

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	15,141	14,103	15,032				133,871
	2022	12,700	13,630	16,786	13,386	12,620	15,095	13,952	13,097	14,371				125,641
	YoY change	+ 0.7	+ 8.5	+ 5.4	+ 8.9	+ 9.5	+ 5.5	+ 8.5	+ 7.7	+ 4.6				+ 6.6
	Plan ratio	△ 5.7	+ 0.8	△ 0.9	+ 1.0	+ 0.2	+ 0.6	+ 1.3	+ 0.6	△ 2.5				△ 0.1
e-business route	2023	4,241	4,814	5,482	4,789	4,553	5,050	4,876	4,520	4,895				43,204
	2022	3,825	4,039	4,830	4,079	3,876	4,602	4,335	4,025	4,273				37,888
	YoY change	+ 10.9	+ 19.2	+ 13.1	+ 17.4	+ 17.5	+ 9.7	+ 12.5	+ 12.3	+ 14.5				+ 14.0
	Plan ratio	△ 0.7	+ 7.7	+ 5.0	+ 5.5	+ 2.6	△ 0.6	+ 3.2	△ 1.7	+ 2.9				+ 0.5
Home center route	2023	1,701	1,829	2,112	2,031	2,146	1,882	1,889	1,995	2,036				17,626
	2022	1,448	1,548	1,860	1,741	1,834	1,770	1,672	1,944	1,995				15,816
	YoY change	+ 17.5	+ 18.1	+ 13.5	+ 16.7	+ 17.0	+ 6.3	+ 13.0	+ 2.6	+ 2.1				+ 11.4
	Plan ratio	+ 1.7	+ 6.0	+ 8.3	+ 10.2	+ 2.1	+ 0.6	△ 2.0	+ 4.1	+ 7.7				+ 1.1
Overseas route	2023	122	119	158	135	160	150	182	173	172				1,373
	2022	105	115	136	101	115	136	122	134	151				1,118
	YoY change	+ 16.2	+ 3.2	+ 16.1	+ 33.2	+ 39.1	+ 10.1	+ 49.2	+ 29.0	+ 13.9				+ 22.9
	Plan ratio	△ 29.5	△ 5.2	+ 17.5	+ 12.1	+ 21.2	+ 10.3	+ 28.7	+ 19.3	+ 15.2				+ 7.1
[Total]	2023	18,860	21,546	25,422	21,531	20,686	23,007	22,089	20,793	22,136				196,075
	2022	18,080	19,333	23,613	19,308	18,446	21,605	20,083	19,202	20,791				180,465
	YoY change	+ 4.3	+ 11.4	+ 7.7	+ 11.5	+ 12.1	+ 6.5	+ 10.0	+ 8.3	+ 6.5				+ 8.7
	Plan ratio	△ 4.2	+ 2.7	+ 1.2	+ 2.8	+ 1.1	+ 0.4	+ 1.6	+ 0.5	△ 0.4				+ 0.2

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	1,104	945	1,106				1,065
	2022	1,004	1,074	1,073	965	970	982	1,004	872	1,039				997
	YoY change	△ 1.2	+ 5.6	+ 7.7	+ 11.5	+ 6.5	+ 6.5	+ 10.0	+ 8.3	+ 6.5				+ 6.9

(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	665	645	702				6,119
	2022	554	608	721	610	559	663	592	573	727				5,613
	YoY change	+ 11.7	+ 12.3	+ 8.3	+ 10.5	+ 12.4	+ 8.1	+ 12.4	+ 12.5	△ 3.5				+ 9.0
Production processing tools	2023	1,407	1,649	1,905	1,523	1,476	1,668	1,612	1,465	1,695				14,403
	2022	1,353	1,510	1,771	1,385	1,336	1,587	1,433	1,390	1,548				13,318
	YoY change	+ 3.9	+ 9.2	+ 7.6	+ 10.0	+ 10.4	+ 5.1	+ 12.5	+ 5.4	+ 9.5				+ 8.1
Construction Supplies	2023	2,254	2,595	3,031	2,501	2,364	2,579	2,479	2,405	2,589				22,801
	2022	2,079	2,246	2,772	2,249	2,145	2,454	2,235	2,187	2,407				20,777
	YoY change	+ 8.4	+ 15.5	+ 9.3	+ 11.2	+ 10.2	+ 5.1	+ 10.9	+ 10.0	+ 7.6				+ 9.7
Work Supplies	2023	3,600	4,001	4,581	4,198	4,228	4,435	4,212	4,079	4,376				37,715
	2022	3,305	3,486	4,148	3,747	3,654	4,043	3,819	3,776	4,172				34,153
	YoY change	+ 8.9	+ 14.8	+ 10.4	+ 12.0	+ 15.7	+ 9.7	+ 10.3	+ 8.0	+ 4.9				+ 10.4
Hand tools	2023	3,172	3,706	4,348	3,673	3,487	3,818	3,542	3,444	3,742				32,936
	2022	2,915	3,206	3,918	3,228	3,010	3,394	3,123	3,103	3,373				29,275
	YoY change	+ 8.8	+ 15.6	+ 11.0	+ 13.8	+ 15.8	+ 12.5	+ 13.4	+ 11.0	+ 10.9				+ 12.5
Environmental safety Supplies	2023	3,269	3,661	4,245	3,747	3,753	4,390	4,618	4,124	3,841				35,651
	2022	3,486	3,381	3,980	3,359	3,332	4,237	4,248	3,699	3,555				33,280
	YoY change	△ 6.2	+ 8.3	+ 6.7	+ 11.5	+ 12.6	+ 3.6	+ 8.7	+ 11.5	+ 8.0				+ 7.1
Logistics/StorageSupplies	2023	2,010	2,374	2,911	2,394	2,051	2,361	2,151	2,019	2,258				20,534
	2022	1,961	2,241	2,842	2,139	1,982	2,374	2,107	2,027	2,304				19,981
	YoY change	+ 2.5	+ 5.9	+ 2.4	+ 11.9	+ 3.5	△ 0.6	+ 2.1	△ 0.4	△ 2.0				+ 2.8
LaboratorySupplies	2023	802	923	1,100	872	816	909	831	785	881				7,923
	2022	783	824	1,019	797	760	917	800	783	870				7,558
	YoY change	+ 2.4	+ 12.1	+ 7.9	+ 9.4	+ 7.3	△ 0.8	+ 3.9	+ 0.2	+ 1.2				+ 4.8
Office Supplies/Storage	2023	1,856	1,866	2,392	1,854	1,757	1,972	1,834	1,710	1,903				16,948
	2022	1,615	1,793	2,327	1,720	1,588	1,825	1,668	1,597	1,706				15,843
	YoY change	+ 2.5	+ 4.1	+ 2.8	+ 7.8	+ 10.7	+ 8.0	+ 9.9	+ 7.1	+ 11.5				+ 7.0
Other Products	2023	67	84	123	92	121	0	140	111	146				1,041
	2022	24	34	109	69	77	105	53	62	125				662
	YoY change	+ 176.8	+ 142.6	+ 12.2	+ 32.2	+ 58.2	△ 100.0	+ 161.1	+ 79.0	+ 17.2				+ 57.2
[Total]	2023	18,860	21,546	25,422	21,531	20,686	23,007	22,089	20,793	22,136				196,075
	2022	18,080	19,333	23,613	19,308	18,446	21,605	20,083	19,202	20,791				180,465
	YoY change	+ 4.3	+ 11.4	+ 7.7	+ 11.5	+ 12.1	+ 6.5	+ 10.0	+ 8.3	+ 6.5				+ 8.7