

Fiscal Year Ended
March 31, 2011



TRUSCO

Trusco Nakayama Corporation
(Tokyo Stock Exchange 9830)

info@trusco.co.jp

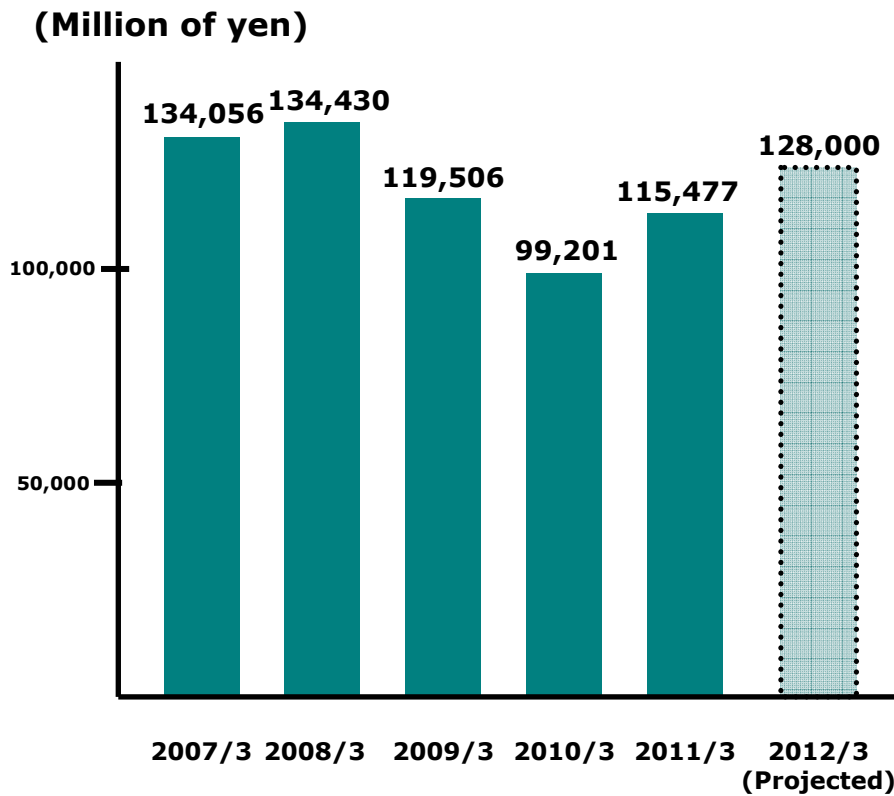
(Million of yen)

	FY2009	FY2010			FY2011		
	Actual 2010/3	Actual 2011/3	Y/Y changes	Y/Y Changes (%)	Projected 2012/3	Y/Y changes	Y/Y Changes (%)
Net sales	99,201	115,477	+16,275	+16.4	128,000	+12,522	+10.8
Gross profit	20,782	23,555	+2,772	+13.3	26,100	+2,544	+10.8
Operating Income	3,745	5,479	+1,734	+46.3	8,000	+2,520	+46.0
Ordinary Profit	3,665	5,378	+1,712	+46.7	7,900	+2,521	+46.9
Net Income	1,607	2,874	+1,266	+78.7	4,250	+1,375	+47.9
Gross profit Ratio(%)	20.9	20.4	-	▲0.5	20.4	-	0
Operating Income Ratio(%)	3.8	4.7	-	+0.9	6.3	-	+1.6
EPS(¥)	48.75	87.15	+38.40	-	128.77	+41.62	-
ROE(%)	2.2	3.9	-	+1.7	-	-	-
Dividend(¥)	20.00	22.00	+2.00	-	32.50	+10.50	-

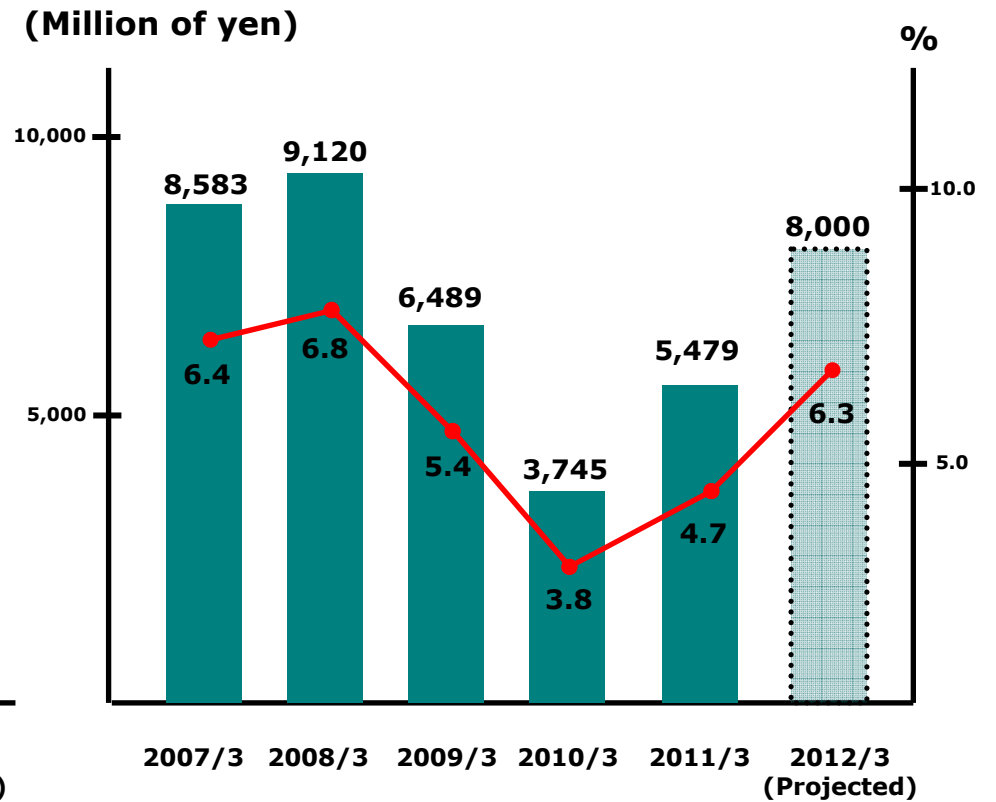
(Million of yen)

	FY2010(Actual)			
	1Q	2Q	3Q	4Q
Net sales	26,327	27,793	29,403	31,952
Gross profit	5,397	5,700	5,967	6,490
Operating Income	915	1,300	1,470	1,788
Net Income	464	741	827	840
	FY2011(Projected)			
	1Q	2Q	3Q	4Q
Net sales	28,750	30,250	32,550	36,450
Gross profit	5,840	6,160	6,630	7,470
Operating Income	1,280	1,720	2,140	2,860
Net Income	684	886	1,157	1,523

Net sales



Operating Income



— Operating Income Ratio

Sale Channel Operations

4

Sales

(Million of yen)

	FY2009	FY2010			FY2011		
	Actual 2009/3	Actual 2010/3	Y/Y changes	Y/Y Changes (%)	Projected 2011/3	Y/Y changes	Y/Y Changes (%)
Factory Route	88,717	105,003	+16,286	+18.4	117,000	+11,996	+11.4
HC Route	10,444	10,295	▲149	▲1.4	11,000	+704	+6.8

Gross Profit Ratio

(%)

Factory Route	21.2	20.7	▲0.5	-	20.6	▲0.1	-
HC Route	18.5	17.6	▲0.9	-	17.6	±0	-

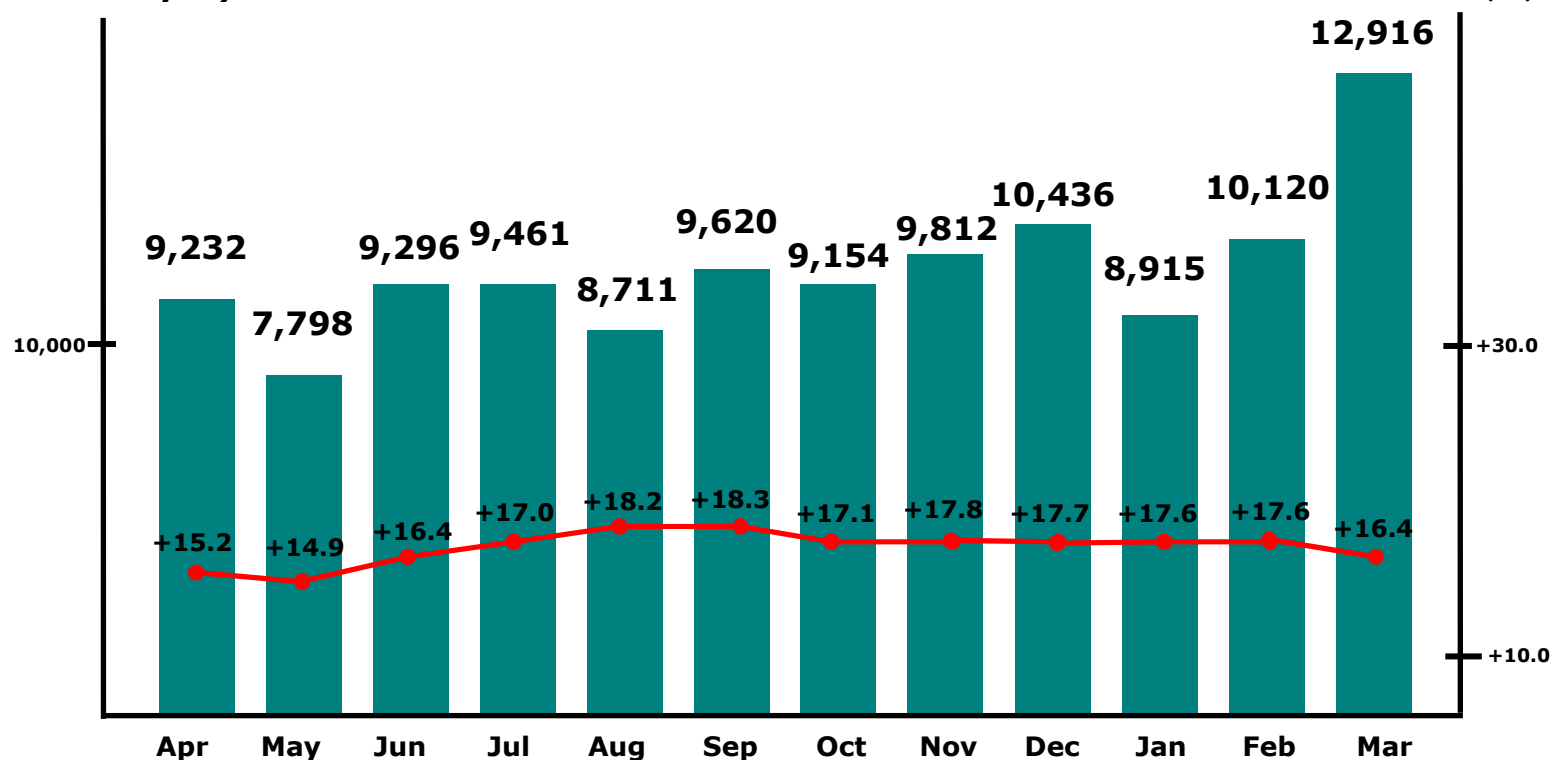
Monthly Sales

5

FY2010

Sales/month
(Million of yen)

Compared with the same
month of the previous year
(%)



Compared with the same month of the previous year (Business days)	±0	±0	±0	Δ1	+1	+1	Δ 1	+1	±0	±0	±0	±0
Number of Business days	21	18	22	21	19	20	20	20	19	18	19	22

Sales in each classification of Goods

6

FY2010

(Million of yen, %)

Large classification	Middle classification	Sales	Composition Ratio	Y/Y changes	Gross profit ratio	Gross profit Y/Y changes
Cutting tools and supplies	Gross	5,850	5.1	+28.6	15.1	+1.2
	1 Cutting tools	3,383	2.9	+42.5	10.7	+1.8
	2 Drilling and screw cutting tools	2,466	2.2	+13.5	21.2	+1.9
Production process supplies	Gross	10,144	8.8	+19.4	15.0	Δ0.5
	3 Measurement tools	4,367	3.8	+17.4	16.3	Δ0.6
	4 Mechatronics	2,518	2.2	+19.0	14.2	Δ0.6
	5 Industrial machinery tools	1,443	1.2	+26.3	18.8	Δ0.8
	6 Electronic machinery tools	1,815	1.6	+19.6	9.8	Δ0.1
Construction tools	Gross	11,694	10.1	+14.0	20.6	Δ0.2
	7 Hydraulic tools	914	0.8	+6.4	11.9	+0.1
	8 Pumps	2,110	1.8	+22.7	15.4	Δ0.1
	9 Welding supplies	1,273	1.1	+8.2	18.7	Δ0.1
	10 Painting and interior decorating supplies	852	0.8	+12.5	24.3	Δ0.8
	11 Civil engineering supplies	814	0.7	+9.4	10.3	+0.7
	12 Leaders and steps	1,409	1.2	+8.6	21.4	+0.1
	13 Plumbing and electrical supplies	1,276	1.1	+18.7	23.1	Δ0.6
	14 Machine and construction parts,hardware	3,042	2.6	+15.6	28.0	Δ0.6
Working supplies	Gross	23,738	20.6	+13.9	22.0	Δ0.6
	15 Cutting supplies	897	0.8	+7.2	23.5	Δ0.2
	16 Grinding and sharpening supplies	4,697	4.1	+17.8	22.8	Δ0.9
	17 Chemical products	11,587	10.0	+12.7	22.2	Δ0.6
	18 Factory merchandise	1,957	1.7	+19.1	15.2	Δ0.2
	19 Packing supplies	2,563	2.2	+7.6	28.3	Δ0.3
	20 Casters	2,033	1.8	+18.5	16.8	Δ0.5
Hand tools	Gross	20,010	17.3	+16.1	19.8	Δ0.5
	21 Power tools and accessories	5,639	4.9	+18.1	15.9	Δ0.3
	22 Pneumatic tools	3,785	3.3	+20.8	19.9	Δ0.9
	23 Hand tools	9,946	8.6	+13.8	21.5	Δ0.3
	24 Tool sets and Tool box	639	0.5	+9.6	26.9	Δ0.3

Sales in each classification of Goods

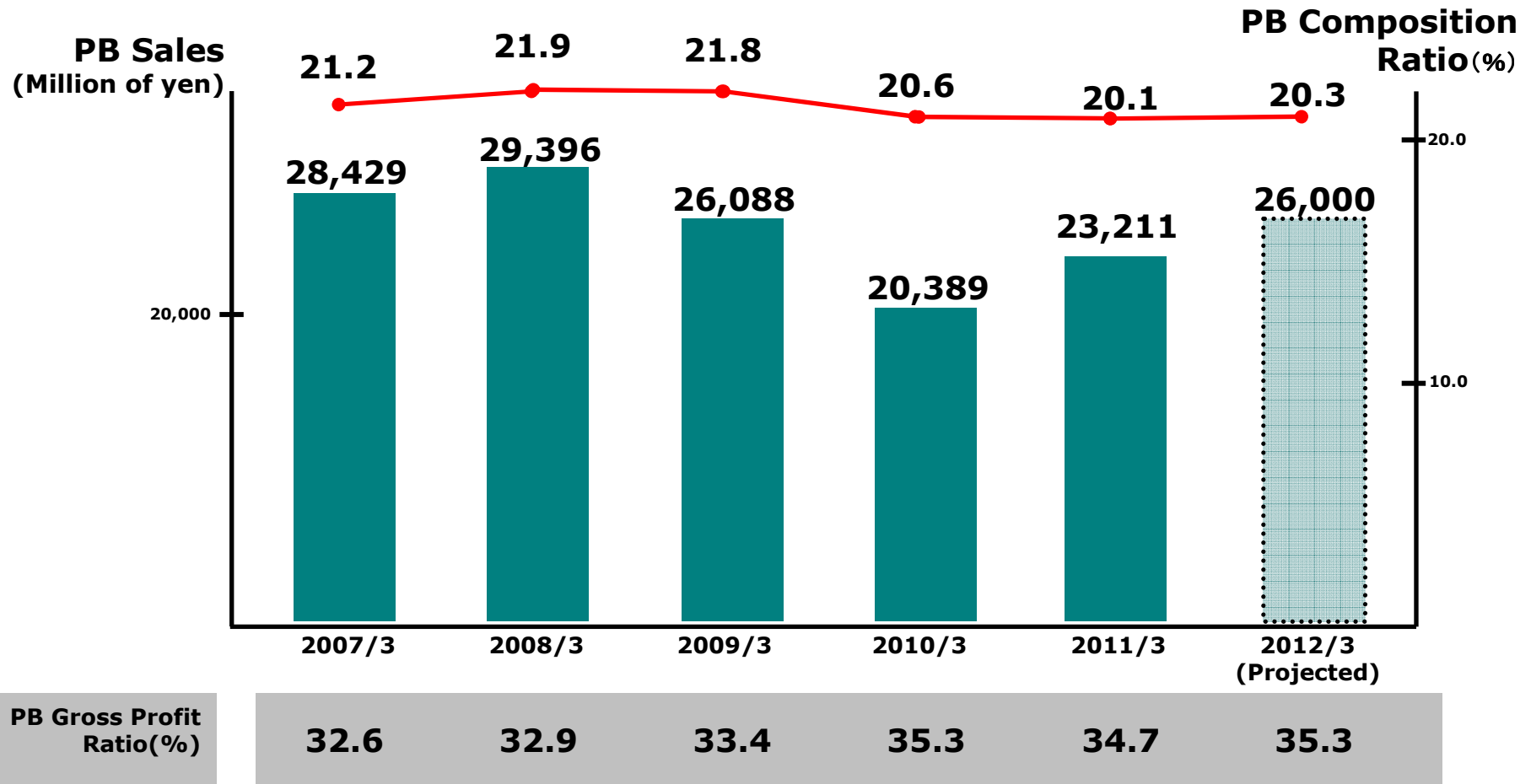
7

FY2010

(Million of yen, %)

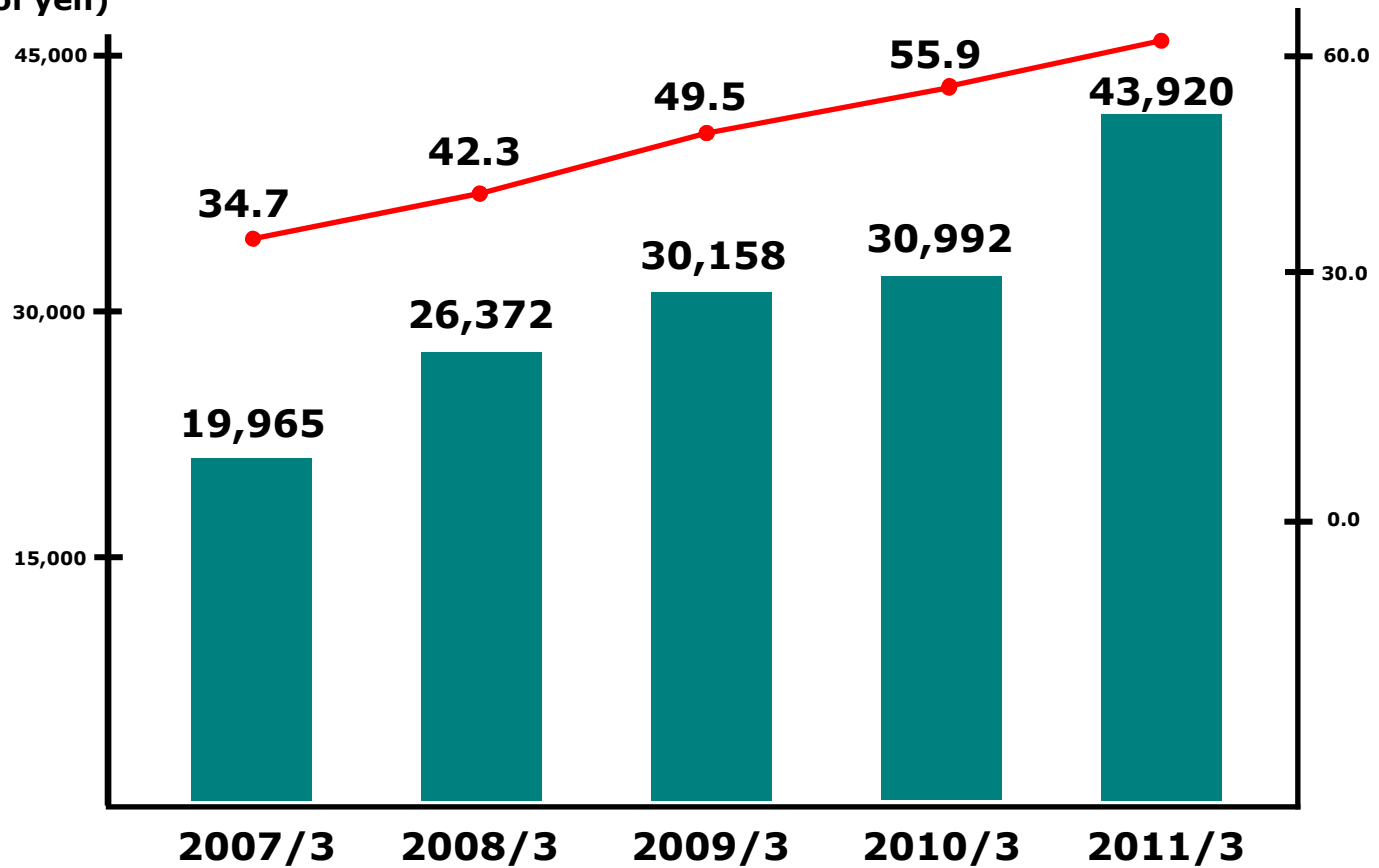
Large classification	Middle classification	Sales	Composition Ratio	Y/Y changes	Gross profit ratio	Gross profit Y/Y changes
Environmental safety supplies	Gross	14,774	12.8	+14.4	22.2	Δ1.3
	25 Protective equipment	6,188	5.4	+5.2	24.6	Δ1.1
	26 Safety supplies	3,889	3.4	+12.7	24.4	Δ1.8
	27 Environmental improvement supplies	1,017	0.9	+23.9	24.0	Δ2.8
	28 Heating and cooling supplies	1,983	1.7	+74.8	15.3	+1.2
	29 Disaster and crime prevention supplies	398	0.3	+4.4	19.3	Δ0.8
	30 Storeroom and exterior supplies	1,296	1.1	+5.1	14.1	+0.9
Distribution and storage supplies	Gross	14,438	12.5	+20.5	21.5	Δ0.5
	31 Cargo handling supplies	2,940	2.4	+10.9	16.9	Δ0.1
	32 Conveyers	1,133	1.0	+11.1	14.4	Δ0.0
	33 Transportation supplies	5,620	4.9	+29.1	21.2	Δ0.3
	34 Containers and storage bins	2,373	2.1	+22.7	27.3	Δ0.0
	35 Steel shelves	2,370	2.1	+17.4	25.3	Δ2.8
Research administration supplies	Gross	4,802	4.2	+17.6	22.2	Δ0.6
	36 Service carts	587	0.5	+21.8	28.1	Δ1.3
	37 Storage and management supplies	780	0.7	+14.2	32.9	Δ0.6
	38 Workbenches	837	0.7	+18.3	26.2	Δ0.1
	39 Stainless supplies	1,056	0.9	+23.1	17.6	Δ0.9
	40 Research and development related supplies	1,541	1.4	+14.1	15.5	Δ0.5
Office accommodation supplies	Gross	8,812	7.6	+16.8	22.0	Δ0.3
	41 Cleaning supplies	2,839	2.4	+21.0	19.9	Δ0.8
	42 Stationery supplies	560	0.5	+15.7	16.7	Δ0.5
	43 Office supplies	879	0.8	+3.6	26.9	+1.4
	44 Electorical appliance	1,382	1.2	+27.7	23.1	+0.0
	45 Office automation equipment	945	0.8	+18.5	25.4	Δ1.2
	46 Office furniture	2,065	1.8	+10.7	22.1	+0.3
47 Interior supplies	138	0.1	+16.7	17.2	Δ0.5	
Others	Gross	1,212	1.0	Δ6.2	16.4	Δ1.9
Total		115,477	100.0	+16.4	20.4	Δ0.6

Private Brand Sales



Automatic order system Sales
(Million of yen)

Automatic Orderin system
Number of lines
(Cases) **Rate(%)**



Selling and General administrative expenses

10

(Million of yen, %)

	FY2009	FY2010		
	Actual 2010/3	Actual 2011/3	Y/Y changes	Y/Y Changes (%)
1 Packing and freight Expenses	1,081	1,194	112	+10.4
2 Hired Truck Expenses	1,178	1,169	△9	△ 0.8
3 Advertising Expenses	119	259	140	+117.8
4 Sales commission Expenses	116	259	142	+122.4
5 Officer's Salaries and Bonuses	230	255	25	+11.0
6 Salaries and Bonuses Expenses	7,716	8,036	320	+4.1
7 Provision for Bonuses	761	767	6	+0.9
8 Reverse for Bonuses	△1,124	△1,107	16	△ 1.5
9 Welfare Expenses	1,117	1,186	68	+6.2
10 Entertainment Expenses	16	35	18	+111.5
11 Communication Expenses	357	348	△8	△ 2.3
12 Rent Expenses	467	444	△22	△ 4.9
13 Commission Expenses	721	741	20	+2.8
14 Dispatch Processing Expenses	192	89	△102	△ 53.4
15 Taxes	424	536	111	+26.4
16 Depreciation Expense	2,444	2,461	16	+0.7
17 Enterprise Taxes	132	176	43	+33.0
18 Others	1,081	1,219	137	+12.7
Total	17,036	18,075	1,038	+6.1

(Million of yen, %)

Details	Operating	FY2010
		Actual 2011/3
Himeji Branch	2011/3	333
Chiba Branch	2011/8	122
Hiroshima Branch	2012/1	518
Planet Osaka(Distribution Centers)	2012/5	1,034
Tokyo Head Office Building	2013/10	4,931
Nagoya Branch Building	-	1,205
Information System	-	117
Welfare Facilities	-	292
Others	-	336
Total		8,888

Cash Flow Statement , 2011/3

12

(Million of yen, %)

	FY2009	FY2010
	Actual 2010/3	Actual 2011/3
Operating Activities	7,132	5,937
Investing Activities	△1,665	△8,674
Financing Activities	△629	△662
Net increase (decrease) in Cash and Cash Equivalents	-	-
Cash and Cash Equivalents, Beginning of year	12,975	17,812
Cash and Cash Equivalent , End of year	17,812	14,413



This report contains forward –looking statements which reflect management’s view at the time of the announcement with respect to certain future events and financial performance .Actual results may differ materially from those projected or implied in any forward-looking statement. Further certain forward-looking statements are based upon assumption of future events which may not prove to be accurate.