To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Dec. 2017

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	5,905	6,334	7,484	6,574	6,459	7,301
Previous year	4,782	5,196	6,062	5,305	4,998	5,801
Y on Y	123.5%	121.9%	123.5%	123.9%	129.2%	125.8%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	7,106	6,745	7,478	7,761	7,693	7,813
Previous year	5,538	5,291	5,836	5,981	6,156	6,155
Y on Y	128.3%	127.5%	128.1%	129.3%	125.0%	126.9%

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	43.8	40.8	45.5	45.3	45.4	46.3

	Jul	Aug	Sep	Oct	Nov	Dec
This year	47.5	44.8	49.3	52.3	47.5	45.0

◆ 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.