



To investors,

MonotaRO Co., Ltd.

(Security Code: 3064)

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Monthly Sales Report

Apr. 2019

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---------------|--------|--------|--------|--------|-------|-------|
| This year | 9,393 | 9,742 | 10,744 | 10,084 | | |
| Previous year | 7,198 | 7,698 | 9,151 | 8,251 | 8,441 | 8,965 |
| Y on Y | 130.5% | 126.5% | 117.4% | 122.2% | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|-------|-------|-------|--------|-------|-------|
| This year | | | | | | |
| Previous year | 9,221 | 8,452 | 8,605 | 10,297 | 9,796 | 9,249 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|-----------|------|------|------|------|-----|-----|
| This year | 57.2 | 53.7 | 61.0 | 65.0 | | |

| | 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 | 19 | 20 | 20 | 19 | 20 | 22 | 21 | 19 | 21 | 20 | 20 |
| Previous year | 19 | 19 | 21 | 20 | 21 | 21 | 21 | 23 | 18 | 22 | 21 | 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.