To investors,

**MonotaRO Co., Ltd.**
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# Monthly Sales Report
Apr. 2018

## ◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 7,198 | 7,698 | 9,151 | 8,251 | | |
| Previous year | 5,905 | 6,334 | 7,484 | 6,574 | 6,459 | 7,301 |
| Y on Y | 121.9% | 121.5% | 122.3% | 125.5% | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|
| This year | | | | | | |
| Previous year | 7,106 | 6,745 | 7,478 | 7,761 | 7,693 | 7,813 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 46.5 | 43.2 | 53.1 | 55.8 | | |

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