

September 28, 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

September 2023 Operating Results

ASKUL Corporation releases monthly operating results for September of the fiscal year ending May 2024. 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 September (from August 21, 2023 to September 20, 2023) increased 6.9% year-over-year. Non-consolidated net sales of the mainstay B-to-B business was +10.4% YoY. Compared to September 2022, the number of business days was one more on weekdays, thus, the growth rate after the adjustment is estimated to be +5.8%. The sales were partially affected by a reactionary decline from the special demand for infection prevention products, which occurred in the previous year, such as COVID-19 antigen rapid testing kits.

Non-consolidated net sales of LOHACO decreased 18.7% due to the impact of the change in campaign method, and a decline in sales for overseas demand.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2024	4	5	5	4	4	4	26
2023	4	5	4	4	4	4	25
Difference	0	0	1	0	0	0	1

Notes:

1. The total of non-consolidated net sales includes net sales of the Logistics Business.
2. Sales per customer is average monthly purchase amount for customers who purchased in each month.
3. For monthly operating results, accounts are settled as of the 20th of each month on a provisional basis.
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/corp/english/investor/calendar/>
5. 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	2024	32,310	32,112	28,920	33,895				
	2023	32,104	32,539	30,538	31,712	31,864	31,058	189,817	
	YoY change (%)	0.6	-1.3	-5.3	6.9				
B-to-B business	2024	29,363	29,266	25,864	30,798				
	2023	27,041	27,605	26,548	27,903	27,612	27,647	164,359	
	YoY change (%)	8.6	6.0	-2.6	10.4				
	YoY change adjusting for the number of business days (%)	6.2		2.0	5.8				
LOHACO business	2024	2,938	2,837	3,045	3,087				
	2023	5,055	4,924	3,979	3,798	4,243	3,400	25,401	
	YoY change (%)	-41.9	-42.4	-23.5	-18.7				
FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2024								
	2023	34,532	28,845	33,527	32,310	35,523	28,539	193,278	383,096
	YoY change (%)								
B-to-B business	2024								
	2023	30,659	25,547	29,642	28,692	32,126	25,767	172,435	336,794
	YoY change (%)								
	YoY change adjusting for the number of business days (%)								
LOHACO business	2024								
	2023	3,862	3,279	3,879	3,606	3,383	2,763	20,775	46,176
	YoY change (%)								

(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	
2024	8.0	5.5	-1.2	7.5				
2023	0.6	0.9	8.9	5.2	2.5	2.2	3.3	
FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2024								
2023	9.4	5.5	0.9	3.7	5.8	6.5	5.3	4.3

(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	
2024	0.5	0.5	-1.4	2.7				
2023	3.3	1.5	3.3	3.9	0.8	0.9	2.3	
FY ending / ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2024								
2023	3.1	0.8	2.9	1.2	0.4	-0.2	1.4	1.8