Disclaimer
This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information

News Release dated: March 14, 2013

To whom it may concern:

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(Code No.: 2678, Tokyo Stock Exchange First Section)
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FY5/2013 3rd Quarter Performance

(Consolidated financial summary for first nine months of fiscal year ending May 2013)

ASKUL Corporation (hereinafter referred to as the "Company") herewith attach the "FY5/2013 3rd Quarter Performance" (Consolidated financial summary for first nine months of fiscal year ending May 2013) to provide supplementary information with respect to the "Summary of Consolidated Financial Results for First Nine Months of Fiscal Year Ending May 2013 (Japanese GAAP)."

These supplementary materials include forward-looking statements concerning current plans and the outlook for operating results. These statements are based on plans and forecasts that use currently available information. Forward-looking statements are not promises or guarantees about the future because actual operating results may differ from the Company's outlook for a variety of reasons.

These supplementary materials are unaudited and have not been reviewed by certified public accountants or auditors.

FY5/2013 First Nine Month Performance

MRO/Medical and Other New Categories Drive B-to-B Growth

—On the Back of Strong B-to-B Business, Focus Thoroughly on LOHACO (B-to-C)—

March14, 2013

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Notes:
This material contains ASKUL Group's current plans and performance outlook. These plans, forecasts, and other forward-looking statements represent ASKUL's plans and forecasts based on information currently available. Actual performance may differ from these plans and forecasts due to a variety of conditions and factors that could occur in the future. This material does not represent promises or guarantees regarding the achievement of these plans and forecasts.
The terms such as Largest, Lowest, Fastest, Best are used for illustrative purposes and do not guarantee such achievement.
This material has not been audited by certified public accountants or auditing firms.

For the purposes of this material, the term "new businesses" refers to ASMARU, Shanghai ASKUL, and SOLOEL Enterprise. LOHACO refers to the online mail-order business for general consumers to be launched in alliance with Yahoo Japan Corporation. The term "existing businesses" refers to the rest of ASKUL's businesses.

B-to-B refers to business-to-business transactions, while B-to-C refers to business-to-consumer transactions.

I. Full-year Consolidated Earnings Forecasts

II. First Nine Month Results

III. Where ASKUL Currently Stands

IV. Progress in Various Businesses

Full-year Consolidated Earnings Forecast Revision

(¥ million)	FY5/2012 full-year result	FY5/2013 full-year		YoY change		Comparison with initial forecast	
		Initial forecast	Revised forecast	(Amount)	(%)	(Amount)	(%)
Net Sales	212,932	239,000	227,000	+ 14,068	+ 6.6	-12,000	-5.0
Operating Income	6,617	7,300	6,650	+ 33	+ 0.5	-650	-8.9
Ordinary Income	6,504	7,200	6,650	+ 146	+ 2.2	-550	-7.6
Net Income	2,301	4,300	5,000	+ 2,699	+ 117.3	+ 700	+ 16.3

(1) The increase in net sales is expected to be limited to ¥14.0 billion on year, rising to ¥227.0 billion, as we revised the plan after considering the actual launch of LOHACO.

(2) Due primarily to the above revision of the net sales both operating income and ordinary income are expected to stay at about the same level as the previous year at ¥6.65 billion.

(3) At the same time, net income is expected to exceed initial forecast by ¥0.7 billion, increasing to a record high of ¥5.0 billion, due to the reduction in tax expenses following the dissolution and liquidation of Shanghai ASKUL.

Breakdown of Full-year Consolidated Earnings Forecast Revision

	FY5/2012 full-year result	FY5/2013 full-year revised forecast		LOHACO	Up-front investment related to building logistics base	B-to-B business, etc.	
	A	B		C	D	E*	E/A
	Amount (¥ million)	Amount (¥ million)	YoY change (%)	Amount (¥ million)	Amount (¥ million)	Amount (¥ million)	YoY change (%)
Net Sales	212,932	227,000	+ 6.6	2,000	—	225,000	+ 5.7
Operating Income	6,617	6,650	+ 0.5	-950	-450	8,050	+ 21.7
Ordinary Income	6,504	6,650	+ 2.2	—	—	—	—
Net Income	2,301	5,000	+ 117.2	—	—	—	—

Note: Operating income C, D and E are the estimates based on ASKUL's managerial accounting

*E=B-C-D

(1) Investing in LOHACO launch (¥0.7 billion in advertising expenses, etc.), while maintaining operating income at the same level as the previous year.
(2) Up-front investment for building the logistics base will contribute to increased sales and profits from next fiscal year onwards.
(3) B-to-B business, etc. expect steady improvement in sales and profits from the growth in new categories (MRO*, Medical, etc.)

*MRO: Abbreviation of maintenance, repair and operations, which denotes products for plants, operations and research.

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MRO and Medical drive B-to-B business growth
Active spending for LOHACO launch

- **Net sales mark a record high**
  Growth driven by MRO and Medical
- **Gross profit rises to the highest ever**
  Profit has been steadily accumulating reflecting sales increase
- **Spending for LOHACO launch**
  As a result, operating and ordinary incomes same as previous year
- **Net income also marks a record high**
  Net income rose 148% on year on decline in tax expenses following the merger of ASMARU and dissolution and liquidation of Shanghai ASKUL

Nine Month Consolidated Performance Overview

	FY5/2012		FY5/2013				
	Nine months		Nine months				
	Amount (¥ million)	% of sales	Amount (¥ million)	% of sales	YoY change (%)	YoY change (¥ million)	Progress against full-year plan (%)
Net Sales	155,376	100.0	165,614	100.0	+ 6.6	+ 10,238	73.0
Gross Profit	34,728	22.4	36,894	22.3	+ 6.2	+ 2,165	—
Selling, General and Administrative Expenses	29,724	19.1	32,021	19.3	+ 7.7	+ 2,297	—
Operating Income	5,004	3.2	4,872	2.9	-2.6	-131	73.3
Ordinary Income	4,983	3.2	5,063	3.1	+ 1.6	+ 79	77.9
Income Before Income Taxes	4,955	3.2	4,724	2.9	-4.7	-231	—
Net Income	1,762	1.1	4,374	2.6	+ 148.3	+ 2,612	87.5

Breakdown of First Nine Months' Performance

	FY5/2012 Nine months	FY5/2013 Nine months		LOHACO	Up-front investment related to building logistics base	B-to-B business, etc.	
	A	B		C	D	E*	E/A
	Amount (¥ million)	Amount (¥ million)	YoY change (%)	Amount (¥ million)	Amount (¥ million)	Amount (¥ million)	YoY change (%)
Net Sales	155,376	165,614	+ 6.6	744	—	164,870	+ 6.1
Operating Income	5,004	4,872	-2.6	-700	-330	5,902	+ 17.9

Note: Operating income C, D and E are the estimates based on ASKUL's managerial accounting

* E = B-C-D

- While there is a delay in start-up of LOHACO, the issues have been clear
- B-to-B business, etc. have posted increased sales and profits for the first nine months

Breakdown of 3Q (Three Months) Performance

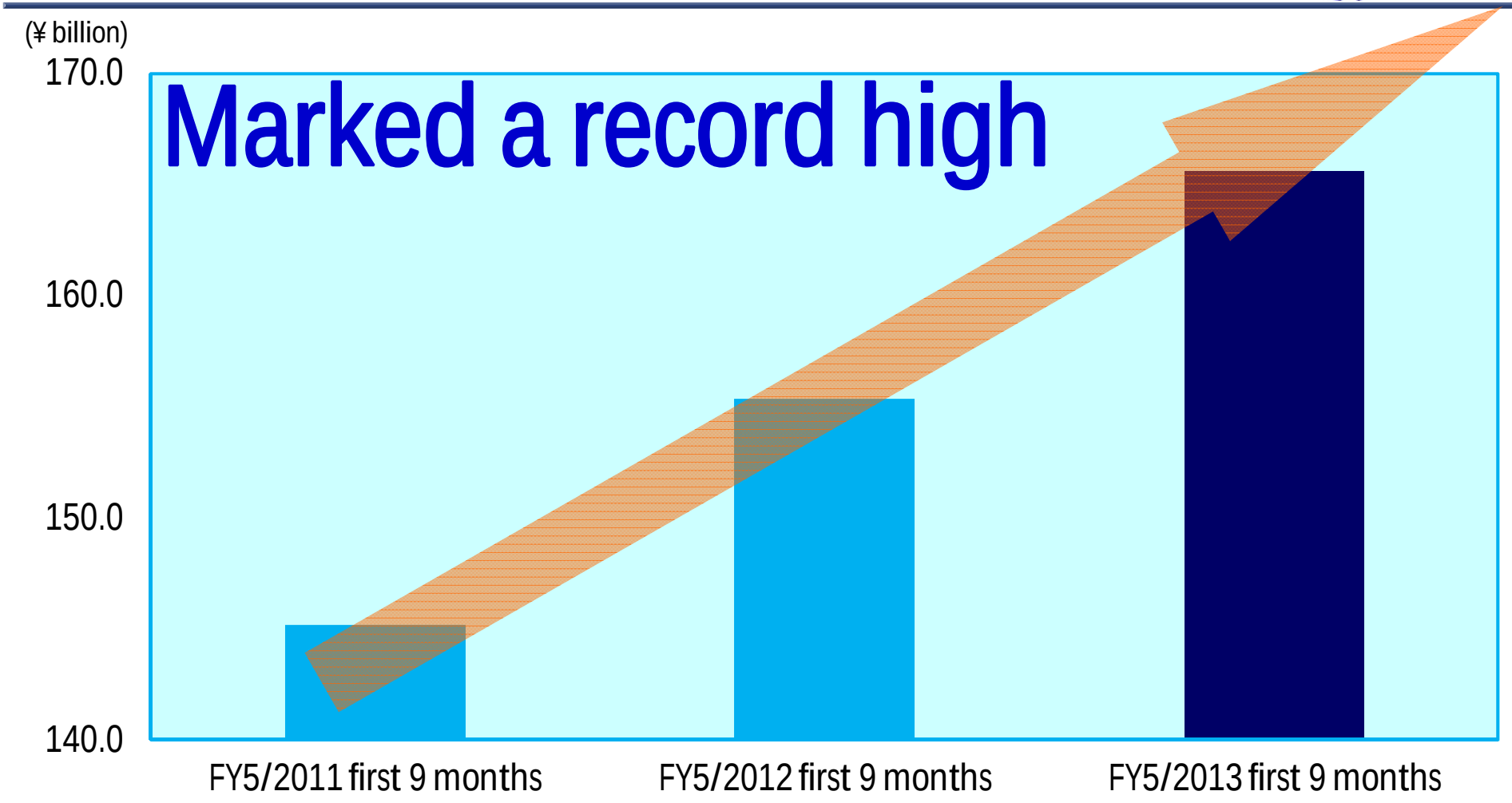
	FY5/2012 3Q	FY5/2013 3Q		LOHACO	Up-front investment related to building logistics base	B-to-B business, etc.	
	A	B		C	D	E*	E/A
	Amount (¥ million)	Amount (¥ million)	YoY change (%)	Amount (¥ million)	Amount (¥ million)	Amount (¥ million)	YoY change (%)
Net Sales	53,026	55,878	+ 5.4	724	—	55,154	+ 4.0
Operating Income	1,993	1,290	-35.3	-550	-260	2,100	+ 5.4

Note: Operating income C, D and E are the estimates based on ASKUL's managerial accounting

* E = B-C-D

B-to-B business, etc. posted increased sales and profits also for the three months

Trend in Consolidated Net Sales



Posted sales increase of more than ¥10.0 billion on year

Net Sales by Product Category (Nine Months)

Non-consolidated

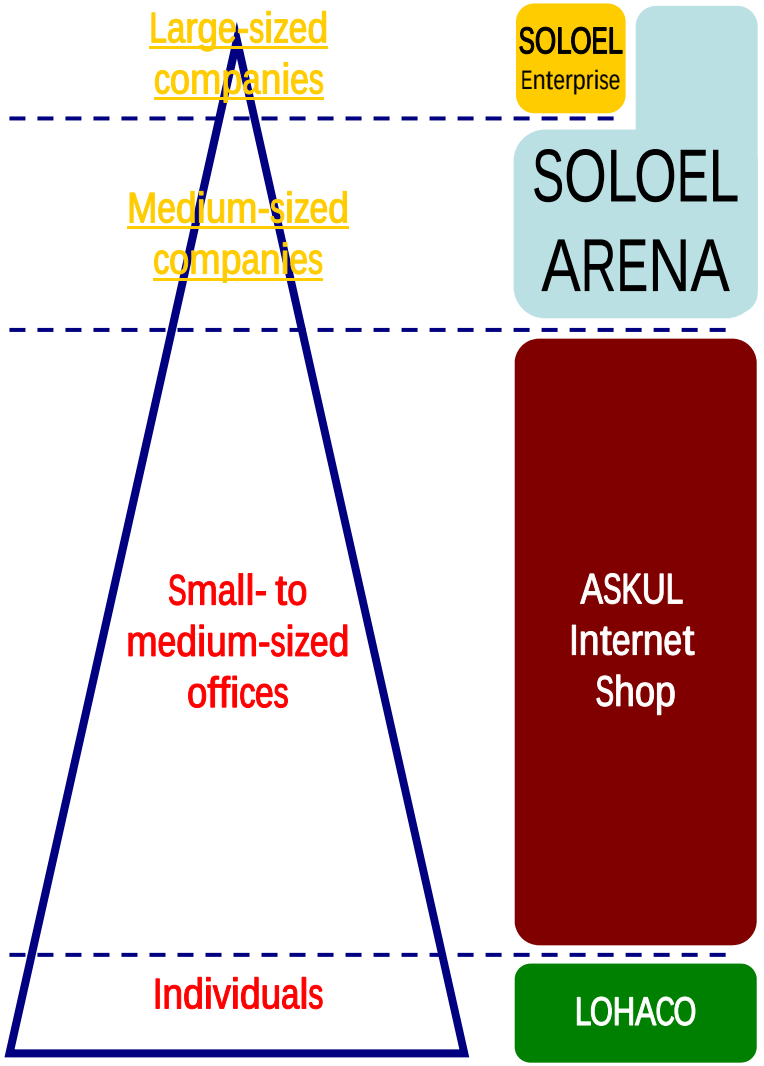
ASKUL

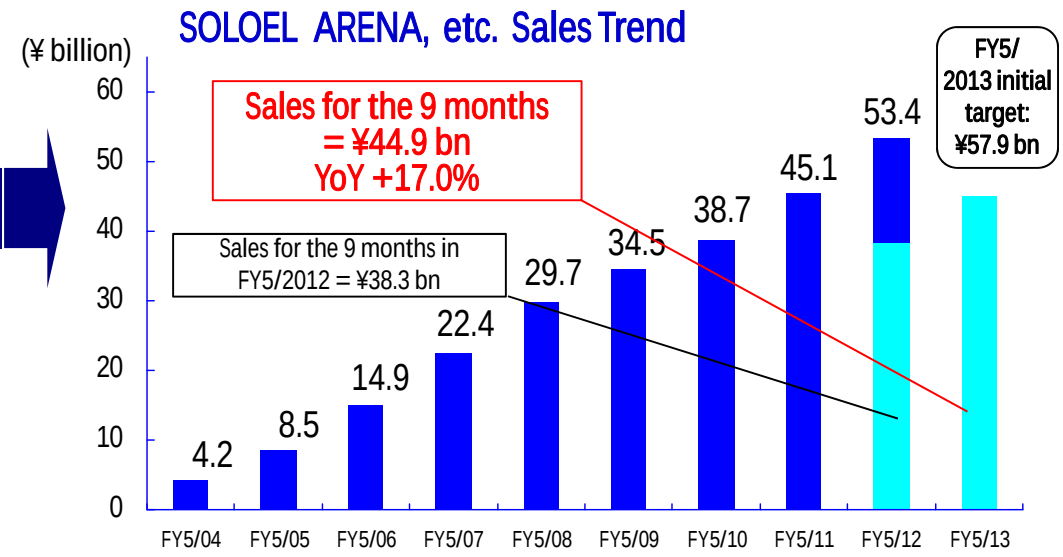
Non-consolidated sales also marked a record high

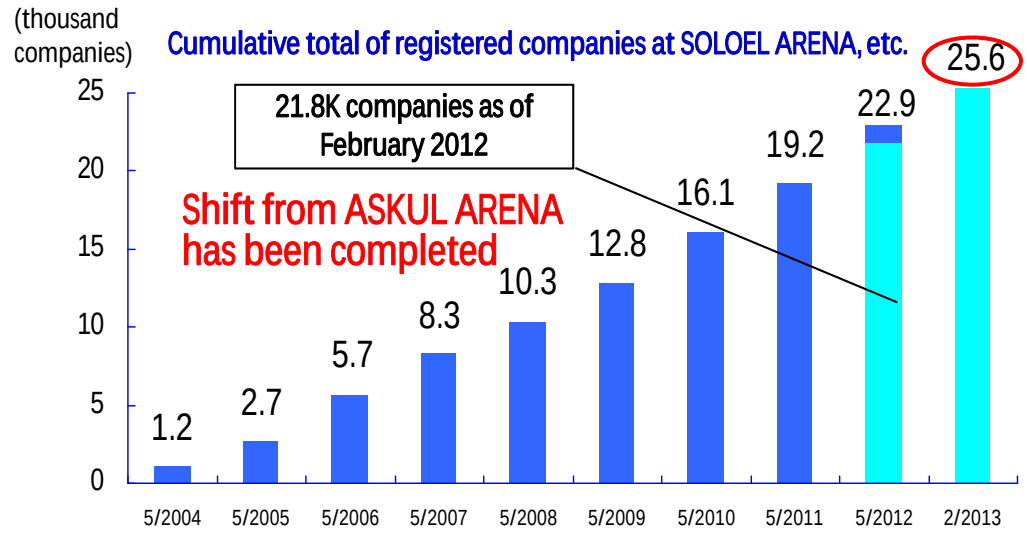
	FY5/2012 (First Nine Months)		FY5/2013 (First Nine Months)		
	Amount (¥ million)	YoY change (%)	Amount (¥ million)	YoY change (¥ million)	YoY change (%)
OA&PC	58,790	-0.9	60,282	1,492	+ 2.5
Stationery	33,376	+ 3.9	35,863	2,487	+ 7.4
Living Supplies	30,509	+ 4.3	33,911	3,402	+ 11.2
Furniture	11,766	+ 7.1	12,450	684	+ 5.8
Others (Medical, etc.)	9,735	+ 6.2	11,112	1,377	+ 14.2
Total	144,178	+ 2.4	153,621	9,443	+ 6.5

Growth in all categories

SOLOEL ARENA Expanding Steadily

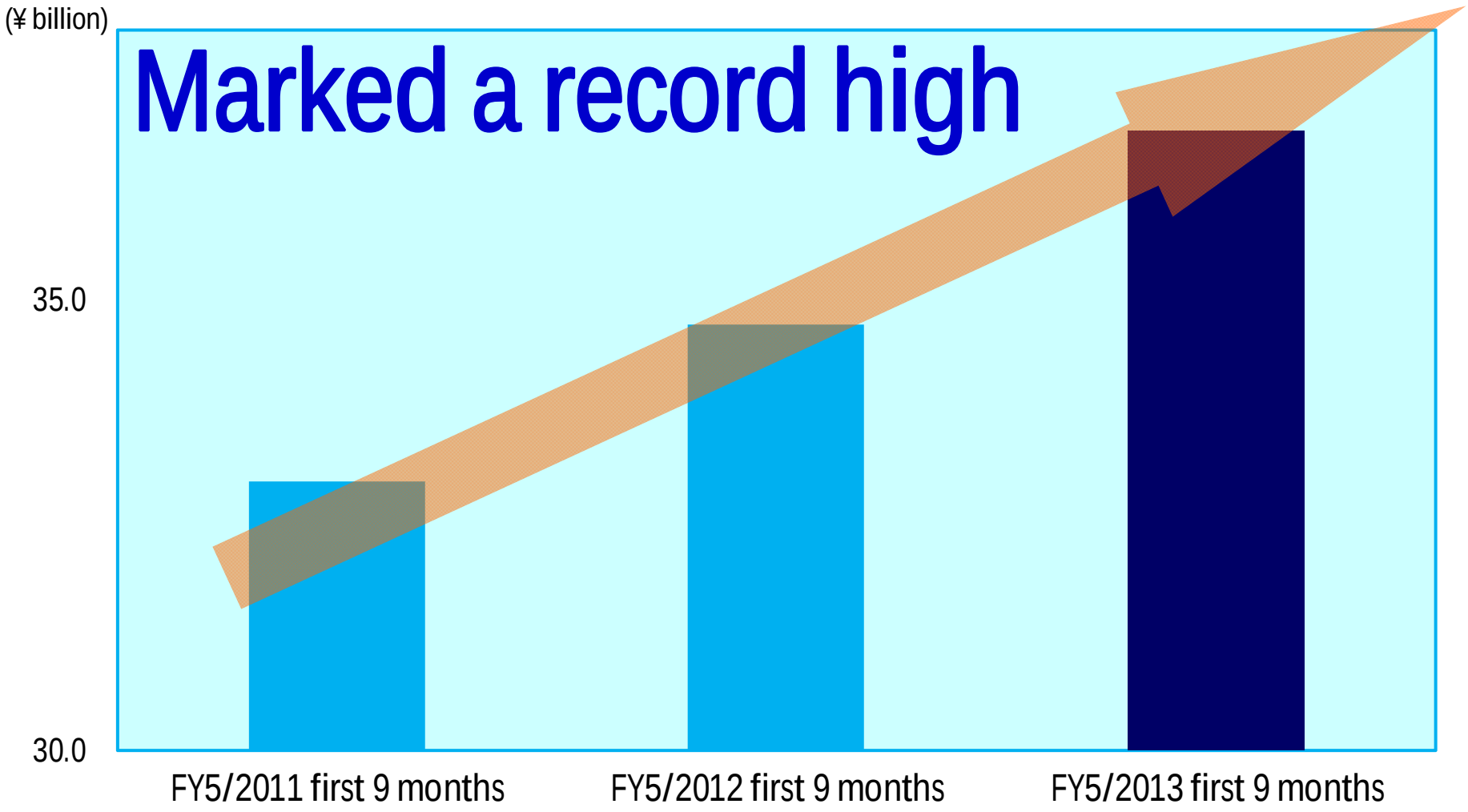






Sales increased 17.0% on year, exceeding initial target of 8.4%

Trend in Consolidated Gross Profit

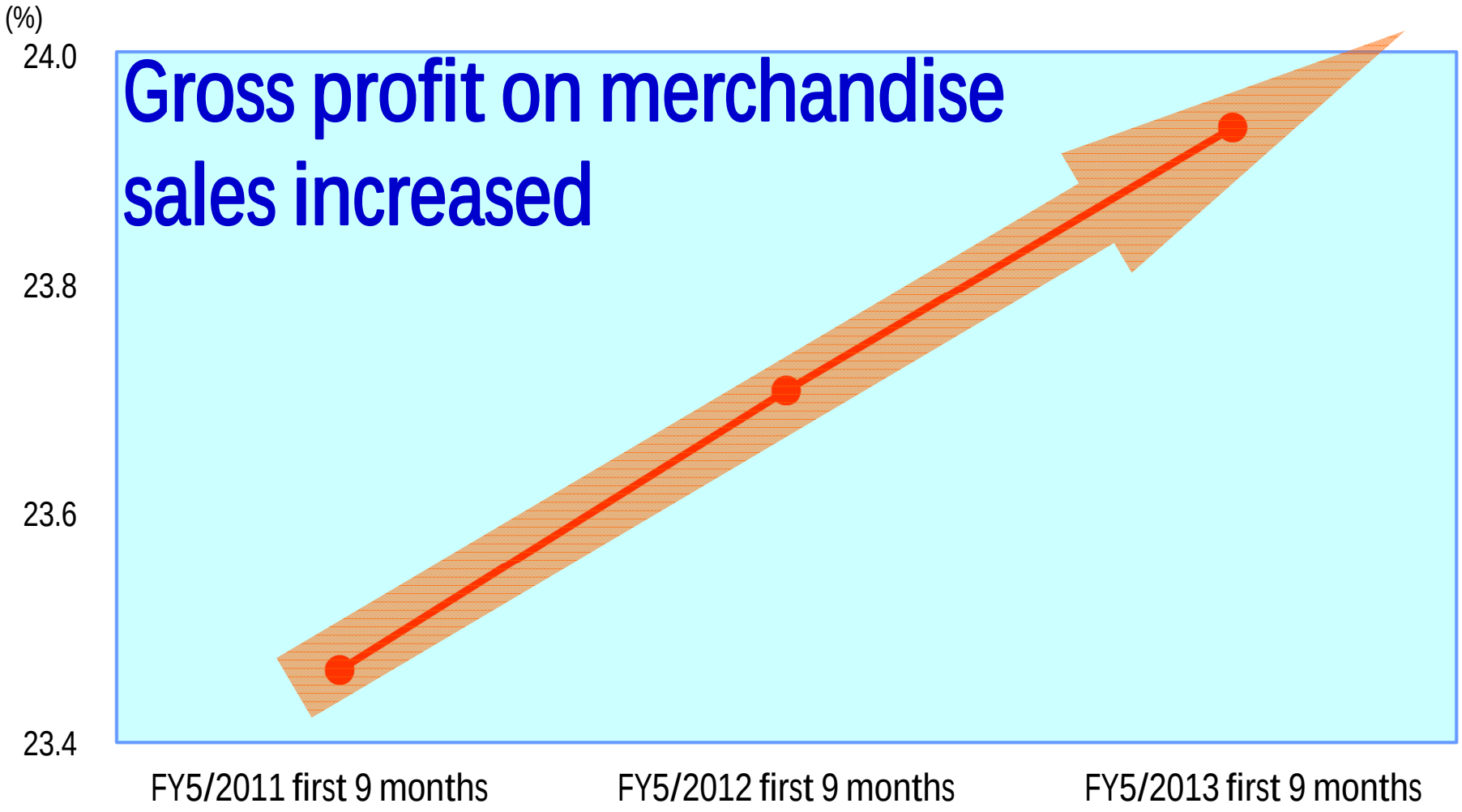


Profit has been steadily accumulating reflecting sales increase

Trend in Gross Profit on Merchandise Sales

Non-consolidated

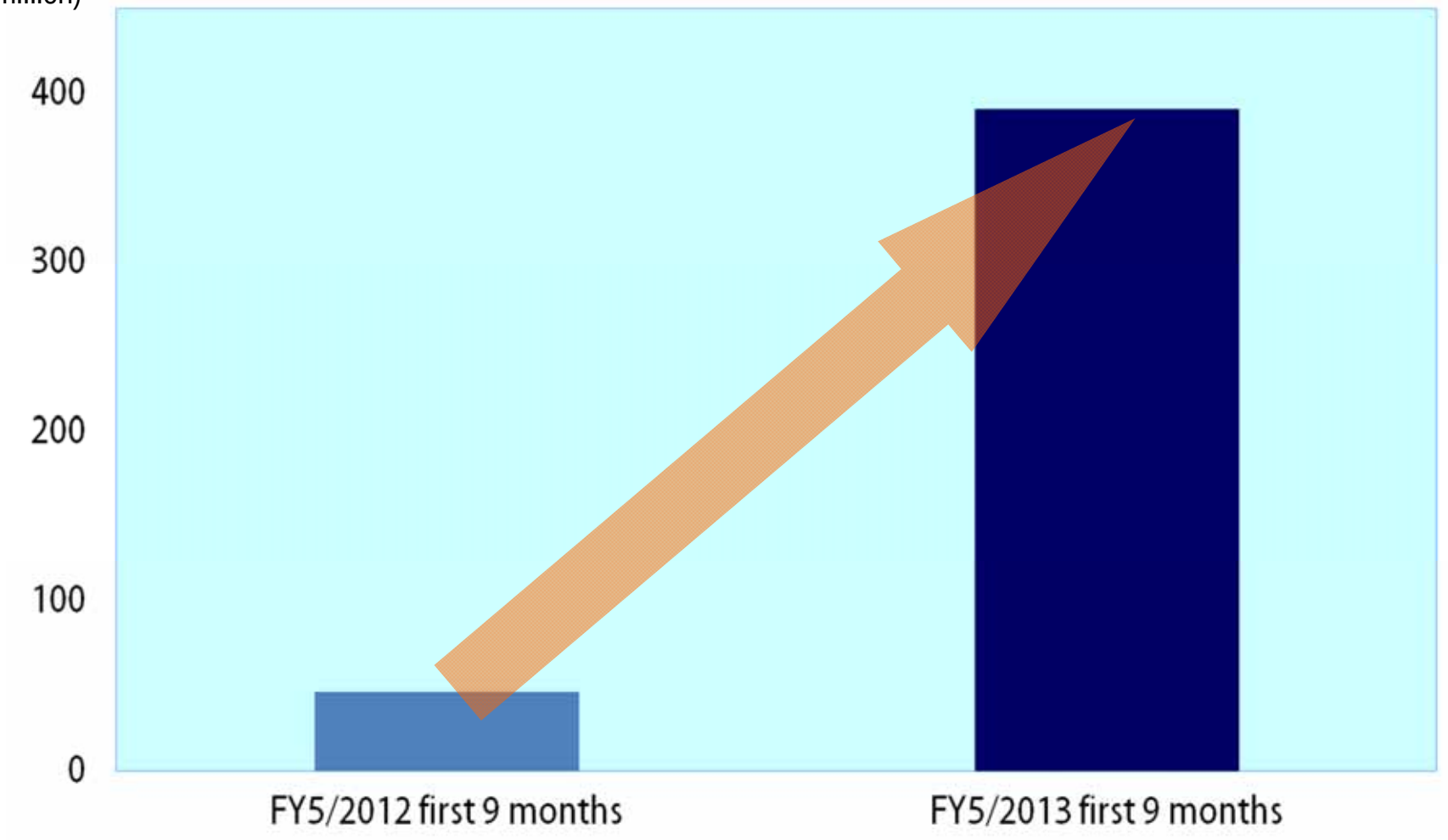
ASKUL



Utilized by sales agents as resource for sales activities

Trend in Advertising Expenses

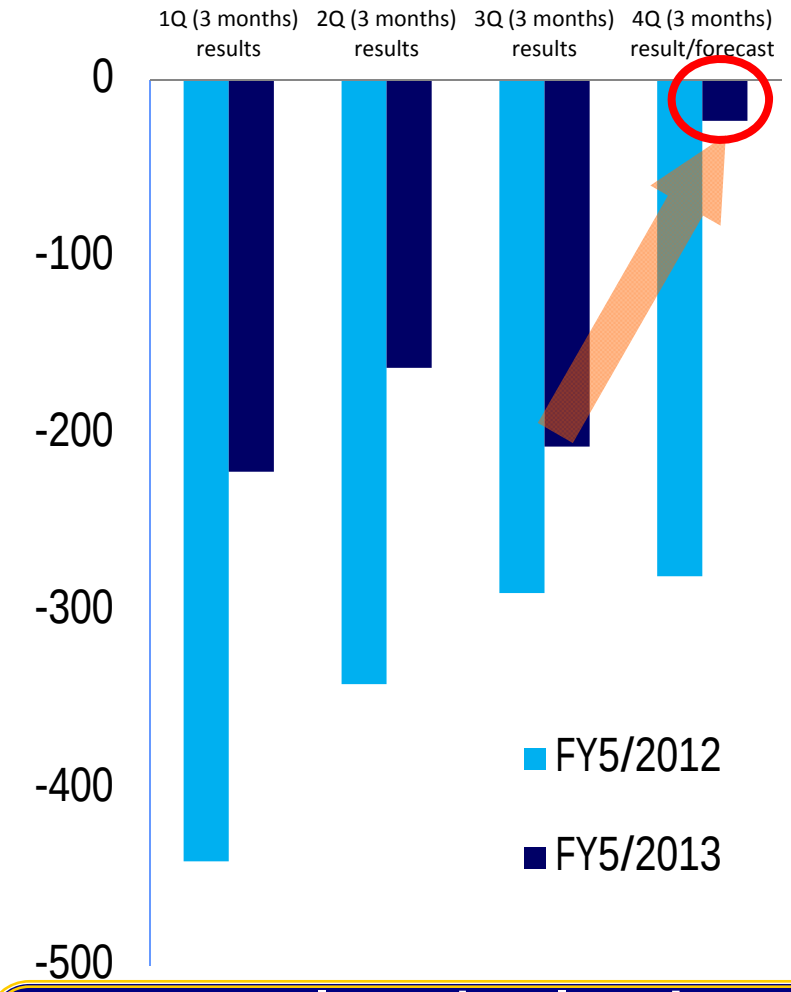
(¥ million)



LOHACO start-up cost

Operating Income/Loss of New Businesses

(¥ million)



ASMARU

- Integrated into LOHACO (ended sales on December 20, 2012)
- Merged into ASKUL (February 21, 2013)

Shanghai ASKUL

- Resolution for dissolution (January 21, 2013)
- Permit for liquidation (February 17, 2013)

SOLOEL Enterprise

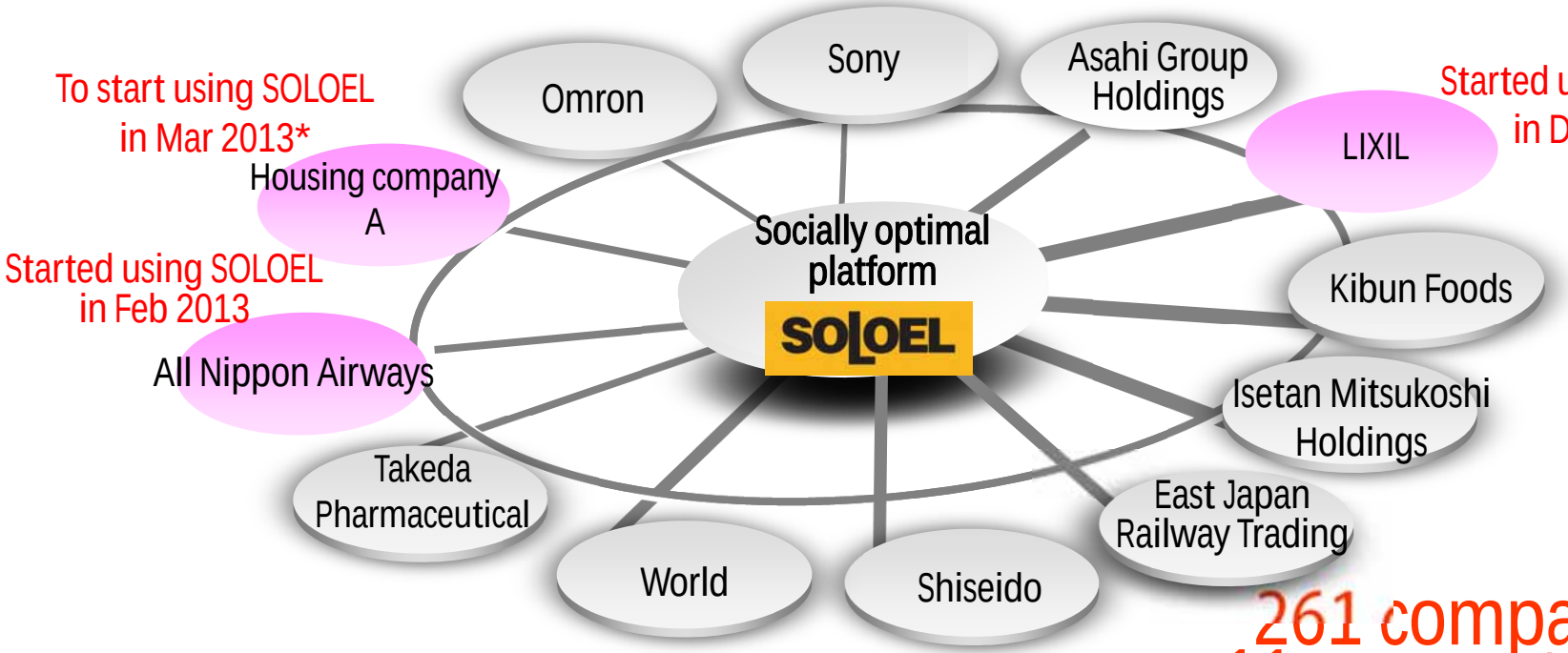
- Expected to post single month profit within FY5/2013 by strengthening joint purchase efforts
- Expected to turn profitable in FY5/2014

Completed selection and consolidation of business
To be profitable in FY5/2014

SOLOEL Enterprise

ASKUL

Build a socially optimal MRO (maintenance, repair, and operations) supplies purchasing platform



261 companies in 11 corporate groups

(Excluding the companies that are expected to start using the service after March 2013)

Sharing
Sharing of system and implementation expertise

Joint creation
Standardization/ joint operation

Symbiosis
Socially optimal

Very large corporations have been showing strong interest in offering of service supplies

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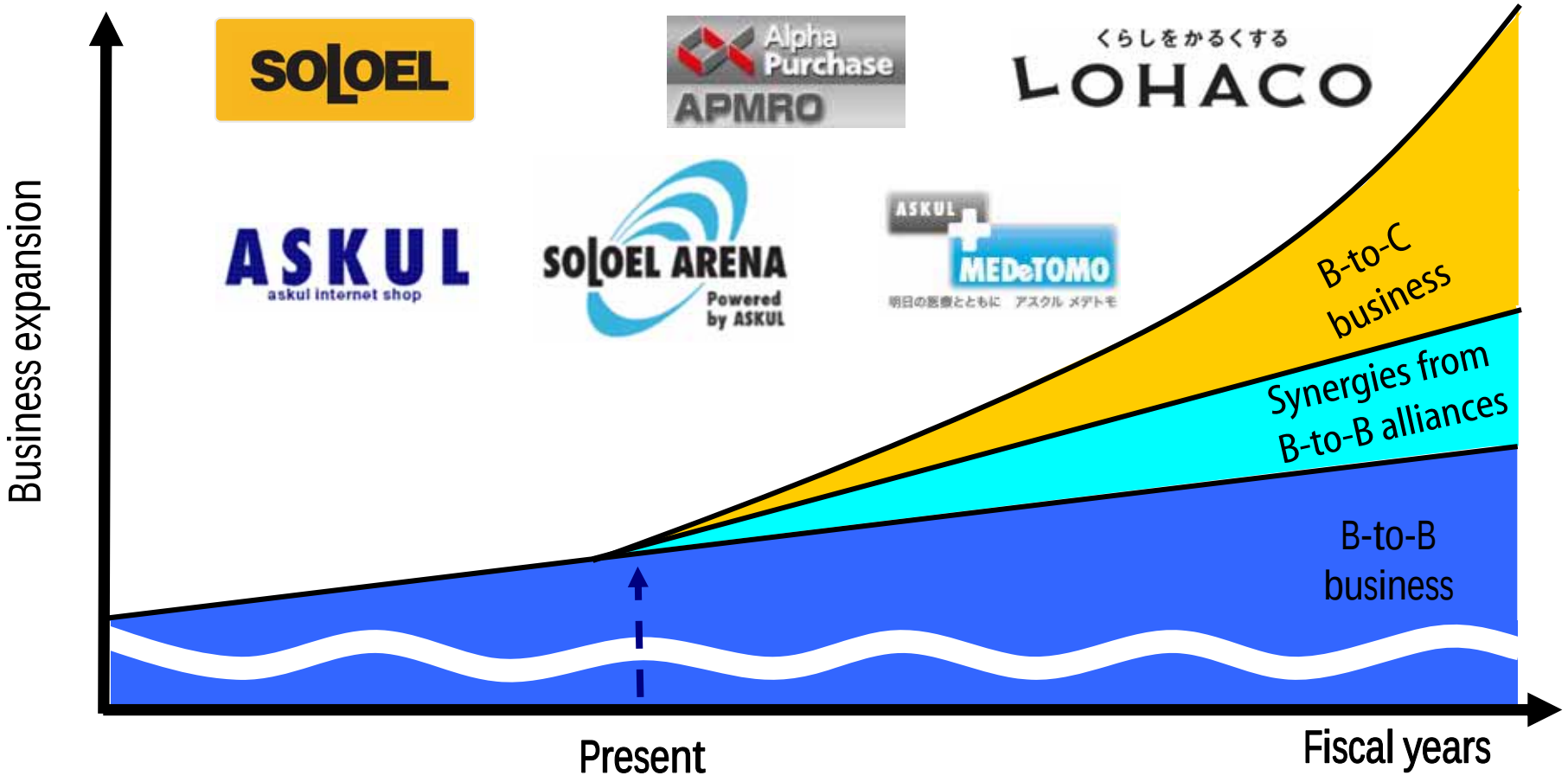
Change from Office Product Mail Order No.1* to e-Commerce No.1 Gathering Pace

* Office product mail order net sales for FY2011 from Yano Research Institute Ltd. study (as of July 2012)

To Become e-Commerce No. 1



Aim to achieve it through synergies between B-to-B and B-to-C

Basic Strategy

B-to-B business

Stable growth foundation

Widening of customer base

- Large-sized companies — SOLOEL
- Medium-sized companies — SOLOEL ARENA
- Small- to medium-sized offices — ASKUL
- Individual industries — MEDoTOMO

×

Widening of product range

- All MRO supplies
- Over all office products
- Office supplies



B-to-C business

Significant growth

LOHACO (くらしをかるくする)

ASKUL

Largest Product Range
Lowest Prices
Fastest Distribution System
Best Customer Support

×

YAHOO! JAPAN

Best Customer Appeal
Best Settlement

Customer Appeal × Product Range × Price × Settlement × Distribution × Customer Support

= Establishment of new **Japan's No.1** smart commerce

Fulfillment

New revenue source

Procurement, logistics/delivery, customer support

Pursuit of efficiency

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B-to-C Business: Shift to Problem-Solving Stage

ASKUL

Largest Product Range

Lowest Prices

Fastest Distribution System

Best Customer Support

×

YAHOO! JAPAN

Best Customer Appeal

Best Settlement

Customer Appeal → Product Range → Price → Settlement → Distribution → Customer Support

Establishment of new

= Japan's No.1

smart commerce

Good Points: Differentiation with Competition

Logistics service superior to competition

Same-day, next-day delivery at specific time, free of charge

	LOHACO（1,900円未満の購入）	LOHACO（1,900円以上の購入）	Amazon	Amazonプライム
送料無料対象商品	–	全品 ※1,900円/注文以上購入の場合	全品 ※ただし「あわせ買い」商品は2,500円/注文以上の購入が必要	
当日配送料金	500円	無料	500円	無料
(時間帯指定)	一部可		不可	
翌日配送料金	350円	無料	350円	無料
(時間帯指定)	一部可		一部可	
配送日時指定	無料	無料	350円	無料
その他料金	0円	0円	0円	年会費 3,900円

Price strategy for talked-about products

Lead to development of expected customer layer



More than 2,200 units of Dyson vacuum cleaners and Roomba sold since launch of LOHACO

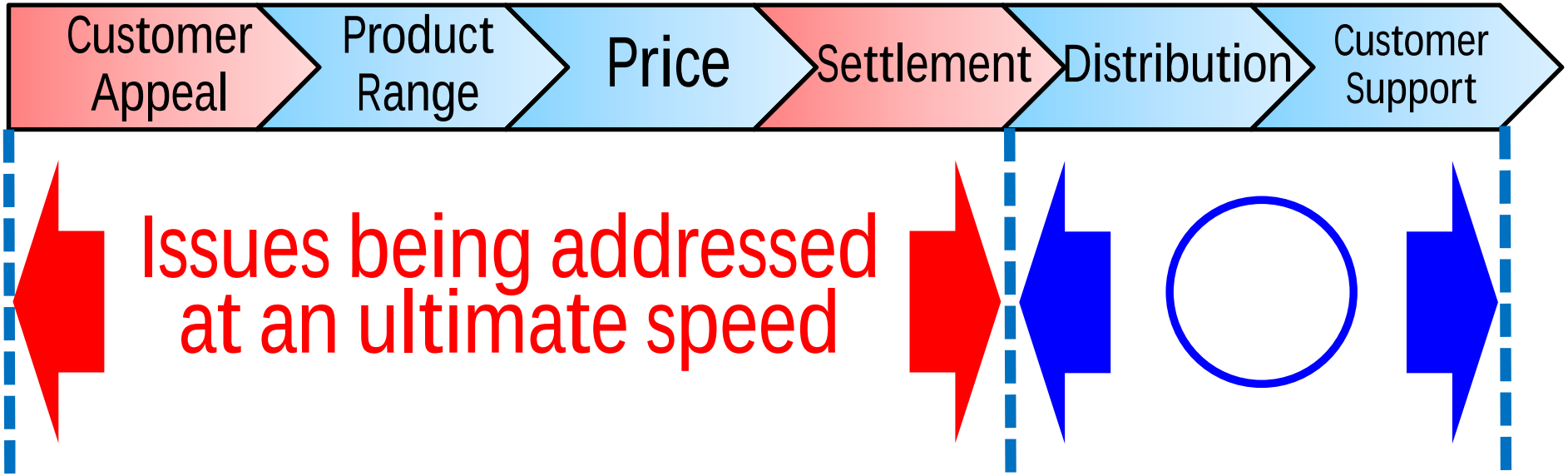
Customer backing for logistics system established in B-to-B business and low prices

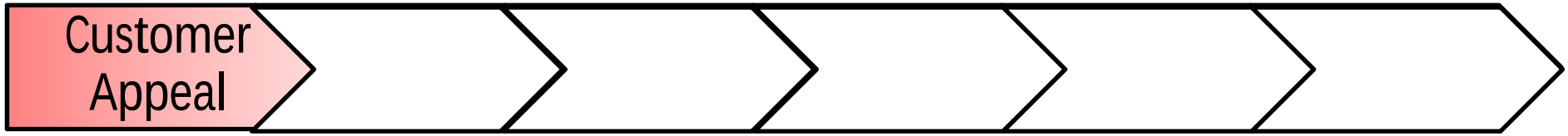
(1) Next-month repeat rate: about 20%

(2) Achieved about ¥5,000 per order

Factors for Revising Net Sales of LOHACO

- Launch of the PC version was delayed by 1.5 months
- Issues in the processes of customer appeal, product range, price and settlement





Issues with LOHACO (1) Customer appeal process

- Customer transfer from Yahoo! Japan's top page is roughly in line with expectation
- There are issues with the approach to customers who use the search function to find products (e.g., SEO*, SEM*)

(1) Solutions to the issue of customer appeal

- Enhance responses to search functions such as SEO and SEM
- Further strengthen customer transfer from Yahoo Japan Corporation

*SEO: abbreviation of search engine optimization. SEM: abbreviation of search engine marketing

(1) Solution to the Issue of Customer Appeal: Strengthen SEO/SEM



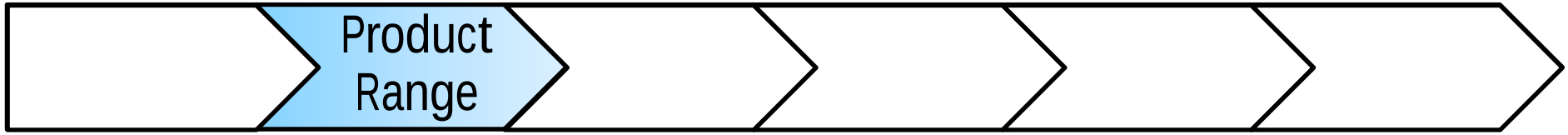
Generating impacts one after another from hot-selling items

(1) Solution to the Issue of Customer Appeal:

Strengthen customer transfer from Yahoo! JAPAN



Goals include boosting name recognition of LOHACO



Issues with LOHACO (2) Product range process

- Not enough products for individuals (some categories are also missing)
- Further, there are some issues with the search function for categories with good range of products

(2) Solutions to the issue of product range

- Expand categories that suit lifestyle
- Double the products available for same-day and next-day delivery at the two logistics bases located in east and west
  → To expand them one after another from July towards the goal of 70,000 SKUs
- Sort out categories and enhance search function from customer perspective

(2) Solution to the Issue of Product Range:

Expand Category Starting with Regular Daily Goods



Carry out various sales promotions while expanding categories

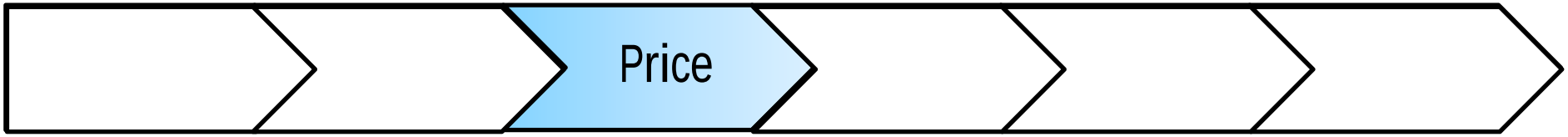


Saitama Distribution Center
(provisional name)

Osaka DMC



Double the products available for same-day and next-day delivery at the two logistics bases located in east and west
→ To expand them one after another from July towards the goal of 70,000 SKUs



Issues with LOHACO (3) Price process

- Initial price setting with e-commerce competition in mind
- Customers commented that the products were more expensive compared with actual retail stores

(3) Solutions to the issue of price

- Hold LOHACO Sale, Weekend-only Sale, Outlet Sale and Limited-time Sale, etc.
- Introduce and expand LOHACO pack that offers adequate quantity and lower price
- Implement price strategy reflecting direct business with suppliers

(3) Solution to the Issue of Price: Bargain Offers Such as Outlet Sales









Compete against special sale prices at actual retail stores with various bargain sales

(3) Solution to the Issue of Price : Price Strategy



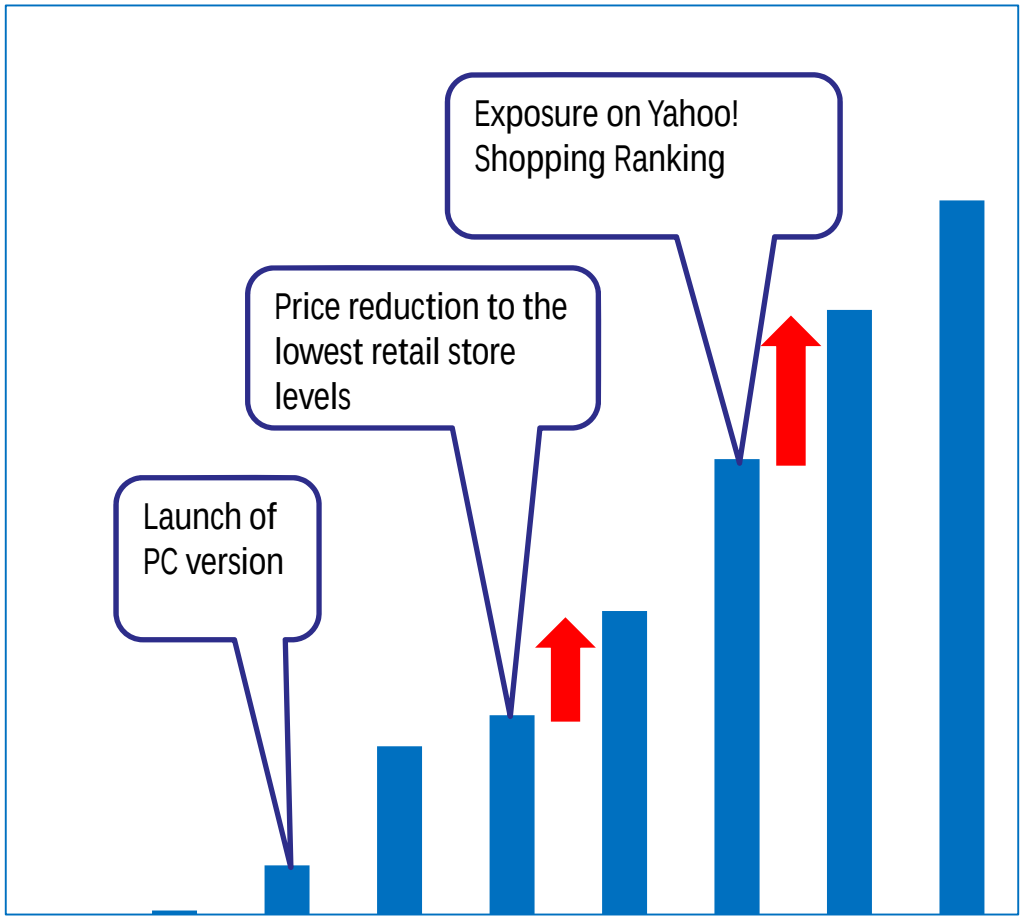
レビュー 5 (3件)

下着のようなやわらかさ、動きやすさを実現したやわらかシャーリングとふわふわストレッチファイバー。カブレにくい全面通気性シート採用などグーンのこだわりポイントが満載！

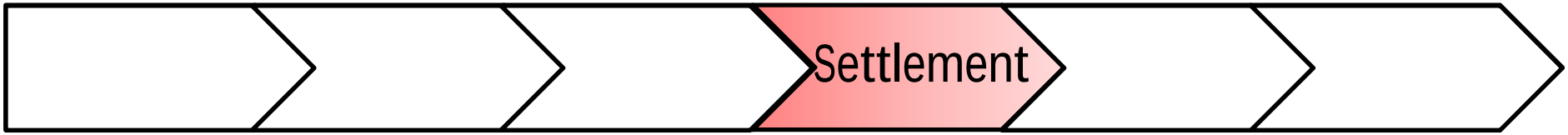
送料無料 | 当日・翌日到着

アイコンの説明

販売単位	1箱(3パック(174枚入))
希望小売価格(税込)	オープン価格
販売価格(税込)	￥3,870
	1枚あたり￥22.3



Make use of strategic price setting to expand market share



Issues with LOHACO (4) Settlement process

- As it was launched at an ultimate speed, settlement methods other than Yahoo! Wallet are not available

(4) Solution to the issue of settlement

- Made cash on delivery available on March 11

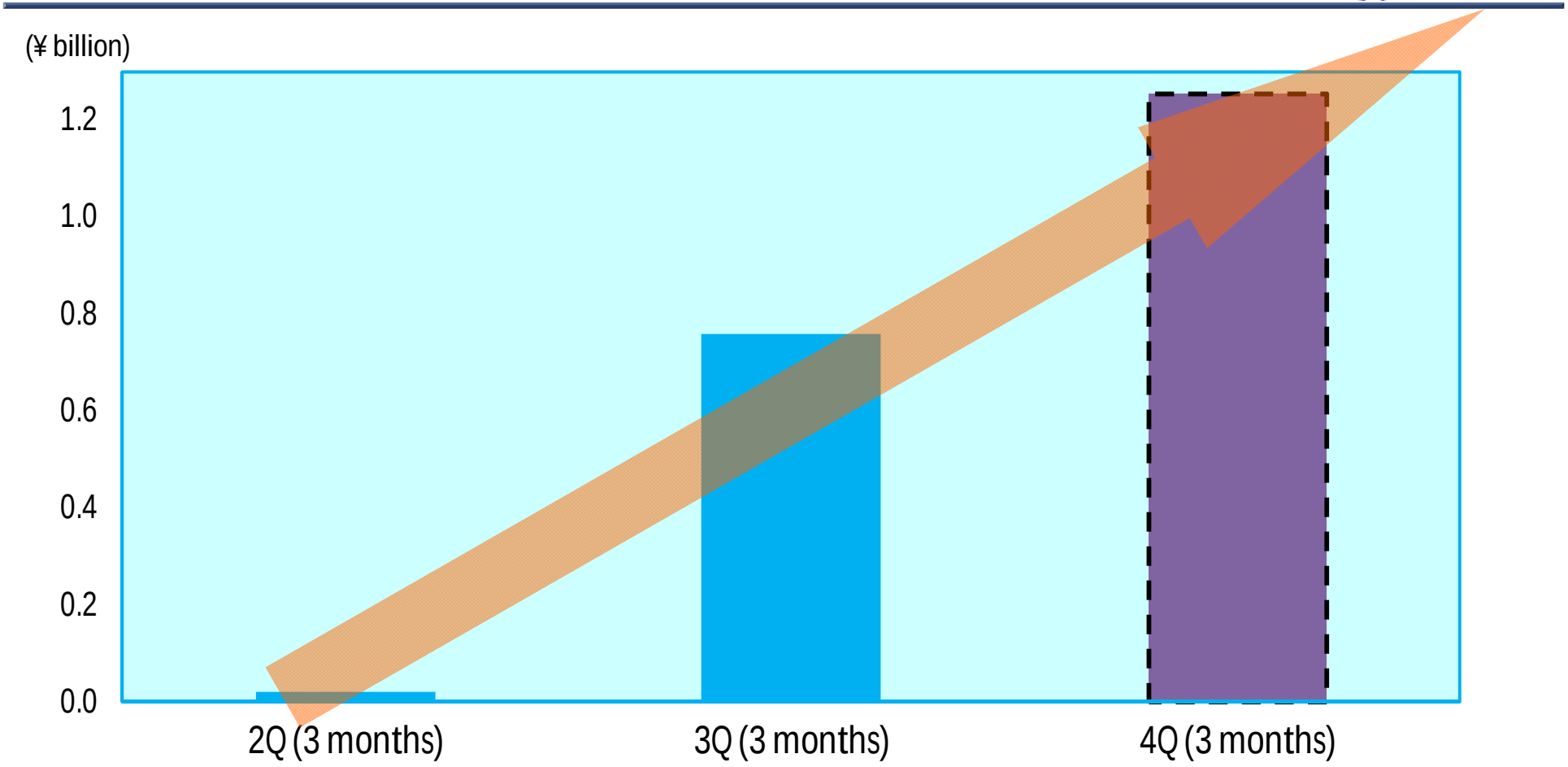
(4) Solution to the Issue of Settlement: Introduction of Cash on Delivery



Started on
March 11, 2013

Cash on delivery accounted for about 20% of settlement at ASKUL
Respond to customer demand by enhancing basic function

LOHACO Sales Target for FY5/2013



Sales are expected to grow steadily also in 4Q as we implement these measures
Aim for a significant leap forward in the next fiscal year by doubling the number of products available for same-day and next-day delivery

B-to-B Business: Stable Growth Foundation

Points of B-to-B Business's Growth

(1) Significant expansion of product range

(2) Competitiveness of regular prices

(3) Product development ability

(4) Evolution of logistics service

(5) Increase of customer contact

Widening of Product Range

All MRO supplies

Overall office products

Office supplies



Growing beyond the framework of office product mail order

Widening of Product Range

All MRO supplies

supplies





Scientific supplies

Office work



Office supplies

Number of products offered by the Internet shop has expanded to more than 380,000 items (as of March 2013)

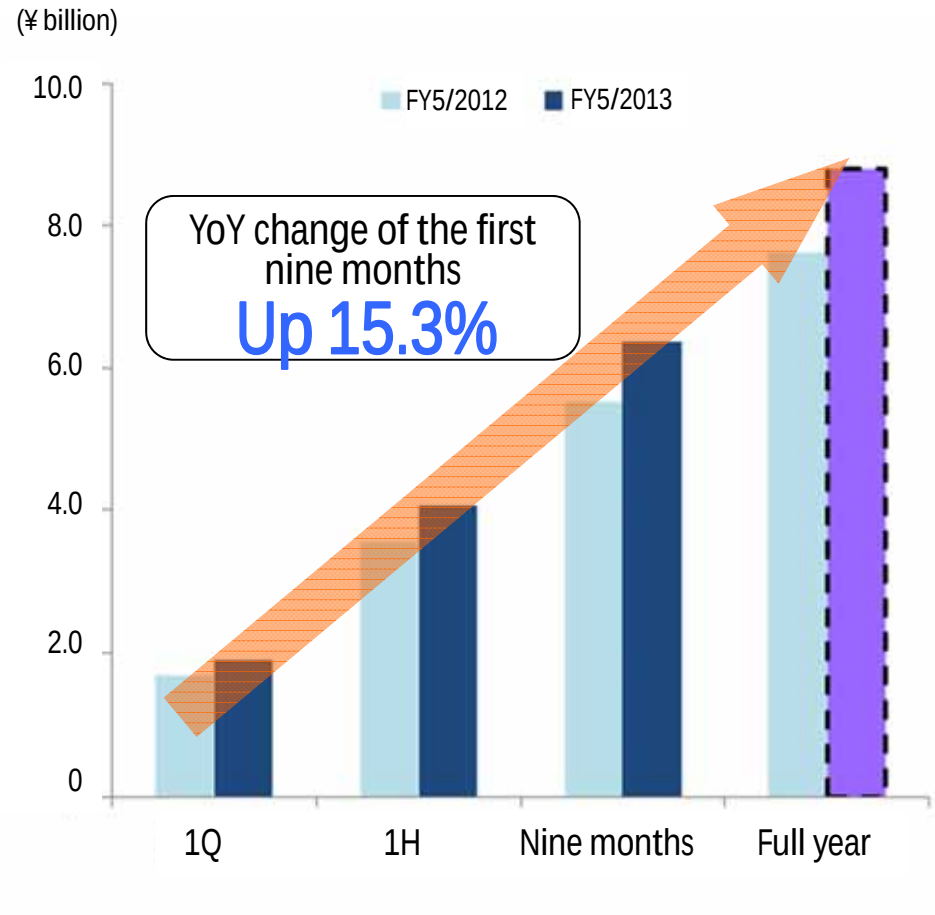
Expanding product range with the aim of achieving the current fiscal year's target of 500,000 items



Growing beyond the framework of office product mail order

Growth in Net Sales of Medical Business

Net sales of the medical business

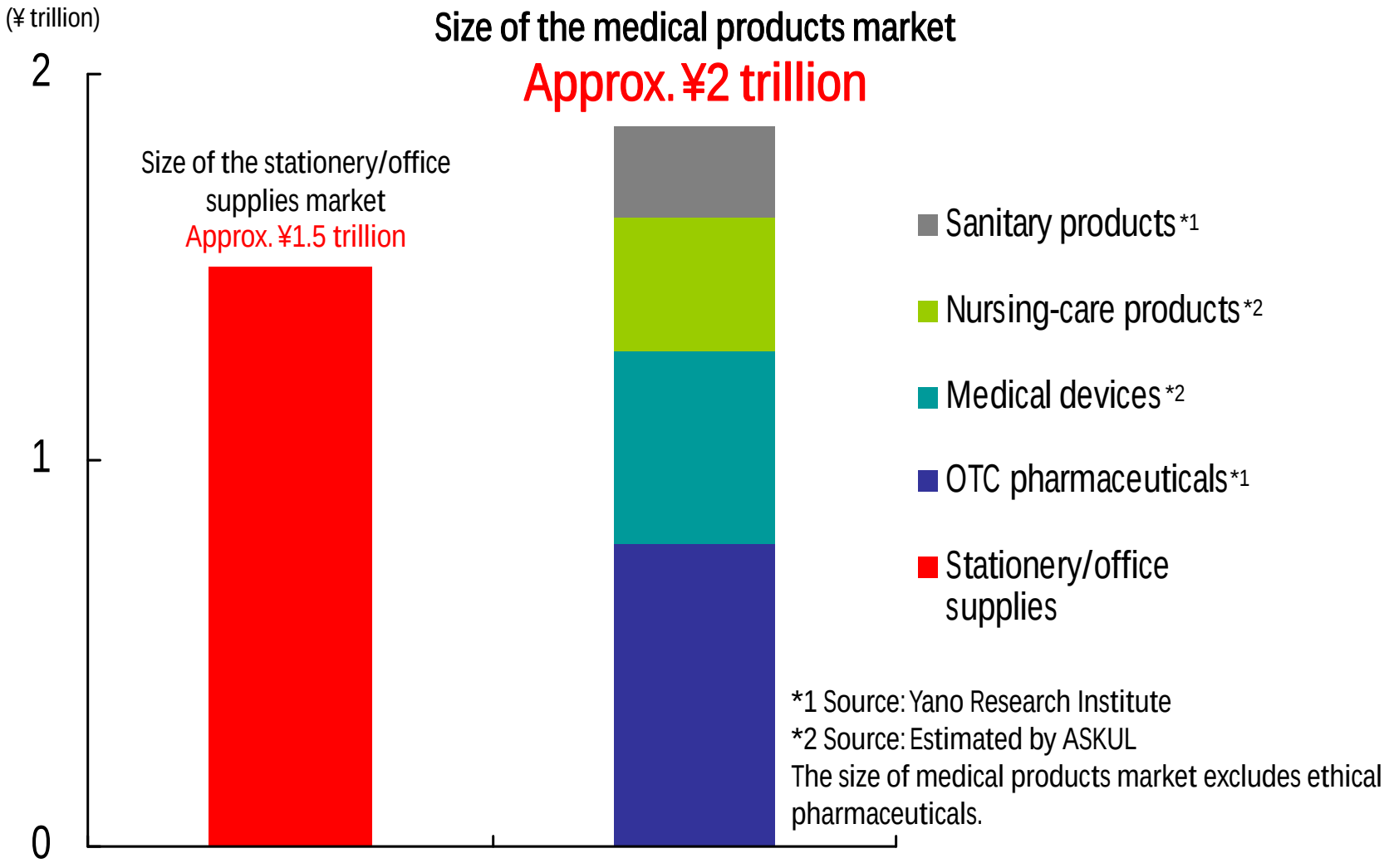




No. 1 in net sales of medical mail order service
¥7.6 billion
(Full year FY5/2012)

Growth has gained pace with the introduction of the website

Size of Medical Products Market



*1 Source: Yano Research Institute
*2 Source: Estimated by ASKUL
The size of medical products market excludes ethical pharmaceuticals.

Boost ASKUL's presence in the market by reforming the distribution structure

Future Measures for Medical Business

In the past: Catalog sales



Catalog listed medical equipment and pharmaceuticals

Agents

(1) Necessary to hire pharmacist
(2) Requires license for selling specially controlled medical device

Customers

As it is listed as pharmaceuticals, catalog could not be distributed to nursing-care facilities and home care stations

Now – future: Web sales



The web made it easy to hide pharmaceuticals

Agents

Sale of medical equipment is possible with the license for selling specially controlled medical device (no need to hire a pharmacist)

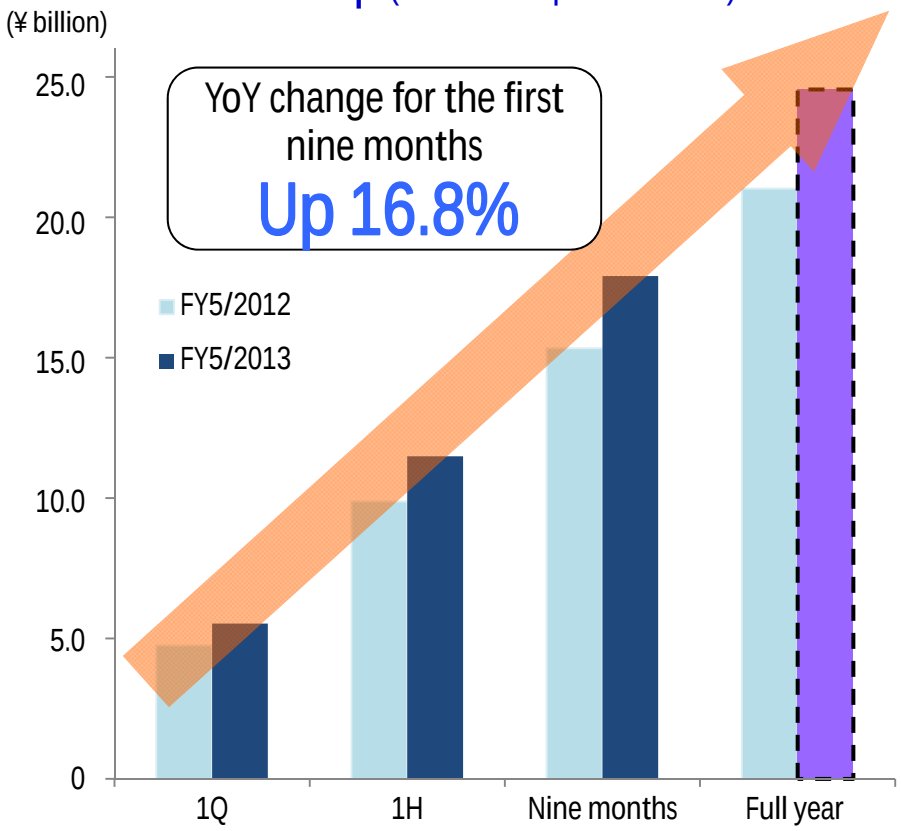
Customers

Sales to nursing-care facilities and home care stations, which was not possible with catalogs, become possible

Approach new customers by expanding medical agents in one stroke

Sales Expansion of MRO Products

MRO business's net sales at ASKUL Group (ASKUL + AlphaPurchase)



SOLOEL ARENA Powered by ASKUL

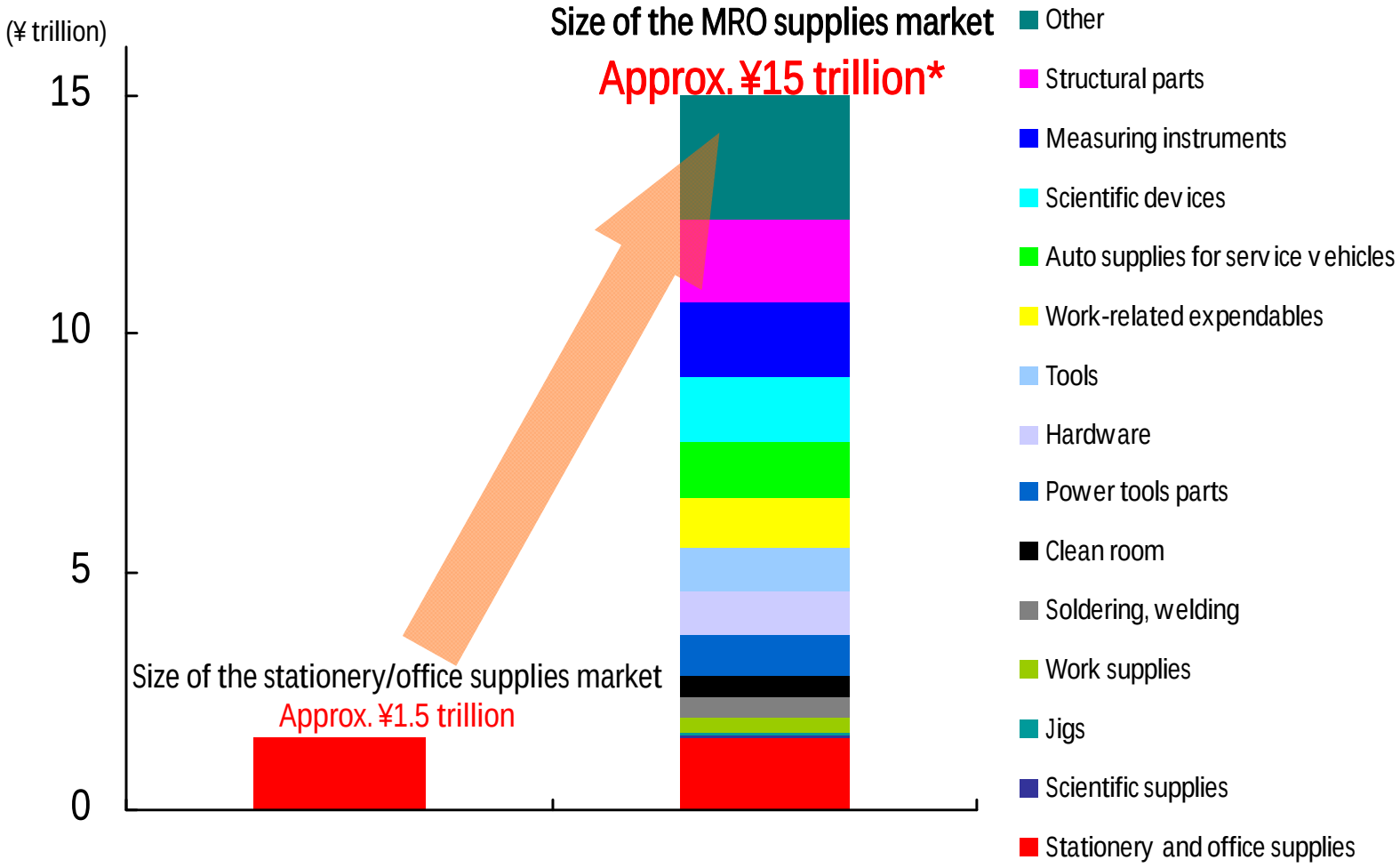
Alpha Purchase APMRO



ASKUL Catalog Spring/Summer 2013
Released in February 2013

Introduction of powerful own-brand products Genba-no-chikara accelerated sales growth and the size of the business to reach about ¥25.0 billion

Size of MRO Market



* The market sizes have been estimated by ASKUL based on the Ministry of Economy, Trade and Industry data and production and shipment data.

Boost ASKUL's presence in the market by accelerating own-brand product strategy

Introducing Ultra Strategic Products in Each MRO Business Category!

ASKUL

Achieving unbeaten prices in Genba-no-chikara!

Have as many customers as possible use the products with overwhelming prices.

Work supplies



Professional-use packaging material shop



Professional-use bag and shop goods shop



Added 150 SKUs to Genba-no-chikara!

-Enhanced products for logistics business. Make it the first place that people think of for work gloves/gloves
-Relaunched existing original as well as limited products as Genba-no-chikara

Appeal to the work sites with Genba-no-chikara! Have customers remember it.



Development of Own-brand Products



Reconstruction assistance donation project Kodomo Art Project



Powerful eco-friendly detergent available in four sizes



現場のチカラ









Original design products

End of FY5/2012

Number of own-brand items

3,602

Share of own-brand products (excl. original copier paper)

14%

Target for end of FY5/2014

5,000

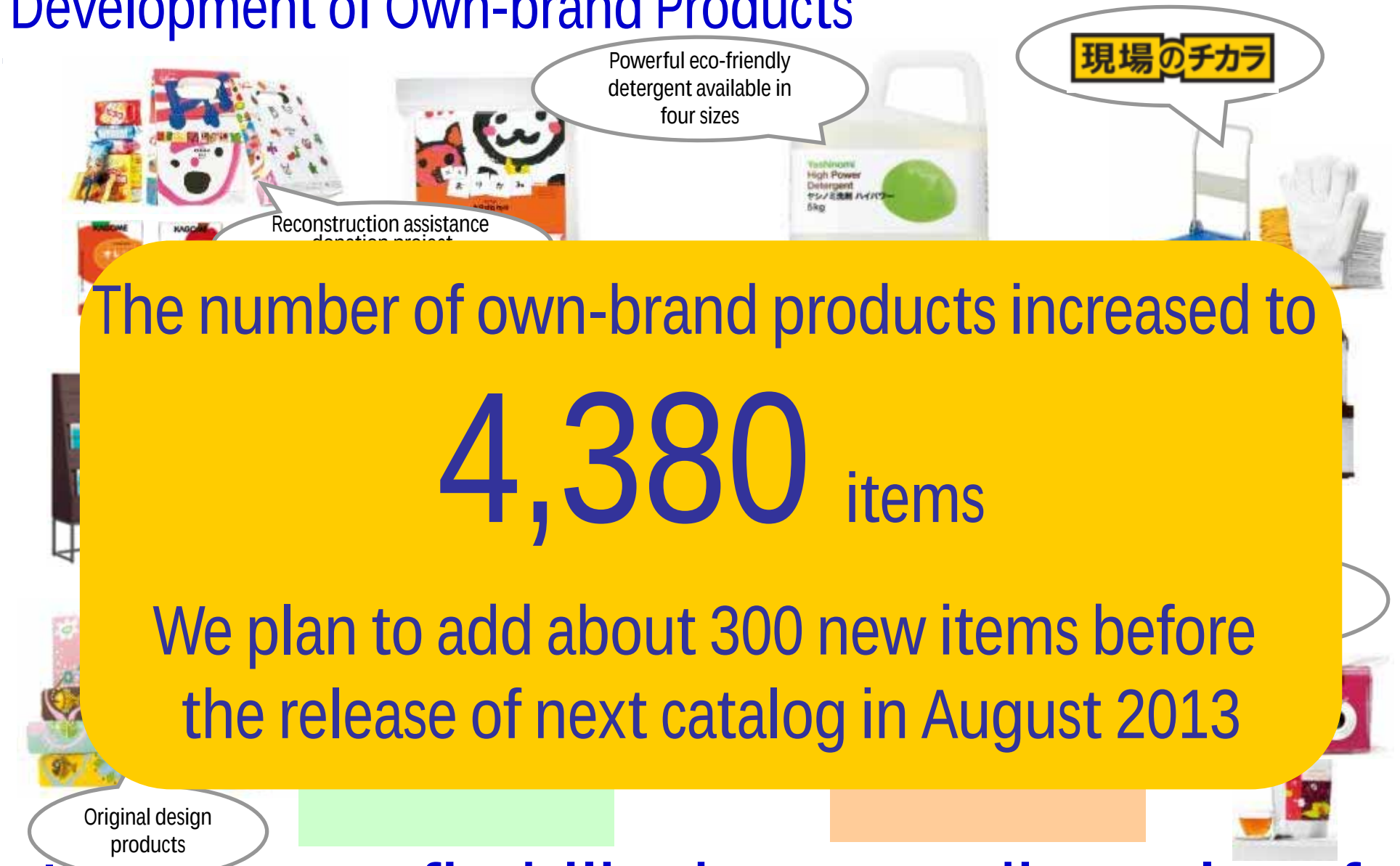
20%

Office drink developed with focus on taste



Improve profitability by expanding sales of own-brand products

Development of Own-brand Products



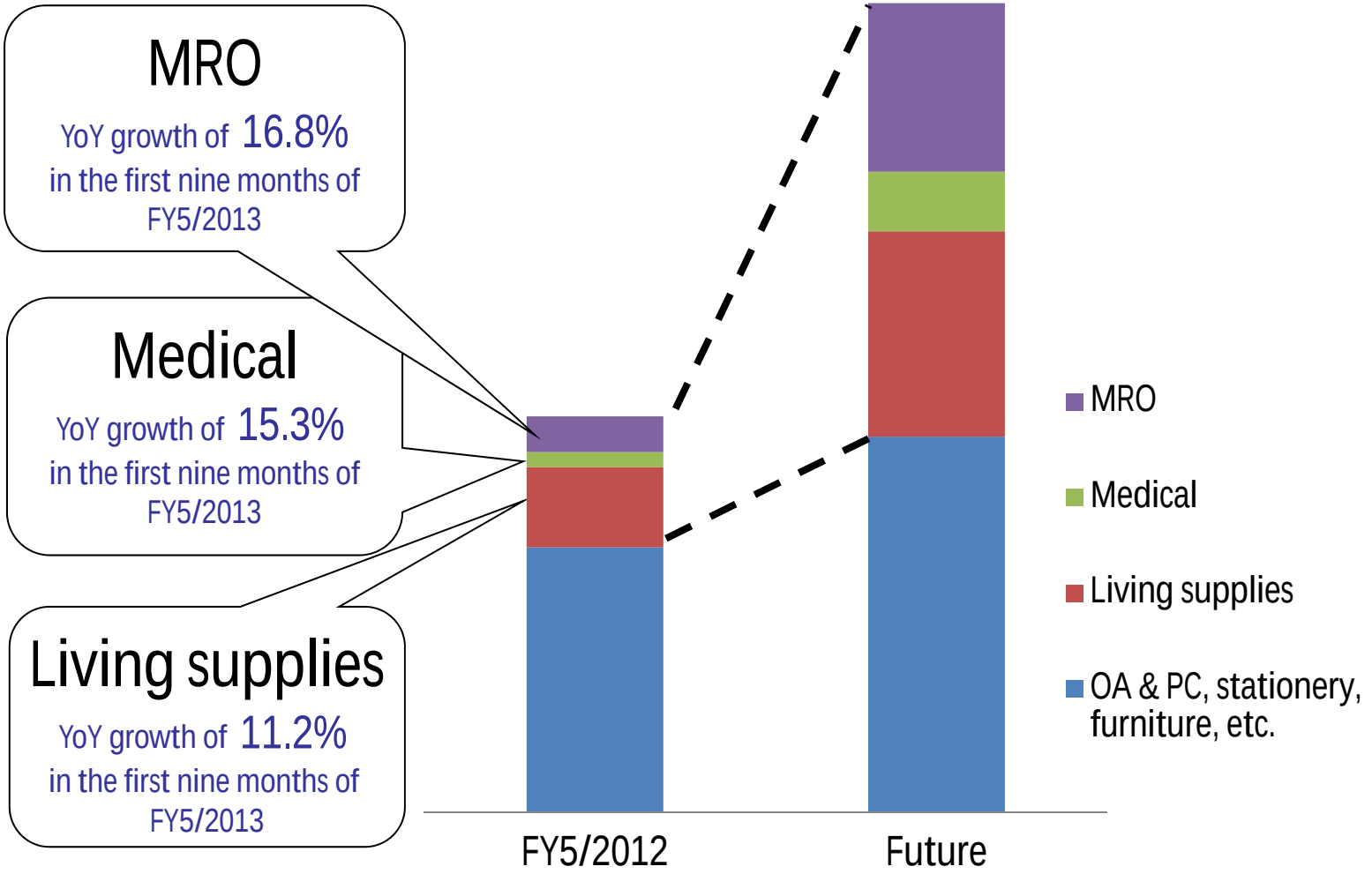
The number of own-brand products increased to

4,380 items

We plan to add about 300 new items before the release of next catalog in August 2013

Improve profitability by expanding sales of own-brand products

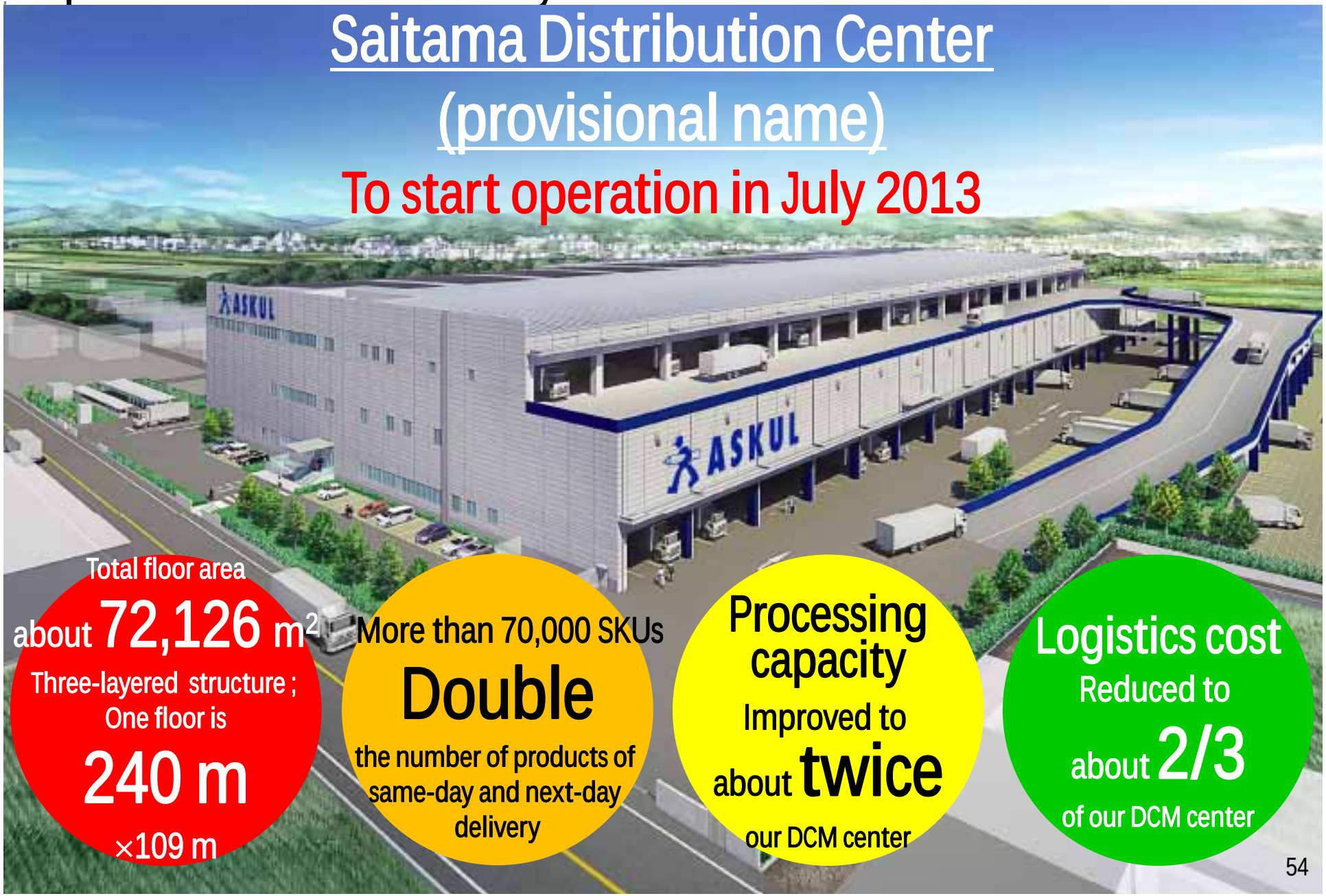
Image of Re-growth with New Categories



Aim to restore double-digit growth in B-to-B business

Innovation in Platform Business

Purchased New Logistics Base, One of Japan's Largest; Operation to Start in July



The promise made to our customers "ASKUL stands for next-day delivery"

Revisiting ASKUL's basics

70,000 SKUs:

- Regular daily products for same-day and next-day delivery throughout the nation
- Free shipping*

*Purchase worth ¥1,000 or more per order for ASKUL, ¥1,900 or more per order for LOHACO

Carve out new frontier straightaway with the establishment of new logistics base

Aim for e-Commerce No.1 with significant growth from the next fiscal year

Evolving for Our Customers


ASKUL

Appendix

<Appendix> New Catalog Released



ASKUL Catalog Spring/Summer 2013
Released in February 2013

Total pages	1,258 pages
Listed products	About 30,000 items
Newly offered products	About 2,400 items
Original products	About 4,380 items
Green Products	About 10,500 items

<Reference> Overview of ASKUL Catalog Autumn/Winter 2012

Total pages: 1,250 pages

Listed products: About 29,200 items

<Appendix> New Catalog Released: Competitiveness



Competitiveness

Further reinforced price advantage of regular items

<Appendix> New Catalog Released: Originality



Originality

Introduced a number of products reflecting customers' voices

<Appendix> New Catalog Released: Environment

ASKUL

Project 1 1 box for 2 trees in Indonesia

お客様に安心して
紙を使い続けて
いただくために

原材料の確認を続けていきます!



アスクルはお客様にコピー用紙をずっと使い続けていただけるように、2004年からいくつかの取り組みを続けています。その中でもインドネシア製アスクルオリジナルのコピー用紙は現地メーカーと連携し、原材料となる植林の確認をするとともに、様々な課題の解決に取り組んでいます。これからもステークホルダーのみなさんの意見を聞きながら進めていきます。

取り組みの流れ

2004年11月	紙製品に関する調達方針の制定・公開
2006年12月	改定トレーサビリティ調査の開始・見直し
2010年10月	「1 box for 2 trees」スタート 販売量の倍の産業植林の確認を開始／30cmの苗を植樹
2012年10月	●2年1カ月経過 ●2,940万本 ●19,162ha ●木の直径11cm、高さ15m
2015年	原材料（パルプ材）として伐採予定

→ www.askul.co.jp/csr/special/paper.html



詳細や
こちらから。

1 box for 2 trees スペシャルサイト

→ http://1for2.askul.co.jp/

Project 2 20ha Project in Indonesia

森林の
修復・再生にも
取り組んでいます!





アスクルではインドネシアにおいて、保護されるべき貴重な森林と、そこで生活する人間が共生していくために木を植える「20ha Project」を2011年12月から始めています。この活動では、森林の修復・再生を通じた地域社会の発展と生物多様性の保全を目標にしています。2012年9月、8,000本の植樹を完了し様々な課題がみつかりました。

「20ha Project」の概要

●目的／森林の修復・再生を通じた地域社会の発展と生物多様性の保全。

●場所／インドネシア共和国 リアウ州 ペランカリ人地区 プキットバラ保護区の中の20ha（東京ドーム約4.2個分）

●植樹／ジェルトン（固有種）8,000本植樹完了

●期間／2012年度は植樹の生育率を目標設定。2013年度は生育の維持管理・コミュニティ支援を予定。



Environment

<Appendix> Delivery to Okinawa's Main Island Started



Delivery service to Okinawa's main island started on February 21, 2013

- To about 80,000 businesses in entire Okinawa prefecture
- Delivery in two days at earliest
- Enabled free shipping* at the same service levels as in the mainland

*Purchase worth ¥1,000 or more per order.

ASKUL service expanded to all prefectures

Gross profit: ¥36.8 billion

YoY change: +¥2.16 billion

Gross profit margin: 22.3% YoY change: -0.1p.p.

<Quarterly trend of gross profit margin>
1Q: 22.3% 2Q: 22.2% 3Q: 22.3%

- Gross profit margin remained unchanged from the previous year as a result of steady cost reduction activities and improvement of gross profit of merchandise sales from increase in own-brand products
- Incentives for agents (sales rebates) at ¥0.7 billion

<Appendix>

SG&A expenses: ¥32.0 billion YoY change: +¥2.29 billion

Ratio of SG&A expenses to net sales: 19.3% YoY change: +0.2 p.p.

<Quarterly trend of the ratio of SG&A expenses to net sales>

1Q: 19.0% 2Q: 19.0% 3Q: 20.0%

<Reasons behind SG&A expense difference from a year earlier>

- Variable cost due to sales expansion +¥0.8 billion
- Advertising and promotion expenses for launch of LOHACO +¥0.4 billion
- Rents for expanding the existing distribution centers +¥0.3 billion

Operating income: ¥4.8 billion YoY change: -¥0.13 billion

<Quarterly trend of the ratio of operating income to net sales>

1Q: 3.4% 2Q: 3.2% 3Q: 2.3%

Extraordinary loss: ¥0.3 billion

Loss on liquidation of a consolidated subsidiary ¥0.2 billion

Net income: ¥4.3 billion

⇒ Decline in tax expense resulting from merger of ASMARU and dissolution/liquidation of Shanghai ASKUL ¥2.0 billion

Capital expenditures: ¥2.7 billion (Full-year plan: ¥27.4 billion)

Enhancement of distribution centers and new establishment ¥1.2 billion
LOHACO website ¥0.7 billion

Acquisition of Saitama Distribution Center (provisional name) with total investment of about ¥19.0 billion is expected in early FY5/2014

(Ref.) Depreciation and amortization of software: ¥2.0 billion
(Full-year plan: ¥3.4 billion)

<Appendix>

(1) Share of orders placed on the Internet in net sales

	3Q FY5/2013	YoY change	3Q FY5/2012
Orders via the Internet	70.9%	+2.6p.p.	68.3%
Other	29.1%	-2.6p.p.	31.7%

Note: The percentages above are based on orders placed.

(2) ASKUL original products

(items)

	February 2013 (single month)	YoY change	February 2012 (single month)
Number of original products	4,117	+723	3,394
Share in net sales	15.2%	+1.6p.p.	13.6%

Notes:

1. The figures above are the results for the month of February each year.
2. Net sales of original products used as the numerators in calculating the shares in net sales do not include net sales of original copier paper.
3. The figures above include the products listed in Medical & Care Catalogs and Medical Pro Catalogs.

(3) Capital expenditures

(¥ million)

Item	First nine months of FY5/2013		First nine months of FY5/2012
	Amount	YoY change	Amount
Capital expenditures	2,750	+90.7%	1,441
Property, plant and equipment	1,373	+147.6%	554
Intangible assets	1,376	+55.2%	887
Construction in progress (Note 2)	953	1,588.7%	56
Software in progress (Note 2)	114	-77.5%	509

Notes:

1. Capital expenditures are stated on an accrual basis and do not reflect reductions.
2. Construction in progress and software in progress partially include consumption and other taxes.