To investors,

**MonotaRO Co., Ltd.**
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# Monthly Sales Report
Oct. 2013

◆ Sales

(Million Yen)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 2,407 | 2,560 | 2,771 | 2,822 | 2,722 | 2,698 |
| Previous year | 2,044 | 2,247 | 2,375 | 2,314 | 2,275 | 2,380 |
| Y on Y | 117.8% | 113.9% | 116.7% | 122.0% | 119.6% | 113.3% |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|
| This year | 3,071 | 2,611 | 2,878 | 3,363 | | |
| Previous year | 2,468 | 2,277 | 2,321 | 2,724 | 2,684 | 2,524 |
| Y on Y | 124.4% | 114.7% | 124.0% | 123.4% | | |

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

(Thousand Accounts)

| | Jan | Feb | Mar | Apr | May | Jun |
|---|---|---|---|---|---|---|
| This year | 17.9 | 18.5 | 20.2 | 20.6 | 19.4 | 19.5 |
| Previous year | 13.7 | 14.9 | 15.3 | 16.1 | 15.0 | 15.9 |

| | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|
| This year | 19.8 | 18.5 | 20.3 | 24.4 | | |
| Previous year | 17.5 | 16.5 | 18.1 | 18.7 | 17.4 | 16.2 |

◆ Working Days

(No. of days)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| This year | 19 | 19 | 20 | 21 | 21 | 20 | 22 | 22 | 19 | 22 | | |
| Previous year | 19 | 21 | 21 | 20 | 21 | 21 | 21 | 23 | 19 | 22 | 21 | 19 |

The figures are non-consolidated.

The figures are preliminary and they are subject to revision.