

## 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 | 15,817 |      |      | 149,688 |
|                   | 2022       | 12,700 | 13,630 | 16,786 | 13,386 | 12,620 | 15,095 | 13,952 | 13,097 | 14,371 | 14,484 |      |      | 140,125 |
|                   | YoY change | + 0.7  | + 8.5  | + 5.4  | + 8.9  | + 9.5  | + 5.5  | + 8.5  | + 7.7  | + 4.6  | + 9.2  |      |      | + 6.8   |
|                   | Plan ratio | △ 5.7  | + 0.8  | △ 0.9  | + 1.0  | + 0.2  | + 0.6  | + 1.3  | + 0.6  | △ 2.5  | △ 0.1  |      |      | △ 0.1   |
| e-business route  | 2023       | 4,241  | 4,814  | 5,462  | 4,789  | 4,553  | 5,050  | 4,876  | 4,520  | 4,895  | 5,325  |      |      | 48,529  |
|                   | 2022       | 3,825  | 4,039  | 4,830  | 4,079  | 3,876  | 4,602  | 4,335  | 4,025  | 4,273  | 4,379  |      |      | 42,267  |
|                   | YoY change | + 10.9 | + 19.2 | + 13.1 | + 17.4 | + 17.5 | + 9.7  | + 12.5 | + 12.3 | + 14.5 | + 21.6 |      |      | + 14.8  |
|                   | Plan ratio | △ 0.7  | + 7.7  | + 5.0  | + 5.5  | + 2.6  | △ 0.6  | + 3.2  | △ 1.7  | + 2.9  | + 7.8  |      |      | + 1.2   |
| Home center route | 2023       | 1,701  | 1,829  | 2,112  | 2,031  | 2,146  | 1,882  | 1,889  | 1,995  | 2,036  | 2,310  |      |      | 19,936  |
|                   | 2022       | 1,448  | 1,548  | 1,860  | 1,741  | 1,834  | 1,770  | 1,672  | 1,944  | 1,995  | 2,133  |      |      | 17,950  |
|                   | YoY change | + 17.5 | + 18.1 | + 13.5 | + 16.7 | + 17.0 | + 6.3  | + 13.0 | + 2.6  | + 2.1  | + 8.3  |      |      | + 11.1  |
|                   | Plan ratio | + 1.7  | + 6.0  | + 8.3  | + 10.2 | + 2.1  | + 0.6  | △ 2.0  | + 4.1  | + 7.7  | + 7.6  |      |      | + 1.8   |
| Overseas route    | 2023       | 122    | 119    | 158    | 135    | 160    | 150    | 182    | 173    | 172    | 177    |      |      | 1,551   |
|                   | 2022       | 105    | 115    | 136    | 101    | 115    | 136    | 122    | 134    | 151    | 144    |      |      | 1,263   |
|                   | YoY change | + 16.2 | + 3.2  | + 16.1 | + 33.2 | + 39.1 | + 10.1 | + 49.2 | + 29.0 | + 13.9 | + 22.4 |      |      | + 22.8  |
|                   | Plan ratio | △ 29.5 | △ 5.2  | + 17.5 | + 12.1 | + 21.2 | + 10.3 | + 28.7 | + 19.3 | + 15.2 | + 20.2 |      |      | + 8.5   |
| 〔Total〕           | 2023       | 18,860 | 21,546 | 25,422 | 21,531 | 20,686 | 23,007 | 22,089 | 20,793 | 22,136 | 23,630 |      |      | 219,705 |
|                   | 2022       | 18,080 | 19,333 | 23,613 | 19,308 | 18,446 | 21,605 | 20,083 | 19,202 | 20,791 | 21,142 |      |      | 201,607 |
|                   | YoY change | + 4.3  | + 11.4 | + 7.7  | + 11.5 | + 12.1 | + 6.5  | + 10.0 | + 8.3  | + 6.5  | + 11.8 |      |      | + 9.0   |
|                   | Plan ratio | △ 4.2  | + 2.7  | + 1.2  | + 2.8  | + 1.1  | + 0.4  | + 1.6  | + 0.5  | △ 0.4  | + 2.4  |      |      | + 0.4   |

|                         |            |     |     |    |    |     |    |    |    |    |     |    |    |     |
|-------------------------|------------|-----|-----|----|----|-----|----|----|----|----|-----|----|----|-----|
| 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 | 1,125 |      |      | 1,071 |
|       | 2022       | 1,004 | 1,074 | 1,073 | 965    | 970   | 982   | 1,004  | 872   | 1,039 | 1,057 |      |      | 1,003 |
|       | YoY change | △ 1.2 | + 5.6 | + 7.7 | + 11.5 | + 6.5 | + 6.5 | + 10.0 | + 8.3 | + 6.5 | + 6.4 |      |      | + 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    | 730    |      |      | 6,849   |
|                               | 2022       | 554     | 608     | 721    | 610    | 559    | 663     | 592     | 573    | 727    | 735    |      |      | 6,348   |
|                               | YoY change | + 11.7  | + 12.3  | + 8.3  | + 10.5 | + 12.4 | + 8.1   | + 12.4  | + 12.5 | △ 3.5  | △ 0.7  |      |      | + 7.9   |
| Production processing tools   | 2023       | 1,407   | 1,649   | 1,905  | 1,523  | 1,476  | 1,668   | 1,612   | 1,465  | 1,695  | 1,747  |      |      | 16,151  |
|                               | 2022       | 1,353   | 1,510   | 1,771  | 1,385  | 1,336  | 1,587   | 1,433   | 1,390  | 1,548  | 1,531  |      |      | 14,849  |
|                               | YoY change | + 3.9   | + 9.2   | + 7.6  | + 10.0 | + 10.4 | + 5.1   | + 12.5  | + 5.4  | + 9.5  | + 14.2 |      |      | + 8.8   |
| Construction Supplies         | 2023       | 2,254   | 2,595   | 3,031  | 2,501  | 2,364  | 2,579   | 2,479   | 2,405  | 2,589  | 2,797  |      |      | 25,598  |
|                               | 2022       | 2,079   | 2,246   | 2,772  | 2,249  | 2,145  | 2,454   | 2,235   | 2,187  | 2,407  | 2,389  |      |      | 23,166  |
|                               | YoY change | + 8.4   | + 15.5  | + 9.3  | + 11.2 | + 10.2 | + 5.1   | + 10.9  | + 10.0 | + 7.6  | + 17.1 |      |      | + 10.5  |
| Work Supplies                 | 2023       | 3,600   | 4,001   | 4,581  | 4,198  | 4,228  | 4,435   | 4,212   | 4,079  | 4,376  | 4,722  |      |      | 42,437  |
|                               | 2022       | 3,305   | 3,486   | 4,148  | 3,747  | 3,654  | 4,043   | 3,819   | 3,776  | 4,172  | 4,272  |      |      | 38,426  |
|                               | YoY change | + 8.9   | + 14.8  | + 10.4 | + 12.0 | + 15.7 | + 9.7   | + 10.3  | + 8.0  | + 4.9  | + 10.5 |      |      | + 10.4  |
| Hand tools                    | 2023       | 3,172   | 3,706   | 4,348  | 3,673  | 3,487  | 3,818   | 3,542   | 3,444  | 3,742  | 4,061  |      |      | 36,997  |
|                               | 2022       | 2,915   | 3,206   | 3,918  | 3,228  | 3,010  | 3,394   | 3,123   | 3,103  | 3,373  | 3,459  |      |      | 32,735  |
|                               | YoY change | + 8.8   | + 15.6  | + 11.0 | + 13.8 | + 15.8 | + 12.5  | + 13.4  | + 11.0 | + 10.9 | + 17.4 |      |      | + 13.0  |
| Environmental safety Supplies | 2023       | 3,269   | 3,661   | 4,245  | 3,747  | 3,753  | 4,390   | 4,618   | 4,124  | 3,841  | 4,206  |      |      | 39,857  |
|                               | 2022       | 3,486   | 3,381   | 3,980  | 3,359  | 3,332  | 4,237   | 4,248   | 3,699  | 3,555  | 3,585  |      |      | 36,866  |
|                               | YoY change | △ 6.2   | + 8.3   | + 6.7  | + 11.5 | + 12.6 | + 3.6   | + 8.7   | + 11.5 | + 8.0  | + 17.3 |      |      | + 8.1   |
| Logistics/StorageSupplies     | 2023       | 2,010   | 2,374   | 2,911  | 2,394  | 2,051  | 2,361   | 2,151   | 2,019  | 2,258  | 2,296  |      |      | 22,830  |
|                               | 2022       | 1,961   | 2,241   | 2,842  | 2,139  | 1,982  | 2,374   | 2,107   | 2,027  | 2,304  | 2,341  |      |      | 22,322  |
|                               | YoY change | + 2.5   | + 5.9   | + 2.4  | + 11.9 | + 3.5  | △ 0.6   | + 2.1   | △ 0.4  | △ 2.0  | △ 1.9  |      |      | + 2.3   |
| LaboratorySupplies            | 2023       | 802     | 923     | 1,100  | 872    | 816    | 909     | 831     | 785    | 881    | 885    |      |      | 8,809   |
|                               | 2022       | 783     | 824     | 1,019  | 797    | 760    | 917     | 800     | 783    | 870    | 904    |      |      | 8,462   |
|                               | YoY change | + 2.4   | + 12.1  | + 7.9  | + 9.4  | + 7.3  | △ 0.8   | + 3.9   | + 0.2  | + 1.2  | △ 1.1  |      |      | + 4.1   |
| Office Supplies/Storage       | 2023       | 1,656   | 1,866   | 2,392  | 1,854  | 1,757  | 1,972   | 1,834   | 1,710  | 1,903  | 2,029  |      |      | 18,977  |
|                               | 2022       | 1,615   | 1,793   | 2,327  | 1,720  | 1,588  | 1,825   | 1,668   | 1,597  | 1,706  | 1,757  |      |      | 17,600  |
|                               | YoY change | + 2.5   | + 4.1   | + 2.8  | + 7.8  | + 10.7 | + 8.0   | + 9.9   | + 7.1  | + 11.5 | + 15.5 |      |      | + 7.8   |
| Other Products                | 2023       | 67      | 84      | 123    | 92     | 121    | 0       | 140     | 111    | 146    | 153    |      |      | 1,195   |
|                               | 2022       | 24      | 34      | 109    | 69     | 77     | 105     | 53      | 62     | 125    | 165    |      |      | 828     |
|                               | YoY change | + 176.8 | + 142.6 | + 12.2 | + 32.2 | + 58.2 | △ 100.0 | + 161.1 | + 79.0 | + 17.2 | △ 7.0  |      |      | + 44.3  |
| 〔Total〕                       | 2023       | 18,860  | 21,546  | 25,422 | 21,531 | 20,686 | 23,007  | 22,089  | 20,793 | 22,136 | 23,630 |      |      | 219,705 |
|                               | 2022       | 18,080  | 19,333  | 23,613 | 19,308 | 18,446 | 21,605  | 20,083  | 19,202 | 20,791 | 21,142 |      |      | 201,607 |
|                               | YoY change | + 4.3   | + 11.4  | + 7.7  | + 11.5 | + 12.1 | + 6.5   | + 10.0  | + 8.3  | + 6.5  | + 11.8 |      |      | + 9.0   |