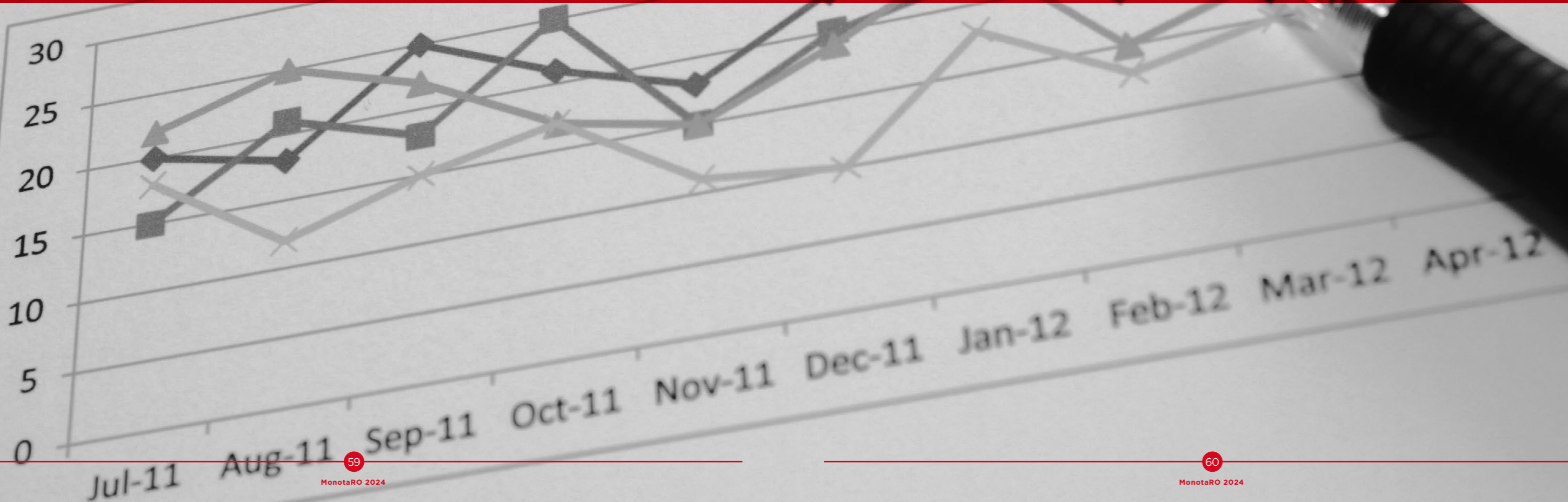


Financial Information & Company Profile



Financial Indicators and Ten-Year Trends

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Financial statements (consolidated)											
Cash and deposits	(million yen)	4,184	11,189	7,229	8,688	12,381	11,155	18,843	12,379	8,887	18,644
Total assets	(million yen)	17,868	28,744	36,353	42,861	50,706	59,691	81,263	95,789	111,737	128,352
Total liabilities	(million yen)	8,652	16,112	19,089	19,644	20,867	22,179	33,604	35,505	39,115	41,369
Total net assets	(million yen)	9,216	12,632	17,263	23,216	29,838	37,512	47,658	60,283	72,621	86,982
Net sales	(million yen)	44,937	57,563	69,647	88,347	109,553	131,463	157,337	189,731	225,970	254,286
Gross profit	(million yen)	12,934	17,327	21,895	26,929	32,027	37,095	44,694	54,045	65,437	75,964
Selling, general and administrative expenses	(million yen)	8,610	10,239	12,401	15,091	18,236	21,256	25,086	29,916	39,224	44,654
Operating income	(million yen)	4,323	7,087	9,493	11,837	13,790	15,839	19,607	24,129	26,213	31,309
Ordinary income	(million yen)	4,351	7,120	9,514	11,858	13,788	15,887	19,671	24,302	26,398	31,538
Net income	(million yen)	2,544	4,439	6,349	8,378	9,366	10,751	13,473	17,340	18,194	21,264
Net income attributable to owners of the parent	(million yen)	2,544	4,439	6,368	8,464	9,515	10,984	13,771	17,552	18,658	21,813
Operating cash flow	(million yen)	1,868	3,758	4,982	6,097	10,537	9,064	15,269	12,258	15,483	29,932
Investment cash flow	(million yen)	- 857	- 1,073	- 6,101	- 3,284	- 1,467	- 3,765	- 9,015	- 14,290	- 12,535	- 8,401
Financial cash flow	(million yen)	- 1,107	4,343	- 2,561	- 1,379	- 5,673	- 6,562	1,773	- 5,766	- 5,514	- 11,705
Financial statements (non-consolidated)											
Net sales	(million yen)	44,057	55,607	67,105	84,656	105,331	126,543	151,798	182,472	216,638	243,352
Gross profit	(million yen)	12,788	16,957	21,406	26,204	31,147	36,111	43,475	52,527	63,643	73,759
Selling, general and administrative expenses	(million yen)	8,172	9,593	11,624	14,035	16,868	19,681	23,325	27,993	36,558	41,084
Operating income	(million yen)	4,616	7,363	9,782	12,168	14,278	16,430	20,149	24,533	27,085	32,675
Ordinary income	(million yen)	4,651	7,398	9,800	12,177	14,250	16,444	20,194	24,647	27,239	32,891
Net income	(million yen)	2,843	4,718	6,631	8,699	9,825	11,309	13,139	17,701	19,044	22,072
Shareholder return											
Dividend per share*	(yen)	1.75	3.0	4.5	5.5	6.5	7.5	9.0	11.5	13.5	16.0
Dividend payout ratio (consolidated)	(%)	33.7	33.3	35.0	32.3	33.9	33.9	32.4	32.5	35.9	36.4
Financial indicators (consolidated)											
Earnings per share (EPS)*	(yen)	5.20	9.01	12.87	17.06	19.16	22.12	27.72	35.33	37.55	43.90
Book-value per share (BPS)*	(yen)	18.62	25.47	34.33	46.48	59.54	74.58	94.12	119.33	145.11	173.94
Return on equity (ROE)	(%)	31.0	40.9	43.0	42.2	36.1	33.0	32.9	33.1	28.4	27.5
Equity ratio	(%)	51.2	43.7	46.8	53.8	58.3	62.1	57.5	61.9	64.5	67.3
Business-related data (consolidated)											
No. of employees (regular)		242	282	338	377	480	572	765	994	1,275	1,375
No. of employees (other)		656	807	899	1,156	1,443	1,650	1,809	1,911	2,048	2,006
Business-related data (non-consolidated)											
No. of employees (regular)		207	234	250	278	334	401	490	588	710	772
No. of employees (other)		631	763	829	1,083	1,349	1,536	1,680	1,805	1,911	1,842
No. of products handled	(ten thousand SKU)	800	900	1,000	1,300	1,700	1,800	1,800	1,800	1,900	2,200
No. of products held in stock	(ten thousand SKU)	20.0	25.6	29.8	30.2	41.1	46.1	47.6	49.7	51.8	55.9
No. of products with same-day shipping	(ten thousand SKU)	30.0	38.0	45.0	50.0	52.4	59.0	61.0	61.0	61.0	66.6
No. of shares issued	(hundred shares)	619,260	1,244,988	1,250,154	1,252,342	2,505,404	2,506,232	2,506,310	5,012,750	5,013,476	5,013,510

*We implemented 2-for-1 stock splits for ordinary shares in October 2015, October 2018, and April 2021. Dividend per share, earnings per share, and book-value for share have been calculated based on the assumption that those stock splits took place at the beginning of fiscal 2014.



Company Overview & Stock Information

Financial Information & Company Profile

Company Profile

Company name	MonotaRO Co., Ltd.
URL	https://corp.monotaro.com/index.html
Business	Online indirect material products store
Founded	October 2000
Representative	Sakuya Tamura
Headquarters	3-2-2 Umeda, Kita-ku, Osaka, Japan
Employees	3,370 employees (part-time/temporary employees included)
Capital	2,042 million yen
Settlement date	December 31

Logistics bases

- Kasama Distribution Center
- Ibaraki-Chuo Satellite Center
- Inagawa Distribution Center

Subsidiaries

- NAVIMRO Co., Ltd. (South Korea)
- PT MONOTARO INDONESIA (Indonesia)
- IB MONOTARO PRIVATE LIMITED (India)

Stock Information

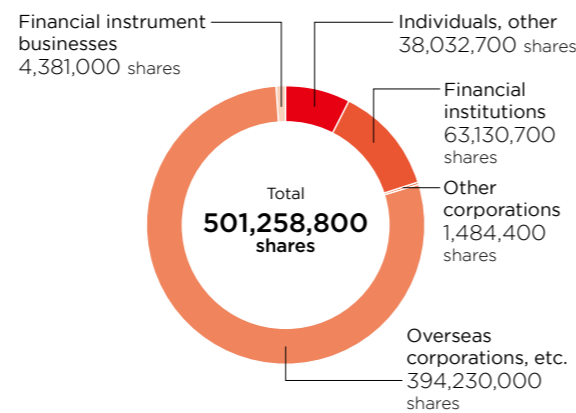
Stock code	3064	Number of shares constituting one trading unit	100 shares
Total number of shares authorized	675,840,000 shares	Stock exchange registration	Tokyo Stock Exchange Prime Market
Total number of shares outstanding	501,351,000 shares	Shareholder register	Mitsubishi UFJ Trust and Banking Corporation
Number of shareholders	59,833	Annual General Shareholders Meeting	In March

Major shareholders (top ten)

Shareholder	Shares held (thousand shares)	Shareholding ratio (%)
GRAINGER GLOBAL HOLDINGS, INC.	250,112	50.33
The Master Trust Bank of Japan, Ltd. (Trust Account)	42,082	8.47
Custody Bank of Japan, Ltd. (Trust Account)	13,506	2.72
CITIBANK, N.A.-NY, AS DEPOSITARY BANK FOR DEPOSITARY SHARE HOLDERS	10,987	2.21
STATE STREET BANK AND TRUST COMPANY 505001	10,208	2.05
SSBTC CLIENT OMNIBUS ACCOUNT	8,711	1.75
MSIP CLIENT SECURITIES	6,675	1.34
THE BANK OF NEW YORK MELLON 140044	6,092	1.23
STATE STREET BANK AND TRUST COMPANY 505103	5,515	1.11
STATE STREET BANK WEST CLIENT - TREATY 505234	4,652	0.94

Note 1: For shares held, shares have been rounded down to the nearest thousand shares, and shareholding ratio has been rounded down to the nearest two decimal places.
 Note 2: Shareholding ratio calculations have omitted treasury stock.

Share distribution by shareholder type



*Excludes 92,200 shares not making up whole share units

For inquiries about this integrated report

IR/PR Group of Business Administration Dept., MonotaRO Co., Ltd. E-mail: pr@monotaro.com



Reference Information

Online store supporting worksites

B2B online sales business (monotaro.com)

<https://www.monotaro.com/>



Indirect material procurement reforms

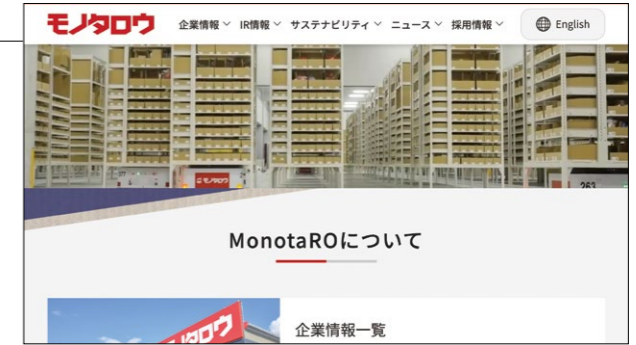
Procurement management systems business (linking with enterprises)

<https://procurement.monotaro.com/>



Corporate information site

<https://corp.monotaro.com/en/index.html>



IR information site

<https://corp.monotaro.com/en/ir/index.html>



monotaro

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