

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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MEMBERSHIP

June 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	103.6		103.7	103.8
	Customer Traffic	101.8	105.8	102.0	100.0	103.5	102.8	102.7	102.5	98.7	102.4	101.8	100.3		101.2	102.0
	Average Spending	99.8	103.3	99.9	100.7	101.5	101.4	101.2	101.1	103.1	103.2	101.9	103.3		102.5	101.8
All Stores	Sales	106.0	116.0	109.1	108.8	113.0	113.1	111.1	112.6	111.4	114.8	112.5	114.1		113.2	112.0
	Store Opening	5	1	3	3	5	3	20	4	1	2	1	3		11	31
	Store Closure	0	0	0	0	0	0	0	0	0	0	0	1		1	1
	Store Count	323	324	327	330	335	338	338	342	343	345	346	348		348	348

(Weather, Events)

May started with unstable weather. Temperatures rose in the middle of the month, while there were many rainy days in the late month. Temperatures varied throughout the month. There was one more holiday (Saturday) compared to the previous year, which pushed up the SSS by 1.3 points. The SSS has been growing for 48 consecutive months. The introduction of measures to improve gross profit has impacted on both customer traffic and average spending.

(Business at TRIAL stores)

Food: Grocery - packaged rice, pre-packed food and coffee experienced significant growth. Daily - bread and frozen food showed strong performance. Fresh - cut fruits contributed to Fruits category, sashimi and salted and dried fish to Fish category, and pork and chicken to Meat category. In Ready meal category, sushi, rice bowls and hot meals (fried foods) performed well.

Non-food: During the first half of Golden Week, favorable weather led to sales growth of DIY tools. Other categories like home appliances and bedding also contributed positively.

(Store Opening, Closure, Renovation in May)

• Opening : 3 Super Center : Mitoyo (Kagawa Pref.), Nishikigaoka (Miyagi Pref.) smart : Ageo Koizumi (Saitama Pref.)

• Closure : 1 TRIAL GO : Maebashi Hiyoshicho 2-Chome (Gunma Pref.) • 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: Daily consumables, Household goods.

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