



November 7th, 2024

Company Name: IK HOLDINGS Co.,Ltd.

Representative: Hiroshi Iida

Exchange Code: 2722

Stock Exchange Listing: TSE Standard Market

NSE Premier Market

Contact: Nobuyoshi Takahashi, Managing Director

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Monthly Sales Report: October 2024

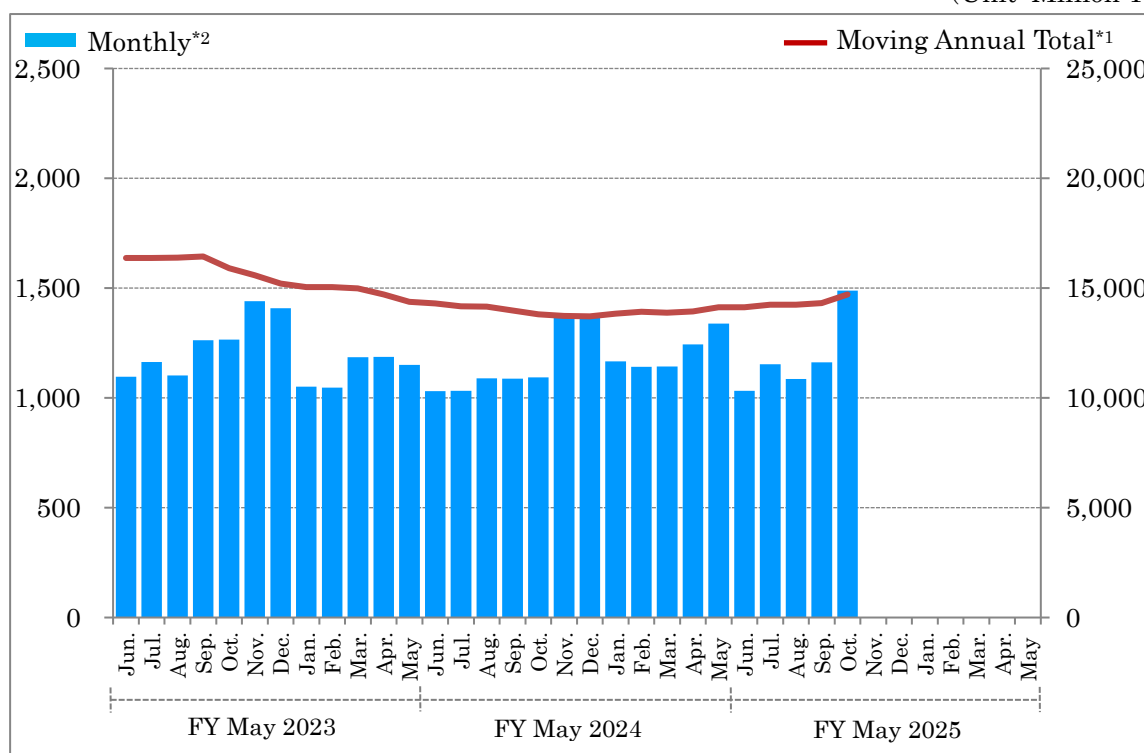
<Consolidated results>

(Unit: Million Yen, %)

| | | October 2024 | Year-over-Year |
|--------------------|---------------------------|--------------|----------------|
| TOTAL SALES | | 1,489 | 136.2 |
| Seg. | Direct marketing Business | 353 | 133.8 |
| | Sales marketing Business | 1,135 | 144.4 |

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 |
| 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. | 1,087 | 86.0 | 4,241 | 91.7 |
| Oct. | 1,093 | 86.3 | 5,335 | 90.5 |
| Nov. | 1,371 | 95.2 | 6,707 | 91.4 |
| Dec. | 1,382 | 98.1 | 8,089 | 92.5 |
| 2024 Jan. | 1,166 | 111.0 | 9,256 | 94.5 |
| Feb. | 1,141 | 109.0 | 10,398 | 95.9 |
| Mar. | 1,143 | 96.3 | 11,541 | 95.9 |
| Apr. | 1,244 | 104.8 | 12,785 | 96.7 |
| May | 1,339 | 116.4 | 14,124 | 98.3 |
| 2024 Jun. | 1,032 | 100.0 | 1,032 | 100.0 |
| Jul. | 1,153 | 111.6 | 2,185 | 105.8 |
| Aug. | 1,086 | 99.7 | 3,271 | 103.7 |
| Sep. | 1,162 | 106.9 | 4,433 | 104.5 |
| Oct. | 1,489 | 136.2 | 5,922 | 111.0 |
| Nov. | | | | |
| Dec. | | | | |
| 2025 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 |
| 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. | 243 | 70.6 | 799 | 91.7 | 44 | 94.7 |
| Oct. | 264 | 68.3 | 786 | 96.1 | 42 | 69.8 |
| Nov. | 302 | 70.8 | 1,030 | 105.9 | 38 | 95.1 |
| Dec. | 307 | 77.1 | 1,037 | 106.9 | 38 | 95.9 |
| 2024 Jan. | 286 | 100.2 | 839 | 116.2 | 40 | 95.8 |
| Feb. | 256 | 114.7 | 847 | 108.3 | 37 | 90.8 |
| Mar. | 316 | 94.2 | 770 | 95.2 | 56 | 135.8 |
| Apr. | 350 | 107.0 | 852 | 104.7 | 41 | 90.6 |
| May | 440 | 168.4 | 857 | 101.3 | 41 | 98.6 |
| 2024 Jun. | 270 | 121.6 | 761 | 98.6 | | |
| Jul. | 318 | 125.5 | 835 | 112.8 | | |
| Aug. | 277 | 104.8 | 809 | 103.0 | | |
| Sep. | 296 | 121.6 | 866 | 108.4 | | |
| Oct. | 353 | 133.8 | 1,135 | 144.4 | | |
| Nov. | | | | | | |
| Dec. | | | | | | |
| 2025 Jan. | | | | | | |
| Feb. | | | | | | |
| Mar. | | | | | | |
| Apr. | | | | | | |
| May | | | | | | |