August 4, 2026

Consolidated Financial Results for the First Six Months of Fiscal Year Ending December 31, 2026(Six Months Ended June 30, 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
Contact: Yohei Yuki, Executive Officer, and CFO, Head of Corporate Div. Tel:+81-6-4869-7190
Scheduled date to file Semi-annual Securities Report:August 7, 2026
Scheduled date to commence dividend payment: September 9, 2026
Supplementary materials: Yes Investors meeting: Yes

(Figures are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Six Months Ended June 30, 2026

(January 01, 2026 – June 30, 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	%
Six months ended Jun. 30, 2026	193,261	20.6	27,342	24.9	27,125	24.2	18,578	20.5
Six months ended Jun. 30, 2025	160,232	14.9	21,883	23.4	21,840	22.2	15,417	23.4

Note: Comprehensive income: Six months ended Jun. 30, 2026: 18,265 million yen (22.2%)
Six months ended Jun. 30, 2025: 14,944 million yen (21.7%)

	Net income per share	Diluted net income per share
	Yen	Yen
Six months ended Jun. 30, 2026	37.63	37.63
Six months ended Jun. 30, 2025	31.03	31.03

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of Jun. 30, 2026	191,025	121,164	63.2
As of Dec. 31, 2025	193,243	122,933	63.4

Reference: Shareholders' equity Jun. 30, 2026: 120,780 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)	—	18.00			
Year ending Dec. 31, 2026(forecast)			—	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
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 six-month period ended June 30, 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 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)

Jun. 30, 2026:	496,155,600	shares	Dec. 31, 2025:	501,361,000	shares

2) Number of treasury stock at the end of period

Jun. 30, 2026:	4,383,066	shares	Dec. 31, 2025:	4,446,052	shares

3) Average number of shares outstanding during the period

Six months ended Jun. 30, 2026:	493,671,590	shares	Six months ended June 30, 2025:	496,905,902	shares

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

<u>* Cautionary statement with respect to forward-looking statements</u>
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 six 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 broadcasted TV commercials to enhance customers' awareness much further. Furthermore, the publication and distribution of our general catalog "RED BOOK," which had been temporarily suspended, were resumed in March 2026.

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, we are promoting the development of private brand products. The total number of our product lineup reached approximately 28.6 million items in total with 731 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 six months 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 591 thousand newly registered accounts for the first six months of the fiscal year ending December 31, 2026 and the number of registered accounts totaled 11,853 thousand as of June 30, 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 193,261 million yen (an increase of 20.6% increase from the same period of the previous fiscal year), operating income of 27,342 million yen (an increase of 24.9% increase from the same period of the previous fiscal year), ordinary income of 27,125 million yen (an increase of 24.2% increase from the same period of the previous fiscal year), and net income attributable to owners of the parent of 18,578 million yen, a corresponding 20.5% increase.

(2) Qualitative Information Regarding Consolidated Financial Position

Total assets as of June 30, 2026 (the end of the first six months of the fiscal year ending December 31, 2026) amounted to 191,025 million yen, a decrease of 2,218 million yen from the end of the previous fiscal year. This was mainly attributable to an increase of 5,415 million yen in merchandise and finished goods, while decreases of 5,959 million yen in cash and deposits and 1,940 million yen in notes and accounts receivable-trade were recorded.

On the other hand, total liabilities as of June 30, 2026 amounted to 69,861 million yen, a decrease of 448 million yen from the end of the previous fiscal year. This was mainly attributable to an increase of 7,500 million yen in long-term borrowings, while a decrease of 8,434 million yen in accounts payable-other was recorded.

Total net assets amounted to 121,164 million yen, a decrease of 1,769 million yen from the end of the previous fiscal year. This was largely due to net income attributable to owners of the parent of 18,578 million yen, offset by the purchase of treasury stock of 9,999 million yen and dividend payments of 8,944 million yen.

As a result, the equity ratio as of June 30, 2026 was 63.2%, down 0.2 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

(In millions of yen)

Accounts	As of Dec. 31, 2025	As of Jun. 30, 2026
Assets		
Current assets		
Cash and deposits	47,293	41,334
Notes and accounts receivable-trade	41,384	39,444
Electronically recorded monetary claims	1,229	1,367
Goods in transit	929	2,025
Merchandise and finished goods	21,321	26,736
Raw materials and supplies	186	268
Accounts receivable-other	9,404	9,435
Other	1,541	2,088
Allowance for doubtful accounts	(173)	(158)
Total current assets	123,116	122,542
Noncurrent assets		
Property, plant and equipment		
Buildings, net	13,499	13,394
Machinery and equipment, net	12,288	12,159
Leased assets, net	1,464	662
Construction in progress	19,872	20,033
Other, net	7,834	7,891
Total property, plant and equipment	54,958	54,141
Intangible assets		
Software	6,983	7,126
Software in progress	559	385
Other	142	134
Total intangible assets	7,685	7,647
Investments and other assets		
Guarantee deposits	3,360	2,612
Other	4,244	4,184
Allowance for doubtful accounts	(120)	(102)
Total investments and other assets	7,484	6,695
Total noncurrent assets	70,127	68,483
Total assets	193,243	191,025

(In millions of yen)

Accounts	As of Dec. 31, 2025	As of Jun. 30, 2026
Liabilities		
Current liabilities		
Accounts payable-trade	25,018	26,587
Short-term borrowings	109	220
Lease obligations	877	240
Accounts payable-other	15,268	6,833
Income taxes payable	8,897	9,021
Provision for employees' bonuses	417	464
Other	2,968	2,128
Total current liabilities	53,558	45,497
Noncurrent liabilities		
Long-term borrowings	13,000	20,500
, Lease obligations	4	3
Net defined benefit liability	671	728
Asset retirement obligations	2,945	2,951
Other	130	180
Total noncurrent liabilities	16,751	24,363
Total liabilities	70,310	69,861
Net assets		
Shareholders' equity		
Capital stock	2,048	2,050
Capital surplus	256	—
Retained earnings	120,746	123,443
Treasury stock	(876)	(4,942)
Total shareholders' equity	122,174	120,551
Accumulated other comprehensive income		
Foreign currency translation adjustment	311	219
Remeasurements of defined benefit plans	19	9
Total accumulated other comprehensive income	330	229
Subscription rights to shares	16	12
Non-controlling interests	413	371
Total net assets	122,933	121,164
Total liabilities and net assets	193,243	191,025

(2) Consolidated quarterly statements of (comprehensive) income

(In millions of yen)

Accounts	Six months period ended Jun. 30, 2025	Six months period ended Jun. 30, 2026
Net sales	160,232	193,261
Cost of sales	112,748	135,700
Gross profit	47,483	57,561
Selling, general and administrative expenses	25,599	30,219
Operating income	21,883	27,342
Non-operating income		
Interest income	13	7
Foreign exchange gains	—	16
Gain on sales of materials	24	27
Subsidy income	30	30
Other	66	52
Total non-operating income	134	132
Non-operating expenses		
Interest expenses	41	151
Loss on sales of electronically recorded monetary claims	30	39
Loss from equity method affiliates	—	91
Foreign exchange losses	97	—
Other	8	66
Total non-operating expenses	177	348
Ordinary income	21,840	27,125
Extraordinary income		
Gain on sales of fixed assets	0	0
Gain on change in equity	—	8
Total extraordinary income	0	8
Extraordinary loss		
Loss on disposal of fixed assets	6	17
Total extraordinary losses	6	17
Income before income taxes	21,835	27,116
Income taxes	6,665	8,722
Net income	15,169	18,393
Net income attributable to:		
owners of the parent	15,417	18,578
non-controlling interests	(247)	(184)
Other comprehensive income		
Foreign currency translation adjustment	(214)	(118)
Remeasurements of defined benefit plans	(10)	(9)
Total other comprehensive income	(225)	(128)
Comprehensive income	14,944	18,265
Comprehensive income attributable to:		
owners of the parent	15,267	18,428
non-controlling interests	(322)	(163)

(3)Consolidated statements of cash flows

(In millions of yen)

Accounts	Six months period ended Jun. 30, 2025	Six months period ended Jun. 30, 2026
Net cash provided by (used in) operating activities		
Income before income taxes	21,835	27,116
Depreciation and amortization	3,514	3,101
Increase (decrease) in allowance for doubtful accounts	(3)	(33)
Increase (decrease) in provision for employees' bonuses	26	44
Increase (decrease) in net defined benefit liability	64	61
Interest income	(13)	(7)
Interest expenses	41	151
Loss (profit) from equity method affiliates	—	91
Decrease (increase) in notes and accounts receivable-trade	(3,924)	1,773
Decrease (increase) in inventories	(1,820)	(6,641)
Decrease (increase) in accounts receivable-other	(325)	(39)
Increase (decrease) in notes and accounts payable-trade	2,663	1,607
Increase (decrease) in accounts payable-other	398	(834)
Increase (decrease) in accrued consumption taxes	(926)	(1,072)
Gain on change in equity	—	(8)
Other, net	(1,037)	(177)
Subtotal	20,492	25,134
Interest income received	13	14
Interest expenses paid	(35)	(145)
Income taxes paid	(6,896)	(8,567)
Net cash provided by (used in) operating activities	13,574	16,436
Net cash provided by (used in) investment activities		
Payments into time deposits	(467)	(616)
Proceeds from withdrawal of time deposits	352	290
Purchase of property, plant and equipment	(9,166)	(8,697)
Purchase of intangible assets	(2,915)	(1,141)
Payments for guarantee deposits	(152)	(39)
Other, net	(24)	74
Net cash provided by (used in) investment activities	(12,373)	(10,131)
Net cash provided by (used in) financing activities		
Increase (decrease) in short-term borrowings	104	117
Proceeds from long-term borrowings	9,000	7,500
Repayments of long-term borrowings	(208)	—
Proceeds from exercise of stock option	—	0
Purchase of treasury stock	(93)	(9,999)
Cash dividends paid	(4,971)	(8,943)
Repayments of lease obligations	(36)	(54)
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	—	(1,206)
Net cash provided by (used in) financing activities	3,794	(12,586)
Effect of exchange rate changes on cash and cash equivalents	(48)	(4)
Net increase (decrease) in cash and cash equivalents	4,945	(6,286)
Cash and cash equivalents at beginning of period	30,370	46,995
Cash and cash equivalents at end of period	35,316	40,709