



To investors,

MonotaRO Co., Ltd.
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Monthly Sales Report
Nov. 2022

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	16,356	16,559	19,771	17,214	16,401	19,349
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%	122.1%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	18,244	16,933	18,573	18,833	19,054	
Previous year	15,019	14,120	15,718	16,028	16,460	16,678
Y on Y	121.5%	119.9%	118.2%	117.5%	115.8%	

◆ 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	105.2

	Jul	Aug	Sep	Oct	Nov	Dec
This year	101.2	103.9	104.0	107.3	99.3	

◆ 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.