Trusco Nakayama Corporation Fiscal Year Ending December 2024 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	**2024**	**13,880**	**16,247**	**18,818**										**48,945**
	2023	12,795	14,784	17,688										45,268
	YoY change	+ 8.5	+ 9.9	+ 6.4										+ 8.1
	Plan ratio	+ 2.4	+ 4.3	+ 4.0										+ 3.6
e-business route	**2024**	**4,885**	**5,454**	**5,997**										**16,338**
	2023	4,241	4,814	5,462										14,518
	YoY change	+ 15.2	+ 13.3	+ 9.8										+ 12.5
	Plan ratio	+ 2.9	+ 5.7	+ 9.7										+ 6.3
Home center route	**2024**	**1,842**	**1,964**	**2,114**										**5,921**
	2023	1,701	1,829	2,112										5,643
	YoY change	+ 8.3	+ 7.4	+ 0.1										+ 4.9
	Plan ratio	+ 3.2	+ 1.8	+ 3.8										+ 2.9
Overseas route	**2024**	**177**	**165**	**172**										**515**
	2023	122	119	158										399
	YoY change	+ 45.1	+ 38.7	+ 9.4										+ 29.0
	Plan ratio	+ 26.8	+ 13.9	△ 0.7										+ 12.3
〔Total〕	**2024**	**20,785**	**23,831**	**27,103**										**71,720**
	2023	18,860	21,546	25,422										65,829
	YoY change	+ 10.2	+ 10.6	+ 6.6										+ 8.9
	Plan ratio	+ 2.7	+ 4.5	+ 5.2										+ 4.2

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**										**1,236**
	2023	992	1,134	1,155										1,097
	YoY change	+ 10.2	+ 10.6	+ 17.3										+ 12.7

(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**										**2,193**
	2023	619	683	781										2,084
	YoY change	+ 4.7	+ 8.7	+ 2.6										+ 5.2
Production processing tools	**2024**	**1,568**	**1,789**	**1,991**										**5,349**
	2023	1,407	1,649	1,905										4,962
	YoY change	+ 11.5	+ 8.5	+ 4.5										+ 7.8
Construction Supplies	**2024**	**2,473**	**2,782**	**3,165**										**8,421**
	2023	2,254	2,595	3,031										7,881
	YoY change	+ 9.7	+ 7.2	+ 4.4										+ 6.8
Work Supplies	**2024**	**3,966**	**4,275**	**4,624**										**12,866**
	2023	3,600	4,001	4,581										12,183
	YoY change	+ 10.2	+ 6.8	+ 0.9										+ 5.6
Hand tools	**2024**	**3,588**	**4,218**	**4,641**										**12,448**
	2023	3,172	3,706	4,348										11,227
	YoY change	+ 13.1	+ 13.8	+ 6.7										+ 10.9
Environmental safety Supplies	**2024**	**3,617**	**4,153**	**4,845**										**12,616**
	2023	3,269	3,661	4,245										11,175
	YoY change	+ 10.7	+ 13.4	+ 14.1										+ 12.9
Logistics/ StorageSupplies	**2024**	**2,118**	**2,535**	**2,981**										**7,634**
	2023	2,010	2,374	2,911										7,296
	YoY change	+ 5.4	+ 6.8	+ 2.4										+ 4.6
LaboratorySupplies	**2024**	**837**	**981**	**1,117**										**2,935**
	2023	802	923	1,100										2,826
	YoY change	+ 4.3	+ 6.2	+ 1.5										+ 3.9
Office Supplies/ Storages	**2024**	**1,879**	**2,248**	**2,839**										**6,966**
	2023	1,656	1,866	2,392										5,916
	YoY change	+ 13.4	+ 20.4	+ 18.7										+ 17.8
Other Products	**2024**	**88**	**105**	**94**										**288**
	2023	67	84	123										275
	YoY change	+ 30.6	+ 24.7	△ 23.4										+ 4.6
〔Total〕	**2024**	**20,785**	**23,831**	**27,103**										**71,720**
	2023	18,860	21,546	25,422										65,829
	YoY change	+ 10.2	+ 10.6	+ 6.6										+ 8.9