



To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
May 2022

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---------------|--------|--------|--------|--------|--------|--------|
| This year | 16,356 | 16,559 | 19,771 | 17,214 | 16,401 | |
| Previous year | 13,909 | 13,639 | 16,843 | 14,642 | 13,568 | 15,843 |
| Y on Y | 117.6% | 121.4% | 117.4% | 117.6% | 120.9% | |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---------------|--------|--------|--------|--------|--------|--------|
| This year | | | | | | |
| Previous year | 15,019 | 14,120 | 15,718 | 16,028 | 16,460 | 16,678 |
| Y on Y | | | | | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|-----------|-------|-------|-------|-------|-------|-----|
| This year | 112.8 | 103.0 | 112.2 | 117.4 | 111.3 | |

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