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News Release Dated: July 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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July 2019 Operating Results

The Company released data today on results for July 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

Temperatures mostly stayed relatively low in the month of July in a turnaround from a violent heat that hit Japan in the corresponding month of last year, affecting the company's beverage sales. However, sales of other products grew smoothly in the month under review.

In the previous year, the extreme summer heat wave put downward pressure on the company's productivity in the logistics business. In the current year, however, the situation turned around, with such productivity improving steadily.

Total logistics amounts of the B-to-C business for July period this year (from June 21, 2019 to July 20, 2019) grew 1.2% on a year-on-year basis.

Non-consolidated net sales for July period this year grew 0.2% on a year-on-year basis. Non-consolidated net sales of mainstay B-to-B business grew 0.8% on a year-on-year basis. (The number of business days for the B-to-B business was one day less than July 2018, and Saturday is one day more. If these differences were adjusted, the growth of the B-to-B business's non-consolidated sales for July 2019 would have been 3.8%.)

Non-consolidated net sales of LOHACO, which is driving forward structural transformation for regrowth, declined 3.4%.

The company's revenues from the B to C distribution business and sales by LOHACO scored lower growth in July compared with a year earlier, because the mercury this summer has not risen as much as last year, as explained above. Also hurting these businesses is slack demand from overseas customers, affecting the company's sales to them.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2020	3	4	4	4	5	5	25
2019	3	4	4	5	5	4	25
Difference	0	0	0	-1	0	1	0

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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 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
2020	5,615	5,274					
2019	5,610	5,213	5,473	5,479	5,663	5,946	33,387
YoY change (%)	0.1	1.2					

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May.	2nd half	Full year
2020								
2019	6,067	5,132	5,903	5,415	5,905	5,001	33,427	66,815
YoY change (%)								

(2) Non-consolidated net sales

FY ending/ ended May 20		June.	July.	Aug.	Sept.	Oct.	Nov.	1st half
Total	2020	31,090	27,881					
	2019	29,678	27,819	25,423	29,029	27,600	29,740	169,111
	YoY change (%)	4.8	0.2					
B-to-B business	2020	26,792	23,991					
	2019	25,244	23,793	21,115	24,871	23,273	25,091	143,390
	YoY change (%)	6.1	0.8					
	YoY change adjusting for the number of business days (%)		3.8					
LOHACO business	2020	4,298	3,890					
	2019	4,434	4,026	4,128	4,157	4,326	4,648	25,721
	YoY change (%)	-3.1	-3.4					

FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May.	2nd half	Full year
Total	2020								
	2019	30,481	22,576	30,953	29,934	32,969	24,588	171,503	340,615
	YoY change (%)								
B-to-B business	2020								
	2019	25,720	18,785	26,331	25,855	28,386	20,750	145,829	289,220
	YoY change (%)								
	YoY change adjusting for the number of business days (%)								
LOHACO business	2020								
	2019	4,760	3,791	4,622	4,078	4,583	3,837	25,673	51,395
	YoY change (%)								

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(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
2020	2.0	-2.1					
2019	4.1	2.4	3.6	1.5	-1.5	4.1	2.3

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2020								
2019	0.8	-4.8	4.7	1.0	-1.4	-2.6	-0.1	1.1

(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
2020	4.0	3.0					
2019	4.3	2.7	3.9	3.1	1.2	4.2	3.2

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2020								
2019	2.5	-0.4	5.4	3.9	3.2	2.2	2.8	3.0