

Trusco Nakayama Corporation Fiscal Year Ending December 2026 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	2026	16,735	17,847	22,374	21,108	17,601	20,631	21,321	17,011					154,631
	2025	15,793	17,109	20,379	16,996	16,570	18,624	19,832	14,781					140,086
	YoY change	+ 6.0	+ 4.3	+ 9.8	+ 24.2	+ 6.2	+ 10.8	+ 7.5	+ 15.1					+ 10.4
	Plan ratio	+ 1.6	△ 0.6	+ 1.2	+ 16.5	+ 6.7	+ 0.3	+ 0.4	+ 8.1					+ 0.9
e-business route	2026	6,785	6,849	8,377	8,331	7,026	7,474	8,134	6,411					59,390
	2025	5,707	6,045	6,792	6,349	6,105	6,557	7,112	5,490					50,160
	YoY change	+ 18.9	+ 13.3	+ 23.3	+ 31.2	+ 15.1	+ 14.0	+ 14.4	+ 16.8					+ 18.4
	Plan ratio	+ 5.4	+ 3.2	+ 10.0	+ 19.7	+ 13.0	+ 0.4	+ 4.8	+ 2.9					+ 0.9
Home center route	2026	2,043	2,254	2,831	3,076	2,523	2,586	2,747	2,513					20,577
	2025	2,131	2,019	2,435	2,607	2,185	2,338	2,463	2,105					18,287
	YoY change	△ 4.1	+ 11.7	+ 16.3	+ 18.0	+ 15.5	+ 10.6	+ 11.5	+ 19.4					+ 12.5
	Plan ratio	△ 8.1	+ 0.4	+ 5.7	+ 17.3	+ 7.8	+ 0.1	+ 5.4	+ 10.4					+ 1.9
Overseas route	2026	221	188	226	231	223	232	232	230					1,787
	2025	183	164	205	188	203	210	222	172					1,552
	YoY change	+ 20.9	+ 14.4	+ 9.9	+ 22.9	+ 9.9	+ 10.3	+ 4.3	+ 33.4					+ 15.1
	Plan ratio	+ 22.5	+ 3.5	△ 2.5	+ 5.9	△ 3.1	△ 3.5	△ 3.5	+ 14.6					△ 3.7
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924	32,434	26,166					236,386
	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550					210,087
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5	+ 9.5	+ 16.0					+ 12.5
	Plan ratio	+ 1.9	+ 0.4	+ 3.6	+ 17.3	+ 8.2	+ 0.3	+ 1.9	+ 7.0					+ 1.0

Number of business days	Days	19	18	21	21	18	22	22	20	19	21	19	22	242
	YoY change	+ 0	+ 0	+ 1	+ 0	△ 2	+ 1	+ 0	+ 0	△ 1	△ 1	+ 1	+ 0	△ 1

Net sales per day

(Unit: million yen, %)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	2026	1,357	1,507	1,610	1,559	1,520	1,405	1,474	1,308					1,468
	2025	1,253	1,407	1,490	1,244	1,253	1,320	1,346	1,127					1,304
	YoY change	+ 8.3	+ 7.1	+ 8.0	+ 25.3	+ 21.4	+ 6.4	+ 9.5	+ 16.0					+ 12.5

(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	2026	783	828	957	917	867	979	952	793					7,079
	2025	702	756	824	790	706	770	825	624					6,000
	YoY change	+ 11.5	+ 9.4	+ 16.1	+ 16.1	+ 22.8	+ 27.1	+ 15.3	+ 27.2					+ 18.0
Production processing tools	2026	1,875	2,080	2,453	2,071	1,834	2,221	2,261	1,876					16,674
	2025	1,810	1,940	2,312	1,900	1,889	2,008	2,070	1,678					15,610
	YoY change	+ 3.6	+ 7.2	+ 6.1	+ 9.0	△ 2.9	+ 10.6	+ 9.2	+ 11.8					+ 6.8
Construction Supplies	2026	3,043	3,262	3,851	3,567	3,029	3,383	3,573	3,071					26,783
	2025	2,852	2,988	3,397	3,043	2,888	3,055	3,299	2,665					24,190
	YoY change	+ 6.7	+ 9.1	+ 13.4	+ 17.2	+ 4.9	+ 10.7	+ 8.3	+ 15.3					+ 10.7
Work Supplies	2026	4,674	4,780	5,855	7,354	5,413	5,965	5,862	4,845					44,751
	2025	4,382	4,495	5,015	4,896	4,689	4,877	5,142	4,137					37,637
	YoY change	+ 6.7	+ 6.3	+ 16.7	+ 50.2	+ 15.4	+ 22.3	+ 14.0	+ 17.1					+ 18.9
Hand tools	2026	4,354	4,554	5,573	4,808	4,178	4,866	5,034	4,138					37,507
	2025	4,119	4,453	5,177	4,427	4,085	4,342	4,685	3,703					34,994
	YoY change	+ 5.7	+ 2.3	+ 7.6	+ 8.6	+ 2.3	+ 12.1	+ 7.4	+ 11.7					+ 7.2
Environmental safety Supplies	2026	4,838	5,167	6,691	6,959	6,074	6,762	7,742	5,781					50,018
	2025	4,416	4,669	5,613	5,108	5,278	6,591	7,293	4,935					43,907
	YoY change	+ 9.6	+ 10.7	+ 19.2	+ 36.2	+ 15.1	+ 2.6	+ 6.2	+ 17.1					+ 13.9
Logistics/StorageSupplies	2026	2,434	2,561	3,195	2,594	2,217	2,651	2,737	2,191					20,583
	2025	2,319	2,447	3,021	2,478	2,229	2,354	2,501	1,946					19,300
	YoY change	+ 5.0	+ 4.7	+ 5.7	+ 4.7	△ 0.5	+ 12.6	+ 9.5	+ 12.6					+ 6.6
LaboratorySupplies	2026	1,000	1,070	1,341	1,138	968	1,130	1,193	970					8,814
	2025	949	976	1,153	970	937	968	1,070	789					7,816
	YoY change	+ 5.4	+ 9.6	+ 16.3	+ 17.4	+ 3.3	+ 16.7	+ 11.5	+ 22.9					+ 12.8
Office Supplies/ Storages	2026	2,616	2,671	3,673	3,160	2,552	2,715	2,842	2,336					22,569
	2025	2,134	2,458	3,134	2,366	2,197	2,603	2,577	1,902					19,375
	YoY change	+ 22.6	+ 8.7	+ 17.2	+ 33.6	+ 16.2	+ 4.3	+ 10.3	+ 22.8					+ 16.5
Other Products	2026	163	163	217	175	239	247	234	160					1,603
	2025	128	152	161	159	162	158	166	164					1,253
	YoY change	+ 27.5	+ 7.3	+ 34.8	+ 10.4	+ 47.8	+ 56.2	+ 41.3	△ 2.7					+ 27.9
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924	32,434	26,166					236,386
	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631	22,550					210,087
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5	+ 9.5	+ 16.0					+ 12.5

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