

## FY2024 Monthly Sales Report

Distribution and Retail Business

**Trial Holdings Inc.**

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(Ticker : 141A, Growth Market, Tokyo Stock Exchange)

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MEMBERSHIP

June 10, 2024

(YoY : %)		CY 2023							CY2024							Full Year
		Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	1H	Jan.	Feb.	Mar.	Apr.	May	Jun.	2H	
<b>Comp. Stores</b>	<b>Sales</b>	106.1	106.8	102.6	103.9	105.2	104.3	104.8	104.9	109.9	110.6	102.5	105.2		106.5	105.6
<b>All Stores</b>	<b>Sales</b>	112.3	110.8	106.5	105.5	108.6	108.6	108.7	109.1	114.4	115.6	107.3	109.1		111.0	109.7
	<b>Store Opening</b>	0	0	1	13	9	8	31	1	1	3	3	1		9	40
	<b>Store Closure</b>	0	0	3	1	0	1	5	0	0	1	2	0		3	8
	<b>Store Count</b>	285	285	283	295	304	311	311	312	313	315	316	317		317	317

**(Weather, Events)** Sunny days stimulated outings during the Golden Week holidays. There was one less holiday compared to the same month last year due to a holiday that fell on a Saturday, pushed down SSS by 1.2 points.

**(Business at TRIAL stores)** All product categories marked strong growth that drove higher sales from the previous year. Our product lineup and pricing were successful while consumers are becoming more price-conscious.

Food: Fresh - cut vegetables and prepared foods performed particularly well, which drove overall sales. Grocery - curry roux grew.

Non-Food: Living - insecticide products and Hardware - disposable chopsticks and paper plates contributed to sales as temperatures rose. Apparel - men's casual wear recorded a high growth rate.

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

- Opening : 1 TRIAL GO (Small format) : Maebashi Hiyoshicho-2 chome (Gunma Pref.)
- Closure : 0
- Renovation : 3

\*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. Hardware: Durables - such as home electronics.

Apparel: Innerwear, outerwear. Living: Daily consumables.