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News Release Dated: May 30, 2016

To whom it may concern:

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(Code No.: 2678, Tokyo Stock Exchange First Section)
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President and Chief Executive Officer
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May 2016 Operating Results

The Company released data today on results for May 2016. For details on nominal net sales, year-on-year growth in sales per customer and the number of customers, see the Supplementary Information.

Net sales

Non-consolidated net sales for May period this year (April 21, 2016– May 20, 2016) grew 9.7% on a year-on-year basis.

Of the total, non-consolidated net sales of mainstay B-to-B business grew 6.3% on a year-on-year basis and those of LOHACO, which is a growth field, increased 39.8%.

(The note on the B-to-B business's growth rate after being adjusted for the number of business days has been omitted, as there was no difference in the number of business days between May 2016 and the same month a year earlier.)

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2016	4	3	3	4	4	4	22
2015	3	4	3	4	4	4	22
Difference	1	-1	0	0	0	0	0

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 sixth business day after the 20th of each month.
3. For the schedule of the release of our monthly operating results, please see the following page of our Investor Relations website:http://www.askul.co.jp/kaisya/english/ir/calendar.html
4. 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. Net sales for September period and November period this year have been revised in the account settlement process, the revised figures are underlined.

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(1) Non-consolidated net sales (million yen)

	FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
Total	2016	23,533	21,615	22,456	23,277	22,636	25,604	139,124
	2015	20,825	19,101	18,653	20,992	20,066	22,592	122,232
	YoY change (%)	13.0	13.2	20.4	10.9	12.8	13.3	13.8
B-to-B business	2016	21,183	19,238	20,010	20,942	20,031	22,581	123,988
	2015	19,549	17,738	17,203	19,453	18,472	20,903	113,320
	YoY change (%)	8.4	8.5	16.3	7.7	8.4	8.0	9.4
	YoY change adjusting for the number of business days (%)	11.2	10.4	11.2	—	14.0	—	—
LOHACO business	2016	2,349	2,376	2,446	2,334	2,605	3,023	15,135
	2015	1,276	1,362	1,450	1,539	1,593	1,689	8,911
	YoY change (%)	84.1	74.4	68.7	51.6	63.4	79.0	69.8

	FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2016	24,232	21,371	25,200	25,955	29,222	23,258	149,240	288,365
	2015	22,544	17,848	22,849	23,008	25,222	21,200	132,673	254,905
	YoY change (%)	7.5	19.7	10.3	12.8	15.9	9.7	12.5	13.1
B-to-B business	2016	21,404	18,736	22,257	22,837	26,083	20,210	131,530	255,519
	2015	20,683	16,233	21,111	21,361	23,231	19,018	121,640	234,961
	YoY change (%)	3.5	15.4	5.4	6.9	12.3	6.3	8.1	8.7
	YoY change adjusting for the number of business days (%)	8.4	6.0	8.2	—	7.5	—	—	—
LOHACO business	2016	2,827	2,635	2,943	3,117	3,139	3,048	17,710	32,845
	2015	1,860	1,615	1,737	1,646	1,990	2,181	11,032	19,944
	YoY change (%)	52.0	63.1	69.4	89.3	57.7	39.8	60.5	64.7

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

FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2016	3.8	4.3	9.2	4.6	5.0	4.0	5.1
2015	1.8	0.9	4.1	1.3	4.9	3.1	2.6

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2016	0.8	8.5	2.7	3.4	6.8	2.6	4.0	4.5
2015	1.3	5.3	1.9	-5.6	1.1	5.1	1.0	1.8

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

FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2016	4.3	4.0	6.5	3.0	3.3	3.8	4.1
2015	2.6	2.8	4.3	3.1	4.8	3.1	3.4

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2016	2.6	6.4	2.7	3.4	5.1	3.6	3.9	4.0
2015	2.1	5.4	3.7	0.9	3.5	5.5	3.5	3.4