

April 30, 2024

To whom it may concern,

Company Name: ASKUL Corporation  
(Code No.: 2678, Tokyo Stock Exchange Prime Market)  
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## April 2024 Operating Results

ASKUL Corporation releases monthly operating results for April of the fiscal year ending May 20, 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 April (from March 21, 2024 to April 20, 2024) increased by 6.4% year-on-year. Non-consolidated net sales of the mainstay B-to-B business were +6.8% YoY. Compared to April 2023, the number of business days was one more Saturday, thus, the adjusted growth rate is estimated to be +4.8%. The B-to-B business posted the highest single-month sales in its history.

Non-consolidated net sales of LOHACO increased by 2.0%.

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

| FY ending/ended May 20 | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Total |
|------------------------|--------|---------|-----------|----------|--------|----------|-------|
| 2024                   | 4      | 4       | 4         | 5        | 5      | 5        | 27    |
| 2023                   | 4      | 4       | 5         | 5        | 4      | 4        | 26    |
| Difference             | 0      | 0       | -1        | 0        | 1      | 1        | 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 | 32,534 | 32,111 | 191,886   |
|                         | 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    | 2.1    | 3.4    | 1.1   |
| B-to-B business         | 2024   | 29,363 | 29,266 | 25,864 | 30,798 | 29,641 | 29,407 | 174,340   |
|                         | 2023   | 27,041 | 27,605 | 26,548 | 27,903 | 27,612 | 27,647 | 164,359   |
|                         | YoY change (%)   | 8.6    |        | -2.6   | 10.4   | 7.3    |        | 6.1   |
|                         | YoY change adjusting for the number of business days (%) | 6.2    | 6.0    | 2.0    | 5.8    | 4.8    | 6.4    | Business Days (YoY change)<br>Weekdays +2<br>Saturdays -2 |
| LOHACO business         | 2024   | 2,938  | 2,837  | 3,045  | 3,087  | 2,881  | 2,695  | 17,486  |
|                         | 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  | -32.1  | -20.7  | -31.2   |

| FY ending/ ended May 20 |  | Dec.   | Jan.   | Feb.   | Mar.   | Apr.   | May    | 2nd half | Full year |
|-------------------------|--|--------|--------|--------|--------|--------|--------|----------|-----------|
| Total                   | 2024   | 35,016 | 28,129 | 33,801 | 33,687 | 37,786 |        |          |           |
|                         | 2023   | 34,532 | 28,845 | 33,527 | 32,310 | 35,523 | 28,539 | 193,278  | 383,096   |
|                         | YoY change (%)   | 1.4    | -2.5   | 0.8    | 4.3    | 6.4    |        |          |           |
| B-to-B business         | 2024   | 31,814 | 25,401 | 30,813 | 30,376 | 34,321 |        |          |           |
|                         | 2023   | 30,659 | 25,547 | 29,642 | 28,692 | 32,126 | 25,767 | 172,435  | 336,794   |
|                         | YoY change (%)   |        | -0.6   |        |        | 6.8    |        |          |           |
|                         | YoY change adjusting for the number of business days (%) | 3.8    |        | 3.9    | 5.9    |        | 4.8    |          |           |
| LOHACO business         | 2024   | 3,192  | 2,717  | 2,972  | 3,298  | 3,452  |        |          |           |
|                         | 2023   | 3,862  | 3,279  | 3,879  | 3,606  | 3,383  | 2,763  | 20,775   | 46,176    |
|                         | YoY change (%)   | -17.4  | -17.1  | -23.4  | -8.5   | 2.0    |        |          |           |

## (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   | 4.8  | 5.1  | 5.0      |
| 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                    | 4.4  | 1.6  | 5.9  | 6.4  | 7.2  |     |          |           |
| 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   | 2.5  | 1.2  | 1.0      |
| 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                     | -0.6 | -2.2 | -1.8 | -0.5 | -0.4 |      |          |           |
| 2023                     | 3.1  | 0.8  | 2.9  | 1.2  | 0.4  | -0.2 | 1.4      | 1.8       |