

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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MEMBERSHIP

July 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	101.3	103.3	103.6
	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	98.3	100.7	101.7
	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	103.0	102.6	101.9
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	111.2	112.8	111.9
	Store Opening	5	1	3	3	5	3	20	4	1	2	1	3	4	15	35
	Store Closure	0	0	0	0	0	0	0	0	0	0	0	1	0	1	1
	Store Count	323	324	327	330	335	338	338	342	343	345	346	348	352	352	352

(Weather, Events)

During the first half of the month, some regions experienced record-breaking rainfall due to the seasonal rain front. With the rainy season ended earlier than ever on record, temperatures surged in the second half. It was the hottest June on record, with many "hot summer days" where the highest temperature reached or exceeded 30 degrees Celsius. There was one less holiday (Saturday) compared to the same month last year, which pushed down SSS by 1 points.

(Business at TRIAL stores)

Food: Grocery - sports drinks and packaged rice grew. Daily - frozen foods and ice as well as eggs led the sales. Fresh - cut fruits, salted dried fish products (fish roe), and meat (chicken, ready-to-cook products such as raw patties and bulgogi-seasoned meat) contributed to the sales. In Ready meal category, sushi, rice bowls (our signature, pork cutlet bowls), fried foods and Japanese deli foods showed strong performance.

Non-food: bedding items (cooling pads), leisure goods, men's inner wear, and other seasonal summer products performed well.

(Store Opening, Closure, Renovation in June)

- Opening : 4 Super Center : Sunagawa (Hokkaido), Oda (Shimane Pref.) smart : Sasebo Daito (Nagasaki Pref.), Fukutsu (Fukuoka Pref.)
- Closure : 0 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.