To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Dec. 2019

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	9,393	9,742	10,744	10,084	10,345	10,255
Previous year	7,198	7,698	9,151	8,251	8,441	8,965
Y on Y	130.5%	126.5%	117.4%	122.2%	122.6%	114.4%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	11,555	9,804	11,145	11,334	11,207	10,901
Previous year	9,221	8,452	8,605	10,297	9,796	9,249
Y on Y	125.3%	116.0%	129.5%	110.1%	114.4%	117.9%

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	57.2	53.7	61.0	65.0	67.4	70.6

	Jul	Aug	Sep	Oct	Nov	Dec
This year	70.4	67.4	69.2	70.7	69.0	71.2

◆ Working Days

(No. of days)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This year	19	19	20	20	19	20	22	21	19	21	20	20
Previous year	19	19	21	20	21	21	21	23	18	22	21	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.