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News Release Dated: February 28, 2019

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
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February 2019 Operating Results

The Company released data today on results for February 2019. 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 February period this year (from January 21, 2019 to February 20, 2019) grew 21.2% on a year-on-year basis.

Non-consolidated net sales for February period this year grew 11.9% on a year-on-year basis. Non-consolidated net sales of mainstay B-to-B business grew 10.4% on a year-on-year basis. Non-consolidated net sales of LOHACO also grew 21.6%. (The number of business days for the B-to-B business was one day more than February 2018. If these differences were adjusted, the growth of the B-to-B business's non-consolidated sales for February 2019 would have been 5.7%.)

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2019	4	5	5	4	4	4	26
2018	4	5	4	4	4	4	25
Difference	0	0	1	0	0	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:https://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 June differ from those in our quarterly and full-year financial statements.
5. 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

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Co., Ltd. and transactions via LOHACO Market Place (excluding the Charm Co., Ltd. portion) to net sales of LOHACO.

(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
2019	5,610	5,213	5,473	5,479	5,663	5,946	33,387
2018	2,630	2,764	2,730	4,120	4,459	4,419	21,124
YoY change (%)	113.3	88.6	100.4	33.0	27.0	34.6	58.0

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2019	6,067	5,132	5,903					
2018	4,886	4,854	4,869	4,838	5,595	5,317	30,361	51,485
YoY change (%)	24.2	5.7	21.2					

(2) Non-consolidated net sales

FY ending/ ended May 20		June	July	Aug.	Sept.	Oct.	Nov.	1st half
Total	2019	29,678	27,819	25,423	29,029	27,600	29,740	169,111
	2018	25,874	25,360	22,323	26,793	26,714	26,565	153,631
	YoY change (%)	14.7	9.7	13.1	8.3	3.3	12.0	10.1
B-to-B business	2019	25,244	23,793	21,115	24,871	23,273	25,091	143,390
	2018	23,254	22,612	19,616	23,771	23,360	23,137	135,752
	YoY change (%)	8.6	5.2	7.6	4.7	-0.4	8.4	5.6
	YoY change adjusting for the number of business days (%)	4.1		4.9		5.3	2.6	Operation Days (YoY Change) Weekday +2days Saturday -2days
LOHACO business	2019	4,434	4,026	4,128	4,157	4,326	4,648	25,721
	2018	2,619	2,748	2,706	3,022	3,353	3,427	17,879
	YoY change (%)	69.3	46.5	52.5	37.6	29.0	35.6	43.9

FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2019	30,481	22,576	30,953					
	2018	28,682	23,525	27,650	28,353	32,435	25,134	165,782	319,414
	YoY change (%)	6.3	-4.0	11.9					
B-to-B business	2019	25,720	18,785	26,331					
	2018	24,894	19,805	23,850	24,630	27,901	20,833	141,915	277,668
	YoY change (%)	3.3	-5.2	10.4					
	YoY change adjusting for the number of business days (%)		6.2	5.7					
LOHACO business	2019	4,760	3,791	4,622					
	2018	3,788	3,719	3,800	3,722	4,533	4,301	23,866	41,745
	YoY change (%)	25.6	1.9	21.6					

(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
2019	4.1	2.4	3.6	1.5	-1.5	4.1	2.3
2018	3.6	2.3	-2.2	4.9	2.0	1.2	2.1

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2019	0.8	-4.8	4.7					
2018	1.3	0.1	1.4	6.0	-1.7	-1.2	0.9	1.5

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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
2019	4.3	2.7	3.9	3.1	1.2	4.2	3.2
2018	2.6	2.1	0.8	3.3	3.2	2.7	2.5

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2019	2.5	-0.4	5.4					
2018	2.2	1.7	1.6	5.9	1.8	1.5	2.4	2.4