TRIAL HLDGS

FY2024 Monthly Sales Report

Distribution and Retail Business

Trial Holdings Inc.
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（YoY：%）		CY 2023							CY2024							Full Year
		Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.	2H	
Comp. Stores	**Sales**	106.1	106.8	102.6	103.9	105.2	104.3	104.8	104.9	109.9	110.6	102.5			106.9	105.6
All Stores	**Sales**	112.3	110.8	106.5	105.5	108.6	108.6	108.7	109.1	114.4	115.6	107.3			111.5	109.8
	Store Opening	0	0	1	13	9	8	31	1	1	3	3			8	39
	Store Closure	0	0	3	1	0	1	5	0	0	1	2			3	8
	Store Count	285	285	283	295	304	311	311	312	313	315	316			316	316

（**Weather, Events**）Temperatures were high this month. There were days of heavy rainfall in the beginning of the month, resulting in more precipitation and fewer hours of sunshine. There was one less holiday compared to April 2023 which pushed down SSS by 1.3 points.

（**Business at TRIAL stores**）Solid SSS driven by food sales, especially by fresh food such as ready meals. The higher temperature stimulated demand for apparel and hardware for warmer season.

Food: Grocery - rice and beverages performed well. Daily - milk and pudding (both PB-private brand items) contributed to the sales. Fresh - fruits and vegetables, such as root vegetables and cut vegetables sold well. The good taste and price of ready meals, such as sushi and deep-fried food were attractive enough to drive traffic.

Non-food: Apparel - innerwear and outerwear (both PB) grew. Home appliances - summer seasonal goods such as electrical fan increased sales.

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

・Opening : 3　Super Center : Marugame (Kagawa Pref.), TRIAL GO (Small format) : Mugino-5 chome, Miyawaka Fukumaru (Both are in Fukuoka Pref.)

・Closure : 2　TRIAL GO : Onojo, Nakasone-5 chome (Both are in Fukuoka Pref.)

・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.