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News Release Dated: January 28, 2021

To whom it may concern:

Company Name: ASKUL Corporation
(Code No.: 2678, Tokyo Stock Exchange First Section)
Representative: Akira Yoshioka
President and Chief Executive Officer
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# January 2021 Operating Results

The Company released data today on results for January 2021. 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**

The total logistics amounts of the B-to-C business for January this year (from December 21, 2020 to January 20, 2021) increased 23.2% on a year-on-year basis.

Non-consolidated net sales for January grew 22.7% year-on-year. Those of the mainstay B-to-B business grew 22.5%. The number of business days was three days more than in January 2020, and Saturday was two days less. If these differences were adjusted, the growth of B-to-B non-consolidated sales for January 2021 would have been 8.4%. Even after the declaration of the state of emergency, B-to-B business performed strongly compared with the budget. The impact of the year-end and New Year holidays has been reflected in the above adjustment of the number of business days.

Non-consolidated net sales of LOHACO grew 24.2%, which sales increased mainly for foods and daily necessities.

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

| FY ending/ended May 20 | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Total |
|---|---|---|---|---|---|---|---|
| 2021 | 4 | 5 | 5 | 3 | 3 | 3 | 23 |
| 2020 | 4 | 3 | 3 | 3 | 4 | 5 | 22 |
| Difference | 0 | 2 | 2 | 0 | -1 | -2 | 1 |

Notes:

1. The total of non-consolidated net sales includes net sales of the Logistics business.
2. For monthly operating results for this fiscal year, accounts are settled as of the 20th of each month on a provisional basis.
3. The monthly operating results will be disclosed on or around the sixth business day after the 20th of each month.
4. 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
5. 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.
6. 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.

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(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 |
|---|---|---|---|---|---|---|---|
| 2021 | 5,949 | 5,600 | 5,676 | 6,106 | 5,297 | 5,789 | 34,420 |
| 2020 | 5,615 | 5,274 | 5,552 | 5,631 | 5,379 | 5,097 | 32,551 |
| YoY change (%) | 6.0 | 6.2 | 2.2 | 8.4 | -1.5 | 13.6 | 5.7 |

| FY ending/ ended May 20 | Dec. | Jan. | Feb. | Mar. | Apr. | May. | 2nd half | Full year |
|---|---|---|---|---|---|---|---|---|
| 2021 | 6,179 | 5,609 | | | | | | |
| 2020 | 5,304 | 4,553 | 5,450 | 5,355 | 5,691 | 6,108 | 32,465 | 65,016 |
| YoY change (%) | 16.5 | 23.2 | | | | | | |

(2) Non-consolidated net sales

| FY ending/ ended May 20 | | June. | July. | Aug. | Sept. | Oct. | Nov. | 1st half |
|---|---|---|---|---|---|---|---|---|
| Total | 2021 | 29,714 | 29,440 | 28,346 | 31,086 | 29,469 | 32,482 | 180,539 |
| | 2020 | 31,090 | 27,881 | 26,544 | 32,189 | 27,930 | 29,238 | 174,874 |
| | YoY change (%) | -4.4 | 5.6 | 6.8 | -3.4 | 5.5 | 11.1 | 3.2 |
| B-to-B business | 2021 | 25,171 | 25,245 | 24,147 | 26,465 | 25,667 | 28,169 | 154,866 |
| | 2020 | 26,792 | 23,991 | 22,429 | 27,968 | 24,041 | 25,597 | 150,821 |
| | YoY change (%) | -6.0 | 5.2 | 7.7 | -5.4 | 6.8 | 10.0 | 2.7 |
| | YoY change adjusting for the number of business days (%) | -3.4 | 2.5 | 12.9 | -3.1 | -0.9 | 5.4 | Operation Days (YoY Change) Weekday +1day Saturday±0day |
| LOHACO business | 2021 | 4,540 | 4,187 | 4,201 | 4,614 | 3,799 | 4,308 | 25,651 |
| | 2020 | 4,298 | 3,890 | 4,114 | 4,220 | 3,889 | 3,640 | 24,053 |
| | YoY change (%) | 5.6 | 7.7 | 2.1 | 9.3 | -2.3 | 18.3 | 6.6 |

| FY ending/ ended May 20 | | Dec. | Jan. | Feb. | Mar. | Apr. | May. | 2nd half | Full year |
|---|---|---|---|---|---|---|---|---|---|
| Total | 2021 | 32,020 | 28,590 | | | | | | |
| | 2020 | 30,696 | 23,301 | 32,525 | 30,946 | 32,449 | 24,310 | 174,230 | 349,105 |
| | YoY change (%) | 4.3 | 22.7 | | | | | | |
| B-to-B business | 2021 | 27,313 | 24,375 | | | | | | |
| | 2020 | 26,997 | 19,902 | 28,289 | 26,871 | 28,061 | 19,510 | 149,631 | 300,453 |
| | YoY change (%) | 1.2 | 22.5 | | | | | | |
| | YoY change adjusting for the number of business days (%) | 11.2 | 8.4 | | | | | | |
| LOHACO business | 2021 | 4,703 | 4,209 | | | | | | |
| | 2020 | 3,700 | 3,390 | 4,229 | 4,068 | 4,380 | 4,799 | 24,567 | 48,620 |
| | YoY change (%) | 27.1 | 24.2 | | | | | | |

(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 |
|---|---|---|---|---|---|---|---|
| 2021 | -11.1 | -2.8 | -0.8 | -7.9 | 0.5 | 4.2 | -3.3 |
| 2020 | 2.0 | -2.1 | 2.2 | 7.0 | 1.0 | 0.1 | 1.7 |

| FY ending/ ended May 20 | Dec. | Jan. | Feb. | Mar. | Apr. | May | 2nd half | Full year |
|---|---|---|---|---|---|---|---|---|
| 2021 | -0.9 | 14.0 | | | | | | |
| 2020 | 1.4 | 1.4 | 2.5 | -1.5 | -9.4 | -8.1 | -2.3 | -0.3 |

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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 |
|---|---|---|---|---|---|---|---|
| 2021 | 5.7 | 8.3 | 8.6 | 2.8 | 6.2 | 5.6 | 6.1 |
| 2020 | 4.0 | 3.0 | 3.9 | 5.1 | 2.3 | 1.9 | 3.4 |

| FY ending/ ended May 20 | Dec. | Jan. | Feb. | Mar. | Apr. | May | 2nd half | Full year |
|---|---|---|---|---|---|---|---|---|
| 2021 | 2.0 | 7.4 | | | | | | |
| 2020 | 3.5 | 4.5 | 4.8 | 5.5 | 9.1 | 2.3 | 5.0 | 4.2 |