



To investors,

MonotaRO Co., Ltd.

(Security Code: 3064)

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Monthly Sales Report

Apr. 2020

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---------------|--------|--------|--------|--------|--------|--------|
| This year | 10,914 | 11,492 | 13,177 | 12,193 | | |
| Previous year | 9,393 | 9,742 | 10,744 | 10,084 | 10,345 | 10,255 |
| Y on Y | 116.2% | 118.0% | 122.6% | 120.9% | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|--------|-------|--------|--------|--------|--------|
| This year | | | | | | |
| Previous year | 11,555 | 9,804 | 11,145 | 11,334 | 11,207 | 10,901 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|-----------|------|-------|-------|-------|-----|-----|
| This year | 82.3 | 100.6 | 104.4 | 172.0 | | |

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

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.