To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Aug. 2024

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	20,394	21,857	24,035	22,438	22,311	22,493
Previous year	17,960	19,077	22,556	19,460	18,996	21,295
Y on Y	113.6%	114.6%	106.6%	115.3%	117.4%	105.6%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	25,276	21,067				
Previous year	20,669	19,201	20,156	21,525	21,168	21,284
Y on Y	122.3%	109.7%				

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	84.5	83.0	92.9	101.7	97.4	89.2

	Jul	Aug	Sep	Oct	Nov	Dec
This year	94.1	102.1				

◆ Working Days

(No. of days)

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