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News Release Dated: May 28, 2018

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 and chief financial officer
Phone: (03) 4330-5130

May 2018 Operating Results

The Company released data today on results for May 2018. For details on total logistics amounts of the B-to-C business, non-consolidated net sales, and year-on-year growth in sales per customer and the number of customers of the B-to-B business, see the Supplementary Information.

Net sales

Total logistics amounts of the B-to-C business for the May period this year (April 21, 2018 to May 20, 2018) grew 139.8% on a year-on-year basis.

Non-consolidated net sales for May period this year (April 21, 2018 to May 20, 2018) grew 9.4% on a year-on-year basis. Non-consolidated net sales of mainstay B-to-B business grew 0.3% on a year-on-year basis and those of LOHACO was 95.8%. (The number of business day for the B-to-B business was one day less than May 2017. If these differences are adjusted, the B-to-B business's non-consolidated sales for May 2018 would have grown 5.7%.)

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

(days)

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2018	3	4	4	3	3	4	21
2017	4	4	3	3	4	4	22
Difference	-1	0	1	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. Starting with the December period this year, the results data include total logistics amounts of the B-to-C business in addition to net sales of LOHACO. Total logistics amounts of the B-to-C business is calculated by adding net sales of Charm Co., Ltd. and transactions via LOHACO Market Place (excluding the Charm Co., Ltd. portion) to net sales of LOHACO.
5. 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. Total logistics amounts of the B-to-C business for March period this year have been revised in the account settlement process, the revised figures are underlined.

(1) Total logistics amounts of the B-to-C business

(million yen)

FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half	
2018	2,630	2,764	2,730	4,120	4,459	4,419	21,124	
2017	3,330	3,161	3,296	3,453	3,610	3,921	20,773	
YoY change (%)	-21.0	-12.6	-17.2	19.3	23.5	12.7	1.7	

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2018	4,886	4,854	4,869	<u>4,838</u>	5,595	5,317	30,361	51,485
2017	4,490	3,757	3,901	1,663	2,316	2,217	18,347	39,121
YoY change (%)	8.8	29.2	24.8	<u>190.9</u>	141.5	139.8	65.5	31.6

(2) Non-consolidated net sales

FY ending/ ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half	
Total	2018	25,874	25,360	22,323	26,793	26,714	26,565	153,631
	2017	25,207	24,810	23,199	25,374	25,786	26,192	150,571
	YoY change (%)	2.6	2.2	-3.8	5.6	3.6	1.4	2.0
B-to-B business	2018	23,254	22,612	19,616	23,771	23,360	23,137	135,752
	2017	21,877	21,649	19,902	21,921	22,175	22,281	129,808
	YoY change (%)	6.3		-1.4	8.4	5.3		4.6
	YoY change adjusting for the number of business days (%)	3.7	4.4	3.3	3.8	2.5	3.8	Operation Days (YoY Change) Weekday +2days Saturday -2days
LOHACO business	2018	2,619	2,748	2,706	3,022	3,353	3,427	17,879
	2017	3,330	3,161	3,296	3,453	3,610	3,910	20,762
	YoY change (%)	-21.3	-13.0	-17.9	-12.5	-7.1	-12.4	-13.9

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2018	28,682	23,525	27,650	28,353	32,435	25,134	165,782
	2017	28,533	23,209	27,027	23,606	30,176	22,975	155,528
	YoY change (%)	0.5	1.4	2.3	20.1	7.5	9.4	6.6
B-to-B business	2018	24,894	19,805	23,850	24,630	27,901	20,833	141,915
	2017	24,054	19,465	23,148	21,953	27,874	20,777	137,274
	YoY change (%)				12.2	0.1	0.3	3.4
	YoY change adjusting for the number of business days (%)	3.5	1.7	3.0	7.0	4.3	5.7	Operation Days (YoY Change) Weekday -1day Saturday 0day
LOHACO business	2018	3,788	3,719	3,800	3,722	4,533	4,301	23,866
	2017	4,478	3,743	3,879	1,653	2,301	2,197	18,253
	YoY change (%)	-15.4	-0.6	-2.0	125.2	96.9	95.8	30.7

(3) 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	4.9	2.0	1.2	2.1	
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	1.3	0.1	1.4	6.0	-1.7	-1.2	0.9	1.5
2017	6.9	1.3	1.1	-3.1	3.5	0.6	1.8	1.7

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(4) 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	3.3	3.2	2.7	2.5
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	2.2	1.7	1.6	5.9	1.8	1.5	2.4	2.4
2017	5.1	2.6	2.9	-0.8	3.2	2.2	2.5	2.8