

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	14,781	17,552				157,639
	2024	13,880	16,247	18,818	16,076	15,401	16,111	17,954	14,535	15,817				144,842
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6	+ 15.6	+ 10.5	+ 1.7	+ 11.0				+ 8.8
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9	+ 3.7	±0.0	△1.2	△ 4.9				△ 0.7
e-business route	2025	5,707	6,045	6,792	6,349	6,105	6,557	7,112	5,490	6,301				56,462
	2024	4,885	5,454	5,997	5,724	5,412	5,358	6,216	5,172	5,441				49,663
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8	+ 22.4	+ 14.4	+ 6.2	+ 15.8				+ 13.7
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8	+ 3.0	±0.0	△1.4	△ 1.9				△ 0.4
Home center route	2025	2,131	2,019	2,435	2,607	2,185	2,338	2,463	2,105	2,508				20,796
	2024	1,842	1,964	2,114	2,493	2,192	2,024	2,491	2,090	2,415				19,629
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3	+ 15.5	△ 1.1	+ 0.7	+ 3.8				+ 5.9
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9	+ 1.6	±0.0	△5.3	△ 8.5				△ 1.7
Overseas route	2025	183	164	205	188	203	210	222	172	204				1,756
	2024	177	165	172	164	183	169	204	172	186				1,596
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8	+ 24.3	+ 9.0	+ 0.0	+ 9.3				+ 10.0
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8	+ 0.9	±0.0	△13.7	△ 13.2				△ 3.2
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567				236,654
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861				215,732
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3				+ 9.7
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3	+ 3.3	±0.0	△1.7	△ 4.6				△ 0.7

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	1,346	1,127	1,328				1,307
	2024	1,093	1,254	1,355	1,164	1,104	1,183	1,221	1,046	1,255				1,185
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5	+ 11.6	+ 10.3	+ 7.8	+ 5.8				+ 10.3

(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	825	624	828				6,829
	2024	648	742	802	748	702	713	782	654	759				6,555
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5	+ 8.0	+ 5.5	△ 4.7	+ 9.0				+ 4.2
Production processing tools	2025	1,810	1,940	2,312	1,900	1,889	2,008	2,070	1,678	2,037				17,648
	2024	1,568	1,789	1,991	1,831	1,743	1,766	1,966	1,583	1,844				16,085
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4	+ 13.7	+ 5.3	+ 6.0	+ 10.4				+ 9.7
Construction Supplies	2025	2,852	2,988	3,397	3,043	2,888	3,055	3,299	2,665	3,128				27,318
	2024	2,473	2,782	3,165	2,833	2,679	2,684	2,968	2,525	2,794				24,907
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8	+ 13.8	+ 11.1	+ 5.6	+ 11.9				+ 9.7
Work Supplies	2025	4,382	4,495	5,015	4,896	4,689	4,877	5,142	4,137	5,019				42,657
	2024	3,966	4,275	4,624	4,658	4,497	4,422	4,930	4,128	4,589				40,093
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3	+ 10.3	+ 4.3	+ 0.2	+ 9.4				+ 6.4
Hand tools	2025	4,119	4,453	5,177	4,427	4,085	4,342	4,685	3,703	4,489				39,484
	2024	3,588	4,218	4,641	4,156	3,867	3,821	4,245	3,585	4,047				36,172
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6	+ 16.8	+ 10.3	+ 3.3	+ 10.9				+ 9.2
Environmental safety Supplies	2025	4,416	4,669	5,615	5,108	5,278	6,591	7,293	4,935	5,077				48,984
	2024	3,617	4,153	4,845	4,663	4,452	4,986	6,233	4,724	4,321				41,998
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5	+ 32.2	+ 17.0	+ 4.5	+ 17.5				+ 16.6
Logistics/StorageSupplies	2025	2,319	2,447	3,021	2,478	2,229	2,354	2,501	1,946	2,492				21,792
	2024	2,118	2,535	2,981	2,347	2,239	2,260	2,430	2,031	2,355				21,299
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4	+ 4.2	+ 2.9	△ 4.1	+ 5.8				+ 2.3
LaboratorySupplies	2025	949	976	1,153	970	937	968	1,070	789	967				8,784
	2024	837	981	1,117	904	891	887	970	816	963				8,369
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2	+ 9.2	+ 10.3	△ 3.3	+ 0.5				+ 5.0
Office Supplies/ Storages	2025	2,134	2,458	3,133	2,366	2,197	2,603	2,577	1,902	2,341				21,716
	2024	1,879	2,248	2,839	2,213	2,023	2,004	2,201	1,805	2,030				19,247
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6	+ 23.9	+ 17.1	+ 5.4	+ 15.3				+ 12.8
Other Products	2025	128	152	161	159	162	158	166	164	185				1,438
	2024	88	105	94	100	93	116	136	114	154				1,003
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3	+ 36.0	+ 21.6	+ 43.9	+ 20.2				+ 43.3
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567				236,654
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861				215,732
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3				+ 9.7

※The full-year budget was revised upwards on August 12, 2025. The January-June results are disclosed against the initial budget, while July onwards and cumulative totals are against the revised budget. The revised budget reflects results through July.

※Since the December 2022 fiscal year, we have applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) and related standards.