



May 7, 2026

Consolidated Financial Results for the First Three Months of Fiscal Year Ending December 31, 2026 (Three Months Ended March 31, 2026)

Company name: MonotaRO Co., Ltd. Listing: Tokyo Stock Exchange, Prime Market
 Stock code: 3064 URL: <https://corp.monotaro.com/>
 Representative: Sakuya Tamura, President & CEO
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 Scheduled date to commence dividend payment: -
 Supplementary materials: Yes Investors meeting: No

(Figures are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Three Months Ended March 31, 2026

(January 01, 2026 – March 31, 2026)

(1) Consolidated results of operations *(Percentages show the change from the same period of previous fiscal year)*

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended Mar. 31, 2026	95,582	20.8	13,170	22.6	13,031	21.6	8,912	18.2
Three months ended Mar. 31, 2025	79,106	14.4	10,740	20.7	10,714	19.2	7,537	20.5

Note: Comprehensive income: Three months ended Mar. 31, 2026: 8,732 million yen (20.8%)

Three months ended Mar. 31, 2025: 7,229 million yen (17.5%)

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended Mar. 31, 2026	17.99	17.99
Three months ended Mar. 31, 2025	15.17	15.17

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of Mar. 31, 2026	183,805	115,378	62.7
As of Dec. 31, 2025	193,243	122,933	63.4

Reference: Shareholders' equity Mar. 31, 2026: 115,181 million yen Dec. 31, 2025: 122,504 million yen

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended Dec. 31, 2025	—	15.00	—	18.00	33.00
Year ending Dec. 31, 2026 (actual)	—				
Year ending Dec. 31, 2026 (forecast)		18.00	—	19.00	37.00

3. Consolidated Forecasts for the Fiscal Year Ending December 31, 2026 (January 01, 2026 – December 31, 2026)

(Percentages show the change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Half year (accumulated)	188,325	17.5	25,791	17.9	25,647	17.4	17,521	13.6	35.26
Full year	381,379	14.2	53,069	14.9	52,789	14.6	36,180	11.5	72.81

Note: Revision of consolidated forecast during this quarter: None

* Notes

(1) Changes in the number of material subsidiaries resulting in changes in scope of consolidation during the three-month period ended Mar. 31, 2026: None

(2) Application of special accounting methods for the preparation of quarterly consolidated financial statements: Yes

* Regarding income tax expenses, we estimate a reasonable effective tax rate after applying tax-effect accounting to the pre-tax net income for the consolidated fiscal year. We calculate income tax expenses by applying this estimated effective tax rate to the quarterly net income before income taxes.

(3) Changes in accounting principles and estimates, or retrospective restatements:

1) Changes in accounting principles caused by the revision of accounting standards: None

2) Changes in accounting principles other than mentioned in 1): None

3) Changes in estimates: None

4) Retrospective restatements: None

(4) Number of shares outstanding (common shares)

1) Number of shares outstanding at the end of period (including treasury stock)

Mar. 31, 2026: 501,361,000 shares Dec. 31, 2025: 501,361,000 shares

2) Number of treasury stock at the end of period

Mar. 31, 2026: 7,534,660 shares Dec. 31, 2025: 4,446,052 shares

3) Average number of shares outstanding during the period

Three months ended Mar. 31, 2026: 495,387,540 shares Three months ended Mar. 31, 2025: 496,905,905 shares

Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Cautionary statement with respect to forward-looking statements

The forecasts above are based on the judgments made in accordance with information currently available. Forecasts therefore include risks and uncertainties. Actual figures may differ from these forecasts due to subsequent changes in the circumstances.

1. Qualitative Information on the Consolidated Financial Statements

(1) Qualitative Information Regarding Consolidated Results of Operations

During the first three months of the fiscal year ending December 31, 2026, the outlook for the Japanese economy has remained uncertain due to factors such as soaring raw material and energy prices driven by heightened tensions in the Middle East and the prolonged depreciation of the yen, as well as sluggish personal consumption amid rising prices and increasing labor costs resulting from structural labor shortages.

In this economic environment, we have continually concentrated on acquiring new customers actively mainly through internet advertisements (paid listings) and internet search engine optimization (SEO), which can improve our website's position on the search engines. We also conducted promotion activities including using e-mail and mailing flyers with optimized product listings for each customer, daily special prices, and broadcast TV commercials to enhance customers' awareness much further.

In our product strategy, we are continuously expanding the number of products offered on our website to meet the diverse needs of our customers. Furthermore, the total number of our product lineup reached approximately 28.8 million items in total with 684 thousand items in stock available for the same day shipment to meet the increase in demand corresponding to the expansion of our customer base as of the end of the first quarter of the fiscal year ending December 31, 2026. In the Enterprise Business, both the number of customers and the amount of sales steadily increased. This growth was driven by sales initiatives aimed at acquiring new partner companies, as well as by penetrating existing customer bases to expand usage.

Consequently, we have successfully obtained 274 thousand newly registered accounts for the first three months of the fiscal year ending December 31, 2026 and the number of registered accounts totaled 11,536 thousand as of March 31, 2026.

In addition, our subsidiaries such as NAVIMRO, which is our Korean subsidiary, also actively engaged in acquiring new customers mainly through paid listings and focused on increasing both their product lineup and the number of products in stock in order to expand their customer base.

All of our efforts mentioned above resulted in net sales of 95,582 million yen (20.8% increase from the previous fiscal year), operating income of 13,170 million yen (22.6% increase from the previous fiscal year), ordinary income of 13,031 million yen (21.6% increase from the previous fiscal year), and net income attributable to owners of the parent of 8,912 million yen (18.2% increase from the previous fiscal year).

(2) Qualitative Information Regarding Consolidated Financial Position

Total assets as of March 31, 2026 (the end of the first three months of the fiscal year ending December 31, 2026) amounted to 183,805 million yen, a decrease of 9,438 million yen from the end of the previous fiscal year. This was mainly attributable to a decrease of 11,127 million yen in cash and deposits, while partially offset by an increase of 1,799 million yen in merchandise.

On the other hand, total liabilities as of March 31, 2026 amounted to 68,426 million yen, a decrease of 1,883 million yen from the end of the previous fiscal year. This was mainly attributable to a decrease of 8,232 million yen in accounts payable-other, despite an increase of 7,500 million yen in long-term borrowings.

Total net assets amounted to 115,378 million yen, a decrease of 7,555 million yen from the end of the previous fiscal year. This was largely due to dividend payments of 8,944 million yen and the acquisition of treasury stock of 6,136 million yen, which were partially offset by net income attributable to owners of the parent of 8,912 million yen.

As a result, the equity ratio as of March 31, 2026 was 62.7%, down 0.7 percentage points from the end of the previous fiscal year.

(3) Forecast for the Fiscal Year Ending December 31, 2026

Forecast for the fiscal year ending December 31, 2026, disclosed on February 3, 2026, has not been changed at this time.

2. Consolidated Quarterly Financial Statements

(1) Consolidated quarterly balance sheets

Accounts	(In millions of yen)	
	As of Dec. 31, 2025	As of Mar. 31, 2026
Assets		
Current assets		
Cash and deposits	47,293	36,166
Notes and accounts receivable-trade	41,384	42,214
Electronically recorded monetary claims	1,229	788
Merchandise	21,321	23,120
Goods in transit	929	1,276
Raw materials and supplies	186	230
Accounts receivable-other	9,404	8,914
Other	1,541	2,264
Allowance for doubtful accounts	(173)	(145)
Total current assets	123,116	114,830
Noncurrent assets		
Property, plant and equipment		
Buildings, net	13,499	13,461
Machinery and equipment, net	12,288	12,561
Leased assets, net	1,464	687
Construction in progress	19,872	19,998
Other, net	7,834	7,807
Total property, plant and equipment	54,958	54,516
Intangible assets		
Software	6,983	7,110
Software in progress	559	426
Other	142	138
Total intangible assets	7,685	7,675
Investments and other assets		
Guarantee deposits	3,360	2,682
Other	4,244	4,211
Allowance for doubtful accounts	(120)	(111)
Total investments and other assets	7,484	6,782
Total noncurrent assets	70,127	68,974
Total assets	193,243	183,805

Accounts	(In millions of yen)	
	As of Dec. 31, 2025	As of Mar. 31, 2026
Liabilities		
Current liabilities		
Accounts payable-trade	25,018	28,844
Short-term borrowings	109	148
Lease obligations	877	205
Accounts payable-other	15,268	7,036
Income taxes payable	8,897	4,378
Provision for employees' bonuses	417	993
Other	2,968	2,488
Total current liabilities	53,558	44,095
Noncurrent liabilities		
Long-term borrowings	13,000	20,500
Lease obligations	4	3
Net defined benefit liability	671	705
Asset retirement obligations	2,945	2,946
Other	130	175
Total noncurrent liabilities	16,751	24,330
Total liabilities	70,310	68,426
Net assets		
Shareholders' equity		
Capital stock	2,048	2,048
Capital surplus	256	—
Retained earnings	120,746	119,868
Treasury stock	(876)	(7,013)
Total shareholders' equity	122,174	114,902
Accumulated other comprehensive income		
Foreign currency translation adjustment	311	263
Remeasurements of defined benefit plans	19	15
Total accumulated other comprehensive income	330	278
Subscription rights to shares	16	16
Non-controlling interests	413	180
Total net assets	122,933	115,378
Total liabilities and net assets	193,243	183,805

(2) Consolidated quarterly statements of (comprehensive) income

Accounts	(In millions of yen)	
	Three months period ended March 31, 2025	Three months period ended Mar. 31, 2026
Net sales	79,106	95,582
Cost of sales	55,827	67,648
Gross profit	23,278	27,934
Selling, general and administrative expenses	12,538	14,763
Operating income	10,740	13,170
Non-operating income		
Interest income	3	3
Gain on sales of materials	11	12
Other	42	25
Total non-operating income	57	42
Non-operating expenses		
Interest expenses	15	70
Loss on sales of electronically recorded monetary claims	17	21
Loss from equity method affiliates	—	51
Foreign exchange losses	48	10
Other	2	27
Total non-operating expenses	83	181
Ordinary income	10,714	13,031
Extraordinary income		
Gain on sales of fixed assets	0	0
Total extraordinary income	0	0
Extraordinary loss		
Loss on disposal of fixed assets	4	12
Total extraordinary losses	4	12
Income before income taxes	10,710	13,019
Income taxes	3,305	4,227
Net income	7,404	8,792
Net income attributable to:		
owners of the parent	7,537	8,912
non-controlling interests	(132)	(120)
Other comprehensive income		
Foreign currency translation adjustment	(170)	(55)
Remeasurements of defined benefit plans	(4)	(3)
Total other comprehensive income	(175)	(59)
Comprehensive income	7,229	8,732
Comprehensive income attributable to:		
owners of the parent	7,415	8,860
non-controlling interests	(185)	(127)