

**Buying and selling used automobile parts and wholesaling new automobile parts**

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**【 7134 Crooober Sector : Retail Trade 】**

Fiscal Year	Net sales (mn yen)	YoY (%)	Ope. profit (mn yen)	YoY (%)	Ord. profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Mar. 2020	9,343	-	197	-	209	-	60	-	28.8	718.2	17.0
Mar. 2021	9,922	6.2	448	2.3x	465	2.2x	290	4.8x	137.7	838.6	48.5
Mar. 2022 f	10,230	3.1	560	25.0	551	18.5	355	22.4	157.7	-	40.0

Note: Consolidated basis. Figures for the fiscal year ending Mar. 2022 are the company's forecast.

It conducted 1-to-100 stock split on June 29,2021. Per share indices are adjusted retroactively.

### **Engaged in the Reuse Business of Used Automobile Parts and Wholesale Distribution of New Tires, Etc.**

Comprised of Crooober and three subsidiaries, the Crooober Group is engaged in the reuse business (buying and selling of used parts and accessories for cars and motorcycles) and the wholesale distribution business (wholesaling of new automobile parts such as tires).

In the reuse business, the company's subsidiary UPGARAGE buys used car and motorcycle parts such as aluminum wheels, car navigation systems, mufflers, and suspensions from individual customers, mainly in stores, and sells them via its own stores, franchises (FCs), and the Crooober.com e-commerce site.

In the wholesale distribution business, the company's subsidiary NEXUS Japan purchases new tires and other new automobile parts from manufacturers via an IT platform developed by the Crooober Group, then sells them on a wholesale basis to new tire retailer Tokyo Tire Ryutsu Center's own stores, FCs, etc. It also wholesales new automobile parts to customers such as major used car sales chains.

Crooober manages the group as well as operating core systems for the reuse business (sales/inventory management and purchase assessment systems), establishing e-commerce sites, and developing IT platforms. Furthermore, it launched BoonBoonJob, a recruitment service specifically for the automobile industry, as a new business in June 2019.

The Crooober Group discloses net sales by dividing them into three categories: reuse business, wholesale distribution business, and other. In the fiscal year ended March 2021, the reuse business accounted for 60.3% of net sales, the wholesale distribution business for 39.6%, and other for 0.2%.

## Financial Statements

Statement of income	Fiscal Year	Mar. 2020		Mar. 2021		Six months to Sep. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		9,343	100.0	9,922	100.0	4,800	100.0
Cost of sales		5,795	62.0	5,954	60.0	2,771	57.7
Gross profit		3,548	38.0	3,968	40.0	2,028	42.3
Selling, general and administrative expenses		3,350	35.9	3,519	35.5	1,775	37.0
Operating profit		197	2.1	448	4.5	252	5.3
Non-operating income		33	-	38	-	13	-
Non-operating expenses		21	-	21	-	8	-
Ordinary profit		209	2.2	465	4.7	257	5.4
Profit before income taxes		79	0.8	431	4.3	258	5.4
Profit		60	0.6	290	2.9	165	3.4

Balance sheet	Mar. 2020		Mar. 2021		Sep. 2021	
	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets	2,213	56.1	2,315	57.8	2,390	58.2
Cash and deposits	637	16.1	827	20.6	1,050	25.6
Accounts receivable	731	18.5	754	18.8	657	16.0
Inventories	656	16.6	584	14.6	585	14.3
Non-current assets	1,731	43.9	1,689	42.2	1,714	41.8
Property, plant and equipment	940	23.8	858	21.4	880	21.4
Intangible assets	182	4.6	191	4.8	242	5.9
Investments and other assets	608	15.4	639	16.0	591	14.4
Total assets	3,945	100.0	4,005	100.0	4,104	100.0
Current liabilities	1,758	44.6	1,814	45.3	1,851	45.1
Accounts payable	432	11.0	468	11.7	424	10.3
Short-term borrowings	950	24.1	400	10.0	1,000	24.4
Current portion of long-term borrowings	59	1.5	259	6.5	59	1.4
Non-current liabilities	669	17.0	419	10.5	420	10.2
Long-term borrowings	355	9.0	95	2.4	65	1.6
Net assets	1,516	38.4	1,771	44.2	1,833	44.7
Shareholders' equity	1,516	38.4	1,771	44.2	1,833	44.7

Statement of cash flows	Mar. 2020		Mar. 2021		Six months to Sep. 2021	
	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Cash flows from operating activities	232		965		86	
Depreciation	196		162		70	
Cash flows from investing activities	-309		-119		-124	
Cash flows from financing activities	88		-653		262	
Dividends paid	-37		-35		-102	
Net increase in cash and cash equivalents	11		189		222	
Cash and cash equivalents	637		827		1,050	

Note: Consolidated basis

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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