November 4, 2026

Consolidated Financial Results for the First Nine Months of Fiscal Year Ending December 31, 2026(Nine Months Ended September 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
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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 Nine Months Ended September 30, 2026

(January 1, 2026 – September 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	%
Nine months ended Sep. 30, 2026	287,299	19.0	41,192	23.8	40,826	22.6	27,933	18.9
Nine months ended Sep. 30, 2025	241,400	14.1	33,274	23.1	33,300	22.7	23,485	24.4

Note: Comprehensive income: Nine months ended Sep. 30, 2026: 27,583 million yen (20.5%)
Nine months ended Sep. 30, 2025: 22,897 million yen (25.2%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Sep. 30, 2026	56.66	56.66
Nine months ended Sep. 30, 2025	47.26	47.26

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of Sep. 30, 2026	193,252	121,503	62.7
As of Dec. 31, 2025	193,243	122,933	63.4

Reference: Shareholders' equity Sep. 30, 2026: 121,192 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 1, 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 nine-month period ended September 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)

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

2) Number of treasury stock at the end of period

Sep. 30, 2026:	4,450,508	shares	Dec. 31, 2025:	4,446,052	shares

3) Average number of shares outstanding during the period

Nine months ended Sep. 30, 2026:	493,020,922	shares	Nine months ended Sep. 30, 2025:	496,905,891	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 nine months of the fiscal year ending December 31, 2026, the Japanese economy continued on a moderate recovery path, with personal consumption supported by improving employment and income conditions. However, the outlook 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, growing concerns over the supply of petroleum-derived products, and rising 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. As demand for petroleum-derived products increased following changes in the Middle East situation, we strove to ensure a stable supply of these products by securing sufficient procurement volumes of private brand products, among other measures. In August 2026, we also launched the "Preferred Delivery Date Service," which allows customers to specify a delivery date when placing an order, to further improve customer convenience.

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 29.7 million items in total with 793 thousand items in stock available for the same day shipment as of the end of the first nine 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 870 thousand newly registered accounts for the first nine months of the fiscal year ending December 31, 2026 and the number of registered accounts totaled 12,132 thousand as of September 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 287,299 million yen (an increase of 19.0% from the same period of the previous fiscal year), operating income of 41,192 million yen (an increase of 23.8% from the same period of the previous fiscal year), ordinary income of 40,826 million yen (an increase of 22.6% from the same period of the previous fiscal year), and net income attributable to owners of the parent of 27,933 million yen, a corresponding 18.9% increase.

(2) Qualitative Information Regarding Consolidated Financial Position

Total assets as of September 30, 2026 (the end of the first nine months of the fiscal year ending December 31, 2026) amounted to 193,252 million yen, an increase of 8 million yen from the end of the previous fiscal year. This was mainly attributable to an increase of 8,054 million yen in construction in progress and 7,419 million yen in merchandise and finished goods, while decreases of 9,053 million yen in cash and deposits and 4,803 million yen in notes and accounts receivable-trade were recorded.

On the other hand, total liabilities as of September 30, 2026 amounted to 71,748 million yen, an increase of 1,438 million yen from

the end of the previous fiscal year. This was mainly attributable to an increase of 15,000 million yen in long-term borrowings, while a decrease of 9,024 million yen in accounts payable-other and a decrease of 2,753 million yen in income taxes payable were recorded.
Total net assets amounted to 121,503 million yen, a decrease of 1,430 million yen from the end of the previous fiscal year. This was largely due to net income attributable to owners of the parent of 27,933 million yen, offset by dividend payments of 17,796 million yen and the purchase of treasury stock of 10,173 million yen.
As a result, the equity ratio as of September 30, 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

(In millions of yen)

Accounts	As of Dec. 31, 2025	As of Sep. 30, 2026
Assets		
Current assets		
Cash and deposits	47,293	38,239
Notes and accounts receivable-trade	41,384	36,581
Electronically recorded monetary claims	1,229	1,470
Goods in transit	929	1,357
Merchandise and finished goods	21,321	28,740
Raw materials and supplies	186	304
Accounts receivable-other	9,404	8,888
Other	1,541	2,243
Allowance for doubtful accounts	(173)	(154)
Total current assets	123,116	117,672
Noncurrent assets		
Property, plant and equipment		
Buildings, net	13,499	13,182
Machinery and equipment, net	12,288	11,861
Leased assets, net	1,464	577
Construction in progress	19,872	27,926
Other, net	7,834	7,774
Total property, plant and equipment	54,958	61,321
Intangible assets		
Software	6,983	7,075
Software in progress	559	411
Other	142	131
Total intangible assets	7,685	7,617
Investments and other assets		
Guarantee deposits	3,360	2,592
Other	4,244	4,158
Allowance for doubtful accounts	(120)	(110)
Total investments and other assets	7,484	6,640
Total noncurrent assets	70,127	75,580
Total assets	193,243	193,252

(In millions of yen)

Accounts	As of Dec. 31, 2025	As of Sep. 30, 2026
Liabilities		
Current liabilities		
Accounts payable-trade	25,018	24,212
Short-term borrowings	109	193
Lease obligations	877	200
Accounts payable-other	15,268	6,244
Income taxes payable	8,897	6,144
Provision for employees' bonuses	417	910
Other	2,968	1,970
Total current liabilities	53,558	39,877
Noncurrent liabilities		
Long-term borrowings	13,000	28,000
Lease obligations	4	2
Net defined benefit liability	671	728
Asset retirement obligations	2,945	2,962
Other	130	179
Total noncurrent liabilities	16,751	31,871
Total liabilities	70,310	71,748
Net assets		
Shareholders' equity		
Capital stock	2,048	2,050
Capital surplus	256	—
Retained earnings	120,746	123,961
Treasury stock	(876)	(5,083)
Total shareholders' equity	122,174	120,927
Accumulated other comprehensive income		
Foreign currency translation adjustment	311	259
Remeasurements of defined benefit plans	19	5
Total accumulated other comprehensive income	330	264
Subscription rights to shares	16	12
Non-controlling interests	413	298
Total net assets	122,933	121,503
Total liabilities and net assets	193,243	193,252

(2) Consolidated quarterly statements of (comprehensive) income

(In millions of yen)

Accounts	Nine months period ended Sep. 30, 2025	Nine months period ended Sep. 30, 2026
Net sales	241,400	287,299
Cost of sales	169,567	201,097
Gross profit	71,833	86,201
Selling, general and administrative expenses	38,558	45,009
Operating income	33,274	41,192
Non-operating income		
Interest income	23	19
Foreign exchange gains	—	42
Gain on sales of materials	37	38
Subsidy income	30	30
Other	86	80
Total non-operating income	177	211
Non-operating expenses		
Interest expenses	87	232
Loss on sales of electronically recorded monetary claims	45	63
Loss from equity method affiliates	—	198
Foreign exchange losses	7	—
Other	9	83
Total non-operating expenses	151	577
Ordinary income	33,300	40,826
Extraordinary income		
Gain on sales of fixed assets	6	0
Gain on change in equity	—	8
Total extraordinary income	6	8
Extraordinary loss		
Loss on disposal of fixed assets	6	17
Loss on sales of fixed assets	0	—
Total extraordinary losses	6	17
Income before income taxes	33,300	40,816
Income taxes	10,163	13,124
Net income	23,136	27,692
Net income attributable to:		
owners of the parent	23,485	27,933
non-controlling interests	(349)	(241)
Other comprehensive income		
Foreign currency translation adjustment	(222)	(94)
Remeasurements of defined benefit plans	(16)	(13)
Total other comprehensive income	(238)	(108)
Comprehensive income	22,897	27,583
Comprehensive income attributable to:		
owners of the parent	23,328	27,801
non-controlling interests	(430)	(217)