



To investors,

**MonotaRO Co., Ltd.**

(Security Code: 3064)

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## Monthly Sales Report Dec. 2015

### ◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	3,923	4,167	4,948	4,527	4,079	4,804
Previous year	3,230	3,313	4,207	3,464	3,293	3,541
Y on Y	121.4%	125.8%	117.6%	130.7%	123.9%	135.7%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	4,968	4,260	4,757	5,205	4,906	5,059
Previous year	3,801	3,175	3,868	4,163	3,854	4,142
Y on Y	130.7%	134.2%	123.0%	125.0%	127.3%	122.1%

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	25.3	31.7	33.7	32.7	30.5	31.6

	Jul	Aug	Sep	Oct	Nov	Dec
This year	38.0	31.6	32.6	38.3	32.4	31.3

### ◆ Working Days

(No. of days)

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

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 loyalty income from overseas.