

To Investors:

October 29, 2021
 MonotaRO Co., Ltd.
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Notice: Regarding Correction of Presentation Materials First and Second Quarters of 2021

MonotaRO Co., Ltd. (hereinafter “the Company”) corrects the sale of System Connection with Large Corporation business in the Presentation Materials as below due to errors. The Total Sales disclosed in the Presentation Materials are the same.

1. Explanation material to be corrected

Presentation Material for Q1, 2021 (disclosed Apr. 30, 2021, Page corrected: 9, 20, and 22)

Presentation Material for Q2, 2021 (disclosed Jul. 30, 2021, Page corrected: 9, 21, and 23)

2. Reason for correction

In the process of calculating Sales in System Connection with Large Corp. (Large Corp. Business), Sales of the corporations were double counted.

Note the Total Sales are the same and therefore not corrected.

3. Corrections (underlined)

Presentation Material for Q1, 2021

Before correction

P. 9: (Non-consol.) 2021Q1 Financial Result P/L Outline

	Jan.- Mar.2020 Result		Jan.- Mar.2021 Plan		Jan.- Mar.2021 Result			
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY	vs Plan
Sales	35,585		44,931		44,393		+24.8%	△1.2%
Large Corp.	<u>6,448</u>	<u>18.1%</u>	8,352	18.6%	<u>9,190</u>	<u>20.7%</u>	<u>+42.5%</u>	<u>+10.0%</u>

P. 20: (Non-consol.) 2021 Business Plan P/L Outline

	2020 Result		2021 Plan		
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	151,798		186,759		+23.0%
Large Corp.	<u>26,161</u>	<u>17.2%</u>	34,680	18.6%	<u>+32.6%</u>

	2021 Q1-2 Plan (Jan.-Jun.)			2021 Q3-4 Plan (Jul.-Dec.)		
	Amount (mil.JPY)	Ratio to Sales	YonY	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	90,742		+24.9%	96,016		+21.3%
Large Corp.	16,635	18.3%	<u>+36.7%</u>	18,045	18.8%	<u>+29.0%</u>

P. 22: 2021 Strategy & Plan: Domestic Business “System Connection with Large Corp.”

2020Q1 Result			2021Q1 Plan			2021Q1 Result			
Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	vs Plan	/Total Sales
<u>6,448</u>	<u>+40.4%</u>	<u>18.1%</u>	8,352	<u>+29.5%</u>	18.6%	<u>9,190</u>	<u>+42.5%</u>	<u>+10.0%</u>	<u>20.7%</u>

After correction

P. 9: (Non-consol.) 2021Q1 Financial Result P/L Outline

	Jan.- Mar.2020 Result		Jan.- Mar.2021 Plan		Jan.- Mar.2021 Result			
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY	vs Plan
Sales	35,585		44,931		44,393		+24.8%	△1.2%
Large Corp.	<u>6,232</u>	<u>17.5%</u>	8,352	18.6%	<u>8,827</u>	<u>19.9%</u>	<u>+41.6%</u>	<u>+5.7%</u>

P. 20: (Non-consol.) 2021 Business Plan P/L Outline

	2020 Result		2021 Plan		
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	151,798		186,759		+23.0%
Large Corp.	<u>25,179</u>	<u>16.6%</u>	34,680	18.6%	<u>+37.7%</u>

	2021 Q1-2 Plan (Jan.-Jun.)			2021 Q3-4 Plan (Jul.-Dec.)		
	Amount (mil.JPY)	Ratio to Sales	YonY	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	90,742		+24.9%	96,016		+21.3%
Large Corp.	16,635	18.3%	<u>+41.7%</u>	18,045	18.8%	<u>+34.3%</u>

P. 22: 2021 Strategy & Plan: Domestic Business “System Connection with Large Corp.”

2020Q1 Result			2021Q1 Plan			2021Q1 Result			
Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	vs Plan	/Total Sales
<u>6,232</u>	<u>+40.0%</u>	<u>17.5%</u>	8,352	<u>+34.0%</u>	18.6%	<u>8,827</u>	<u>+41.6%</u>	<u>+5.7%</u>	<u>19.9%</u>

Presentation Material for Q2, 2021

Before correction

P. 9: (Non-consol.) 2021Q2 Financial Result P/L Outline

	Jan.- Jun.2020 Result		Jan.- Jun.2021 Plan		Jan.- Jun.2021 Result			
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY	vs Plan
Sales	72,651		90,742		88,448		+21.7%	△2.5%
Large Corp.	<u>12,173</u>	<u>16.8%</u>	16,635	18.3%	<u>17,811</u>	<u>20.1%</u>	<u>+46.3%</u>	<u>+7.1%</u>

P. 21: 2021 Strategy & Plan: Domestic Business “System Connection with Large Corp.”

Jan.- Jun.2020 Result			Jan.- Jun.2021 Plan			Jan.- Jun.2021 Result			
Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	vs Plan	/Total Sales
<u>12,173</u>	<u>+31.1%</u>	<u>16.8%</u>	16,635	<u>+36.7%</u>	18.3%	<u>17,811</u>	<u>+46.3%</u>	<u>+7.1%</u>	<u>20.1%</u>

P. 23: 2021 Strategy & Plan: (Non-consol.) P/L Plan Outline

	2020 Result		2021 Plan		
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	151,798		186,759		+23.0%
Large Corp.	<u>26,161</u>	<u>17.2%</u>	34,680	18.6%	<u>+32.6%</u>

After correction

P. 9: (Non-consol.) 2021Q2 Financial Result P/L Outline

	Jan.- Jun.2020 Result		Jan.- Jun.2021 Plan		Jan.- Jun.2021 Result			
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY	vs Plan
Sales	72,651		90,742		88,448		+21.7%	△2.5%
Large Corp.	<u>11,742</u>	<u>16.2%</u>	16,635	18.3%	<u>17,114</u>	<u>19.4%</u>	<u>+45.7%</u>	<u>+2.9%</u>

P. 21: 2021 Strategy & Plan: Domestic Business “System Connection with Large Corp.”

Jan.- Jun.2020 Result			Jan.- Jun.2021 Plan			Jan.- Jun.2021 Result			
Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	/Total Sales	Amount (mil.JPY)	YonY	vs Plan	/Total Sales
11,742	+30.7%	16.2%	16,635	+41.7%	18.3%	17,114	+45.7%	+2.9%	19.4%

P. 23: 2021 Strategy & Plan: (Non-consol.) P/L Plan Outline

	2020 Result		2021 Plan		
	Amount (mil.JPY)	Ratio to Sales	Amount (mil.JPY)	Ratio to Sales	YonY
Sales	151,798		186,759		+23.0%
Large Corp.	25,179	16.6%	34,680	18.6%	+37.7%

End of notice