



May 9 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: April 2022

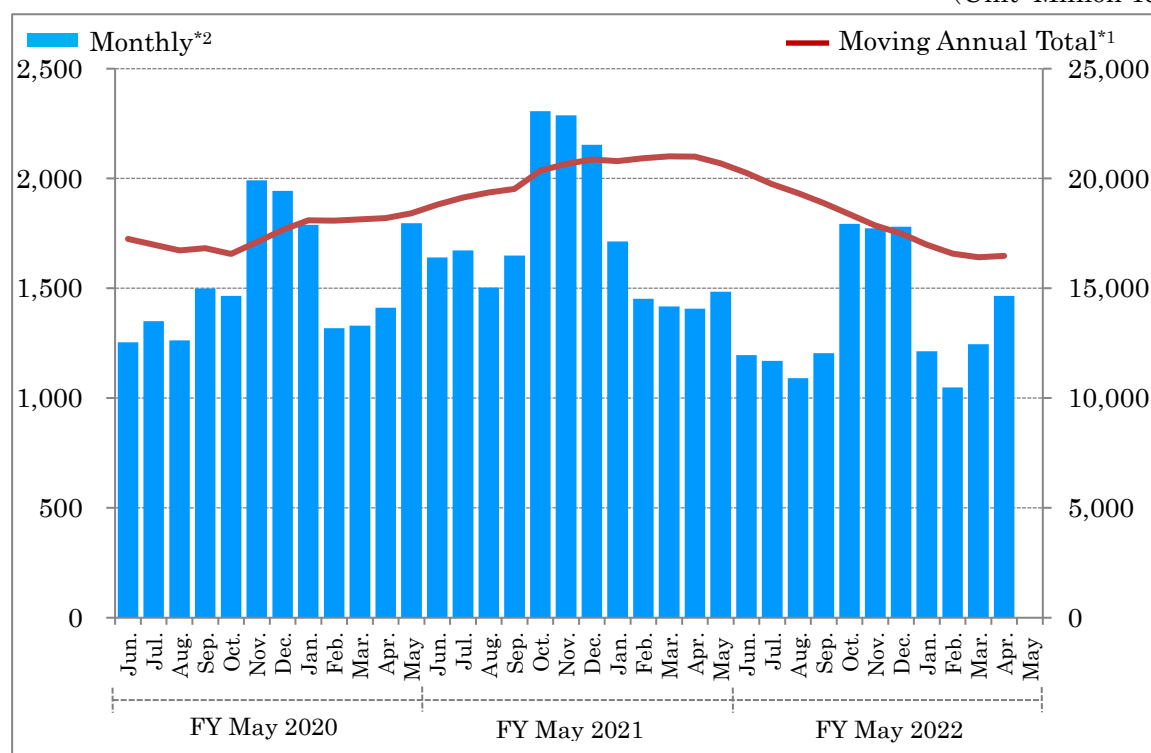
### <Consolidated results>

(Unit: Million Yen, %)

		April 2022	Year-over-Year
<b>TOTAL SALES</b>		1,466	104.3
Seg.	Direct marketing Business	506	116.2
	Sales marketing Business	907	97.0
	Other	53	148.1

### 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
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.	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				

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
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.	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						