

Trusco Nakayama Corporation Fiscal Year Ending December 2025 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	2025	15,793	17,109	20,379	16,996	16,570								86,847
	2024	13,880	16,247	18,818	16,076	15,401								80,423
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6								+ 8.0
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9								+ 1.1
e-business route	2025	5,707	6,045	6,792	6,349	6,105								31,000
	2024	4,885	5,454	5,997	5,724	5,412								27,474
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8								+ 12.8
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8								+ 2.3
Home center route	2025	2,131	2,019	2,435	2,607	2,185								11,379
	2024	1,842	1,964	2,114	2,493	2,192								10,607
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3								+ 7.3
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9								+ 1.4
Overseas route	2025	183	164	205	188	203								946
	2024	177	165	172	164	183								863
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8								+ 9.6
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8								△ 3.7
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064								130,173
	2024	20,785	23,831	27,103	24,457	23,190								119,369
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1								+ 9.1
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3								+ 1.4

Number of business days	Days	19	18	20	21	20	21	22	20	20	22	18	22	243
	YoY change	+ 0	△ 1	+ 0	+ 0	△ 1	+ 1	+ 0	△ 1	+ 1	+ 0	△ 2	+ 1	△ 2

Net sales per day

(Unit: million yen, %)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	2025	1,253	1,407	1,490	1,244	1,253								1,328
	2024	1,093	1,254	1,355	1,164	1,104								1,193
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5								+ 11.3

(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	2025	702	756	824	790	706								3,780
	2024	648	742	802	748	702								3,644
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5								+ 3.7
Production processing tools	2025	1,810	1,940	2,312	1,900	1,889								9,852
	2024	1,568	1,789	1,991	1,831	1,743								8,924
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4								+ 10.4
Construction Supplies	2025	2,852	2,988	3,397	3,043	2,888								15,170
	2024	2,473	2,782	3,165	2,833	2,679								13,934
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8								+ 8.9
Work Supplies	2025	4,382	4,495	5,015	4,896	4,689								23,480
	2024	3,966	4,275	4,624	4,658	4,497								22,022
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3								+ 6.6
Hand tools	2025	4,119	4,453	5,177	4,427	4,085								22,263
	2024	3,588	4,218	4,641	4,156	3,867								20,473
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6								+ 8.7
Environmental safety Supplies	2025	4,416	4,669	5,615	5,108	5,278								25,086
	2024	3,617	4,153	4,845	4,663	4,452								21,731
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5								+ 15.4
Logistics/StorageSupplies	2025	2,319	2,447	3,021	2,478	2,229								12,497
	2024	2,118	2,535	2,981	2,347	2,239								12,221
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4								+ 2.3
LaboratorySupplies	2025	949	976	1,153	970	937								4,987
	2024	837	981	1,117	904	891								4,731
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2								+ 5.4
Office Supplies/ Storages	2025	2,134	2,458	3,133	2,366	2,197								12,290
	2024	1,879	2,248	2,839	2,213	2,023								11,204
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6								+ 9.7
Other Products	2025	128	152	161	159	162								763
	2024	88	105	94	100	93								481
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3								+ 58.5
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064								130,173
	2024	20,785	23,831	27,103	24,457	23,190								119,369
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1								+ 9.1