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August 29, 2022

To whom it may concern,

Company Name: ASKUL Corporation
(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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August 2022 Operating Results

The Company released data today on results for August 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 August (from July 21, 2022 to August 20, 2022) increased 8.1% year-on-year. Non-consolidated net sales of the mainstay B-to-B business was +12.5%. Compared to August 2021, the number of business days was one more on weekdays and Saturday, the growth rate after the adjustment is estimated to be +4.8%.

On July 27, some functions of new ASKUL website were released in advance, and SOLOEL ARENA website was opened to public. It enables users to directly visit product pages, etc. from external search sites, and the effects such as increased buying-around are gradually appearing.

Non-consolidated net sales of LOHACO decreased 14.5% due to reaction to the large-scale promotion in the last fiscal year.

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

| FY ending/ended May 20 | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Total |
|------------------------|--------|---------|-----------|----------|--------|----------|-------|
| 2023 | 4 | 4 | 4 | 4 | 5 | 5 | 26 |
| 2022 | 3 | 4 | 5 | 4 | 4 | 4 | 24 |
| Difference | 1 | 0 | -1 | 0 | 1 | 1 | -2 |

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 | 30,538 | | | | | |
| | 2022 | 30,114 | 30,819 | 28,256 | 30,788 | 31,081 | 31,185 | 182,244 | |
| | YoY change (%) | 6.6 | 5.6 | 8.1 | | | | | |
| B-to-B business | 2023 | 27,041 | 27,605 | 26,548 | | | | | |
| | 2022 | 26,012 | 26,937 | 23,594 | 25,537 | 26,721 | 26,812 | 155,616 | |
| | YoY change (%) | 4.0 | 2.5 | 12.5 | | | | | |
| | YoY change adjusting for the number of business days (%) | | 6.9 | 4.8 | | | | | |
| LOHACO business | 2023 | 5,055 | 4,924 | 3,979 | | | | | |
| | 2023 (Domestic) | 4,678 | 4,374 | 3,758 | | | | | |
| | 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 | -14.5 | | | | | |
| | YOY change (%) (Domestic) | 19.2 | 21.8 | -14.8 | | | | | |

| 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 | 8.9 | | | | | |
| 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 | 3.3 | | | | |
| 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 |