

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

September 10, 2025

(YoY : %)			CY 2025							CY 2026							Full Year
			Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.	2H	
TRIAL	Comp. Stores	Sales	101.4	98.3					99.8								99.8
		Customer Traffic	97.5	94.6					96.0								96.0
		Average Spending	104.1	103.9					104.0								104.0
	All Stores	Sales	111.9	108.1					109.9								109.9
		Store Opening	5	1					6								6
		Store Closure	0	0					0								0
		Store Count	357	358					358								358
SEIYU	All Stores	Store Opening	0	0					0								0
		Store Closure	0	0					0								0
		Store Count	245	245					245								245

(Weather, Events)

The month had many sunny days, with several extreme heat days over 35°C, while record-breaking rainfall in the first half closed 6 stores temporarily, and one store for two days. One additional Sunday YoY lifted SSS by 0.9 pts, but high hurdles from previous year (+9.3% SSS / +5.8% customer traffic) and GP growth strategies weighed on traffic. The increase in average spending partly offset the decline, with SSS landing negative but within expectations.

(Business at TRIAL stores)

There was special demand in Aug. 2024 for beverages, preserved foods and emergency supplies, that caused backlash in sales this year. Fresh and ready meals stayed solid.

Food: Grocery - canned goods, instant noodles, and beverages were sluggish. Daily - frozen foods and eggs grew. Fresh - foods captured demand during the Obon (a traditional Japanese holiday period in mid-August) season, with sushi and party platters selling strongly. In addition, signature items such as the "Pork Cutlet Bowls," with the expansion of in-store bakery items contributed to the sales.

Non-food: Portable gas stoves, batteries, and household repair supplies were declined. But bedding and summer apparel performed well.

(Store Opening, Closure, Renovation in August)

•Opening : 1 smart : Higashi-Nagasaki (Nagasaki 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).