



To investors,

**MonotaRO Co., Ltd.**  
(Security Code: 3064)  
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Monthly Sales Report  
Nov. 2023

◆ Sales

(Million Yen)

	Jan	Feb	Mar	Apr	May	Jun
This year	17,960	19,077	22,556	19,460	18,996	21,295
Previous year	16,356	16,559	19,771	17,214	16,401	19,349
Y on Y	109.8%	115.2%	114.1%	113.0%	115.8%	110.1%

	Jul	Aug	Sep	Oct	Nov	Dec
This year	20,669	19,201	20,156	21,525	21,168	
Previous year	18,244	16,933	18,573	18,833	19,054	19,345
Y on Y	113.3%	113.4%	108.5%	114.3%	111.1%	

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

(Thousand Accounts)

	Jan	Feb	Mar	Apr	May	Jun
This year	98.1	90.1	108.7	109.8	102.5	98.8

	Jul	Aug	Sep	Oct	Nov	Dec
This year	102.3	92.0	92.6	102.1	87.8	

◆ Working Days

(No. of days)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This year	19	19	22	20	20	22	20	22	20	21	20	20
Previous year	19	18	22	20	19	22	20	22	20	20	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.