To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Nov. 2020

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	10,914	11,492	13,177	12,193	11,424	13,447
Previous year	9,393	9,742	10,744	10,084	10,345	10,255
Y on Y	116.2%	118.0%	122.6%	120.9%	110.4%	131.1%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	13,336	11,859	12,999	13,980	13,128	
Previous year	11,555	9,804	11,145	11,334	11,207	10,901
Y on Y	115.4%	121.0%	116.6%	123.3%	117.1%	

◆ Customer Acquisition (No. of customer accounts newly acquired during a month)

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	82.3	100.6	104.4	172.0	160.1	131.9

	Jul	Aug	Sep	Oct	Nov	Dec
This year	133.2	122.9	113.3	110.9	101.9	

◆ Working Days

(No. of days)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This year	19	18	21	21	18	22	21	20	20	22	19	20
Previous year	19	19	20	20	19	20	22	21	19	21	20	20

Note 1.The figures are non-consolidated. The figures are preliminary and they are subject to revision.
Revenues in months of each quarter end include royalty income from overseas.