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**	**18,624**							**105,472**
	2024	13,880	16,247	18,818	16,076	15,401	16,111							96,534
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6	+ 15.6							+ 9.3
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9	+ 3.7							+ 1.5
e-business route	**2025**	**5,707**	**6,045**	**6,792**	**6,349**	**6,105**	**6,557**							**37,557**
	2024	4,885	5,454	5,997	5,724	5,412	5,358							32,833
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8	+ 22.4							+ 14.4
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8	+ 3.0							+ 2.4
Home center route	**2025**	**2,131**	**2,019**	**2,435**	**2,607**	**2,185**	**2,338**							**13,717**
	2024	1,842	1,964	2,114	2,493	2,192	2,024							12,631
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3	+ 15.5							+ 8.6
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9	+ 1.6							+ 1.5
Overseas route	**2025**	**183**	**164**	**205**	**188**	**203**	**210**							**1,157**
	2024	177	165	172	164	183	169							1,033
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8	+ 24.3							+ 12.0
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8	+ 0.9							△ 2.9
〔Total〕	**2025**	**23,815**	**25,338**	**29,813**	**26,141**	**25,064**	**27,731**							**157,905**
	2024	20,785	23,831	27,103	24,457	23,190	23,664							143,033
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2							+ 10.4
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3	+ 3.3							+ 1.7

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**	**1,320**							**1,326**
	2024	1,093	1,254	1,355	1,164	1,104	1,183							1,191
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5	+ 11.6							+ 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**	**770**							**4,550**
	2024	648	742	802	748	702	713							4,357
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5	+ 8.0							+ 4.4
Production processing tools	**2025**	**1,810**	**1,940**	**2,312**	**1,900**	**1,889**	**2,008**							**11,861**
	2024	1,568	1,789	1,991	1,831	1,743	1,766							10,690
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4	+ 13.7							+ 10.9
Construction Supplies	**2025**	**2,852**	**2,988**	**3,397**	**3,043**	**2,888**	**3,055**							**18,226**
	2024	2,473	2,782	3,165	2,833	2,679	2,684							16,619
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8	+ 13.8							+ 9.7
Work Supplies	**2025**	**4,382**	**4,495**	**5,015**	**4,896**	**4,689**	**4,877**							**28,357**
	2024	3,966	4,275	4,624	4,658	4,497	4,422							26,444
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3	+ 10.3							+ 7.2
Hand tools	**2025**	**4,119**	**4,453**	**5,177**	**4,427**	**4,085**	**4,462**							**26,725**
	2024	3,588	4,218	4,641	4,156	3,867	3,821							24,294
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6	+ 16.8							+ 10.0
Environmental safety Supplies	**2025**	**4,416**	**4,669**	**5,615**	**5,108**	**5,278**	**6,591**							**31,678**
	2024	3,617	4,153	4,845	4,663	4,452	4,986							26,718
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5	+ 32.2							+ 18.6
Logistics/ StorageSupplies	**2025**	**2,319**	**2,447**	**3,021**	**2,478**	**2,229**	**2,354**							**14,852**
	2024	2,118	2,535	2,981	2,347	2,239	2,260							14,482
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4	+ 4.2							+ 2.6
LaboratorySupplies	**2025**	**949**	**976**	**1,153**	**970**	**937**	**968**							**5,956**
	2024	837	981	1,117	904	891	887							5,618
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2	+ 9.2							+ 6.0
Office Supplies/ Storages	**2025**	**2,134**	**2,458**	**3,133**	**2,366**	**2,197**	**2,484**							**14,774**
	2024	1,879	2,248	2,839	2,213	2,023	2,004							13,209
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6	+ 23.9							+ 11.9
Other Products	**2025**	**128**	**152**	**161**	**159**	**162**	**158**							**922**
	2024	88	105	94	100	93	116							598
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3	+ 36.0							+ 54.1
〔Total〕	**2025**	**23,815**	**25,338**	**29,813**	**26,141**	**25,064**	**27,731**							**157,905**
	2024	20,785	23,831	27,103	24,457	23,190	23,664							143,033
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2							+ 10.4