



Full Year Results FY2022 (2023/03)

# Financial Results Data Book

---

## CROOZ, Inc.

TSE Standard; Code 2138

This document presents quantitative data related to financial conditions and key indicators for CROOZ. Going forward, we will be updating the data and releasing it on a quarterly basis. We hope that it will be useful as a reference when analyzing our company.

Consolidated Totals	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	8,694	8,948	10,297	7,759	35,700	8,342	8,002	8,710	7,223	32,278	7,599	7,339	8,035	5,915	28,890
(% of same Q previous year)	102.3%	91.0%	107.8%	106.2%	101.5%	95.9%	89.4%	84.6%	93.1%	90.4%	91.1%	91.7%	92.3%	81.9%	89.5%
Sales	4,044	4,165	5,079	3,960	17,251	3,997	3,963	3,898	3,618	15,477	3,692	3,418	3,810	3,079	14,000
(% of same Q previous year)	109.9%	105.8%	122.5%	103.0%	110.5%	98.8%	95.1%	76.7%	91.4%	89.7%	92.4%	86.3%	97.7%	85.1%	90.5%
Labor expenses	261	267	314	346	1,188	323	333	357	363	1,377	434	462	469	474	1,840
(% of sales)	3.0%	3.0%	3.0%	4.5%	3.3%	3.9%	4.2%	4.1%	5.0%	4.3%	5.7%	6.3%	5.8%	8.0%	6.4%
Outsourcing expenses	382	388	560	625	1,957	561	518	450	496	2,028	435	402	331	354	1,523
(% of sales)	4.4%	4.3%	5.4%	8.1%	5.5%	6.7%	6.5%	5.2%	6.9%	6.3%	5.7%	5.5%	4.1%	6.0%	5.3%
Promotional expenses	550	697	801	385	2,434	446	651	697	329	2,124	549	584	538	390	2,062
(% of sales)	6.3%	7.8%	7.8%	5.0%	6.8%	5.4%	8.1%	8.0%	4.6%	6.6%	7.2%	8.0%	6.7%	6.6%	7.1%
Operating profit	625	538	750	220	2,134	431	106	213	487	1,238	246	-149	412	135	644
(% of sales)	7.2%	6.0%	7.3%	2.8%	6.0%	5.2%	1.3%	2.4%	6.8%	3.8%	3.2%	-2.0%	5.1%	2.3%	2.2%
EBITDA	725	604	835	578	2,743	498	176	284	568	1,528	310	-85	477	201	904
Number of employees	299	314	333	337	-	372	368	387	389	-	433	434	447	490	-
E-commerce Business	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	6,766	6,972	8,368	6,128	28,235	6,483	5,803	6,930	4,972	24,189	5,436	5,437	5,995	4,069	20,939
(% of same Q previous year)	-	-	-	-	-	95.8%	83.2%	82.8%	81.1%	85.7%	83.9%	93.7%	86.5%	81.8%	86.6%
Sales	2,900	3,001	3,574	2,703	12,180	2,773	2,474	2,696	1,844	9,789	2,008	2,007	2,101	1,488	7,606
(% of same Q previous year)	-	-	-	-	-	95.6%	82.4%	75.4%	68.2%	80.4%	72.4%	81.1%	77.9%	80.7%	77.7%
Operating profit	551	443	474	378	1,847	387	15	251	184	839	-27	-32	84	-54	-30
(% of sales)	8.1%	6.4%	5.7%	6.2%	6.5%	6.0%	0.3%	3.6%	3.7%	3.5%	-0.5%	-0.6%	1.4%	-1.3%	-0.1%
E-commerce Business ( SHOPLIST Business )	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	6,572	6,784	8,033	5,802	27,194	6,139	5,469	6,676	4,750	23,036	5,242	5,270	5,826	3,879	20,219
(% of same Q previous year)	105.3%	104.5%	117.6%	115.5%	110.6%	93.4%	80.6%	83.1%	81.9%	84.7%	85.4%	96.4%	87.3%	81.7%	87.8%
Sales	2,706	2,813	3,240	2,377	11,138	2,435	2,172	2,523	1,769	8,900	1,910	1,903	1,994	1,365	7,173
(% of same Q previous year)	103.6%	104.0%	115.3%	111.7%	108.6%	90.0%	77.2%	77.9%	74.4%	79.9%	78.4%	87.6%	79.0%	77.2%	80.6%
Cost of goods purchased	3,866	3,971	4,793	3,424	16,055	3,628	3,246	4,059	2,882	13,817	3,212	3,240	3,693	2,448	12,594
(% of sales)	58.8%	58.5%	59.7%	59.0%	59.0%	59.1%	59.4%	60.8%	60.7%	60.0%	61.3%	61.5%	63.4%	63.1%	62.3%
Logistics expenses	938	987	1,119	833	3,879	906	819	871	662	3,260	754	777	842	581	2,955
(% of sales)	14.3%	14.5%	13.9%	14.4%	14.3%	14.8%	15.0%	13.0%	13.9%	14.2%	14.4%	14.8%	14.5%	15.0%	14.6%
Promotional expenses	531	702	791	373	2,400	450	626	605	263	1,947	508	513	413	270	1,706
(% of sales)	8.1%	10.3%	9.8%	6.4%	8.8%	7.3%	11.5%	9.1%	5.5%	8.5%	9.7%	9.7%	7.1%	7.0%	8.4%
Labor expenses	144	140	160	164	609	138	156	159	164	619	195	173	156	143	668
(% of sales)	2.2%	2.1%	2.0%	2.8%	2.2%	2.3%	2.9%	2.4%	3.5%	2.7%	3.7%	3.3%	2.7%	3.7%	3.3%
Outsourcing expenses	98	94	175	205	574	141	146	149	141	578	125	110	93	89	418
(% of sales)	1.5%	1.4%	2.2%	3.5%	2.1%	2.3%	2.7%	2.2%	3.0%	2.5%	2.4%	2.1%	1.6%	2.3%	2.1%
Other expenses	407	438	486	398	1,730	431	387	408	351	1,579	372	374	386	329	1,463
(% of sales)	6.2%	6.5%	6.1%	6.9%	6.4%	7.0%	7.1%	6.1%	7.4%	6.9%	7.1%	7.1%	6.6%	8.5%	7.2%
Operating profit	585	448	506	401	1,942	365	34	329	185	915	-45	-45	74	-81	-98
(% of sales)	8.9%	6.6%	6.3%	6.9%	7.1%	5.9%	0.6%	4.9%	3.9%	4.0%	-0.9%	-0.9%	1.3%	-2.1%	-0.5%
Number of employees	122	116	118	116	-	132	132	126	122	-	129	117	105	96	-
Key Performance Indicators	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Annual unique purchasers	1,791,537	1,754,821	1,788,989	1,843,309	-	1,849,214	1,781,194	1,715,166	1,644,466	-	1,648,029	1,672,947	1,683,237	1,669,555	-
(% of same Q previous year)	96.2%	93.2%	97.0%	102.4%	-	103.2%	101.5%	95.9%	89.2%	-	89.1%	93.9%	98.1%	101.5%	-
Average annual spend per user	-	-	-	-	14,753	-	-	-	-	14,009	-	-	-	-	12,135
(% of same period of previous year)	-	-	-	-	109.6%	-	-	-	-	95.0%	-	-	-	-	86.6%
Annual purchases per user	-	-	-	-	2.5	-	-	-	-	2.41	-	-	-	-	2.41
(% of same period of previous year)	-	-	-	-	104.1%	-	-	-	-	95.3%	-	-	-	-	100.0%
Number of shipments	1,062,655	1,205,428	1,272,893	973,356	4,514,332	1,043,370	968,342	1,033,872	787,364	3,832,948	967,036	1,075,202	1,128,202	758,805	3,929,245
(% of same Q previous year)	96.7%	102.1%	114.4%	118.3%	107.1%	98.2%	80.3%	81.2%	80.9%	84.9%	92.7%	111.0%	109.1%	96.4%	102.5%
Average value per shipment	6,252	5,669	6,461	5,972	6,095	5,912	5,691	6,548	6,158	6,078	5,504	4,965	5,256	5,229	5,232
(% of same Q previous year)	107.6%	101.9%	103.5%	98.0%	103.1%	94.6%	100.4%	101.4%	103.1%	99.7%	93.1%	87.2%	80.3%	84.9%	86.1%
E-commerce Business ( Contracted development and other e-commerce )	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	194	187	334	326	1,041	343	333	253	221	1,152	194	166	169	189	720
(% of same Q previous year)	-	-	-	-	-	177.3%	177.8%	75.9%	68.0%	110.7%	56.6%	49.9%	66.8%	85.6%	62.5%
Sales	194	187	334	326	1,041	338	301	173	75	889	98	103	107	123	432
(% of same Q previous year)	-	-	-	-	-	174.6%	160.8%	51.9%	23.2%	85.4%	29.1%	34.2%	62.1%	162.5%	48.6%
Operating profit	-34	-5	-32	-22	-95	22	-19	-77	-1	-75	17	13	10	27	68
(% of sales)	-17.8%	-3.1%	-9.7%	-7.0%	-9.2%	6.5%	-5.8%	-30.6%	-0.5%	-6.6%	9.2%	7.9%	6.0%	14.6%	9.5%

Game Business	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	584	555	559	548	2,248	482	592	616	989	2,680	836	487	514	460	2,298
(% of same Q previous year)	102.3%	111.2%	108.8%	98.4%	104.9%	82.4%	106.6%	110.2%	180.5%	119.2%	173.5%	82.2%	83.5%	46.6%	85.7%
Sales	584	555	559	548	2,248	482	592	616	989	2,680	836	487	514	460	2,298
(% of same Q previous year)	102.3%	111.2%	108.8%	98.4%	104.9%	82.4%	106.6%	110.2%	180.5%	119.2%	173.5%	82.2%	83.5%	46.6%	85.7%
Operating profit	99	67	4	-21	149	-99	-215	-158	93	-379	81	-79	40	30	72
(% of sales)	17.0%	12.1%	0.7%	-3.8%	6.6%	-20.6%	-36.4%	-25.6%	9.5%	-14.1%	9.7%	-16.3%	7.8%	6.7%	3.2%

Online Advertising and Media business	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	1,022	1,060	711	684	3,478	922	931	760	754	3,369	825	714	783	434	2,759
(% of same Q previous year)	118.0%	54.9%	54.7%	113.1%	73.9%	90.3%	87.8%	107.0%	110.3%	96.9%	89.5%	76.7%	103.0%	57.6%	81.9%
Sales	228	245	286	310	1,070	394	351	285	411	1,443	457	365	583	342	1,749
(% of same Q previous year)	712.5%	126.9%	169.2%	121.6%	164.9%	172.6%	143.4%	99.5%	132.8%	134.8%	116.0%	103.9%	204.7%	83.2%	121.2%
Operating profit	82	113	134	150	480	174	162	152	181	671	191	114	327	113	747
(% of sales)	8.1%	10.7%	18.9%	22.0%	13.8%	18.9%	17.5%	20.1%	24.0%	19.9%	23.1%	16.0%	41.9%	26.2%	27.1%

Other Businesses	Fiscal Year: 2020 (2021/3)					Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	321	359	658	398	1,737	454	674	402	506	2,038	500	699	742	950	2,893
(% of same Q previous year)	-	-	-	-	-	141.4%	187.7%	61.2%	127.2%	117.3%	110.3%	103.7%	184.3%	187.5%	141.9%
Sales	331	363	658	398	1,752	346	544	299	372	1,563	389	558	610	787	2,345
(% of same Q previous year)	-	-	-	-	-	104.7%	149.8%	45.5%	93.4%	89.2%	112.4%	102.5%	203.6%	211.5%	150.0%
Operating profit	-107	-85	137	-287	-343	-31	143	-33	28	106	1	-151	-40	44	-145
(% of sales)	-33.6%	-23.9%	20.9%	-72.2%	-19.8%	-7.0%	21.2%	-8.2%	5.6%	5.2%	0.3%	-21.6%	-5.4%	4.7%	-5.0%

※Unit : million(JPY)

※From Q1 FY03/22, CROOZ consolidated the former Advertising Agency and Media businesses into the Online Advertising and Media business, changed the name of the former IT business into the Game business, and added the e-commerce related business previously included in the Other business to the SHOPLIST business to create the E-commerce business.

※Due to the adoption of the Accounting Standard for Revenue Recognition from Q1 FY03/22, sales for the E-commerce business, Online Advertising and Media business, and other businesses are reported on a net basis (sales [transaction value] less purchase costs; sales were previously reported in gross amounts). Sales for previous fiscal years have been calculated on a net basis for reference purposes.

※From Q4 FY03/22, our share of a fund, formerly consolidated as a subsidiary, declined and the fund was excluded from the scope of consolidation. As a result, the Investment business ceased to be a reportable segment from Q4 FY03/22. Accompanying this change, for reference purposes, the Investment business is included in Other businesses for previous years and the period through Q3 FY03/22.

※EBITDA is operating profit excluding goodwill amortization, depreciation, and impairment losses due to M&A.