



Sep 6th, 2023

Company Name: IK HOLDINGS Co.,Ltd

Representative: Hiroshi Iida

Exchange Code: 2722

Stock Exchange Listing: TSE Prime Market

NSE Premier Market

Contact: Nobuyoshi Takahashi, Managing Director

Phone: +81-52-380-0260

## Monthly Sales Report: Aug 2023

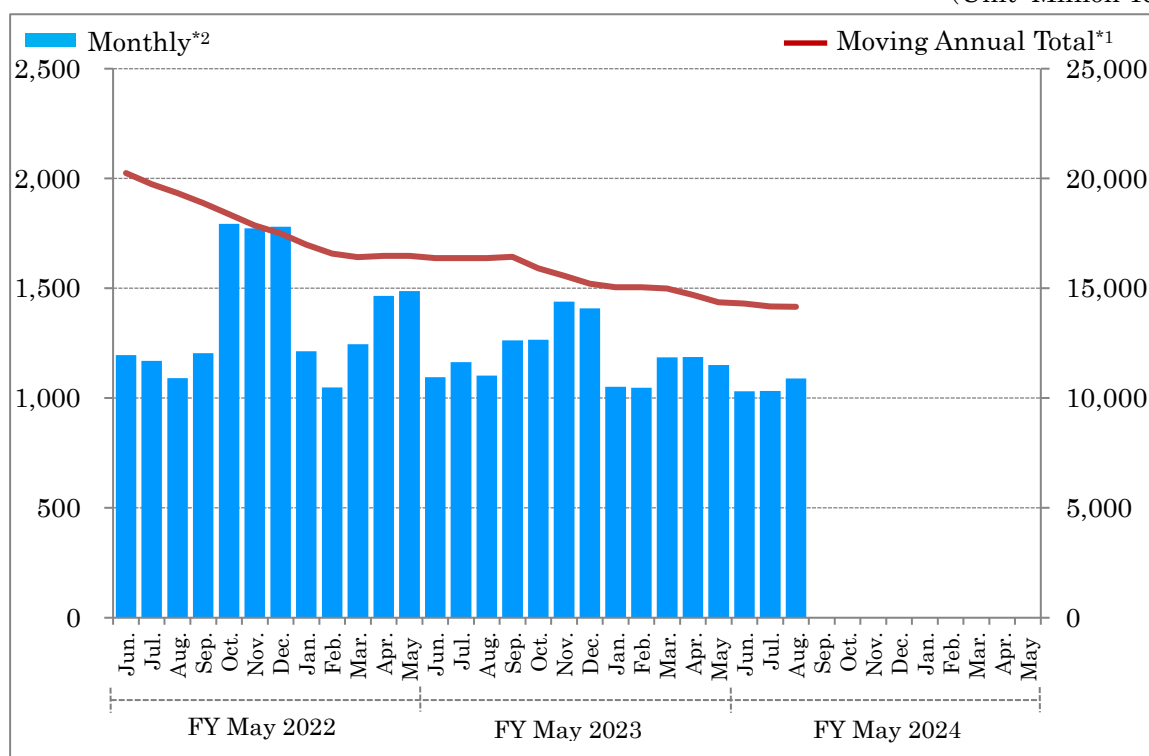
### <Consolidated results>

(Unit: Million Yen, %)

		Aug 2023	Year-over-Year
<b>TOTAL SALES</b>		1,089	98.9
Seg.	Direct marketing Business	264	90.9
	Sales marketing Business	785	102.4
	Other	39	90.8

### Sales Trends<sup>\*3</sup>

(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.				
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.	253	88.7	740	88.0	39	106.0
Aug.	264	90.9	785	102.4	39	90.8
Sep.						
Oct.						
Nov.						
Dec.						
2024 Jan.						
Feb.						
Mar.						
Apr.						
May						