



To investors,

MonotaRO Co., Ltd.

(Security Code: 3064)

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Monthly Sales Report Jan. 2017

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---------------|--------|-------|-------|-------|-------|-------|
| This year | 5,905 | | | | | |
| Previous year | 4,782 | 5,196 | 6,062 | 5,305 | 4,998 | 5,801 |
| Y on Y | 123.5% | | | | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|-------|-------|-------|-------|-------|-------|
| This year | | | | | | |
| Previous year | 5,538 | 5,291 | 5,836 | 5,981 | 6,156 | 6,155 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|-----------|------|-----|-----|-----|-----|-----|
| This year | 43.8 | | | | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|-----------|-----|-----|-----|-----|-----|-----|
| This year | | | | | | |

◆ Working Days

(No. of days)

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