To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Nov. 2014

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	3,230	3,313	4,207	3,464	3,293	3,541
Previous year	2,407	2,560	2,771	2,822	2,722	2,698
Y on Y	134.2%	129.4%	151.8%	122.8%	121.0%	131.3%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	3,801	3,175	3,868	4,163	3,854	
Previous year	3,071	2,611	2,878	3,363	3,275	3,302
Y on Y	123.8%	121.6%	134.4%	123.8%	117.7%	

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	20.3	21.4	24.7	24.6	22.7	23.0

	Jul	Aug	Sep	Oct	Nov	Dec
This year	24.0	22.9	29.0	28.8	25.7	

◆ Working Days

(No. of days)

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