



Full Year Results FY2023 (2024/03)

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: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	8,342	8,002	8,710	7,223	32,278	7,599	7,339	8,035	5,915	28,890	6,348	6,219	6,888	6,029	25,485
(% of same Q previous year)	95.9%	89.4%	84.6%	93.1%	90.4%	91.1%	91.7%	92.3%	81.9%	89.5%	83.5%	84.7%	85.7%	101.9%	88.2%
Sales	3,997	3,963	3,898	3,618	15,477	3,692	3,418	3,810	3,079	14,000	3,432	3,513	3,764	3,560	14,270
(% of same Q previous year)	98.8%	95.1%	76.7%	91.4%	89.7%	92.4%	86.3%	97.7%	85.1%	90.5%	92.9%	102.8%	98.8%	115.6%	101.9%
Labor expenses	323	333	357	363	1,377	434	462	469	474	1,840	511	558	615	659	2,344
(% of sales)	3.9%	4.2%	4.1%	5.0%	4.3%	5.7%	6.3%	5.8%	8.0%	6.4%	8.1%	9.0%	8.9%	10.9%	9.2%
Outsourcing expenses	561	518	450	496	2,028	435	402	331	354	1,523	333	384	397	385	1,501
(% of sales)	6.7%	6.5%	5.2%	6.9%	6.3%	5.7%	5.5%	4.1%	6.0%	5.3%	5.2%	6.2%	5.8%	6.4%	5.9%
Promotional expenses	446	651	697	329	2,124	549	584	538	390	2,062	559	534	962	722	2,777
(% of sales)	5.4%	8.1%	8.0%	4.6%	6.6%	7.2%	8.0%	6.7%	6.6%	7.1%	8.8%	8.6%	14.0%	12.0%	10.9%
Operating profit	431	106	213	487	1,238	246	-149	412	135	644	271	275	-292	-91	161
(% of sales)	5.2%	1.3%	2.4%	6.8%	3.8%	3.2%	-2.0%	5.1%	2.3%	2.2%	4.3%	4.4%	-4.3%	-1.5%	0.6%
Net profit	205	55	89	-40	310	168	-176	224	38	254	393	677	112	-174	1,008
(% of same Q previous year)	60.6%	9.8%	17.4%	-	21.7%	82.2%	-	250.7%	-	82.1%	233.1%	-	49.9%	-	395.6%
EBITDA	498	176	284	568	1,528	310	-85	477	201	904	331	339	-227	-30	413
Number of employees	372	368	387	389	-	433	434	447	490	-	498	547	563	594	-

E-commerce Business	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	6,483	5,803	6,930	4,972	24,189	5,436	5,437	5,995	4,069	20,939	4,370	4,248	4,964	3,922	17,506
(% 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%	80.4%	78.1%	82.8%	96.4%	83.6%
Sales	2,773	2,474	2,696	1,844	9,789	2,008	2,007	2,101	1,488	7,606	1,607	1,686	2,028	1,676	6,999
(% 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%	80.0%	84.0%	96.5%	112.6%	92.0%
Operating profit	387	15	251	184	839	-27	-32	84	-54	-30	42	84	171	-88	209
(% of sales)	6.0%	0.3%	3.6%	3.7%	3.5%	-0.5%	-0.6%	1.4%	-1.3%	-0.1%	1.0%	2.0%	3.5%	-2.3%	1.2%

E-commerce Business (SHOPLIST Business)	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	6,139	5,469	6,676	4,750	23,036	5,242	5,270	5,826	3,879	20,219	4,225	4,114	4,964	3,922	17,227
(% of same Q previous year)	93.4%	80.6%	83.1%	81.9%	84.7%	85.4%	96.4%	87.3%	81.7%	87.8%	80.6%	78.1%	85.2%	101.1%	85.2%
Sales	2,435	2,172	2,523	1,769	8,900	1,910	1,903	1,994	1,365	7,173	1,526	1,618	2,028	1,676	6,850
(% of same Q previous year)	90.0%	77.2%	77.9%	74.4%	79.9%	78.4%	87.6%	79.0%	77.2%	80.6%	79.9%	85.0%	101.7%	122.8%	95.5%
Cost of goods purchased	3,628	3,246	4,059	2,882	13,817	3,212	3,240	3,693	2,448	12,594	2,657	2,542	3,065	2,402	10,668
(% of sales)	59.1%	59.4%	60.8%	60.7%	60.0%	61.3%	61.5%	63.4%	63.1%	62.3%	62.9%	61.8%	61.8%	61.3%	61.9%
Logistics expenses	906	819	871	662	3,260	754	777	842	581	2,955	561	504	594	441	2,102
(% of sales)	14.8%	15.0%	13.0%	13.9%	14.2%	14.4%	14.8%	14.5%	15.0%	14.6%	13.3%	12.3%	12.0%	11.3%	12.2%
Promotional expenses	450	626	605	263	1,947	508	513	413	270	1,706	339	420	575	648	1,983
(% of sales)	7.3%	11.5%	9.1%	5.5%	8.5%	9.7%	9.7%	7.1%	7.0%	8.4%	8.0%	10.2%	11.6%	16.5%	11.5%
Labor expenses	138	156	159	164	619	195	173	156	143	668	149	137	131	118	536
(% of sales)	2.3%	2.9%	2.4%	3.5%	2.7%	3.7%	3.3%	2.7%	3.7%	3.3%	3.5%	3.4%	2.6%	3.0%	3.1%
Outsourcing expenses	141	146	149	141	578	125	110	93	89	418	85	92	97	120	395
(% of sales)	2.3%	2.7%	2.2%	3.0%	2.5%	2.4%	2.1%	1.6%	2.3%	2.1%	2.0%	2.2%	2.0%	3.1%	2.3%
Other expenses	431	387	408	351	1,579	372	374	386	329	1,463	277	262	280	248	1,068
(% of sales)	7.0%	7.1%	6.1%	7.4%	6.9%	7.1%	7.1%	6.6%	8.5%	7.2%	6.6%	6.4%	5.6%	6.3%	6.2%
Operating profit	365	34	329	185	915	-45	-45	74	-81	-98	31	81	171	-87	196
(% of sales)	5.9%	0.6%	4.9%	3.9%	4.0%	-0.9%	-0.9%	1.3%	-2.1%	-0.5%	0.7%	2.0%	3.5%	-2.2%	1.1%
Number of employees	132	132	126	122	-	129	117	105	96	-	90	87	78	73	-

Key Performance Indicators	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Annual unique purchasers	1,849,214	1,781,194	1,715,166	1,644,466	-	1,648,029	1,672,947	1,683,237	1,669,555	-	1,594,352	1,495,326	1,381,105	1,305,903	-
(% of same Q previous year)	103.2%	101.5%	95.9%	89.2%	-	89.1%	93.9%	98.1%	101.5%	-	96.7%	89.4%	82.1%	78.2%	-
Average annual spend per user	-	-	-	-	14,009	-	-	-	-	12,135	-	-	-	-	13,247
(% of same period of previous year)	-	-	-	-	95.0%	-	-	-	-	86.6%	-	-	-	-	109.2%
Annual purchases per user	-	-	-	-	2.41	-	-	-	-	2.41	-	-	-	-	2.30
(% of same period of previous year)	-	-	-	-	95.3%	-	-	-	-	100.0%	-	-	-	-	95.3%
Number of shipments	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	766,914	760,635	797,725	584,593	2,909,867
(% of same Q previous year)	98.2%	80.3%	81.2%	80.9%	84.9%	92.7%	111.0%	109.1%	96.4%	102.5%	79.3%	70.7%	70.7%	77.0%	74.1%
Average value per shipment	5,912	5,691	6,548	6,158	6,078	5,504	4,965	5,256	5,229	5,232	5,551	5,248	5,880	5,828	5,618
(% of same Q previous year)	94.6%	100.4%	101.4%	103.1%	99.7%	93.1%	87.2%	80.3%	84.9%	86.1%	100.9%	105.7%	111.9%	111.4%	107.4%

Game Fi Business	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	482	592	616	989	2,680	836	587	582	614	2,620	940	855	666	730	3,193
(% of same Q previous year)	82.4%	106.6%	110.2%	180.5%	119.2%	173.5%	99.1%	94.5%	62.1%	97.7%	112.5%	145.7%	114.4%	118.9%	121.9%
Sales	482	592	616	989	2,680	836	587	582	614	2,620	940	855	666	730	3,193
(% of same Q previous year)	82.4%	106.6%	110.2%	180.5%	119.2%	173.5%	99.1%	94.5%	62.1%	97.7%	112.5%	145.7%	114.4%	118.9%	121.9%
Operating profit	-99	-215	-158	93	-379	81	-112	-40	10	-61	278	228	-412	-38	56
(% of sales)	-20.6%	-36.4%	-25.6%	9.5%	-14.1%	9.7%	-19.2%	-6.9%	1.7%	-2.3%	29.6%	26.7%	-61.9%	-5.2%	1.8%

Media business	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	922	931	760	754	3,369	825	714	783	434	2,759	233	246	244	193	917
(% of same Q previous year)	90.3%	87.8%	107.0%	110.3%	96.9%	89.5%	76.7%	103.0%	57.6%	81.9%	28.3%	34.5%	31.2%	44.5%	33.3%
Sales	394	351	285	411	1,443	457	365	583	342	1,749	233	246	244	193	917
(% of same Q previous year)	172.6%	143.4%	99.5%	132.8%	134.8%	116.0%	103.9%	204.7%	83.2%	121.2%	51.0%	67.4%	41.8%	56.4%	52.4%
Operating profit	174	162	152	181	671	191	114	327	113	747	62	66	45	28	204
(% of sales)	18.9%	17.5%	20.1%	24.0%	19.9%	23.1%	16.0%	41.9%	26.2%	27.1%	26.9%	27.1%	18.8%	14.9%	22.3%

Other Businesses	Fiscal Year: 2021 (2022/3)					Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	454	674	402	506	2,038	500	599	674	796	2,571	803	868	1,013	1,182	3,867
(% of same Q previous year)	141.4%	187.7%	61.2%	127.2%	117.3%	110.3%	88.9%	167.4%	157.2%	126.2%	160.3%	144.7%	150.2%	148.5%	150.4%
Sales	346	544	299	372	1,563	389	458	542	633	2,024	649	725	825	959	3,159
(% of same Q previous year)	104.7%	149.8%	45.5%	93.4%	89.2%	112.4%	84.2%	181.0%	170.2%	129.5%	166.7%	158.1%	152.2%	151.5%	156.1%
Operating profit	-31	143	-33	28	106	1	-118	40	65	-11	-113	-104	-97	6	-309
(% of sales)	-7.0%	21.2%	-8.2%	5.6%	5.2%	0.3%	-19.7%	5.9%	8.2%	-0.4%	-14.2%	-12.1%	-9.6%	0.5%	-8.0%

※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.

※From Q1 FY03/24, CROOZ added the GameFi related business previously included in the other business to the former Game business to create the GameFi business, and changed the name of the former Online Advertising and Media business into Media business.

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

※Net profit attributable to owners of the parent.