To investors,

**MonotaRO Co., Ltd.**
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# Monthly Sales Report
Jan. 2025

## ◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 24,038 | | | | | |
| Previous year | 20,394 | 21,857 | 24,035 | 22,438 | 22,311 | 22,493 |
| Y on Y | 117.9% | | | | | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|
| This year | | | | | | |
| Previous year | 25,276 | 21,067 | 22,760 | 25,354 | 23,952 | 24,159 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 86.6 | | | | | |

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