

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	16,785	17,847	22,374	21,108									78,065
	2025	15,793	17,109	20,379	16,996									70,277
	YoY change	+ 6.0	+ 4.3	+ 9.8	+ 24.2									+ 11.1
	Plan ratio	+ 1.6	△ 0.6	+ 1.2	+ 16.5									+ 4.6
e-business route	2026	6,785	6,849	8,377	8,331									30,343
	2025	5,707	6,045	6,792	6,349									24,894
	YoY change	+ 18.9	+ 13.3	+ 23.3	+ 31.2									+ 21.9
	Plan ratio	+ 5.4	+ 3.2	+ 10.0	+ 19.7									+ 9.7
Home center route	2026	2,043	2,254	2,831	3,076									10,206
	2025	2,131	2,019	2,435	2,607									9,194
	YoY change	△ 4.1	+ 11.7	+ 16.3	+ 18.0									+ 11.0
	Plan ratio	△ 8.1	+ 0.4	+ 5.7	+ 17.3									+ 4.5
Overseas route	2026	221	188	226	231									868
	2025	183	164	205	188									742
	YoY change	+ 20.9	+ 14.4	+ 9.9	+ 22.9									+ 16.9
	Plan ratio	+ 22.5	+ 3.5	△ 2.5	+ 5.9									+ 6.7
[Total]	2026	25,786	27,140	33,810	32,748									119,484
	2025	23,815	25,338	29,813	26,141									105,108
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3									+ 13.7
	Plan ratio	+ 1.9	+ 0.4	+ 3.6	+ 17.3									+ 5.8

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									2,060
	2025	1,253	1,407	1,490	1,244									1,844
	YoY change	+ 8.3	+ 7.1	+ 8.0	+ 25.3									+ 11.7

(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									3,485
	2025	702	756	824	790									3,073
	YoY change	+ 11.5	+ 9.4	+ 16.1	+ 16.1									+ 13.4
Production processing tools	2026	1,875	2,080	2,453	2,071									8,481
	2025	1,810	1,940	2,312	1,900									7,963
	YoY change	+ 3.6	+ 7.2	+ 6.1	+ 9.0									+ 6.5
Construction Supplies	2026	3,043	3,262	3,851	3,567									13,724
	2025	2,852	2,988	3,397	3,043									12,282
	YoY change	+ 6.7	+ 9.1	+ 13.4	+ 17.2									+ 11.7
Work Supplies	2026	4,674	4,780	5,855	7,354									22,664
	2025	4,382	4,495	5,015	4,896									18,790
	YoY change	+ 6.7	+ 6.3	+ 16.7	+ 50.2									+ 20.6
Hand tools	2026	4,354	4,554	5,573	4,808									19,290
	2025	4,119	4,453	5,177	4,427									18,177
	YoY change	+ 5.7	+ 2.3	+ 7.6	+ 8.6									+ 6.1
Environmental safety Supplies	2026	4,838	5,167	6,691	6,959									23,657
	2025	4,416	4,669	5,613	5,108									19,808
	YoY change	+ 9.6	+ 10.7	+ 19.2	+ 36.2									+ 19.4
Logistics/ StorageSupplies	2026	2,434	2,561	3,195	2,594									10,784
	2025	2,319	2,447	3,021	2,478									10,267
	YoY change	+ 5.0	+ 4.7	+ 5.7	+ 4.7									+ 5.0
LaboratorySupplies	2026	1,000	1,070	1,341	1,138									4,551
	2025	949	976	1,153	970									4,049
	YoY change	+ 5.4	+ 9.6	+ 16.3	+ 17.4									+ 12.4
Office Supplies/ Storages	2026	2,616	2,671	3,673	3,160									12,122
	2025	2,134	2,458	3,134	2,366									10,093
	YoY change	+ 22.6	+ 8.7	+ 17.2	+ 33.6									+ 20.1
Other Products	2026	163	163	217	175									721
	2025	128	152	161	159									601
	YoY change	+ 27.5	+ 7.3	+ 34.8	+ 10.4									+ 19.8
[Total]	2026	25,786	27,140	33,810	32,748									119,484
	2025	23,815	25,338	29,813	26,141									105,108
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3									+ 13.7

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