

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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MEMBERSHIP

April 10, 2025

(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	105.0	104.2	103.9	103.6	101.8	105.6				103.8	103.8
	Customer Traffic	101.8	105.8	102.0	100.0	103.5	102.8	102.7	102.5	98.7	102.4				101.3	102.2
	Average Spending	99.8	103.3	99.9	100.7	101.5	101.4	101.2	101.1	103.1	103.2				102.5	101.6
All Stores	Sales	106.0	116.0	109.1	108.8	113.0	113.1	111.1	112.6	111.4	114.8				113.0	111.7
	Store Opening	5	1	3	3	5	3	20	4	1	2				7	27
	Store Closure	0	0	0	0	0	0	0	0	0	0				0	0
	Store Count	323	324	327	330	335	338	338	342	343	345				345	345

(Weather, Events)

The weather was unstable during the month, with temperature drops due to strong cold air on some days, and summer-like weather on others. The temperatures varied widely.

(Business at TRIAL stores)

"Thanks Sale," a six-day event held at the end of March to raise points, stimulated customer traffic and brought strong sales, particularly for Fresh and Grocery items. Sales rose sharply at the end of the month due to rush demand before the manufacturer's price revision.

Food: Grocery - sales of beer and other alcoholic beverages jumped due to rush demand. Sales of packaged rice increased. Daily - frozen vegetables recorded a high growth rate.

Fresh - vegetables, fruits and rice contributed to sales. Sales of pork cutlet bowls and seafood rice bowls tracked firmly.

Non-food: Living - cold remedies and eye drops grew. Hardware - air purifiers sold well. Apparel - easy pants (private brand items) marked high sales growth.

(Store Opening, Closure, Renovation in March)

• Opening : 2 smart : Across Plaza Sasaguri (Fukuoka Pref.) TRIAL GO (Small format) : Imagawa 2-Chome (Fukuoka 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: Daily consumables, Household goods.

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