



LOHACO restored a marginal profit in the Feb. period of FY5/2019 E-commerce business posted a 49% increase in operating income for 3Q

LOHACO's in-house delivery ratio reached 20%, the goal set at the beginning of FY5/2019, aiming to reach 35% at the end of FY5/2019
LOHACO will focus on transitioning to unique-value E-commerce and accelerate profit improvements through selection and concentration
No change in BtoB strategy. Sustained increase of returns supported by web-focused growth strategy and expansion of long-tail goods.

March 14, 2019
ASKUL Corporation

Note:

This material contains the ASKUL Group's current plans and performance outlook. These plans, forecasts, and other forward-looking statements represent ASKUL's plans and forecasts based on information that is currently available. Actual performance may differ from these plans and forecasts due to a variety of conditions and factors that could occur in the future. This material does not represent promises or guarantees regarding the achievement of these plans.

This material has not been audited by certified public accountants or auditing firms.

For the purposes of this material, LOHACO refers to the online mail-order business for general consumers, launched in October 2012 in alliance with Yahoo Japan Corporation.

B-to-B refers to business-to-business transactions, and B-to-C refers to business-to-consumer transactions.

MRO refers to Maintenance, Repair and Operation, and in this material primarily refers to indirect materials consumed at work sites by companies.

Since the presentation of an overview of consolidated financial statements for the fiscal year ended May 31, 2016, ASKUL has been reporting its operating performances by dividing its organization into the segments of the E-commerce business, Logistics business, and Other. The E-commerce business deals with sales of OA and PC supplies, stationery, office living supplies, office furniture, foods, alcoholic beverages, pharmaceuticals, cosmetics, etc. The logistics business refers to logistics and package transport services that target corporations.

As abbreviations of ASKUL Logi Park, ASKUL Value Center and Open Platform by ASKUL, the acronyms "ALP," "AVC," "OPA" are used, respectively, in this material.

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Introduction: Overview

- I Consolidated Performance for 3Q FY5/2019
- II Steady Improvement in Reduction of Logistics Costs
- III BtoC Profit Improvement Accelerated through Selection and Concentration
- IV BtoB Increasing Returns Becoming Sustainable

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Important Points from 4Q FY5/2019 through FY5/2020

Steady improvement in reduction of logistics costs,
backed by the implementation of in-house delivery, advanced automation, and enhancement of OPA

LOHACO will shift to unique-value E-commerce business.
Product differentiation has been enhanced with the revision of free shipping charge.
Restoration of marginal profit in the Feb. period

Effects of the revision of free shipping charge fully reflected from 4Q onward

BtoB: No change in current strategy.
Increasing returns becoming sustainable
backed by the execution of web-focused growth strategy and expansion of long-tail goods

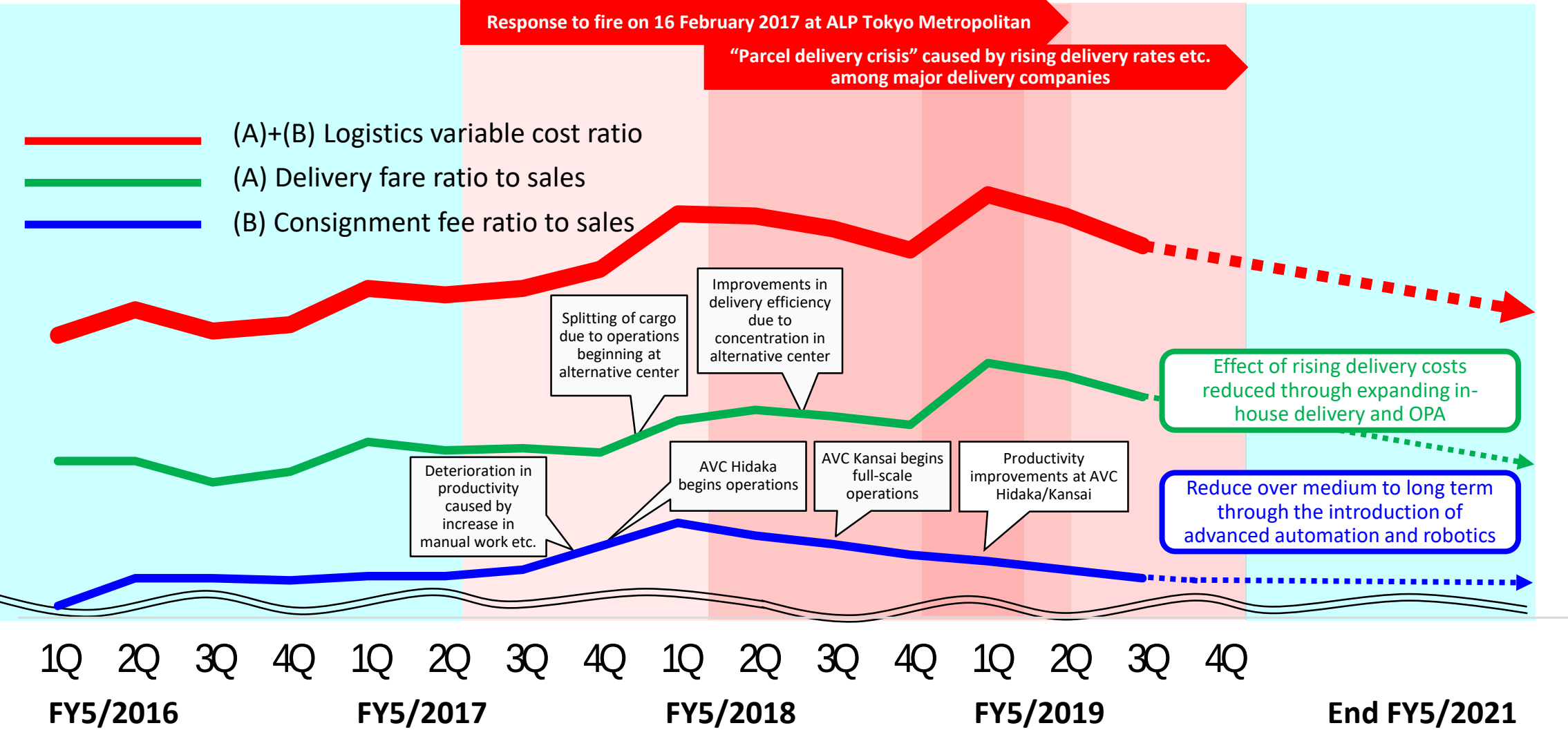
Profit growth accelerated from 4Q FY5/2019
Further growth of earnings in FY5/2020.

Aiming to boost earnings further in FY5/2020.

Steady Improvement in Logistics Cost Reduction

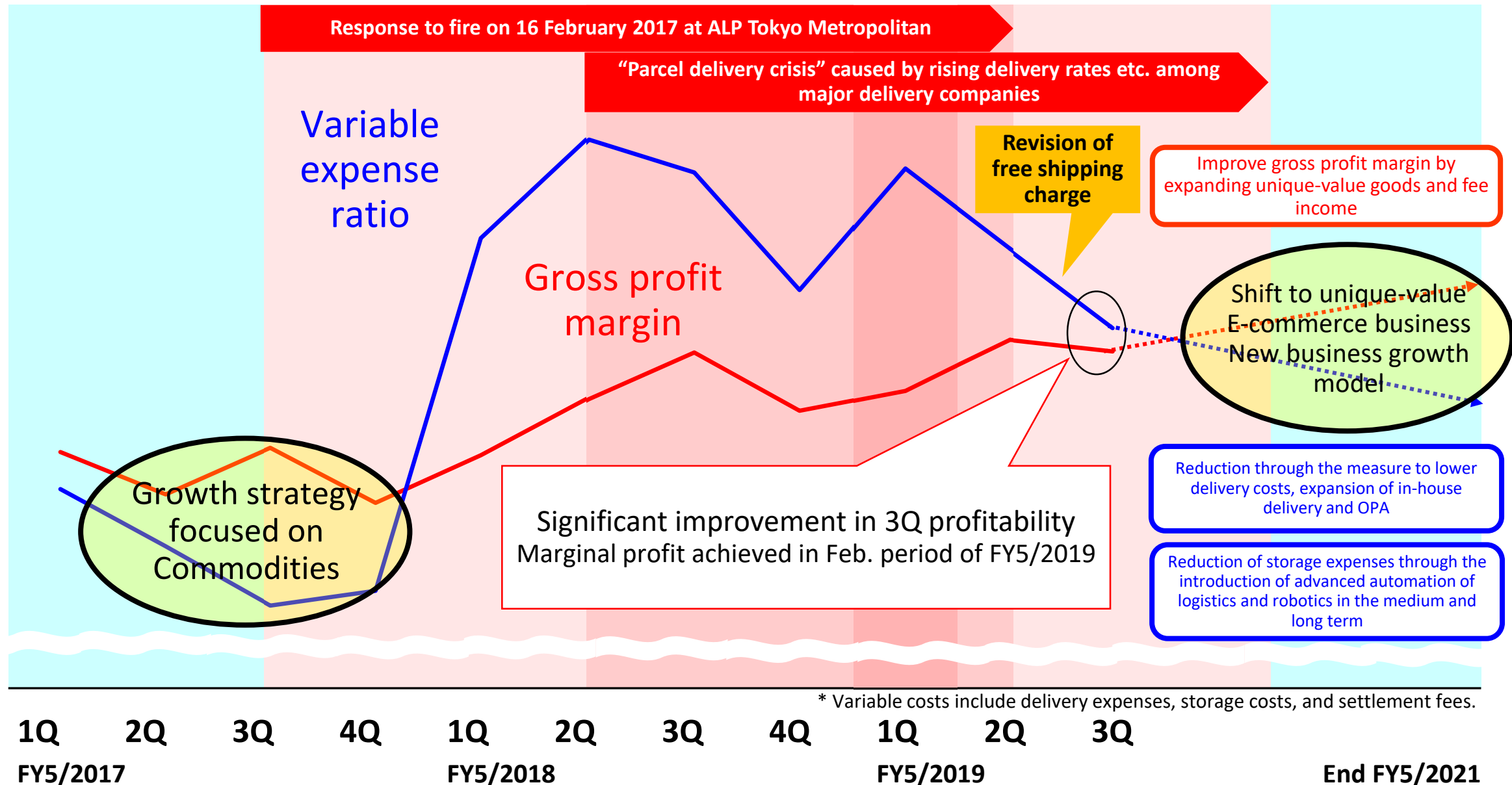
Consolidated

(%)



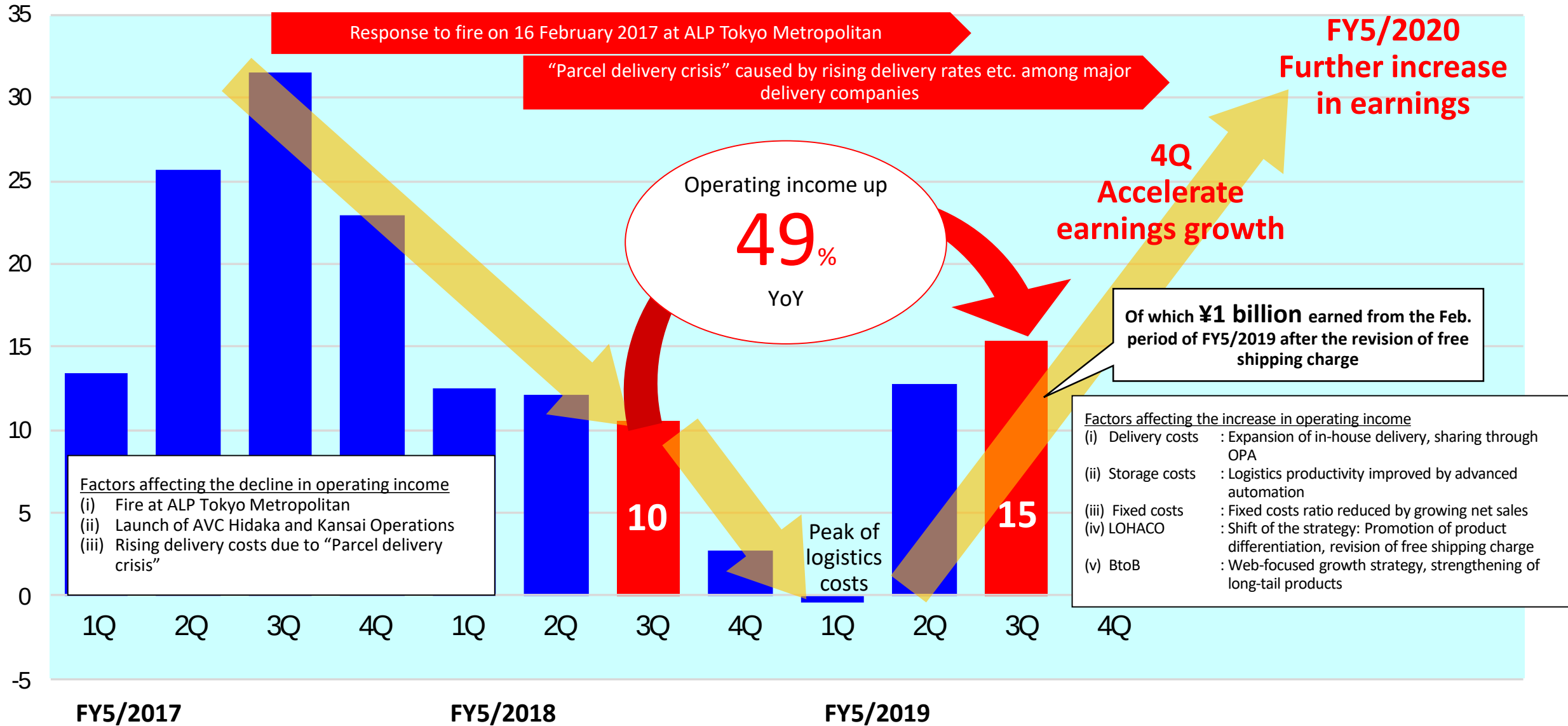
LOHACO Restored its Marginal Profit in the Feb. Period of FY5/2019, Moving to the Stage of Profit Improvement

(%)



E-commerce Business Operating Income by Quarter

(¥billion)



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3Q FY5/2019 Consolidated Performance

	Cumulative results for 3Q FY5/2018		Cumulative results for 3Q FY5/2019		
	¥million	% of net sales %	¥million	% of net sales %	YoY change %
Net Sales	263,978	100.0	288,508	100.0	+9.3
Gross Profit	63,149	23.9	68,125	23.6	+7.9
Selling, General and Administrative Expenses	59,212	22.4	65,694	22.8	+10.9
Operating Income	3,936	1.5	2,431	0.8	-38.2
[Reference] Of the above, E-commerce business	3,521	-	2,810	-	-20.2
Ordinary Income	3,714	1.4	2,322	0.8	-37.5
Net Income Attributable to Owners of the Parent	4,650	1.8	1,115	0.4	-76.0

➤ **Net sales +9.3%**

➤ **Gross profit margin Down 0.3 points YoY**

Asset Management one-time fee of ¥600 million posted in 3Q FY5/2018

➤ **SG&A expenses ratio Up 0.4 points YoY**

✓ AVC Kansai/Hidaka fixed costs Up ¥1.6 billion

✓ Impact of deterioration in delivery costs ratio ¥1.2 billion

✓ Logistics reform costs, etc. ¥1.0 billion

➤ **Operating income ¥2.4 billion**

➤ **Profit**

Including one-time income due to favorable off-balance impact in the first half.

Comparison of Consolidated Performance in 1Q, 2Q, and 3Q FY5/2019

	3Q of FY5/ 2018		1Q of FY5/ 2019		2Q of FY5/ 2019		3Q of FY5/ 2019		
	¥billion	% of net sales	¥billion	% of net sales	¥billion	% of net sales	¥billion	% of net sales	YoY change
		%		%		%		%	%
Net Sales	92.2	100.0	93.9	100.0	97.4	100.0	97.0	100.0	+5.2
Gross Profit	22.4	24.3	21.8	23.3	23.3	24.0	22.8	23.5	+2.0
Selling, General and Administrative Expenses	20.7	22.5	22.0	23.4	22.2	22.8	21.4	22.1	+3.2
Operating Income	1.6	1.8	-0.1	-	1.1	1.2	1.4	1.4	-13.8
[Reference] Of the above, Ecommerce business	1.0	-	0.0	-	1.2	-	1.5	-	+49.6
Ordinary Income	1.6	1.7	-0.1	-	1.1	1.1	1.3	1.4	-15.3
Net Income Attributable to Owners of the Parent	1.2	1.4	-0.2	-	0.5	0.6	0.7	0.8	-36.3

➤ SG&A expenses ratio:
Steady improvement

- ✓ Decline in logistics and delivery costs ratio
- ✓ Decline in fixed costs ratio due to growing net sales

➤ Operating income
E-commerce business up 49.6 %YoY

3Q FY5/2019 Consolidated Performance (By Business)

		Cumulative results for 3QFY5/2018	Cumulative results for 3Q FY5/2019	
		¥billion	¥billion	YoYchange %
Net Sales	B-to-Bbusiness	223.2	234.4	+5.0
	LOHACO	29.1	38.8	+33.3
	B-to-Cbusiness(including Charm)	35.2	49.3	+39.9
	E-commerce business	258.5	283.7	+9.8
	Logisticsbusinessand other	5.4	4.7	-12.9
	Consolidated total	263.9	288.5	+9.3
Operating income	B-to-Bbusiness	9.7	10.4	+7.2
	LOHACO	-6.3	-6.5	-
	B-to-Cbusiness(including Charm)	-6.2	-6.5	-
	Intermediate total	3.5	3.8	+9.7
	Strategic cost	-	-1.0	-
	E-commerce business	3.5	2.8	-20.2
	Logisticsbusinessand other	0.4	-0.3	-
	Consolidated total	3.9	2.4	-38.2

➤ Net sales

BtoB business **growth accelerates, up 5.0%**

BtoC business **also benefits from consolidation of Charm, with growth of 39.9%**

➤ Operating income

BtoB Business **Up 7.2%**

Fixed costs of AVC Kansai and Hidaka Operations, etc.
(BtoB up ¥0.8 billion, BtoC up ¥0.7 billion)

Deterioration in delivery cost ratio

(Mainly due to a rise in delivery cost—positive effects from countermeasures)

(BtoB up ¥0.7 billion, BtoC up ¥0.5 billion)

Logistics reform costs etc.

down ¥1.0 billion (mainly sales promotion expenses)

✓ Expanded use of in-house delivery/advanced logistics automation

✓ Strengthen sales promotions (both BtoB, BtoC)

✓ Strengthen system platform for E-commerce

* The AVC Hidaka/Kansai fixed costs that were categorized by business in the FY5/2018 income statement and the temporary deterioration in logistics productivity have been allocated to operating income for the B-to-B business and LOHACO respectively.

Factors Affecting 3Q FY5/2019 Consolidated Operating Income

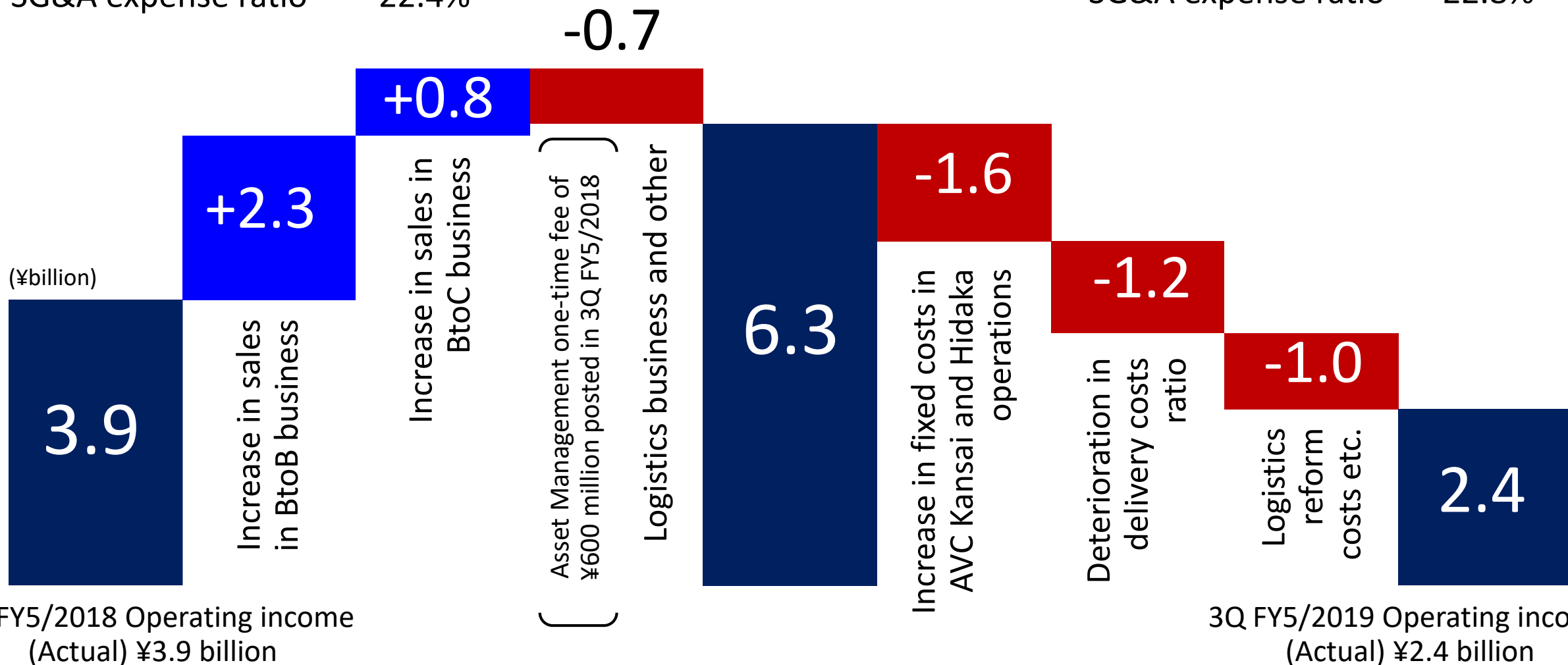
FY5/2018 3Q (Actual)

Net sales +4.9% YoY
Gross profit margin 23.9%
SG&A expense ratio 22.4%

FY5/2019 3Q (Actual)

Net sales +9.3% YoY
Gross profit margin 23.6%
SG&A expense ratio 22.8%

-0.7

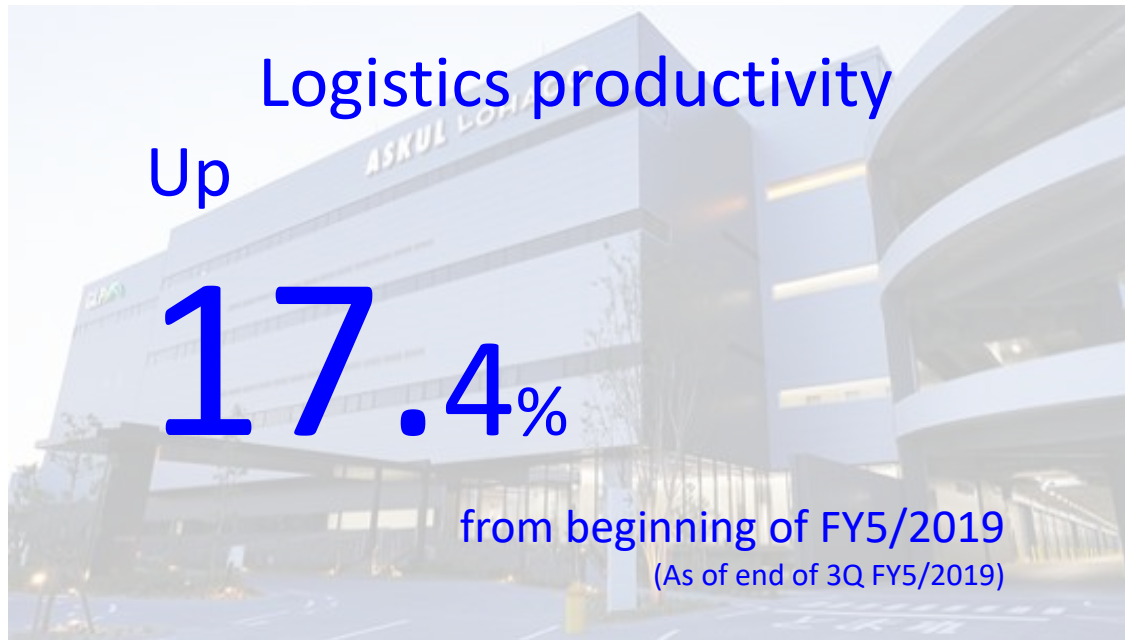


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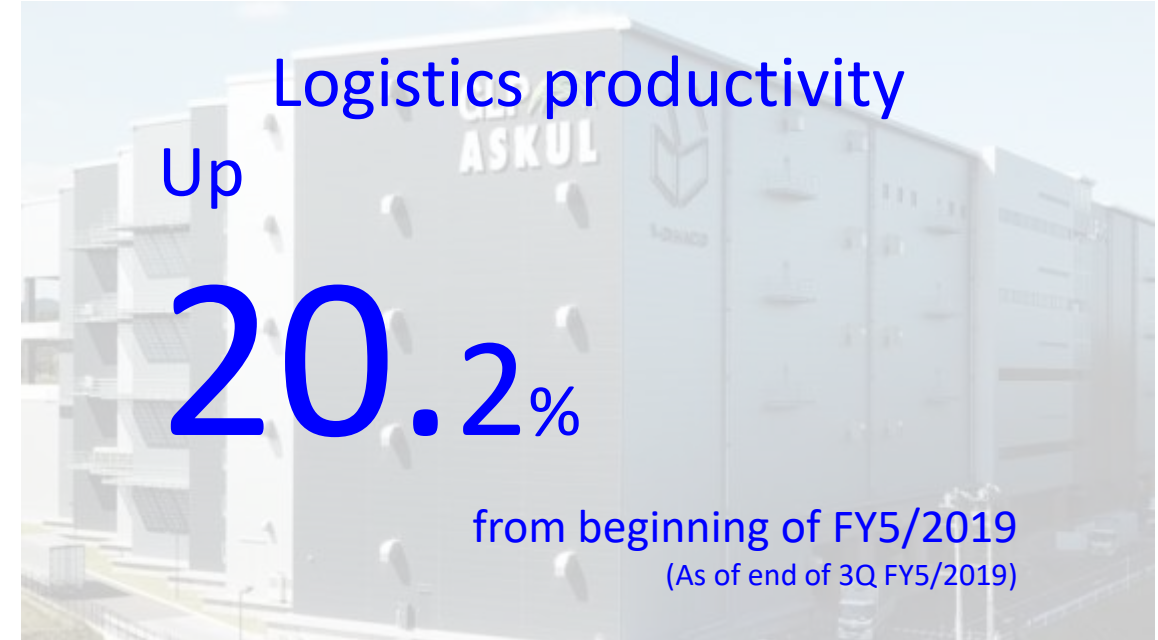
Improvement in Logistics Productivity

AVC Kansai



Improving productivity supported
by volume growth, etc.

AVC Hidaka



Optimizing system-based inventory
allocation for goods, etc.

Complete recovery from the impacts of ALP Tokyo Metropolitan fire

Measures taken to reduce delivery costs

Short term

- ✓ Optimizing packaging sizes
- ✓ Taking goods in to major delivery company locations
- ✓ Introducing transportation between delivery centers etc.

Accomplished in 2Q

Accomplished in 2Q

Medium
term

Accelerating shift to in-house delivery

Long term

Sharing logistics using OPA

BtoC Business

Development of Medium- and Long-Distance Networks

Short
term

Current

Future

Networks
(Among logistics
centers)

Home
delivery
(Last one mile)

Major delivery
companies

Own Group

Own Group

Use networks with local delivery partners gained through BtoB
business

to reduce reliance on major delivery companies

BtoC Business

Development of Medium- and Long-Distance Networks

Short
term

Formation of in-house Group networks between logistics centers

Delivery to customers via routes from AVC Kansai to Nagoya and Fukuoka logistics centers

Operations started on November 20

AVC Kansai

Nagoya Center

ALP Fukuoka

This distribution approach also taken in other areas, to respond to increasing LOHACO shipping volume

200 km

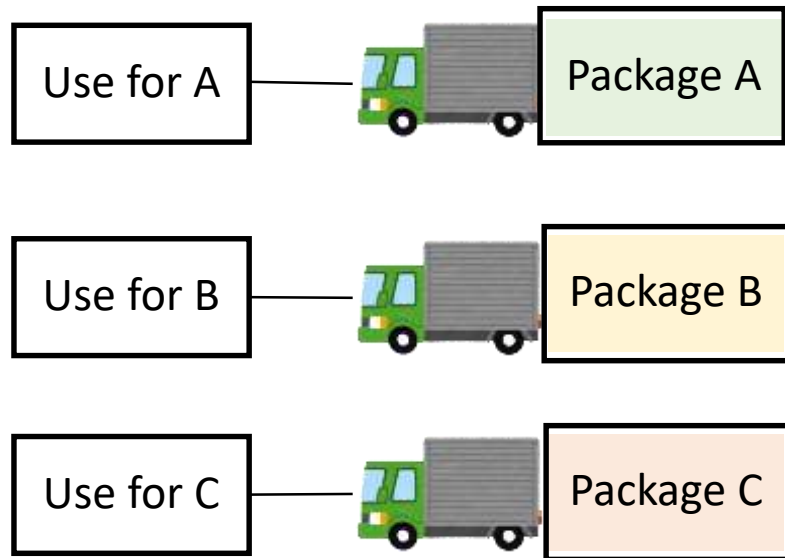
BtoB Business: Modal Shift Initiative

Short
term

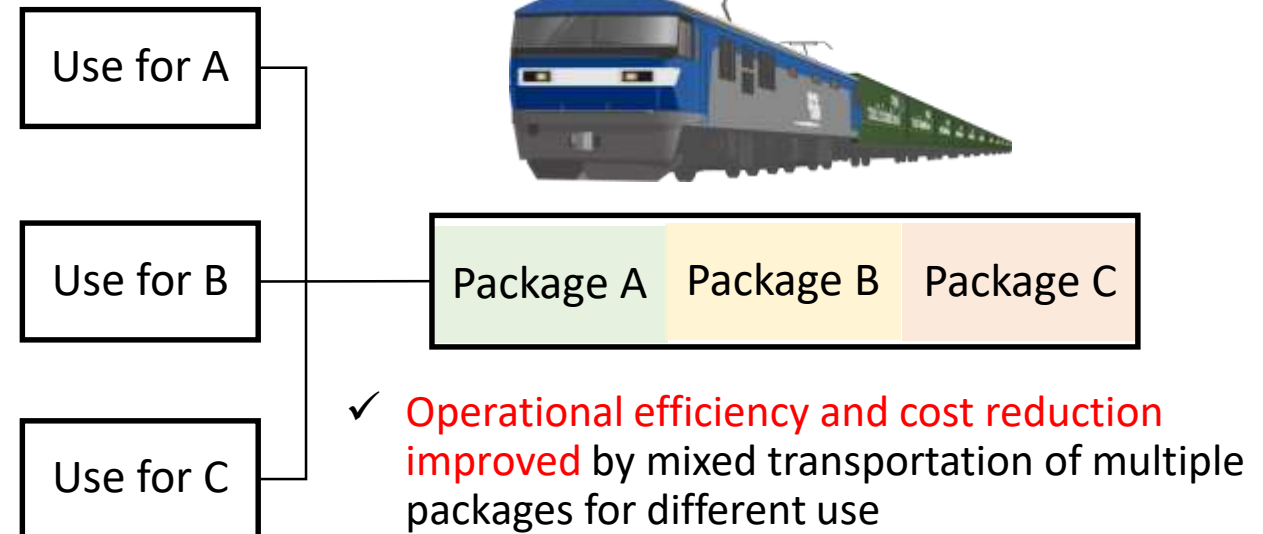
Further cuts in costs and CO₂ emissions

Delivery **by using existing train networks** between Tokyo and Osaka started on February 21

Before



After



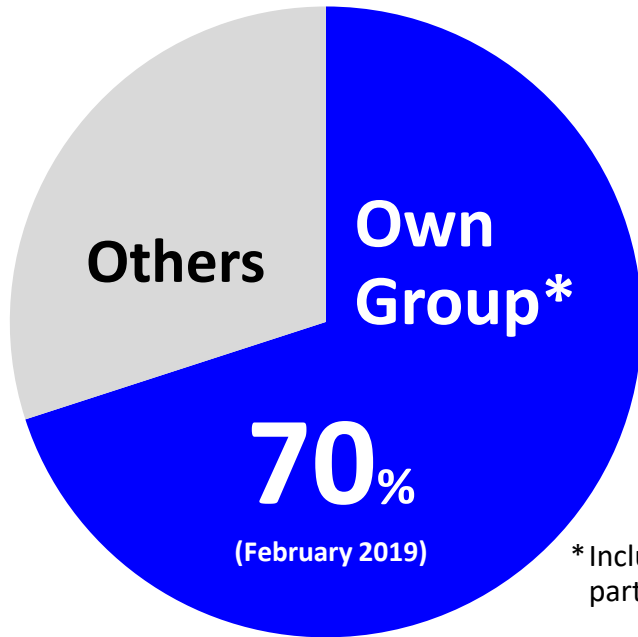
- ✓ Operational efficiency and cost reduction improved by mixed transportation of multiple packages for different use
- ✓ Transport by train will reduce CO₂ emissions equivalent to the volume released from a total of 150 large trucks per year

* Modal shift: shift of transport means from trucks or other automobiles to eco-friendly small trains or ships.

Expansion of In-house Delivery

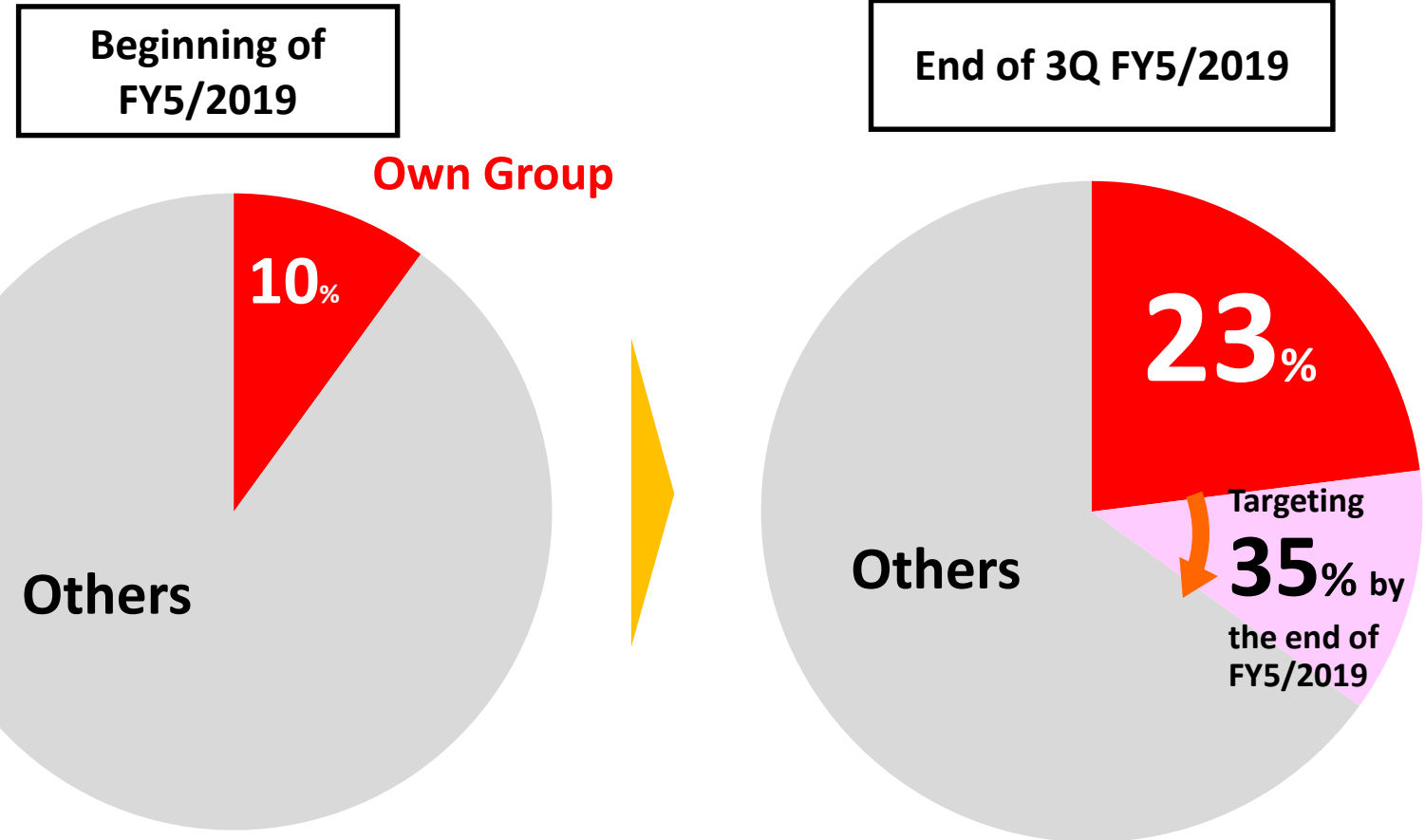
Medium
term

Share of BtoB business delivery



Nationwide in-house
delivery networks
completed

Share of LOHACO delivery



Goal of 20% for FY5/2019 achieved
in 3Q.

Expansion of In-House Delivery (Happy On Time)

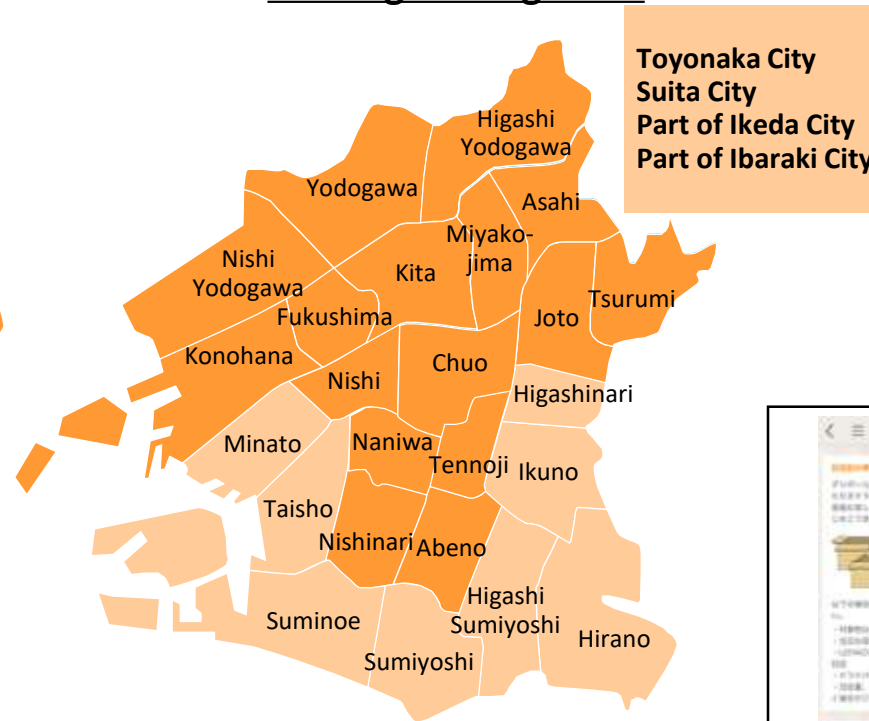
Medium
term

Target areas expanded to 20 wards in
Tokyo, and 16 in Osaka

Tokyo 23 wards



Osaka City + 4 neighboring cities



Happy On Time

Expansion of differentiated
delivery service &
Reduction in delivery costs



Favorable customer
response on the collection
of cardboard boxes and
other services available
only through in-house
delivery.

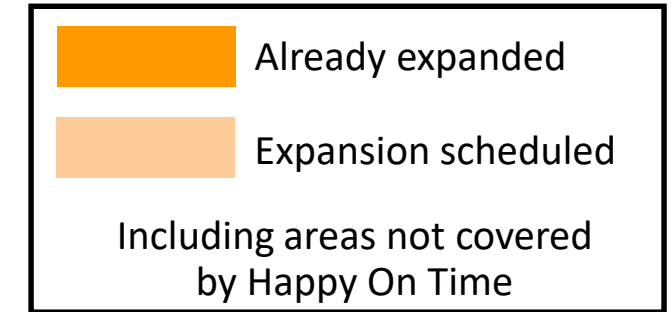
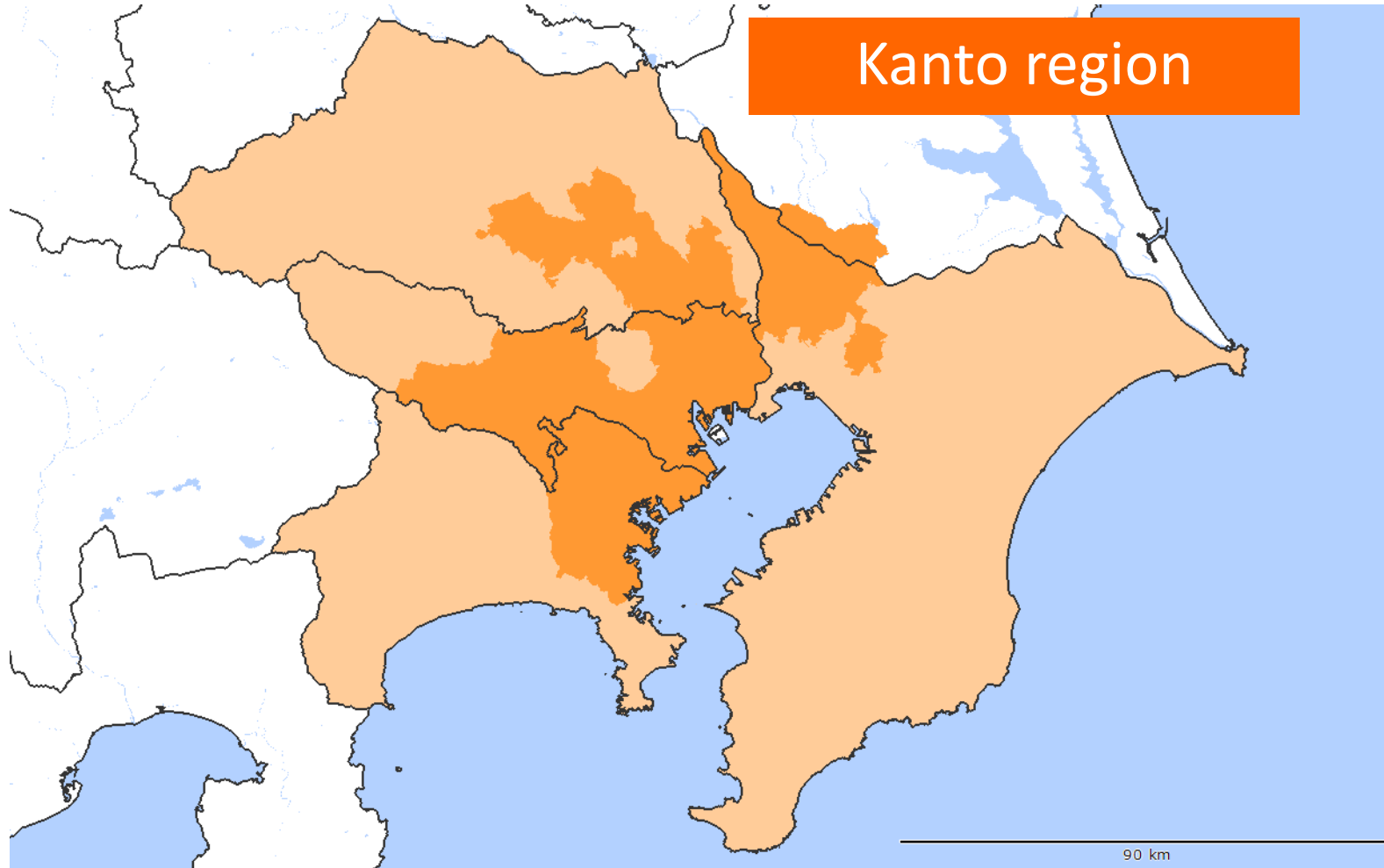
Target area

Already expanded

Expansion scheduled

Expansion of In-House Delivery (BtoC Business)

Medium
term



Expansion focused
on the Kanto region
in FY5/2019.

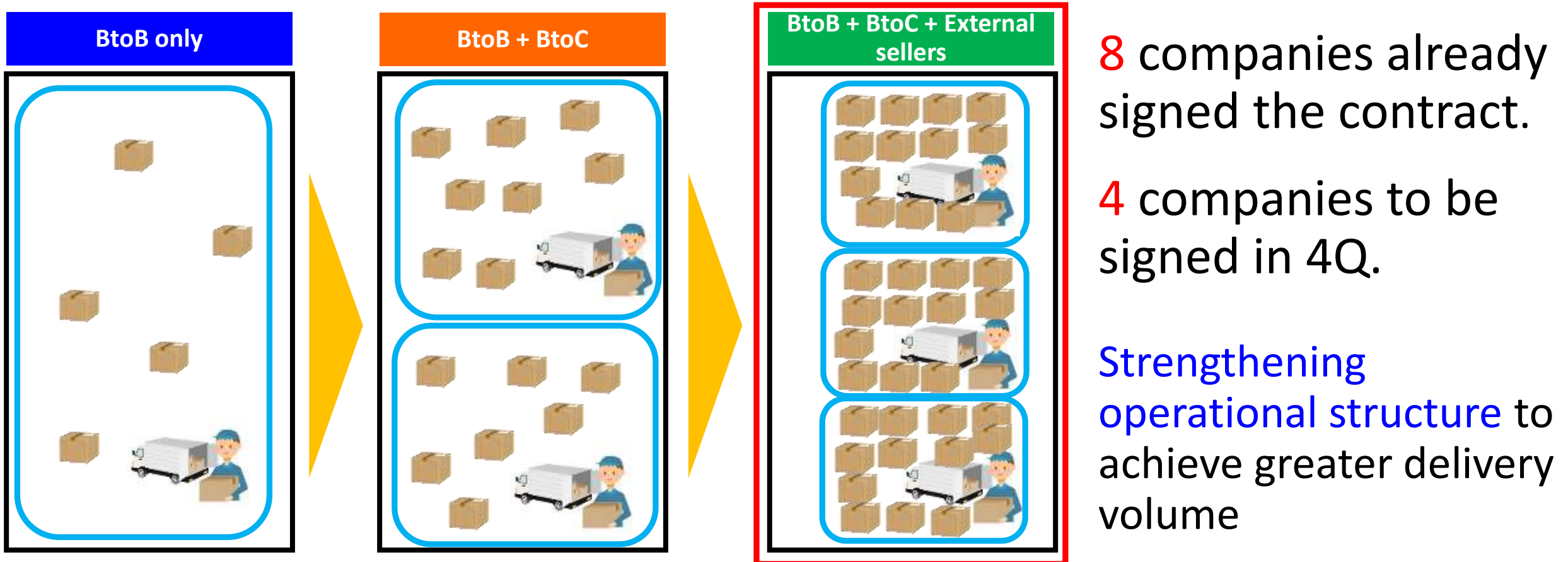
Expand in-house delivery areas
Achieve 35% in FY5/2019, and 40% in FY5/2020

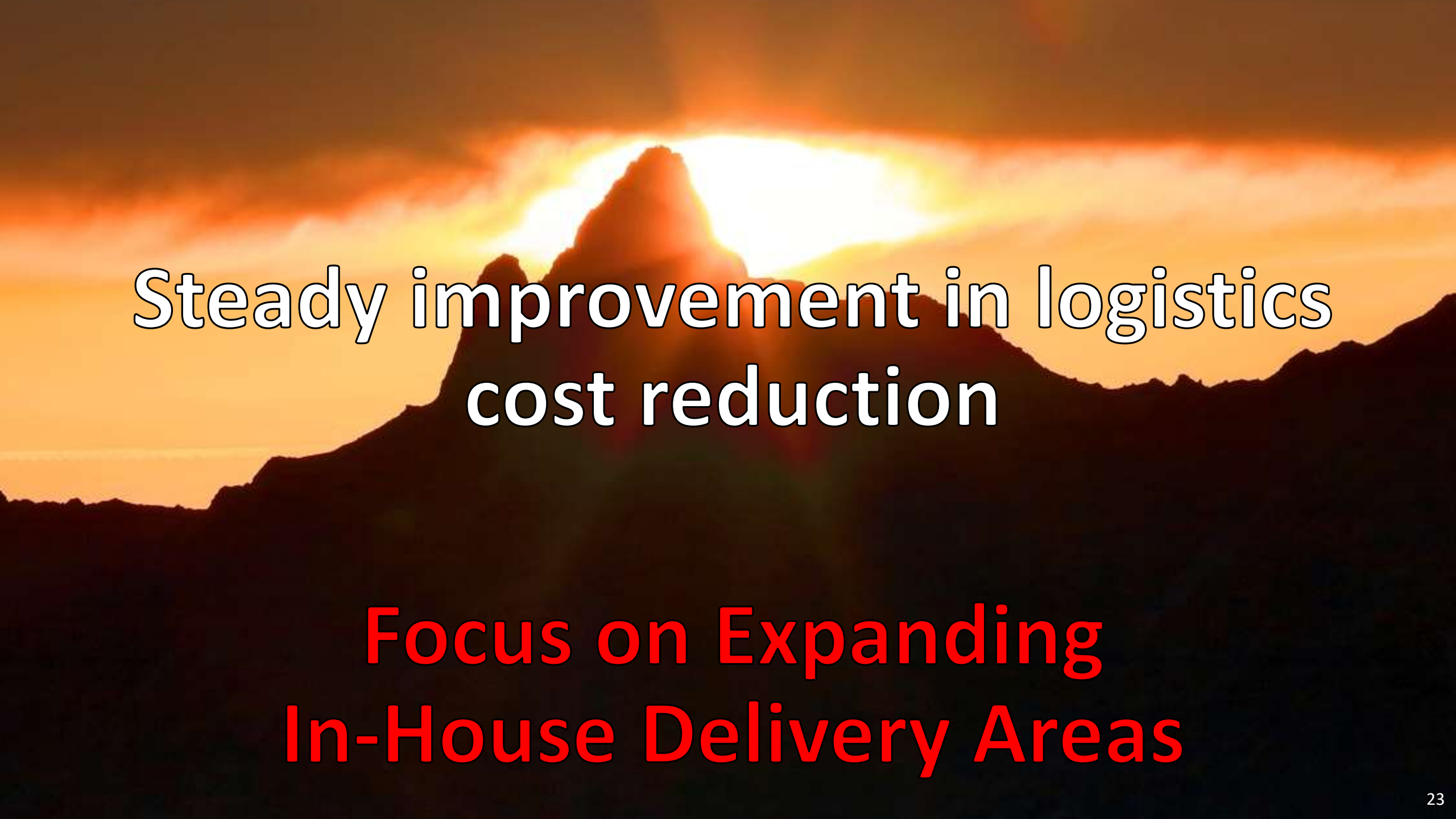
Initiative Ahead of OPA Development

Long term

Provision of delivery services by ASKUL LOGIST, the Group's subsidiary, to external companies

Raise delivery density by increasing delivery volume to reduce delivery costs



A dramatic sunset scene with a bright sun partially obscured by a dark, jagged mountain peak. The sky is filled with orange and yellow clouds, and the foreground shows the dark silhouette of the mountain range.

**Steady improvement in logistics
cost reduction**

**Focus on Expanding
In-House Delivery Areas**

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BtoC

Targeting consumers



LOHACO

LOHACO Will Shift to Its Unique Value E-commerce to Enter Stage of Profit Improvement

**Expansion of goods
focused on commodity
items**

Priority on size



**Expand unique-value
items**

**Shift management
resources**

**Achieve growth
with profit
improvement**

Management Resources Shifted to Pillar of Profitability through Selection and Concentration

- ✓ Accelerate business by strengthening structure to develop unique-value goods
- ✓ Further enhance highly profitable businesses including market place, advertising, and long-tail goods.
- ✓ Improve pace of UI/UX upgrades through departmental transfers of dedicated IT team, and maximize investment effects

New growth toward unique-value E-commerce

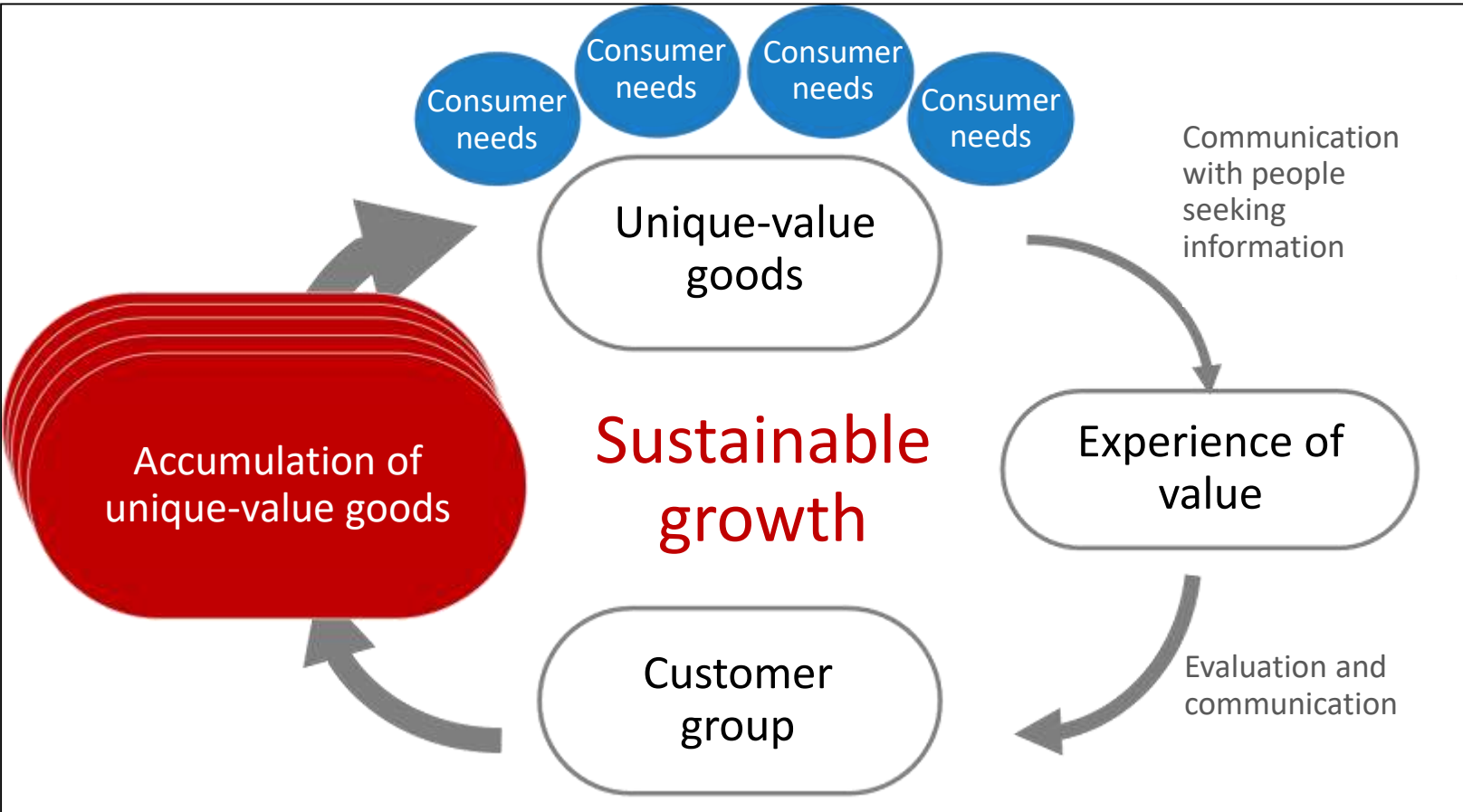
LOHACO: Accelerate Profit Improvement through Selection and Concentration

- (i) Expansion of unique-value goods
- (ii) Increase in fee income
- (iii) Revision of free shipping charge

(i) Expansion of Unique-Value Goods

Speed Up Development of Unique-Value Goods

Extract from the presentation material used at the LOHACO Digital Marketing Consortium 2018 held on Nov. 19, 2018

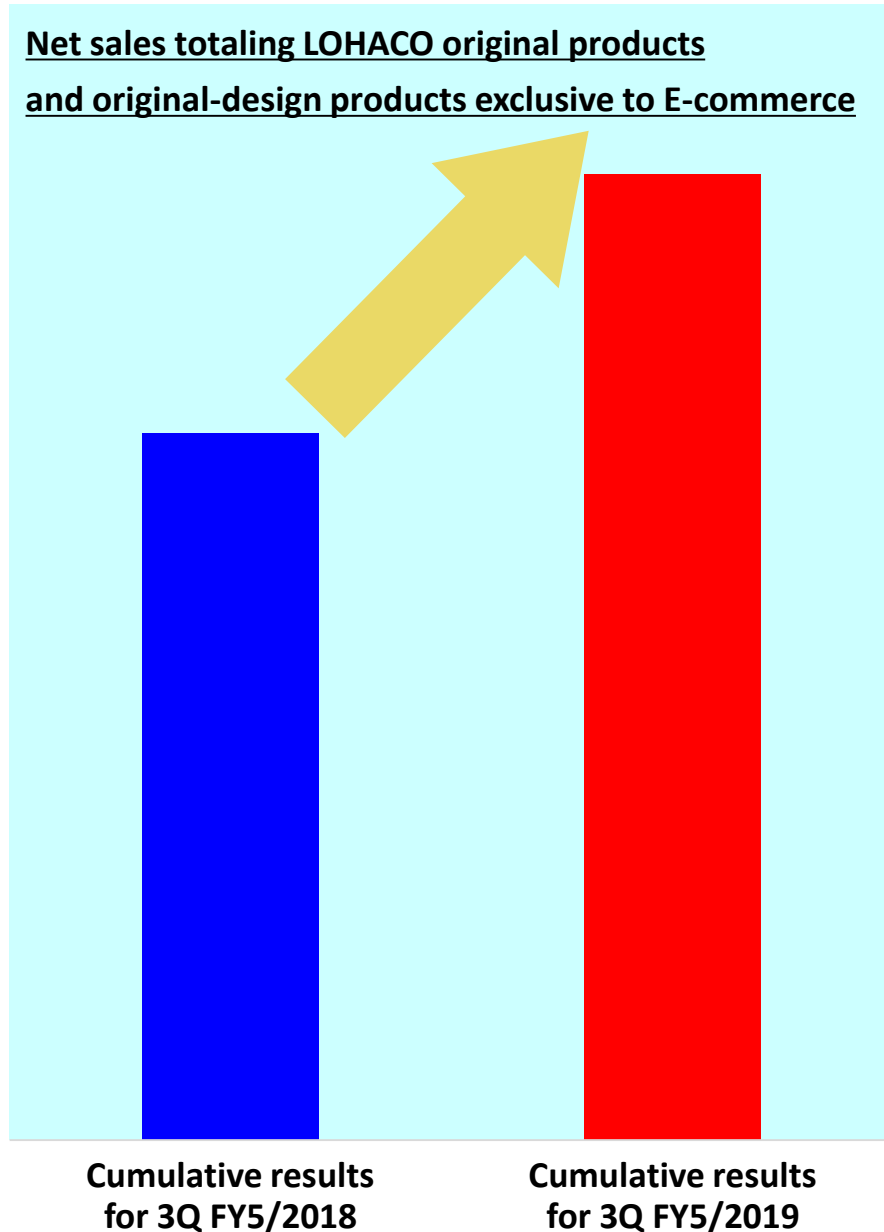


Maximum use
of relationships
with makers

Expansion of Unique-Value Goods

(Yen)

Net sales totaling LOHACO original products
and original-design products exclusive to E-commerce



Original products (released in 3Q)



LOHACO Rice Akitakomachi Released in Dec.



LOHACO Basic Towels Released in Jan.

Original-design products exclusive to e-commerce
(released in 3Q)



Look Plus
Antifungal smoking agent for bathtub
Released in Dec.



Kagome Smile Squeeze
Released in Jan.



Kirei Kirei foaming hand soap
Released in Jan.



Dani Barrier, Anti-mite spray
Released in Feb.



Bufferin Premium/Luna
with a fancy pill case Released in Feb.



Combat Smart for one-year use
with stickers for various types of daily living
Released in Feb.



Cream cleanser
JIF LEMON
Released in Feb.

**Boost gross profit
margin**

Examples of Unique-Value Goods

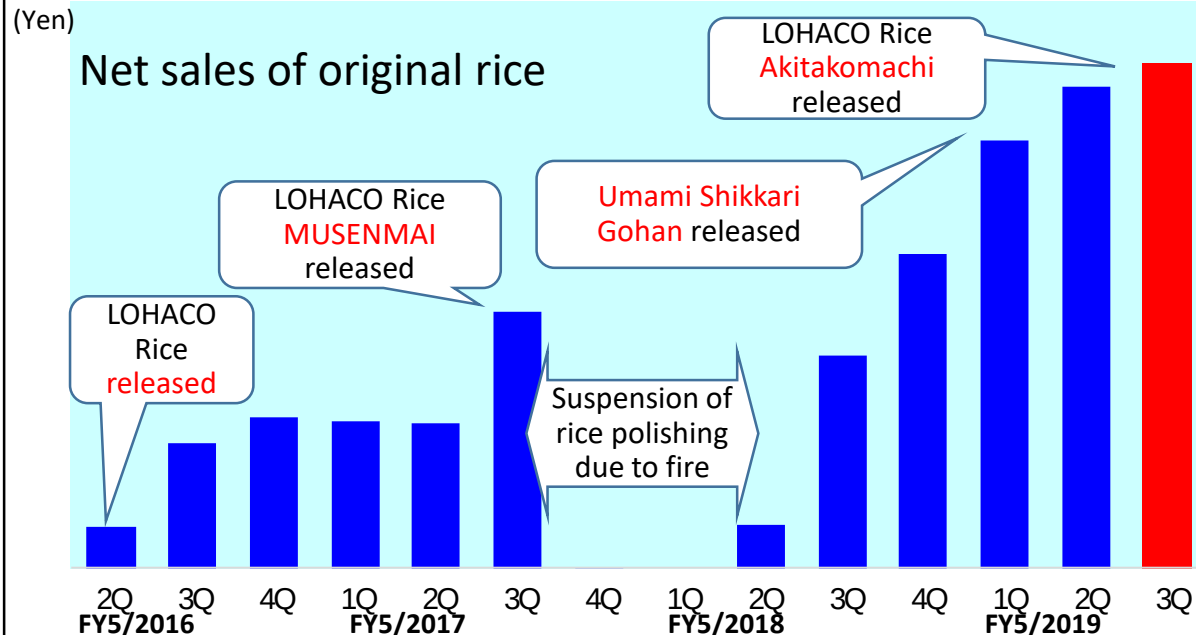
Original Products

In-house polished LOHACO rice

“ASKUL Rice Center” with a rice polisher,
installed on the Logistics Center site
Uniquely polished on the delivery date to
deliver tasty and fresh rice



“Umami Shikkari Gohan” (packed rice)
distinguished in quality and compact
package



Original-Design Products Exclusive to E-Commerce

Rohto Eye Stretch Contact by Rohto Pharmaceutical Co. (eye drop)

Maker's product



One bottle containing 12ml

Products exclusive to LOHACO



4 bottles containing 5ml each

- ✓ Single-use size easy to carry and use anytime
- ✓ Bottle illustrated with four different animals and customer-friendly message

**Favorable
response from
customers**

Net sales share of the
eye drop category
(From sales release through
the Feb. period of FY5/2019)

15%

(ii) Increase in Fee Income

Expand Marketplace

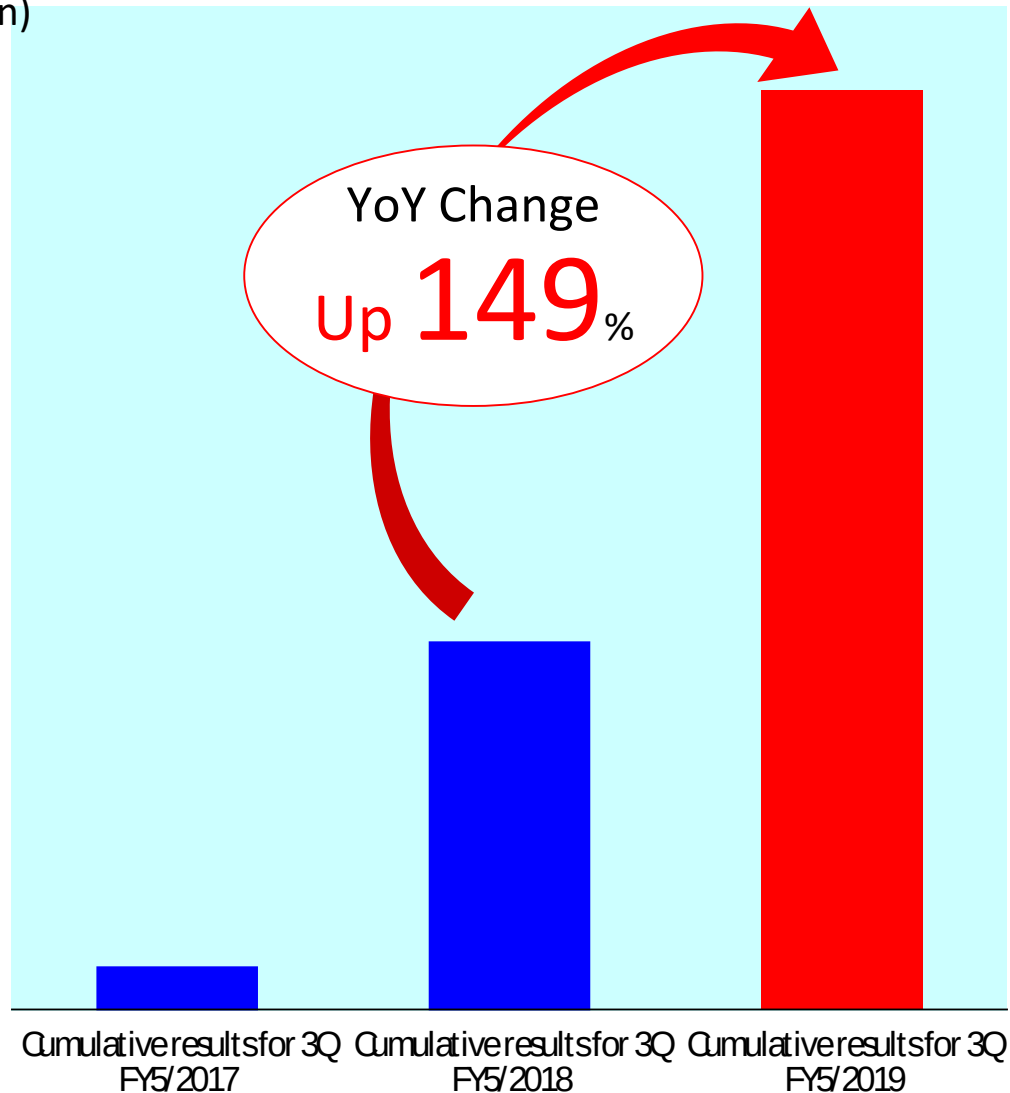
Total value
distributed has
grown dramatically



Growth
in fee income

LOHACO marketplace total value distributed

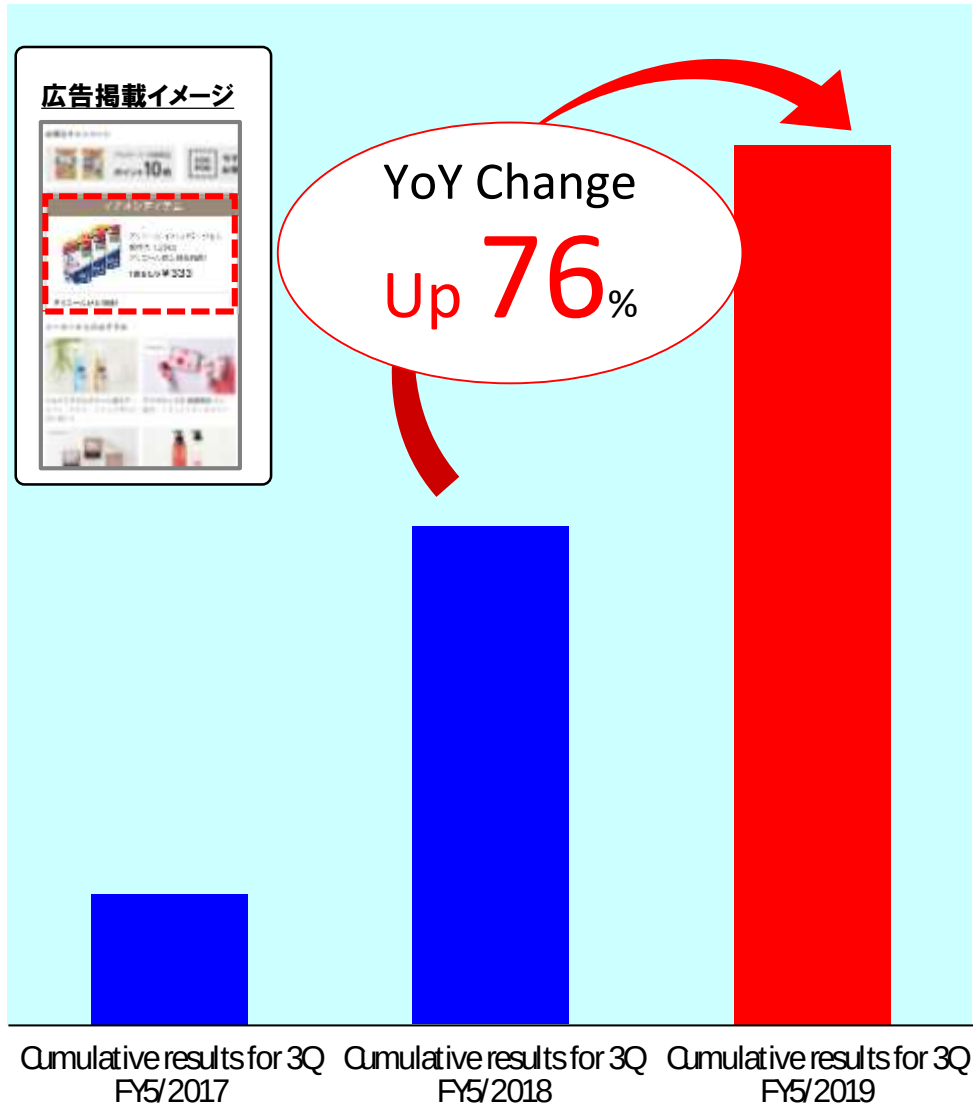
(Yen)



Growth in Advertising Fee Income

(Yen)

Advertising fee income



Implementation of
advertisement with strong sales
effects by using big data



Growth
in fee income

(iii) Revision of Free Shipping Charge

LOHACO Revision of Free Shipping Charge

Headquarters

Starting from 6:00 p.m. on Jan. 10

(Current)

(After revision)

¥1,900 ⇒ ¥3,240

No basic delivery fees for a purchase order of
above price or higher (incl. tax)

Basic delivery fees (incl. tax)

¥350 ⇒ ¥216

Yahoo! Shopping Store

Starting from 4:00 p.m. on Feb. 4

(Current)

(After revision)

¥3,240 ⇒ ¥3,780

No basic delivery fees for a purchase order of
above price or higher (incl. tax)

Basic delivery fees (incl. tax)

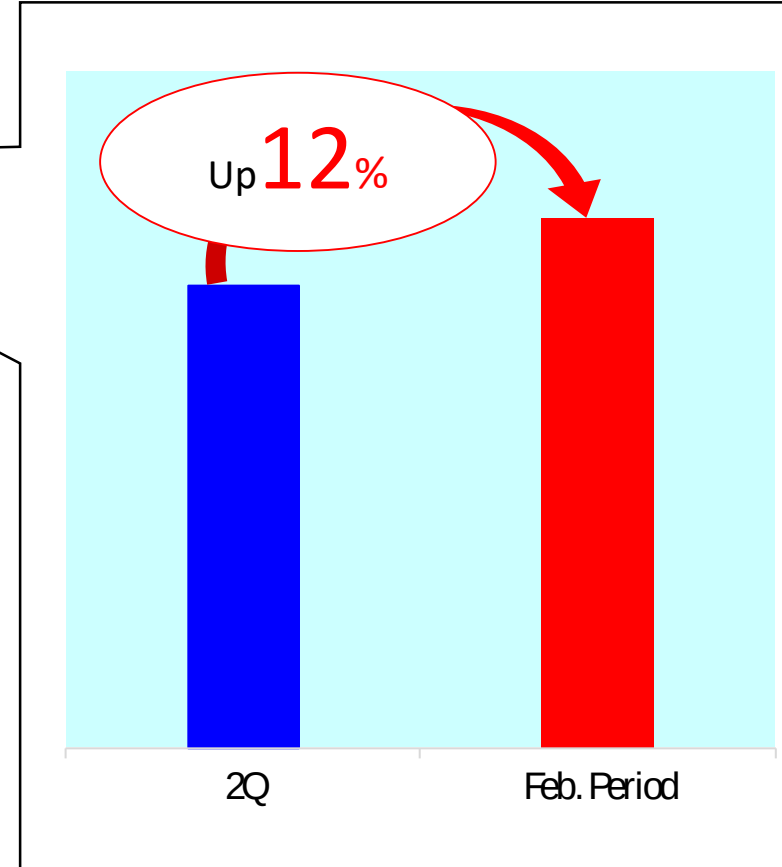
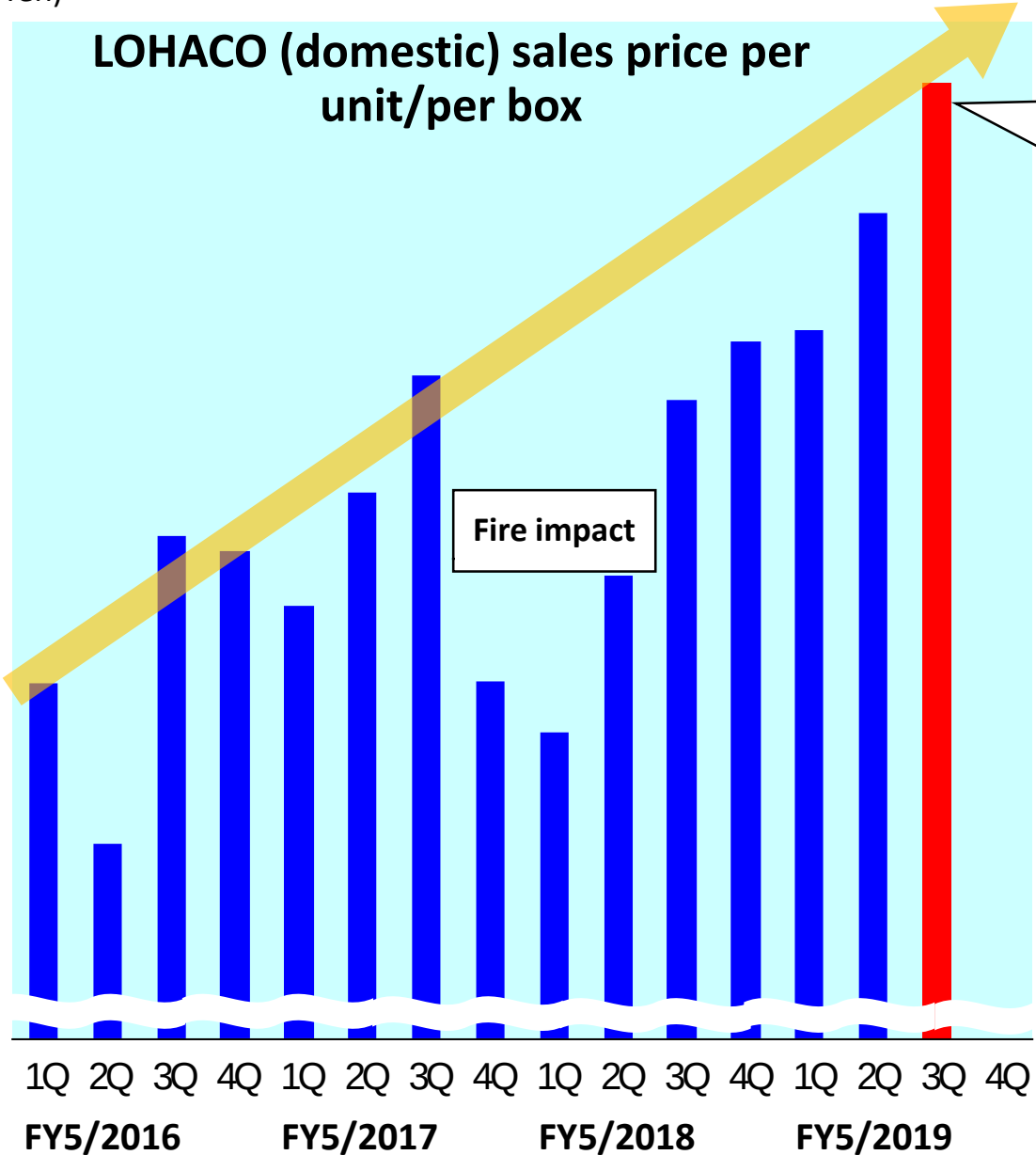
No change ¥540

Effects of Revising LOHACO Free Shipping Charge

(Yen)

LOHACO (domestic) sales price per unit/per box

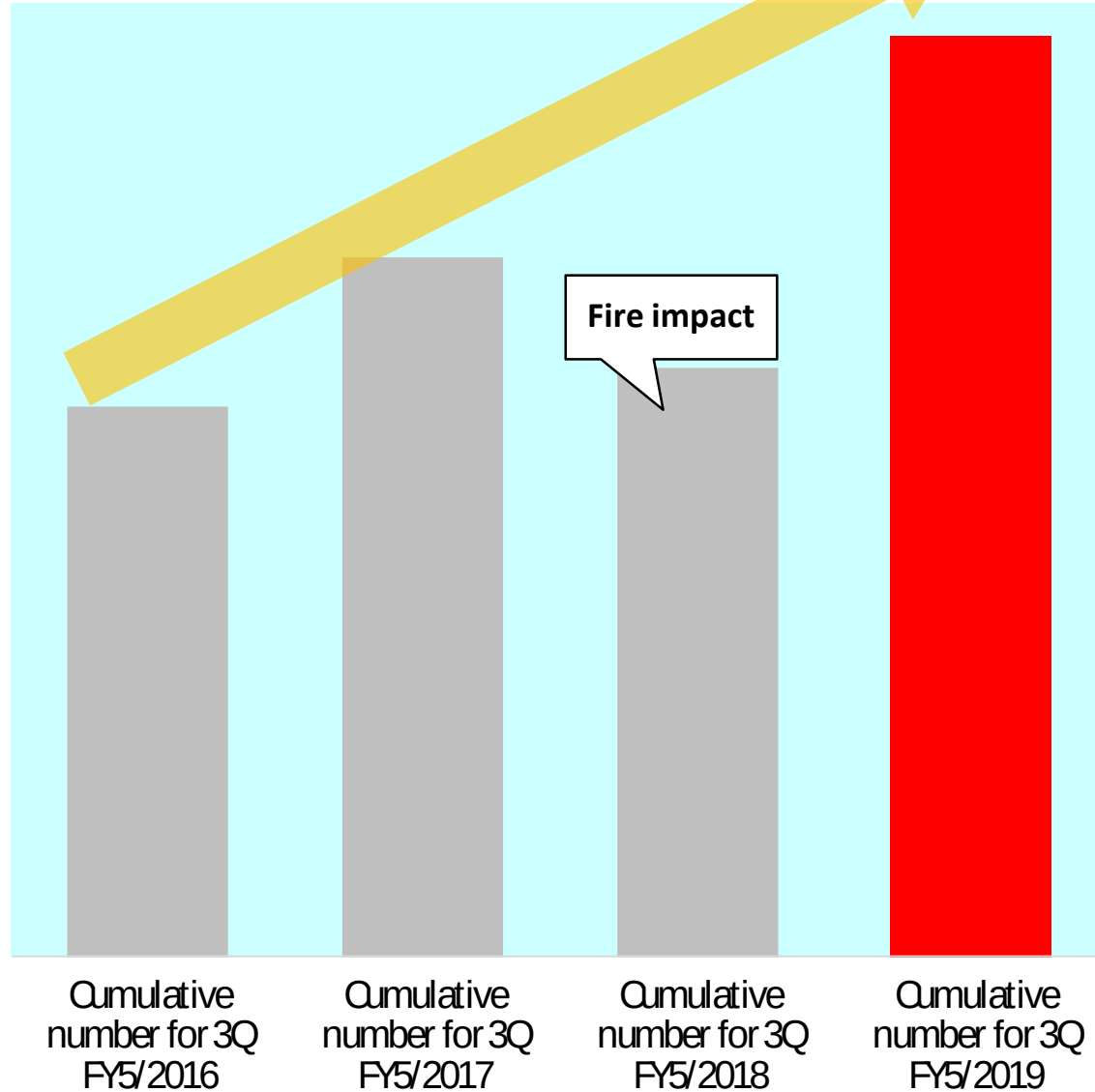
Fire impact



Rising sales price
per unit/per box
due to more purchase items

LOHACO: Number of New Customers

(Persons)



+

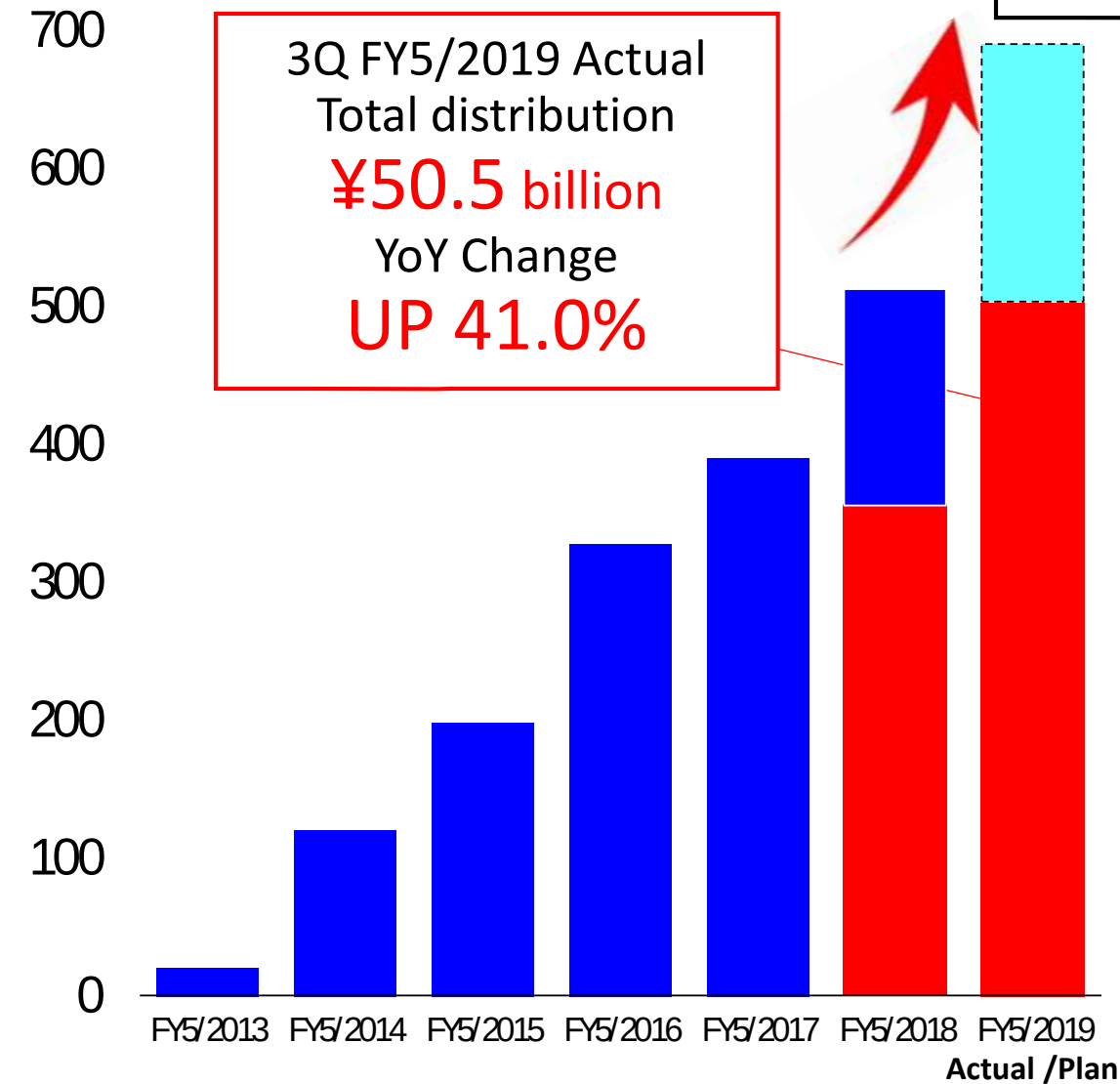
LOHACO Yahoo! Shopping Store ranked

No. 1 as “2018’s most popular store for women of Yahoo! Shopping.”

Boost the number of new customers
due to closer collaboration with Yahoo

BtoC total value distributed*

(¥billion)



FY5/2019 Plan
¥69.2 billion
YoY Change UP 34.0%

Achieve new growth
toward execution of
unique-value
E-commerce



**LOHACO will Focus on Shifting to
Unique-Value E-Commerce
Accelerate profit Improvement through
Selection and Concentration**

Introduction: Overview

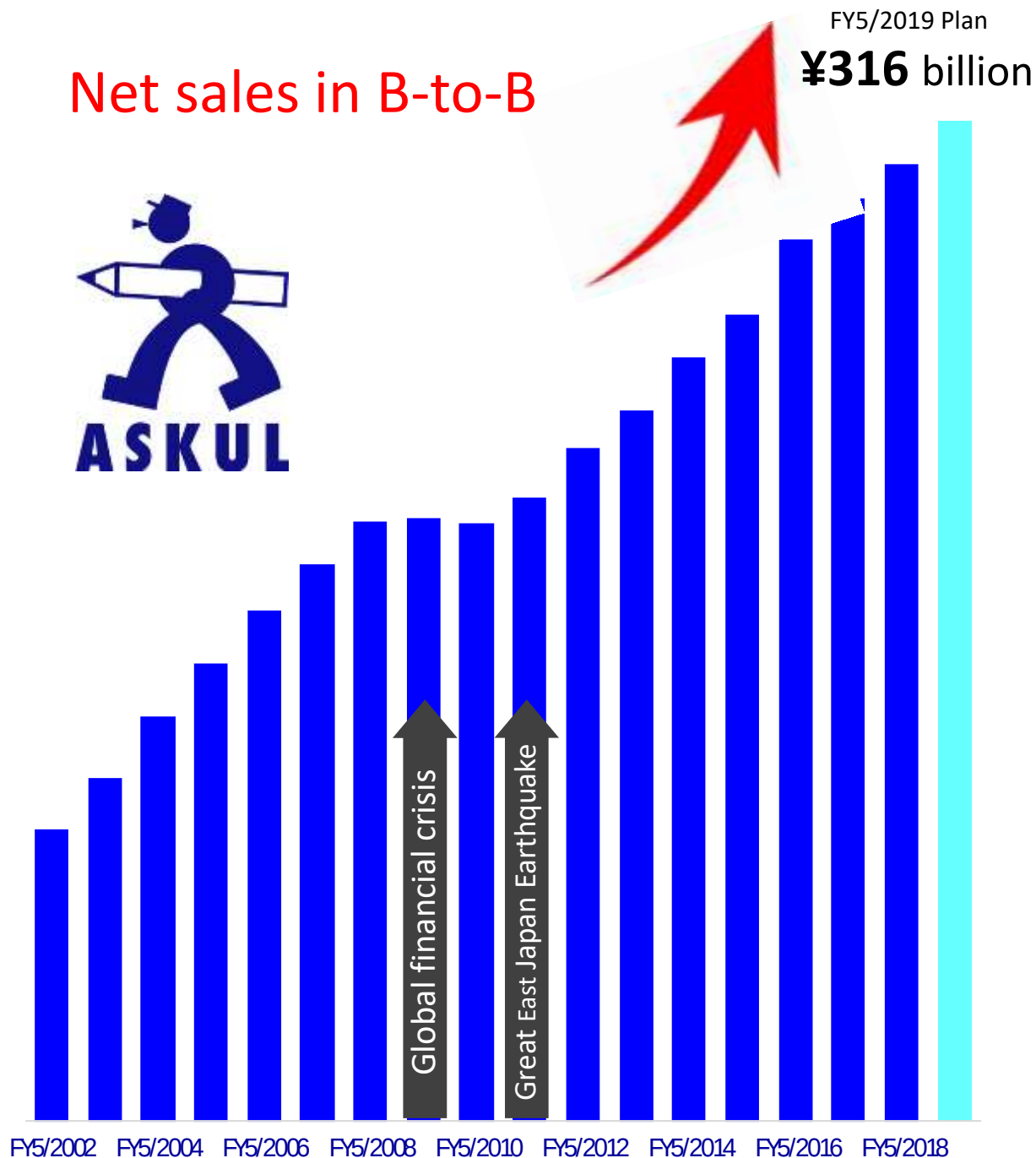
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For Offices Involved in BtoB Business



ASKUL

Net sales in B-to-B



**Rock-solid
growth
continues**

Conceptual Drawing of BtoB Strategy



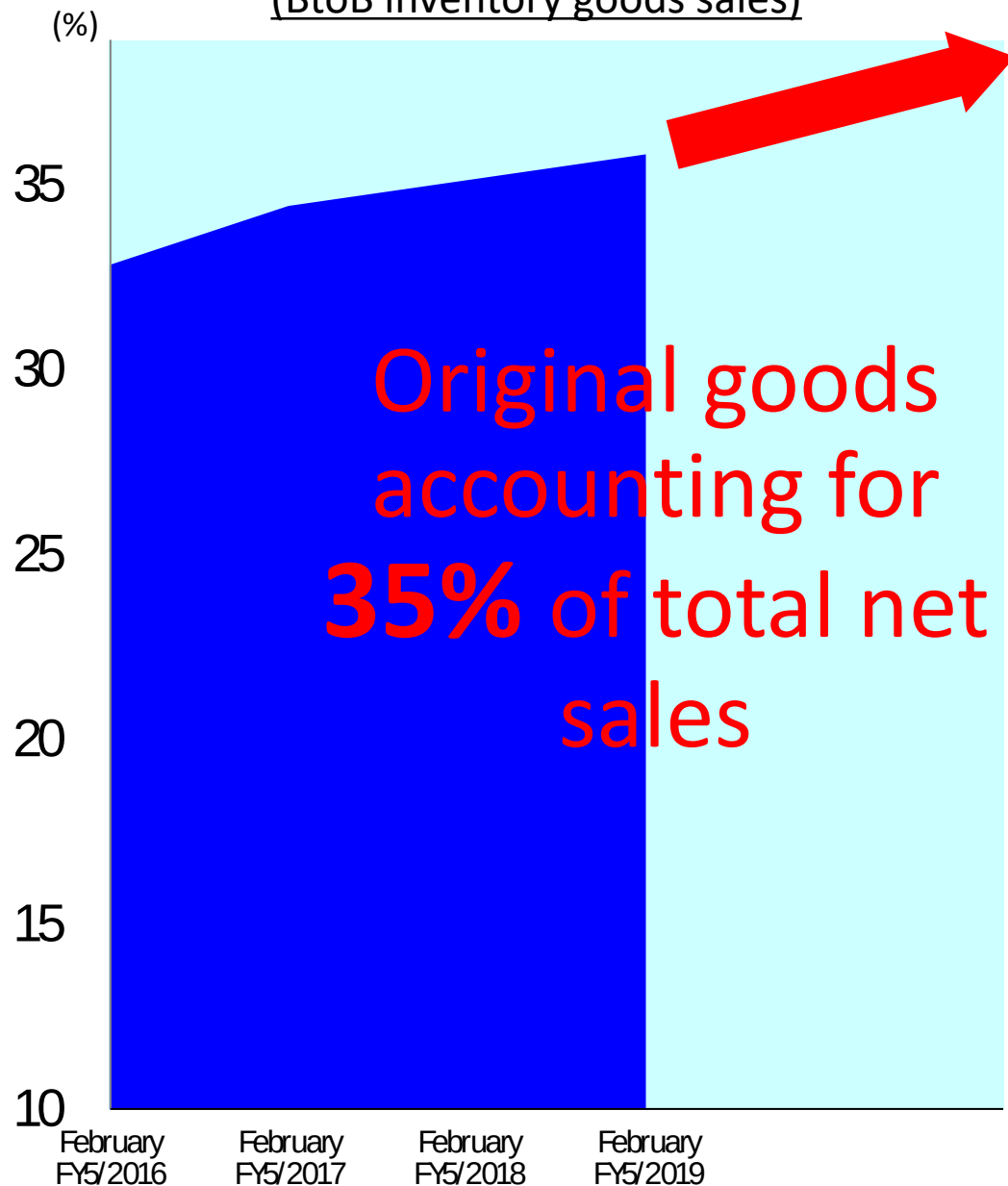
Maximize opportunities on both axes
to win customers and ensure purchases

BtoB Business: Increasing Returns Becoming Sustainable

- (i) Further increase in the ratio of original goods
- (ii) Expansion of share backed by strong growth of long-tail items
- (iii) Increase in net sales backed by continued website evolution

(i) Further increase in the ratio of original goods

Ratio of original goods*
(BtoB inventory goods sales)

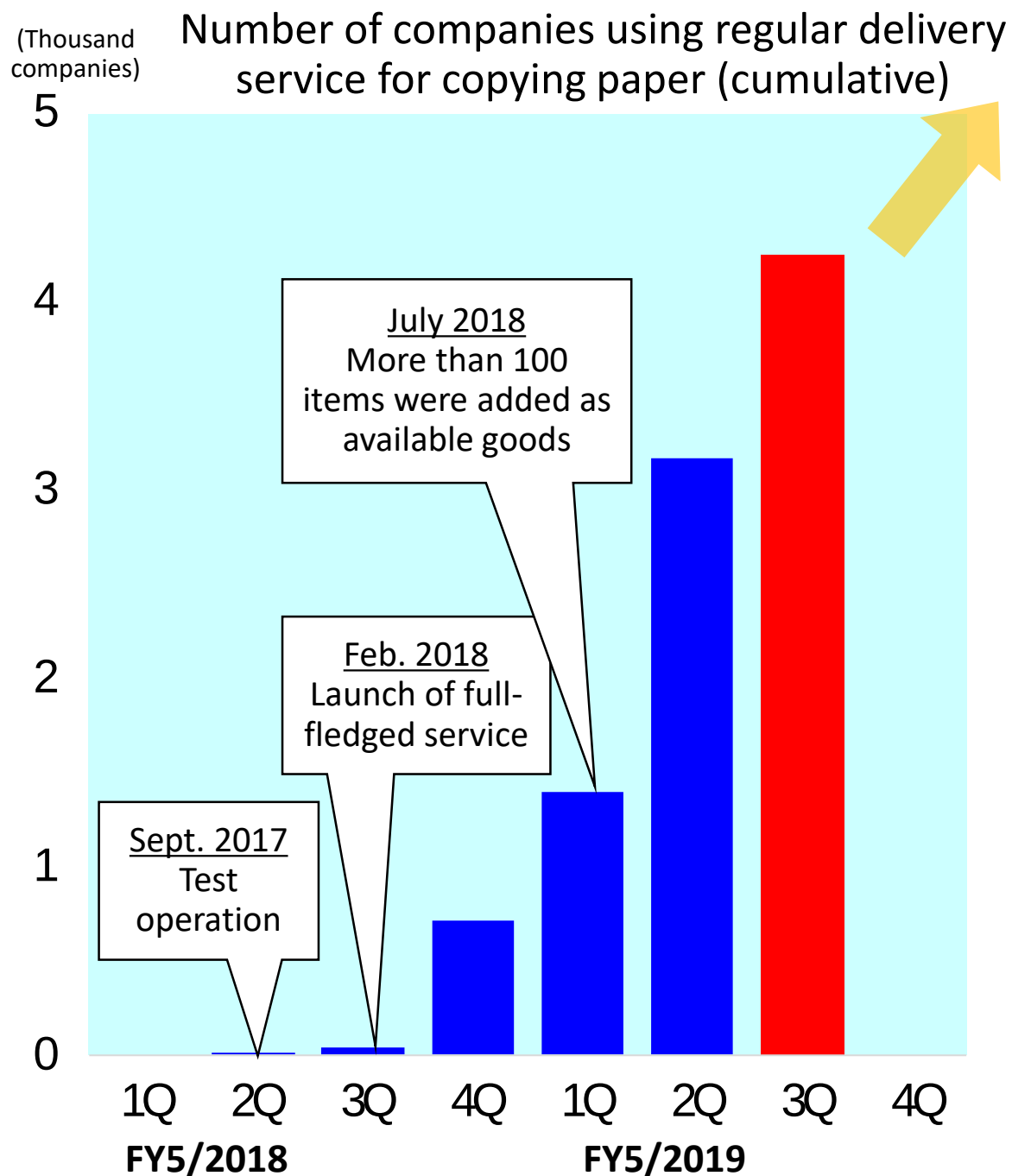


Newly released original goods
listed in a new catalogue:

+ 300 items



* Original products include products exclusive to Askul



New IoT Service launched in February, in addition to regular delivery service

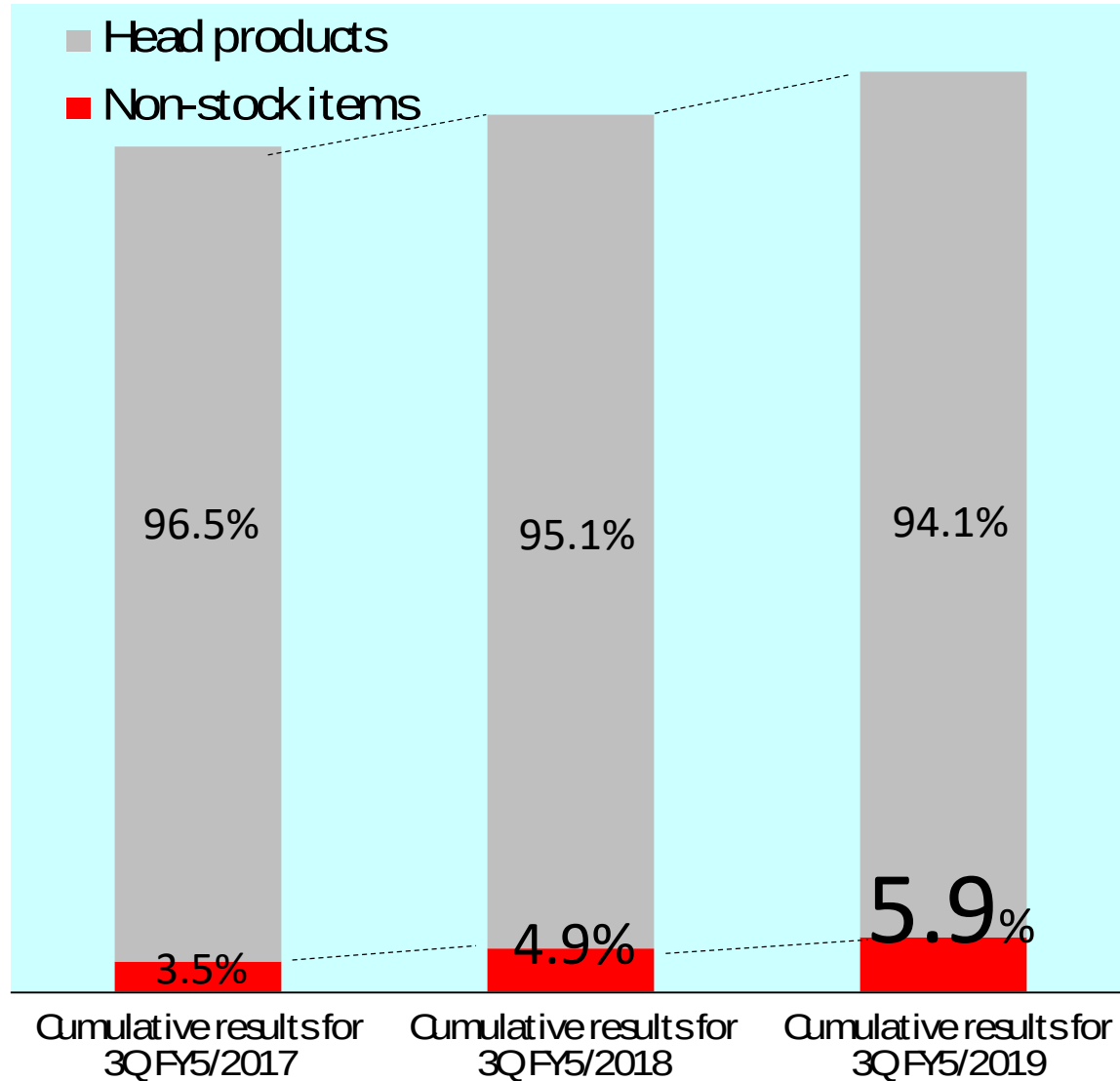


Service evolution of head products

Strengthening of customer base

(ii) Expansion of share backed by significant growth of long-tail products

(Yen) BtoB sales as a percentage of net sales



Sales of non-stock items

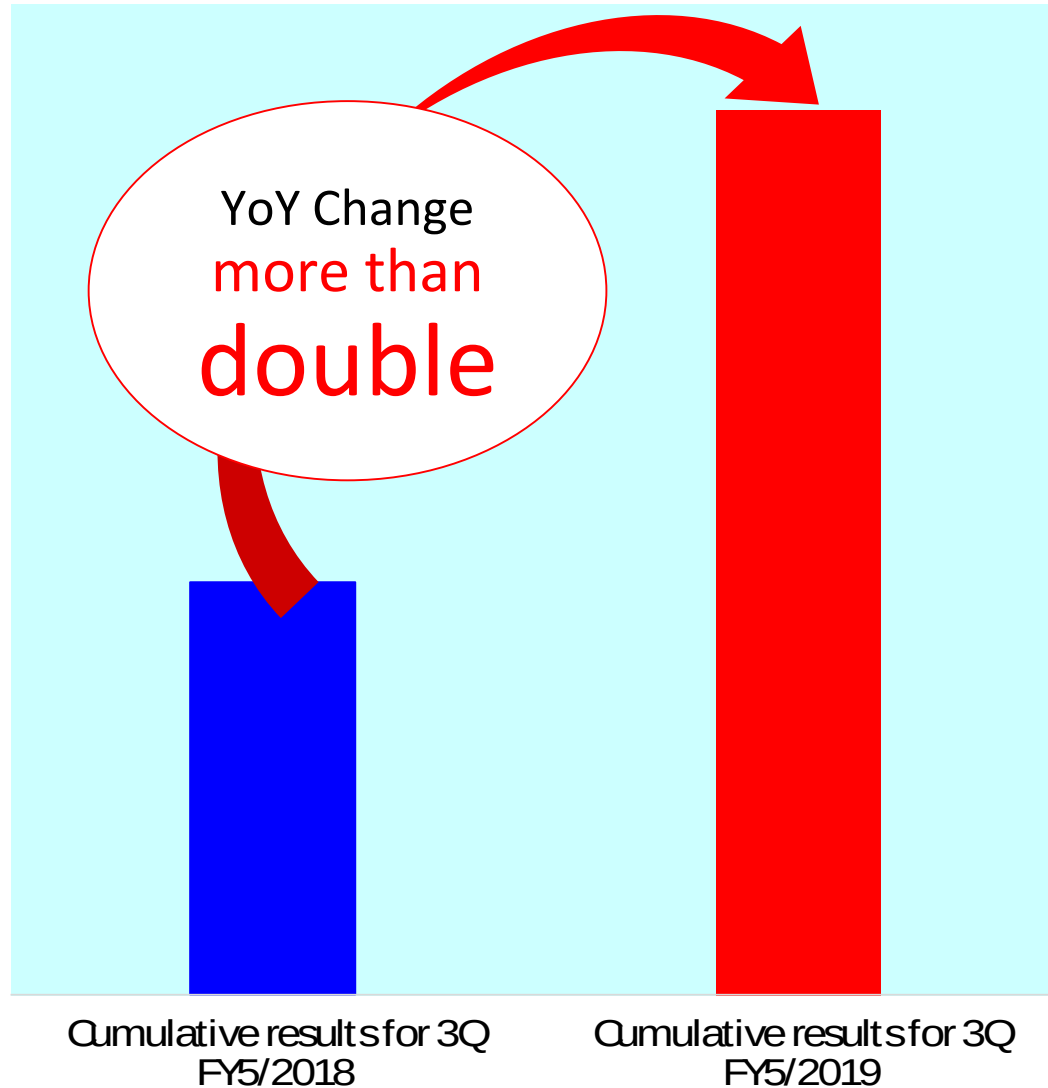
Cumulative results for 3Q
FY5/2019 Actual (YoY change)

Up 25%

(iii) Increase in net sales backed by continued website evolution

BtoB Business ASKUL Website
Sales via internet advertisements

(Yen)



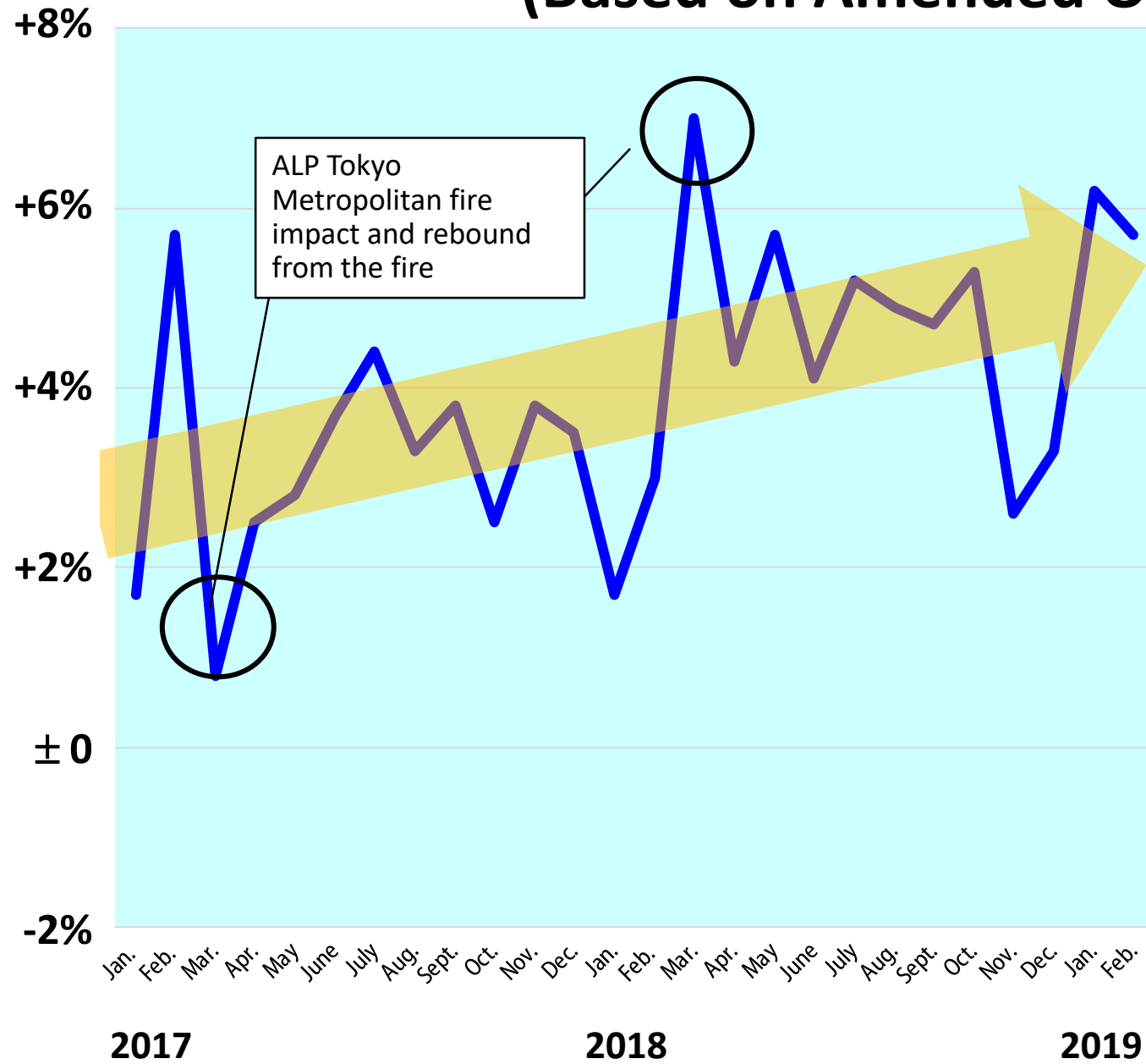
**By strengthening
Internet advertising**

**Increase number of customers and
expand purchase goods territories**



**Contributing to
sales growth**

BtoB business only YoY Change in Monthly Net Sales (Based on Amended Operation Days)



**Further growth
achieved in the
last few months**

A background image showing several hands of different skin tones pointing their index fingers upwards towards the center. The hands are arranged in a cluster, creating a sense of collective effort or agreement. The background is a plain, light color.

No Change in BtoB Strategy
Increasing Returns Becoming Sustainable through Website
Growth Strategy and Expansion of Long-Tail Products

Appendix

3Q FY5/2019 Net Sales by Item

Non-consolidated

	Cumulative results for 3Q FY5/ 2018		Cumulative results for 3Q FY5/ 2019	
	(¥billion)	YoYchange %	(¥billion)	YoYchange %
OA & PC	70.5	+0.4	72.2	+2.5
Stationery	31.8	+1.6	32.3	+1.7
Living supplies	76.5	+0.5	88.4	+15.5
Furniture	15.4	+1.9	15.8	+2.3
MRO	22.3	+6.6	24.3	+8.9
Others (Medic al, etc .)	16.7	+8.5	19.8	+18.3
Total	233.4	+1.8	253.1	+8.4

**Mainstay products
driving growth**

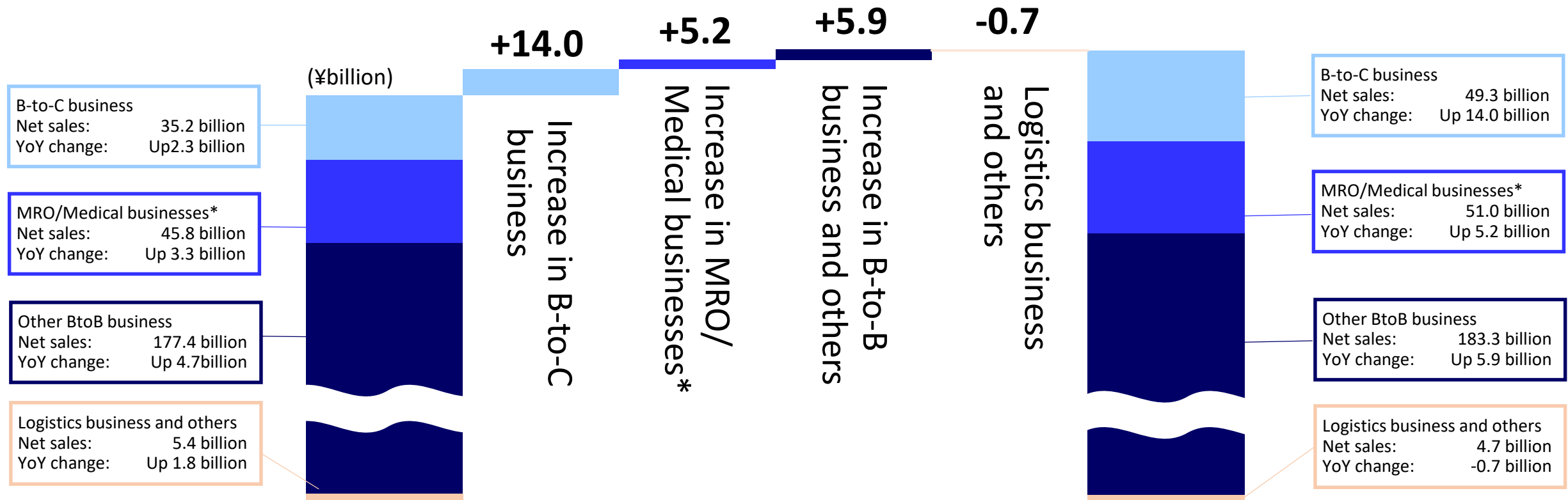
Factors Affecting 3Q FY5/2019 Consolidated Net Sales

3Q FY5/2018 (Actual)

Net sales: ¥263.9 billion
 YoY change: Up 12.2 billion
 YoY change: Up 4.9%

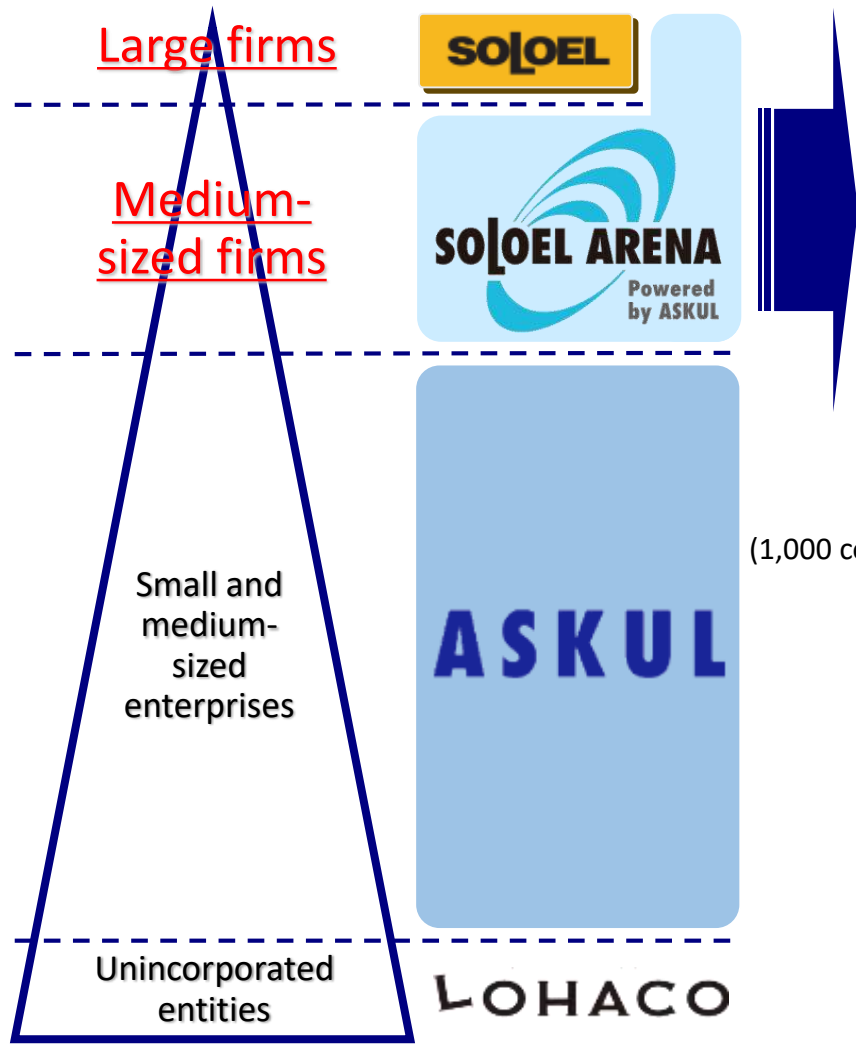
3Q FY5/2019 (Actual)

Net sales: ¥ 288.5billion
 YoY change: Up 24.5 billion
 YoY change: Up 9.3%



* MRO/Medical businesses do not include LOHACO portion.

Steady Growth in SOLOEL ARENA



(¥100 million)

1,200

1,000

800

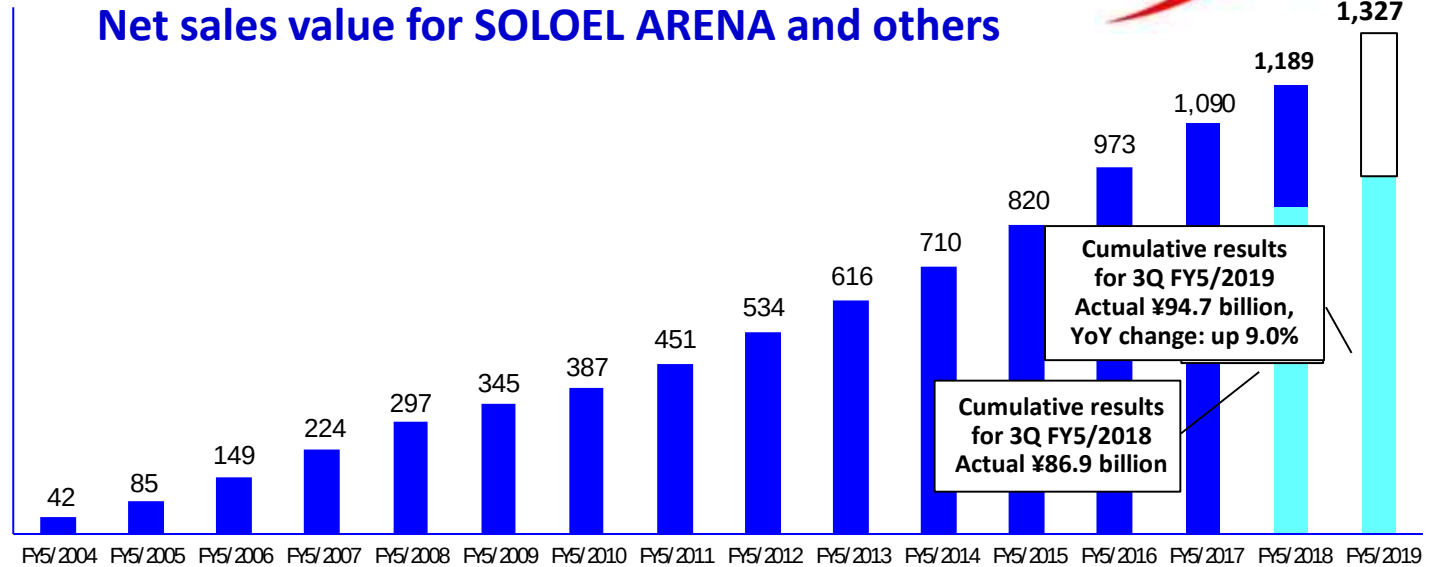
600

400

200

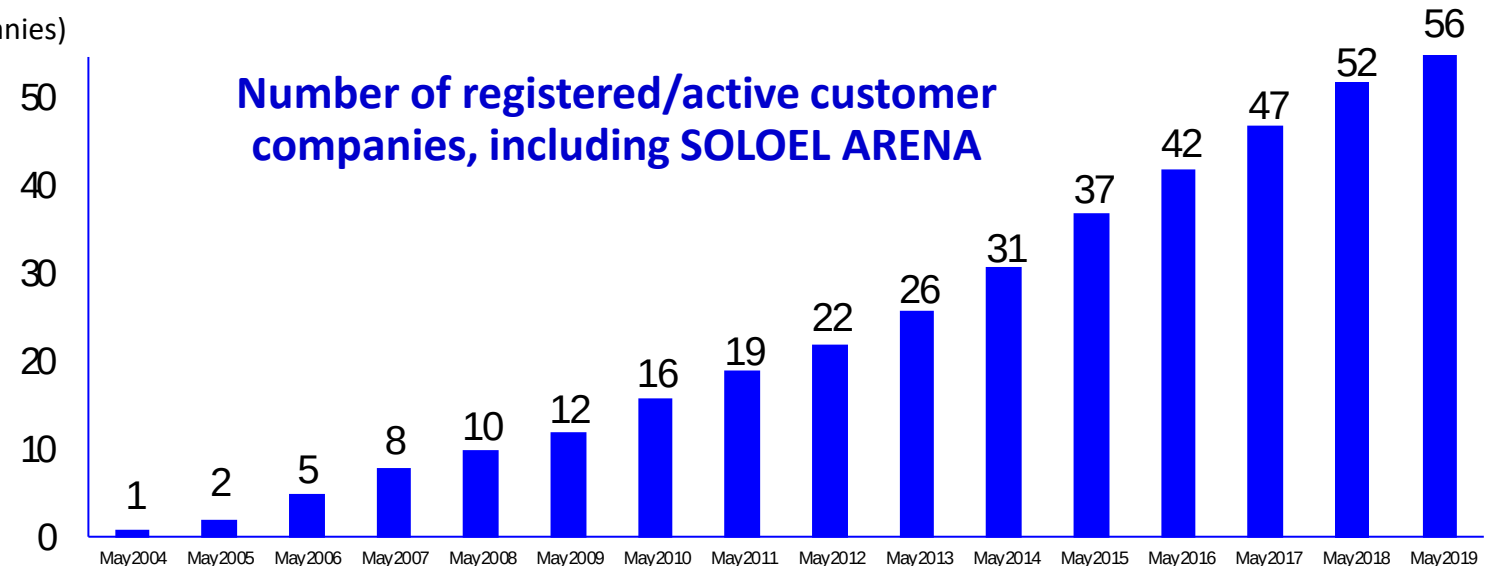
0

Net sales value for SOLOEL ARENA and others



(1,000 companies)

Number of registered/active customer companies, including SOLOEL ARENA



Cumulative results for 3Q FY5/2019 achieved a 9.0% year-on-year increase, driving growth of BtoB business.

3Q FY5/2019 Consolidated Gross profit, SG&A expenses

Gross profit: ¥68.1 billion YoY change: +¥4.9 billion

Gross profit margin: 23.6%, YoY change: -0.3 p.p.

➤ One-time fee from Asset Management Business posted in 3Q of FY5/2018

Growth profit margin by quarter

1Q: 23.3%, 2Q: 24.0%, 3Q: 23.5%

SG&A expenses: ¥65.6 billion YoY change: +¥6.4 billion

Ratio of SG&A expense to net sales: 22.8% YoY change: +0.4 p.p.

Breakdown of major YoY change factors in SG&A expenses

- | | |
|---|---------------|
| • Delivery costs (including the increase resulting from higher revenues) | +¥3.2 billion |
| • Personnel costs (mainly due to AVC Kansai operation and conversion of Charm as a consolidated subsidiary) | +¥1.5 billion |
| • Depreciation and amortization of software (mainly due to AVC Kansai operation) | +¥0.9 billion |
| • Ground rent (mainly due to AVC Kansai operation) | +¥0.5 billion |

SG&A expenses ratio by quarter

1Q: 23.4%, 2Q: 22.8%, 3Q: 22.1%

3Q FY5/2019 Consolidated Capital Expenditures

Capital expenditures ¥4.5 billion (Annual plan: ¥11.2 billion)

AVC Kansai logistics equipment, etc. ¥0.6 billion

Data base for new products, etc. ¥0.6 billion

(Ref.) Depreciation and amortization of software: ¥4.0 billion

(Annual plan: ¥6.1 billion)

Investment details

(¥ million)

Item	3Q FY5/2018	3Q FY5/2019	
	Amount	Amount	YoY Change
[Capital expenditures]	18,809	4,510	-76.0%
Property, plant and equipment	16,743	2,088	-87.5%
Intangible assets	2,065	2,421	+17.2%
Construction in progress (Note 2)	41	450	+993.0%
Software in progress (Note 2)	1,109	2,353	+112.1%

(Note 1) Capital expenditure is stated on an accrual basis.

(Note 2) Construction in progress and software in progress above present balances at the end of the quarter under review, and partially include consumption and other taxes.

3Q FY5/2019 Share of Orders Placed on the Internet of Net Sales and Original Goods

Share of orders placed on the Internet of net sales

	3Q FY5/2018	3Q FY5/2019	YoY Change
Orders via the Internet	81.0%	83.4%	+2.4 p.p.
Other	19.0%	16.6%	-2.4 p.p.

(Note 1) Percentages are based on orders placed.

ASKUL original products

(Items)

	February of FY5/2018	February of FY5/2019	YoY Change
Number of original goods	8,165	8,887	+722
Share of non-consolidated net sales (of which, share of B-to-B business)	29.0% (35.2%)	28.8% (35.9%)	-0.2 p.p. (+0.7 p.p.)

Note 1: Each figure includes the products listed in Health & Nursing Care Catalogs and Medical Pro Catalogs.

Note 2: The number of original goods includes those with sales limited to Askul. Also, the calculation includes not only those items sold via catalogs but also items sold only via the Internet.

Note 3: The calculation of original goods as a percentage of net sales includes original copy paper.

Note 4: from 4Q FY5/2018 onward, the calculation of BtoB original goods as a percentage of net sales uses BtoB business inventory sales as the denominator.

New Catalogue Released



Total number of pages	1280
Number of goods	Approx. 38,100 items
Number of new goods	Approx. 2,200 items
Number of original goods	Approx. 7,500 items
Number of eco-friendly goods	Approx.14,000 items

<Reference> Outline of 2018 Autumn/Winter (previous edition)

Total number of pages: 1,280

Number of goods: Approx. 37,400 items

Number of original goods: Approx. 7,200 items

“ASKUL Catalogue, 2019 Spring/Summer Edition”
issued in Feb. 2019

環境のために、一歩ずつ。



紙プラスチック

プラスチック製品の廃棄物を減らします。

紙プラスチック

使い捨てプラスチック製品を紙製の商品などに置き換えることで、プラスチック製品の廃棄物を減らします。

※Page 146
ペーパーストロー

紙製ストローが5色のカラーで新登場!

New

期間限定価格
2020年4月22日～5月31日
¥3.48
(税込 ¥3.76)

※Page 456
手袋付き紙袋

アメリカ製、日本製と使い分けられる紙袋。手袋付きの紙袋は、手袋が壊れたときに、紙袋を交換できる。

New

期間限定価格
2020年4月22日～5月31日
¥18.9
(税込 ¥20.34)

※Page 456
手袋付き紙袋

アメリカ製、日本製と使い分けられる紙袋。手袋付きの紙袋は、手袋が壊れたときに、紙袋を交換できる。

New

期間限定価格
2020年4月22日～5月31日
¥19.8
(税込 ¥21.18)

※Page 383
アロンアルファ

プラスチックを溶かすアロンアルファが、紙製の容器で新登場!

期間限定価格
2020年4月22日～5月31日
¥208
(税込 ¥224.64)

※Page 456
手袋付き紙袋

アメリカ製、日本製と使い分けられる紙袋。手袋付きの紙袋は、手袋が壊れたときに、紙袋を交換できる。

New

期間限定価格
2020年4月22日～5月31日
¥13.5
(税込 ¥14.55)

※Page 896
ハイパワーアルカリ電池

紙製の電池ケースが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥112
(税込 ¥120.96)

※Page 447
生分解性レジ袋

生分解性レジ袋が新登場!

期間限定価格
2020年4月22日～5月31日
¥29.8
(税込 ¥31.78)

※Page 129
水筒カトラリーセット

紙製の水筒カトラリーセットが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥24.8
(税込 ¥26.43)

※Page 800
ふせん 75×75mm

紙製のふせんが新登場!

期間限定価格
2020年4月22日～5月31日
¥67.8
(税込 ¥72.18)

※Page 145
ペーパーお弁当箱

紙製のペーパーお弁当箱が新登場!

New

期間限定価格
2020年4月22日～5月31日
¥9.8
(税込 ¥10.58)

※Page 146
PLA (ポリ乳酸) ストロー

PLA (ポリ乳酸) ストローが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥3.58
(税込 ¥3.83)

ずつ。

アスクルでは「お客様の声にお応えすること」と「環境のためにできること」を両立できるよう、環境への負荷が少ない商品を増やしています。今お使いのアイテムとぜひ比べてみてください。



FSC®認証

森林を守る活動に貢献できます。

ラベルレス

ゴミ削減と省資源につながります。

リサイクル

資源の再利用でゴミを削減します。

※Page 299
トイレトイペーパー

トイレトイペーパーが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥1.25
(税込 ¥1.33)

※Page 33・40
ロハコウォーター

ロハコウォーターが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥60
(税込 ¥63.6)

※Page 148
リサイクルPETカップ

リサイクルPETカップが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥8.99
(税込 ¥9.58)

※Page 292
ソフトバックティッシュ

ソフトバックティッシュが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥279
(税込 ¥294.84)

※Page 37
ラベルレス麦茶

ラベルレス麦茶が新登場!

New

期間限定価格
2020年4月22日～5月31日
¥85
(税込 ¥90.1)

※Page 216
ゴミ袋

ゴミ袋が新登場!

New

期間限定価格
2020年4月22日～5月31日
¥9.98
(税込 ¥10.57)

※Page 292
ソフトバックティッシュ

ソフトバックティッシュが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥259
(税込 ¥273.82)

※Page 44
ラベルレスボトルコーヒー

ラベルレスボトルコーヒーが新登場!

New

期間限定価格
2020年4月22日～5月31日
¥115
(税込 ¥121.5)

※Page 446
レジ袋

レジ袋が新登場!

New

期間限定価格
2020年4月22日～5月31日
¥0.69
(税込 ¥0.7281)

Environment

「使いやすい！」をお届けします！

お客様のお仕事を
もっとサポートできるよう。
お客様からの「欲しい！」という
声にお応えして、
さらに使いやすく、
またアスクルでしか買えない
オシャレな商品を増えています。
ぜひお試しください！

100 Page 230

トイレのおそうじシート

※お客様の声
「香りがいい
無香料が
欲しい！」

New
(無香料)

トイレットペーパーに
近い厚げやすさで
トイレにすてき
使えます。

つめたい香
Askul Toilet Cleaner Pad
トイレのおそうじシート

トイレのおそうじシートに、
無香料が
仲間入り！

清潔
トイレにそのまま使えるシートです

ワンタッチで
開閉できる本体と
取替用
その「おそうじシート」を
ワンタッチで
3タイプ

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

110
(税込 ¥110)

Askul Toilet Cleaner
トイレのおそうじシート

厚みと強度が
アップ
お掃除が楽々

ローズ白
オレンジ黄

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

249
(税込 ¥249)

100 Page 580

テープのり

※お客様の声
「よく使うドットタイプで、
オシャレなデザインのものが
欲しい！」

New

オシャレに定着！
アスクル限定の
北地デザインが
登場！

定番の
ドットタイプ
アスクル限定の
北地デザイン
10mm幅
10mm幅
10mm幅

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

265
(税込 ¥265)

100 Page 996

充電器

※お客様の声
「簡単に充電できる
充電器が
欲しい！」

最3分の充電式
USB-C
充電器に
対応

取り込みだけで
充電スタート！
充電の充電器

充電器が
USB-C
充電器に
対応

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

20,900
(税込 ¥20,900)

100 Page 997

充電電池

※お客様の声
「たくさん使う電池は、
安くてもいい
ものが欲しい！」

国産オリジナル
充電電池を
正規の価格
で販売

約2000回
繰り返し
使用可能

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

189
(税込 ¥189)

100 Page 672

強粘着ふせん

New

※お客様の声
「パソコンなどに
貼っても
剥がれにくい
ふせんが欲しい！」

カラーも選べる
ビビッドカラー
2タイプ

パソコンや
ホワイトボードなど
貼っても
剥がれにくい
強粘着ふせんが
登場！

強粘着
強粘着
強粘着

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

114
(税込 ¥114)

100 Page 756

「テープ」テープ

※お客様の声
「(わりと)テープなどに貼る
マグネットタイプの
マグネーターが欲しい！」

印字したらそのまま貼れる！
しかもおトクな2mm厚の
マグネットテープが
新登場！

マグネットテープに
「テープ」を貼ると
からりつき、
からりつき

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

1,498
(税込 ¥1,498)

100 Page 771

ラミネーター

※お客様の声
「電源を入れたら
すぐに使える、
ラミネーターが欲しい！」

持ち運びが
簡単！
作業効率アップする
ラミネーターが
新登場！

作業効率
アップ
ラミネーター

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

29,800
(税込 ¥29,800)

100 Page 822・823

コピー用紙

※お客様の声
「開封後の管理や
再利用で外箱を
活用したい！」

オリジナルコピー用紙
セレクトスムーズシリーズの
外箱に
フタ付きタイプが
新登場！

セレクト スムース
セレクト スムース

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

3,528
(税込 ¥3,528)

100 Page 236

トイレの消臭スプレー

※お客様の声
「トイレの消臭スプレーが
欲しい！」

約1700
〜約2000回
使用可能

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

398
(税込 ¥398)

100 Page 237

トイレの消臭剤

※お客様の声
「香りがいい
消臭剤が
欲しい！」

厚みのある
消臭剤が
登場！

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

227
(税込 ¥227)

100 Page 646

ネーム印

※お客様の声
「よく使うネーム印が、
オシャレなものが
欲しい！」

オシャレな
ネーム印が
登場！

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

950
(税込 ¥950)

100 Page 705

マッキー細字

※お客様の声
「たくさん使う
マッキーが、
安くてもいい
ものが欲しい！」

細字タイプの
マッキーが
登場！

期間
限定
価格

2023/3	2023/4	2023/5
2023/3	2023/4	2023/5
2023/3	2023/4	2023/5

89
(税込 ¥89)

Added value

シェアオフィス、
フリーアドレス、
テレワーク……

働き方いろいろ！使えるアイテム。

シェアオフィスやフリーアドレス、フレックスや在宅勤務など、働き方はどんどん変化しています。アスクルでは新しいスタイルの働き方にも対応できる便利な商品をご用意し、お客様のビジネスをサポートしてまいります。

新モバイル収納アイテム

場所や時間に縛られず、自由に移動しながら仕事ができる！

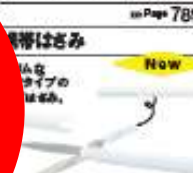
 バックイン バッグ 書類や文具、タブレットなどをひとまとめにして持ち運び、どこでもさっと取り出せるバックインバッグ。 ¥898 (税込 ¥959)	 ビズラック アップ A4 ビジネスツールをしっかりと収納！持ち手もついて移動もラクラク。 ¥1,980 (税込 ¥2,088)	 フェイバリット ボックスファイル ハンドリ付で、見やすいPP製ボックスファイル。 ¥880 (税込 ¥924)	 フラッティ A4サイズ しまった物が、見やすい透明ポケットの整理収納ケース。 ¥748 (税込 ¥785)
---	---	--	---

マイスペース収納アイテム

必要なものを持ち運び、広げるだけで自分の仕事空間に！

 ユートリム スマ・スタ モバイル スマホやケーブル類をまとめて収納。狭い空間でもスッキリ！ ¥1,880 (税込 ¥1,972)	 ユートリム スマ・スタ A4ボックス ノートPCも入る大容量。デスクで必要なものを一括収納！ ¥3,180 (税込 ¥3,336)	 デスク オーガナイザー スマホやペン立てを机の上に置いて使える調整スタンド。 ¥1,580 (税込 ¥1,664)
--	---	---

携帯するのに便利な小型文具

 コンパクトホッチキス 10個ほどの最小サイズホッチキス。 ¥298 (税込 ¥312)	 修正テープ 修正サイズの修正テープ。 ¥160 (税込 ¥168)	 スパイラルノート A5 A5サイズのスパイラルノート。 ¥185 (税込 ¥194)
---	---	---

便利なデジタルアイテム

 Bluetooth マウス PC、タブレットとBluetoothで接続。レーザーで高精度のワイヤレスマウス。 ¥2,840 (税込 ¥2,984)	 モバイルバッテリー スマホやタブレットの充電に。大容量10000mAhセット。 ¥2,780 (税込 ¥2,918)	 Bluetooth ヘッドセット 通話専用ヘッドセット。スマホでのハンズフリー通話に。 ¥2,980 (税込 ¥3,118)
---	--	--

いろいろな働き方に
対応した家具も
あります。

※ 商品 Page 1067

フリーアドレスに

※ 商品 Page 1084

サリダLPデスク



高機能な人形も収納したいフリーアドレスデスク。

¥139,800 (税込 ¥146,796)

ダイバーシティや健康経営に

※ 商品 Page 1086

電動昇降デスク HOP



高さ調整が簡単で、太もも、肘、手首に最適。

¥39,900 (税込 ¥41,796)

スタンディングサポート

※ 商品 Page 1152



太もも、肘、手首をサポート。姿勢を矯正。

¥9,990 (税込 ¥10,488)

シェアオフィスやコワーキングスペースの収納に

※ 商品 Page 1212



ロッカーとワードローブを一体化。個人の荷物を上置きもできる。

¥37,000 (税込 ¥38,812)

Exploration
of needs

68

Recognized as “The 2019 Certified Health & Productivity Management (White 500)”

“2019 Health and Productivity Management Award (White 500)” is a system in which the Ministry of Economy, Trade and Industry (METI) and Nippon Kenko Kaigi honor large, small and medium-size companies that practice specially excellent health and productivity management.



Systems and measures that contributed to the recognition

1. Implementation of educational activities and seminars that would encourage employees to take a regular health check.
2. Implementation of practical health guidance ahead of detection of disease
3. Bearing of health examination expenses for female-specific disease, as a response to an increasing employment rate of females
4. Implementation of reduced work hours, work at home, and other work-and-life balance support to help employees manage both work and their healthcare or nursing care of elderly family in an aging society.

* An organization body, established under private-sector collaboration with full support from the government, to carry out effective activities for a longer healthy life and adequate healthcare of each citizen amid a rapidly declining birth rate and increasingly aging population in Japanese society.

Declaration to Support Proposal, “Task Force on Climate-Related Financial Disclosures (TCFD)”

ASKUL is the first e-commerce business that expressed support in Japan



TCFD*1 is a private-sector driven task force that was established by FSB*2.

TCFD aims to understand and disclose financial impacts by risks and opportunities of climate change, and published recommendations for voluntary information disclosure in June 2017.

As of March 11, 2019, 601 corporations and organizations have signed on the recommendations.

Disclosure recommendation items

Governance

Governance of the organizations for climate-related risks and opportunities

Strategy

Evident or potential impacts on business, strategy, and financial plans, resulting from climate-related risks or opportunities

Risk management

Awareness, evaluation, and control methods of climate-related risks

Indicators and goals

Indicators to evaluate and control climate-related risks and opportunities, and its goals

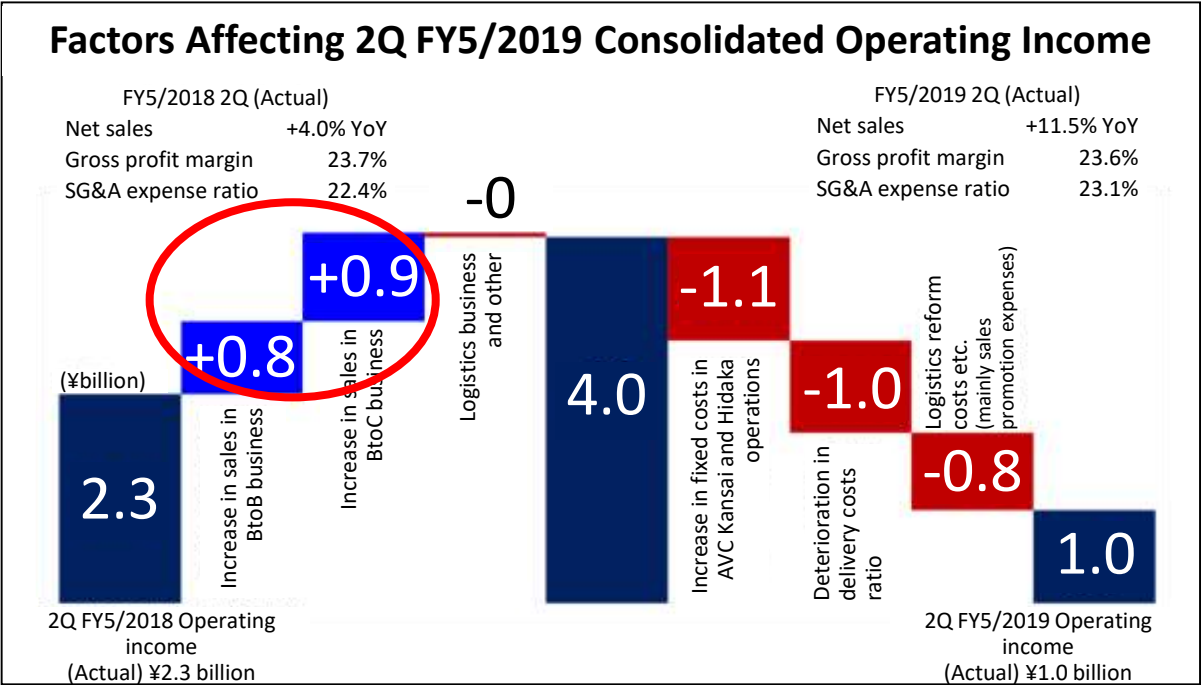
Further strengthening of environmental initiatives

*1 TCFD is an abbreviation of the “Task Force on Climate-related Financial Disclosures”.

*2 FSB is an abbreviation of the “Financial Stability Board”, an international body consisting of representatives of central banks, financial service agencies, finance ministries, etc. of major countries and regions in the world.

There were incorrect figures reported on page 13 of “Summary of Consolidated Performance for 2Q FY5/2019”, announced on December 14, 2018. The figures in the red oval were revised.

Before correction
(figures released on December 14, 2018)



After correction

