



January 11 2022

Company Name: I.K Co., ltd
 Representative: Hiroshi Iida
 Exchange Code: 2722
 Stock Exchange Listing: TSE 1st Section
 Contact: Nobuyoshi Takahashi, Managing Director
 Phone: +81-52-856-3107

Monthly Sales Report: December 2021

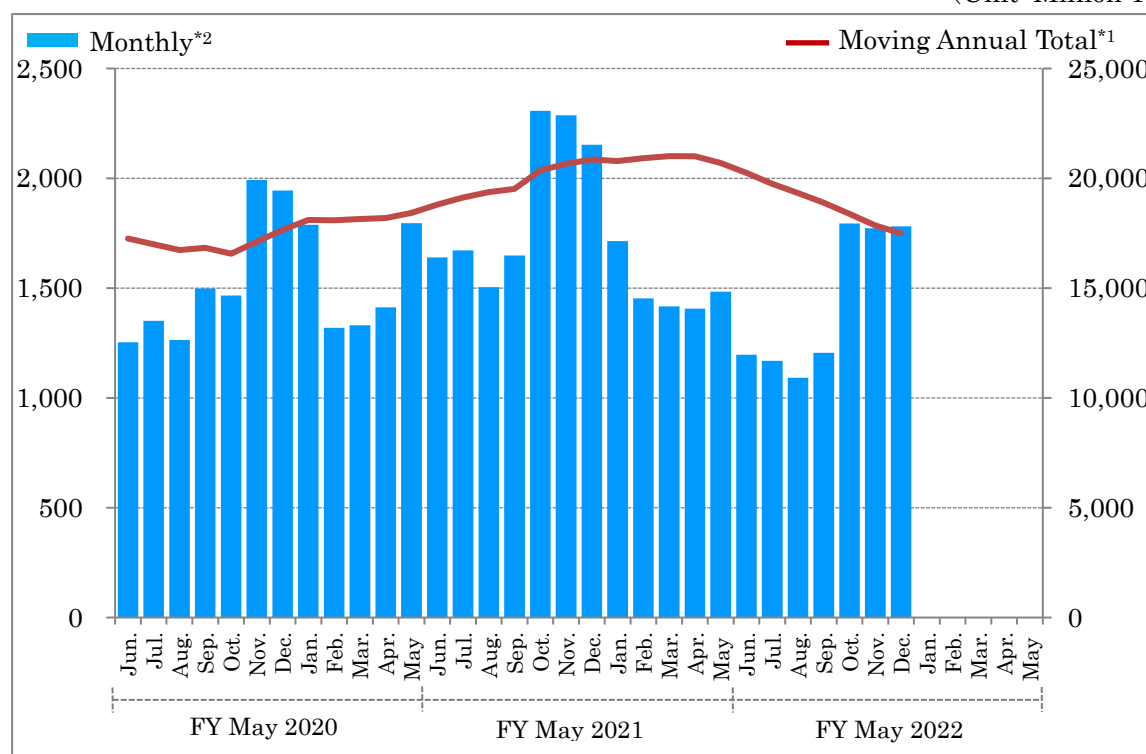
<Consolidated results>

(Unit: Million Yen, %)

| | | December 2021 | Year-over-Year |
|--------------------|---------------------------|---------------|----------------|
| TOTAL SALES | | 1,781 | 82.8 |
| Seg. | Direct marketing Business | 557 | 52.9 |
| | Sales marketing Business | 1,184 | 110.8 |
| | Other | 39 | 130.4 |

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*^{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. | 1,773 | 77.5 | 8,232 | 74.4 |
| Dec. | 1,781 | 82.8 | 10,014 | 75.8 |
| 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. | 729 | 63.5 | 1,011 | 92.1 | 32 | 81.5 |
| Dec. | 557 | 52.9 | 1,184 | 110.8 | 39 | 130.4 |
| 2022 Jan. | | | | | | |
| Feb. | | | | | | |
| Mar. | | | | | | |
| Apr. | | | | | | |
| May | | | | | | |