

Financial Results for the First Quarter of the Fiscal Year Ending May 20, 2026

September 16, 2025
ASKUL Corporation



[Disclaimer]

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This material contains the ASKUL Group’s earnings forecasts and other forward-looking statements. These forecasts and other forward-looking statements are based on the information ASKUL has obtained to date and on certain assumptions it considers reasonable. As such, these forecasts and statements are not intended as a commitment by the Company to achieve them. Note also that actual results and other future events may differ materially from these forecasts and statements due to a variety of factors. This material has not been audited by certified public accountants or auditing firms.

[Segment]

- ✓ ASKUL is reporting its operating performances by dividing its organization into three segments: E-commerce Business, Logistics Business, and Other. E-commerce Business deals with sales of OA and PC supplies, stationery, office living supplies, office furniture, foods, alcoholic beverages, pharmaceuticals, cosmetics, etc. Logistics Business refers to logistics and small-cargo transportation service to companies.
- ✓ Subject to inclusion in the results of each segment are indicated as follows:

Segment	Subsegment	Main services, major subsidiaries
E-commerce business	ASKUL business	ASKUL, SOLOEL ARENA, SOLOEL, New ASKUL Website
	LOHACO business	LOHACO
	Group companies, etc.	AlphaPurchase Co., Ltd., BUSINESSMART CORPORATION, SOLOEL Corporation, FEED Corporation, ASKUL LOGIST Corporation, charm Co., Ltd *Including consolidation eliminations
Logistics business		ASKUL LOGIST Corporation (sales to customers outside of the Group)
Others		TSUMAGOI MEISUI CORPORATION

[Fiscal Year]

Fiscal year runs from May 21 of each year to May 20 of the following year, month runs from 21st of each month to 20th of the following month.

[Other]

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- ✓ **Key Turning Point Toward a V-shaped Recovery in FY5/2027**
- ✓ **Top Priority: Recovery in Customer Numbers**
 - Strengthening pricing strategy and original products, optimizing sales promotions, and enhancing sales to large enterprises
- ✓ **Operation of Kanto DC and Reorganization of Logistic Bases**
 - The Kanto DC start-up will be completed in 1H; reduction in logistics cost ratio in 2H
 - Reorganization centered on the closure of the Hidaka DC; from the next fiscal year onward, fixed costs to be reduced
- ✓ **Core System Replacement**
 - Completed in Q1, establishing the foundation for future growth



Higher Revenue But Lower Profit Due to One-time Cost; Started Off Above Plan

✓ Q1 Results

- Captured demand driven by extreme heat, mandatory heatstroke countermeasures, and government-stockpiled rice
- FX position improved. One-time costs incurred as planned

✓ Recovery in Customer Numbers

- Recovery trend among corporate customers continues. Full-scale launch of pricing strategy

✓ Platform Enhancement

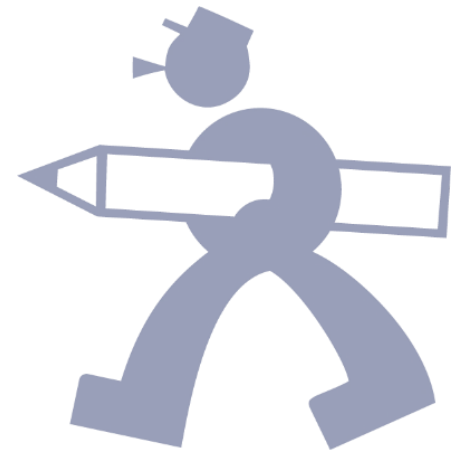
- Kanto DC began operations; core system replacement completed

1. Earning Results for the First Quarter of the Fiscal Year Ending May 20, 2026

2. Progress of Business

3. Topics (ESG)

4. Appendix



FY5/2026 Q1 Earnings Results

Consolidated



	FY5/2025 Q1		FY5/2026 Q1		
	Actual	% of net sales %	Actual	% of net sales %	YoY change %
(¥million)					
Net Sales	118,384	100.0	122,324	100.0	+3.3
Gross Profit	27,977	23.6	30,312	24.8	+8.3
Selling, General and Administrative Expenses	25,402	21.5	29,258	23.9	+15.2
Operating Profit	2,574	2.2	1,053	0.9	-59.1
Ordinary Profit	2,510	2.1	938	0.8	-62.6
Profit Attributable to Owners of Parent	1,544	1.3	344	0.3	-77.7

- ✓ Net sales
YoY +3.3%
Renewed the previous record
- ✓ Gross profit margin
YoY up 1.1 point
- ✓ Operating profit
YoY -59.1%
- ✓ Profit
YoY -77.7%

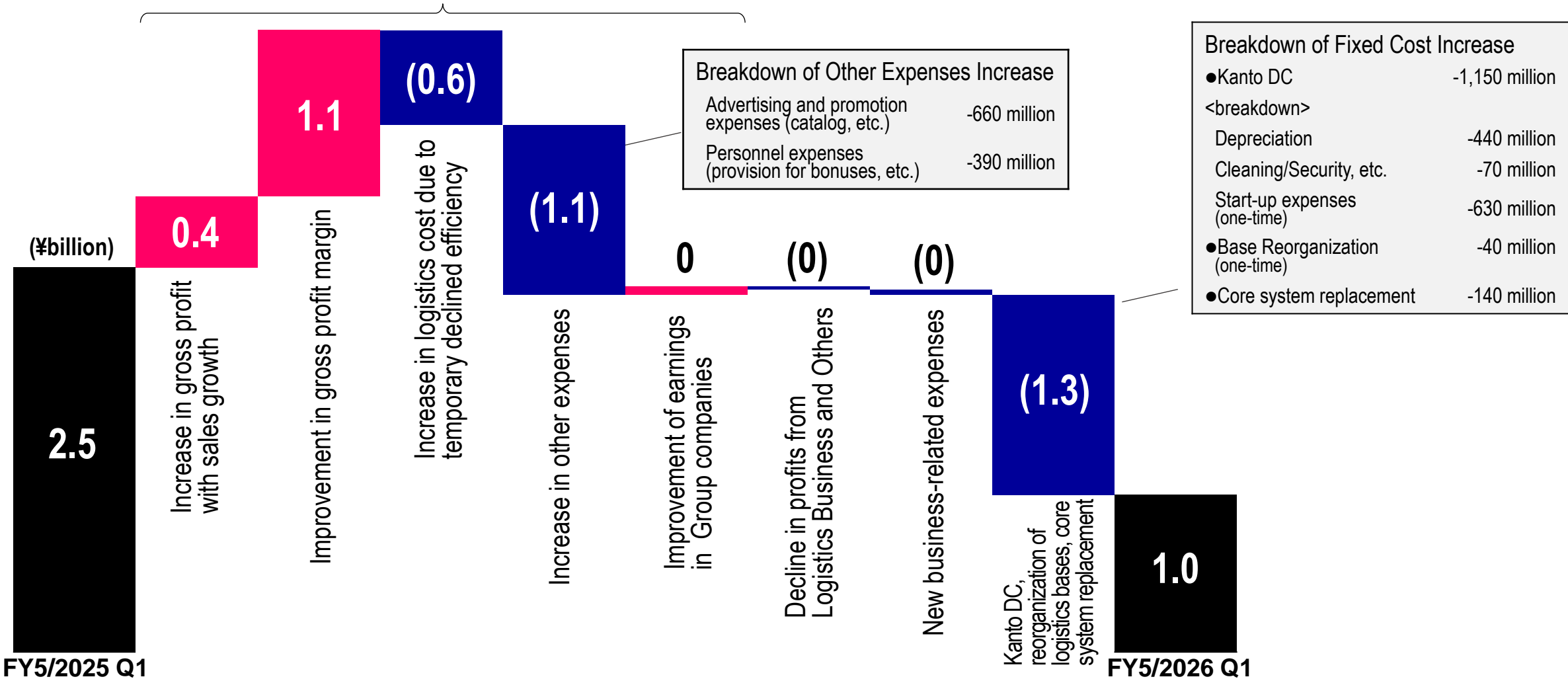
FY5/2026 Q1 Factors for Increase / Decrease in Operating Profit

Consolidated

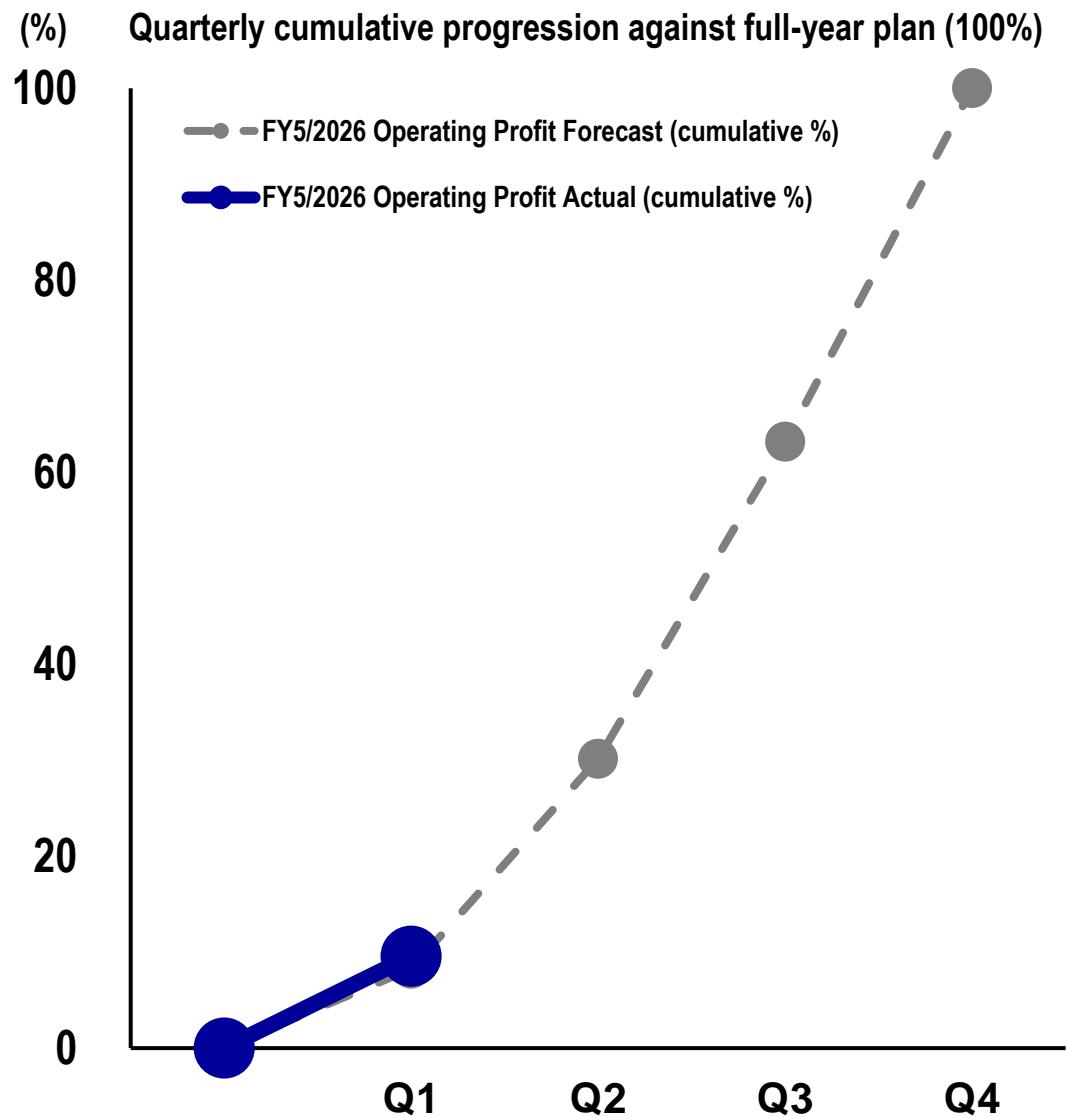


Profit Declined, Due to Higher Fixed Costs Associated With the Launch of the Kanto DC

E-commerce Business



FY5/2026 Quarterly Operating Profit Forecast



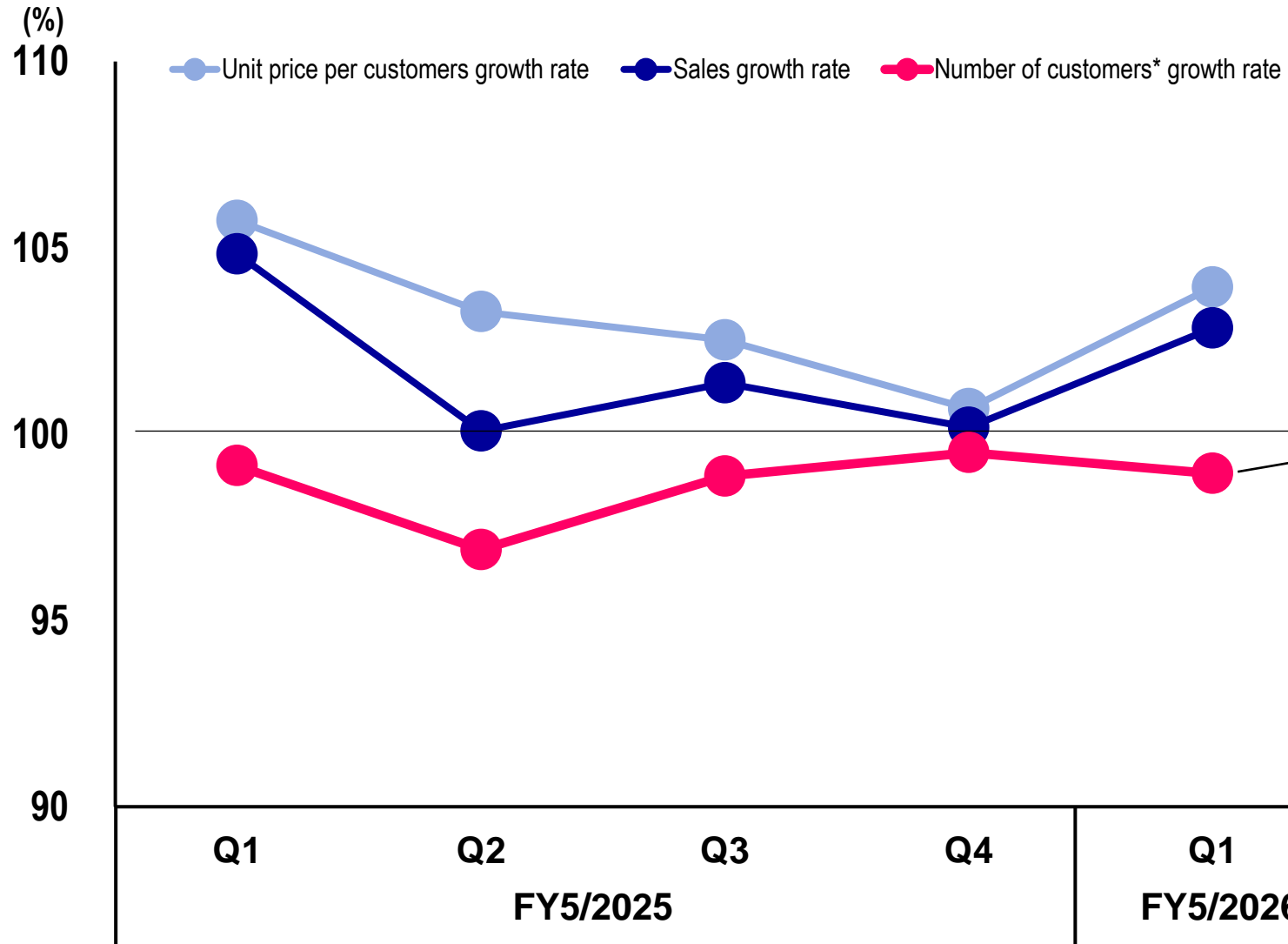
Operating profit
started off above plan

FY5/2026 Q1 Earnings Results [Quarterly, By Business]

Consolidated



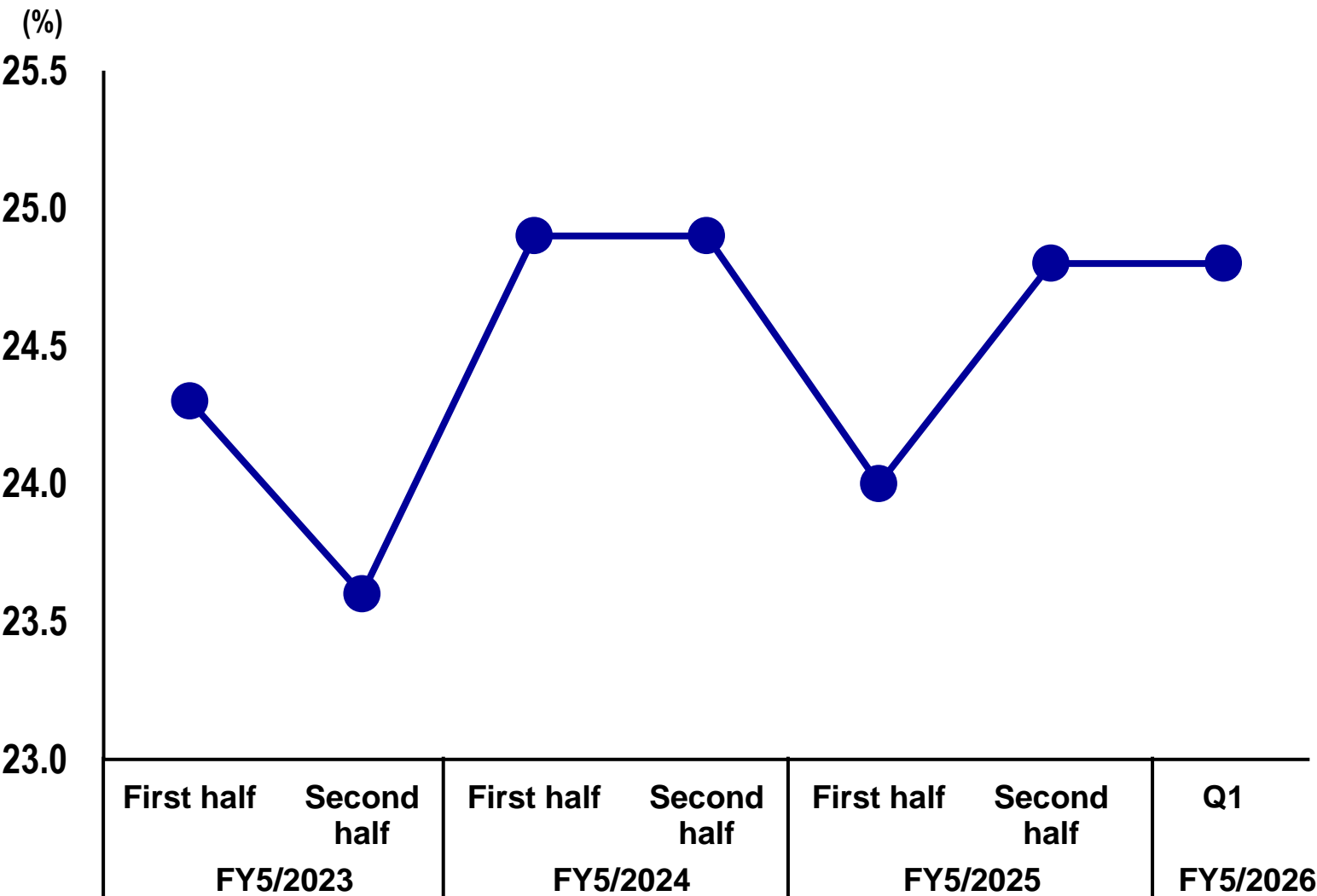
		FY5/2025					FY5/2026		
		Q1	Q2	Q3	Q4	Full-year	Q1	YoY change	YoY change %
(¥million)									
Net Sales	ASKUL Business	88.3	89.9	89.0	91.1	358.4	91.0	2.6	+3.0
	LOHACO Business	9.5	8.5	9.3	9.3	36.8	10.1	0.5	+5.4
	Group Companies, etc.	18.3	18.8	20.5	19.1	76.9	19.1	0.8	+4.5
	E-commerce Business	116.2	117.2	118.9	119.7	472.2	120.2	3.9	+3.4
	Logistics Business and Other	2.1	2.2	1.9	2.5	8.8	2.0	(0)	-1.3
	Consolidated Total	118.3	119.5	120.9	122.2	481.1	122.3	3.9	+3.3
Operating Profit	Performance-linked Bonuses (including provision), etc.	0.1	0.1	0.1	0.1	0.4	(0.1)	(0.2)	-
	E-commerce Business	2.5	3.4	3.8	4.2	14.2	1.0	(1.5)	-58.5
	Logistics Business and Other	0	(0)	(0.1)	(0)	(0.2)	(0)	(0)	-
	Consolidated Total	2.5	3.4	3.7	4.2	14.0	1.0	(1.5)	-59.1



<Number of Customers>

- Continued improvement among SMEs
- Growth accelerating for mid-sized and large enterprises
- Decline mainly among non-corporate customers
(Marketing efforts concentrated on corporate customers)

Changes in Gross Profit Margin

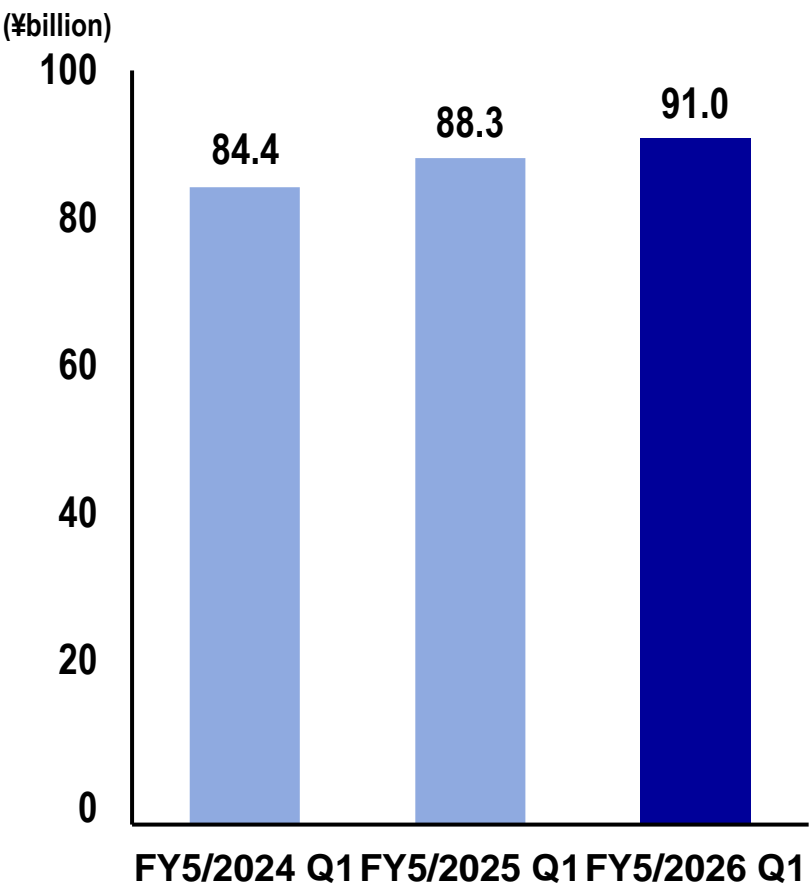


Strengthening price competitiveness to drive recovery in customer numbers

FY5/2026 Q1 Earnings Results: E-commerce Business Net Sales

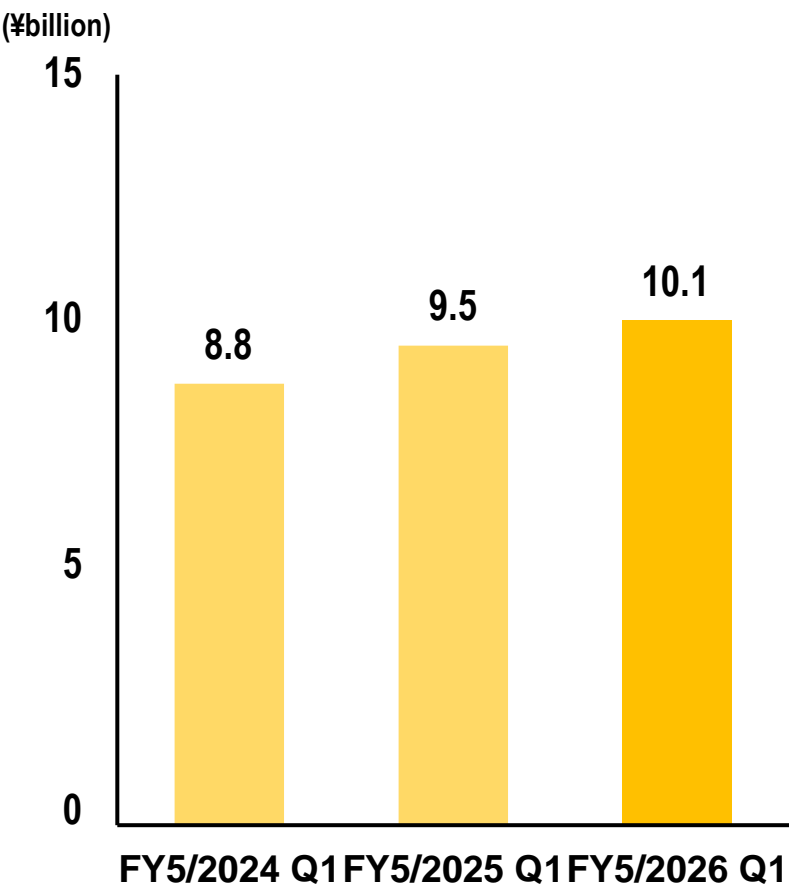
ASKUL Business

YoY +3.0%



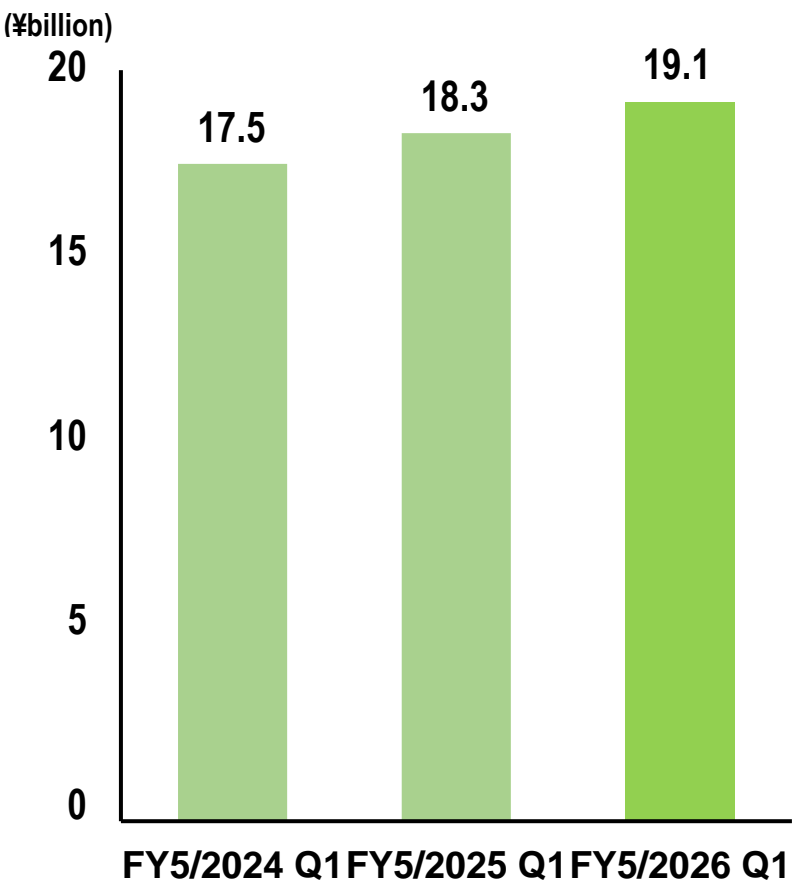
LOHACO Business

YoY +5.4%



Group Companies, etc.

YoY +4.5%

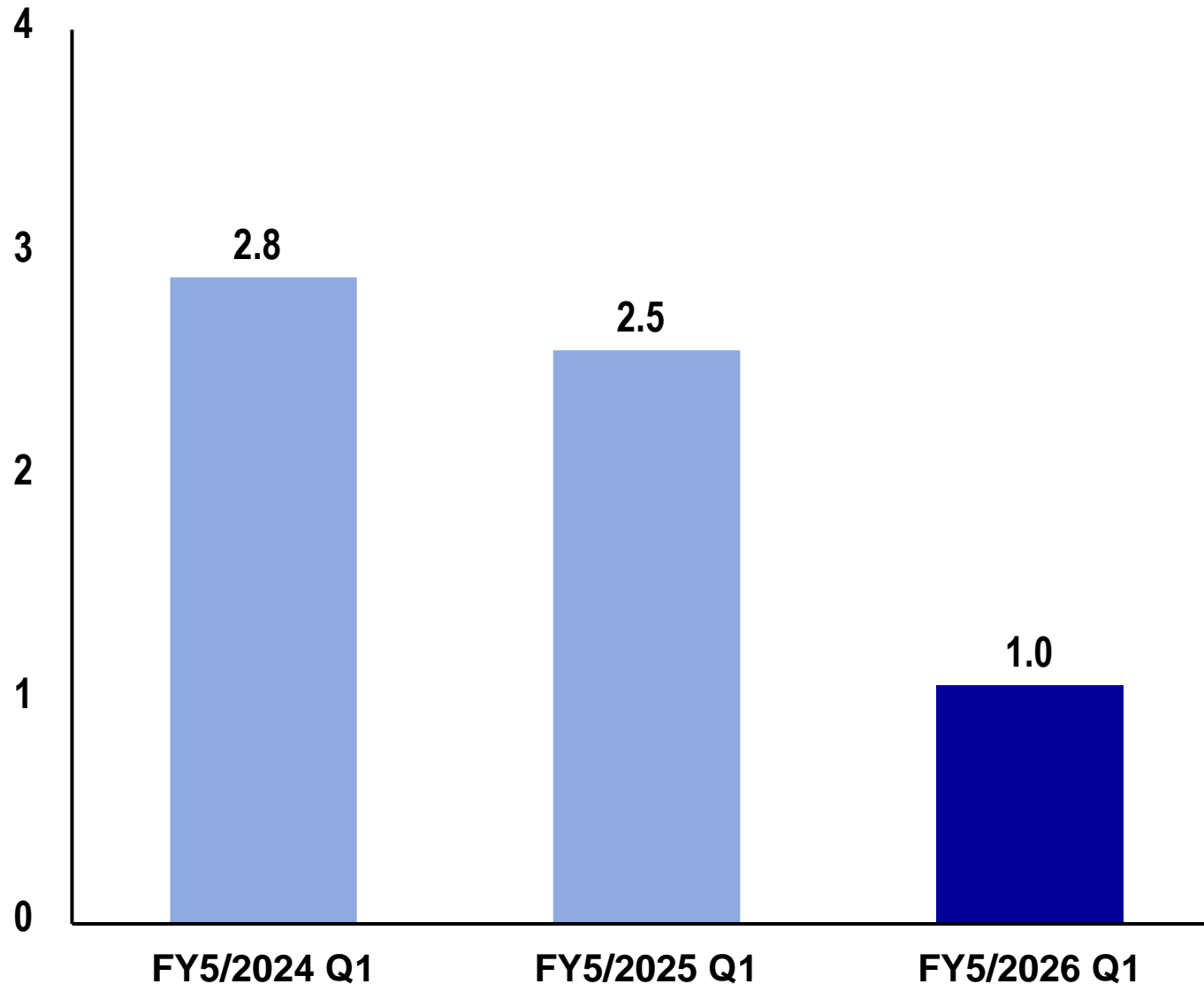


FY5/2026 Q1 Earnings Results: E-commerce Business Operating Profit

Consolidated



(¥billion)



YoY **-58.5%**

Operating profit exceeded the plan

<Key Factors Behind Profit Decline>

- ✓ Kanto DC ¥1,150 million
- ✓ Advertising and promotion expenses (catalog, etc.) ¥660 million
- ✓ Personnel expenses (provision for bonuses, etc.) ¥390 million

FY5/2026 Q1 Earnings Results: Logistics Business and Others

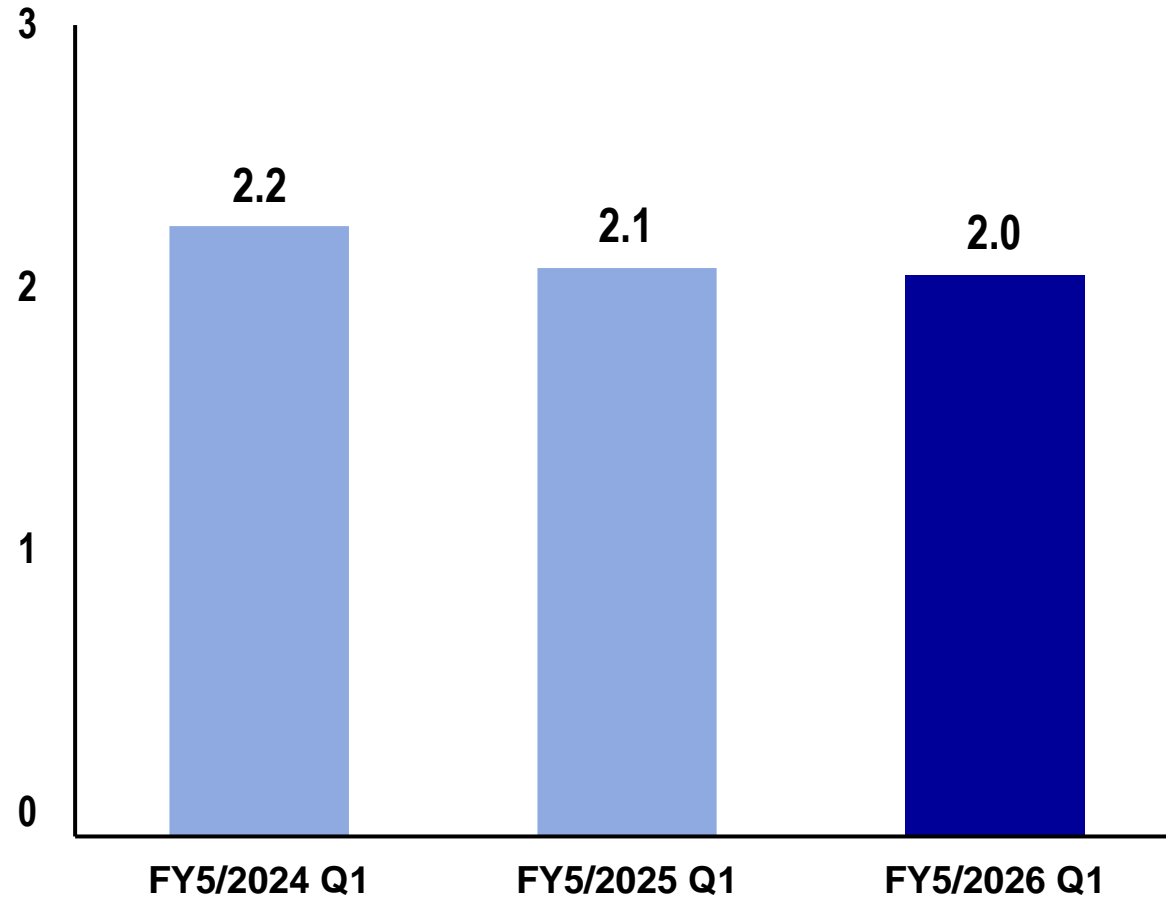
Consolidated



Net Sales

YoY -1.3%

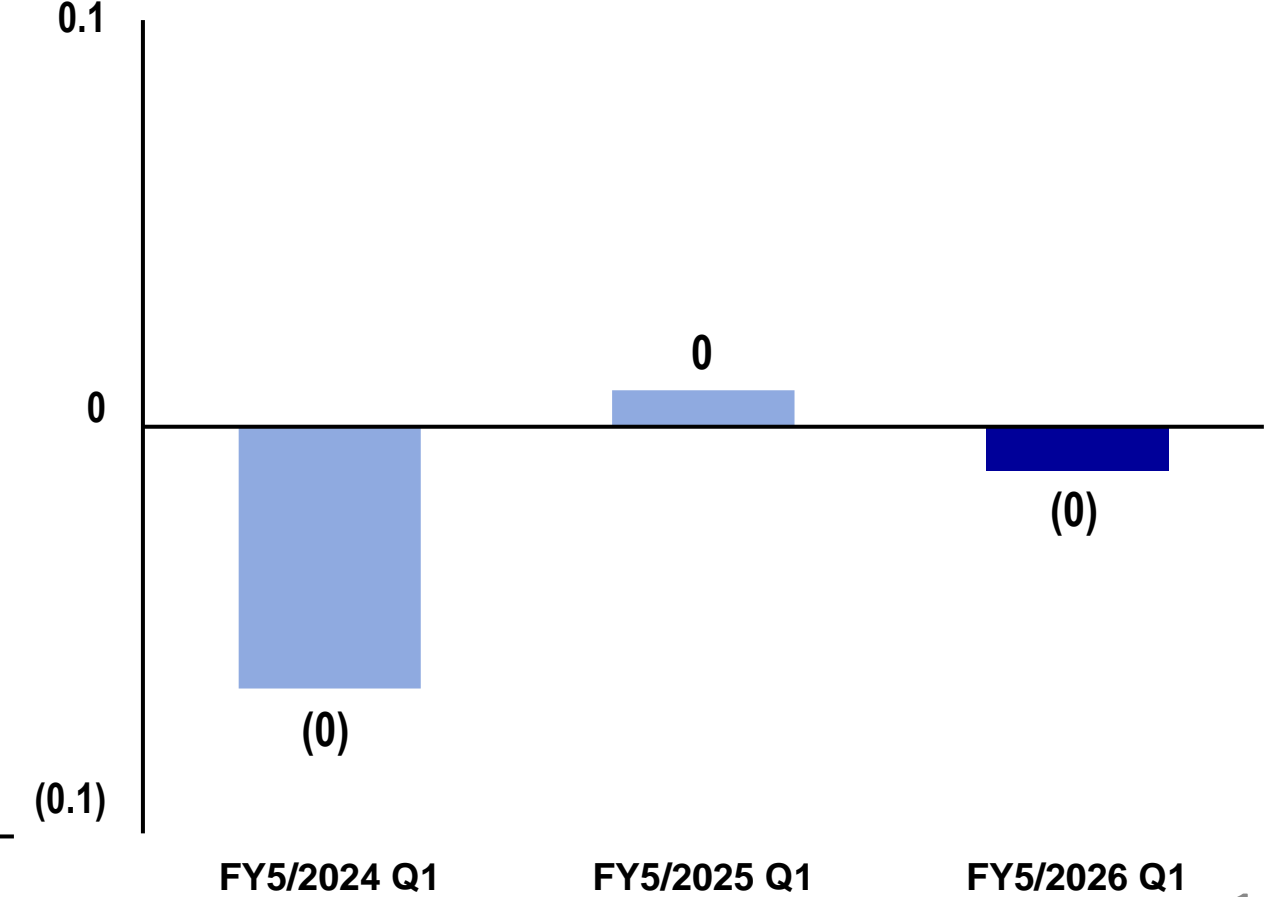
(¥billion)



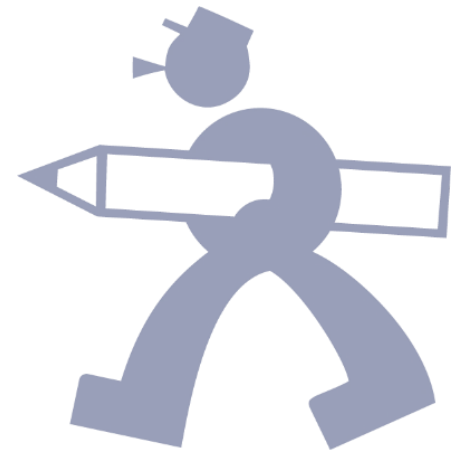
Operating Profit

YoY change -0 billion

(¥billion)



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3. Topics (ESG)
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Living Supplies and MRO Drove Sales Growth

(¥billion)	FY5/2023		FY5/2024		FY5/2025								FY5/2026			
	Q1		Q1		Q1		Q2		Q3		Q4		Q1			
	Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio		YoY change	
	%		%		%		%		%		%		%		%	
OA & PC	22.8	28.1	24.1	28.6	24.9	28.2	25.8	28.8	26.3	29.6	26.1	28.7	24.5	26.9	(0.4)	-1.7
Stationery	9.5	11.7	9.8	11.7	10.8	12.3	11.5	12.9	11.6	13.1	12.7	14.0	10.3	11.3	(0.5)	-4.7
Living Supplies	25.2	31.1	27.6	32.7	29.1	33.0	28.0	31.2	26.7	30.0	27.0	29.6	31.4	34.5	2.2	+7.7
Furniture	4.5	5.6	4.9	5.9	4.7	5.3	4.7	5.3	4.9	5.5	6.2	6.9	4.5	5.0	(0.1)	-4.1
MRO	9.7	12.0	10.3	12.2	10.6	12.0	11.2	12.5	10.9	12.3	11.0	12.1	11.8	13.0	1.2	+11.9
Medical	7.8	9.6	5.6	6.7	6.3	7.1	6.1	6.8	6.3	7.1	6.0	6.6	6.5	7.2	0.2	+3.3
Others	1.4	1.8	1.8	2.2	1.7	2.0	2.2	2.5	2.0	2.3	1.8	2.0	1.8	2.0	0	+2.9
Total	81.1	100.0	84.4	100.0	88.3	100.0	89.9	100.0	89.0	100.0	91.1	100.0	91.0	100.0	2.6	+3.0

- Notes: 1. Some products in the Living Supplies category have been reclassified to the Furniture category from the beginning of the fiscal year ended May 2024.
 2. From February of the fiscal year ended May 2024, due to changes in the agent system, there has been a positive impact on the Stationery and Other categories, but there are also categories with negative impacts. Therefore, the overall impact on sales in the ASKUL business is minimal.



Full-scale Launch of Pricing Strategy to Drive a Recovery in Customer Numbers



Key Initiatives Going Forward

- Increase product awareness
- Boost customer acquisition and improve user flow



Aiming to achieve a V-shaped recovery in FY5/2027



Note: Sales of government-stockpiled rice ended on August 31.

Sold government-stockpiled rice in cooperation with LY Corporation

Number of new customers increased significantly, approximately doubling year-on-year



Aiming to retain these newly acquired customers



A Smooth Start; The Logistics Cost Ratio Expected to Decline in 2H Through Efficiency Improvements

Operation began June 20, 2025

Q1 Period

- ✓ LOHACO shipments started
- ✓ Process initiated for Hidaka DC closure

Q2 Period

- ✓ ASKUL shipments started

2H and Beyond

- ✓ Improving logistics productivity and delivery efficiency





	Target	Product	Sales & Marketing
Large Enterprises	All Industries	Daily Necessities at Workplaces Beverages / Food / Cleaning / Work Supplies / Hygiene / Sanitation / Packaging / Safety 【Product Assortment】 <ul style="list-style-type: none"> Enhance product lineup through digital transformation Strengthen development framework for original products 【Pricing】 <ul style="list-style-type: none"> Automated price optimization Strengthen supply chain 	Establish dedicated team Expand connectivity with procurement management system
Mid-tier Enterprises	In-Person Service Industries		Focus salesforce resources of ASKUL agents (sales representatives)
Small and Medium-Sized Enterprises	Medical Care / Nursing Care / Food & Beverage / Accommodation / Retail / Service		Build new models such as a collaboration with PayPay
Individuals	Working Individuals		Collaboration with LY Corp. Expand sales channels



In-Person Service Industry / Daily Necessities at Workplace

- ✓ In FY5/2026, strengthen price appeal; plan to launch 150-200 original products
- ✓ Initially launch daily necessities with high demand from a wide range of industries

Drain cleaner



Toilet cleaner



Hand soap

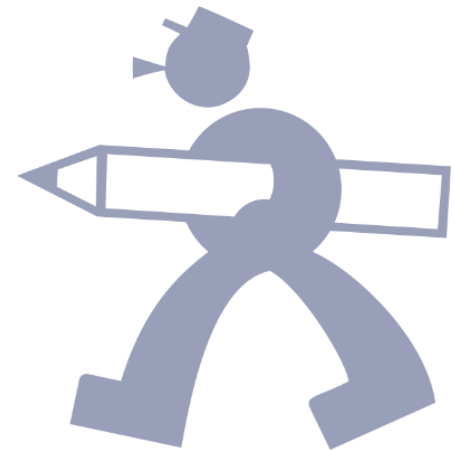


Promotion of Purchasing by Large Enterprise and Expansion of System Connections

- ✓ Promoting cross-category purchases among existing customers
- ✓ In addition to the expansion of SOLOEL, actively expand connections with other companies' procurement management systems
- ✓ Establishment of a dedicated team to strengthen sales and system connection framework
- ✓ Number of connections growing steadily; plan for FY5/2026 is 1.5 times YoY

SOLOEL – A platform that connects customers with multiple suppliers of products and services

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July 2025

Selected for the first time as a constituent of the FTSE Blossom Japan Index

- ✓ First-time selection for the index designed to measure the performance of companies with outstanding ESG initiatives
- ✓ Also selected for the FTSE Blossom Japan Sector Relative Index for the fourth consecutive year

July 2025

Selected as a CDP Supplier Engagement Leader for the fourth consecutive year

- ✓ Received the highest evaluation in CDP's 2024 Supplier Engagement Rating, and recognized as a "Supplier Engagement Leader" for the fourth consecutive year

Note: CDP is an international non-profit organization that operates a global system for companies and local governments to disclose environmental information.

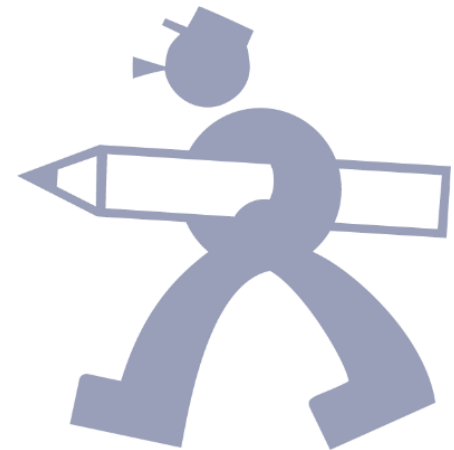


July 2025

Selected for the JPX-Nikkei Index 100 for Human Capital

- ✓ Selected for the index that chooses the top 100 companies from among the constituents of the JPX-Nikkei Index 400, based on their initiatives and efforts in human capital-focused management

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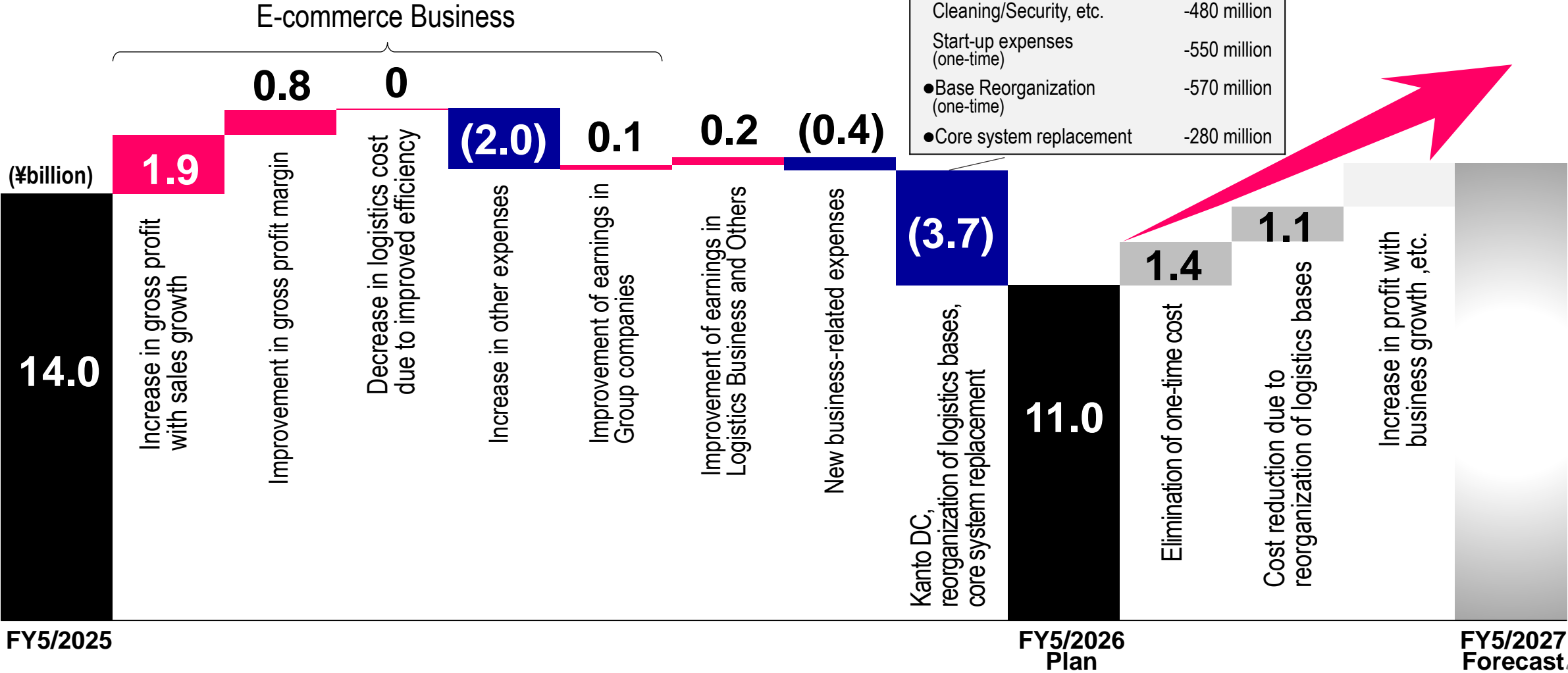


FY5/2026 Operating Profit Forecasts

Reposted for reference –
Financial Results
for the Fiscal Year Ended May 2025



In FY5/2027, we aim for a V-shaped recovery driven by accelerated growth.





Development for the ASKUL site customer migration is progressing as planned

Progress of the New ASKUL Website

FY5/2026

FY5/2027

ASKUL site

ASKUL

In operation

Transition of customers

Remaining development for
customer transition of
ASKUL website

Complete Integration

Full-scale operation

New ASKUL Website

NEW
ASKUL

Note: Integration of SOLOEL ARENA to new ASKUL website has been completed in FY5/2025

FY5/2026

- ✓ Development for the transition to the new ASKUL website is underway.
- ✓ Customer transition is scheduled to begin in the second half of the fiscal year.
- ✓ From September 2025, the new ASKUL website is scheduled to begin support for smartphones

Example of screen images

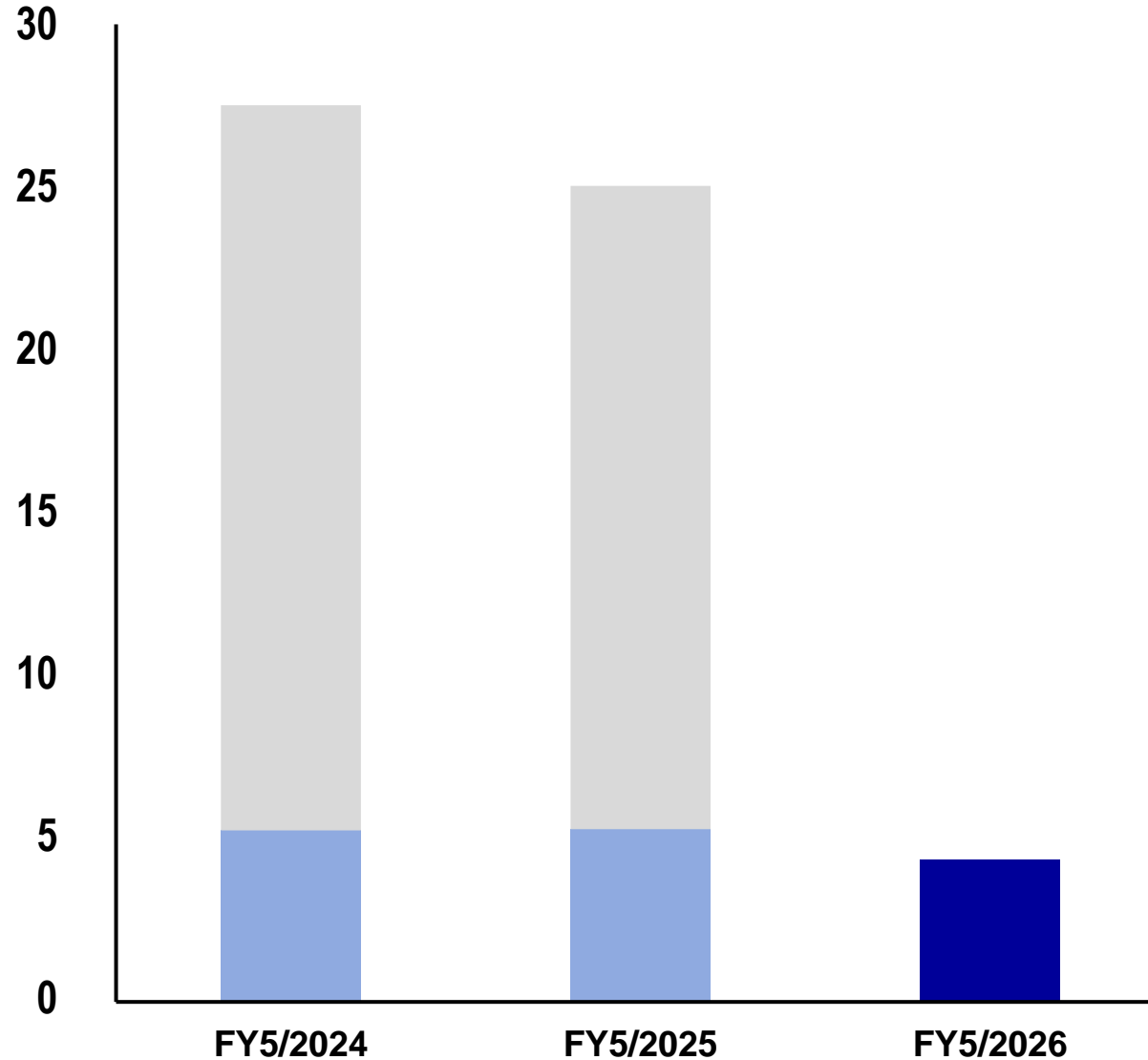


Trends in EBITDA

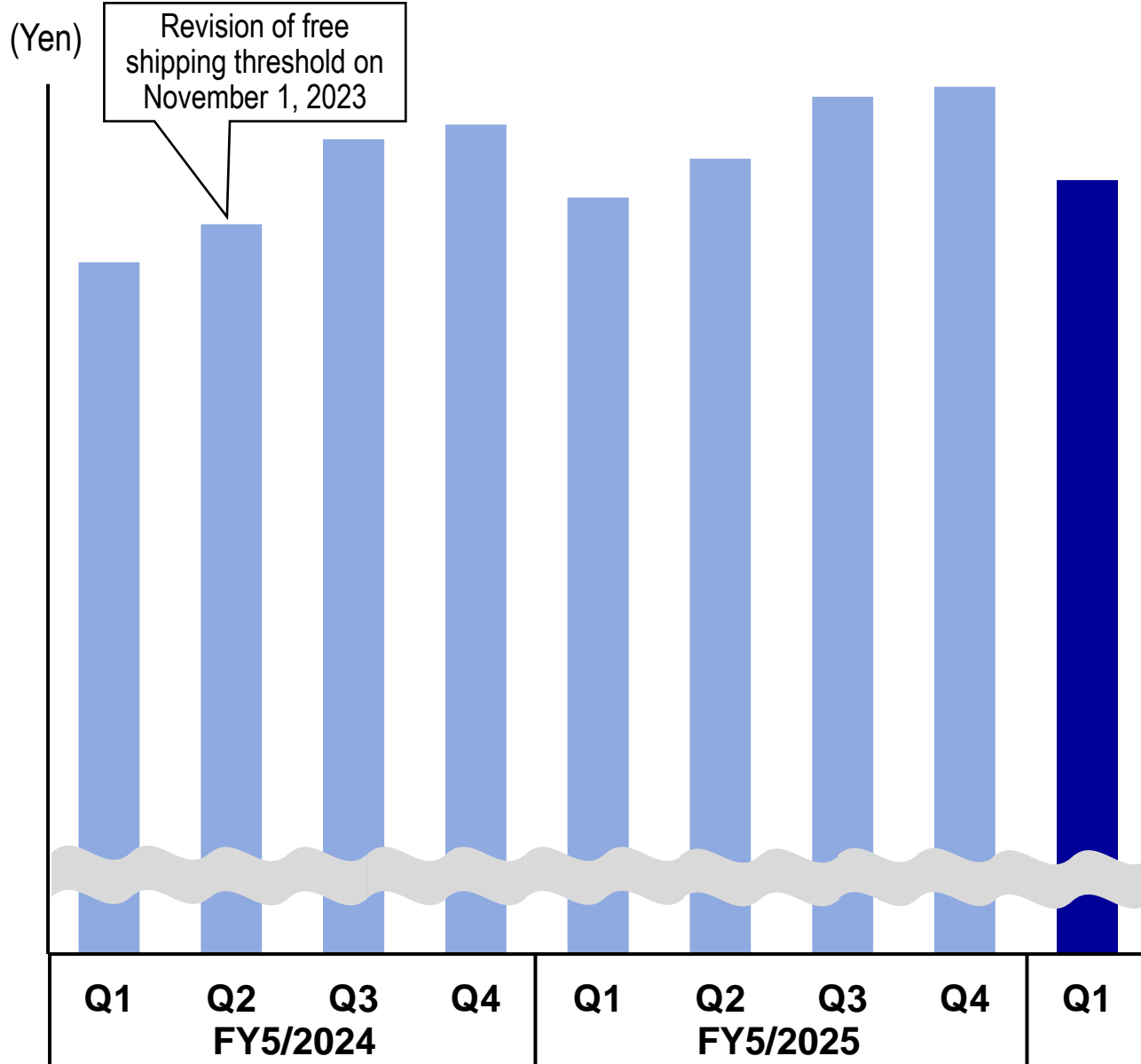
Consolidated



(¥billion)



Recovery expected in
FY5/2027



FY5/2026 Q1 period
YoY change: +1.3%

Although there was effect from seasonal factors and other reasons, it improved year-on-year, with 100-million-yen worth of delivery cost reduction

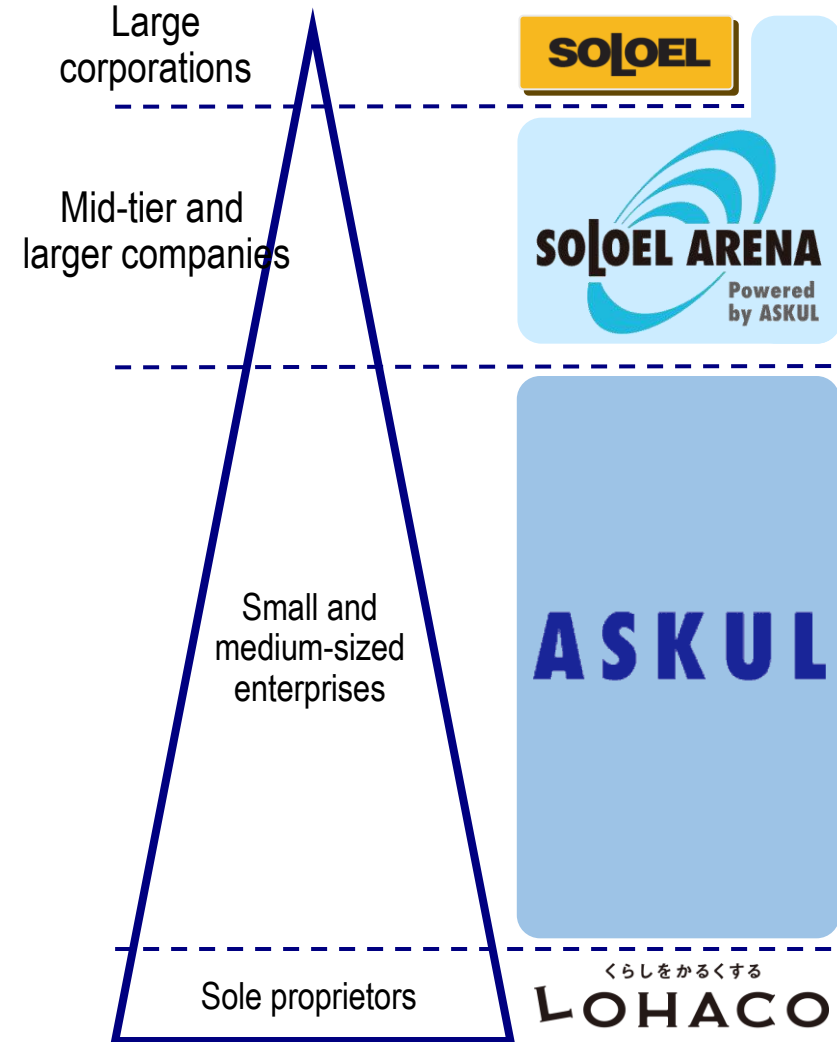


Further improvement expected

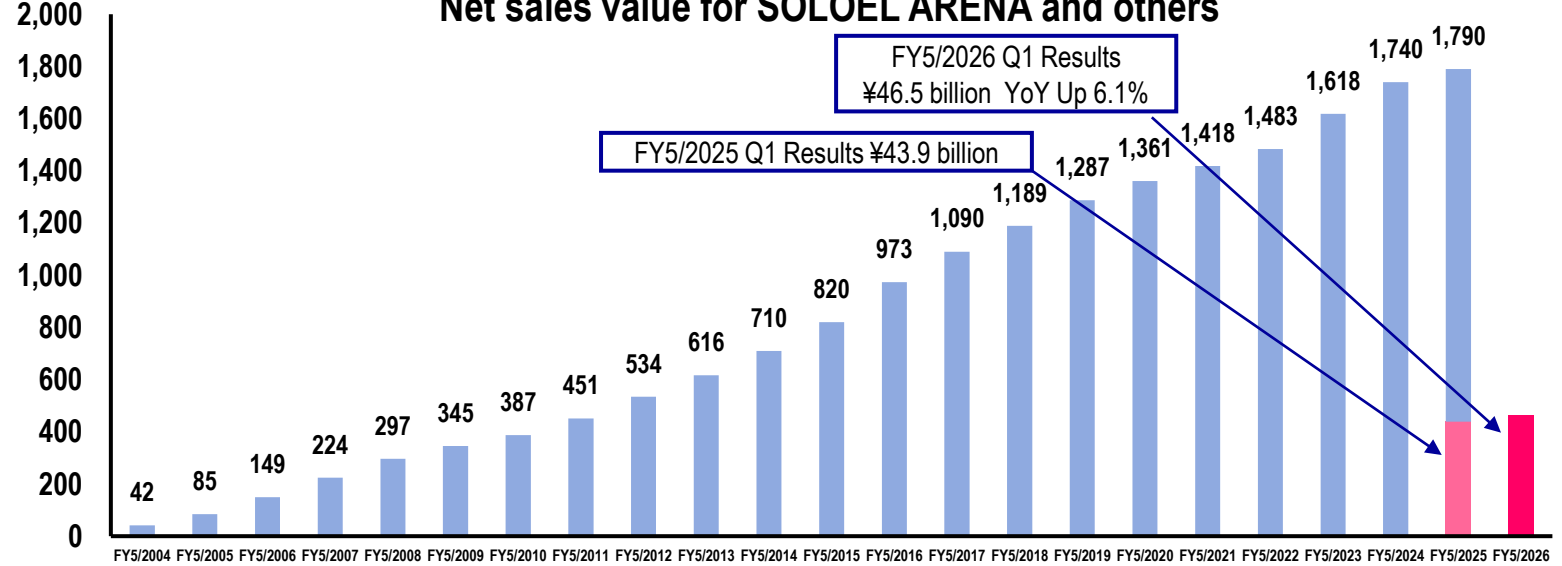
FY5/2026 Net Sales by Item Category



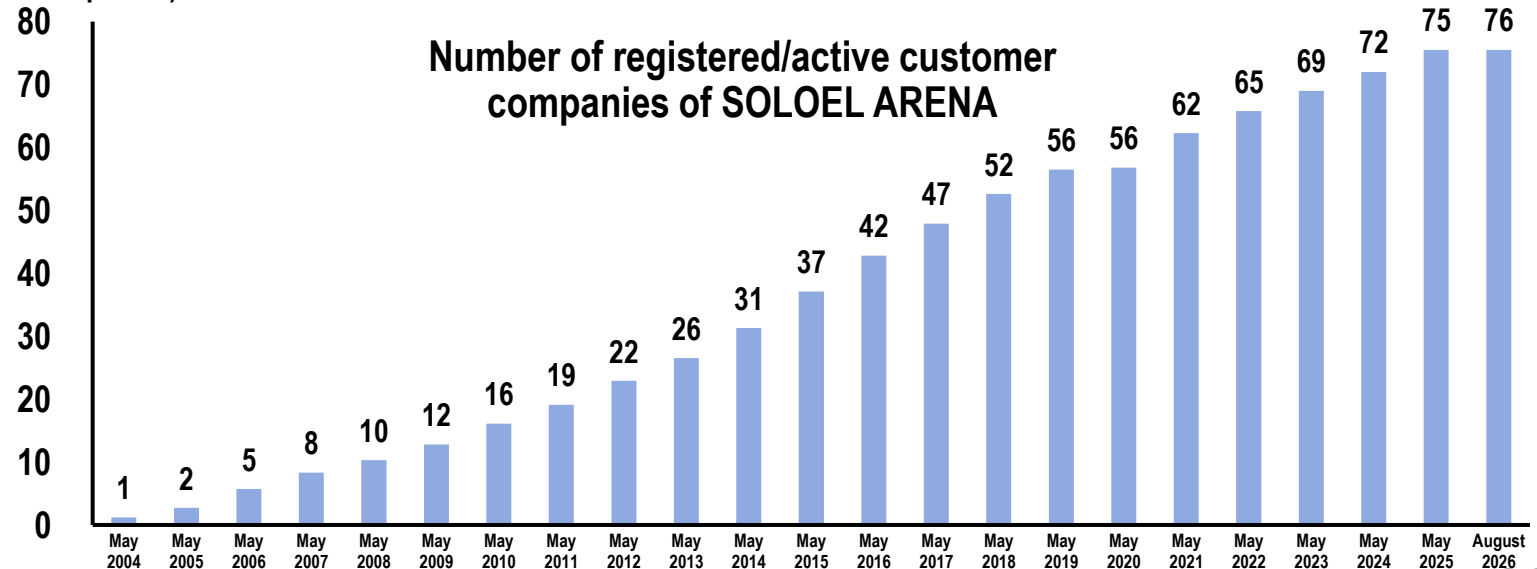
(¥billion)	FY5/2025 Q1			FY5/2026 Q1			
		Composition ratio %	YoY change %		Composition ratio %	YoY change	YoY change %
OA & PC	25.3	25.9	+3.4	24.7	24.5	(0.5)	-2.3
Stationery	10.9	11.2	+9.7	10.4	10.3	(0.5)	-5.1
Living Supplies	37.2	38.0	+5.8	40.1	39.7	2.8	+7.6
Furniture	4.9	5.0	-4.5	4.6	4.6	(0.2)	-5.1
MRO	10.8	11.0	+3.1	12.0	11.9	1.2	+11.6
Medical	6.8	7.0	+15.1	7.1	7.0	0.2	+3.8
Others	1.7	1.8	-10.1	1.9	1.9	0.1	+9.5
Total	97.9	100.0	+5.0	101.1	100.0	3.1	+3.2



(¥100 million)



(1,000 companies)





Capital expenditures **¥7.6 billion** (Annual plan: ¥15.2 billion)

ASKUL Kanto DC **¥6.2 billion**

IT-related **¥0.7 billion**

(Reference) Depreciation and amortization of software: ¥2.9 billion (Annual plan: ¥12.2 billion)

Investment details

(¥ million)

Item	FY5/2025 Q1	FY5/2026 Q1	
	Amount	Amount	YoY Change
[Capital expenditures]	3,415	7,620	123.1%
Property, plant and equipment	1,848	6,029	226.3%
Intangible assets	1,566	1,590	1.5%
Construction in progress (Note 2)	7,675	238	(96.9)%
Software in progress (Note 2)	3,053	2,084	(31.7)%

Notes

1. Capital expenditure is stated on an accrual basis.
2. Construction in progress and software in progress above present balances at the end of the quarter under review and partially include consumption and other taxes.



(Unit: item)

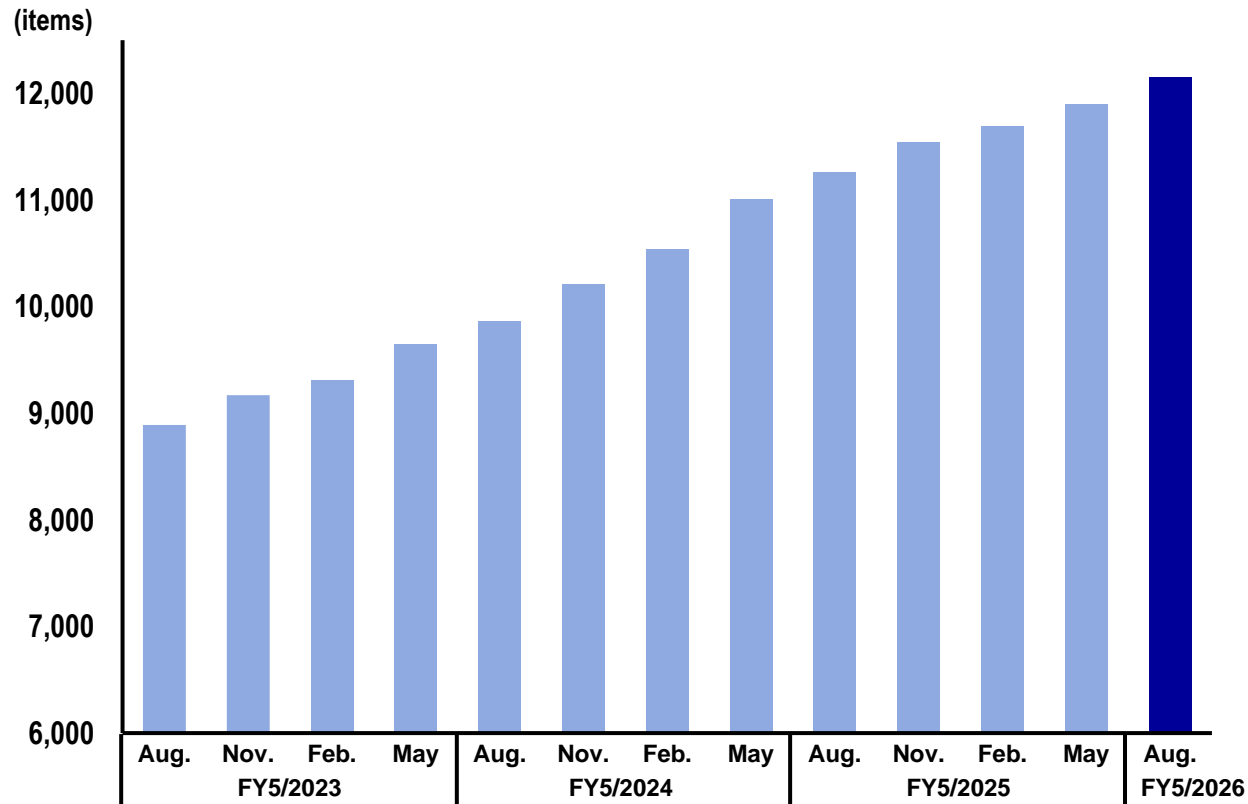
	August of FY5/2025	August of FY5/2026	YoY Change
Number of original products	17,582	19,401	+1,819
Non-consolidated net sales composition [of which, ASKUL business]	32.2% [37.8%]	34.1% [38.6%]	+1.9pt [+0.8pt]

- Notes: 1. The number of original products includes those with sales limited to ASKUL.
 2. The sales composition ratio of original products is calculated, including original copy paper.
 3. From Q4 of FY5/2018 onward, the sales composition ratio of original products in the ASKUL business has been calculated using the inventory sales of the ASKUL business as the denominator.



Number of Items

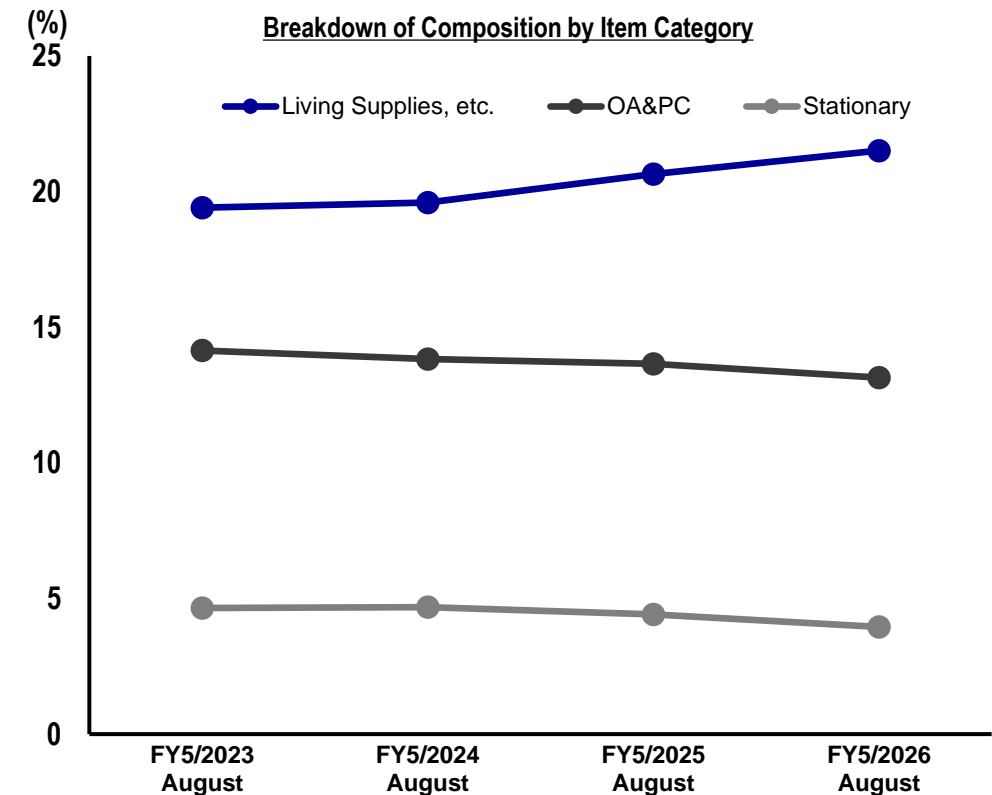
12,147 items



Composition to Net Sales

(Sales of in-stock products)

38.6 %



FY5/2026 Q1 Gross Profit and SG&A Expenses

Consolidated



Gross profit: ¥ 30.3 billion YoY change: Up ¥ 2.3 billion

Gross profit margin: 24.8% YoY change: Up 1.1 percentage points

SG&A expenses: ¥ 29.2 billion YoY change: Up ¥ 3.8 billion

Ratio of SG&A expenses to net sales 23.9% YoY change: Up 2.5 percentage points

Details of Selling, General and Administrative Expense (as shown in Financial Statements)

Item	FY5/2025 Q1		FY5/2026 Q1		
	Amount (million yen)	Ratio to Sales (%)	Amount (million yen)	Ratio to Sales (%)	YoY Change (%)
Personnel expenses	6,250	5.3	7,037	5.8	+12.6
Shipment expenses	5,591	4.7	6,010	4.9	+7.5
Subcontract expenses	1,420	1.2	1,652	1.4	+16.4
Business consignment expenses	2,839	2.4	3,066	2.5	+8.0
Rents	3,103	2.6	3,206	2.6	+3.3
Provision of allowance for doubtful accounts	2	0.0	(3)	(0.0)	—
Depreciation	1,056	0.9	1,539	1.3	+45.6
Amortization of software	1,258	1.1	1,391	1.1	+10.6
Other expenses	3,880	3.3	5,357	4.4	+38.1
Total	25,402	21.5	29,258	23.9	+15.2



	Q1		Q2		First half		Q3		Q4		Second half		Full-year	
	Weekdays	Saturdays	Weekdays	Saturdays	Weekdays	Saturdays	Weekdays	Saturdays	Weekdays	Saturdays	Weekdays	Saturdays	Weekdays	Saturdays
FY5/2026	64	13	62	13	126	26	57	16	57	13	114	29	240	55
FY5/2025	64	13	62	13	126	26	58	15	58	12	116	27	242	53
Difference	0	0	0	0	0	0	-1	+1	-1	+1	-2	+2	-2	+2



ASKUL Environmental Policy

We, the ASKUL Group, are committed to passing on a better global environment to future generations through our business activities as a company that continuously brings delight to our workplace, life, the planet and tomorrow.

Realizing a Carbon-Neutral Society

- **2050 Net Zero**
Achieve net zero CO₂ emissions across the entire supply chain by 2050
- **“2030 CO₂ Zero Challenge”**
Reduce CO₂ that is emitted by business sites and distribution down to zero by 2030
- **“RE100”**
Raise a group-wide renewable energy utilization ratio to 100% by 2030. Realized 67.8% as of May 2025
- **“EV100”**
Replace delivery vehicles owned and used by ASKUL LOGIST 100% with electric vehicles by 2030.
In February 2025, 14 new EVs of five different types begun operation, totaling 34 EVs as of May 2025.
- **Reducing CO₂ Emissions throughout the Supply Chain**
Started with calculation of ASKUL original products using a tool for visualizing CO₂ emissions in the supply chain
Working towards achieving SBT Supplier Engagement



Building a Resource-Recycling Platform

- **Reduce disposal of returned products**
Reduce returned products that lead to their disposal
Remake returned products into salable products
Sell returned products as “imperfect ones” at a discount
- **ASKUL Resource Recycling Platform**
ASKUL Resource Recycling Platform is established and begins operation after Ministry of the Environment’s demonstration project. Promoting initiatives that do not throw away resources in cooperation with all entities in the value chain.
We are selling our private brand series Matakul, made from used clear plastic folders.
- **ASKUL Catalog Recycle “Flowerpot”**
Launched an eco-friendly flowerpot made from 20% recycled paper from ASKUL catalogs and 80% recycled cardboard.



Conserving Biodiversity

- **“1 box for 2 trees”**
Confirm planting of two eucalyptus trees, double the amount of raw materials, by purchasing one box of original copy paper
- **Forest Maintenance Partnership Agreement with Tsumagoi Village**
In August 2023, ASKUL, TSUMAGOI MEISUI, and Tsumagoi Village signed a Forest Maintenance Partnership Agreement for the purpose of jointly implementing activities to conserve Tsumagoi Village’s forest resources.
Started in May 2024, local tree-planting is held every year.



Development and procurement of environment-friendly products

- **ASKUL Product Environmental Standard**
Began to publish on product pages an independent score for the environmental friendliness level of each products.
Promoting development of environmentally friendly products while working together with manufacturers and suppliers to improve scores.

Initiatives for Sustainability (Environment)

ESG



2024 Participated in “TNFD Forum”

Obtained “Net Zero Certification” from SBT

Selected as a “Climate Change A List” company by CDP

Received “AAA” rating in the MSCI ESG Rating



2023 Participated in “GX League”

Selected as a “Climate Change A List” company by CDP

2022 Selected as a “Climate Change A- List” company by CDP

2021 Selected as a “Climate Change A List” company by CDP

2020 Selected as a “Climate Change A List” company by CDP

2019 Announced support for “TCFD recommendations”

Selected as a “Climate Change A List” company by CDP

2018 Obtained “Eco-First company” and “SBT” Certification

2017 Joined RE100 and EV100

2016 Signed up for the “United Nations Global Compact”

Announced the “2030 Zero CO₂ Challenge”

2013 Formulated Medium-Term Environmental Targets

2003 Formulated ASKUL Environmental Policy



Initiatives for Sustainability (Society)

ESG



Together with colleagues

- Diversity-oriented management
ASKUL's Declaration of Diversity (2015)
- Utilize diverse human resources
 - Promote female active participation and enhance the ratio of female managers
 - Declared a target of raising the ratio of female managers to 30% by 2025
 - Participated in 30% Club Japan
 - Participated in Male Leaders Coalition for Empowerment of Women
 - Signed the Women's Empowerment Principles (WEPs)
- Promote diverse work styles

A system that creates a comfortable working environment and encourages each employee to take the initiative in learning and making the most of diversity

 - Systems for leave and shorter working hours for childcare
 - Systems for leave and shorter working hours for nursing care
 - Teleworking system
 - Flextime system
 - Learning support system to assist proactive learning
 - Secondary work system, club activity system
- Health Management in the Workplace

Certified a company as "KENKO Investment for Health 2025" by the Ministry of Economy, Trade, and Industry



- ASKUL LOGIST: Provide free lunches

Promotion of health-oriented management by providing free lunches to employees working in logistics, delivery, and headquarters so that they can work in good physical and mental health
- ASKUL LOGIST Fukuoka Distribution Center's efforts to employ persons with disabilities in cooperation with local communities

Legal employment rate at **34.1%***

(Legal employment rate of private companies is 2.5%)

*Legal employment ratio calculated in units of business sites as of August 20, 2025

Together with customers

- Cultivating Corporate Culture and Awareness
 - Share customer feedback

Distribute internally opinions, requests, and suggestions received from customers to all employees.
 - Voice of Customer (VOC) Seminar

Regularly hold seminars inviting lecturers from other companies to learn improvement activities based on customer feedback.
 - Meeting to listen to customers' feedback

Create opportunities to think and act from the customer's perspective by listening to audio recordings of customer service.
- Improvement Activities Based on Customer Feedback
 - Quality KPI Improvement Activities

PDCA cycle is implemented for the purpose of "enhancing customer satisfaction by improving the quality of products and services." Customer feedback is reported to and shared with management, and related department heads, and discussions are made regarding the evolution of products and services.
- Customer Satisfaction Management Systems
 - Declared Conformity to ISO10002

Declared conformity to ISO 10002, the international standard for customer satisfaction management systems. Customer service-related documents and regulations were created and organized, and construction and operation of management system is implemented.

Initiatives with business partners

- Declaration of support and voluntary action for the "White Logistics" promotion campaign

A movement to resolve the shortage of truck drivers and work to realize a more employee friendly working environment in which productivity in truck transportation is improved, efficiency in logistics is raised, and certain groups of drivers, such as women and people over the age of 60, will find it easy to work
- Sustainable Procurement Policy

Formulated in April 2021. The policy considers the environment, safety, human rights, and other issues aimed at striking a balance between the fulfillment of social responsibilities and sustainable development throughout the supply chain to ensure the sustainable provision of safe and reliable products to customers.
- Supply Chain CSR Survey / Audits

Based on Sustainable Procurement Policy, from July to October 2021, conducted a survey regarding the status of efforts of suppliers concerning the six areas: environment; worry-free and safe products; legal compliance and fair trade; human rights; the working environment; and response to risks and changes. In addition, CSR audits of factories of private brand manufacturer begun in April 2022.

Social contribution activities

- Supporting East Japan Reconstruction through Impact Investment and Donations

The Group supports projects in three prefectures in the Tohoku region that are intended to solve social problems and revitalize local communities. It does so with the aim of offering cyclical support through donations and impact investing in cooperation with manufacturers. The seventh recipient of the support has been selected as Hop Japan Co., Ltd. (Tamura City, Fukushima Prefecture), a company that brews craft beer using locally sourced hops.
- Project for looking into air and water environments

In a joint project with S.T. Corporation, the ASKUL Group donates part of the sales of "S.T. Toilet Deodorant and Deodorant Spray," exclusively sold by ASKUL, to associations that are engaged in improving air and water environments, thereby supporting their activities. The third case will be donated to approved specified NPO, Habitat for Humanity Japan.
- Concluded SDGs Collaboration Agreement with City of Tsushima

There are many points in common between Tsushima City's SDGs Future City Plan and ASKUL's approach to and direction of resource circulation. Therefore, the SDGs Collaboration Agreement was concluded in February 2021. Since 2023, we have been regularly organizing study tours for employees. A total of 63 participants have joined so far, engaging in activities such as coastal cleanup.



B-to-B	B-to-B stands for business to business and indicates transactions between companies
B-to-C	B-to-C represents business to consumer (customer) and refers to transactions between companies and consumers
MRO	MRO stands for Maintenance, Repair and Operations, and primarily refers to materials that serve as secondary materials (indirect materials), which used in the frontline operations of factories, construction sites, and other locations
ASKUL	Name of the internet mail-order service (accepts orders via facsimile) for small and medium-sized enterprises
SOLOEL ARENA	Name of the internet mail-order service for mid-tier and larger companies
SOLOEL	The service name for operating and providing a platform that connects customers with multiple suppliers of products and services, and for centrally supporting the entire indirect materials procurement process—from goods purchasing to service contract management—through various business outsourcing services.
LOHACO	Name of the internet mail-order service for general consumers launched in October 2012 in partnership with Yahoo Japan Corporation (currently LY Corporation)
New ASKUL Website	A new e-commerce site that integrates two sites; ASKUL for small and medium-sized enterprises, SOLOEL ARENA for mid-tier and larger companies. Full-scale operation started in July 2023. The transition of SOLOEL ARENA customers to the new ASKUL website was completed in FY5/2025. The transition of ASKUL site customers will begin during FY5/2026, and the full integration will be completed during FY5/2027.
Advertising Business	Service for manufacturers to place advertisements on our e-commerce site, etc.
DC	DC stands for “distribution center.” The names of each regional distribution center are abbreviated as the region’s name + “DC.”



Continuously Bringing Delight to Our Workplace, Life, the Planet and Tomorrow