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News Release Dated: December 28, 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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December 2016 Operating Results

The Company released data today on results for December 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 December period this year (November 21, 2016–December 20, 2016) grew 17.7% on a year-on-year basis.

Of the total, non-consolidated net sales of mainstay B-to-B business grew 12.4% on a year-on-year basis and those of LOHACO, which is a growth field, increased 58.4%.

(The number of business day for the B-to-B business was two day more than December 2015 and the number of Saturday was one day less.If these differences are adjusted,the B-to-B business's non-consodated sales for December 2016 would have grown 4.4%.)

The LOHACO business recorded a new high in monthly net sales for the fourth month in a row. The business maintained strong growth.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2017	5	5	3	4	4	4	25
2016	3	4	4	4	4	5	24
Difference	2	1	-1	0	0	-1	1

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

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statements. Net sales for November period this year have been revised in the account settlement process, the revised figures are underlined.

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

	FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
Total	2017	25,207	24,810	23,199	25,374	25,786	26,192	150,571
	2016	23,533	21,615	22,456	23,277	22,636	25,604	139,124
	YoY change (%)	7.1	14.8	3.3	9.0	13.9	2.3	8.2
B-to-B business	2017	21,877	21,649	19,902	21,921	22,175	22,281	129,808
	2016	21,183	19,238	20,010	20,942	20,031	22,581	123,988
	YoY change (%)	3.3	12.5	-0.5	4.7	10.7	-1.3	4.7
	YoY change adjusting for the number of business days (%)	7.8	7.6	6.4	6.5	0.5	5.9	Operation Days (YoY Change) Weekday -2days Saturday +1day
LOHACO business	2017	3,330	3,161	3,296	3,453	3,610	3,910	20,762
	2016	2,349	2,376	2,446	2,334	2,605	3,023	15,135
	YoY change (%)	41.7	33.0	34.8	47.9	38.6	29.4	37.2

	FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2017	28,533							
	2016	24,232	21,371	25,200	25,955	29,222	23,258	149,240	288,365
	YoY change (%)	17.7							
B-to-B business	2017	24,054							
	2016	21,404	18,736	22,257	22,837	26,083	20,210	131,530	255,519
	YoY change (%)	12.4							
	YoY change adjusting for the number of business days (%)	4.4						Operation Days (YoY Change) Weekday +2days Saturday -1day	Operation Days (YoY Change) Weekday 0day Saturday 0day
LOHACO business	2017	4,478							
	2016	2,827	2,635	2,943	3,117	3,139	3,048	17,710	32,845
	YoY change (%)	58.4							

(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
2017	0.5	6.3	-1.6	1.4	5.5	-2.1	1.6
2016	3.8	4.3	9.2	4.6	5.0	4.0	5.1

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2017	6.9							
2016	0.8	8.5	2.7	3.4	6.8	2.6	4.0	4.5

(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
2017	2.8	5.9	1.0	3.2	4.9	0.8	3.1
2016	4.3	4.0	6.5	3.0	3.3	3.8	4.1

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2017	5.1							
2016	2.6	6.4	2.7	3.4	5.1	3.6	3.9	4.0