Trusco Nakayama Corporation Fiscal Year Ending December 2024 Monthly sales results

Correction on July 19, 2024

(Non-consolidated) Net sales by sales segment

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Factory route	**2024**	**13,880**	**16,247**	**18,818**	**16,076**	**15,401**	**16,111**							**96,534**
	2023	12,795	14,784	17,688	14,575	13,825	15,922							89,593
	YoY change	+ 8.5	+ 9.9	+ 6.4	+ 10.3	+ 11.4	+ 1.2							+ 7.7
	Plan ratio	+ 2.4	+ 4.3	+ 4.0	+ 2.8	+ 2.3	△ 0.7							+ 2.5
e-business route	**2024**	**4,885**	**5,454**	**5,997**	**5,724**	**5,412**	**5,358**							**32,833**
	2023	4,241	4,814	5,462	4,789	4,553	5,050							28,911
	YoY change	+ 15.2	+ 13.3	+ 9.8	+ 19.5	+ 18.9	+ 6.1							+ 13.6
	Plan ratio	+ 2.9	+ 5.7	+ 9.7	+ 10.1	+ 5.4	+ 2.0							+ 6.0
Home center route	**2024**	**1,842**	**1,964**	**2,114**	**2,493**	**2,192**	**2,024**							**12,631**
	2023	1,701	1,829	2,112	2,031	2,146	1,882							11,704
	YoY change	+ 8.3	+ 7.4	+ 0.1	+ 22.7	+ 2.1	+ 7.5							+ 7.9
	Plan ratio	+ 3.2	+ 1.8	+ 3.8	+ 4.4	+ 0.9	+ 4.1							+ 3.1
Overseas route	**2024**	**177**	**165**	**172**	**164**	**183**	**169**							**1,033**
	2023	122	119	158	135	160	150							845
	YoY change	+ 45.1	+ 38.7	+ 9.4	+ 21.6	+ 14.4	+ 12.7							+ 22.2
	Plan ratio	+ 26.8	+ 13.9	△ 0.7	+ 0.8	+ 9.4	+ 0.4							+ 7.7
[Total]	**2024**	**20,785**	**23,831**	**27,103**	**24,457**	**23,190**	**23,664**							**143,033**
	2023	18,860	21,546	25,422	21,531	20,686	23,007							131,055
	YoY change	+ 10.2	+ 10.6	+ 6.6	+ 13.6	+ 12.1	+ 2.9							+ 9.1
	Plan ratio	+ 2.7	+ 4.5	+ 5.2	+ 4.6	+ 2.9	+ 0.3							+ 3.4

Number of business days	Days	19	19	20	21	21	20	22	21	19	22	20	21	-
	YoY change	+ 0	+ 0	△ 2	+ 1	+ 1	△ 2	+ 2	△ 1	△ 1	+ 1	+ 0	+ 21	△ 1

Net sales per day

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	**2024**	**1,093**	**1,254**	**1,355**	**1,164**	**1,104**	**1,183**							**1,191**
	2023	992	1,134	1,155	1,076	1,034	1,045							1,074
	YoY change	+ 10.2	+ 10.6	+ 17.3	+ 8.2	+ 6.8	+ 13.1							+ 11.0

(Non-consolidated) Net sales results by department and comparison with the same month of the previous year

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Cutting tools	**2024**	**648**	**742**	**802**	**748**	**702**	**713**							**4,357**
	2023	619	683	781	674	629	717							4,105
	YoY change	+ 4.7	+ 8.7	+ 2.6	+ 10.9	+ 11.7	△ 0.6							+ 6.1
Production processing tools	**2024**	**1,568**	**1,789**	**1,991**	**1,831**	**1,743**	**1,766**							**10,690**
	2023	1,407	1,649	1,905	1,523	1,476	1,668							9,629
	YoY change	+ 11.5	+ 8.5	+ 4.5	+ 20.2	+ 18.1	+ 5.9							+ 11.0
Construction Supplies	**2024**	**2,473**	**2,782**	**3,165**	**2,833**	**2,679**	**2,684**							**16,619**
	2023	2,254	2,595	3,031	2,501	2,364	2,579							15,326
	YoY change	+ 9.7	+ 7.2	+ 4.4	+ 13.3	+ 13.3	+ 4.1							+ 8.4
Work Supplies	**2024**	**3,966**	**4,275**	**4,624**	**4,658**	**4,497**	**4,422**							**26,444**
	2023	3,600	4,001	4,581	4,198	4,228	4,435							25,046
	YoY change	+ 10.2	+ 6.8	+ 0.9	+ 10.9	+ 6.4	△ 0.3							+ 5.6
Hand tools	**2024**	**3,588**	**4,218**	**4,641**	**4,156**	**3,867**	**3,821**							**24,294**
	2023	3,172	3,706	4,348	3,673	3,487	3,818							22,206
	YoY change	+ 13.1	+ 13.8	+ 6.7	+ 13.2	+ 10.9	+ 0.1							+ 9.4
Environmental safety Supplies	**2024**	**3,617**	**4,153**	**4,845**	**4,663**	**4,452**	**4,986**							**26,718**
	2023	3,269	3,661	4,245	3,747	3,753	4,390							23,067
	YoY change	+ 10.7	+ 13.4	+ 14.1	+ 24.4	+ 18.6	+ 13.6							+ 15.8
Logistics/ StorageSupplies	**2024**	**2,118**	**2,535**	**2,981**	**2,347**	**2,239**	**2,260**							**14,482**
	2023	2,010	2,374	2,911	2,394	2,051	2,361							14,104
	YoY change	+ 5.4	+ 6.8	+ 2.4	△ 2.0	+ 9.2	△ 4.3							+ 2.7
LaboratorySupplies	**2024**	**837**	**981**	**1,117**	**904**	**891**	**887**							**5,618**
	2023	802	923	1,100	872	816	909							5,424
	YoY change	+ 4.3	+ 6.2	+ 1.5	+ 3.7	+ 9.2	△ 2.5							+ 3.6
Office Supplies/ Storages	**2024**	**1,879**	**2,248**	**2,839**	**2,213**	**2,023**	**2,004**							**13,209**
	2023	1,656	1,866	2,392	1,854	1,757	1,972							11,500
	YoY change	+ 13.4	+ 20.4	+ 18.7	+ 19.4	+ 15.1	+ 1.6							+ 14.9
Other Products	**2024**	**88**	**105**	**94**	**100**	**93**	**116**							**598**
	2023	67	84	123	92	121	153							642
	YoY change	+ 30.6	+ 24.7	△ 23.4	+ 9.6	△ 23.7	△ 24.1							△ 6.9
[Total]	**2024**	**20,785**	**23,831**	**27,103**	**24,457**	**23,190**	**23,664**							**143,033**
	2023	18,860	21,546	25,422	21,531	20,686	23,007							131,055
	YoY change	+ 10.2	+ 10.6	+ 6.6	+ 13.6	+ 12.1	+ 2.9							+ 9.1