

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							116,299
	2025	15,793	17,109	20,379	16,996	16,570	18,624							105,472
	YoY change	+ 6.0	+ 4.3	+ 9.8	+ 24.2	+ 6.2	+ 10.8							+ 10.3
	Plan ratio	+ 1.6	△ 0.6	+ 1.2	+ 16.5	+ 6.7	+ 0.3							+ 4.1
e-business route	2026	6,785	6,849	8,377	8,331	7,026	7,474							44,844
	2025	5,707	6,045	6,792	6,349	6,105	6,557							37,557
	YoY change	+ 18.9	+ 13.3	+ 23.3	+ 31.2	+ 15.1	+ 14.0							+ 19.4
	Plan ratio	+ 5.4	+ 3.2	+ 10.0	+ 19.7	+ 13.0	+ 0.4							+ 8.5
Home center route	2026	2,043	2,254	2,831	3,076	2,523	2,586							15,317
	2025	2,131	2,019	2,435	2,607	2,185	2,338							13,717
	YoY change	△ 4.1	+ 11.7	+ 16.3	+ 18.0	+ 15.5	+ 10.6							+ 11.7
	Plan ratio	△ 8.1	+ 0.4	+ 5.7	+ 17.3	+ 7.8	+ 0.1							+ 4.2
Overseas route	2026	221	188	226	231	223	232							1,324
	2025	183	164	205	188	203	210							1,157
	YoY change	+ 20.9	+ 14.4	+ 9.9	+ 22.9	+ 9.9	+ 10.3							+ 14.5
	Plan ratio	+ 22.5	+ 3.5	△ 2.5	+ 5.9	△ 3.1	△ 3.5							+ 3.0
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924							177,785
	2025	23,815	25,338	29,813	26,141	25,064	27,731							157,905
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5							+ 12.6
	Plan ratio	+ 1.9	+ 0.4	+ 3.6	+ 17.3	+ 8.2	+ 0.3							+ 5.2

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							1,493
	2025	1,253	1,407	1,490	1,244	1,253	1,320							1,326
	YoY change	+ 8.3	+ 7.1	+ 8.0	+ 25.3	+ 21.4	+ 6.4							+ 12.6

(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							5,333
	2025	702	756	824	790	706	770							4,550
	YoY change	+ 11.5	+ 9.4	+ 16.1	+ 16.1	+ 22.8	+ 27.1							+ 17.2
Production processing tools	2026	1,875	2,080	2,453	2,071	1,834	2,221							12,537
	2025	1,810	1,940	2,312	1,900	1,889	2,008							11,861
	YoY change	+ 3.6	+ 7.2	+ 6.1	+ 9.0	△ 2.9	+ 10.6							+ 5.7
Construction Supplies	2026	3,043	3,262	3,851	3,567	3,029	3,383							20,137
	2025	2,852	2,988	3,397	3,043	2,888	3,055							18,226
	YoY change	+ 6.7	+ 9.1	+ 13.4	+ 17.2	+ 4.9	+ 10.7							+ 10.5
Work Supplies	2026	4,674	4,780	5,855	7,354	5,413	5,965							34,043
	2025	4,382	4,495	5,015	4,896	4,689	4,877							28,357
	YoY change	+ 6.7	+ 6.3	+ 16.7	+ 50.2	+ 15.4	+ 22.3							+ 20.1
Hand tools	2026	4,354	4,554	5,573	4,808	4,178	4,866							28,335
	2025	4,119	4,453	5,177	4,427	4,085	4,342							26,605
	YoY change	+ 5.7	+ 2.3	+ 7.6	+ 8.6	+ 2.3	+ 12.1							+ 6.5
Environmental safety Supplies	2026	4,838	5,167	6,691	6,959	6,074	6,762							36,493
	2025	4,416	4,669	5,613	5,108	5,278	6,591							31,678
	YoY change	+ 9.6	+ 10.7	+ 19.2	+ 36.2	+ 15.1	+ 2.6							+ 15.2
Logistics/StorageSupplies	2026	2,434	2,561	3,195	2,594	2,217	2,651							15,654
	2025	2,319	2,447	3,021	2,478	2,229	2,354							14,852
	YoY change	+ 5.0	+ 4.7	+ 5.7	+ 4.7	△ 0.5	+ 12.6							+ 5.4
LaboratorySupplies	2026	1,000	1,070	1,341	1,138	968	1,130							6,650
	2025	949	976	1,153	970	937	968							5,956
	YoY change	+ 5.4	+ 9.6	+ 16.3	+ 17.4	+ 3.3	+ 16.7							+ 11.7
Office Supplies/ Storages	2026	2,616	2,671	3,673	3,160	2,552	2,715							17,391
	2025	2,134	2,458	3,134	2,366	2,197	2,603							14,894
	YoY change	+ 22.6	+ 8.7	+ 17.2	+ 33.6	+ 16.2	+ 4.3							+ 16.8
Other Products	2026	163	163	217	175	239	247							1,208
	2025	128	152	161	159	162	158							922
	YoY change	+ 27.5	+ 7.3	+ 34.8	+ 10.4	+ 47.8	+ 56.2							+ 31.0
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924							177,785
	2025	23,815	25,338	29,813	26,141	25,064	27,731							157,905
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5							+ 12.6

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