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: January 30, 2017

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 and Chief Financial Officer
Phone: (03) 4330-5130

January 2017 Operating Results

The Company released data today on results for January 2017. 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 January period this year (December 21, 2016–January 20, 2017) grew 8.6% on a year-on-year basis.

Of the total, non-consolidated net sales of mainstay B-to-B business grew 3.9% on a year-on-year basis and those of LOHACO, which is a growth field, increased 42.1%.

The number of business day for the B-to-B business was one day more than January 2016. If this difference is adjusted, the B-to-B business's non-consolidated sales for January 2017 would have grown 1.7%, a figure which is still affected significantly by where the year-end and New Year holidays fall on the calendar. As a reference, sales grew 7.2% in the period from January 7 to 20, maintaining the existing growth rate.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2017	2	4	5	5	4	3	23
2016	4	5	4	3	3	3	22
Difference	-2	-1	1	2	1	0	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 statements.

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.

---

(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	23,209						
	2016	24,232	21,371	25,200	25,955	29,222	23,258	149,240	288,365
	YoY change (%)	17.7	8.6						
B-to-B business	2017	24,054	19,465						
	2016	21,404	18,736	22,257	22,837	26,083	20,210	131,530	255,519
	YoY change (%)	12.4	3.9						
	YoY change adjusting for the number of business days (%)	4.4	1.7					Operation Days (YoY Change) Weekday +2days Saturday -1day	Operation Days (YoY Change) Weekday 0day Saturday 0day
LOHACO business	2017	4,478	3,743						
	2016	2,827	2,635	2,943	3,117	3,139	3,048	17,710	32,845
	YoY change (%)	58.4	42.1						

(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	1.3						
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	2.6						
2016	2.6	6.4	2.7	3.4	5.1	3.6	3.9	4.0