Trusco Nakayama Corporation Fiscal Year Ending December 2023 Monthly sales results

(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	**2023**	**12,795**	**14,784**	**17,688**	**14,575**	**13,825**	**15,922**							**89,593**
	2022	12,700	13,630	16,786	13,386	12,620	15,095							84,220
	YoY change	+ 0.7	+ 8.5	+ 5.4	+ 8.9	+ 9.5	+ 5.5							+ 6.4
	Plan ratio	△ 5.7	+ 0.8	△ 0.9	+ 1.0	+ 0.2	+ 0.6							△ 0.6
e-business route	**2023**	**4,241**	**4,814**	**5,462**	**4,789**	**4,553**	**5,050**							**28,911**
	2022	3,825	4,039	4,830	4,079	3,876	4,602							25,253
	YoY change	+ 10.9	+ 19.2	+ 13.1	+ 17.4	+ 17.5	+ 9.7							+ 14.5
	Plan ratio	△ 0.7	+ 7.7	+ 5.0	+ 5.5	+ 2.6	△ 0.6							+ 3.3
Home center route	**2023**	**1,701**	**1,829**	**2,112**	**2,031**	**2,146**	**1,882**							**11,704**
	2022	1,448	1,548	1,860	1,741	1,834	1,770							10,203
	YoY change	+ 17.5	+ 18.1	+ 13.5	+ 16.7	+ 17.0	+ 6.3							+ 14.7
	Plan ratio	+ 1.7	+ 6.0	+ 8.3	+ 10.2	+ 2.1	+ 0.6							+ 4.8
Overseas route	**2023**	**122**	**119**	**158**	**135**	**160**	**150**							**845**
	2022	105	115	136	101	115	136							710
	YoY change	+ 16.2	+ 3.2	+ 16.1	+ 33.2	+ 39.1	+ 10.1							+ 19.1
	Plan ratio	△ 29.5	△ 5.2	+ 17.5	+ 12.1	+ 21.2	+ 10.3							+ 10.1
[Total]	**2023**	**18,860**	**21,546**	**25,422**	**21,531**	**20,686**	**23,007**							**131,055**
	2022	18,080	19,333	23,613	19,308	18,446	21,605							120,387
	YoY change	+ 4.3	+ 11.4	+ 7.7	+ 11.5	+ 12.1	+ 6.5							+ 8.9
	Plan ratio	△ 4.2	+ 2.7	+ 1.2	+ 2.8	+ 1.1	+ 0.4							+ 0.8

Number of business days	Days	19	19	22	20	20	22	20	22	20	21	20	21	-
	YoY change	+ 1	+ 1	±0	±0	+ 1	±0	±0	±0	±0	+ 1	±0	△1	+ 3

Net sales per day

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	**2023**	**992**	**1,134**	**1,155**	**1,076**	**1,034**	**1,045**							**1,074**
	2022	1,004	1,074	1,073	965	970	982							1,011
	YoY change	△ 1.2	+ 5.6	+ 7.7	+ 11.5	+ 6.5	+ 6.5							+ 6.2

(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	**2023**	**619**	**683**	**781**	**674**	**629**	**717**							**4,105**
	2022	554	608	721	610	559	663							3,719
	YoY change	+ 11.7	+ 12.3	+ 8.3	+ 10.5	+ 12.4	+ 8.1							+ 10.4
Production processing tools	**2023**	**1,407**	**1,649**	**1,905**	**1,523**	**1,476**	**1,668**							**9,629**
	2022	1,353	1,510	1,771	1,385	1,336	1,587							8,946
	YoY change	+ 3.9	+ 9.2	+ 7.6	+ 10.0	+ 10.4	+ 5.1							+ 7.6
Construction Supplies	**2023**	**2,254**	**2,595**	**3,031**	**2,501**	**2,364**	**2,579**							**15,326**
	2022	2,079	2,246	2,772	2,249	2,145	2,454							13,947
	YoY change	+ 8.4	+ 15.5	+ 9.3	+ 11.2	+ 10.2	+ 5.1							+ 9.9
Work Supplies	**2023**	**3,600**	**4,001**	**4,581**	**4,198**	**4,228**	**4,435**							**25,046**
	2022	3,305	3,486	4,148	3,747	3,654	4,043							22,385
	YoY change	+ 8.9	+ 14.8	+ 10.4	+ 12.0	+ 15.7	+ 9.7							+ 11.9
Hand tools	**2023**	**3,172**	**3,706**	**4,348**	**3,673**	**3,487**	**3,818**							**22,206**
	2022	2,915	3,206	3,918	3,228	3,010	3,394							19,674
	YoY change	+ 8.8	+ 15.6	+ 11.0	+ 13.8	+ 15.8	+ 12.5							+ 12.9
Environmental safety Supplies	**2023**	**3,269**	**3,661**	**4,245**	**3,747**	**3,753**	**4,390**							**23,067**
	2022	3,486	3,381	3,980	3,359	3,332	4,237							21,777
	YoY change	△ 6.2	+ 8.3	+ 6.7	+ 11.5	+ 12.6	+ 3.6							+ 5.9
Logistics/ StorageSupplies	**2023**	**2,010**	**2,374**	**2,911**	**2,394**	**2,051**	**2,361**							**14,104**
	2022	1,961	2,241	2,842	2,139	1,982	2,374							13,541
	YoY change	+ 2.5	+ 5.9	+ 2.4	+ 11.9	+ 3.5	△ 0.6							+ 4.2
LaboratorySupplies	**2023**	**802**	**923**	**1,100**	**872**	**816**	**909**							**5,424**
	2022	783	824	1,019	797	760	917							5,102
	YoY change	+ 2.4	+ 12.1	+ 7.9	+ 9.4	+ 7.3	△ 0.8							+ 6.3
Office Supplies/ Storages	**2023**	**1,656**	**1,866**	**2,392**	**1,854**	**1,757**	**1,972**							**11,500**
	2022	1,615	1,793	2,327	1,720	1,588	1,825							10,870
	YoY change	+ 2.5	+ 4.1	+ 2.8	+ 7.8	+ 10.7	+ 8.0							+ 5.8
Other Products	**2023**	**67**	**84**	**123**	**92**	**121**	**153**							**642**
	2022	24	34	109	69	77	105							421
	YoY change	+ 176.8	+ 142.6	+ 12.2	+ 32.2	+ 58.2	△ 100.0							+ 52.5
[Total]	**2023**	**18,860**	**21,546**	**25,422**	**21,531**	**20,686**	**23,007**							**131,055**
	2022	18,080	19,333	23,613	19,308	18,446	21,605							120,387
	YoY change	+ 4.3	+ 11.4	+ 7.7	+ 11.5	+ 12.1	+ 6.5							+ 8.9