CROOZ
GROUP

First Quarter FY2026 (2027/03)

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.

[Note] Continuing operations only. Figures through the prior fiscal year are approximate values for reference.

Total of continuing operations only	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Consolidated net sales	1,643	1,933	2,342	2,376	8,296	2,667	2,727	3,218	3,504	12,117	3,781				
(% of same Q previous year)	223.2%	211.3%	200.6%	172.9%	197.8%	162.3%	141.1%	137.4%	147.4%	146.0%	141.8%				
Consolidated operating profit	-123	-117	16	116	-107	-58	-21	15	219	155	-102				
(% of sales)	–	–	–	866.4%	–	–	–	97.2%	188.6%	–	–				

Hotel Conversion Business	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales ※1	48	77	99	118	344	140	143	172	206	663	191				
(% of same Q previous year)	948.4%	424.5%	396.7%	327.0%	406.2%	290.8%	184.7%	172.7%	175.2%	192.8%	136.7%				
Operating profit ※1	17	27	36	40	121	37	42	55	72	207	33				
(% of same Q previous year)	5031.8%	732.4%	429.5%	234.5%	408.8%	214.8%	152.9%	150.9%	179.5%	170.0%	90.3%				
Number of employees ※2	6	6	6	6	–	6	6	6	6	–	6				
Hotel occupancy rate	–	–	–	–	–	84.5%	79.8%	82.3%	76.6%	–	79.0%				
Hotel rate per night (JPY)	–	–	–	–	–	53,951	39,840	54,136	53,284	–	53,654				
Number of hotel rooms	–	–	–	–	–	7	10	11	12	–	12				
Number of properties acquired (cumulative)	4	6	6	7	–	7	7	10	10	–	11				
Total acquisition value (cumulative)	4,532	9,800	9,800	11,450	–	11,450	11,450	16,329	16,329	–	17,082				
Number of properties sold	–	–	–	–	–	–	–	–	–	–	–				
Rent improvement rate ※3															
Properties acquired in FY2023/3	–	–	–	–	–	130.2%	130.2%	130.2%	130.2%	–	148.2%				
Properties acquired in FY2024/3	–	–	–	–	–	120.9%	124.3%	132.0%	137.8%	–	141.3%				
Properties acquired in FY2025/3	–	–	–	–	–	118.3%	122.5%	123.2%	123.7%	–	124.8%				
Properties acquired in FY2026/3	–	–	–	–	–	–	–	–	–	–	104.3%				

Care and welfare staffing services Business	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	59	83	114	126	384	161	222	339	415	1,139	520				
(% of same Q previous year)	–	–	11641.3%	2603.2%	6577.3%	269.2%	267.2%	295.5%	327.9%	295.9%	322.8%				
Operating profit	-29	-26	-22	-27	-105	-36	-43	-34	-33	-147	-50				
(% of same Q previous year)	–	–	–	–	–	–	–	–	–	–	–				
Average unit price of staff in operation (JPY)	249,580	256,270	254,661	244,077	251,147	244,722	223,037	220,235	209,687	224,420	222,153				
Number of staff in operation	94	120	161	178	–	239	400	557	715	–	833				
New hires	73	66	66	90	295	153	283	343	408	1,187	466				
Net increase	50	26	41	17	134	61	161	157	158	537	118				

Engineer staffing services Business	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	633	708	810	844	2,996	936	990	1,085	1,181	4,193	1,191				
(% of same Q previous year)	228.0%	197.3%	182.3%	165.3%	188.2%	147.9%	139.8%	134.0%	140.0%	140.0%	127.3%				
Operating profit	-7	13	52	52	110	43	54	59	87	245	42				
(% of same Q previous year)	–	–	–	–	–	–	403.8%	114.0%	165.0%	221.7%	96.5%				
Average unit price of engineer in operation (JPY)	590,621	587,419	588,972	580,549	586,890	583,919	576,336	590,595	588,657	584,877	563,713				
Number of engineer in operation ※4	412	474	530	588	–	623	674	729	793	–	811				
New hires ※4	86	85	81	90	342	84	77	100	89	350	88				
Net increase	58	51	48	44	201	39	34	54	57	184	31				

Call center, job listings & recruitment Busine	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	349	363	404	533	1,650	481	535	556	806	2,380	724				
(% of same Q previous year)	93.5%	101.4%	109.3%	116.7%	105.9%	137.6%	147.6%	137.7%	151.2%	144.2%	150.4%				
Operating profit	-10	1	4	116	113	-21	2	-13	209	177	-46				
(% of same Q previous year)	–	–	22.3%	102.8%	107.5%	–	142.5%	–	179.1%	156.8%	–				
Number of employees	125	122	124	114	114	125	118	117	115	115	129				

Ada. Business(E-commerce Business)	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Sales	552	701	913	753	2,920	947	835	1,064	893	3,740	1,151				
(% of same Q previous year)	695.8%	389.6%	279.1%	206.5%	306.9%	171.6%	119.1%	116.5%	118.5%	128.1%	121.6%				
Operating profit	-10	-4	17	1	2	29	12	48	-17	73	42				
(% of same Q previous year)	–	–	–	–	–	–	–	284.1%	–	2731.6%	143.2%				

Common costs	Fiscal Year: 2024 (2025/3)					Fiscal Year: 2025 (2026/3)					Fiscal Year: 2026 (2027/3)				
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year
Operating profit	-82	-129	-71	-67	-351	-111	-90	-99	-98	-399	-124				

Progress on announced mid-term management plan ※5				
	FY2025/3	FY2026/3	FY2027/3	FY2028/3
Sales plan	4,700	6,800	9,400	13,000
Actual	4,955	7,713	–	–
Achievement rate	105.4%	113.4%	–	–

※ Figures are stated in millions of JPY, except for items marked "(JPY)" in the item name, which are stated in JPY.
※1 Real estate-related gains and losses, such as rental revenue and rental expenses, were recorded under non-operating items through FY2026/3, and are recorded under operating items such as net sales and SG&A expenses from FY2027/3.
Accordingly, figures through FY2026/3 are shown as if the business had been treated as a business segment from the outset.
※2 Includes employees holding concurrent positions; figures are for reference only.
※3 Because rent improvement effects do not materialize immediately after acquisition, the calculation covers only properties acquired by the end of the prior fiscal year.
For sold properties, the final improvement rate at the time of sale is carried forward.
※4 The number of engineers in operation includes freelance engineers, whereas new hires cover employee engineers only and exclude freelancers.
※5 The mid-term management plan reflects figures for three businesses (Engineer staffing + Nursing care staffing + Call center, job listings & recruitment).
A profit target of JPY 1.5 billion has been disclosed for FY2028/3, but interim profit plans are not disclosed.