To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Jan. 2021

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	13,909					
Previous year	10,914	11,492	13,177	12,193	11,424	13,447
Y on Y	127.4%					

	Jul	Aug	Sep	Oct	Nov	Dec
This year						
Previous year	13,336	11,859	12,999	13,980	13,128	13,842
Y on Y						

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	118.7					

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