

Disclaimer

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July 28, 2022

To whom it may concern,

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(Code No.: 2678, Tokyo Stock Exchange Prime Market)
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President and Chief Executive Officer
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Director and Chief Financial Officer
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July 2022 Operating Results

The Company released data today on results for July 2022. For details on non-consolidated net sales, and year-on-year growth on sales per customer and the number of customers of the B-to-B business, see the Supplementary Information.

Net sales

Non-consolidated net sales for July (from June 21, 2022 to July 20, 2022) increased 5.6% year-on-year. Non-consolidated net sales of the mainstay B-to-B business was +2.5%. Compared to July 2021, the number of business days was one less on weekdays, the growth rate after the adjustment is estimated to be +6.9%.

Non-consolidated net sales of LOHACO increased 27.1% due to sales promotion in collaboration with Z Holdings Corporation.

In addition, SOLOEL ARENA website was opened to public yesterday as a pre-release of some function of new ASKUL website, enabling users to directly visit from external search sites to product detail pages, etc. In the fiscal year ending May 2023, the Company aims to expand sales by strengthening online sales promotions.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2023	3	5	5	4	4	4	25
2022	5	5	4	4	4	4	26
Difference	-2	0	1	0	0	0	-1

Notes:

1. Domestic sales of LOHACO are listed separately from previous fiscal year.
2. Sales per customer is average monthly purchase amount for customers who purchased in each month.
3. The total of non-consolidated net sales includes net sales of the Logistics Business.
4. For monthly operating results, accounts are settled as of the 20th of each month on a provisional basis.
5. 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>
6. The operating results disclosed herein have not been audited by certified public accountants or auditing firms. Therefore, figures may differ from those in our quarterly and full-year financial statements.

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(1) Non-consolidated net sales

(¥million)

FY ending/ ended May 20		June	July	Aug.	Sept.	Oct.	Nov.	1st half	
Total	2023	32,104	32,539						
	2022	30,114	30,819	28,256	30,788	31,081	31,185	182,244	
	YoY change (%)	6.6	5.6						
B-to-B business	2023	27,041	27,605						
	2022	26,012	26,937	23,594	25,537	26,721	26,812	155,616	
	YoY change (%)		2.5						
	YoY change adjusting for the number of business days (%)	4.0	6.9						
LOHACO business	2023	5,055	4,924						
	2023 (Domestic)	4,678	4,374						
	2022	4,092	3,874	4,651	5,239	4,351	4,361	26,571	
	2022 (Domestic)	3,926	3,591	4,409	4,760	3,924	3,910	24,523	
	YoY change (%)	23.5	27.1						
	YOY change (%) (Domestic)	19.2	21.8						
FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2023								
	2022	32,337	28,033	33,097	32,256	35,312	28,376	189,415	371,659
	YoY change (%)								
B-to-B business	2023								
	2022	27,170	24,037	28,548	27,340	30,232	24,259	161,589	317,206
	YoY change (%)								
	YoY change adjusting for the number of business days (%)								
LOHACO business	2023								
	2023 (Domestic)								
	2022	5,156	3,986	4,536	4,904	5,069	4,106	27,758	54,330
	2022 (Domestic)	4,670	3,801	4,174	4,542	4,496	3,563	25,249	49,772
	YoY change (%)								
	YOY change (%) (Domestic)								

(2) Growth on sales per customer (non-consolidated B-to-B business; YoY change %)

FY ending / ended May 20		June	July	Aug.	Sept.	Oct.	Nov.	1st half	
2023		0.6	0.9						
2022		8.2	9.4	2.2	0.0	3.1	-3.9	3.1	
FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2023									
2022		-1.8	-2.5	2.2	0.6	-0.9	-1.3	-0.6	1.2

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(3) Growth on 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	
2023	3.3	1.5						
2022	-4.5	-2.5	-4.4	-3.5	1.0	-1.0	-2.5	

FY ending / ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2023								
2022	1.3	1.2	1.4	1.2	1.2	1.7	1.3	-0.6