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News Release Dated: March 28, 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

March 2017 Operating Results

The Company released data today on results for March 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 the March period this year (February 21, 2017–March 20, 2017) declined 9.0% on a year-on-year basis due to the impact of the fire at ASKUL Logi PARK Tokyo Metropolitan.

Of the total, non-consolidated net sales of mainstay B-to-B business declined 3.9% on a year-on-year basis due to some disruption in logistics following the fire, but the decline was limited as the volume of goods handled by ASKUL Logi PARK Tokyo Metropolitan was low at 9% of the total and the other six centers made up for it. To be sure, the growth rate of the B-to-B business for the period is estimated to be 0.8% when the number of business days is adjusted for one fewer day this year, which suggests that the business continued to grow compared with the previous year even after the fire and more recent data shows that the sales have been recovering further.

On the other hand, non-consolidated net sales of LOHACO, 62% of whose goods were handled by ASKUL Logi PARK Tokyo Metropolitan, declined 47% on a year-on-year basis, and the fire continues to have a significant impact on its net sales as the Company is still limiting the time period during which customers can place orders to recover the service level.

The Company aims to fully put LOHACO back on track by the end of September by restoring and expanding the delivery capacity through measures such as setting up a replacement center, etc.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2017	3	4	4	4	4	4	23
2016	4	4	4	4	4	4	24
Difference	-1	0	0	0	0	0	-1

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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.

(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	27,027	23,606				
	2016	24,232	21,371	25,200	25,955	29,222	23,258	149,240	288,365
	YoY change (%)	17.7	8.6	7.2	-9.0				
B-to-B business	2017	24,054	19,465	23,148	21,953				
	2016	21,404	18,736	22,257	22,837	26,083	20,210	131,530	255,519
	YoY change (%)	12.4	3.9	4.0	-3.9				
	YoY change adjusting for the number of business days (%)	4.4	1.7	5.7	0.8			Operation Days (YoY Change) Weekday +2days Saturday -1day	Operation Days (YoY Change) Weekday 0day Saturday 0day
LOHACO business	2017	4,478	3,743	3,879	1,653				
	2016	2,827	2,635	2,943	3,117	3,139	3,048	17,710	32,845
	YoY change (%)	58.4	42.1	31.8	-47.0				

(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	1.1	-3.1				
2016	0.8	8.5	2.7	3.4	6.8	2.6	4.0	4.5

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(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	2.9	-0.8				
2016	2.6	6.4	2.7	3.4	5.1	3.6	3.9	4.0