

Monthly Operating Results of Fiscal Year ending MAY 20, 2024

(1) Non-consolidated net sales

(million yen)

	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		6.4	6.1
	YoY change adjusting for the number of business days (%)	6.2	6.0	2.0	5.8	4.8			
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	29,318	197,740	389,626
	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	2.7	2.3	1.7
B-to-B business	2024	31,814	25,401	30,813	30,376	34,321	26,269	178,996	353,337
	2023	30,659	25,547	29,642	28,692	32,126	25,767	172,435	336,794
	YoY change (%)		-0.6			6.8	1.9	3.8	4.9
	YoY change adjusting for the number of business days (%)	3.8	2.6	3.9	5.9	4.8	4.2	3.8	4.9
LOHACO business	2024	3,192	2,717	2,972	3,298	3,452	3,040	18,673	36,160
	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	10.0	-10.1	-21.7

(2) 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
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	3.8	5.1	5.0
2023	9.4	5.5	0.9	3.7	5.8	6.5	5.3	4.3

(3) 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
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	-1.8	-1.2	-0.1
2023	3.1	0.8	2.9	1.2	0.4	-0.2	1.4	1.8

NOTE:

* As figures in above tables have not been audited, they may differ from ASKUL's quarterly, interim and full-year financial statements.

**ASKUL monthly operating results cover the period ending on the 20th of each month.