

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	18,598	211,223	
	2024	13,880	16,247	18,818	16,076	15,401	16,111	17,954	14,535	15,817	17,489	17,269	17,346	196,947	
	YoY change	+ 13.8	+ 5.3	+ 8.3	+ 5.7	+ 7.6	+ 15.6	+ 10.5	+ 1.7	+ 11.0	+ 5.5	△ 4.3	+ 7.2	+ 7.2	
	Plan ratio	+ 2.6	+ 1.2	+ 2.2	△ 2.3	+ 1.9	+ 3.7	±0.0	△1.2	△ 4.9	△6.4	△ 8.0	△ 2.8	△ 2.0	
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	7,489	76,960	
	2024	4,885	5,454	5,997	5,724	5,412	5,358	6,216	5,172	5,441	6,247	6,007	6,241	68,159	
	YoY change	+ 16.8	+ 10.8	+ 13.2	+ 10.9	+ 12.8	+ 22.4	+ 14.4	+ 6.2	+ 15.8	+ 8.6	+ 3.6	+ 20.0	+ 12.9	
	Plan ratio	+ 3.0	+ 4.1	+ 1.1	+ 0.8	+ 2.8	+ 3.0	±0.0	△1.4	△ 1.9	△4.0	+ 0.4	+ 4.5	△ 0.2	
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	2,532	28,396	
	2024	1,842	1,964	2,114	2,493	2,192	2,024	2,491	2,090	2,415	2,531	2,288	2,376	26,825	
	YoY change	+ 15.7	+ 2.8	+ 15.2	+ 4.6	△ 0.3	+ 15.5	△ 1.1	+ 0.7	+ 3.8	+ 3.9	+ 6.5	+ 6.6	+ 5.9	
	Plan ratio	+ 8.2	△ 1.5	+ 3.6	+ 3.3	△ 5.9	+ 1.6	±0.0	△5.3	△ 8.5	△3.9	△ 5.0	△ 3.3	△ 2.3	
Overseas route	2025	183	164	205	188	203	210	222	172	204	225	213	178	2,374	
	2024	177	165	172	164	183	169	204	172	186	194	179	148	2,119	
	YoY change	+ 3.3	△ 0.3	+ 19.1	+ 14.9	+ 10.8	+ 24.3	+ 9.0	+ 0.0	+ 9.3	+ 16.1	+ 18.6	+ 20.3	+ 12.0	
	Plan ratio	+ 1.3	△ 11.0	△ 8.1	+ 5.4	△ 4.8	+ 0.9	±0.0	△13.7	△ 13.2	+ 4.6	△ 4.5	+ 2.4	△ 2.2	
[Total]	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567	28,090	25,410	28,798	318,954	
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861	26,462	25,745	26,111	294,052	
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3	+ 6.2	△ 1.3	+ 10.3	+ 8.5	
	Plan ratio	+ 3.2	+ 1.6	+ 2.0	△ 1.0	+ 1.3	+ 3.3	±0.0	△1.7	△ 4.6	△5.5	△ 5.8	△ 1.0	△ 1.6	

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	1,309	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	1,243	1,200	
	YoY change	+ 14.6	+ 12.2	+ 10.0	+ 6.9	+ 13.5	+ 11.6	+ 10.3	+ 7.8	+ 5.8	+ 6.2	+ 9.7	+ 5.3	+ 9.4	

(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	839	9,262
	2024	648	742	802	748	702	713	782	654	759	861	812	741	8,969
	YoY change	+ 8.3	+ 1.9	+ 2.7	+ 5.6	+ 0.5	+ 8.0	+ 5.5	△ 4.7	+ 9.0	△ 2.5	△ 7.2	+ 13.3	+ 3.3
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	2,106	23,641
	2024	1,568	1,789	1,991	1,831	1,743	1,766	1,966	1,583	1,844	1,952	1,894	1,879	21,811
	YoY change	+ 15.4	+ 8.4	+ 16.1	+ 3.8	+ 8.4	+ 13.7	+ 5.3	+ 6.0	+ 10.4	+ 6.2	△ 4.2	+ 12.1	+ 8.4
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	3,210	36,756
	2024	2,473	2,782	3,165	2,833	2,679	2,684	2,968	2,525	2,794	3,141	3,096	3,082	34,227
	YoY change	+ 15.3	+ 7.4	+ 7.3	+ 7.4	+ 7.8	+ 13.8	+ 11.1	+ 5.6	+ 11.9	+ 6.1	△ 6.5	+ 4.2	+ 7.4
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	5,247	58,210
	2024	3,966	4,275	4,624	4,658	4,497	4,422	4,930	4,128	4,589	5,239	4,742	4,742	54,818
	YoY change	+ 10.5	+ 5.2	+ 8.5	+ 5.1	+ 4.3	+ 10.3	+ 4.3	+ 0.2	+ 9.4	+ 3.9	+ 2.6	+ 10.6	+ 6.2
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	4,479	53,139
	2024	3,588	4,218	4,641	4,156	3,867	3,821	4,245	3,585	4,047	4,503	4,363	4,390	49,430
	YoY change	+ 14.8	+ 5.6	+ 11.5	+ 6.5	+ 5.6	+ 16.8	+ 10.3	+ 3.3	+ 10.9	+ 7.9	△ 1.1	+ 2.0	+ 7.5
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	5,548	64,283
	2024	3,617	4,153	4,845	4,663	4,452	4,986	6,233	4,724	4,321	4,671	4,557	4,843	56,069
	YoY change	+ 22.1	+ 12.4	+ 15.9	+ 9.6	+ 18.5	+ 32.2	+ 17.0	+ 4.5	+ 17.5	+ 7.8	+ 3.4	+ 14.6	+ 14.6
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	2,639	29,406
	2024	2,118	2,535	2,981	2,347	2,239	2,260	2,430	2,031	2,355	2,605	2,451	2,504	28,861
	YoY change	+ 9.5	△ 3.5	+ 1.4	+ 5.6	△ 0.4	+ 4.2	+ 2.9	△ 4.1	+ 5.8	+ 6.3	△ 10.1	+ 5.4	+ 1.9
LaboratorySupplies	2025	949	976	1,153	970	937	968	1,070	789	967	1,022	920	1,022	11,749
	2024	837	981	1,117	904	891	887	970	816	963	996	953	976	11,295
	YoY change	+ 13.4	△ 0.5	+ 3.3	+ 7.3	+ 5.2	+ 9.2	+ 10.3	△ 3.3	+ 0.5	+ 2.6	△ 3.5	+ 4.8	+ 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	3,075	29,751
	2024	1,879	2,248	2,839	2,213	2,023	2,004	2,201	1,805	2,030	2,339	2,250	2,433	26,271
	YoY change	+ 13.6	+ 9.3	+ 10.4	+ 6.9	+ 8.6	+ 23.9	+ 17.1	+ 5.4	+ 15.3	+ 8.2	+ 7.9	+ 26.4	+ 13.2
Other Products	2025	128	152	161	159	162	158	166	164	185	182	503	626	2,750
	2024	88	105	94	100	93	116	136	114	154	151	624	517	2,296
	YoY change	+ 45.8	+ 44.8	+ 71.1	+ 57.6	+ 74.3	+ 36.0	+ 21.6	+ 43.9	+ 20.2	+ 20.5	△ 19.4	+ 21.0	+ 19.8
[Total]	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550	26,567	28,090	25,410	28,798	318,954
	2024	20,785	23,831	27,103	24,457	23,190	23,664	26,866	21,970	23,861	26,462	25,745	26,111	294,052
	YoY change	+ 14.6	+ 6.3	+ 10.0	+ 6.9	+ 8.1	+ 17.2	+ 10.3	+ 2.6	+ 11.3	+ 6.2	△ 1.3	+ 10.3	+ 8.5

※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. ※Please note that some figures have been revised as of January 26, 2026.