



To investors,

MonotaRO Co., Ltd.

(Security Code: 3064)

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Monthly Sales Report Oct. 2016

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---------------|--------|--------|--------|--------|--------|--------|
| This year | 4,782 | 5,196 | 6,062 | 5,305 | 4,998 | 5,801 |
| Previous year | 3,923 | 4,167 | 4,948 | 4,527 | 4,079 | 4,804 |
| Y on Y | 121.9% | 124.7% | 122.5% | 117.2% | 122.5% | 120.8% |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|--------|--------|--------|--------|-------|-------|
| This year | 5,538 | 5,291 | 5,836 | 5,981 | | |
| Previous year | 4,968 | 4,260 | 4,757 | 5,205 | 4,906 | 5,059 |
| Y on Y | 111.5% | 124.2% | 122.7% | 114.9% | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|-----------|------|------|------|------|------|------|
| This year | 33.3 | 33.9 | 38.9 | 36.7 | 37.2 | 35.4 |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|-----------|------|------|------|------|-----|-----|
| This year | 38.8 | 36.7 | 38.7 | 42.3 | | |

◆ Working Days

(No. of days)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| This year | 19 | 20 | 22 | 20 | 19 | 22 | 20 | 22 | 20 | 20 | 20 | 19 |
| Previous year | 19 | 19 | 22 | 21 | 18 | 22 | 22 | 21 | 19 | 21 | 19 | 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 royalty income from overseas.