Trusco Nakayama Corporation Fiscal Year Ending December 2024 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	**2024**	**13,880**	**16,247**	**18,818**	**16,076**									**65,021**
	2023	12,795	14,784	17,688	14,575									59,844
	YoY change	+ 8.5	+ 9.9	+ 6.4	+ 10.3									+ 8.7
	Plan ratio	+ 2.4	+ 4.3	+ 4.0	+ 2.8									+ 3.4
e-business route	**2024**	**4,885**	**5,454**	**5,997**	**5,724**									**22,062**
	2023	4,241	4,814	5,462	4,789									19,307
	YoY change	+ 15.2	+ 13.3	+ 9.8	+ 19.5									+ 14.3
	Plan ratio	+ 2.9	+ 5.7	+ 9.7	+ 10.1									+ 7.2
Home center route	**2024**	**1,842**	**1,964**	**2,114**	**2,493**									**8,415**
	2023	1,701	1,829	2,112	2,031									7,674
	YoY change	+ 8.3	+ 7.4	+ 0.1	+ 22.7									+ 9.6
	Plan ratio	+ 3.2	+ 1.8	+ 3.8	+ 4.4									+ 3.4
Overseas route	**2024**	**177**	**165**	**172**	**164**									**679**
	2023	122	119	158	135									534
	YoY change	+ 45.1	+ 38.7	+ 9.4	+ 21.6									+ 27.2
	Plan ratio	+ 26.8	+ 13.9	△ 0.7	+ 0.8									+ 9.3
[Total]	**2024**	**20,785**	**23,831**	**27,103**	**24,457**									**96,178**
	2023	18,860	21,546	25,422	21,531									87,361
	YoY change	+ 10.2	+ 10.6	+ 6.6	+ 13.6									+ 10.1
	Plan ratio	+ 2.7	+ 4.5	+ 5.2	+ 4.6									+ 4.3

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

Net sales per day

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	**2024**	**1,093**	**1,254**	**1,355**	**1,164**									**1,217**
	2023	992	1,134	1,155	1,076									1,092
	YoY change	+ 10.2	+ 10.6	+ 17.3	+ 8.2									+ 11.5

(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	**2024**	**648**	**742**	**802**	**748**									**2,941**
	2023	619	683	781	674									2,758
	YoY change	+ 4.7	+ 8.7	+ 2.6	+ 10.9									+ 6.6
Production processing tools	**2024**	**1,568**	**1,789**	**1,991**	**1,831**									**7,180**
	2023	1,407	1,649	1,905	1,523									6,485
	YoY change	+ 11.5	+ 8.5	+ 4.5	+ 20.2									+ 10.7
Construction Supplies	**2024**	**2,473**	**2,782**	**3,165**	**2,833**									**11,255**
	2023	2,254	2,595	3,031	2,501									10,382
	YoY change	+ 9.7	+ 7.2	+ 4.4	+ 13.3									+ 8.4
Work Supplies	**2024**	**3,966**	**4,275**	**4,624**	**4,658**									**17,524**
	2023	3,600	4,001	4,581	4,198									16,382
	YoY change	+ 10.2	+ 6.8	+ 0.9	+ 10.9									+ 7.0
Hand tools	**2024**	**3,588**	**4,218**	**4,641**	**4,156**									**16,605**
	2023	3,172	3,706	4,348	3,673									14,901
	YoY change	+ 13.1	+ 13.8	+ 6.7	+ 13.2									+ 11.4
Environmental safety Supplies	**2024**	**3,617**	**4,153**	**4,845**	**4,663**									**17,279**
	2023	3,269	3,661	4,245	3,747									14,922
	YoY change	+ 10.7	+ 13.4	+ 14.1	+ 24.4									+ 15.8
Logistics/ StorageSupplies	**2024**	**2,118**	**2,535**	**2,981**	**2,347**									**9,982**
	2023	2,010	2,374	2,911	2,394									9,691
	YoY change	+ 5.4	+ 6.8	+ 2.4	△ 2.0									+ 3.0
LaboratorySupplies	**2024**	**837**	**981**	**1,117**	**904**									**3,839**
	2023	802	923	1,100	872									3,698
	YoY change	+ 4.3	+ 6.2	+ 1.5	+ 3.7									+ 3.8
Office Supplies/ Storages	**2024**	**1,879**	**2,248**	**2,839**	**2,213**									**9,180**
	2023	1,656	1,866	2,392	1,854									7,770
	YoY change	+ 13.4	+ 20.4	+ 18.7	+ 19.4									+ 18.2
Other Products	**2024**	**88**	**105**	**94**	**100**									**388**
	2023	67	84	123	92									367
	YoY change	+ 30.6	+ 24.7	△ 23.4	+ 9.6									+ 5.9
[Total]	**2024**	**20,785**	**23,831**	**27,103**	**24,457**									**96,178**
	2023	18,860	21,546	25,422	21,531									87,361
	YoY change	+ 10.2	+ 10.6	+ 6.6	+ 13.6									+ 10.1