



To investors,

MonotaRO Co., Ltd.

(Security Code: 3064)

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Monthly Sales Report

Dec. 2013

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	2,407	2,560	2,771	2,822	2,722	2,698
Previous year	2,044	2,247	2,375	2,314	2,275	2,380
Y on Y	117.8%	113.9%	116.7%	122.0%	119.6%	113.3%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	3,071	2,611	2,878	3,363	3,277	3,222
Previous year	2,468	2,277	2,321	2,724	2,684	2,524
Y on Y	124.4%	114.7%	124.0%	123.4%	122.1%	127.7%

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	17.9	18.5	20.2	20.6	19.4	19.5
Previous year	13.7	14.9	15.3	16.1	15.0	15.9

	Jul	Aug	Sep	Oct	Nov	Dec
This year	19.8	18.5	20.3	24.4	21.2	19.3
Previous year	17.5	16.5	18.1	18.7	17.4	16.2

◆ Working Days

(No. of days)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This year	19	19	20	21	21	20	22	22	19	22	20	19
Previous year	19	21	21	20	21	21	21	23	19	22	21	19

Note 1. The figures are non-consolidated. The figures are preliminary and they are subject to revision.

2. The royalty income from Zoro Tools Inc., is not included in the sales for Dec, 2013 since its amount the Company should receive has not been fixed.