



November 5 2021

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 Representative: Hiroshi Iida
 Exchange Code: 2722
 Stock Exchange Listing: TSE 1st Section
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Monthly Sales Report: October 2021

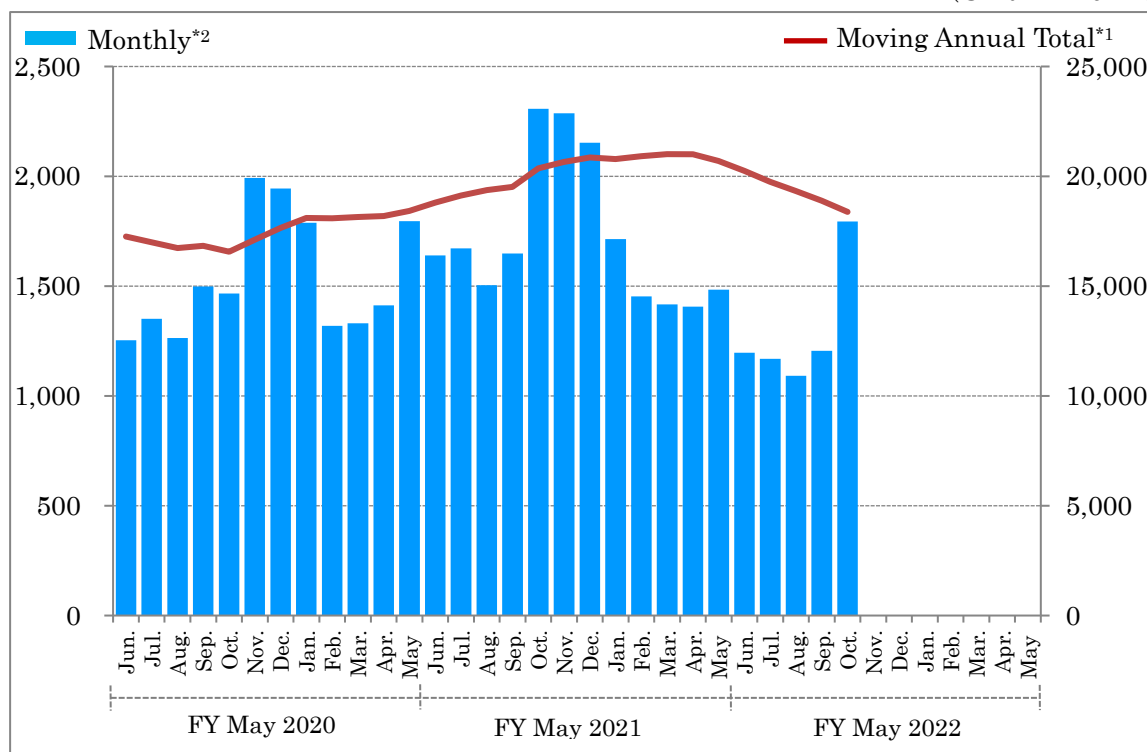
<Consolidated results>

(Unit: Million Yen, %)

		October 2021	Year-over-Year
TOTAL SALES		1,794	77.8
Seg.	Direct marketing Business	808	68.3
	Sales marketing Business	952	87.6
	Other	34	93.6

Sales Trends*3

(Unit: Million Yen)



*1: Moving Annual Total is the cumulative total sales value of the previous 12 months.

*2: Sales value is based on preliminary figures and there may be revisions in future updates.

Therefore, they are not equivalent to the figures of the financial statements.

*3: Our Company's month begins on the 1st day of that month to the last day of that month, in accordance with the calendar.

Consolidated Sales and Year-over-Year Growth Trends*2,3 (Unit: Million Yen, %)

	Sales		Cumulative Total	
	Sales	YoY	Sales	YoY
2020 Jun.	1,640	130.8	1,640	130.8
Jul.	1,672	123.8	3,312	127.2
Aug.	1,504	119.0	4,817	124.5
Sep.	1,649	110.0	6,466	120.5
Oct.	2,307	157.4	8,774	128.4
Nov.	2,287	114.8	11,061	125.3
Dec.	2,153	110.7	13,214	122.7
2021 Jan.	1,714	95.8	14,929	118.9
Feb.	1,453	110.2	16,382	118.0
Mar.	1,417	106.6	17,800	117.0
Apr.	1,407	99.6	19,207	115.5
May	1,484	82.6	20,692	112.3
2021 Jun.	1,196	73.0	1,196	73.0
Jul.	1,169	69.9	2,366	71.4
Aug.	1,091	72.6	3,458	71.8
Sep.	1,205	73.1	4,664	72.1
Oct.	1,794	77.8	6,458	73.6
Nov.				
Dec.				
2022 Jan.				
Feb.				
Mar.				
Apr.				
May				

Sales and Year-over-Year Growth by Segments*2,3 (Unit: Million Yen, %)

	Direct marketing Business		Sales marketing Business		Other	
	Sales	YoY	Sales	YoY	Sales	YoY
2020 Jun.	636	185.1	981	109.8	22	135.9
Jul.	714	154.4	935	107.3	22	138.2
Aug.	646	156.1	834	100.2	23	140.0
Sep.	656	138.5	956	94.7	36	240.5
Oct.	1,183	185.5	1,087	135.8	36	135.3
Nov.	1,148	129.5	1,098	101.7	39	156.4
Dec.	1,053	139.8	1,069	91.9	30	110.1
2021 Jan.	632	75.4	1,020	110.3	61	234.7
Feb.	425	120.6	1,002	106.1	25	118.0
Mar.	451	134.6	937	98.5	28	67.1
Apr.	435	90.9	935	103.6	35	119.5
May	478	78.4	966	83.1	39	176.3
2021 Jun.	322	50.7	833	84.9	40	182.6
Jul.	269	37.8	866	92.6	33	147.9
Aug.	281	43.6	776	93.1	33	144.3
Sep.	335	51.1	839	87.8	31	85.6
Oct.	808	68.3	952	87.6	34	93.6
Nov.						
Dec.						
2022 Jan.						
Feb.						
Mar.						
Apr.						
May						