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**										**53,281**
	2024	13,880	16,247	18,818										48,945
	YoY change	+ 13.8	+ 5.3	+ 8.3										+ 8.9
	Plan ratio	+ 2.6	+ 1.2	+ 2.2										+ 2.0
e-business route	**2025**	**5,707**	**6,045**	**6,792**										**18,545**
	2024	4,885	5,454	5,997										16,338
	YoY change	+ 16.8	+ 10.8	+ 13.2										+ 13.5
	Plan ratio	+ 3.0	+ 4.1	+ 1.1										+ 2.7
Home center route	**2025**	**2,131**	**2,019**	**2,435**										**6,586**
	2024	1,842	1,964	2,114										5,921
	YoY change	+ 15.7	+ 2.8	+ 15.2										+ 11.2
	Plan ratio	+ 8.2	△ 1.5	+ 3.6										+ 3.4
Overseas route	**2025**	**183**	**164**	**205**										**553**
	2024	177	165	172										515
	YoY change	+ 3.3	△ 0.3	+ 19.1										+ 7.5
	Plan ratio	+ 1.3	△ 11.0	△ 8.1										△ 6.1
[Total]	**2025**	**23,815**	**25,338**	**29,813**										**78,966**
	2024	20,785	23,831	27,103										71,720
	YoY change	+ 14.6	+ 6.3	+ 10.0										+ 10.1
	Plan ratio	+ 3.2	+ 1.6	+ 2.0										+ 2.2

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**										**1,385**
	2024	1,093	1,254	1,355										1,236
	YoY change	+ 14.6	+ 12.2	+ 10.0										+ 12.0

(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**										**2,283**
	2024	648	742	802										2,193
	YoY change	+ 8.3	+ 1.9	+ 2.7										+ 4.1
Production processing tools	**2025**	**1,810**	**1,940**	**2,312**										**6,063**
	2024	1,568	1,789	1,991										5,349
	YoY change	+ 15.4	+ 8.4	+ 16.1										+ 13.3
Construction Supplies	**2025**	**2,852**	**2,988**	**3,397**										**9,238**
	2024	2,473	2,782	3,165										8,421
	YoY change	+ 15.3	+ 7.4	+ 7.3										+ 9.7
Work Supplies	**2025**	**4,382**	**4,495**	**5,015**										**13,893**
	2024	3,966	4,275	4,624										12,866
	YoY change	+ 10.5	+ 5.2	+ 8.5										+ 8.0
Hand tools	**2025**	**4,119**	**4,453**	**5,177**										**13,749**
	2024	3,588	4,218	4,641										12,448
	YoY change	+ 14.8	+ 5.6	+ 11.5										+ 10.5
Environmental safety Supplies	**2025**	**4,416**	**4,669**	**5,615**										**14,700**
	2024	3,617	4,153	4,845										12,616
	YoY change	+ 22.1	+ 12.4	+ 15.9										+ 16.5
Logistics/ StorageSupplies	**2025**	**2,319**	**2,447**	**3,021**										**7,788**
	2024	2,118	2,535	2,981										7,634
	YoY change	+ 9.5	△ 3.5	+ 1.4										+ 2.0
LaboratorySupplies	**2025**	**949**	**976**	**1,153**										**3,079**
	2024	837	981	1,117										2,935
	YoY change	+ 13.4	△ 0.5	+ 3.3										+ 4.9
Office Supplies/ Storages	**2025**	**2,134**	**2,458**	**3,133**										**7,726**
	2024	1,879	2,248	2,839										6,966
	YoY change	+ 13.6	+ 9.3	+ 10.4										+ 10.9
Other Products	**2025**	**128**	**152**	**161**										**442**
	2024	88	105	94										288
	YoY change	+ 45.8	+ 44.8	+ 71.1										+ 53.7
[Total]	**2025**	**23,815**	**25,338**	**29,813**										**78,966**
	2024	20,785	23,831	27,103										71,720
	YoY change	+ 14.6	+ 6.3	+ 10.0										+ 10.1