To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Mar. 2025

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	24,038	24,262	28,176			
Previous year	20,394	21,857	24,035	22,438	22,311	22,493
Y on Y	117.9%	111.0%	117.2%			

	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	86.5	107.7			

	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	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.