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News Release Dated: May 28, 2021

To whom it may concern:

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(Code No.: 2678, Tokyo Stock Exchange First Section)
Representative: Akira Yoshioka
President and Chief Executive Officer
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Director and Chief Financial Officer
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May 2021 Operating Results

The Company released data today on results for May 2021. For details on total logistics amounts of the B-to-C business, 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 this year (from April 21, 2021 to May 20, 2021) were affected by the state of emergency in the previous fiscal year (expanding telework and staying at home, etc.).

Non-consolidated net sales of B-to-B business showed a reactionary increase and those of LOHACO showed a reactionary decrease. However, both performed favorably compared with the budget.

The total logistics amounts of the B-to-C business for May declined 9.9% on a year-on-year basis.

Non-consolidated net sales for May grew 17.2% year-on-year. Non-consolidated net sales of the mainstay B-to-B business increased 23.8%. (The note on growth rate of the B-to-B business adjusted for changes in the number of business days has been omitted as there is no difference in the number of business days year-on-year.)

Non-consolidated net sales of LOHACO declined 10.0%.

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

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2021	3	3	4	4	4	4	22
2020	3	4	3	4	4	4	22
Difference	0	-1	1	0	0	0	0

Notes:

1. The total of non-consolidated net sales includes net sales of the Logistics business.
2. For monthly operating results for this fiscal year, accounts are settled as of the 20th of each month on a provisional basis.
3. The monthly operating results will be disclosed on or around the sixth business day after the 20th of each month.
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/kaisya/english/ir/calendar.html>
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.
6. 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.

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(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	5,297	5,789	34,420	
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	-1.5	13.6	5.7	

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2021	6,179	5,609	5,667	5,688	6,680	5,504	35,330	69,750
2020	5,304	4,553	5,450	5,355	5,691	6,108	32,465	65,016
YoY change (%)	16.5	23.2	4.0	6.2	17.4	-9.9	8.8	7.3

(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	29,469	32,482	180,539
	2020	31,090	27,881	26,544	32,189	27,930	29,238	174,874
	YoY change (%)	-4.4	5.6	6.8	-3.4	5.5	11.1	3.2
B-to-B business	2021	25,171	25,245	24,147	26,465	25,667	28,169	154,866
	2020	26,792	23,991	22,429	27,968	24,041	25,597	150,821
	YoY change (%)	-6.0	5.2	7.7	-5.4	6.8	10.0	2.7
	YoY change adjusting for the number of business days (%)	-3.4	2.5	12.9	-3.1	-0.9	5.4	Operation Days (YoY Change) Weekday +1day Saturday ±0day
LOHACO business	2021	4,540	4,187	4,201	4,614	3,799	4,308	25,651
	2020	4,298	3,890	4,114	4,220	3,889	3,640	24,053
	YoY change (%)	5.6	7.7	2.1	9.3	-2.3	18.3	6.6

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2021	32,020	28,590	31,843	31,203	35,506	28,483	187,648
	2020	30,696	23,301	32,525	30,946	32,449	24,310	174,230
	YoY change (%)	4.3	22.7	-2.1	0.8	9.4	17.2	7.7
B-to-B business	2021	27,313	24,375	27,566	26,857	30,128	24,159	160,401
	2020	26,997	19,902	28,289	26,871	28,061	19,510	149,631
	YoY change (%)	1.2	22.5	-2.6	-0.1	7.4	23.8	7.2
	YoY change adjusting for the number of business days (%)	11.2	8.4	-0.2	2.2	5.0		4.9
LOHACO business	2021	4,703	4,209	4,270	4,339	5,367	4,317	27,207
	2020	3,700	3,390	4,229	4,068	4,380	4,799	24,567
	YoY change (%)	27.1	24.2	1.0	6.7	22.5	-10.0	10.7

(3) 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	
2021	-11.1	-2.8	-0.8	-7.9	0.5	4.2	-3.3	
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	-0.9	14.0	-1.1	2.4	11.2	17.9	6.2	1.4
2020	1.4	1.4	2.5	-1.5	-9.4	-8.1	-2.3	-0.3

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(4) 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	
2021	5.7	8.3	8.6	2.8	6.2	5.6	6.1	
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	2.0	7.4	-1.4	-2.4	-3.5	5.0	1.0	3.5
2020	3.5	4.5	4.8	5.5	9.1	2.3	5.0	4.2