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News Release Dated: August 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
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August 2017 Operating Results

The Company released data today on results for August 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 August period this year (July 21, 2017 to August 20, 2017) declined 3.8% on a year-on-year basis. Of the total, non-consolidated net sales of mainstay B-to-B business declined 1.4% on a year-on-year basis and those of LOHACO declined 17.9%.

There was one fewer business day compared with August 2016 and if this difference is adjusted, the non-consolidated net sales of B-to-B business in August 2017 would have grown 3.3%. The growth rate of the B-to-B business during the week of the Bon holidays (the week from August 14 [Mon] to 19 [Sat], 2017 compared with the week from August 15 [Mon] to 20 [Sat], 2016) was -8.3%, significantly affected by companies taking longer summer vacations. In comparison of the B-to-B business growth rates after the adjustment of the number of business days, sales in August excluding the Bon holiday week and more recently in September have been progressing at rates exceeding overall August.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2018	4	4	4	4	4	5	25
2017	4	4	4	4	5	5	26
Difference	0	0	0	0	-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.

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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	2018	25,874	25,360	22,323				
	2017	25,207	24,810	23,199	25,374	25,786	26,192	150,571
	YoY change (%)	2.6	2.2	-3.8				
B-to-B business	2018	23,254	22,612	19,616				
	2017	21,877	21,649	19,902	21,921	22,175	22,281	129,808
	YoY change (%)	6.3	4.4	-1.4				
	YoY change adjusting for the number of business days (%)	3.7	―	3.3				Operation Days (YoY Change) Weekday +2days Saturday -2days
LOHACO business	2018	2,619	2,748	2,706				
	2017	3,330	3,161	3,296	3,453	3,610	3,910	20,762
	YoY change (%)	-21.3	-13.0	-17.9				

	FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2018								
	2017	28,533	23,209	27,027	23,606	30,176	22,975	155,528	306,099
	YoY change (%)								
B-to-B business	2018								
	2017	24,054	19,465	23,148	21,953	27,874	20,777	137,274	267,082
	YoY change (%)								
	YoY change adjusting for the number of business days (%)							Operation Days (YoY Change) Weekday -1day Saturday 0day	Operation Days (YoY Change) Weekday +1day Saturday -2days
LOHACO business	2018								
	2017	4,478	3,743	3,879	1,653	2,301	2,197	18,253	39,016
	YoY change (%)								

(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
2018	3.6	2.3	-2.2				
2017	0.5	6.3	-1.6	1.4	5.5	-2.1	1.6

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2018								
2017	6.9	1.3	1.1	-3.1	3.5	0.6	1.8	1.7

(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
2018	2.6	2.1	0.8				
2017	2.8	5.9	1.0	3.2	4.9	0.8	3.1

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2018								
2017	5.1	2.6	2.9	-0.8	3.2	2.2	2.5	2.8