

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	18,449	16,535		192,624
	2024	13,880	16,247	18,818	16,076	15,401	16,111	17,954	14,535	15,817	17,489	17,269		179,601
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6	+ 15.6	+ 10.5	+ 1.7	+ 11.0	+ 5.5	△ 4.3		+ 7.3
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9	+ 3.7	±0.0	△1.2	△ 4.9	△6.4	△ 8.0		△ 1.9
e-business route	2025	5,707	6,045	6,792	6,349	6,105	6,557	7,112	5,490	6,301	6,783	6,224		69,471
	2024	4,885	5,454	5,997	5,724	5,412	5,358	6,216	5,172	5,441	6,247	6,007		61,918
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8	+ 22.4	+ 14.4	+ 6.2	+ 15.8	+ 8.6	+ 3.6		+ 12.2
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8	+ 3.0	±0.0	△1.4	△ 1.9	△4.0	+ 0.4		△ 0.7
Home center route	2025	2,131	2,019	2,435	2,607	2,185	2,338	2,463	2,105	2,508	2,631	2,437		25,864
	2024	1,842	1,964	2,114	2,493	2,192	2,024	2,491	2,090	2,415	2,531	2,288		24,449
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3	+ 15.5	△ 1.1	+ 0.7	+ 3.8	+ 3.9	+ 6.5		+ 5.8
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9	+ 1.6	±0.0	△5.3	△ 8.5	△3.9	△ 5.0		△ 2.2
Overseas route	2025	183	164	205	188	203	210	222	172	204	225	213		2,195
	2024	177	165	172	164	183	169	204	172	186	194	179		1,971
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8	+ 24.3	+ 9.0	+ 0.0	+ 9.3	+ 16.1	+ 18.6		+ 11.4
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8	+ 0.9	±0.0	△13.7	△ 13.2	+ 4.6	△ 4.5		△ 2.6
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567	28,090	25,410		290,155
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861	26,462	25,745		267,940
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3	+ 6.2	△ 1.3		+ 8.3
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3	+ 3.3	±0.0	△1.7	△ 4.6	△5.5	△ 5.8		△ 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	1,346	1,127	1,328	1,276	1,411		1,312
	2024	1,093	1,254	1,355	1,164	1,104	1,183	1,221	1,046	1,255	1,202	1,287		1,196
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5	+ 11.6	+ 10.3	+ 7.8	+ 5.8	+ 6.2	+ 9.7		+ 9.8

(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	839	753		8,422
	2024	648	742	802	748	702	713	782	654	759	861	812		8,228
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5	+ 8.0	+ 5.5	△ 4.7	+ 9.0	△ 2.5	△ 7.2		+ 2.4
Production processing tools	2025	1,810	1,940	2,312	1,900	1,889	2,008	2,070	1,678	2,037	2,072	1,814		21,535
	2024	1,568	1,789	1,991	1,831	1,743	1,766	1,966	1,583	1,844	1,952	1,894		19,932
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4	+ 13.7	+ 5.3	+ 6.0	+ 10.4	+ 6.2	△ 4.2		+ 8.0
Construction Supplies	2025	2,852	2,988	3,397	3,043	2,888	3,055	3,299	2,665	3,128	3,333	2,893		33,546
	2024	2,473	2,782	3,165	2,833	2,679	2,684	2,968	2,525	2,794	3,141	3,096		31,145
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8	+ 13.8	+ 11.1	+ 5.6	+ 11.9	+ 6.1	△ 6.5		+ 7.7
Work Supplies	2025	4,382	4,495	5,015	4,896	4,689	4,877	5,142	4,137	5,019	5,442	4,863		52,963
	2024	3,966	4,275	4,624	4,658	4,497	4,422	4,930	4,128	4,589	5,239	4,742		50,075
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3	+ 10.3	+ 4.3	+ 0.2	+ 9.4	+ 3.9	+ 2.6		+ 5.8
Hand tools	2025	4,119	4,453	5,177	4,427	4,085	4,342	4,685	3,703	4,489	4,859	4,316		48,659
	2024	3,588	4,218	4,641	4,156	3,867	3,821	4,245	3,585	4,047	4,503	4,363		45,039
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6	+ 16.8	+ 10.3	+ 3.3	+ 10.9	+ 7.9	△ 1.1		+ 8.0
Environmental safety Supplies	2025	4,416	4,669	5,615	5,108	5,278	6,591	7,293	4,935	5,077	5,036	4,713		56,734
	2024	3,617	4,153	4,845	4,663	4,452	4,986	6,233	4,724	4,321	4,671	4,557		51,226
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5	+ 32.2	+ 17.0	+ 4.5	+ 17.5	+ 7.8	+ 3.4		+ 14.7
Logistics/StorageSupplies	2025	2,319	2,447	3,021	2,478	2,229	2,354	2,501	1,946	2,492	2,770	2,203		26,766
	2024	2,118	2,535	2,981	2,347	2,239	2,260	2,430	2,031	2,355	2,605	2,451		26,356
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4	+ 4.2	+ 2.9	△ 4.1	+ 5.8	+ 6.3	△ 10.1		+ 1.6
LaboratorySupplies	2025	949	976	1,153	970	937	968	1,070	789	967	1,022	920		10,726
	2024	837	981	1,117	904	891	887	970	816	963	996	953		10,318
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2	+ 9.2	+ 10.3	△ 3.3	+ 0.5	+ 2.6	△ 3.5		+ 4.0
Office Supplies/ Storages	2025	2,134	2,458	3,133	2,366	2,197	2,603	2,577	1,902	2,341	2,530	2,428		26,675
	2024	1,879	2,248	2,839	2,213	2,023	2,004	2,201	1,805	2,030	2,339	2,250		23,837
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6	+ 23.9	+ 17.1	+ 5.4	+ 15.3	+ 8.2	+ 7.9		+ 11.9
Other Products	2025	128	152	161	159	162	158	166	164	185	182	503		2,124
	2024	88	105	94	100	93	116	136	114	154	151	624		1,779
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3	+ 36.0	+ 21.6	+ 43.9	+ 20.2	+ 20.5	△ 19.4		+ 19.4
〔Total〕	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567	28,090	25,410		290,155
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861	26,462	25,745		267,940
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3	+ 6.2	△ 1.3		+ 8.3

※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.