



Oct 6 2022

Company Name: I.K Co., ltd

Representative: Hiroshi Iida

Exchange Code: 2722

Stock Exchange Listing: TSE Prime Market

NSE Premier Market

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## Monthly Sales Report: Sep 2022

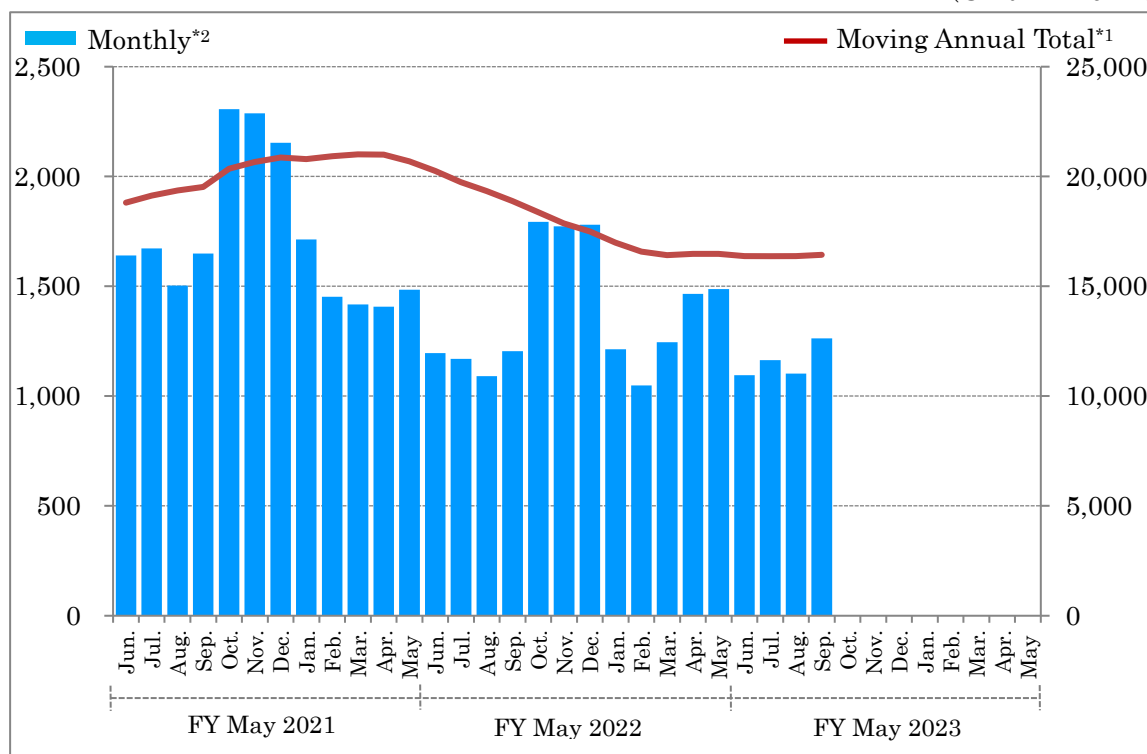
### <Consolidated results>

(Unit: Million Yen, %)

		Sep 2022	Year-over-Year
<b>TOTAL SALES</b>		1,263	104.8
Seg.	Direct marketing Business	344	102.8
	Sales marketing Business	872	104.0
	Other	46	148.3

### 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
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.	1,213	70.8	11,227	75.2
Feb.	1,048	72.1	12,276	74.9
Mar.	1,246	87.9	13,522	76.0
Apr.	1,466	104.3	14,989	78.0
May	1,488	100.3	16,477	79.6
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.				
Nov.				
Dec.				
2023 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
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.	235	37.3	939	92.0	39	63.9
Feb.	161	38.0	847	84.5	39	152.9
Mar.	352	77.9	862	91.9	32	114.4
Apr.	506	116.2	907	97.0	53	148.1
May	537	112.2	909	94.1	41	105.2
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.						
Nov.						
Dec.						
2023 Jan.						
Feb.						
Mar.						
Apr.						
May						