



Nov 10, 2025

To investors,

**MonotaRO Co., Ltd.**

(Security Code: 3064)

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Monthly Sales Report  
Oct. 2025

◆ Sales

(Million Yen)

|               | Jan    | Feb    | Mar    | Apr    | May    | Jun    |
|---------------|--------|--------|--------|--------|--------|--------|
| This year     | 24,038 | 24,262 | 28,176 | 25,832 | 24,964 | 27,733 |
| Previous year | 20,394 | 21,857 | 24,035 | 22,438 | 22,311 | 22,493 |
| Y on Y        | 117.9% | 111.0% | 117.2% | 115.1% | 111.9% | 123.3% |

|               | Jul    | Aug    | Sep    | Oct    | Nov    | Dec    |
|---------------|--------|--------|--------|--------|--------|--------|
| This year     | 29,090 | 22,620 | 26,558 | 29,423 |        |        |
| Previous year | 25,276 | 21,067 | 22,760 | 25,354 | 23,952 | 24,159 |
| Y on Y        | 115.1% | 107.4% | 116.7% | 116.1% |        |        |

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

(Thousand Accounts)

|           | Jan  | Feb  | Mar   | Apr   | May  | Jun  |
|-----------|------|------|-------|-------|------|------|
| This year | 86.6 | 86.5 | 107.7 | 104.8 | 97.8 | 96.6 |

|           | Jul  | Aug  | Sep  | Oct   | Nov | Dec |
|-----------|------|------|------|-------|-----|-----|
| This year | 97.3 | 88.0 | 87.0 | 109.8 |     |     |

◆ Working Days

(No. of days)

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