To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Nov. 2018

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	7,198	7,698	9,151	8,251	8,441	8,965
Previous year	5,905	6,334	7,484	6,574	6,459	7,300
Y on Y	121.9%	121.5%	122.3%	125.5%	130.7%	122.8%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	9,221	8,452	8,605	10,297	9,796	
Previous year	7,106	6,745	7,478	7,761	7,693	7,813
Y on Y	129.8%	125.3%	115.1%	132.7%	127.3%	

◆ 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	54.0	52.1

	Jul	Aug	Sep	Oct	Nov	Dec
This year	55.7	51.0	54.2	61.2	56.1	

◆ 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.