

Disclaimer

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News Release Dated: March 29, 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
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Executive Officer and Chief Financial Officer
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March 2019 Operating Results

The Company released data today on results for March 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 March period this year (from February 21, 2019 to March 20, 2019) grew 11.9% on a year-on-year basis.

Non-consolidated net sales for March period this year grew 5.6% on a year-on-year basis. Non-consolidated net sales of mainstay B-to-B business grew 5.0% on a year-on-year basis. (The note on the B-to-B business's growth rate after being adjusted for the number of business days has been omitted, as there was no difference in the number of business days between March 2019 and the same month a year earlier.) Non-consolidated net sales of LOHACO also grew 9.6%.

The growth rate of total logistics amounts of the B-to-C business and non-consolidated net sales of LOHACO has been affected due to decrease in sales for overseas demand.

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

(days)

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2019	4	4	4	4	4	4	24
2018	4	4	4	4	4	4	24
Difference	0	0	0	0	0	0	0

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.

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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 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	5,415				
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	11.9				

(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		7.6		-0.4	8.4	5.6	
	YoY change adjusting for the number of business days (%)	4.1	5.2	4.9	4.7	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	29,934			
	2018	28,682	23,525	27,650	28,353	32,435	25,134	165,782
	YoY change (%)	6.3	-4.0	11.9	5.6			319,414
B-to-B business	2019	25,720	18,785	26,331	25,855			
	2018	24,894	19,805	23,850	24,630	27,901	20,833	141,915
	YoY change (%)		-5.2	10.4				277,668
	YoY change adjusting for the number of business days (%)	3.3	6.2	5.7	5.0			
LOHACO business	2019	4,760	3,791	4,622	4,078			
	2018	3,788	3,719	3,800	3,722	4,533	4,301	23,866
	YoY change (%)	25.6	1.9	21.6	9.6			41,745

(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

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FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2019	0.8	-4.8	4.7	1.0				
2018	1.3	0.1	1.4	6.0	-1.7	-1.2	0.9	1.5

(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	3.9				
2018	2.2	1.7	1.6	5.9	1.8	1.5	2.4	2.4