TRIAL HLDGS

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.
Representative : Koichi Kameda, President
(Ticker : 141A, Growth Market, Tokyo Stock Exchange)
Contact : IR Division TEL : +81-3-6435-6308
Email : ir@trial-holdings.inc

FASF MEMBERSHIP

December 10, 2024

(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		103.8								103.8
	Customer Traffic	101.8	105.8	102.0	100.0	103.5		102.6								102.6
	Average Spending	99.8	103.3	99.9	100.7	101.5		101.1								101.1
All Stores	Sales	106.0	116.0	109.1	108.8	113.0		110.6								110.6
	Store Opening	5	1	3	3	5		17								17
	Store Closure	0	0	0	0	0		0								0
	Store Count	323	324	327	330	335		335								335

(**Weather, Events**) Temperature was high in the first half of the month. It dropped as the weeks went by in the second half. The Sea of Japan side of western Japan experienced record high rainfall in November.

(**Business at TRIAL stores**) Traffic growth drove the SSS growth rate. The strength of fresh food products was outstanding. Assortment met the customer needs for ready meals. In addition, the "Anniversary Sale," a point promotion event was held at the end of the month and boosted the sales.

Food: Snacks which we strategically strengthened and alcoholic beverages contributed to grocery sales. Daily - chilled noodles and frozen foods performed well. Fresh - cut fruits and cut vegetables made a leap. Salted dried fish and seasoned meat were strong. Ready meals such as rice bowls, hot and cold meals posted robust sales.

Non-food: Living - masks and cold medicines slowed, while daily consumables and hair care products grew.

(**Store Opening, Closure, Renovation in November**)

・Opening : 5 Super Center : Muroran Motowanishi (Hokkaido), Taiwa Mahoroba (Miyagi Pref.), Hamamatsu Wakabayashi (1st store in Shizuoka Pref.)
Mega Center : Sakuranosato (Ibaraki Pref.), TRIAL GO (Small format) : Tobata Aso (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.