



First Quarter FY2025 (2026/03)

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: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	3,432	3,513	3,764	3,560	14,270	3,592	3,537	4,036	3,025	14,191	2,772				
(% of same Q previous year)	92.9%	102.8%	98.8%	115.6%	101.9%	104.7%	100.7%	107.2%	85.0%	99.4%	77.2%				
Operating profit	271	275	-292	-91	161	-413	-441	-158	-12	-1,025	-90				
(% of sales)	7.9%	7.8%	-7.8%	-2.6%	1.1%	-11.5%	-12.5%	-3.9%	-0.4%	-7.2%	-3.3%				
Net profit	393	677	112	-174	1,008	-285	-77	-129	-37	-530	-159				
(% of same Q previous year)	233.1%	-	49.9%	-	395.6%	-	-	-	-	-	-				
EBITDA	331	339	-227	-30	413	-364	-394	-106	12	-853	-79				
Number of employees	498	547	563	594	-	671	712	749	712	-	711				

IT outsourcing Business	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	626	690	788	947	3,052	1,019	1,133	1,307	1,495	4,955	1,579				
(% of same Q previous year)	190.0%	173.2%	156.1%	155.7%	165.8%	162.9%	164.1%	165.8%	157.9%	162.4%	154.9%				
Operating profit	-13	-39	-30	71	-11	-47	-10	34	142	118	-14				
(% of same Q previous year)	-	-	-	117.2%	-	-	-	-	199.5%	-	-				
※Number of engineer in operation	201	251	292	352	-	412	474	530	588	-	623				

IT outsourcing Business (SES)	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	Full-year
Sales	275	356	442	508	1,584	631	708	810	844	2,994	936				
(% of same Q previous year)	227.5%	229.6%	225.6%	221.0%	225.3%	228.8%	198.4%	183.1%	166.0%	189.0%	148.3%				
Operating profit	-4	2	-14	-12	-28	3	28	60	72	164	55				
(% of same Q previous year)	-	12.4%	-	-	-	-	949.0%	-	-	-	1607.7%				

IT outsourcing Business (Care and welfare staffing services Business)	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	Full-year
Sales	0	0	0	4	5	59	83	114	126	384	161				
(% of same Q previous year)	-	-	-	-	-	-	-	11641.3%	2603.2%	6577.3%	269.2%				
Operating profit	0	-23	-20	-22	-66	-28	-25	-22	-26	-103	-37				
(% of same Q previous year)	-	-	-	-	-	-	-	-	-	-	-				

IT outsourcing Business (Other)	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	Full-year
Sales	350	333	344	433	1,462	328	341	381	524	1,576	481				
(% of same Q previous year)	168.1%	137.2%	111.6%	114.7%	128.5%	93.8%	102.3%	110.8%	121.1%	107.8%	146.6%				
Operating profit	-8	-18	5	106	83	-22	-13	-3	96	57	-33				
(% of same Q previous year)	-	-	55.2%	242.6%	163.1%	-	-	-	91.2%	69.3%	-				

E-commerce Business	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Transaction Value	4,370	4,248	4,964	3,922	17,506	4,255	4,161	5,187	2,146	15,751	1,416				
(% of same Q previous year)	80.4%	78.1%	82.8%	96.4%	83.6%	97.4%	97.9%	104.5%	54.7%	90.0%	33.3%				
Sales	1,607	1,686	2,028	1,676	6,999	1,819	1,836	2,206	1,080	6,942	947				
(% of same Q previous year)	80.0%	84.0%	96.5%	112.6%	92.0%	113.2%	108.9%	108.8%	64.4%	99.2%	52.1%				
Operating profit	42	84	171	-88	209	32	-51	70	-7	44	29				
(% of same Q previous year)	-	-	202.5%	-	-	76.7%	-	41.0%	-	21.0%	90.1%				
(% of Transaction Value)	1.0%	2.0%	3.5%	-2.3%	1.2%	0.8%	-1.2%	1.4%	-0.4%	0.3%	2.1%				

Ada. Business (E-commerce Business)	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	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	1,157	4,480	1,416				
(% of same Q previous year)	-	-	-	-	-	1036.5%	618.0%	398.5%	223.3%	397.9%	172.2%				
Sales	79	179	327	365	951	552	701	913	753	2,920	947				
(% of same Q previous year)	-	-	-	-	-	695.8%	389.6%	279.1%	206.5%	306.9%	171.6%				
Operating profit	-7	-5	-15	-8	-35	-10	-4	17	1	2	29				
(% of same Q previous year)	-	-	-	-	-	-	-	-	-	-	-				
(% of Transaction Value)	-8.9%	-2.9%	-4.3%	-1.6%	-3.2%	-1.3%	-0.4%	1.2%	0.1%	0.1%	2.1%				

Other Businesses	Fiscal Year: 2023 (2024/3)					Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	1,198	1,136	947	936	4,219	753	568	522	448	2,293	246				
(% of same Q previous year)	88.5%	112.3%	78.7%	95.3%	92.7%	62.9%	50.0%	55.1%	47.9%	54.3%	32.7%				
Operating profit	241	229	-433	-74	-37	-398	-379	-262	-147	-1,188	-105				
(% of same Q previous year)	93.9%	-	-	-	-	-	-	-	-	-	-				

※Unit: million(JPY)

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

※From Q2 FY03/25, The nursing care welfare human resources service business has previously reported sales on a net basis for simplicity, but due to its increasing importance, we have changed to gross reporting, which is the appropriate method, starting from the fourth quarter of the fiscal year ending March 2025.

In line with this, in order to ensure comparability, the figures for the first three quarters of 2025 in the financial results briefing materials and financial results data book have also been changed to total amounts.

※From Q1 FY03/26, “GameFi Business” was changed to “ Other 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.