

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

January 28, 2026
ASKUL Corporation



[Disclaimer]

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[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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Distribution Center Shipping Capacity Has Recovered; Focus on Sales Recovery in the Second Half

FY5/2026 Second Quarter Financial Results and Full-Year Performance Outlook

- Significant impact from system outage caused by a ransomware attack.
- Based on second-quarter results, no interim dividend will be paid, and the year-end dividend and full-year consolidated earnings forecast revised to undetermined, and
Medium-Term Management Plan: Continue key strategies while reassessing numerical targets.

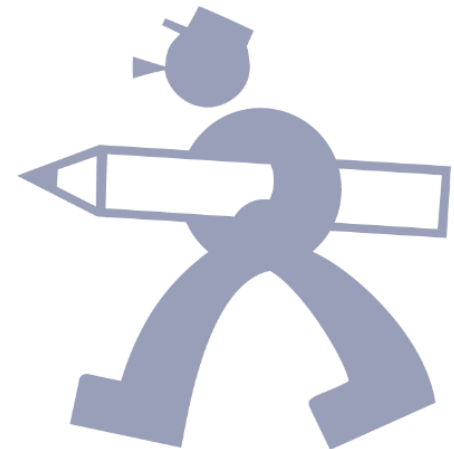
Security Enhancement Measures

- Root cause analysis and technical safety measures have been completed; going forward, we will rebuild the risk management framework while strengthening cybersecurity measures.

Measures for Sales Recovery

- Service levels have largely returned to normal; we aim to achieve earnings recovery from FY5/2027 onward through further strengthening price competitiveness of core products, large-scale customer acquisition and sales promotion measures.

- 1. Earning Results for the Second Quarter
of the Fiscal Year Ending May 20, 2026**
2. Overview of the Ransomware Attack and Countermeasures
3. Business Recovery Status and Measures to Restore Sales
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FY5/2026 Q2 Cumulative Earnings Results

Consolidated



	FY5/2025 Q2 Cumulative		FY5/2026 Q2 Cumulative		
	Actual	% of net sales %	Actual	% of net sales %	YoY change %
(¥million)					
Net Sales	237,932	100.0	208,725	100.0	-12.3
Gross Profit	57,182	24.0	50,217	24.1	-12.2
Selling, General and Administrative Expenses	51,153	21.5	53,212	25.5	+4.0
Operating Profit	6,028	2.5	-2,995	-1.4	-
Ordinary Profit	5,920	2.5	-3,814	-1.8	-
Profit Attributable to Owners of Parent	3,739	1.6	-6,612	-3.2	-

- ✓ Net sales
YoY -12.3%
- ✓ Gross profit margin
YoY up 0.0 point
- ✓ Operating profit
YoY change - ¥9.0 billion
- ✓ Profit
YoY change - ¥10.3 billion

FY5/2026 Q2 Earnings Results [Quarterly, By Business]

Consolidated



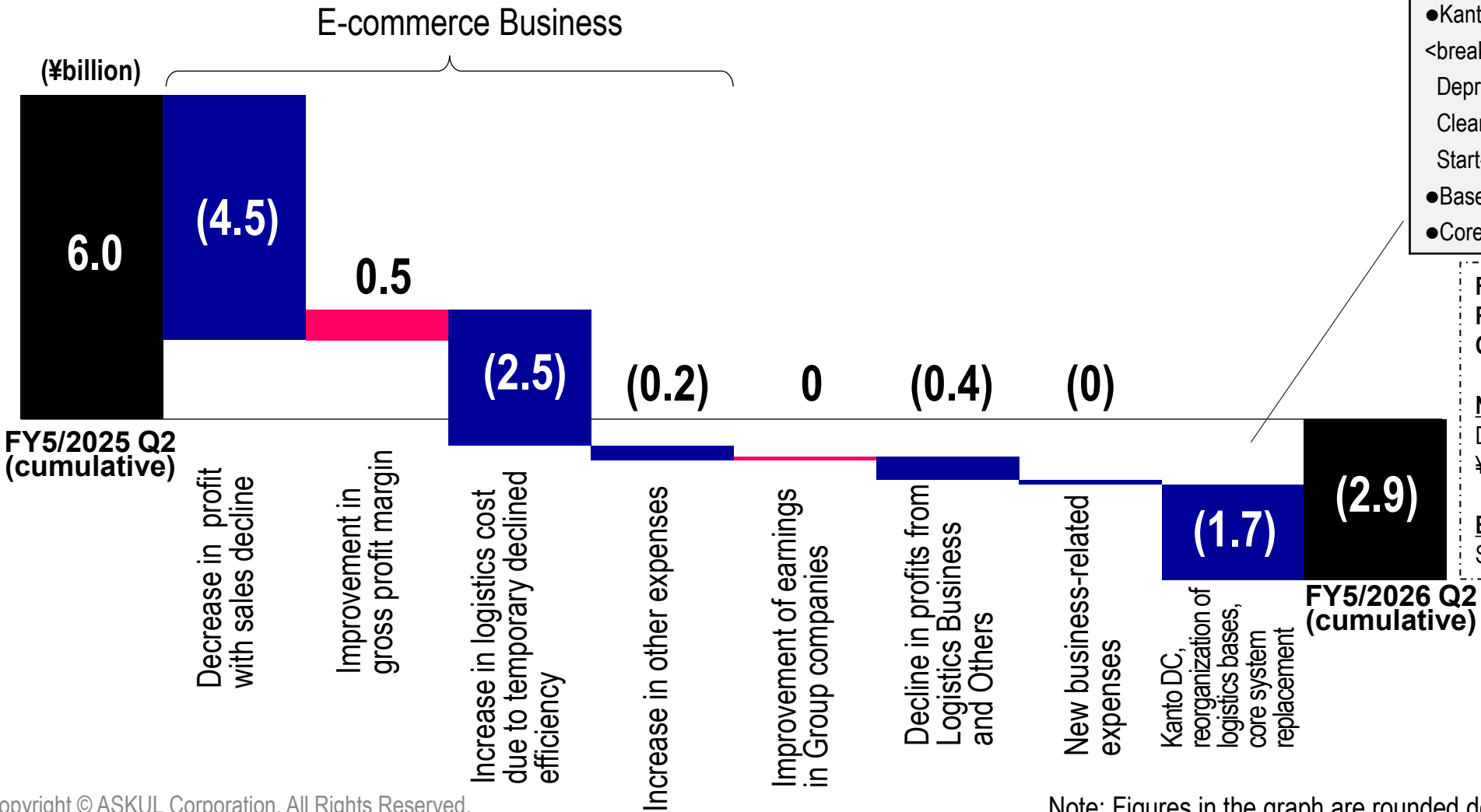
		FY5/2025					FY5/2026			
		Q1	Q2	Q3	Q4	Full-year	Q1	Q2	YoY change	YoY change %
(¥million)										
Net Sales	ASKUL Business	88.3	89.9	89.0	91.1	358.4	91.0	59.7	(30.2)	-33.6
	LOHACO Business	9.5	8.5	9.3	9.3	36.8	10.1	5.8	(2.6)	-30.8
	Group Companies, etc.	18.3	18.8	20.5	19.1	76.9	19.1	19.1	0.2	+1.6
	E-commerce Business	116.2	117.2	118.9	119.7	472.2	120.2	84.7	(32.5)	-27.7
	Logistics Business and Other	2.1	2.2	1.9	2.5	8.8	2.0	1.6	(0.6)	-27.2
	Consolidated Total	118.3	119.5	120.9	122.2	481.1	122.3	86.4	(33.1)	-27.7
Operating Profit	Performance-linked Bonuses (including provision), etc.	0.1	0.1	0.1	0.1	0.4	(0.1)	0.4	0.3	+331.2
	E-commerce Business	2.5	3.4	3.8	4.2	14.2	1.0	(3.5)	(7.0)	-
	Logistics Business and Other	0	(0)	(0.1)	(0)	(0.2)	(0)	(0.4)	(0.4)	-
	Consolidated Total	2.5	3.4	3.7	4.2	14.0	1.0	(4.0)	(7.5)	-

FY5/2026 Q2 Factors for Increase / Decrease in Operating Profit

Consolidated



Decrease in operating profit primarily due to a decline in net sales caused by the ransomware attack



Breakdown of Fixed Cost Increase

●Kanto DC	-1,480 million
<breakdown>	
Depreciation	-750 million
Cleaning/Security, etc.	-110 million
Start-up expenses (one-time)	-610 million
●Base Reorganization (one-time)	-140 million
●Core system replacement	-140 million

For Reference: Impact Amount of the Ransomware Attack on Results Below Operating Profit

Non-operating Expenses
Depreciation of inactive non-current assets: ¥0.68 billion

Extraordinary Losses
System failure response costs: ¥5.21 billion



Shareholder Returns

- ✓ Interim Dividend: None (temporary impact on business performance and capital deployment to accelerate sales recovery)
- ✓ Year-End Dividend: Undetermined (carefully consider future business performance trends)

Full-Year Earnings Forecast / Medium-Term Management Plan

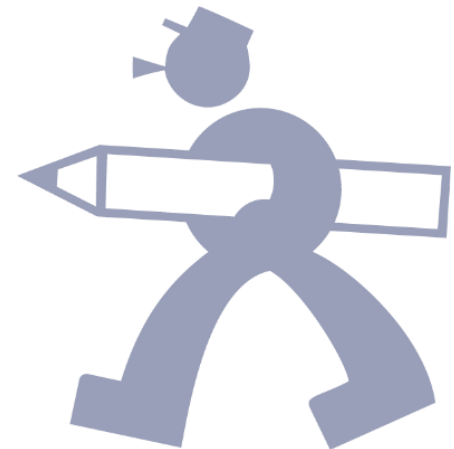
- ✓ Full-Year Earnings Forecast: Undetermined (withdrawn)
- ✓ Medium-Term Management Plan: Continue key strategies while reassessing numerical targets

Financing

Securing liquidity in funds on hand while ensuring financial flexibility to drive renewed sales growth.

- ✓ Overdraft facility limit: ¥ 50 billion

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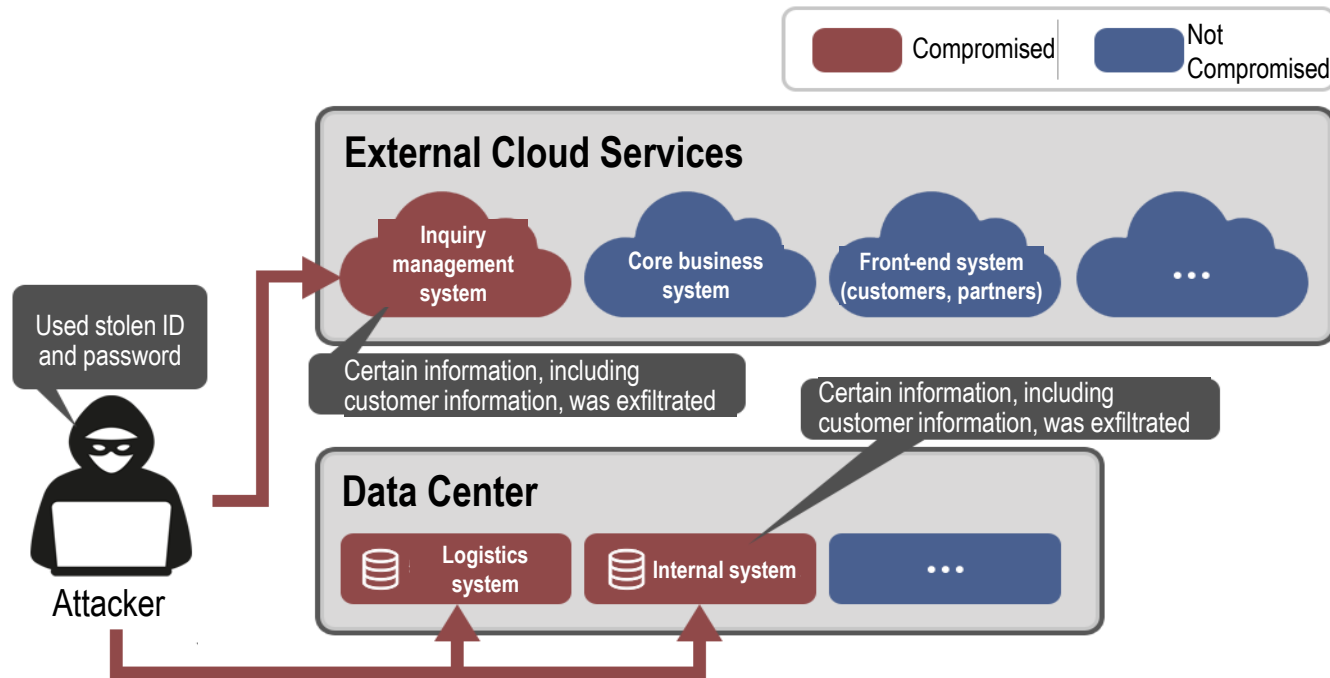


Overview of the Ransomware Attack and Countermeasures



- ✓ Our logistics systems were primarily affected by the ransomware attack, resulting in the temporary suspension of shipments for the ASKUL, SOLOEL ARENA, and LOHACO.
- ✓ Certain data, including customer information, were unlawfully exfiltrated and publicly disclosed.

Illustrative Scope of Compromised Systems*



Note: For details, please refer to [press release dated on December 12, 2025, Report on the Impact of the Ransomware Attack and Initiatives to Strengthen Security](#)

Overview of the Attack

- ✓ Our logistics systems and internal systems were encrypted.
- ✓ External cloud services were also compromised.

Initial Response and Measures to Ensure System Security

- ✓ Blocked unauthorized access routes and isolated infected devices.
- ✓ Rebuilt account management and access control frameworks.
- ✓ Constructed and migrated to a new system environment.

Root Cause Analysis and Measures to Prevent Recurrence



Root cause analysis has been completed, and measures to prevent recurrence have been formulated and are being implemented.

Issue	Root Cause Analysis	Measures to Prevent Recurrence
Unauthorized Access	The ID and password for an administrator account assigned to an outsourced service provider that had exceptionally not been subject to multi-factor authentication (MFA ^{*1}) were compromised.	<ul style="list-style-type: none">• Enforce MFA for all remote access• Strict administration of privileged access rights• Employee re-training at the Company and outsourced service providers
Delay in Intrusion Detection	<ul style="list-style-type: none">• Endpoint Detection and Response (EDR^{*2}) had not been implemented at some distribution centers• Partial lack of 24-hour monitoring	<ul style="list-style-type: none">• Build a multi-layered detection framework, including the deployment of EDR at all distribution centers• Establish a 24/7/365 monitoring and immediate response structure
Prolonged System Recovery	<ul style="list-style-type: none">• Online backups were encrypted• Deficiencies in security procedures for hardware devices	<ul style="list-style-type: none">• Build a backup environment designed on the assumption of ransomware attacks• Enhance and detail device management

Notes: 1.Multi-Factor Authentication (MFA): An authentication method that combines two or more different factors among the three authentication elements: knowledge information (e.g., IDs and passwords), possession information (e.g., smartphones), and biometric information (e.g., fingerprints and facial recognition).

2.Endpoint Detection and Response (EDR): Security measures that detect traces of cyberattacks that have infiltrated endpoints such as PCs, smartphones, and servers, and enable rapid response.

3.For details, please refer to press release dated on December 12, 2025, [Report on the Impact of the Ransomware Attack and Initiatives to Strengthen Security](#)

Security Enhancement Roadmap



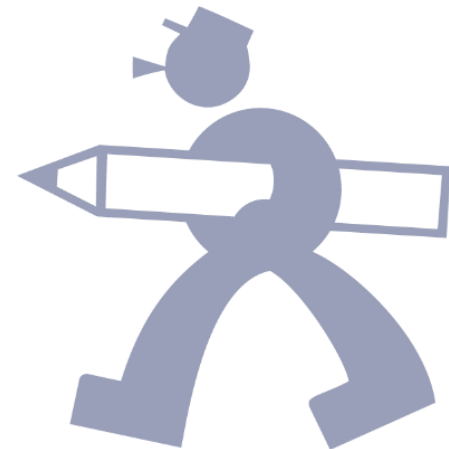
Enhancing the maturity of the security infrastructure and rebuilding the risk management framework

Phase	Short term (immediate to several weeks)	Medium term (several weeks to several months)	Long term (Six months or more)
Objectives	Ensure containment of cyberattacks and secure safety	Advance to a structure that can “detect, prevent, and respond”	Continuous updates to build more resilient services
Key Measures	<ul style="list-style-type: none">Block unauthorized access pathsIsolate infected devicesReset passwords for all accountsStrengthen EDR across all endpointsInvestigation and remediation of residual threatsEnforce MFA	<ul style="list-style-type: none">Strengthen SaaS log monitoringContinuously enhance EDR, email security, and network protectionUpgrade SOC*1 operations to 24/7/365 advanced monitoringEnhance cross-functional risk management integrating IT/OT*2 (logistics facilities)Upgrade security training programs by role	<ul style="list-style-type: none">Continuously update security controls, including establishing mechanisms and operational rules to prevent unauthorized accessReview and strengthen the BCP (Business Continuity Plan) based on ransomware incidentsConduct periodic assessments by external specialist organizations

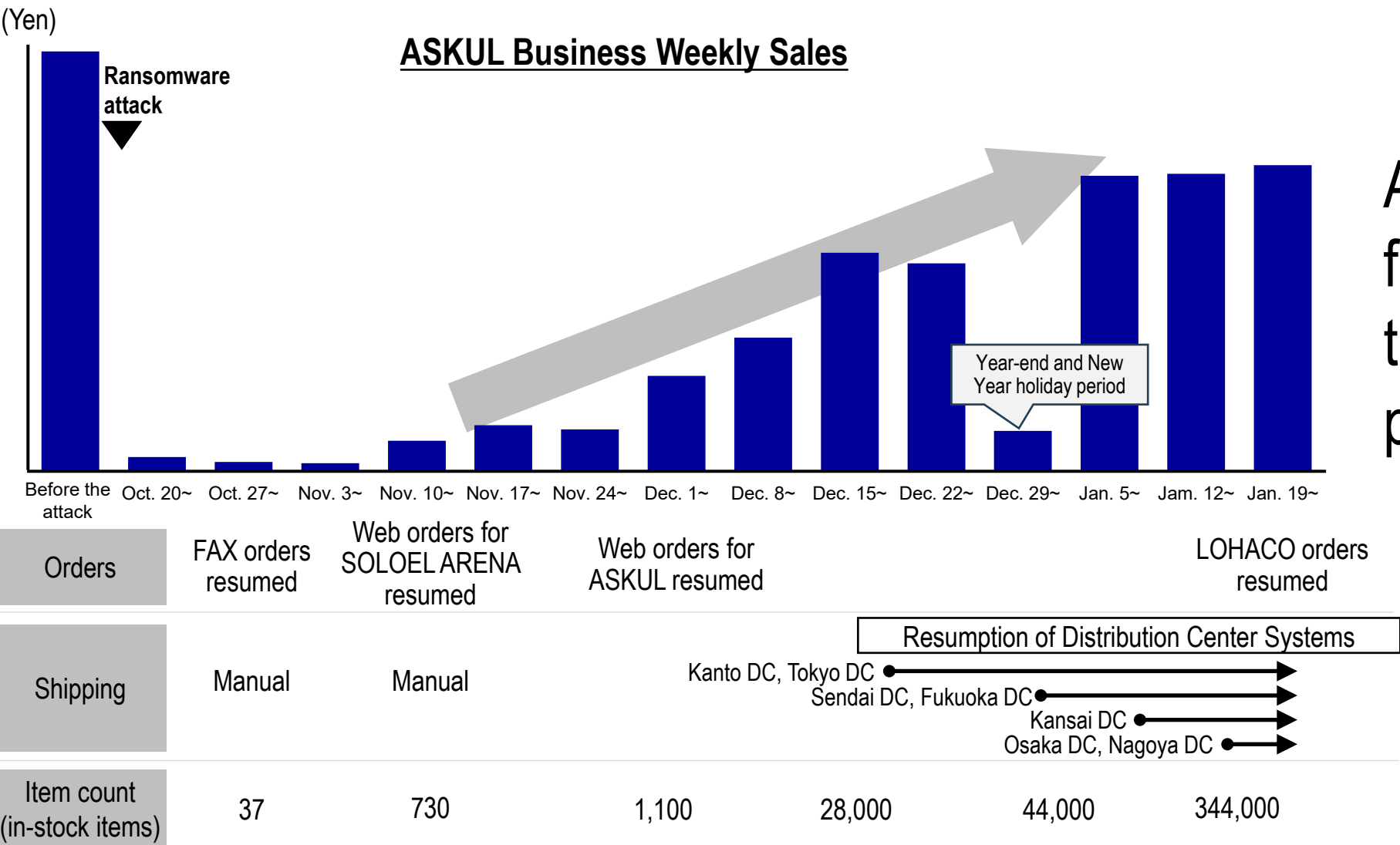
Notes: 1. Security Operation Center (SOC): A specialized cyber-security organization responsible for monitoring networks and detecting and responding to threats in real time.

2. Operational Technology (OT).

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Sales is trending toward recovery in line with service level restoration



Aiming to achieve full sales recovery through large-scale promotions



Aiming to restore customer numbers by the end of FY5/2026 through the largest promotional campaign in our history.

ASKUL

- ✓ Over 20% price reductions on key original products and special promotional sales on popular brand products

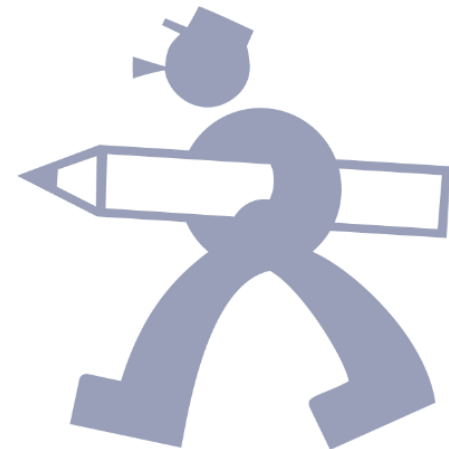
[Revival Special Campaign teaser site: https://www.askul.co.jp/f/promotion_2601/ (Japanese only)]

- ✓ Ongoing enhancement of price competitiveness
- ✓ Strengthen sales capabilities through closer collaboration with ASKUL Agents

LOHACO

- ✓ Conduct large-scale outlet sales of beverages, food, and other items approaching their expiration dates
- ✓ Expand the range of products eligible for bulk-purchase discounts and increase discount rates
- ✓ Expand customer acquisition measures through collaboration with LY Corporation and PayPay Corporation

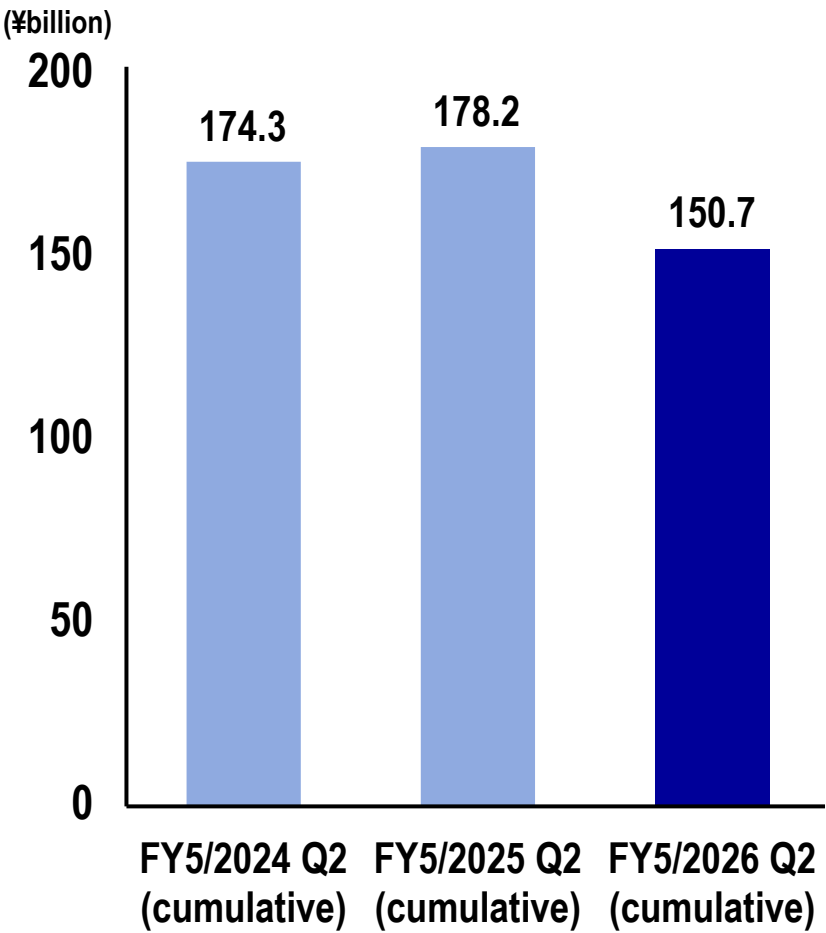
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FY5/2026 Q2 Earnings Results: E-commerce Business Net Sales

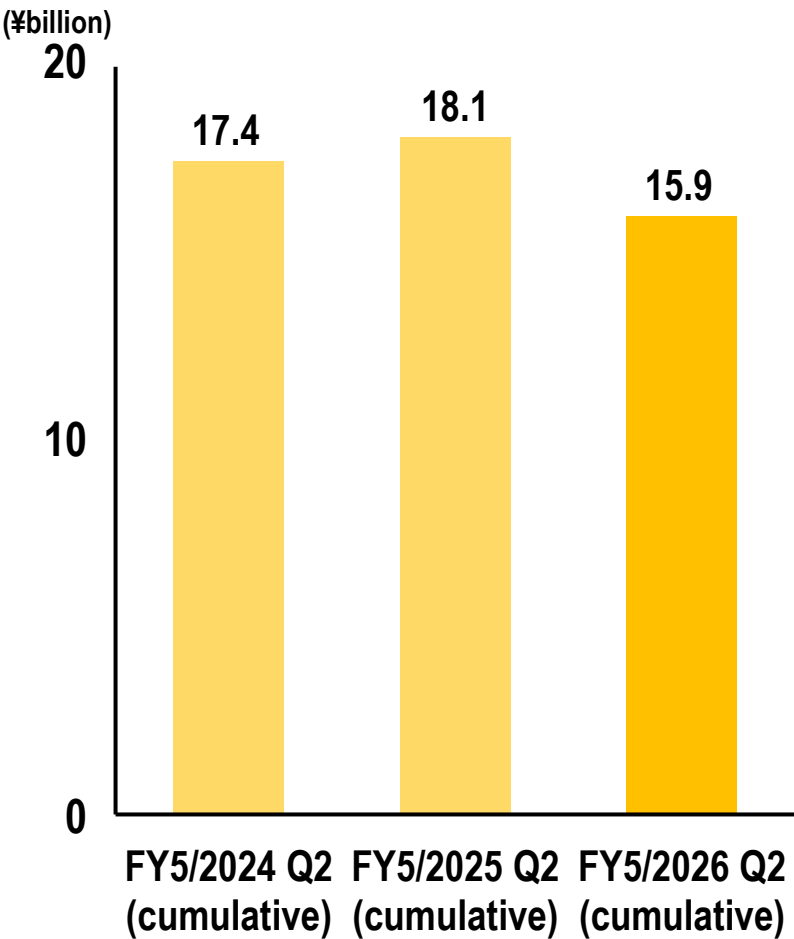
ASKUL Business

YoY -15.5%



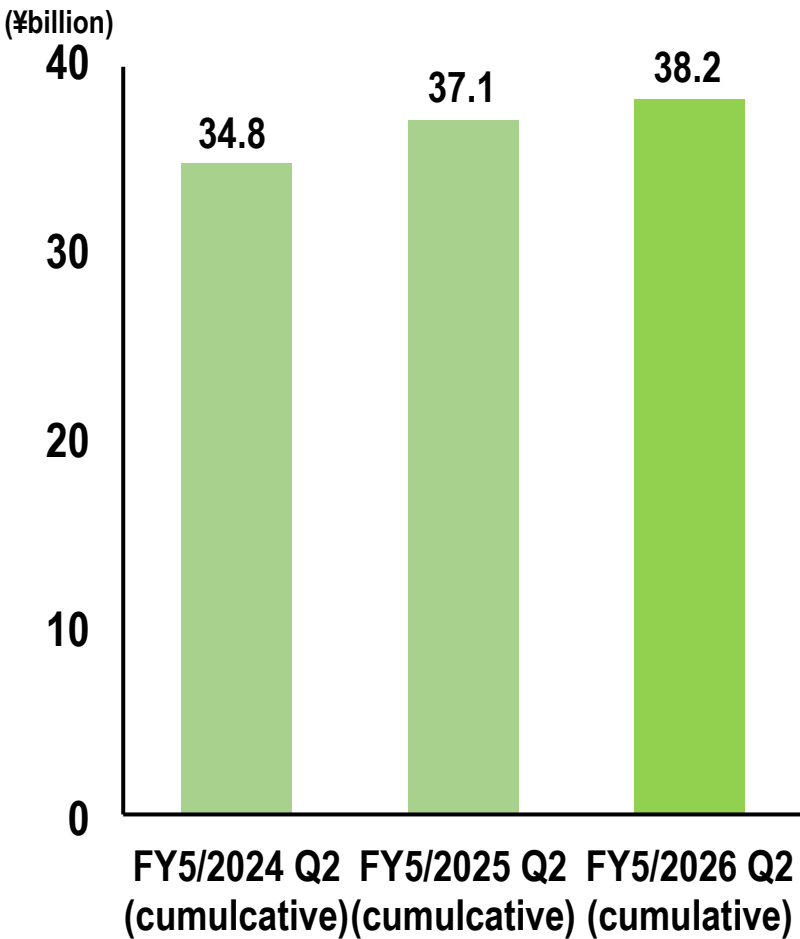
LOHACO Business

YoY -11.7%



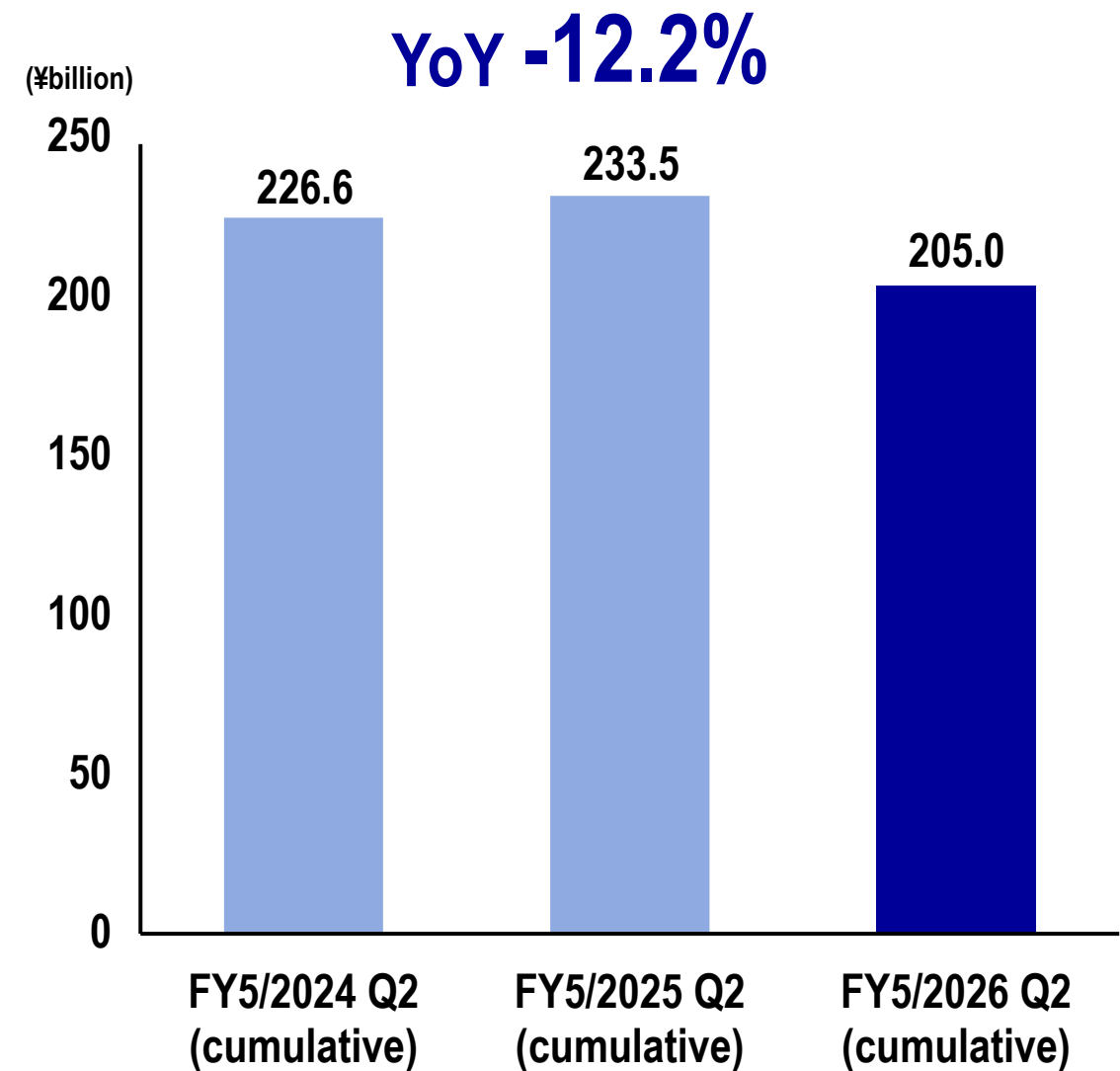
Group Companies, etc.

YoY +3.0%

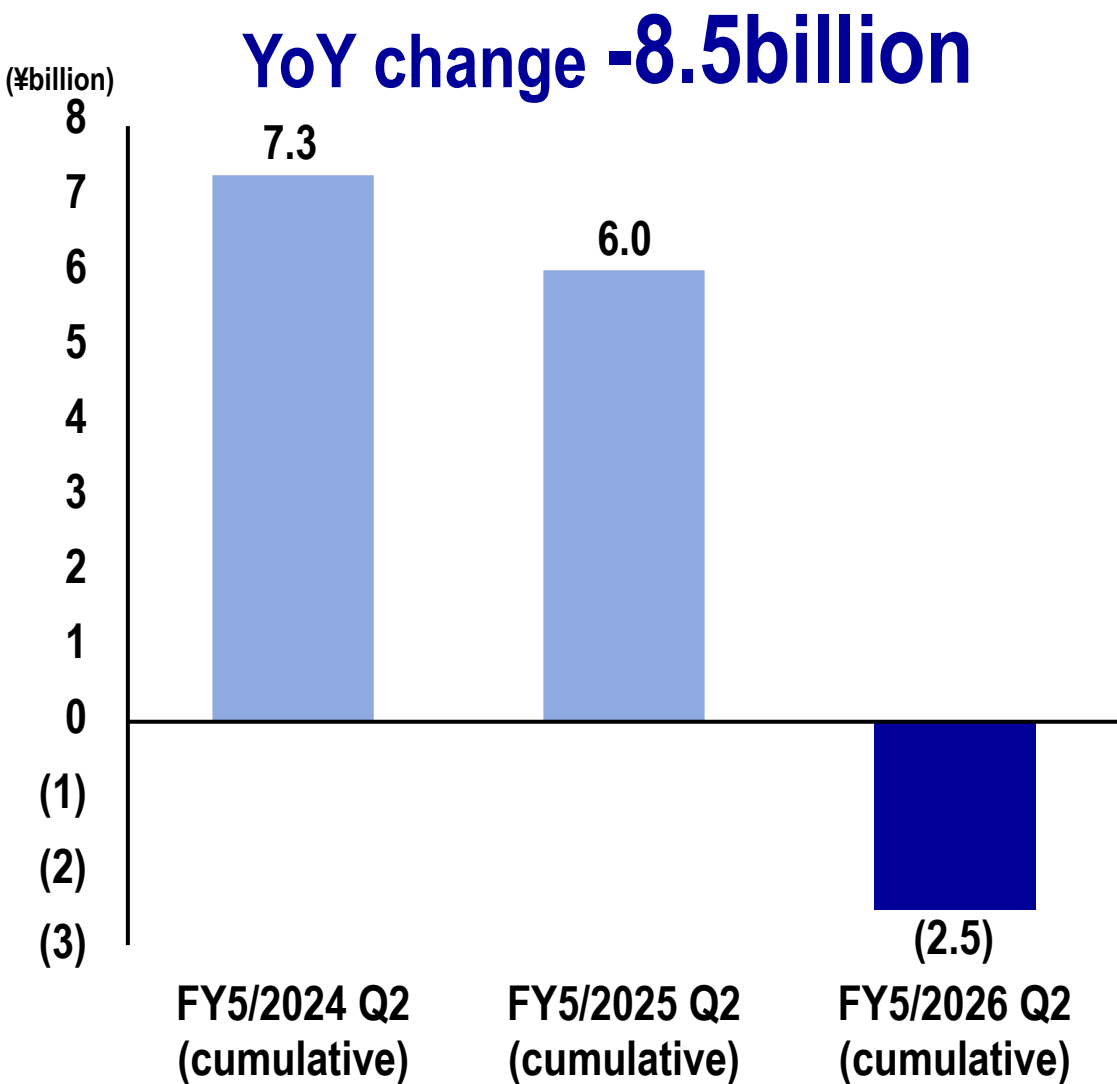


FY5/2026 Q2 Earnings Results: E-commerce Business

Net Sales



Operating Profit



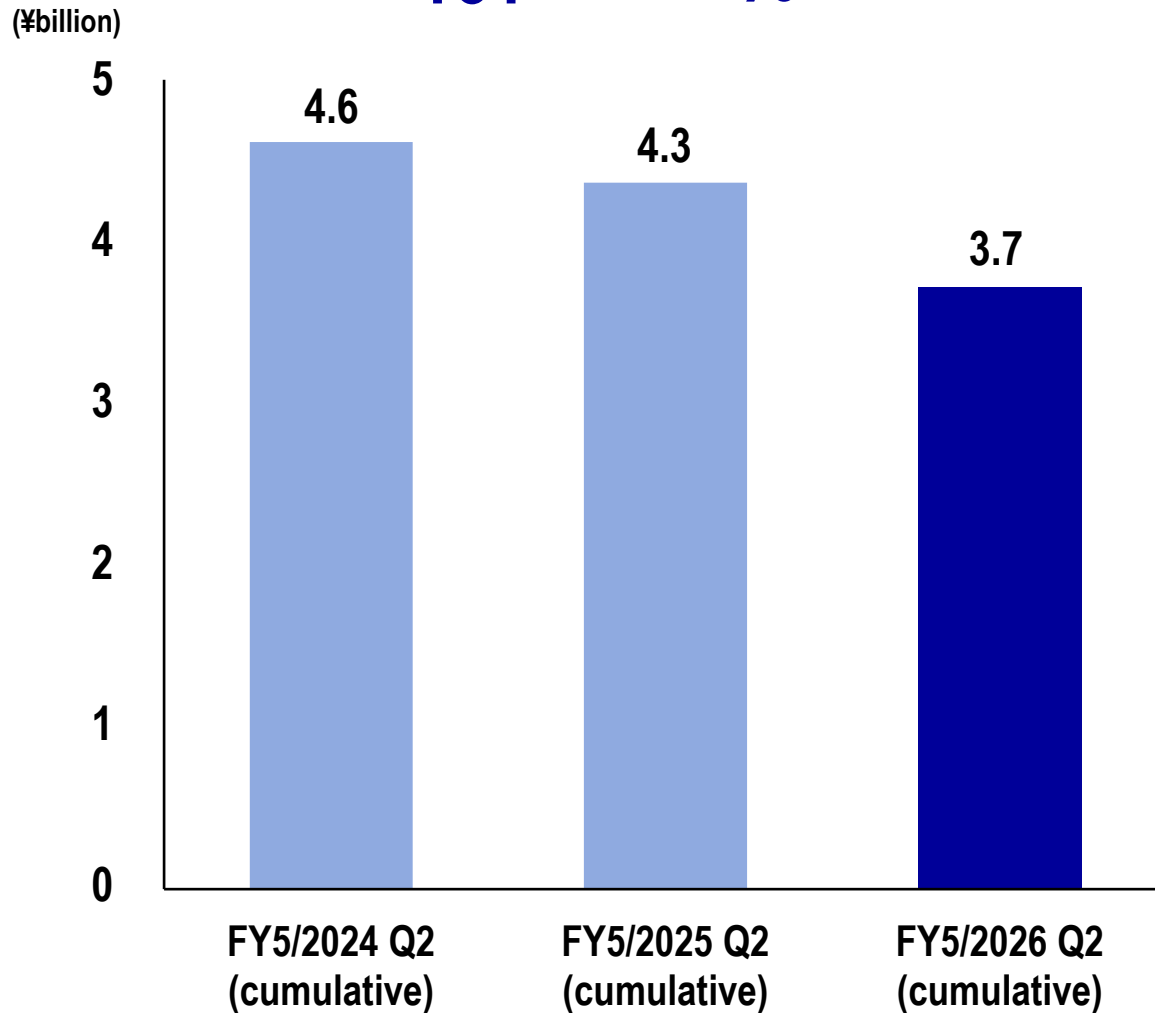
FY5/2026 Q2 Earnings Results: Logistics Business and Others

Consolidated



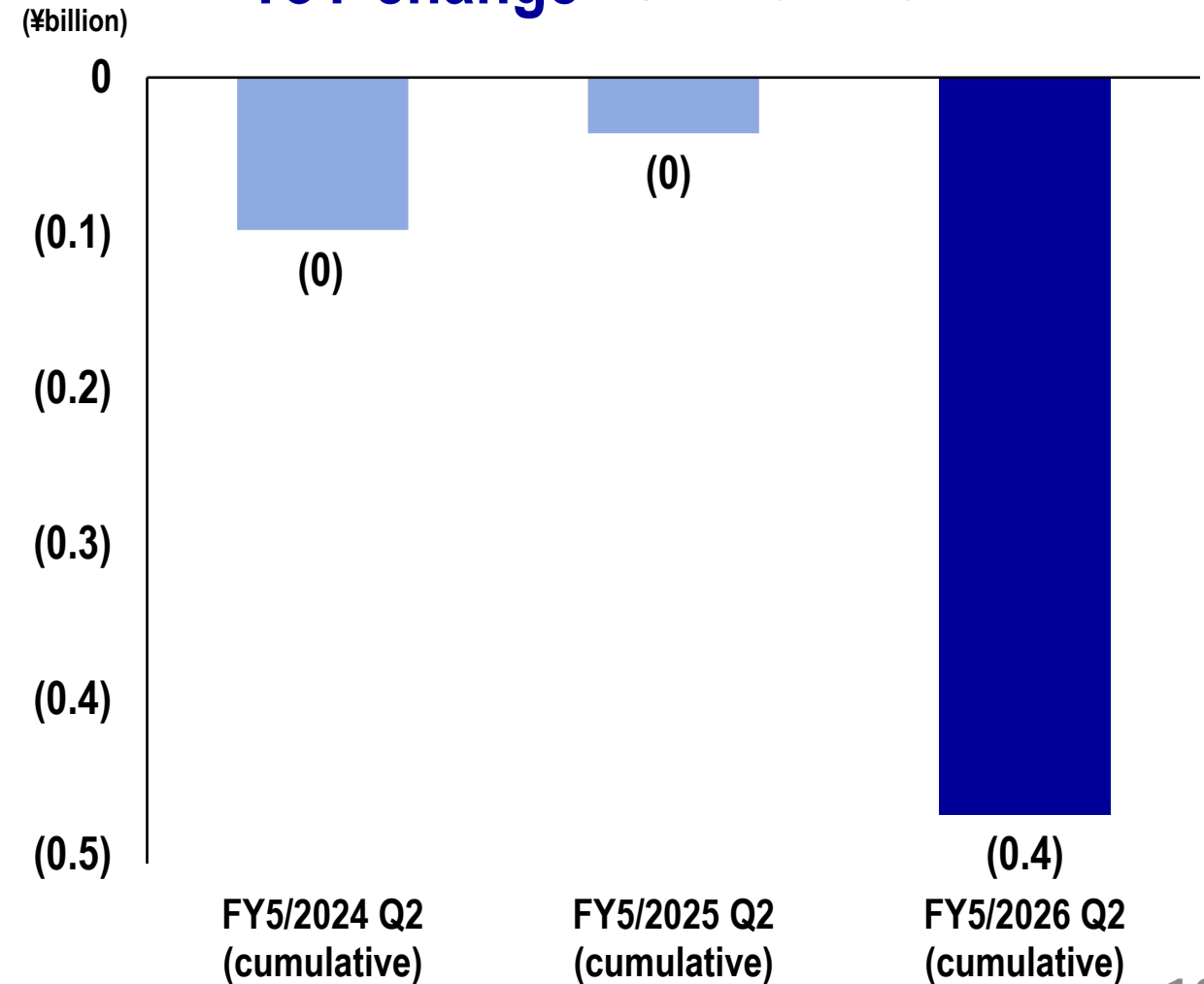
Net Sales

YoY -14.7%



Operating Profit

YoY change -0.4 billion





(¥billion)	FY5/2024		FY5/2025								FY5/2026					
	Q2		Q1		Q2		Q3		Q4		Q1		Q2			
		Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio		Composition ratio	YoY change	YoY change
		%		%		%		%		%		%		%		%
OA & PC	26.2	29.3	24.9	28.2	25.8	28.8	26.3	29.6	26.1	28.7	24.5	26.9	16.6	27.9	(9.2)	-35.6
Stationery	10.9	12.2	10.8	12.3	11.5	12.9	11.6	13.1	12.7	14.0	10.3	11.3	7.0	11.8	(4.5)	-39.2
Living Supplies	27.6	30.8	29.1	33.0	28.0	31.2	26.7	30.0	27.0	29.6	31.4	34.5	19.4	32.6	(8.5)	-30.5
Furniture	5.1	5.8	4.7	5.3	4.7	5.3	4.9	5.5	6.2	6.9	4.5	5.0	3.0	5.1	(1.7)	-36.9
MRO	11.1	12.4	10.6	12.0	11.2	12.5	10.9	12.3	11.0	12.1	11.8	13.0	7.7	12.9	(3.5)	-31.5
Medical	6.1	6.8	6.3	7.1	6.1	6.8	6.3	7.1	6.0	6.6	6.5	7.2	4.1	7.0	(1.9)	-32.4
Others	2.4	2.7	1.7	2.0	2.2	2.5	2.0	2.3	1.8	2.0	1.8	2.0	1.6	2.7	(0.5)	-26.5
Total	89.8	100.0	88.3	100.0	89.9	100.0	89.0	100.0	91.1	100.0	91.0	100.0	59.7	100.0	(30.2)	-33.6

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.

FY5/2026 Net Sales by Item Category



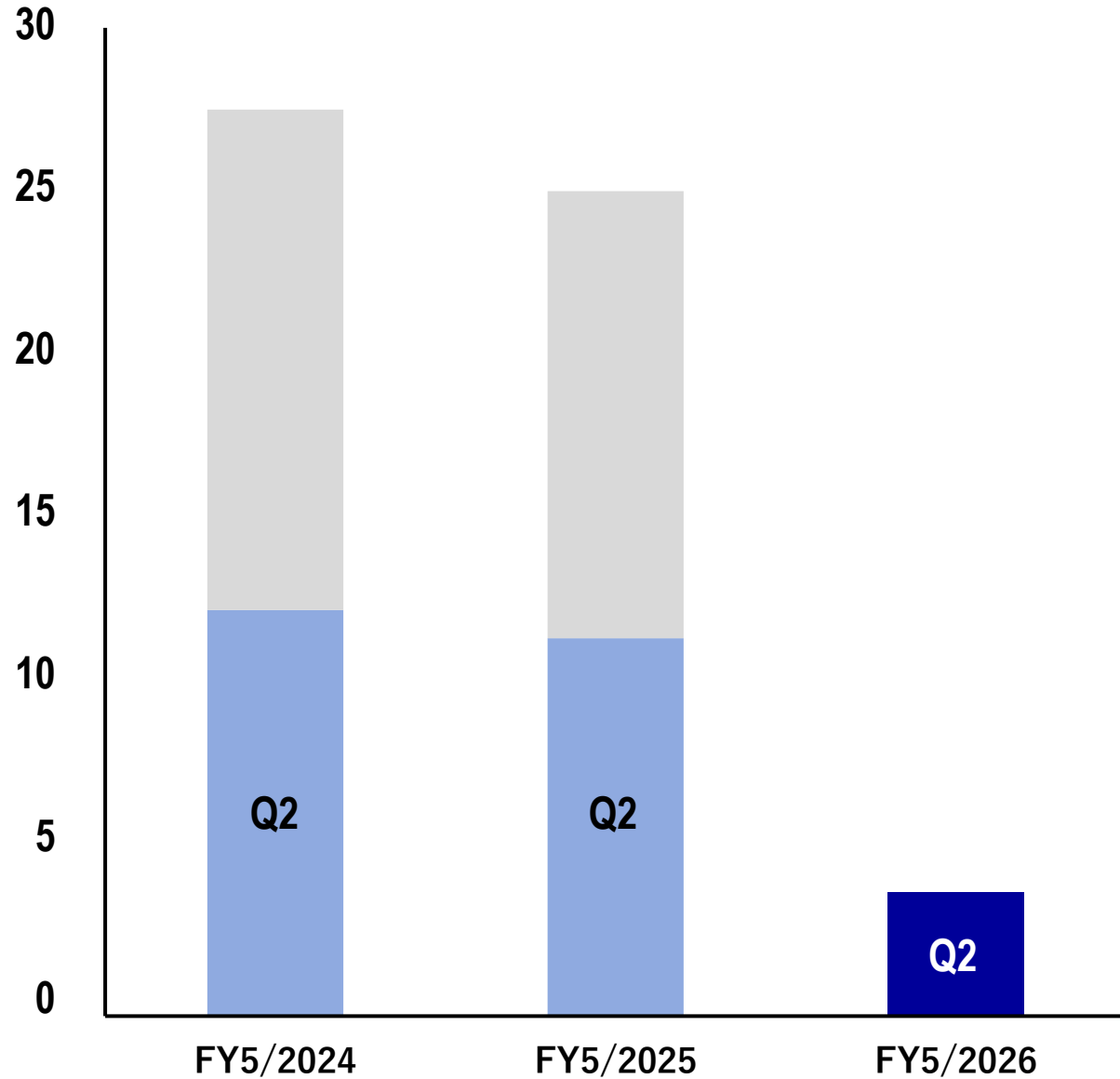
(¥billion)	FY5/2025 Q2 cumulative			FY5/2026 Q2 cumulative			
		Composition ratio %	YoY change %		Composition ratio %	YoY change	YoY change %
OA & PC	51.5	26.2	+0.7	41.7	25.0	(9.8)	-19.0
Stationery	22.7	11.6	+7.4	17.5	10.5	(5.1)	-22.8
Living Supplies	72.4	36.9	+3.0	64.5	38.7	(7.9)	-10.9
Furniture	9.9	5.1	-5.9	7.8	4.7	(2.1)	-21.3
MRO	22.2	11.3	+2.1	19.9	11.9	(2.3)	-10.6
Medical	13.5	6.9	+9.7	11.6	7.0	(1.8)	-13.6
Others	3.9	2.0	-10.4	3.4	2.1	(0.4)	-12.1
Total	196.4	100.0	+2.4	166.7	100.0	(29.6)	-15.1

Trends in EBITDA

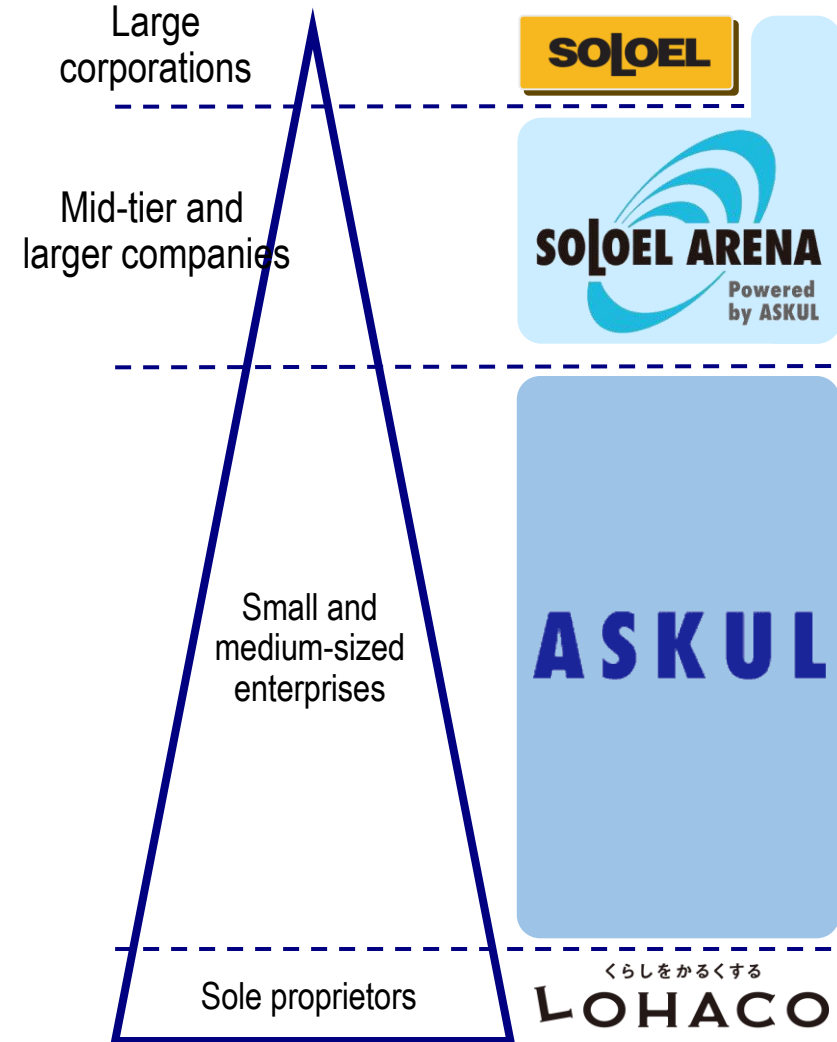
Consolidated



(¥billion)

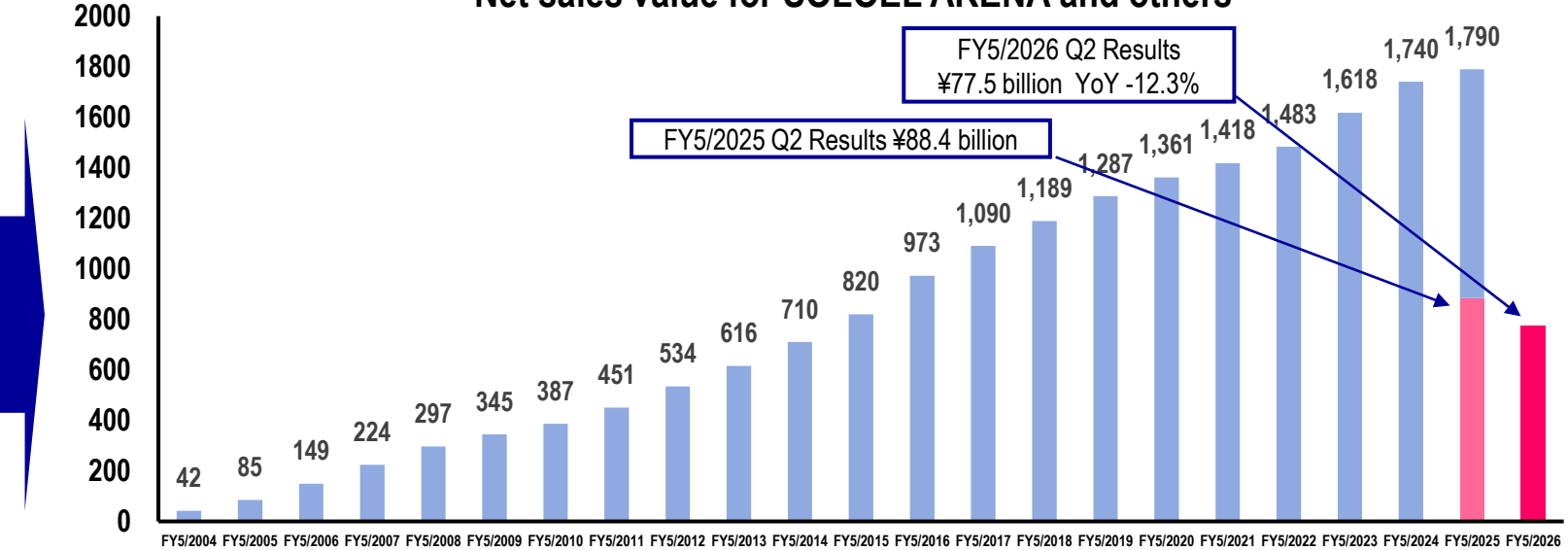


Recovery expected in
FY5/2027



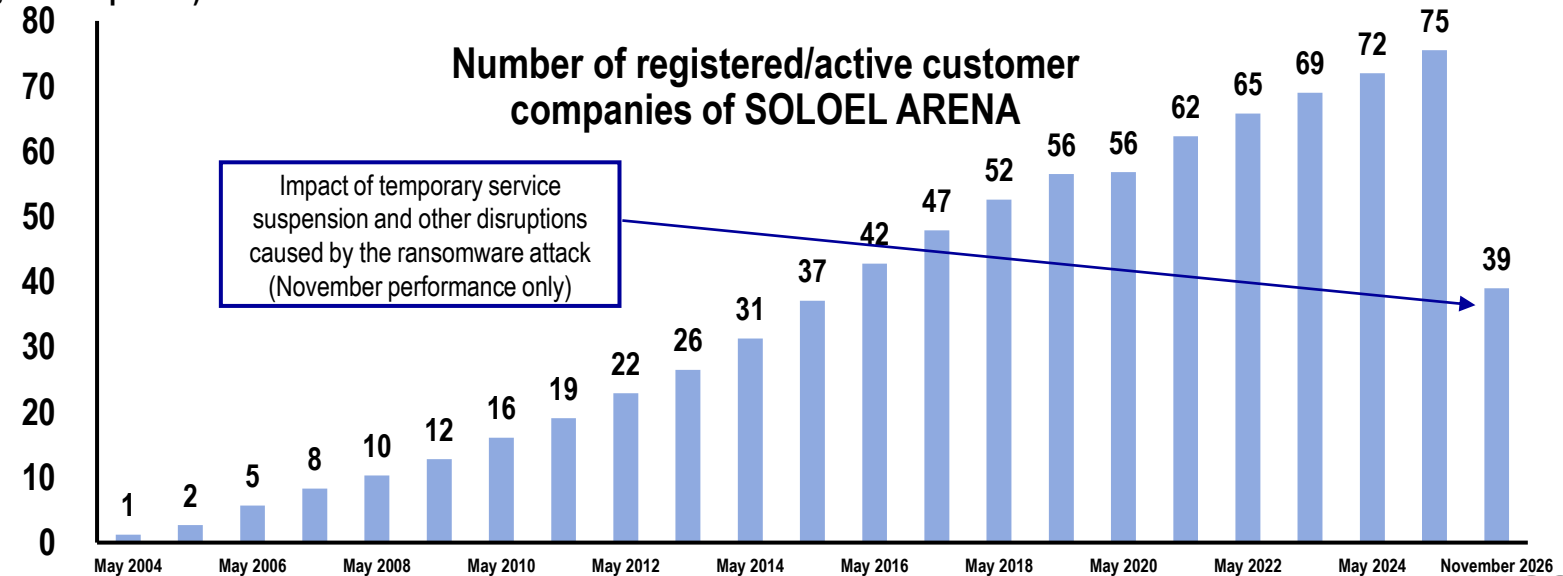
(¥100 million)

Net sales value for SOLOEL ARENA and others



(1,000 companies)

Number of registered/active customer companies of SOLOEL ARENA



FY5/2026 Q2 Gross Profit and SG&A Expenses

Consolidated



Gross profit: ¥ 50.2 billion YoY change: Down ¥ 6.9 billion

Gross profit margin: 24.1% YoY change: Up 0.0 percentage points

SG&A expenses: ¥ 53.2 billion YoY change: Up ¥ 2.0 billion

Ratio of SG&A expenses to net sales 25.5% YoY change: Up 4.0 percentage points

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

Item	FY5/2025 Q2		FY5/2026 Q2		YoY Change (%)
	Amount (million yen)	Ratio to Sales (%)	Amount (million yen)	Ratio to Sales (%)	
Personnel expenses	12,459	5.2	13,164	6.3	+5.7
Shipment expenses	10,991	4.6	10,156	4.9	-7.6
Subcontract expenses	3,040	1.3	3,422	1.6	+12.6
Business consignment expenses	5,781	2.4	5,559	2.7	-3.8
Rents	6,227	2.6	6,429	3.1	+3.2
Provision of allowance for doubtful accounts	14	0.0	4	0.0	-68.2
Depreciation	2,116	0.9	2,632	1.3	+24.4
Amortization of software	2,503	1.1	2,674	1.3	+6.8
Other expenses	8,016	3.4	9,167	4.4	+14.4
Total	51,153	21.5	53,212	25.5	+4.0



Capital expenditures **¥9.3 billion** (Annual plan: ¥15.2 billion)

ASKUL Kanto DC **¥6.4 billion**

IT-related **¥1.2 billion**

(Reference) Depreciation and amortization of software: **¥5.3 billion*** (Annual plan: ¥12.2 billion)

Excluding ¥0.68 billion in depreciation of inactive non-current assets recorded under non-operating expenses

Investment details

(¥million)

Item	FY5/2025 Q2 cumulative	FY5/2026 Q2 cumulative	
	Amount	Amount	YoY Change
[Capital expenditures]	5,206	9,319	79.0%
Property, plant and equipment	2,145	6,551	205.4%
Intangible assets	3,060	2,767	(9.6)%
Construction in progress (Note 2)	7,841	320	(95.9)%
Software in progress (Note 2)	3,916	2,608	(33.4)%

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.



October 2025

Signed Disaster-Response Agreement with Nishi-Yodogawa Ward, Osaka City and GLP Investment Corporation on Corporation with Provision of Relief Materials and Temporary Storage During Disaster

- ✓ ASKUL will contribute to regional disaster resilience by utilizing the ASKUL Osaka DC, a logistics hub that handles daily necessities.
- ✓ At the request of Nishi-Yodogawa Ward, ASKUL will supply necessary goods and will also provide temporary storage and handling operations for relief supplies transported by the national and local governments.

January 2026

Selected for CDP “Climate Change A List (Highest Rating)” for the third consecutive year

- ✓ ASKUL was selected by the international environmental non-profit organization CDP as a company on the FY2025 “Climate Change A List” for the third consecutive year.
- ✓ ASKUL’s initiatives were recognized, including efforts to reduce greenhouse gas emissions, address climate change, and achieve net-zero targets, positioning the company as a leader in corporate sustainability.

Note: CDP is a global non-profit organization that operates the world’s leading system for environmental disclosure by companies and local governments.





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