

FY2025 Monthly Sales Report

Distribution and Retail Business

TRIAL Holdings, Inc.

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MEMBERSHIP

May 9, 2025

		CY 2024							CY 2025						Full Year	
		Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.		2H
(YoY : %)																
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			103.8	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			101.4	102.2
	Average Spending	99.8	103.3	99.9	100.7	101.5	101.4	101.2	101.1	103.1	103.2	101.9			102.3	101.6
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			112.9	111.8
	Store Opening	5	1	3	3	5	3	20	4	1	2	1			8	28
	Store Closure	0	0	0	0	0	0	0	0	0	0	0			0	0
	Store Count	323	324	327	330	335	338	338	342	343	345	346			346	346

(Weather, Events)

April started off with springtime warmth, but mid-month brought a brief return of cold weather. Temperatures rose again toward the end. There were many sunny days.

(Business at TRIAL stores)

Daily necessities such as food and household goods drove strong sales growth. In addition, spending on outings such as outdoor items contributed.

Food: Grocery - packaged rice and noodles led the sales. Alcoholic beverage sales declined as a reaction to the surge demand in March, ahead of the price increase of beer and beer-like beverages. Snacks, savories and other confectionery items performed well. Daily - frozen foods (pastas) and breads increased the sales due to the rise in rice market price. Fresh - cut salads and seasoned meats sold well, while in ready meals, signature items such as pork cutlet bowls showed significant growth.

Non-food: Outdoor items such as water bottles and kitchenware contributed to sales. In addition, private brand bottoms (easy pants) also grew the sales.

(Store Opening, Closure, Renovation in April)

- Opening : 1 Super Center : Kano (Miyazaki 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.