To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Jul. 2013

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	2,407	2,560	2,771	2,822	2,722	2,698
Previous year	2,044	2,247	2,375	2,314	2,275	2,380
Y on Y	117.8%	113.9%	116.7%	122.0%	119.6%	113.3%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	3,071					
Previous year	2,468	2,277	2,321	2,724	2,684	2,524
Y on Y	124.4%					

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	17.9	18.5	20.2	20.6	19.4	19.5
Previous year	13.7	14.9	15.3	16.1	15.0	15.9

	Jul	Aug	Sep	Oct	Nov	Dec
This year	19.8					
Previous year	17.5	16.5	18.1	18.7	17.4	16.2

◆ Working Days

(No. of days)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This year	19	19	20	21	21	20	22					
Previous year	19	21	21	20	21	21	21	23	19	22	21	19

The figures are non-consolidated.

The figures are preliminary and they are subject to revision.