



# **The ASKUL Group to Secure Service Level of B-to-B Business and Focus to Raise Distribution Capacity of LOHACO Business with Group-Wide Efforts**

- Strengthening of Organization Structure, and Implementation of Preventive Measures with Placement of Recurrence Prevention Committee -
- 3Q Operating Income Exceeds Plan and Booking of Estimate of Extraordinary Losses Arising from Fire -

**April 5, 2017**  
**ASKUL Corporation**

## Notes:

This material contains ASKUL Group's current plans and performance outlook. These plans, forecasts, and other forward-looking statements represent ASKUL's plans and forecasts based on information currently available. Actual performance may differ from these plans and forecasts due to a variety of conditions and factors that could occur in the future. This material does not represent promises or guarantees regarding the achievement of these plans.

This material has not been audited by certified public accountants or auditing firms.

For the purposes of this material, LOHACO refers to the online mail-order business for general consumers, launched in October 2012 in alliance with Yahoo Japan Corporation.

B-to-B refers to business-to-business transactions.

MRO refers to Maintenance, Repair and Operation, and in this material primarily refers to indirect materials consumed at work sites by companies.

Since the presentation of the overview of consolidated financial statements for the fiscal year ended May 31, 2016, ASKUL has reported its operating performances by dividing into the segments of E-commerce business, Logistics business, and Other. The E-commerce business deals with sales of OA and PC supplies, stationery, office living supplies, office furniture, foods, alcoholic beverages, pharmaceuticals, cosmetics, etc. The logistics business refers to logistics and package transport services targeted at corporations.

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- I Financial Results for 3Q FY5/2017
- II Fire at ASKUL Logi PARK Tokyo Metropolitan
  - (i) Recurrence-prevention measures
  - (ii) Restoration and expansion measures for delivery capacity
- III Revision of Forecast of Full-Year Consolidated Financial Results

# **I Financial Results for 3Q FY5/2017**

## **II Fire at ASKUL Logi PARK Tokyo Metropolitan**

- (i) Recurrence-prevention measures
- (ii) Restoration and expansion measures for delivery capacity

## **III Revision of Forecast of Full-Year Consolidated Financial Results**

# 3Q FY5/2017 Summary of Consolidated Performance

	3Q FY5/2016		3Q FY5/2017		
	¥million	% of net %	¥million	% of net sales %	YoY change %
Net Sales	229,620	100.0	251,718	100.0	+9.6
Gross Profit	51,487	22.4	57,370	22.8	+11.4
Selling, General and Administrative	44,652	19.4	50,675	20.1	+13.5
Operating Income	6,834	3.0	6,695	2.7	-2.0
Ordinary Income	6,802	3.0	6,649	2.6	-2.3
Extraordinary loss(income)	261	0.1	(10,191)	—	—
Net Income before income taxes	7,063	3.1	(3,542)	—	—
Net Income Attributable to Owners of the Parent	4,400	1.9	(2,925)	—	—

## ➤ Net sales

**Up 9.6% YoY**

Record high in consolidated net sales

## ➤ Gross profit margin

**Up 0.4 p.p. YoY**

## ➤ Net Income

Posting of estimates of extraordinary losses of **¥10.1** billion due to the fire at ASKUL Logi PARK Tokyo Metropolitan (see the following page)

**Insurance proceeds (maximum amount of ¥4.6 billion) not booked in 3Q**

# Estimates of Impacts on 3Q FY5/2017 Consolidated Financial Results Due to the Fire

Range of damage/loss	Item	Amount
Loss of inventory assets	Inventory assets	¥2.5 billion
Provision for reconstruction of 2nd/3rd floors of buildings calculated based on acquisition costs of ¥11.0 billion	Property, plant and equipment	¥6.6 billion
Loss of property, plant and equipment		¥700 million
Compensation for employees' leave of absence		¥100 million
Total		¥10.1 billion

**The above figures present the approximate amount to be booked and may change in the coming months.**

**Insurance proceeds (maximum amount of ¥4.6 billion) were not recorded in 3Q.**

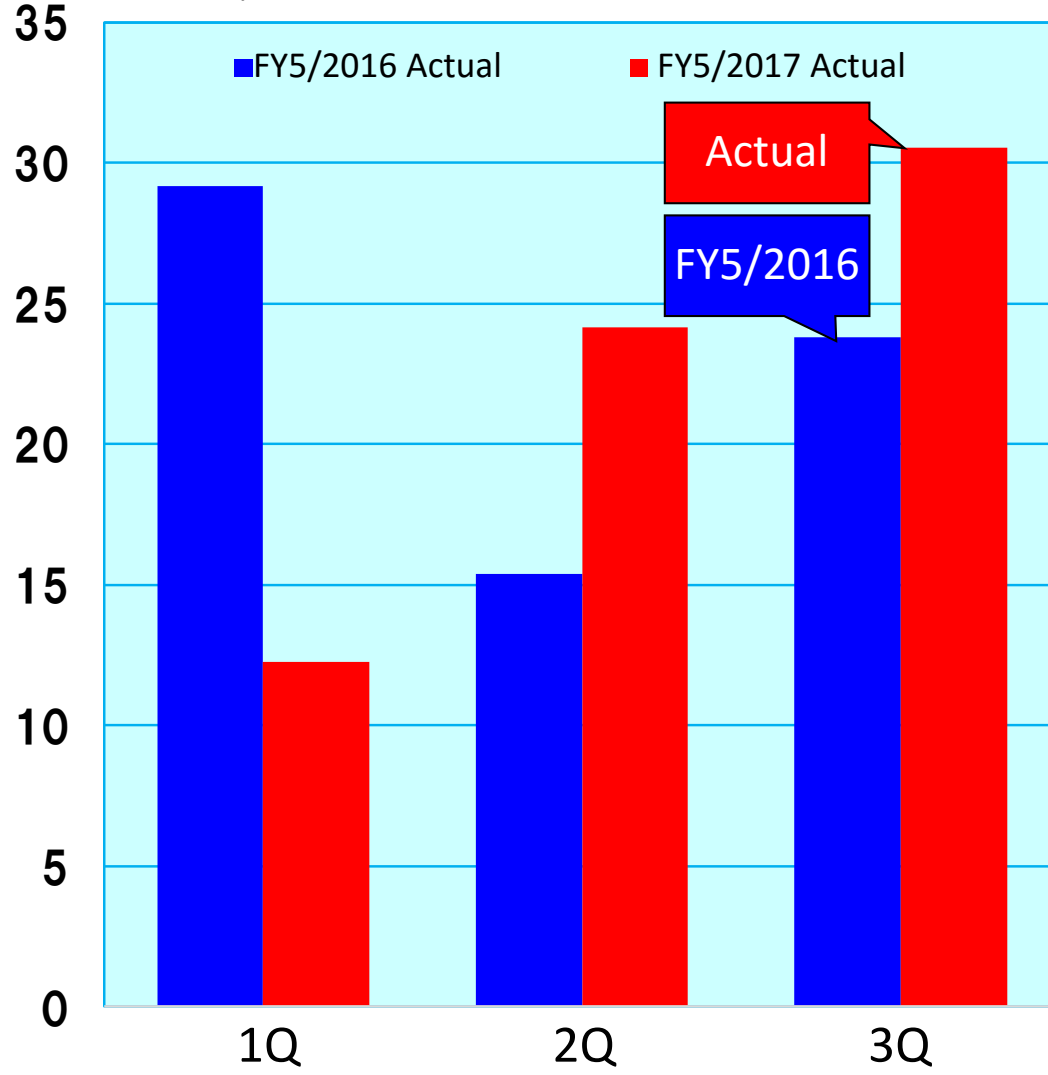
# [Reference] Insurance

Insurance type	Insured item	Maximum of insurance proceeds
Fire insurance	Building, structure, and set of equipment, fixture, etc.	¥2.5 billion
Transport insurance	All merchandise and finished goods to be manufactured and sold, etc.	¥2.1 billion

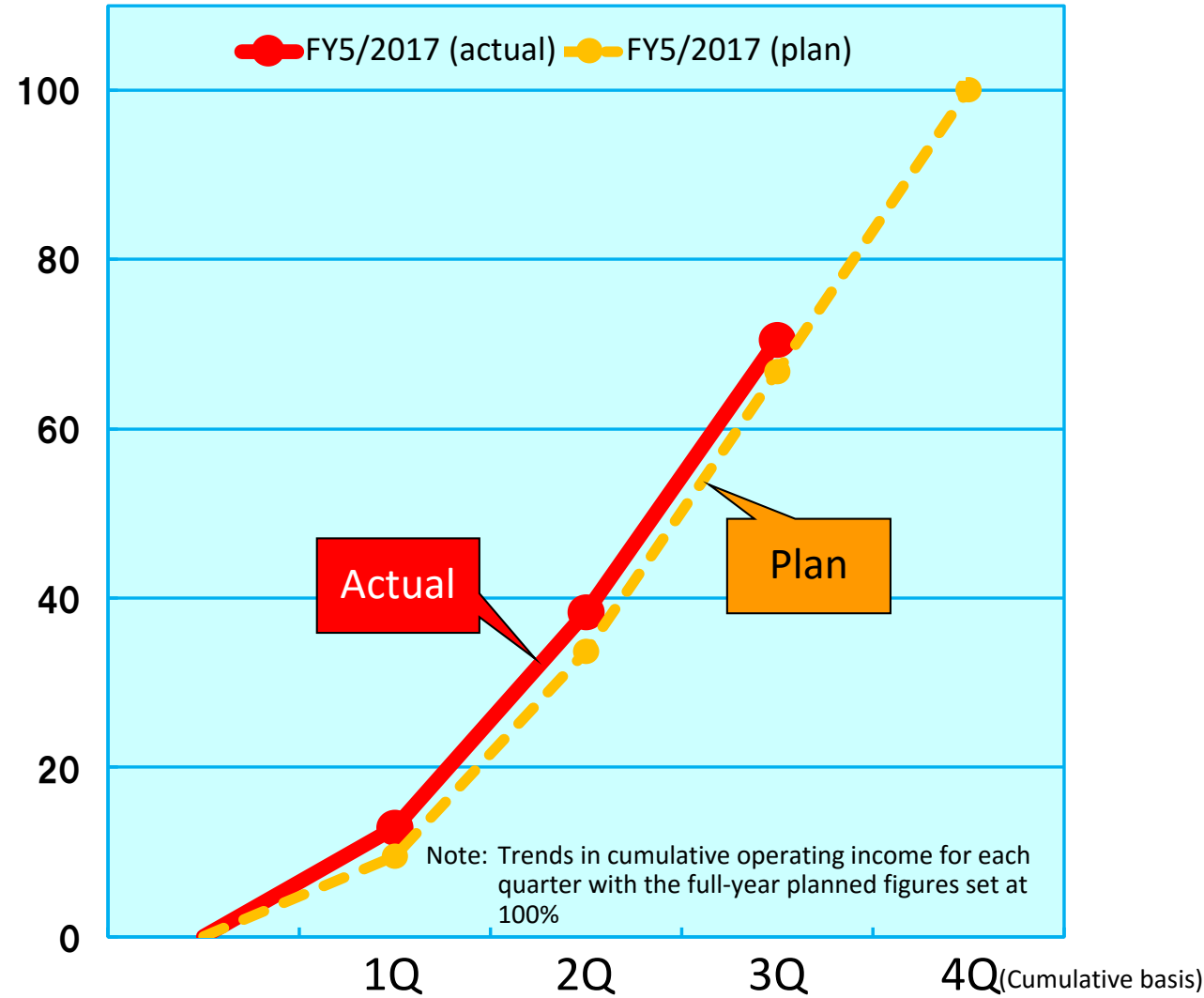
(Note) Insurance proceeds are to be booked as extraordinary income once the amount is finalized in or after 4Q FY5/2017

# FY5/2017 Consolidated Operating Income

(¥ hundred million)



(%)



3Q Operating income increased and achieved Plan on a cumulative basis.



# 3Q FY5/2017 Consolidated Performance [By Business]

		3Q FY5/2016(Cumulative)	3QFY5/2017 (Cumulative)	
		(¥billion)	(¥billion)	YoY change %
Net Sales	B-to-B business	203.7	215.1	+5.6
	LOHACO	23.5	32.8	+39.6
	e-Commerce business	227.3	248.0	+9.1
	Logistics business/ Others	2.2	3.6	+59.6
	Consolidated total	229.6	251.7	+9.6
Operating Income	B-to-B business	9.9	11.2	+13.1
	LOHACO (excluding the items below)	(2.2)	(2.2)	—
	Further active sales promotion	(0.6)	(0.9)	—
	Delivery service evolution	—	(0.3)	—
	LOHACO	(2.9)	(3.4)	—
	e-Commerce business	7.0	7.8	+10.5
	Logistics business/ Others	(0.2)	(0.3)	—
	Intermediate Total	6.8	7.4	+8.7
	Increase in fixed cost of distribution centers	—	(0.7)	—
	Consolidated total	6.8	6.6	-2.0

## ➤ Net sales

**B-to-B business: Up 5.6% YoY**

LOHACO: ¥32.8 billion, Up 39.6% YoY  
due to the impacts of the fire

## ➤ Operating income

**B-to-B business: ¥11.2 billion, Up 13.1% YoY**

LOHACO: Same level as prior FY on an income level.

Temporary costs for the revolutionary service of delivery (Happy On Time) and increased costs for ASKUL Logi PARK Fukuoka and Yokohama were managed as planned.

I Financial Results for 3Q FY5/2017

**II Fire at ASKUL Logi PARK Tokyo  
Metropolitan**

**(i) Recurrence-prevention measures**

(ii) Restoration and expansion measures for  
delivery capacity

III Revision of Forecast of Full-Year  
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# Process After the Fire at ASKUL Logi PARK Tokyo Metropolitan

February 16 (Thurs.)	Occurrence of the fire
February 17 (Fri.)	Instruction for self-inspection at six other logistics centers
February 22 (Wed.)	Fire suppressed
February 28 (Tue.)	Fire extinguished
March 7 (Tue.)	Explanatory meeting with neighborhood
March 14 (Tue.)	The Fire and Disaster Management Agency and the Ministry of Land, Infrastructure, Transport and Tourism held a meeting on preventive measures and firefighting activities, with the review of the warehouse fire in Miyoshimachi, Saitama Prefecture.
March 15 (Wed.)	Establishment of the Recurrence Prevention Committee
March 21 (Tue.)	Organizational change in Logistics Department

# Recurrence Prevention Committee Established on March 15

Chairman: Shoichiro Iwata, President and Chief Executive Officer

Following the review meeting by the Fire and Disaster Management Agency and the Ministry of Land, Infrastructure, Transport and Tourism, on preventive measures and firefighting activities based on the warehouse fire in Miyoshimachi, Saitama Prefecture, the ASKUL Group took the following actions.

- ✓ Immediate improvement in disaster-preventive measures to act as a disaster-preventive control function, and increase in employees' awareness of disaster prevention
- ✓ Confirmation/examination of the following items at the first Committee Meeting on March 23
  - (i) Issues with responding actions
  - (ii) Issues with prevention of fire spread
  - (iii) Issues with prevention of occurrence and control

# Preventive Measures Instructed by Recurrence Prevention Committee

Immediate actions	<ul style="list-style-type: none"><li>• Thorough confirmation of activation of fire shutters, alarms, and detectors</li><li>• Improvement in fire and disaster prevention for electric and communication wiring</li><li>• Review of assumed conditions when exercising firefighting drills at an early stage and evacuation drills</li></ul>
Starting study	<ul style="list-style-type: none"><li>• Structure of fire-prevention facilities that are stronger than required by regulations</li><li>• Reconstruction of structure to ensure both operational productivity and safety</li></ul>



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# For Offices Operating B-to-B Business

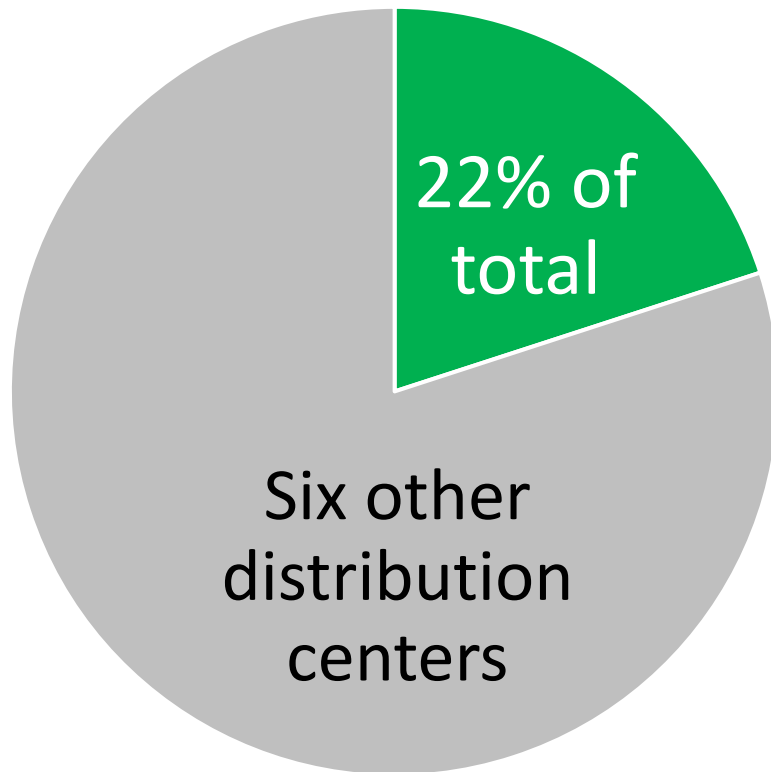


**ASKUL**

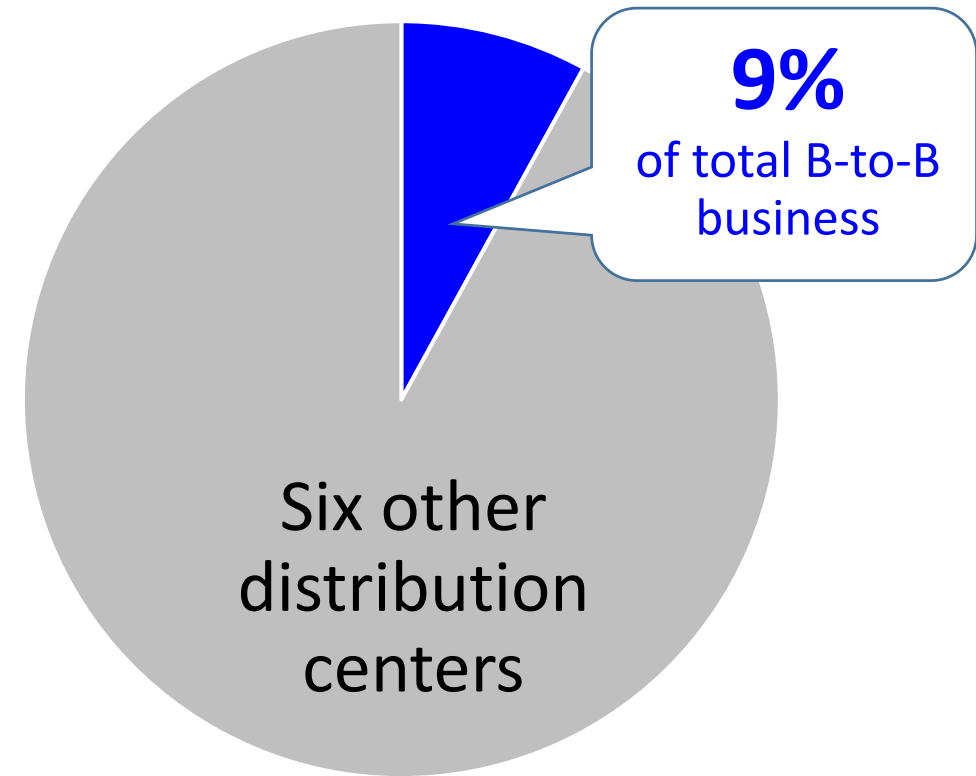
# Impacts on B-to-B Business Due to the Fire at ASKUL Logi PARK Tokyo Metropolitan

ASKUL Logi PARK Tokyo Metropolitan's proportion in distribution volume

Entire business



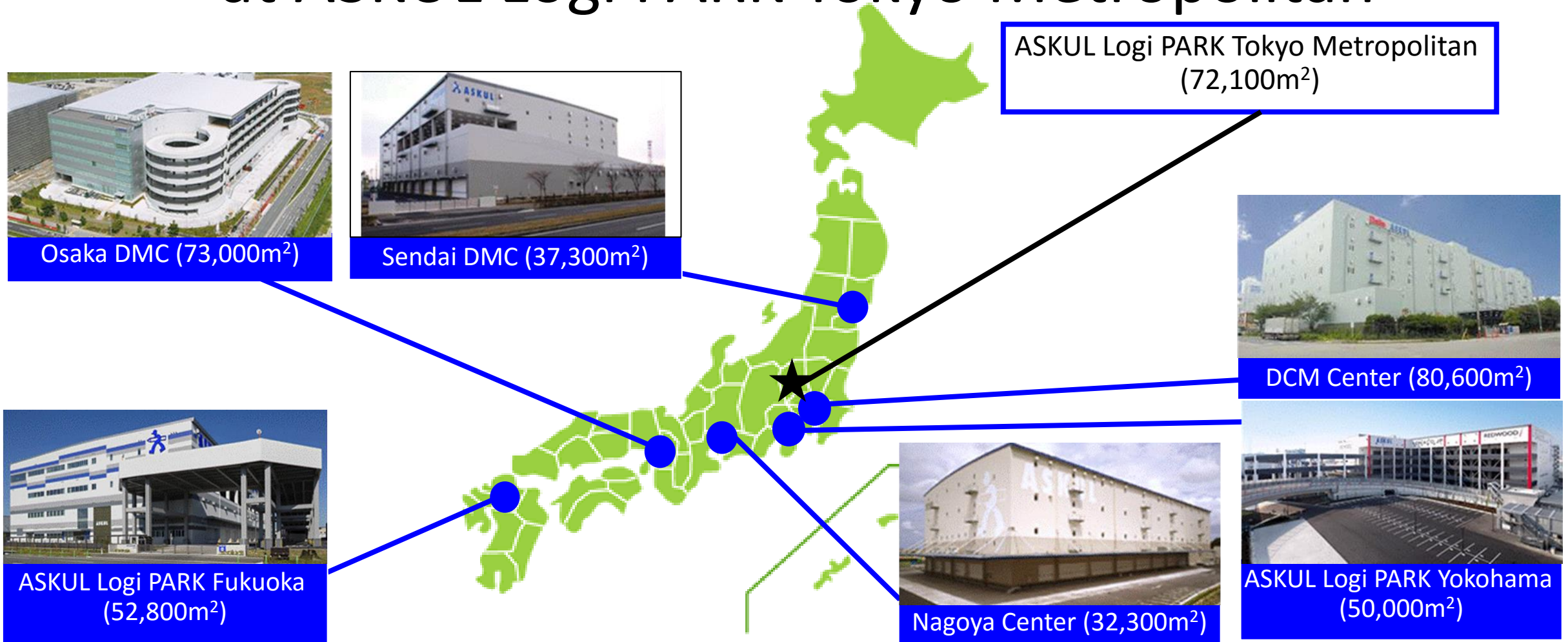
B-to-B Business



Limited impacts due to the small proportion of B-to-B business



# Impacts on B-to-B Business Due to the Fire at ASKUL Logi PARK Tokyo Metropolitan



With high priority put on restoration of B-to-B business, six other logistics centers operated to cover the shortage.

# Number of Non-Inventory Long Tail Goods Increased As Planned

(Ten thousand items)

1,000

**Boosting  
number of  
items**

FY5/2017

**To 3 million items**

300

200

100

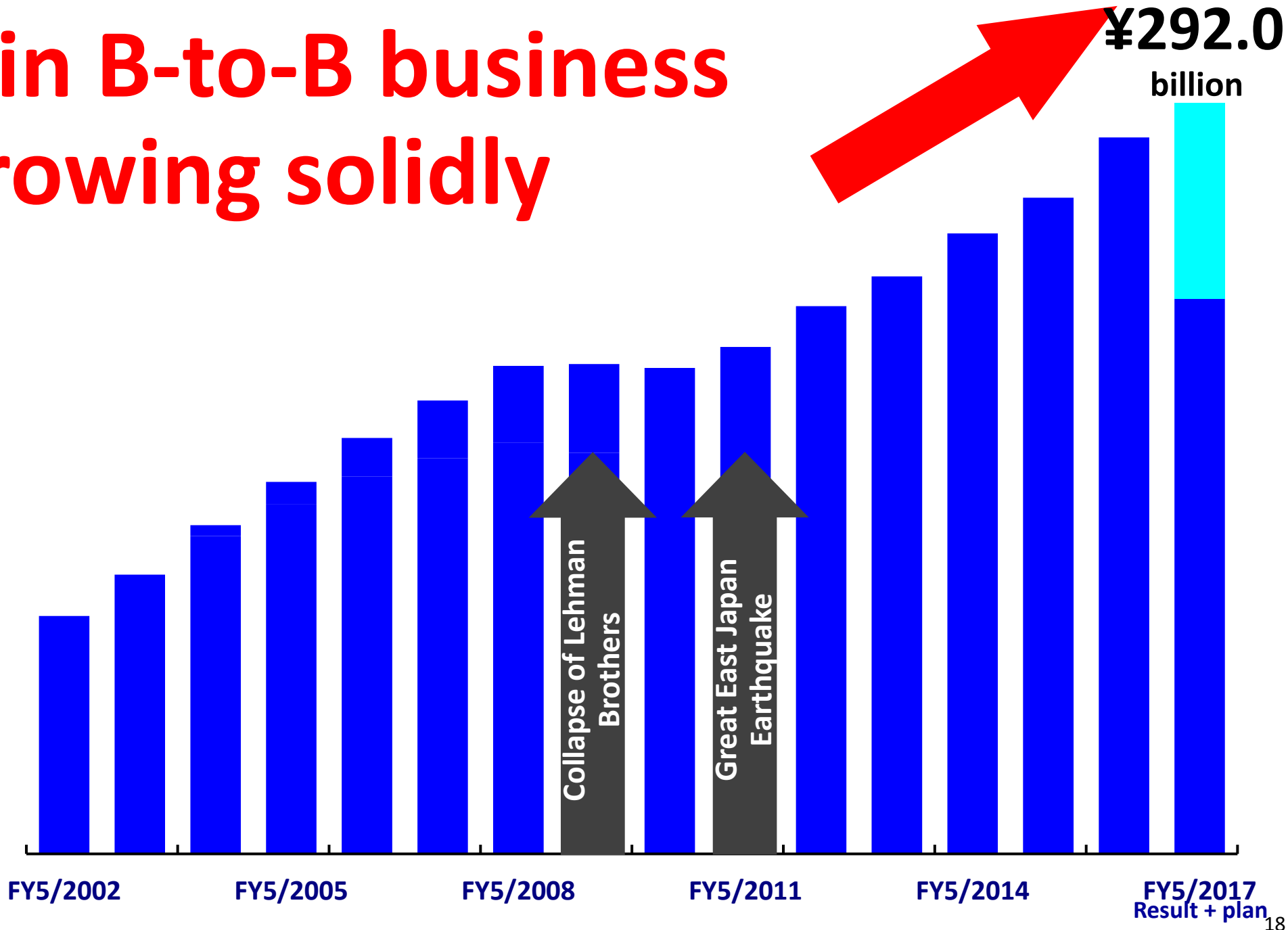
0

FY5/1995 FY5/1997 FY5/1999 FY5/2001 FY5/2003 FY5/2005 FY5/2007 FY5/2009 FY5/2011 FY5/2013 FY5/2015 FY5/2017  
(Plan)

Results as of  
Feb. 20,  
1.70 million items



# Net sales in B-to-B business to keep growing solidly



# LOHACO

# Targeting Consumers

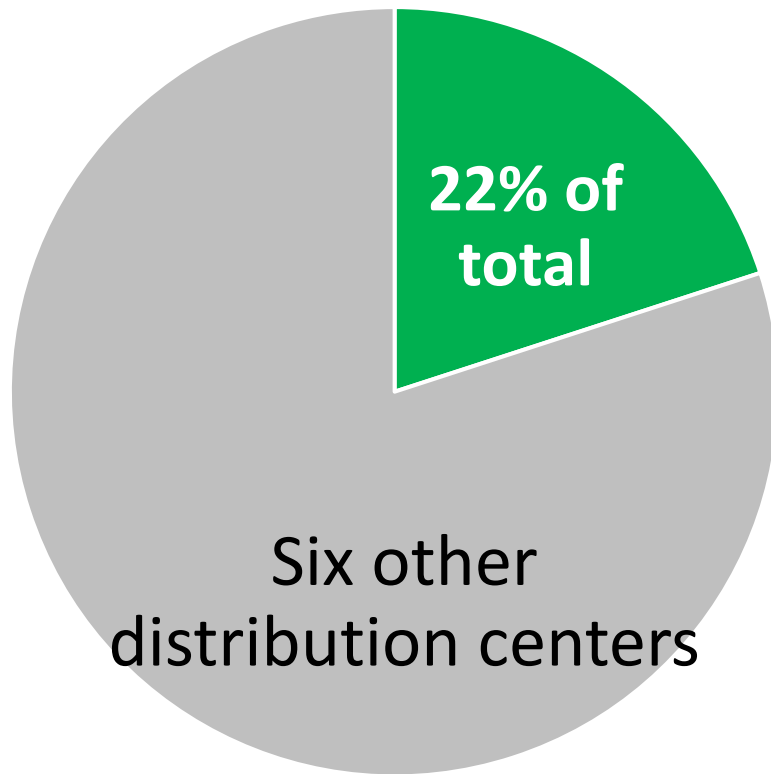


LOHACO

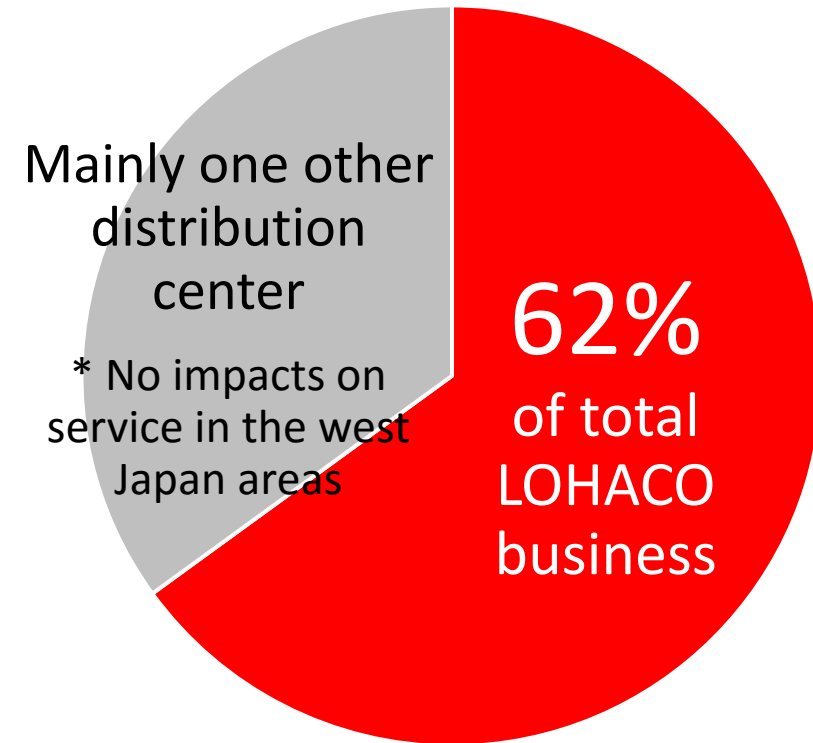
# Impacts on LOHACO Business Due to the Fire at ASKUL Logi PARK Tokyo Metropolitan

ASKUL Logi PARK Tokyo Metropolitan's proportion in distribution volume

Entire business



LOHACO



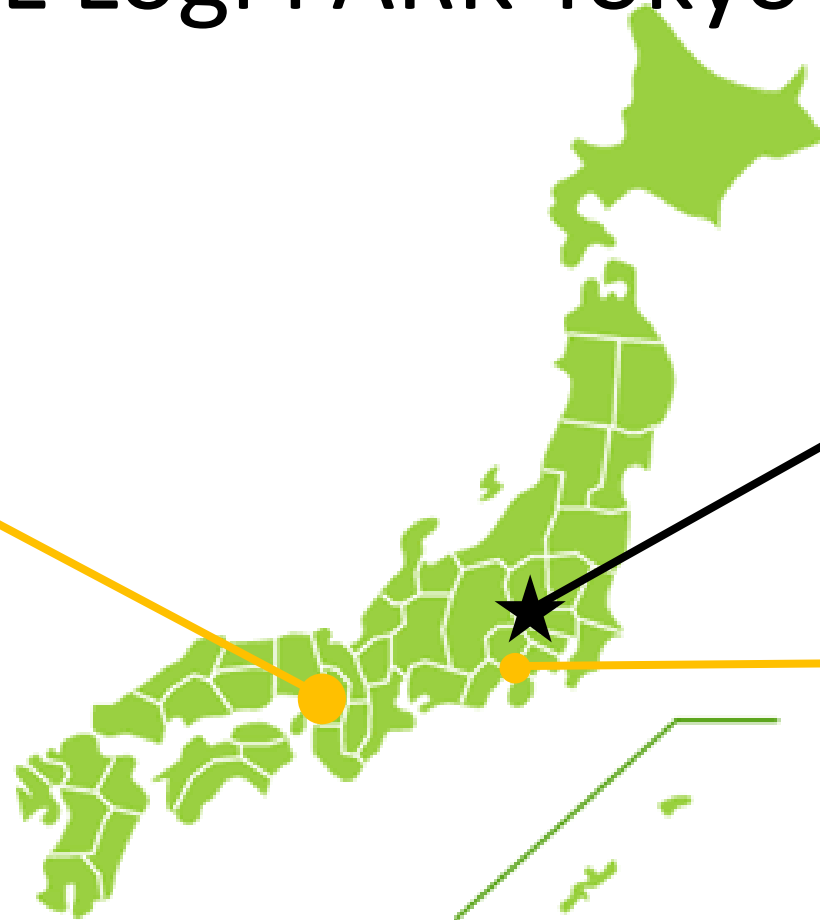
A very large proportion, 62%, of the total LOHACO business

# Impacts on LOHACO Business Due to the Fire at ASKUL Logi PARK Tokyo Metropolitan



Osaka DMC (73,000m<sup>2</sup>)

\*No impact on service in the west Japan areas



ASKUL Logi PARK Tokyo Metropolitan  
(72,100m<sup>2</sup>)



ASKUL Logi PARK Yokohama  
(50,000m<sup>2</sup>)

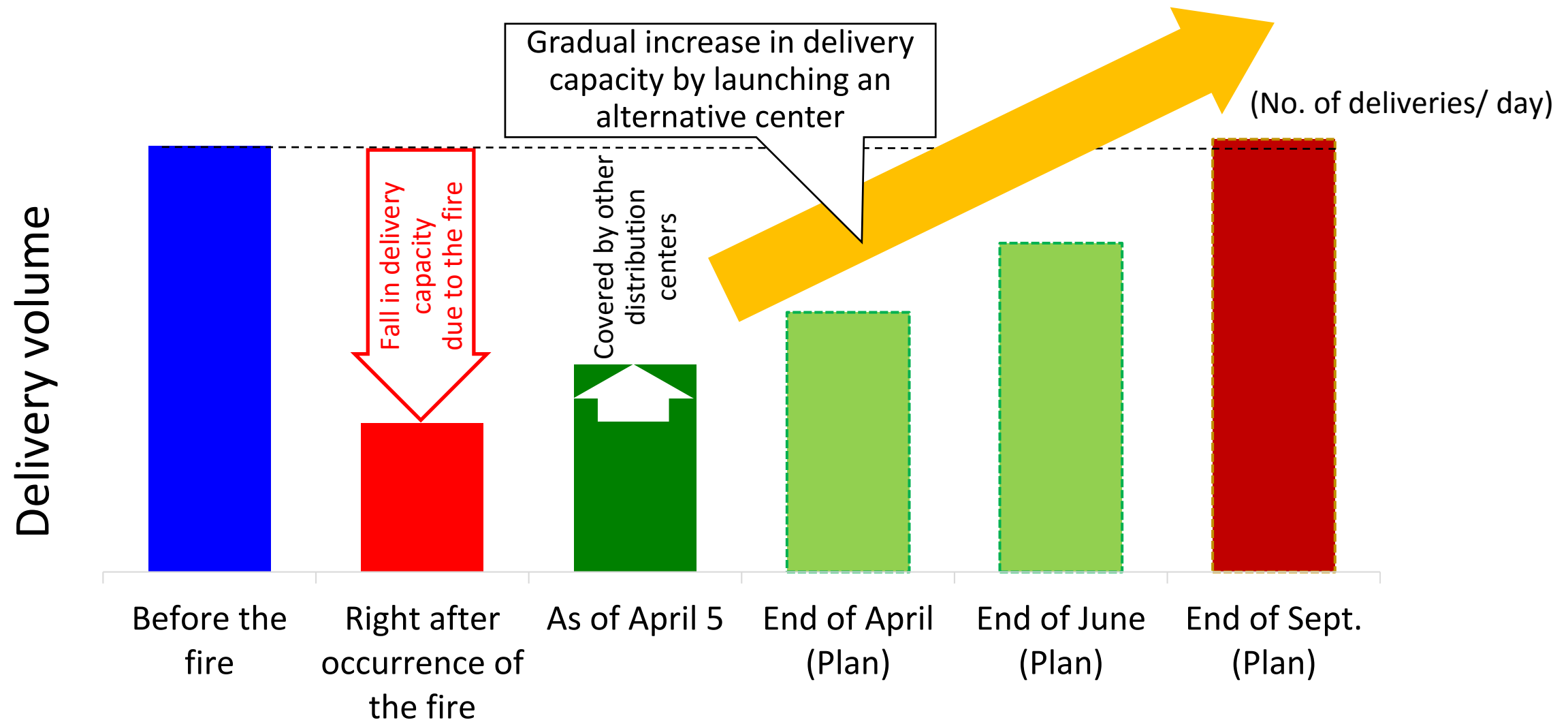
\*Storage of some of LOHACO goods

Substitute delivery service started at ASKUL Logi PARK Yokohama.  
Significant drop in the number of pieces of merchandise and delivery service

# Tentative actions responding to declined delivery capacity

- Feb. 24 – Service to be limited only to customers who ordered with a Yahoo! JAPAN ID
- March 1- Temporary suspension of the “Campaign on 5th, 15th, and 25th of every month”
- March 21- Reduced operating hours for order acceptance
- Coming months      Gradual recovery by extending operating hours for order acceptance

# Restoration and Expansion Plan for LOHACO Delivery Capacity



**Aim to complete restoration by the end of September by launching an alternative center**



# Launch of New Distribution Center To Expand Delivery Capacity

Continued employment  
of 350 staff

Tentative name: ASKUL  
Value Center (AVC)  
Hidaka

5,400m<sup>2</sup>  
as of March  
2017

ASKUL Logi PARK  
Tokyo  
Metropolitan ]

DCM Center

Shinsuna

23,500m<sup>2</sup>  
as of April  
2017

Heiwajima

Yashio

ASKUL Logi PARK  
Yokohama

11,700m<sup>2</sup>  
for two bases  
as of March  
2017

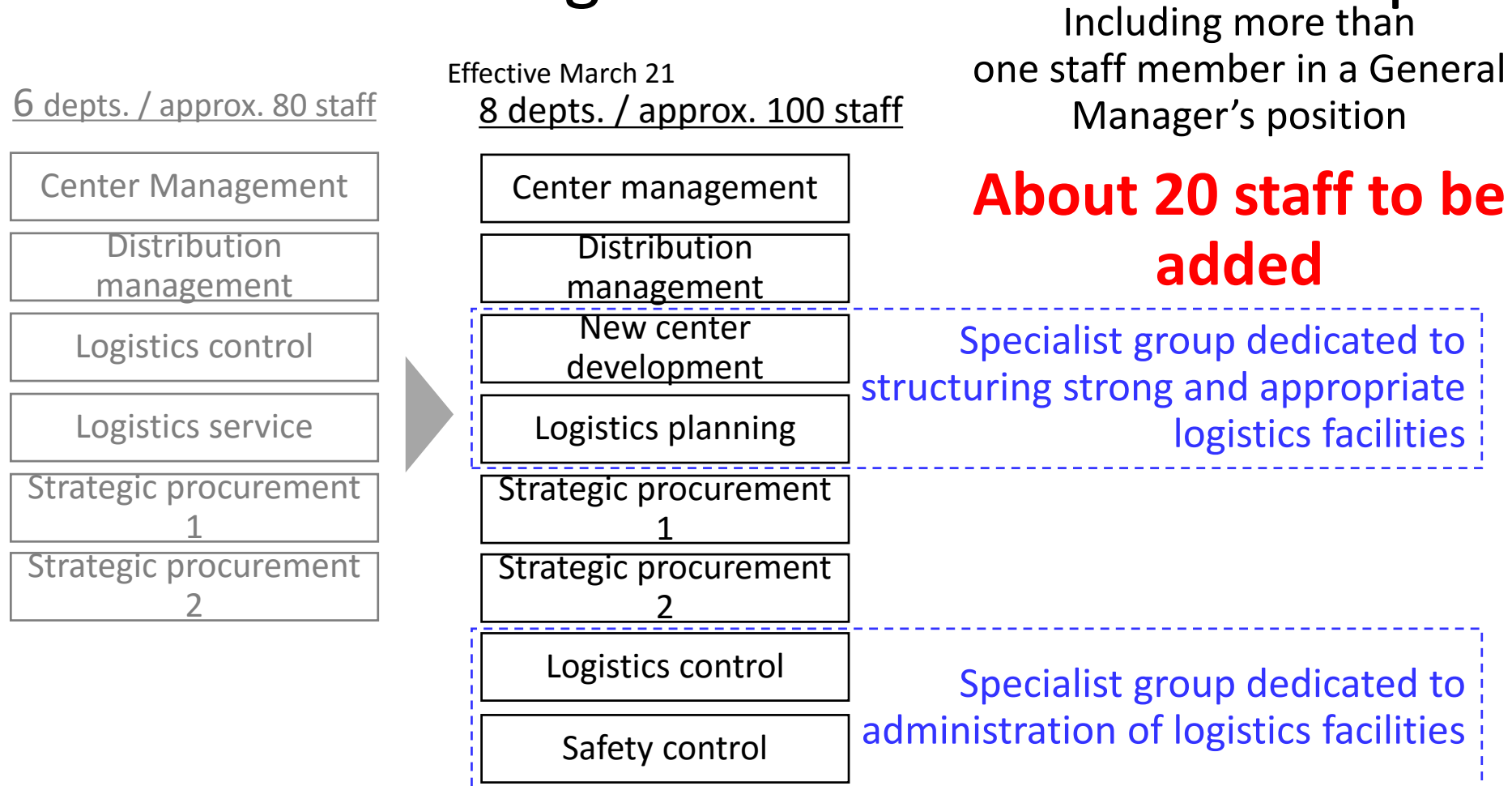
45,300m<sup>2</sup>  
As of April 2017

Highest priority: Continued  
employment of staff worked at ASKUL  
Logi PARK Tokyo Metropolitan, and the  
earliest recovery

# Actions to restore and expand delivery capacity

- (i) B-to-B business to increase delivery capacity at Tokorozawa, Yashio and Shinsuna distribution centers, while maintaining the level of services
- (ii) ASKUL Logi PARK Yokohama's delivery capacity to be allocated for LOHACO service
- (iii) Launch of ASKUL Value Center (tentative name) Hidaka, a center to be dedicated to the LOHACO delivery service
- (iv) Start of study on reconstruction of ASKUL Logi PARK Tokyo Metropolitan

# Organizational Change and Increase in Number of Personnel in Logistics and Distribution Depts.



As a Group-wide action, concentrate human resources on Logistics and Distribution Depts. and focus on earliest restoration



# With Safety as Top Priority, the ASKUL Group Will Build Distribution, Logistics, and Procurement Functions Which Were Absent Before

- Launch of a new center
- Focus on enhancing value to customers and improving BCP response with safe, secured and sustainable distribution logistics networks
- Expansion of the Happy On Time services to major cities
- ASKUL LOGIST Co., Ltd. aims to become an EC logistics company

	478542	1235476	1777	554	73118	478
	109764764	43654786	6746	129	77314530	542
	60476	105635	914570	5743	72547	10976
	478542	1235476	1777	554	73118	478
	109764764	43654786	6746	129	77314530	542
	60476	105635	914570	5743	72547	10976



# Expansion of Areas for Happy On Time

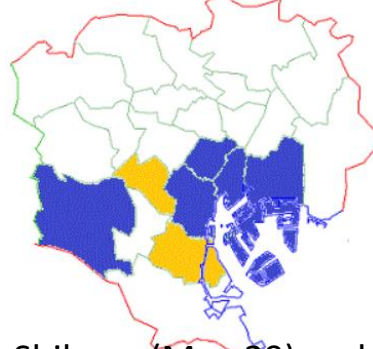
Tokyo

At the launch



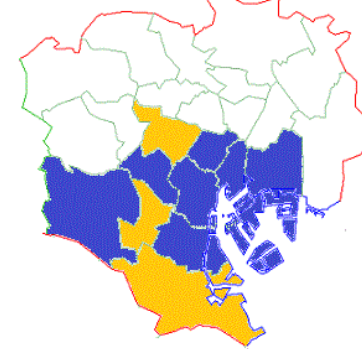
Chiyoda, Chuo, Koto,  
Minato, and Setagaya  
wards

As of April 5



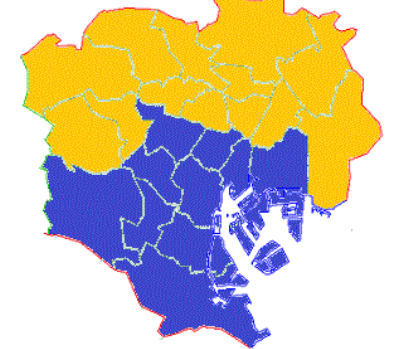
Shibuya (Mar. 29) and  
Shinagawa (Mar. 31)  
wards

End of FY5/2017



Shinjuku, Meguro,  
and Ota wards

2Q FY5/2018

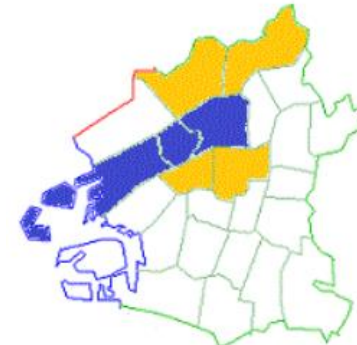


Expansion to all 23 wards

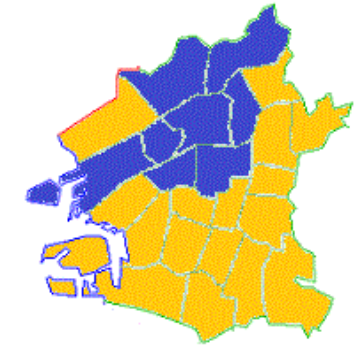
Osaka



Kita, Fukushima, and  
Konohana wards



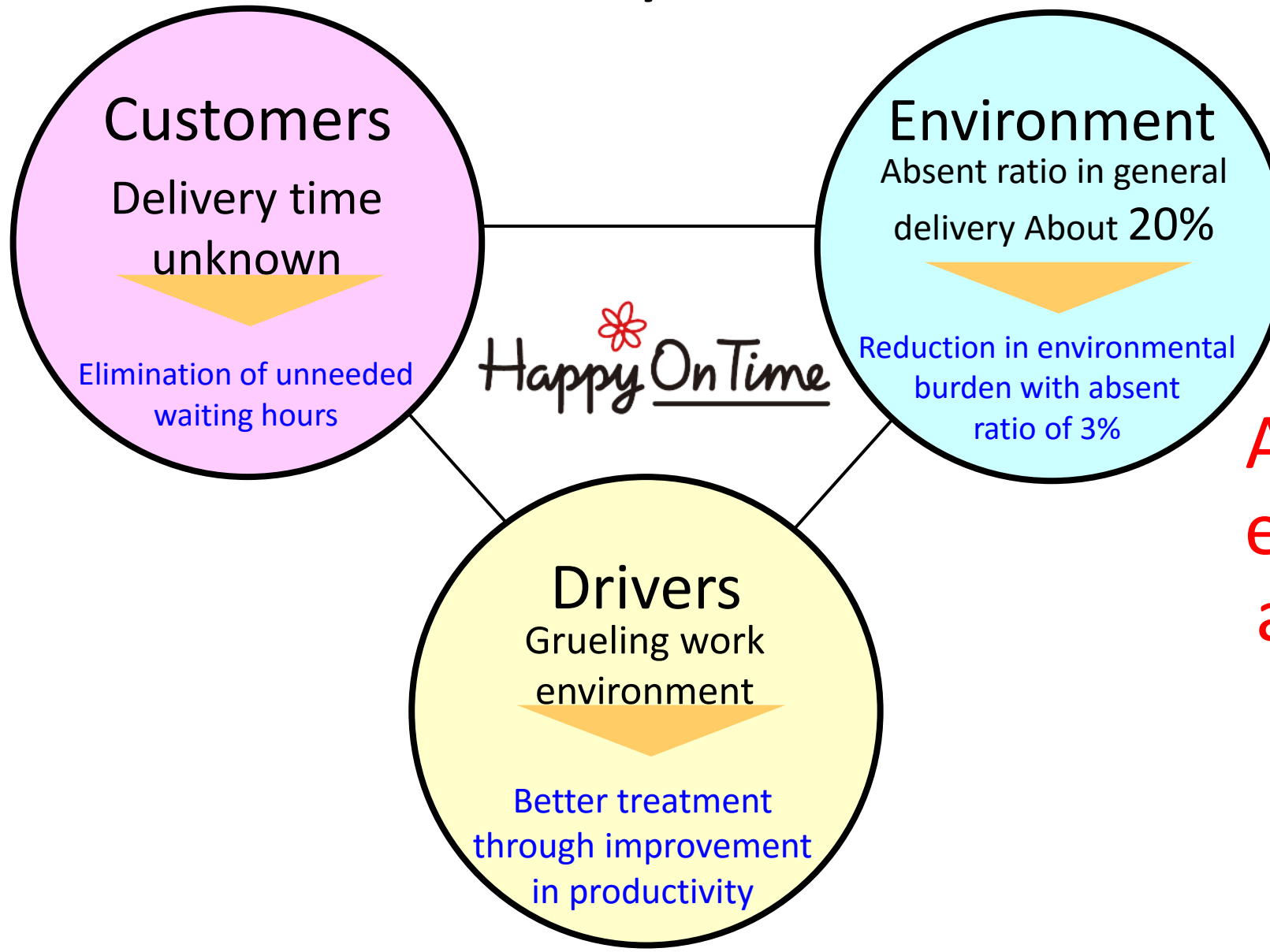
Nishi, Chuo, Yodogawa,  
and Higashi-Yodogawa  
wards



Expansion to all 24 wards

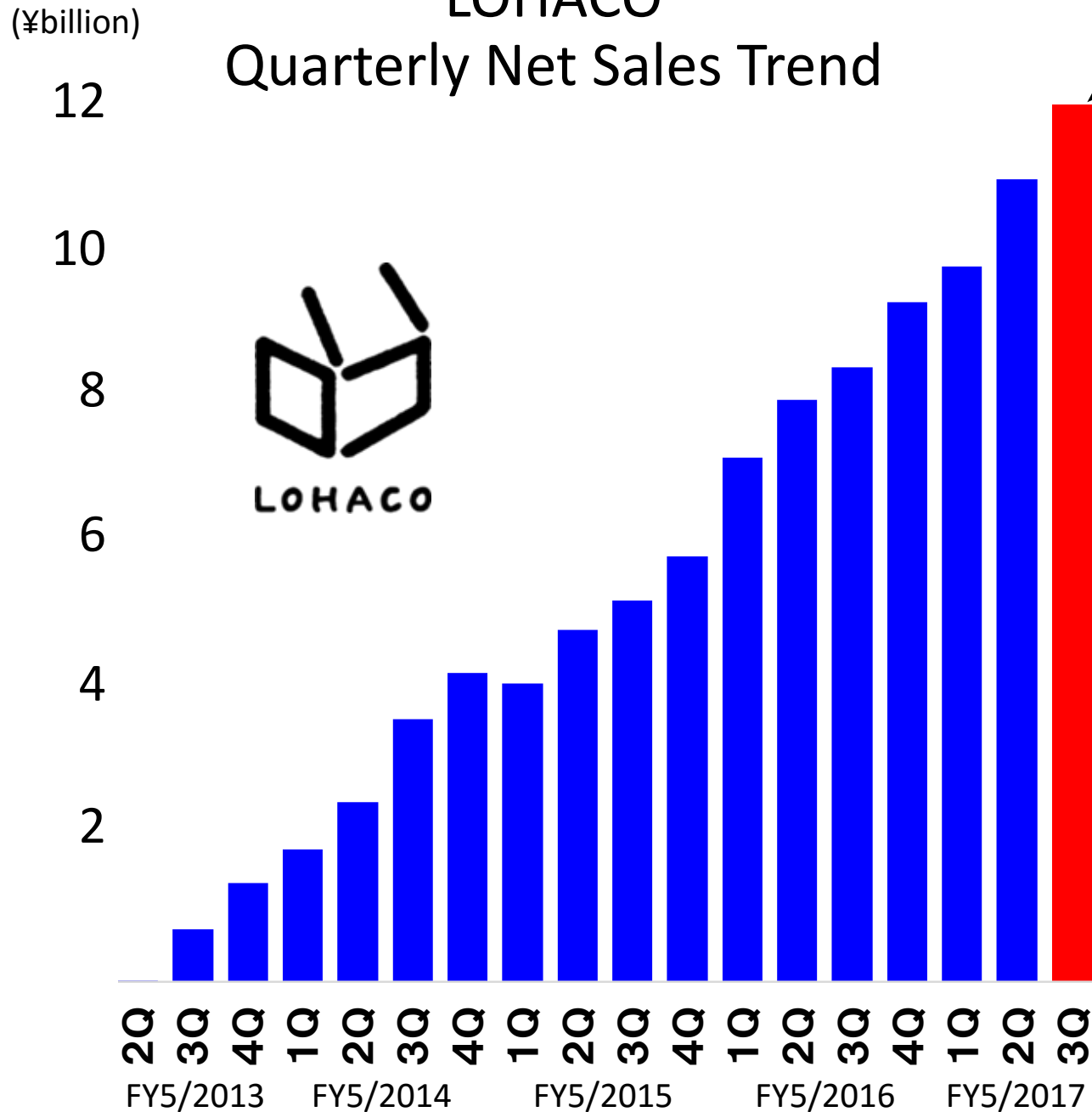
Group's unique delivery service, a driver for future growth, will be provided more widely by increasing coverage areas, as initially planned.

# Unique Service Implemented at the Time of a Revolutionary Phase in the Distribution Industry



Service revolution  
with the  
application of AI  
Achieving reduction in  
environmental burden  
and drivers' workload

# LOHACO Quarterly Net Sales Trend



YoY change  
**Up 44.0%**

Steady expansion achieved  
through to 3Q FY5/2017

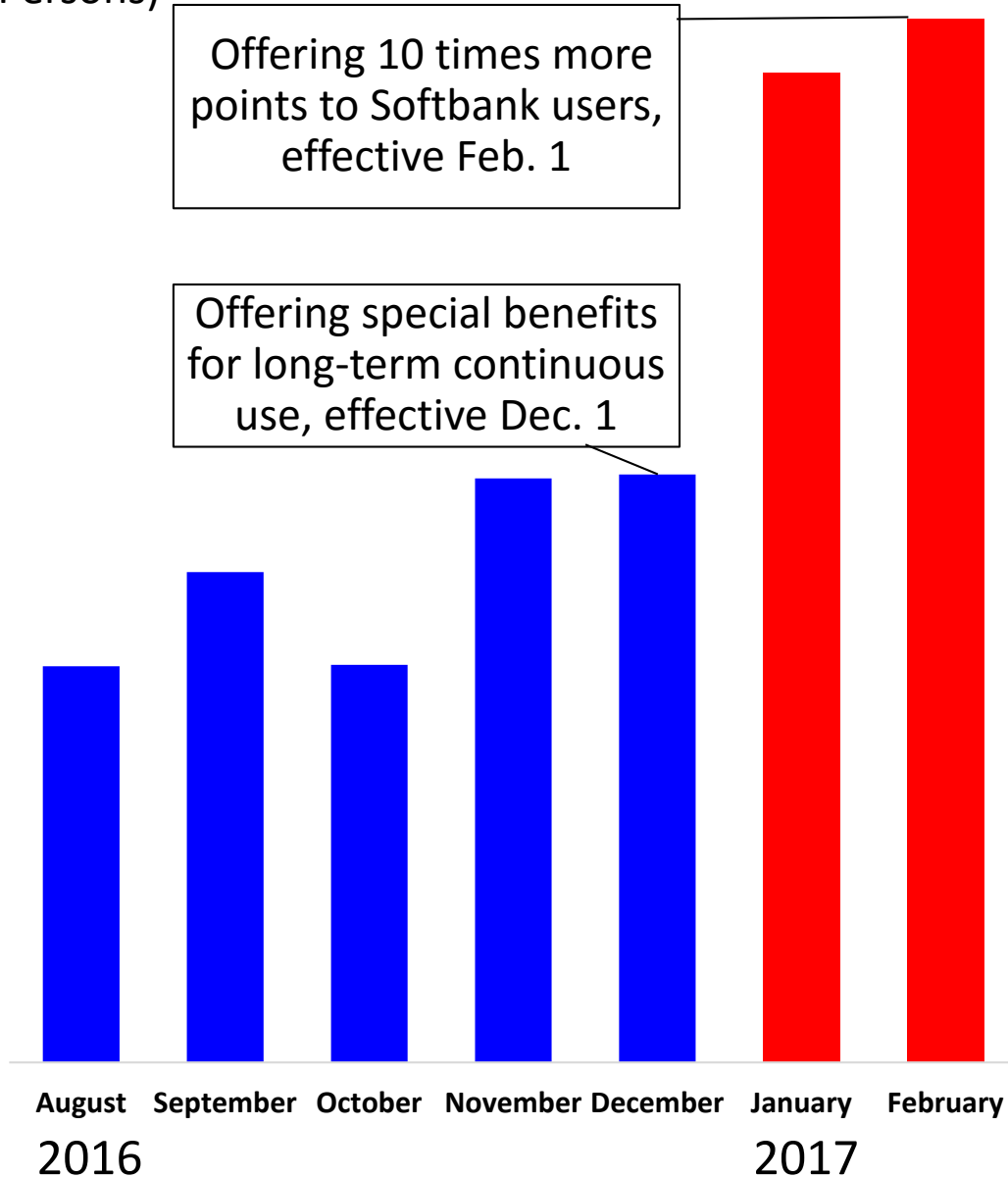
Urgent need for expanding  
delivery capacity

Establishment of an  
alternative distribution  
center asap

# Trends of Number of New Customers\* in LOHACO Business

\* Only Yahoo! JAPAN ID users

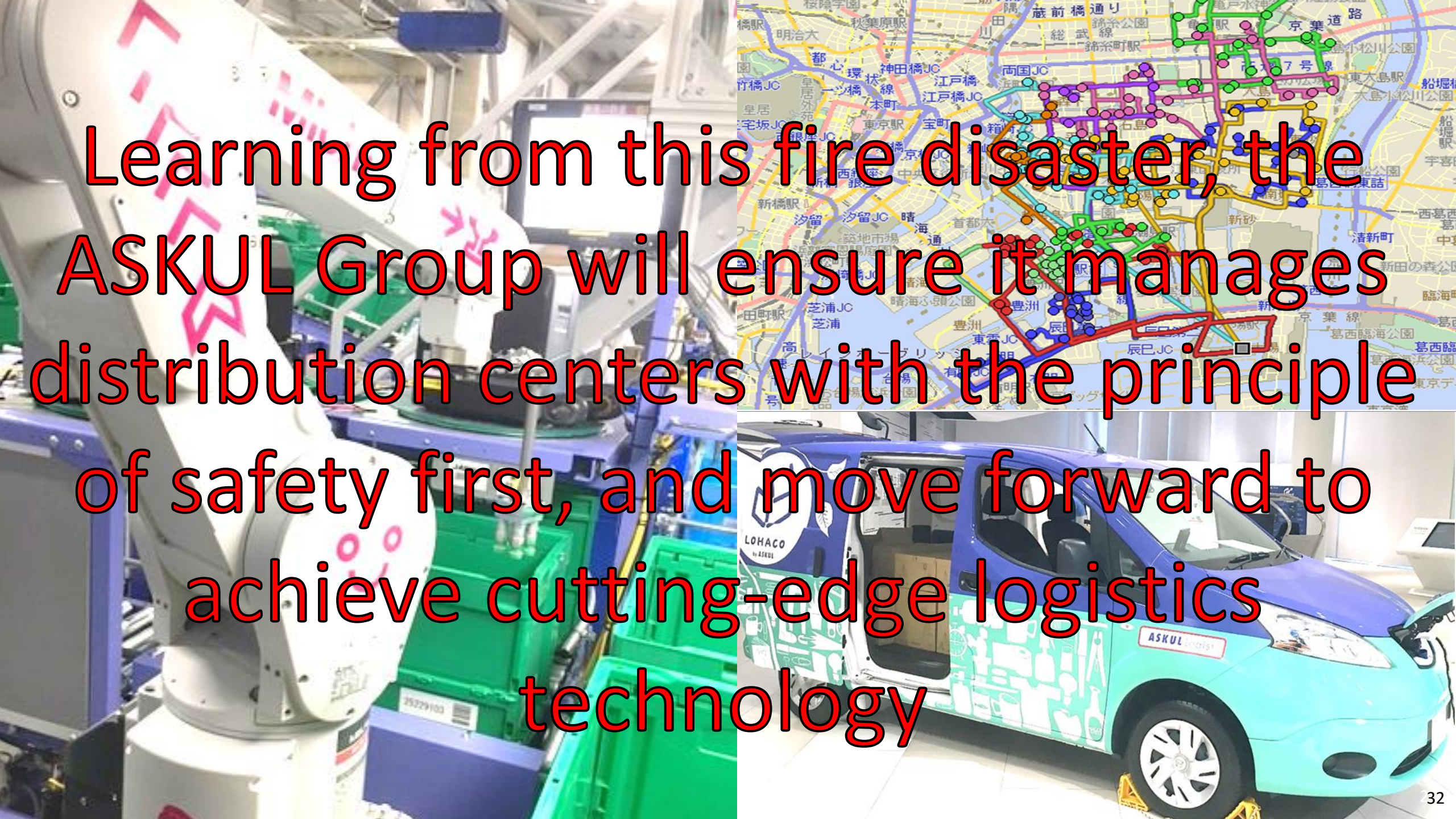
(Persons)



Number of new customers approximately doubled from the previous level, attributed to the alliance with SoftBank Group

The alliance to be reinforced further after expansion of delivery capacity





Learning from this fire disaster, the ASKUL Group will ensure it manages distribution centers with the principle of safety first, and move forward to achieve cutting-edge logistics technology



I Financial Results for 3Q FY5/2017

II Fire at ASKUL Logi PARK Tokyo  
Metropolitan

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**III Revision of Forecast of Full-Year  
Consolidated Financial Results**

# Revision of Forecast of Full-Year Consolidated Financial Results for FY5/2017

	FY5/2016	FY5/2017		
	Results (¥billion)	Original Forecast (¥billion)	Revised Forecast (¥billion)	Increase/ decrease (¥billion)
Net Sales	315.0	348.0	335.0	(13.0)
Operating Income	8.5	9.5	8.0	(1.5)
Ordinary Income	8.5	9.5	8.0	(1.5)
Profit Attributable to Owners of the Parent	5.2	5.5	To be determined	-

- ✓ Net sales, operating income, and ordinary income have already taken into consideration the impacts of the fire.
- ✓ Net profit has been changed to “To be determined” as insurance proceeds have not been finalized.
- ✓ Year-end dividends for FY5/2017 have also been changed to “To be determined.”

# Factors for Decrease in 4Q Operating Income

Expense items	Amount
Increasing loss of productivity in logistics and distribution (due to 24-hour operation at the centers, increasing manual work, transfer of areas, etc.)	¥700 million
Land rent for the alternative center (securing of five centers)	¥300 million
Cost for launching the alternative center (office supplies, etc.)	¥100 million
Total	¥1.1 billion

Top priority is to restore the level of services,  
with an eye to maximizing earnings in future



The ASKUL Group will continue to make  
all-out efforts to completely restore  
LOHACO, and become No.1  
in second-generation e-commerce



# Appendix

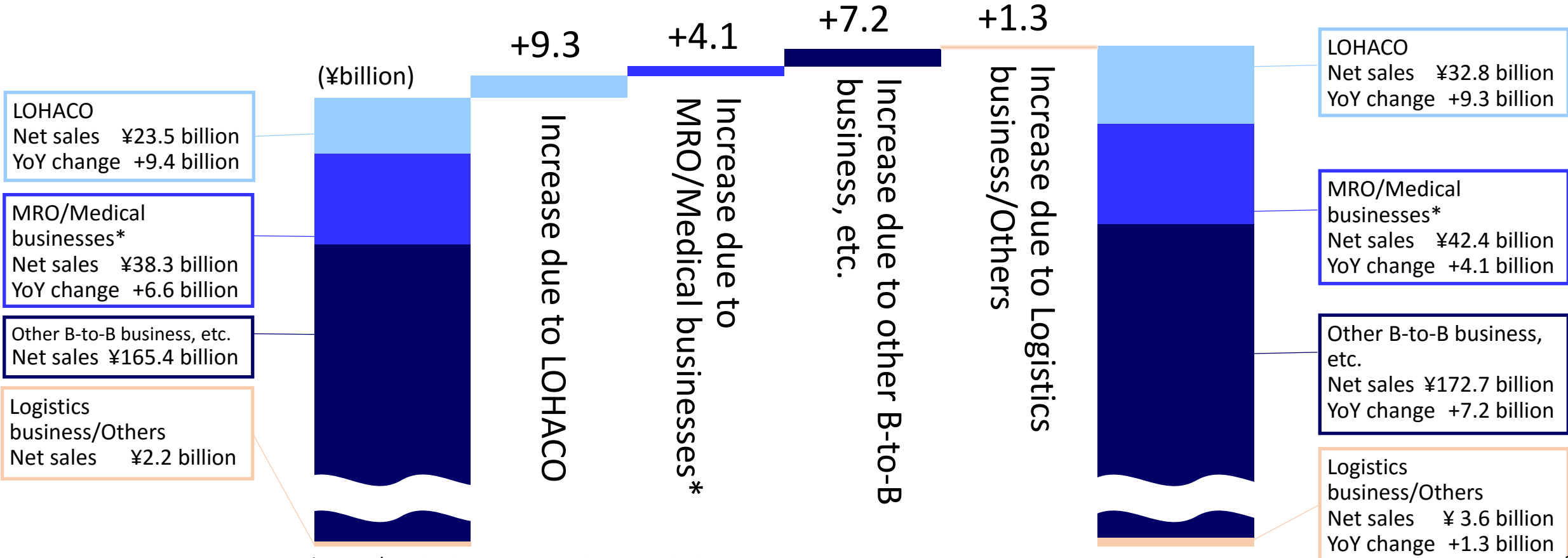
# Main Factors Affecting 3Q FY5/2017 Consolidated Net Sales

First 9 months of  
FY5/2016(actual)

Net sales                   ¥ 229.6 billion  
YoY change               +27.7 billion  
YoY growth               Up 13.7%

First 9 months of  
FY5/2017(actual)

Net sales                   251.7 billion  
YoY change               +22.0 billion  
YoY growth               Up 9.6%



\* MRO/Medical Businesses do not include LOHACO portion.



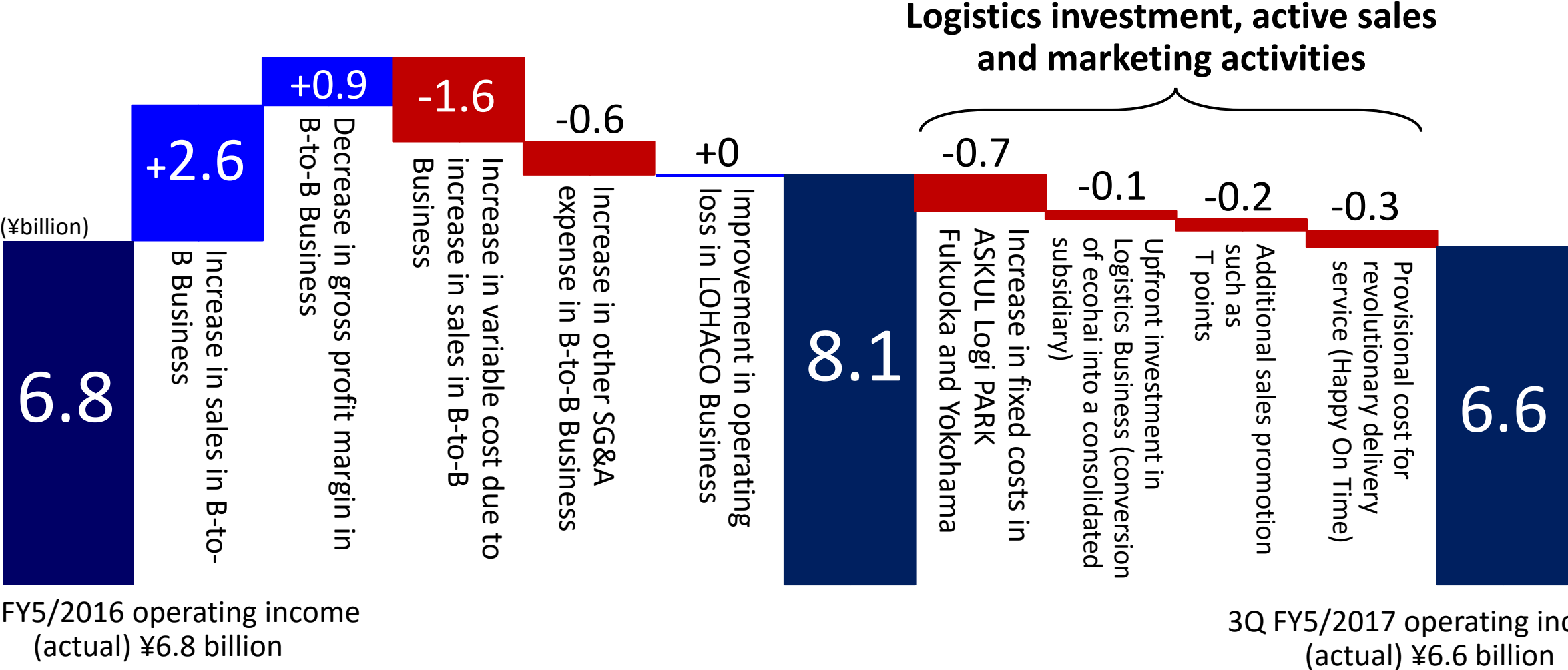
# Factors Affecting 3Q FY 5/2017 Consolidated Operating Income

3Q FY5/2016 (actual)

Net sales growth YoY	13.7%
Gross profit margin	22.4%
SG&A expense ratio to sales	19.4%

3Q FY5/2017 (actual)

Net sales growth YoY	9.6%
Gross profit margin	22.8%
SG&A expense ratio to sales	20.1%





# 3Q FY5/2017 Net Sales by Product Category

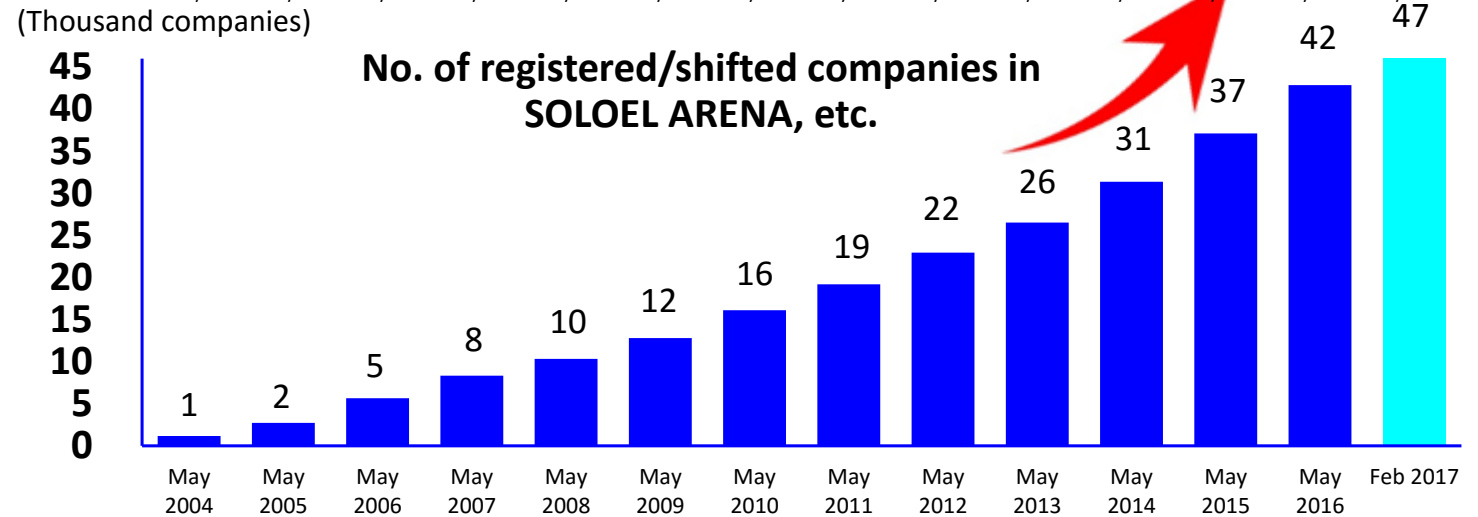
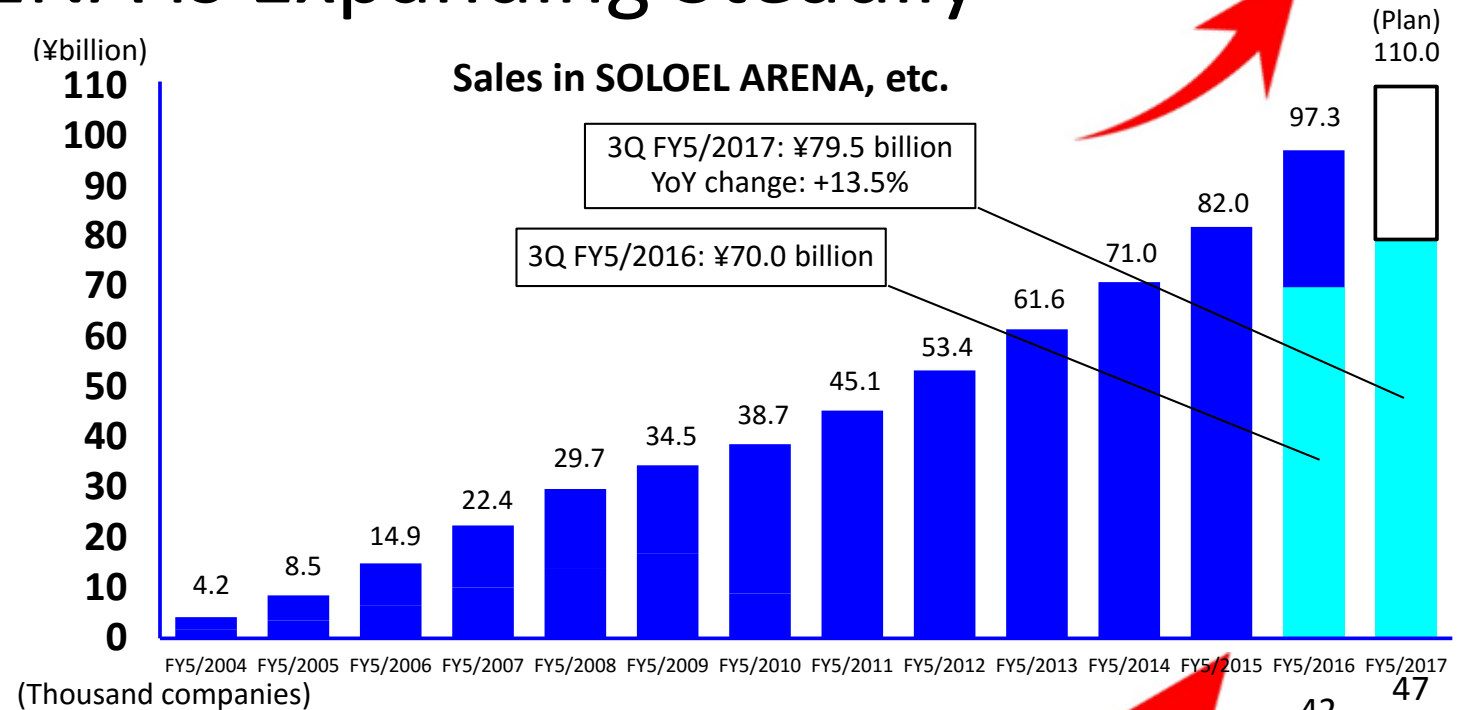
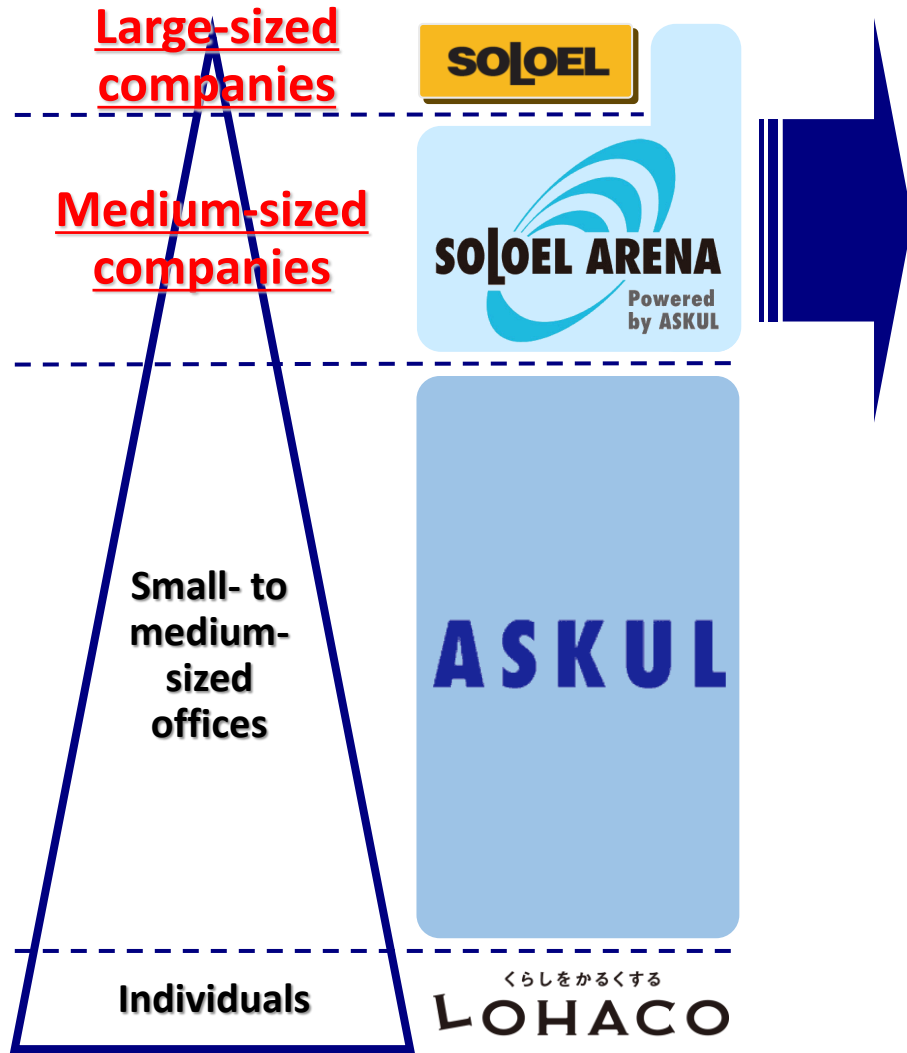
Non-consolidated

	3Q FY5/ 2016		3Q FY5/ 2017	
	¥billion	YoY change %	¥billion	YoY change %
OA & PC	68.3	+5.1	70.2	+2.7
Stationery	30.0	+7.2	31.3	+4.2
Living Supplies	64.2	+27.7	76.1	+18.4
Furniture	15.0	+6.6	15.1	+1.2
MRO	18.3	+16.0	21.0	+14.3
Others (Medical, etc.)	13.8	+14.0	15.4	+11.8
Total	209.9	+13.2	229.3	+9.2

**Posted record highs Also  
in non-consolidated  
net sales**

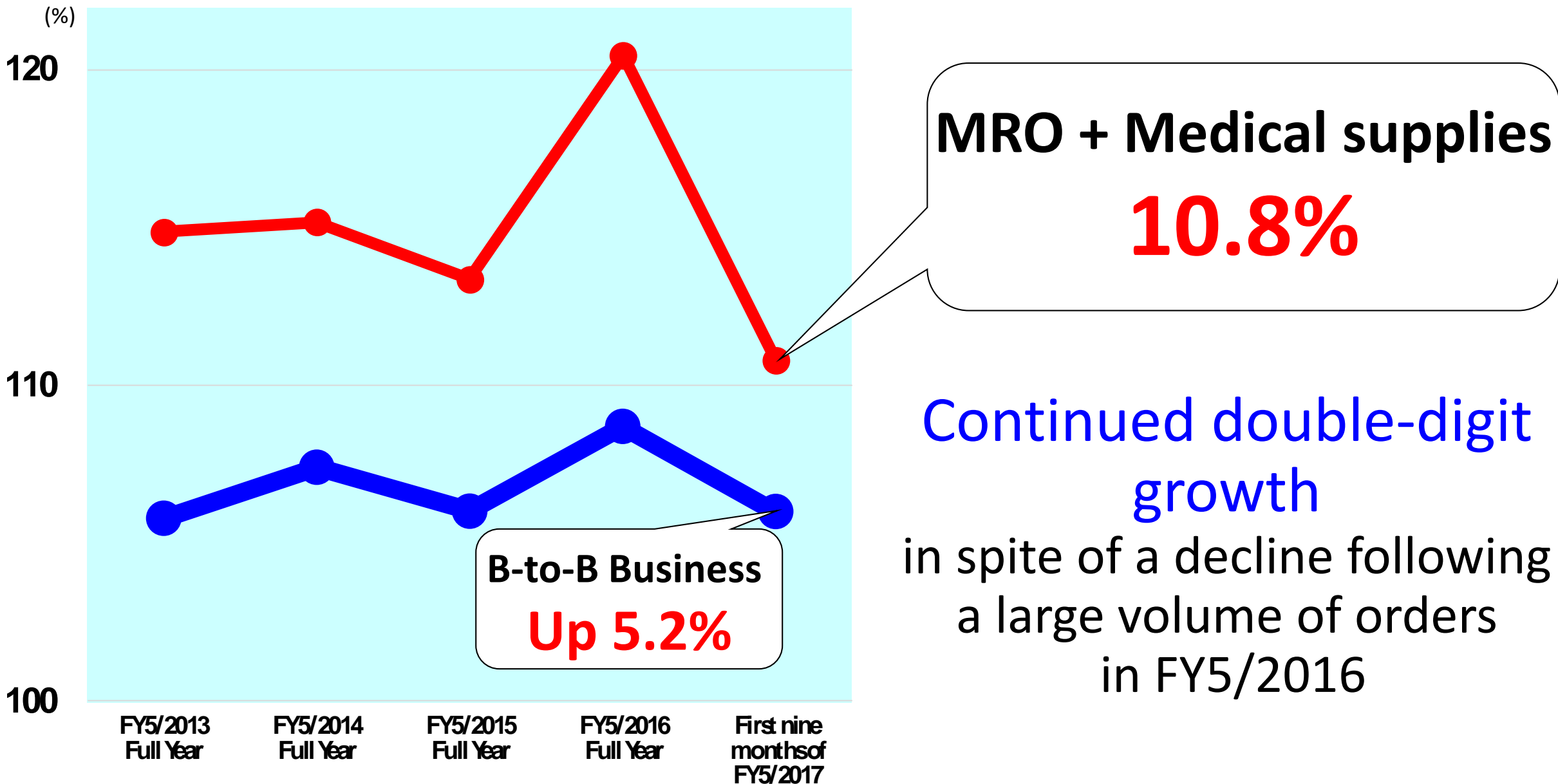
**Continued  
double-digit growth  
in mainstay  
products**

# SOLOEL ARENA is Expanding Steadily



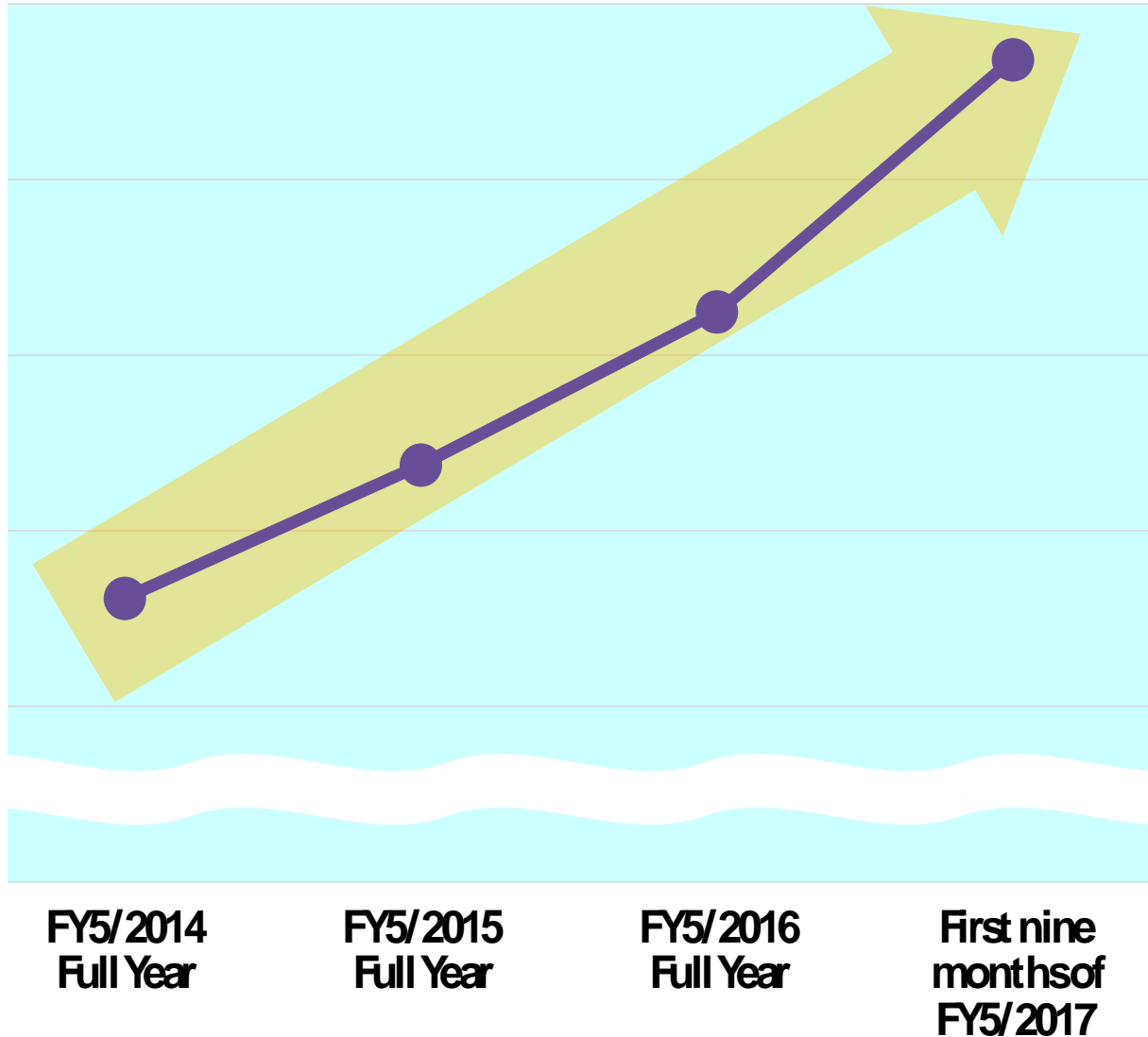
Continued strong performance with sales growth of 13.5%

# B-to-B Business: Trends in YoY Change in Net Sales by Category



# B-to-B Business Trends in Gross Profit Margin

Non-consolidated basis



**Continued focus  
on recovery**

# New Catalog Issued



Total no. of pages	1,272
No. of pieces of merchandise for sale	Approx. 35,750
No. of pieces of new merchandise for sale	Approx. 2,350
No. of pieces of original merchandise	Approx. 6,850
No. of pieces of green merchandise	Approx. 13,300

Reference Summary of 2016 Autumn and Winter Issue  
(preceding issue)

Total no. of pages: 1,280

No. of pieces of merchandise for sale: approx. 35,200

“ASKUL Catalog 2017 Spring & Summer Issue”  
Released in Feb. 2017



# New Catalog Issued: Uniqueness

いいモノ、もっと快適に。 2

1

KINCHO + ASKUL Page 961

## 人気商品、アスクル

### 花王「ビオレu」泡ハンドソープ

人気の「ビオレu」泡ハンドソープが、おもてなし空間に合うデザインで登場!

陶器の容器に砂を盛って使うというお客様の声をヒントに開発しました!

新登場の「ビオレu」泡ハンドソープが、おもてなし空間に合うデザインで登場!

陶器の容器に砂を盛って使うというお客様の声をヒントに開発しました!

New! 2017年4月新登場の「ビオレu」泡ハンドソープが、おもてなし空間に合うデザインで登場!

¥348 (税別 ¥320)

KINCHO + ASKUL Page 1010

### KINCHO「虫コナース」

接客空間にオススメのアスクル限定デザイン「虫コナース」が登場!

New! 2017年4月新登場の「虫コナース」が、接客空間にオススメのアスクル限定デザインで登場!

¥628 (税別 ¥592)

小林製薬 + ASKUL Page 994

### 小林製薬「無香空間」

おもてなし空間にオススメ、「無香空間」にアスクル限定デザインが登場!

New! 2017年4月新登場の「無香空間」が、おもてなし空間にオススメのアスクル限定デザインで登場!

¥548 (税別 ¥520)

大正製薬株式会社 + ASKUL Page 927

### キッチンタオル

キッチンタイプのオリジナルキッチンタオル、スマートなパッケージで登場!

New! 2017年4月新登場の「キッチンタオル」が、キッチンタイプのオリジナルキッチンタオル、スマートなパッケージで登場!

¥253 (税別 ¥240)

¥84.9 (税別 ¥81.5)

期間限定価格

4月20日  
5月17日  
6月14日  
7月12日  
8月9日  
9月6日  
10月4日  
11月2日  
12月31日

お客様に人気のアイテムが、品質はそのままに使う人や空間に合わせておしゃれに大変身。有名メーカーとアスクルが一緒につくったコラボ商品です!

KAO + ASKUL Page 999

## だけのデザインに!

### 花王「リセッシュ除菌EX」

人気の「リセッシュ」限定デザイン第2弾! 客室スペースなどにオススメ!

New! 2017年4月新登場の「リセッシュ」限定デザイン第2弾が、客室スペースなどにオススメ!

¥398 (税別 ¥375)

エステー + ASKUL Page 993

### エステー「トイレの消臭ミスト」

ミストタイプでトイレにもお部屋にも使える、デザインにもこだわったワンランク上のスプレー。

New! 2017年4月新登場の「トイレの消臭ミスト」が、ミストタイプでトイレにもお部屋にも使える、デザインにもこだわったワンランク上のスプレー。

¥249 (税別 ¥235)

大正製薬株式会社 + ASKUL Page 986

### トイレクリーナーシート

厚手・大判タイプのトイレのおそうじシートに、その部屋に合ったデザインが楽しめる!

New! 2017年4月新登場の「トイレクリーナーシート」が、厚手・大判タイプのトイレのおそうじシートに、その部屋に合ったデザインが楽しめる!

¥118 (税別 ¥112)

¥249 (税別 ¥235)

小林製薬 + ASKUL Page 992

### 小林製薬「トイレの消臭元 ジャンボ」

1.5倍の大容量! おしゃれなアスクル限定デザインのトイレの消臭元ジャンボタイプ。

New! 2017年4月新登場の「トイレの消臭元 ジャンボ」が、1.5倍の大容量! おしゃれなアスクル限定デザインのトイレの消臭元ジャンボタイプ。

¥478 (税別 ¥455)

¥448 (税別 ¥425)

期間限定価格

4月20日  
5月17日  
6月14日  
7月12日  
8月9日  
9月6日  
10月4日  
11月2日  
12月31日

Uniqueness



# New Catalog Issued: Added value

いいモノ、もっと快適に。

1 Part 3 2

「ちょっとした工夫で」

## 仕事スムーズに

アスカルでは、「こういう商品が欲しい」というお客様の声に応じて、お客様の仕事の効率アップや助けになる「使い勝手のいい商品」を企画しています。ぜひお試しください。

ひと手間省けるアイテムで時間のロスや労力のムダを解消!

「2倍巻き」トイレトーパー

「2倍巻き」ロングロールのトイレトーパーで、交換の手間も保管スペースも約半分に!

2ロール分を1ロールにして、かさばらず、手間いらず!

交換/ASB 配合率100%、再生紙を使用。

TOILET ROLL RECYCLE 100

ダブル60m

期間限定価格

¥238

Page 942

小々判サイズペーパータオル

コストも資源も削減できる1個に220枚入りの「小々判」サイズのペーパータオル。

New!

期間限定価格

¥69.9

Page 952

油性マーカー

最後までくっきり濃く書ける直液式油性マーカーが登場!

ペンで書くよりも、のびのびとした書き心地が、油性インク。

ペンで書くよりも、のびのびとした書き心地が、油性インク。

New!

期間限定価格

¥93.8

Page 117

キャップレス9

キャップを外す手間がなく、片手でサッと捺印できるキャップレス9。

New!

期間限定価格

¥950

Page 232

蛍光ペン

たっぷり書けるインク容量1.5倍の蛍光ペン。

New!

期間限定価格

¥35.8

Page 125

ホワイトボードマーカー

インク容量2倍! 使い切りでも断然おトクなホワイトボードマーカー。

New!

期間限定価格

¥58.9

Page 122

# 効率アップ!

サイズや容量を変更して、おトクに便利になりました!

## 大容量

セロハンテープ

交換頻度を減らせる50m巻きが絶対おトク!

1mあたり10巻入に(先巻50mパック)

交換頻度が減って楽!

1mあたりの容量も増え、経済性もアップ!

アスカルオリジナルアスカルセロハンテープ50m巻1巻入り(40巻入り)

期間限定価格

¥52.9

Page 156

修正テープ

20m巻きの、長尺タイプが登場!

New!

たっぷり使える20m巻きの、コシの強い修正テープが登場!

アスカル修正テープ20m巻1巻入り(1巻あたり)

期間限定価格

¥178

Page 151

蛍光ペン

たっぷり書けるインク容量1.5倍の蛍光ペン。

New!

期間限定価格

¥35.8

Page 125

ホワイトボードマーカー

インク容量2倍! 使い切りでも断然おトクなホワイトボードマーカー。

New!

期間限定価格

¥58.9

Page 122

お客様の悩みを解決!よく使う消耗品が長く使えておトク

## 丈夫・長持ち

ボックスファイル

内側を折り返して補強した「頑丈設計」、丈夫で壊れにくいボックスファイル。

期間限定価格

¥89.8

Page 107

フラットファイル

繰り返し取り出しにも、書き込みにくいフラットファイル。

期間限定価格

¥22.8

Page 37

リフィルポケット(多穴)

20穴リフィルポケット、20穴リフィルポケット、20穴リフィルポケット。

期間限定価格

¥4.78

Page 78

インデックス

紙に全開ミミート紙で、丈夫で壊れにくいカラーインデックス。

New!

期間限定価格

¥43

Page 75

Added value



# New Catalogue Issued: Environment

インドネシア製  
アスクルオリジナル  
コピー用紙のお話。

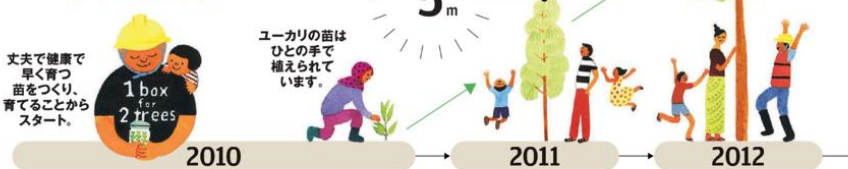
コピー用紙1箱の  
お買い上げが  
インドネシアで2本の植林に  
つながるプロジェクト。

アスクルのインドネシア製  
コピー用紙5,000枚(A4 1箱)には  
原材料となるユーカリの植林木が1本必要です。  
コピー用紙1箱に対して原材料の2倍となる  
2本の植林を確認していくのが  
「1 box for 2 trees」プロジェクトの  
コンセプトです。

植えて、  
育てて、  
収穫する。



原材料となる  
苗を植樹。



現地スタッフと協力し、これからも続けます！



持続可能な原材料調達を実現するために、アスクルは2004年に「紙製品に関する調達方針」を制定し、現在もトレーサビリティ調査を継続しています。2010年にインドネシアでスタートした「1 box for 2 trees」は6年が経過し、インドネシア製コピー用紙は国際森林認証であるPEFC認証製品となりました。これからはインドネシア現地とともに、「木の畑」の循環や新しい取り組みを通じて、責任ある調達を目指してまいります。



環境に配慮した  
アスクルの  
オリジナルコピー用紙、  
安心して  
お使い  
ください!

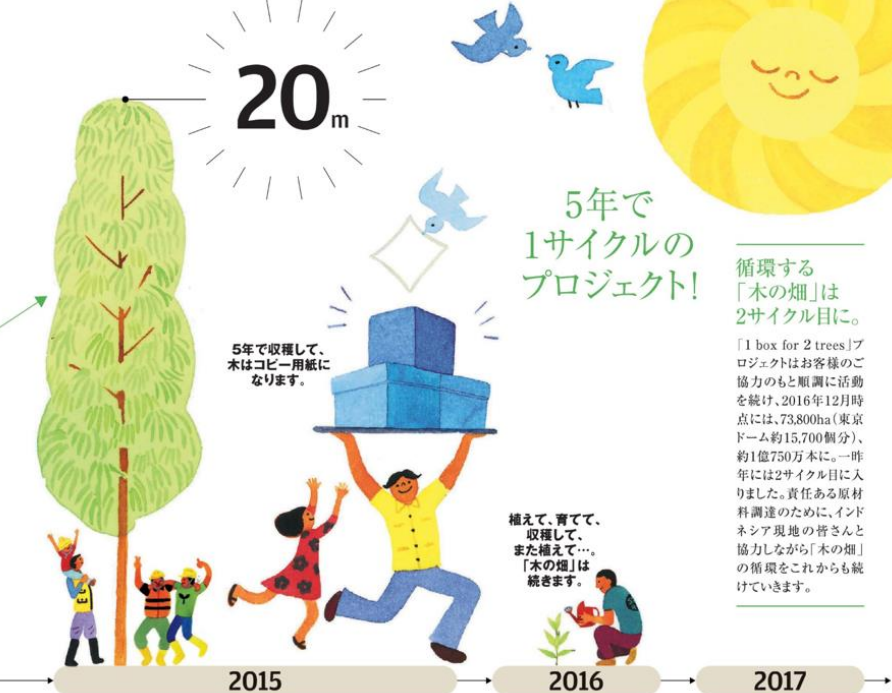
アスクルは  
オリジナル  
コピー用紙を、  
自信を持って  
お届けできる  
理由があります。

調達方針とトレーサビリティ調査

アスクルでは  
紙製品の原材料に対する  
責任ある調達に  
取り組んでいます。

2003年の「インドネシアの現地視察」をきっかけに、環境NGO、「原材料トレーサビリティ調査」を開始し、定期的な調査を行っています。2014年に調達方針を制定しています。

## ずっと続きます！



循環する  
「木の畑」は  
2サイクル目に。

「1 box for 2 trees」プロジェクトはお客様のご協力のもと順調に活動を続け、2016年12月時点には、73,800ha(東京ドーム約15,700個分)、約1億750万本に、一昨年には2サイクル目に入りました。責任ある原材料調達のために、インドネシア現地の皆さんと協力しながら「木の畑」の循環をこれからも続けていきます。



PEFC認証

インドネシア製アスクルオリジナルコピー用紙は、世界的な森林認証機関が認めた環境配慮商品です。

森林認証は違法伐採を抑制、持続可能な森林管理を実現するための仕組みです。PEFCは信頼できる認証制度として国際的に高く評価されています。

合法性証明

森林に関する法令にしたがって製造しています。

製造委託先となる工場ではインドネシアの「木材合法性証明システム」であるSVLKを取得しています。

インドネシアの森を  
修復・再生や地域支援も  
行っています!

その他の  
取り組み

20ha Project

自然林を修復・再生するプロジェクト!

2011年12月から地域住民とともに、インドネシア東部の自然林を修復・再生しています。2016年12月現在、インドネシアアウ州プキットバツ自

地域コミュニティ支援

「木の畑」の周辺に暮らすコミュニティを支援するプログラムに、人と共に暮らすよう、APP社と植林会社がインドネシアの製紙会社APP社と協力して産業植林プログラムに賛同し、その活動です。2016年12月現在、インドネシア中にある、そこにはもとより暮らす人た

Environment



# 3Q FY5/2017 Consolidated Gross Profit on Sales and SGA Expenses

**Gross profit on sales: ¥57.3 billion** YoY change: Up ¥5.8 billion

Gross profit margin: 22.8% YoY change: Up 0.4 p.p.

Trends of quarterly gross profit margin

1Q: 22.3% 2Q: 22.8% 3Q: 23.3%

- Negative impacts from foreign exchange positions, etc. in 1Q, but steady improvement in and after 2Q, backed by stable foreign exchange positions and increasing share of original goods.

**SG&A expenses: ¥50.6 billion** YoY change: +¥6 billion

Ratio of SG&A expenses to net sales: 20.1% YoY change: +0.7 p.p.

Trends of quarterly ratio of SG&A expenses to net sales

1Q: 20.8% 2Q: 19.9% 3Q: 19.8%

- SGA expense ratio to sales had increased in 1Q, as budgeted in Plan, due to promotion expenses for TV commercials, etc. and increased fixed costs for operations at ASKUL Logi PARK Fukuoka and Yokohama centers. But steady improvement seen in and after 2Q due to continued favorable sales performance and smooth launch of operations at the new center.

# 3Q FY5/2017 Consolidated Capital Expenditures

Capital expenditures: ¥3.5 billion (Annual plan: ¥6.4 billion)

Operational capacity increase at distribution centers ¥ 1.1 billion

LOHACO site renovation ¥ 0.7 billion

Integration of medical sites ¥ 0.1 billion

(Ref.) Depreciation and amortization of software: ¥ 3.2 billion (Annual plan: ¥ 4.6 billion)

## Investment details

(¥million)

Item	3Q FY5/2016	3Q FY5/2017	
	Amount	Amount	YoY change
Capital expenditures	8,652	3,586	-58.6%
Property, plant and equipment	7,241	1,560	-78.4%
Intangible assets	1,411	2,025	+43.5%
Construction in progress (Note 2)	1,889	142	-92.5%
Software in progress (Note 2)	532	682	+28.2%

Notes:

1) Capital expenditures are stated on an accrual basis and do not reflect reductions.

2) Construction in progress and software in progress partially include consumption and other taxes.

# 3Q FY5/2017 Share of Orders Placed on the Internet in Net Sales, ASKUL Original Products

Share of orders placed on the Internet in net sales

	3Q FY5/2016	3Q FY5/2017	YoY Change
Orders via the Internet	78.6%	80.2%	+1.6 p.p.
Others	21.4%	19.8%	-1.6 p.p.

(Note 1) The percentages above are based on orders placed.

## ASKUL original products

(Unit: Item)

	Feb. 2016 (single month)	Feb. 2017 (single month)	YoY Change
Number of original products	6,765	7,686	+921
Share in non-consolidated net sales (Percentage of B-to-B business)	17.6% (19.5%)	18.0% (20.2%)	+0.4p.p. (+0.7 p.p.)

(Note 1) The figures above are the results for the month of February each year.

(Note 2) Net sales of original products used as the numerators in calculating the shares in net sales do not include net sales of original copier paper.

(Note 3) Each figure includes products listed in Medical Pro Catalogs and Medical & Care Catalogs.

(Note 4) Starting from 2Q FY5/2017, the number of original products has included those which are displayed on our website as well as the catalogue, and have solid sales performance.