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Date: May 30, 2013

To whom it may concern:

Company Name: ASKUL Corporation
(Code No.: 2678, Tokyo Stock Exchange First Section)
Representative: Shoichiro Iwata
President and Chief Executive Officer
Contact Person: Tsuguhiro Tamai
Executive Officer, Finance & Corporate Communication Unit
Phone: (03) 4330-5130

May 2013 Operating Results

ASKUL Corporation released data today on results for May 2013. For details on nominal net sales, year-on-year growth in sales per customer and the number of customers, and the Internet-based share of sales, see the Supplementary Information.

Net sales

Consolidated net sales for May period this year (April 21, 2013-May 20, 2013) grew 11.5% on a year-on-year basis.

(In the BtoB business, the number of regular business days was one more and that of Saturdays was one less compared to the same period a year earlier. The growth rate adjusted for the number of business days is estimated to have been 8.3%.)

(Reference) B-to-B business: Business days in May (days)

FY ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2013	3	4	4	4	3	3	21
2012	3	4	4	3	3	4	21
Difference	0	0	0	1	0	-1	0

LOHACO, our Internet mail-order site for general consumers, recorded net sales of 675 million yen for the May period.

Notes:

1. For monthly operating results for this fiscal year, accounts are settled as of the 20th of each month on a provisional basis.
2. The monthly operating results will be disclosed on or around the eighth business day after the 20th of each month.
3. The operating results disclosed herein have not been audited by certified public accountants or auditing firms. Therefore, figures may differ from those in our quarterly and full-year financial statements. .

(1) Consolidated net sales (million yen)

FY ending/ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2013	19,277	17,799	16,053	18,892	18,402	19,310	109,736
2012	16,971	16,814	15,987	17,173	17,690	17,712	102,349
YoY change (%)	13.6	5.9	0.4	10.0	4.0	9.0	7.2

FY ending/ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2013	20,134	15,337	20,406	19,245	23,554	18,196	116,874	226,610
2012	18,945	15,844	18,235	18,805	22,434	16,316	110,582	212,932
YoY change (%)	6.3	-3.2	11.9	2.3	5.0	11.5	5.7	6.4

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(2) Growth in sales per customer (non-consolidated; YoY change %)

FY ending/ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2013	5.3	-0.5	-3.4	3.1	-1.1	2.8	1.1
Of which ASKUL ARENA and SOLOEL ARENA	9.1	2.6	0.2	5.3	1.0	5.5	4.0
2012	-0.9	-0.3	-3.2	0.9	-2.0	-4.9	-1.8
Of which ASKUL ARENA and SOLOEL ARENA	0.8	1.9	-1.9	4.4	0.3	-2.5	0.4

FY ending/ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2013	-1.7	-8.8	-0.5	-6.3	-6.6	-7.1	-5.1	-2.1
Of which ASKUL ARENA and SOLOEL ARENA	2.6	-5.7	6.3	-1.5	-0.1	4.1	1.0	2.4
2012	1.2	-1.9	-0.3	2.6	7.8	-0.9	1.8	0.0
Of which ASKUL ARENA and SOLOEL ARENA	4.7	1.2	2.2	4.6	13.5	2.8	5.2	2.9

Note: The rates of growth in sales per customer shown above are obtained using monthly average sales on an account basis. As monthly average sales per customer in the consumer business are, obviously, smaller than those in the corporate business, greater sales in the consumer business lead to lower rates of growth in sales per customer overall. When excluding sales in the consumer business, the rate of growth in sales per customer for the May period was positive 1.5%. For the June period onward, we will disclose the rates of growth in sales per customer that exclude sales in the consumer business, on a non-consolidated basis.

(3) Growth in the number of customers (non-consolidated; YoY change %)

FY ending/ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2013	7.0	5.8	3.7	6.9	5.0	7.6	6.0
Of which ASKUL ARENA and SOLOEL ARENA	16.2	14.7	13.8	15.7	14.2	15.9	15.1
2012	3.7	2.8	2.3	4.8	3.5	2.0	3.2
Of which ASKUL ARENA and SOLOEL ARENA	16.1	15.4	14.1	16.0	14.5	13.1	14.9

FY ending/ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2013	7.9	5.1	12.8	9.9	12.0	20.6	11.4	8.7
Of which ASKUL ARENA and SOLOEL ARENA	13.9	10.8	15.6	12.3	11.8	13.7	13.0	14.0
2012	5.5	3.5	4.9	7.6	8.8	4.0	5.8	4.5
Of which ASKUL ARENA and SOLOEL ARENA	15.8	14.2	14.7	16.8	17.6	14.1	15.5	15.2

Note: The rates of growth in the number of customers shown above are obtained using sales on an account basis. The surge in the rate of growth in the number of customers for the May period resulted from expanded sales in the consumer business. When excluding the customers in the consumer business, the rate of growth in the number of customers for the May period was positive 5.9%. For the June period onward, we will disclose the rates of growth in the number of customers that exclude customers in the consumer business, on a non-consolidated basis.

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(4) The Internet-based share of sales (non-consolidated; %)

FY ending/ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2013	69.2	69.7	69.8	69.6	69.5	69.9	69.6
2012	66.5	67.8	67.6	67.2	67.2	67.6	67.3

FY ending/ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2013	70.7	70.7	71.2	71.4	71.1	72.2	71.2	70.4
2012	68.2	68.3	68.6	68.6	68.5	68.5	68.5	67.9

Note: The figures above are based on orders placed.