

May 29, 2023

To whom it may concern,

Company Name: ASKUL Corporation
(Code No.: 2678, Tokyo Stock Exchange Prime Market)
Representative: Akira Yoshioka
President and Chief Executive Officer
Contact Person: Tsuguhiro Tamai
Director and Chief Financial Officer
Phone: +81-3-4330-5130

May 2023 Operating Results

ASKUL Corporation released data today on results for May 2023. 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 May (from April 21, 2023 to May 20, 2023) increased 0.6% year-over-year. Non-consolidated net sales of the mainstay B-to-B business was +6.2% YoY. Compared to May 2022, the number of business days was the same, thus, the growth rate after the adjustment is omitted.

Non-consolidated net sales of LOHACO decreased 32.7% because of the impact of the changes in campaign method, and a decrease in sales for overseas demand.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2023	4	4	3	3	4	4	22
2022	4	3	3	4	4	4	22
Difference	0	1	0	-1	0	0	0

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.

(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	31,712	31,864	31,058	189,817	
	2022	30,114	30,819	28,256	30,788	31,081	31,185	182,244	
	YoY change (%)	6.6	5.6	8.1	3.0	2.5	-0.4	4.2	
B-to-B business	2023	27,041	27,605	26,548	27,903	27,612	27,647	164,359	
	2022	26,012	26,937	23,594	25,537	26,721	26,812	155,616	
	YoY change (%)	4.0	2.5	12.5	9.3	3.3	3.1	5.6	
	YoY change adjusting for the number of business days (%)		6.9	4.8	6.7	8.0	7.7	Business Days (YoY change) Weekdays -1 Saturdays ±0	
LOHACO business	2023	5,055	4,924	3,979	3,798	4,243	3,400	25,401	
	2023 (Domestic)	4,678	4,374	3,758	3,582	4,093	3,297	23,786	
	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	-27.5	-2.5	-22.0	-4.4	
	YOY change (%) (Domestic)	19.2	21.8	-14.8	-24.7	4.3	-15.7	-3.0	
FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2023	34,532	28,845	33,527	32,310	35,523	28,539	193,278	383,096
	2022	32,337	28,033	33,097	32,256	35,312	28,376	189,415	371,659
	YoY change (%)	6.8	2.9	1.3	0.2	0.6	0.6	2.0	3.1
B-to-B business	2023	30,659	25,547	29,642	28,692	32,126	25,767	172,435	336,794
	2022	27,170	24,037	28,548	27,340	30,232	24,259	161,589	317,206
	YoY change (%)	12.8	6.3	3.8	4.9	6.3	6.2	6.7	6.2
	YoY change adjusting for the number of business days (%)	7.9		1.3				Business Days (YoY change) Weekdays +2 Saturdays -1	Business Days (YoY change) Weekdays +1 Saturdays -1
LOHACO business	2023	3,862	3,279	3,879	3,606	3,383	2,763	20,775	46,176
	2023 (Domestic)	3,782	3,229	3,752	3,497	3,230	2,703	20,196	43,982
	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 (%)	-25.1	-17.7	-14.5	-26.5	-33.3	-32.7	-25.2	-15.0
	YOY change (%) (Domestic)	-19.0	-15.0	-10.1	-23.0	-28.2	-24.2	-20.0	-11.6

(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	5.2	2.5	2.2	3.3	
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		9.4	5.5	0.9	3.7	5.8	6.5	5.3	4.3
2022		-1.8	-2.5	2.2	0.6	-0.9	-1.3	-0.6	1.2

(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	3.9	0.8	0.9	2.3
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	3.1	0.8	2.9	1.2	0.4	-0.2	1.4	1.8
2022	1.3	1.2	1.4	1.2	1.2	1.7	1.3	-0.6