

January 28, 2025

To whom it may concern,

Company Name: ASKUL Corporation
(Code No.: 2678, Tokyo Stock Exchange Prime Market)
Representative: Akira Yoshioka
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January 2025 Operating Results

ASKUL Corporation releases monthly operating results for January of the fiscal year ending May 20, 2025. For details on non-consolidated net sales, and year-on-year growth on sales per customer and the number of customers of the ASKUL business, see the Supplementary Information.

Net sales

Non-consolidated net sales for January (from December 21, 2024 to January 20, 2025) decreased by 2.8% year-on-year. Non-consolidated net sales of the mainstay ASKUL business was -4.6% YoY. Compared to January 2024, the number of business days was two less weekdays, thus, the adjusted growth rate is estimated to be +6.6%. The year-end and New Year's holidays have been factored into the growth rate adjustment.

Non-consolidated net sales of LOHACO business increased by 14.6%.

(Reference) ASKUL business: Business days in January

FY ending/ended May 20	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
2025	4	3	3	3	4	5	22
2024	2	3	4	5	5	5	24
Difference	2	0	-1	-2	-1	0	-2

Notes:

1. The total of non-consolidated net sales includes net sales of the Logistics Business.
2. ASKUL business includes net sales of ASKUL, SOLOEL ARENA, and etc.
3. Sales per customer is average monthly purchase amount for customers who purchased in each month.
4. For monthly operating results, accounts are settled as of the 20th of each month on a provisional basis.
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/corp/english/investor/calendar/>
6. 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	2025	35,214	31,993	30,780	33,919	30,147	34,399	196,453
	2024	32,310	32,112	28,920	33,895	32,534	32,111	191,886
	YoY change (%)	9.0	-0.4	6.4	0.1	-7.3	7.1	2.4
ASKUL business	2025	31,740	29,126	27,506	31,012	27,291	31,616	178,294
	2024	29,363	29,266	25,864	30,798	29,641	29,407	174,340
	YoY change (%)	8.1	-0.5	6.3	0.7	-7.9	7.5	2.3
	YoY change adjusting for the number of business days (%)	3.8	1.9	4.0		1.6	0.7	(YoY change) Weekdays ±0 Saturdays +1
LOHACO business	2025	3,464	2,856	3,264	2,897	2,851	2,773	18,108
	2024	2,938	2,837	3,045	3,087	2,881	2,695	17,486
	YoY change (%)	17.9	0.7	7.2	-6.2	-1.0	2.9	3.6

FY ending/ ended May 20		Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
Total	2025	35,487	27,342						
	2024	35,016	28,129	33,801	33,687	37,786	29,318	197,740	389,626
	YoY change (%)	1.3	-2.8						
ASKUL business	2025	32,410	24,221						
	2024	31,814	25,401	30,813	30,376	34,321	26,269	178,996	353,337
	YoY change (%)	1.9	-4.6						
	YoY change adjusting for the number of business days (%)	-0.4	6.6						
LOHACO business	2025	3,072	3,114						
	2024	3,192	2,717	2,972	3,298	3,452	3,040	18,673	36,160
	YoY change (%)	-3.7	14.6						

(2) Growth on sales per customer (ASKUL business; YoY change %)

FY ending / ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2025	8.7	2.8	7.1	4.1	-1.1	8.3	5.0
2024	8.0	5.5	-1.2	7.5	4.8	5.1	5.0

FY ending/ ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2025	3.6	-1.0						
2024	4.4	1.6	5.9	6.4	7.2	3.8	5.1	5.0

(3) Growth on the number of customers (ASKUL business; YoY change %)

FY ending / ended May 20	June	July	Aug.	Sept.	Oct.	Nov.	1st half
2025	-0.5	-3.2	-0.7	-3.2	-6.9	-0.7	-2.6
2024	0.5	0.5	-1.4	2.7	2.5	1.2	1.0

FY ending / ended May 20	Dec.	Jan.	Feb.	Mar.	Apr.	May	2nd half	Full year
2025	-1.7	-3.7						
2024	-0.6	-2.2	-1.8	-0.5	-0.4	-1.8	-1.2	-0.1