



Jan 11th, 2024

Company Name: IK HOLDINGS Co.,Ltd.

Representative: Hiroshi Iida

Exchange Code: 2722

Stock Exchange Listing: TSE Standard Market

NSE Premier Market

Contact: Nobuyoshi Takahashi, Managing Director

Phone: +81-52-380-0260

## Monthly Sales Report: Dec 2023

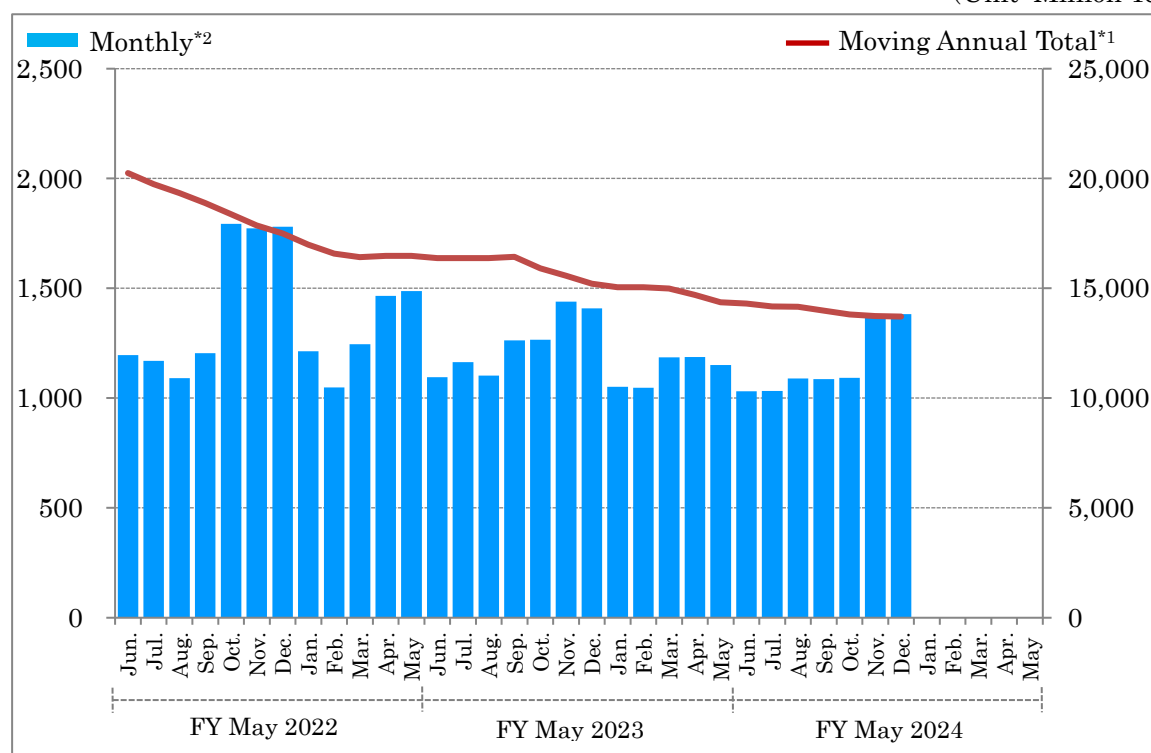
### <Consolidated results>

(Unit: Million Yen, %)

		Dec 2023	Year-over-Year
<b>TOTAL SALES</b>		1,382	98.1
Seg.	Direct marketing Business	307	77.1
	Sales marketing Business	1,037	106.9
	Other	38	95.9

### 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\*<sup>2,3</sup> (Unit: Million Yen, %)

	Sales		Cumulative Total	
	Sales	YoY	Sales	YoY
2022 Jun.	1,096	91.7	1,096	91.7
Jul.	1,164	99.6	2,261	95.6
Aug.	1,102	100.9	3,363	97.3
Sep.	1,263	104.8	4,627	99.2
Oct.	1,266	70.6	5,893	92.3
Nov.	1,440	81.3	7,334	89.1
Dec.	1,409	79.1	8,743	87.3
2023 Jan.	1,051	86.6	9,795	87.2
Feb.	1,047	100.0	10,842	88.3
Mar.	1,186	95.2	12,029	89.0
Apr.	1,187	81.0	13,217	88.2
May	1,150	77.3	14,368	87.2
2023 Jun.	1,031	94.0	1,031	94.0
Jul.	1,033	88.7	2,064	91.3
Aug.	1,089	98.9	3,154	93.8
Sep.	1,087	86.0	4,241	91.7
Oct.	1,093	86.3	5,335	90.5
Nov.	1,371	95.2	6,707	91.4
Dec.	1,382	98.1	8,089	92.5
2024 Jan.				
Feb.				
Mar.				
Apr.				
May				

Sales and Year-over-Year Growth by Segments\*<sup>2,3</sup>

(Unit: Million Yen, %)

	Direct marketing Business		Sales marketing Business		Other	
	Sales	YoY	Sales	YoY	Sales	YoY
2022 Jun.	328	101.8	731	87.8	36	89.8
Jul.	285	105.9	841	97.2	36	110.6
Aug.	291	103.5	767	98.8	42	127.4
Sep.	344	102.8	872	104.0	46	148.3
Oct.	386	47.8	818	86.0	61	178.4
Nov.	427	58.6	972	96.1	40	125.2
Dec.	398	71.5	970	81.9	39	100.6
2023 Jan.	285	121.3	722	77.0	42	109.2
Feb.	223	138.1	782	92.4	41	105.5
Mar.	336	95.4	809	93.9	41	128.1
Apr.	327	64.7	814	89.7	45	85.9
May	261	48.7	846	93.0	42	103.1
2023 Jun.	222	67.8	772	105.5	36	100.4
Jul.	253	88.7	740	88.0	39	106.0
Aug.	264	90.9	785	102.4	39	90.8
Sep.	243	70.6	799	91.7	44	94.7
Oct.	264	68.3	786	96.1	42	69.8
Nov.	302	70.8	1,030	105.9	38	95.1
Dec.	307	77.1	1,037	106.9	38	95.9
2024 Jan.						
Feb.						
Mar.						
Apr.						
May						