

FY2026 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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(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	101.7	105.5	99.8	101.0								101.0
		Customer Traffic	97.5	94.6	95.6	97.8	100.0	97.6	97.1								97.1
		Average Spending	104.1	103.9	104.5	104.1	105.5	102.3	104.0								104.0
	All Stores	Sales	111.9	108.1	109.1	110.1	113.7	107.7	110.0								110.0
		Store Opening	5	1	1	1	5	5	18								18
		Format conversion - Increase (SEIYU to TRIAL SEIYU)	0	0	0	0	1	0	1								1
		Store Closure	0	0	1	0	1	1	3								3
		Store Count	357	358	358	359	364	368	368								368
SEIYU	All Stores	Store Opening	0	0	0	0	1	0	1								1
		Store Closure	0	0	1	0	1	0	2								2
		Format conversion - Decrease (SEIYU to TRIAL SEIYU)	0	0	0	0	1	0	1								1
		Store Count	245	245	244	244	243	243	243								243

(Weather, Events)

The month saw a mild winter trend. Warmer temperatures compared to the previous year in mid-month limited demand for winter seasonal items. The "Anniversary Sale," a point promotion event was not held in December 2025, while it occurred in December 2024 (Event period: Nov 27–Dec 1 in 2024, Nov 25–30 in 2025). This impact, which includes the effect of having one less Sunday, pushed down SSS by 1.6 pts. During the final seven days of the end-of-year sales period, SSS reached 104.9% YoY, driven by strong performance.

(Business at TRIAL stores)

Sales for Food which led by Ready meals, performed well on strong end-of-year demand.

Food: Grocery - packaged rice and rice cakes contributed to sales. Daily - eggs and yogurt showed solid growth. Fresh - rice, spinach, sweet potatoes, assorted sushi platters, PB shrimp cocktail, beef for "sukiyaki and shabu-shabu", bone-in chicken, as well as pork led the sales.

Ready meals - signature items such as the "Pork Cutlet Bowls," and event-related items: dumplings, dim sum, in-store baked pizza and Christmas chicken sets performed well.

Non-food: Winter seasonal items such as disposable heat packs, heating appliances, winter apparels, and pharmaceuticals with high YoY comparison, were sluggish due to the mild winter, while toy candy sold well.

(Store Opening, Format Conversion, Closure, Renovation in December)

•Opening : 5

MEGA : Higashimatsuyama (Saitama) Super Center : Saza (Nagasaki) TRIAL GO : Sasazuka Eki Nishi (Tokyo), Nakano Chuo 5-Chome (Tokyo), Ozasa 4-Chome (Fukuoka)

•Closure : 1 smart : Takasaki Nakaizumi (Gunma) •Renovation : 0

*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).

**"TRIAL SEIYU" represents a format conversion from SEIYU store to TRIAL store. This increases the number of TRIAL stores and decreases of SEIYU stores, but the total number of stores within TRIAL Group remains.