (Hokkaido), Toyama My Plaza (Toyama Pref.), Saga Yamato (Saga Pref.), Rifu (Miyagi Pref.)

TRIAL GO (Small format) : Fukuoka Befu 3-Chome (Fukuoka 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. Hardware: Durables - such as home electronics.

Apparel: Innerwear, outerwear. Living: Daily consumables.