



Jul 6th, 2023

Company Name: IK HOLDINGS Co.,Ltd

Representative: Hiroshi Iida

Exchange Code: 2722

Stock Exchange Listing: TSE Prime Market

NSE Premier Market

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## Monthly Sales Report: Jun 2023

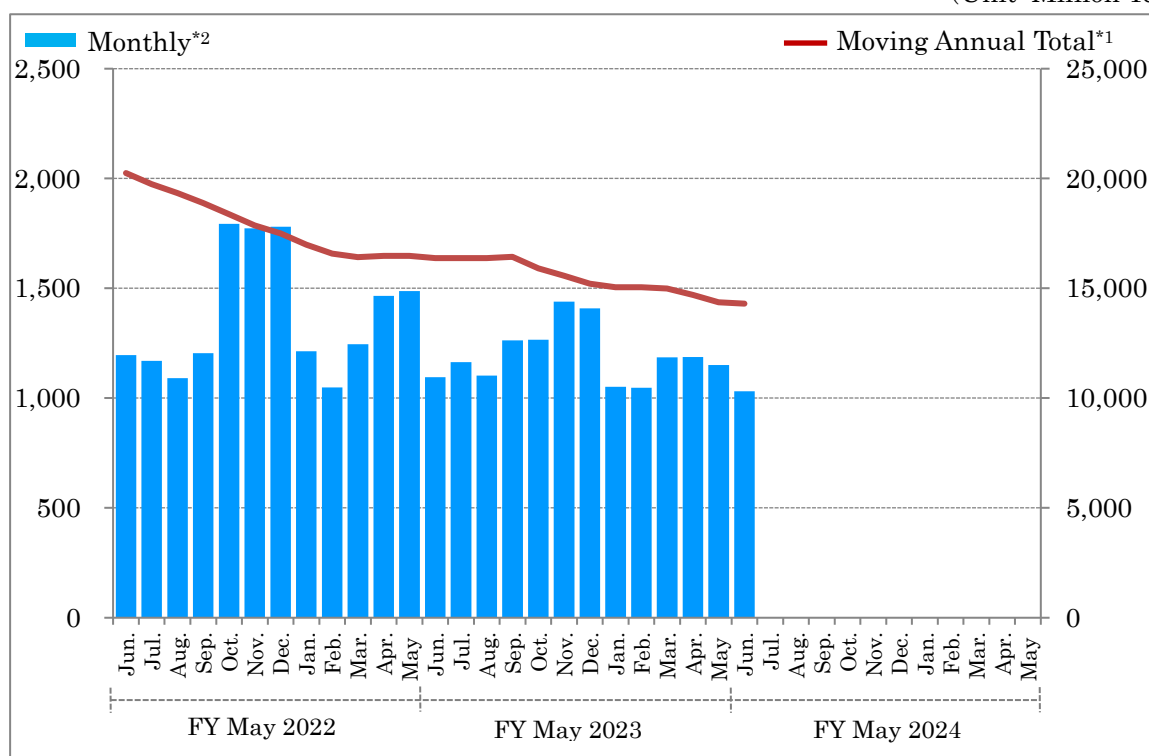
### <Consolidated results>

(Unit: Million Yen, %)

|                    |                           | Jun 2023 | Year-over-Year |
|--------------------|---------------------------|----------|----------------|
| <b>TOTAL SALES</b> |                           | 1,031    | 94.0           |
| Seg.               | Direct marketing Business | 222      | 67.8           |
|                    | Sales marketing Business  | 772      | 105.5          |
|                    | Other                     | 36       | 100.4          |

### 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.      |       |       |                  |      |
| Aug.      |       |       |                  |      |
| Sep.      |       |       |                  |      |
| Oct.      |       |       |                  |      |
| Nov.      |       |       |                  |      |
| Dec.      |       |       |                  |      |
| 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.      |                           |       |                          |       |       |       |
| Aug.      |                           |       |                          |       |       |       |
| Sep.      |                           |       |                          |       |       |       |
| Oct.      |                           |       |                          |       |       |       |
| Nov.      |                           |       |                          |       |       |       |
| Dec.      |                           |       |                          |       |       |       |
| 2024 Jan. |                           |       |                          |       |       |       |
| Feb.      |                           |       |                          |       |       |       |
| Mar.      |                           |       |                          |       |       |       |
| Apr.      |                           |       |                          |       |       |       |
| May       |                           |       |                          |       |       |       |