

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	19,832						125,305
	2024	13,880	16,247	18,818	16,076	15,401	16,111	17,954						114,489
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6	+ 15.6	+ 10.5						+ 9.4
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9	+ 3.7	±0.0						±0.0
e-business route	2025	5,707	6,045	6,792	6,349	6,105	6,557	7,112						44,669
	2024	4,885	5,454	5,997	5,724	5,412	5,358	6,216						39,050
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8	+ 22.4	+ 14.4						+ 14.4
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8	+ 3.0	±0.0						±0.0
Home center route	2025	2,131	2,019	2,435	2,607	2,185	2,338	2,463						16,181
	2024	1,842	1,964	2,114	2,493	2,192	2,024	2,491						15,123
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3	+ 15.5	△ 1.1						+ 7.0
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9	+ 1.6	±0.0						±0.0
Overseas route	2025	183	164	205	188	203	210	222						1,380
	2024	177	165	172	164	183	169	204						1,237
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8	+ 24.3	+ 9.0						+ 11.5
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8	+ 0.9	±0.0						±0.0
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631						187,536
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866						169,900
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3						+ 10.4
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3	+ 3.3	±0.0						±0.0

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	1,346						1,330
	2024	1,093	1,254	1,355	1,164	1,104	1,183	1,221						1,196
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5	+ 11.6	+ 10.3						+ 11.2

(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	825						5,376
	2024	648	742	802	748	702	713	782						5,140
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5	+ 8.0	+ 5.5						+ 4.6
Production processing tools	2025	1,810	1,940	2,312	1,900	1,889	2,008	2,070						13,931
	2024	1,568	1,789	1,991	1,831	1,743	1,766	1,966						12,657
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4	+ 13.7	+ 5.3						+ 10.1
Construction Supplies	2025	2,852	2,988	3,397	3,043	2,888	3,055	3,299						21,525
	2024	2,473	2,782	3,165	2,833	2,679	2,684	2,968						19,588
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8	+ 13.8	+ 11.1						+ 9.9
Work Supplies	2025	4,382	4,495	5,015	4,896	4,689	4,877	5,142						33,499
	2024	3,966	4,275	4,624	4,658	4,497	4,422	4,930						31,375
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3	+ 10.3	+ 4.3						+ 6.8
Hand tools	2025	4,119	4,453	5,177	4,427	4,085	4,342	4,685						31,290
	2024	3,588	4,218	4,641	4,156	3,867	3,821	4,245						28,540
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6	+ 16.8	+ 10.3						+ 9.6
Environmental safety Supplies	2025	4,416	4,669	5,615	5,108	5,278	6,591	7,293						38,971
	2024	3,617	4,153	4,845	4,663	4,452	4,986	6,233						32,951
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5	+ 32.2	+ 17.0						+ 18.3
Logistics/StorageSupplies	2025	2,319	2,447	3,021	2,478	2,229	2,354	2,501						17,353
	2024	2,118	2,535	2,981	2,347	2,239	2,260	2,430						16,912
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4	+ 4.2	+ 2.9						+ 2.6
LaboratorySupplies	2025	949	976	1,153	970	937	968	1,070						7,026
	2024	837	981	1,117	904	891	887	970						6,588
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2	+ 9.2	+ 10.3						+ 6.6
Office Supplies/ Storages	2025	2,134	2,458	3,133	2,366	2,197	2,603	2,577						17,472
	2024	1,879	2,248	2,839	2,213	2,023	2,004	2,201						15,410
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6	+ 23.9	+ 17.1						+ 13.4
Other Products	2025	128	152	161	159	162	158	166						1,088
	2024	88	105	94	100	93	116	136						735
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3	+ 36.0	+ 21.6						+ 48.1
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631						187,536
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866						169,900
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3						+ 10.4

*An upward revision to the full-year budget was made on August 12, 2025. Figures for January to June are compared to the initial budget, while figures for July onwards are compared to the revised budget.

*From the beginning of the fiscal year ending December 2022, the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) has been applied.