



Third Quarter FY2024 (2025/03)

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: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	3,692	3,418	3,810	3,079	14,000	3,432	3,513	3,764	3,560	14,270	3,543	3,468	3,945		
(% of same Q previous year)	92.4%	86.3%	97.7%	85.1%	90.5%	92.9%	102.8%	98.8%	115.6%	101.9%	103.2%	98.7%	104.8%		
Labor expenses	434	462	469	474	1,840	511	558	615	659	2,344	766	831	930		
(% of sales)	11.8%	13.5%	12.3%	15.4%	13.1%	14.9%	15.9%	16.3%	18.5%	16.4%	21.6%	24.0%	23.6%		
Outsourcing expenses	435	402	331	354	1,523	333	384	397	385	1,501	404	321	307		
(% of sales)	11.8%	11.8%	8.7%	11.5%	10.9%	9.7%	11.0%	10.6%	10.8%	10.5%	11.4%	9.3%	7.8%		
Promotional expenses	549	584	538	390	2,062	559	534	962	722	2,777	738	866	936		
(% of sales)	14.9%	17.1%	14.1%	12.7%	14.7%	16.3%	15.2%	25.6%	20.3%	19.5%	20.8%	25.0%	23.7%		
Operating profit	246	-149	412	135	644	271	275	-292	-91	161	-413	-441	-158		
(% of sales)	6.7%	-4.4%	10.8%	4.4%	4.6%	7.9%	7.8%	-7.8%	-2.6%	1.1%	-11.7%	-12.7%	-4.0%		
Net profit	168	-176	224	38	254	393	677	112	-174	1,008	-285	-77	-129		
(% of same Q previous year)	82.2%	-	250.7%	-	82.1%	233.1%	-	49.9%	-	395.6%	-	-	-		
EBITDA	310	-85	477	201	904	331	339	-227	-30	413	-364	-394	-106		
Number of employees	433	434	447	490	-	498	547	563	594	-	671	712	749		
IT outsourcing Business	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	329	398	504	608	1,841	626	690	788	947	3,052	970	1,063	1,215		
(% of same Q previous year)	237.3%	307.4%	229.8%	212.8%	237.9%	190.0%	173.2%	156.1%	155.7%	165.8%	155.0%	154.0%	154.3%		
Operating profit	16	26	36	61	140	-13	-39	-30	71	-11	-47	-10	34		
(% of sales)	5.1%	6.7%	7.1%	10.0%	7.6%	-2.1%	-5.7%	-3.9%	7.5%	-0.4%	-4.9%	-1.0%	2.8%		
※Number of engineer in operation	109	134	144	167	-	201	251	292	352	-	412	474	530		
E-commerce Business	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	5,436	5,437	5,995	4,069	20,939	4,370	4,248	4,964	3,922	17,506	4,255	4,161	5,187		
(% of same Q previous year)	83.9%	93.7%	86.5%	81.8%	86.6%	80.4%	78.1%	82.8%	96.4%	83.6%	97.4%	97.9%	104.5%		
Sales	2,008	2,007	2,101	1,488	7,606	1,607	1,686	2,028	1,676	6,999	1,819	1,836	2,206		
(% of same Q previous year)	72.4%	81.1%	77.9%	80.7%	77.7%	80.0%	84.0%	96.5%	112.6%	92.0%	113.2%	108.9%	108.8%		
Operating profit	-27	-32	84	-54	-30	42	84	171	-88	209	32	-51	70		
(% of Transaction Value)	-0.5%	-0.6%	1.4%	-1.3%	-0.1%	1.0%	2.0%	3.5%	-2.3%	1.2%	0.8%	-1.2%	1.4%		
E-commerce Business (Ada. Business)	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	-	-	-	-	-	79	179	348	518	1,126	822	1,112	1,388		
(% of same Q previous year)	-	-	-	-	-	-	-	-	-	-	1036.5%	618.0%	398.5%		
Sales	-	-	-	-	-	79	179	327	365	951	552	701	913		
(% of same Q previous year)	-	-	-	-	-	-	-	-	-	-	695.8%	389.6%	279.1%		
E-commerce Business (SHOPLIST Business)	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	5,242	5,270	5,826	3,879	20,219	4,146	3,934	4,616	3,404	16,101	3,433	3,049	3,799		
(% of same Q previous year)	85.4%	96.4%	87.3%	81.7%	87.8%	79.1%	74.6%	79.2%	87.7%	79.6%	82.8%	77.5%	82.3%		
Sales	1,910	1,903	1,994	1,365	7,173	1,447	1,438	1,700	1,311	5,898	1,267	1,134	1,293		
(% of same Q previous year)	78.4%	87.6%	79.0%	77.2%	80.6%	75.8%	75.6%	85.3%	96.1%	82.2%	87.6%	78.9%	76.0%		
Media Business	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	457	365	583	342	1,749	233	246	244	193	917	183	164	122		
(% of same Q previous year)	116.0%	103.9%	204.7%	83.2%	121.2%	51.0%	67.4%	41.8%	56.4%	52.4%	78.7%	66.9%	50.2%		
Operating profit	191	114	327	113	747	62	66	45	28	204	16	11	-7		
(% of sales)	41.7%	31.3%	56.2%	33.2%	42.7%	26.9%	27.1%	18.8%	14.9%	22.3%	9.2%	6.9%	-6.4%		
Game Fi Business	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	836	587	582	614	2,620	940	855	666	730	3,193	564	398	394		
(% of same Q previous year)	173.5%	99.1%	94.5%	62.1%	97.7%	112.5%	145.7%	114.4%	118.9%	121.9%	60.0%	46.6%	59.2%		
Operating profit	81	-112	-40	10	-61	278	228	-412	-38	56	-327	-311	-174		
(% of sales)	9.7%	-19.2%	-6.9%	1.7%	-2.3%	29.6%	26.7%	-61.9%	-5.2%	1.8%	-58.0%	-78.0%	-44.2%		
Other Businesses	Fiscal Year: 2022 (2023/3)					Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	60	59	37	25	183	23	34	36	12	107	4	4	5		
(% of same Q previous year)	29.0%	14.4%	46.9%	29.4%	23.2%	39.4%	57.8%	98.7%	49.2%	58.9%	19.5%	13.4%	13.7%		
Operating profit	-15	-144	4	4	-151	-100	-65	-67	-65	-298	-88	-79	-80		
(% of sales)	-24.9%	-242.3%	10.9%	17.1%	-82.7%	-421.7%	-190.5%	-181.2%	-523.2%	-276.9%	-1900.2%	-1718.4%	-1594.4%		

※Unit: million(JPY)

※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.

※From Q2 FY03/25, "IT outsourcing Business" which were previously grouped under "Other Businesses" have been separated due to being recognized as important segments and "Ada. Business" have been disclosed in "E-commerce Business".

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

※Net profit is net profit attributable to owners of the parent.