

Disclaimer

This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information.

News Release Dated: September 30, 2020

To whom it may concern:

Company Name: ASKUL Corporation  
(Code No.: 2678, Tokyo Stock Exchange First Section)  
Representative: Akira Yoshioka  
President and Chief Executive Officer  
Contact Person: Tsuguhiro Tamai  
Director and Chief Financial Officer  
Phone: (03) 4330-5130

## September 2020 Operating Results

The Company released data today on results for September 2020. For details on total logistics amounts of the B-to-C business, non-consolidated net sales, and year-on-year growth in sales per customer and the number of customers of the B-to-B business, see the Supplementary Information.

### Net sales

The total logistics amounts of the B-to-C business for September this year (from August 21, 2020 to September 20, 2020) increased 8.4% on a year-on-year basis.

Non-consolidated net sales for September declined 3.4% year-on-year. Those of the mainstay B-to-B business fell 5.4% due to the pullback from the rush demand before the consumption tax hike in the previous fiscal year, but they performed favorably when compared with the plan. The rate is expected to be down 3.1% when adjusted considering the number of business days (one fewer business day and one extra Saturday compared with the same month a year earlier).

Non-consolidated net sales of LOHACO, which were also affected by the absence of the rush demand before the consumption tax hike, grew 9.3% reflecting the strong tail wind of E-commerce expansion triggered by the changes in the social environment.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2021	4	4	4	4	5	5	26
2020	3	4	5	5	5	4	26
Difference	1	0	-1	-1	0	1	0

### Notes:

1. There were errors in the results of the total logistics amounts of the B-to-C business and LOHACO net sales for August 2020. The corrected figures are underlined.
2. The total of non-consolidated net sales includes net sales of the Logistics business.
3. For monthly operating results for this fiscal year, accounts are settled as of the 20th of each month on a provisional basis.
4. The monthly operating results will be disclosed on or around the sixth business day after the 20th of each month.
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 June differ from those in our quarterly and full-year financial statements.
7. The results data include total logistics amounts of the B-to-C business in addition to net sales of LOHACO. Total logistics amounts of the B-to-C business is calculated by adding net sales of Charm Co., Ltd. and transactions via LOHACO Market Place (excluding the Charm Co., Ltd. portion) to net sales of LOHACO.

Disclaimer

This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information.

(1) Total logistics amounts of the B-to-C business

(million yen)

FY ending/ ended May 20	June.	July.	Aug.	Sept.	Oct.	Nov.	1st half
2021	5,949	5,600	5,676	6,106			
2020	5,615	5,274	5,552	5,631	5,379	5,097	32,551
YoY change (%)	6.0	6.2	2.2	8.4			

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May.	2nd half	Full year
2021								
2020	5,304	4,553	5,450	5,355	5,691	6,108	32,465	65,016
YoY change (%)								

(2) Non-consolidated net sales

FY ending/ ended May 20	June.	July.	Aug.	Sept.	Oct.	Nov.	1st half
Total	2021	29,714	29,440	28,346	31,086		
	2020	31,090	27,881	26,544	32,189	27,930	174,874
	YoY change (%)	-4.4	5.6	6.8	-3.4		
B-to-B business	2021	25,171	25,245	24,147	26,465		
	2020	26,792	23,991	22,429	27,968	24,041	150,821
	YoY change (%)	-6.0	5.2	7.7	-5.4		
	YoY change adjusting for the number of business days (%)	-3.4	2.5	12.9	-3.1		
LOHACO business	2021	4,540	4,187	4,201	4,614		
	2020	4,298	3,890	4,114	4,220	3,889	24,053
	YoY change (%)	5.6	7.7	2.1	9.3		

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May.	2nd half	Full year
Total	2021							
	2020	30,696	23,301	32,525	30,946	32,449	24,310	174,230
	YoY change (%)							
B-to-B business	2021							
	2020	26,997	19,902	28,289	26,871	28,061	19,510	149,631
	YoY change (%)							
	YoY change adjusting for the number of business days (%)							
LOHACO business	2021							
	2020	3,700	3,390	4,229	4,068	4,380	4,799	24,567
	YoY change (%)							

(3) Growth in sales per customer

(non-consolidated B-to-B business; YoY change %)

FY ending/ ended May 20	June.	July.	Aug.	Sept.	Oct.	Nov.	1st half
2021	-11.1	-2.8	-0.8	-7.9			
2020	2.0	-2.1	2.2	7.0	1.0	0.1	1.7

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2021								
2020	1.4	1.4	2.5	-1.5	-9.4	-8.1	-2.3	-0.3

Disclaimer

This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information.

---

(4) Growth in 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
2021	5.7	8.3	8.6	2.8			
2020	4.0	3.0	3.9	5.1	2.3	1.9	3.4

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2021								
2020	3.5	4.5	4.8	5.5	9.1	2.3	5.0	4.2