

株 式 会 社 口 コ ン ド	LOCONDO, Inc	Fiscal Year: 2014 (2015/2)				Fiscal Year: 2015 (2016/2)				Fiscal Year: 2016 (2017/2)				Fiscal Year: 2017 (2018/2)				Fiscal Year: 2018 (2019/2)				Fiscal Year: 2019 (2020/2)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
連結 (consolidated)																									
1 連結取扱高 (返品差引後)	Consolidated GMV (after return)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,065	3,820	4,801	4,220		
2 連結成長率	Growth (%); consolidated basis	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
3 連結営業利益	Consolidated EBIT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-222	-333	-170	-160		
単体 (non-consolidated)																									
4 取扱高 (返品差引前)	GMV (before return)	n/a	n/a	n/a	n/a	2,255	2,151	2,481	2,453	2,653	2,262	2,637	2,739	2,924	2,833	3,151	3,057	3,818	3,977	4,785	4,466	5,124	4,925		
5 取扱高 (返品差引後)	GMV (after return)	1,169	1,131	1,235	1,527	1,493	1,432	1,681	1,897	2,041	1,780	2,024	2,175	2,300	2,267	2,479	2,447	3,031	3,177	3,796	3,516	4,118	3,948		
6 成長率	Growth (%)	-	-	-	-	28%	27%	36%	24%	37%	24%	20%	15%	13%	27%	23%	13%	32%	40%	53%	44%	36%	24%		
7 売上総利益	Gross Profit	328	332	374	411	449	411	488	515	574	539	662	661	770	689	900	928	1,141	1,180	1,474	1,259	1,475	1,468		
8 売上総利益率	Percentage of GMV (after return)	28%	29%	30%	27%	30%	29%	29%	27%	28%	30%	33%	30%	34%	30%	36%	38%	38%	37%	39%	36%	36%	37%		
9 変動費用 計	Variable costs	283	343	347	422	354	314	290	299	346	282	347	381	429	422	480	538	760	824	959	912	994	1,017		
10 変動費率	Percentage of GMV (after return)	24%	30%	28%	28%	24%	22%	17%	16%	17%	16%	17%	18%	19%	19%	19%	22%	25%	26%	25%	26%	24%	26%		
11 - 物流関連変動費用	- Logistics	104	123	125	133	139	151	155	159	181	154	172	187	213	204	210	261	336	424	497	456	516	532		
12 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	9%	11%	10%	9%	9%	11%	9%	8%	9%	9%	8%	9%	9%	9%	8%	11%	11%	13%	13%	13%	13%	14%		
13 - 広告関連変動費用	- Promotion	142	183	182	245	171	118	77	81	102	71	109	121	128	128	169	175	298	267	320	318	346	343		
14 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	12%	16%	15%	16%	11%	8%	5%	4%	5%	4%	5%	6%	6%	6%	7%	7%	10%	8%	8%	9%	8%	9%		
15 - その他変動費用	- Other variable costs	36	36	39	43	44	45	57	58	63	56	65	71	87	89	100	101	124	132	141	137	131	141		
16 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	3%	4%		
17 限界利益	Contribution Margin	44	-11	27	-11	94	96	198	216	228	256	314	280	340	267	419	389	380	356	514	346	480	450		
18 限界利益率	- Percentage of GMV (after return)	4%	-1%	2%	-1%	6%	7%	12%	11%	11%	14%	16%	13%	15%	12%	17%	16%	13%	11%	14%	10%	12%	11%		
19 固定費用 計	Fixed costs	135	138	212	196	177	190	209	237	201	209	230	245	301	243	279	266	612	548	762	578	719	575		
20 固定費率	Percentage of GMV (after return)	12%	12%	17%	13%	12%	13%	12%	12%	10%	12%	11%	11%	13%	11%	11%	11%	20%	17%	20%	16%	18%	15%		
21 - 賃料	- Rent	24	27	39	52	57	57	77	77	77	77	90	90	74	86	113	113	113	114	124	126	128	130		
22 -- 倉庫面積	-- Warehouse (m2)	4,873	6,925	8,940	11,939	11,939	11,939	15,923	15,923	15,923	15,923	19,110	19,110	22,595	34,278	34,278	34,278	34,278	34,278	37,388	37,388	37,388	37,388		
23 - 人件費	- Salaries	77	78	77	76	82	84	83	85	85	86	89	91	88	94	101	81	95	105	102	104	113	136		
24 -- 正社員数	-- # of employees (full-time)	72	72	72	72	72	69	68	68	72	74	70	67	81	81	80	80	80	77	76	74	78	90		
25 - TVCM	- TVCM costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
26 - その他固定費用	- Other fixed costs	34	33	96	68	38	49	49	75	39	46	51	64	139	63	65	72	104	95	120	109	116	160		
27 営業利益	EBIT	-90	-150	-184	-207	-83	-93	-10	-20	26	47	84	35	38	24	140	123	-231	-192	-248	-231	-238	-125		
28 営業利益率	- Percentage of GMV (after return)	-8%	-13%	-15%	-14%	-6%	-7%	-1%	-1%	1%	3%	4%	2%	2%	1%	6%	5%	-8%	-6%	-7%	-7%	-6%	-3%		
29 1. EC事業 (MANGO含む) 1. E-commerce (incl. MANGO)																									
30 取扱高 (返品差引前)	GMV (before return)	1,431	1,456	1,670	1,785	1,857	1,796	2,021	1,721	1,905	1,701	2,174	2,232	2,380	2,244	2,573	2,509	3,254	3,370	4,080	3,761	4,156	4,211		
31 取扱高 (返品差引後)	GMV (after return)	924	923	1,020	1,102	1,110	1,093	1,239	1,187	1,313	1,232	1,570	1,679	1,771	1,691	1,918	1,914	2,488	2,594	3,115	2,839	3,178	3,261		
32 - 返品率	- Return rate (%)	36%	37%	39%	38%	40%	39%	39%	31%	31%	28%	28%	25%	26%	25%	25%	23.7%	24%	23%	24%	25%	24%	23%		
33 - 成長率	- Growth (%)	-	-	-	-	20%	18%	21%	8%	18%	13%	27%	42%	35%	37%	22%	14%	41%	53%	62%	48%	28%	26%		
34 売上総利益	Gross Profit	304	309	352	378	413	366	415	418	471	442	585	574	654	579	770	706	990	982	1,194	1,037	1,246	1,250		
35 - 売上総利益率	- Gross Profit (%)	33%	34%	35%	34%	37%	34%	34%	35%	36%	36%	37%	34%	37%	34%	40%	37%	40%	38%	38%	37%	39%	38%		
36 会員数	# of membership	-	572	621	672	724	776	835	904	968	1,037	1,117	1,215	1,313	1,411	1,499	1,649	1,792	1,977	2,175	2,365	2,576	3,434		
37 アクティブ会員数	# of active users	443	226	242	254	264	271	285	312	341	366	388	421	449	489	510	517	545	606	670	746	801	869		
38 平均バスケット単価 (返品前)	Average basket size (before return)	12,071	9,909	12,654	12,313	12,061	10,576	12,454	10,462	10,824	10,033	11,415	10,745	10,309	9,534	10,955	10,327	10,150	8,932	10,183	9,609	9,286	8,537		
39 平均購入アイテム数 (返品前)	# of average items (before return)	1.5	1.6	1.5	1.6	1.6	1.7	1.7	1.5	1.6	1.7	1.6	1.7	1.7	1.8	1.6	1.6	1.6	1.7	1.6	1.6	1.6	1.7		
40 平均アイテム価格 (返品前)	average sold item price	7,881	6,314	8,202	7,815	7,420	6,260	7,407	6,880	6,828	5,876	6,947	6,402	5,916	5,407	6,731	6,307	6,198	5,192	6,276	5,979	5,710	5,045		
41 取扱ブランド数	# of brands	-	-	-	-	1,019	1,064	1,278	1,335	1,414	1,545	1,772	1,796	1,872	1,878	1,907	1,926	2,097	2,126	2,167	2,193	2,327	2,365		
42 1-1. LOCONDO.jp 1-1. LOCONDO.jp																									
43 取扱高 (返品差引前)	GMV (before return)	1,431	1,456	1,670	1,785	1,857	1,767	1,800	1,483	1,637	1,394	1,731	1,748	1,916	1,832	2,124	2,057	2,756	2,893	3,505	3,229	3,524	3,631		
44 取扱高 (返品差引後)	GMV (after return)	924	923	1,020	1,102	1,110	1,067	1,052	984	1,080	953	1,166	1,229	1,338	1,306	1,504	1,494	2,024	2,148	2,585	2,350	2,592	2,721		
45 - 返品率	- Return rate (%)	36%	37%	39%	38%	40%	40%	42%	34%	34%	32%	33%	30%	30%	29%	29%	27%	27%	26%	26%	27%	26%	25%		
46 - 成長率	- Growth (%)	-	-	-	-	20%	16%	3%	-11%	-3%	-11%	11%	25%	24%	37%	29%	22%	51%	65%	72%	57%	28%	27%		
47 会員数	# of membership	1,587	572	621	672	724	772	804	842	873	905	937	981	1,025	1,074	1,118	1,170	1,312	1,440	1,579	1,713	1,854	2,640		
48 アクティブ会員数	# of active users	443	226	242	254	264	271	266	260	256	246	243	251	257	275	289	304	332	386	439	497	536	578		
49 平均バスケット単価 (返品前)	Average basket size (before return)	12,071	9,909	12,654	12,313	12,061	10,665	13,486	11,344	11,731	10,870	12,638	11,914	11,406	10,355	11,720	10,935	10,776	9,439	10,736	10,095	9,862	9,093		
50 平均購入アイテム数 (返品前)	# of average items	1.5	1.6	1.5	1.6	1.6	1.7	1.8	1.6	1.7	1.8	1.8	1.8	1.9	1.9	1.7	1.7	1.7	1.8	1.7	1.7	1.7	1.8		
51 平均アイテム価格 (返品前)	average sold item price	7,881	6,314	8,202	7,815	7,420	6,277	7,620	7,137	7,054	5,966	7,185	6,553	6,093	5,498	6,870	6,314	6,264	5,214	6,334	6,000	5,759	5,083		
52 1-2. LOCOMALL 1-2. LOCOMALL																									
53 取扱高 (返品差引前)	GMV (before return)	-	-	-	-	-	29	220	237	268	306	442	484	463	412	448	452	497	477	574	531	631	579		
54 取扱高 (返品差引後)	GMV (after return)	-	-	-	-	-	26	186	202	233	279	404	450	432	385	414	420	463	445	529	489	585	539		
55 - 返品率	- Return rate (%)	-	-	-	-	-	9%	16%	15%	13%	9%	9%	7%	7%	7%	8%	7.1%	7%	7%	8%	8.0%	7%	7%		
56 - 成長率	- Growth (%)	-	-	-	-	-	-	-	-	-	947%	117%	122%	86%	38%	3%	-7%	7%	16%	28%	16%	26%	21%		
57 会員数	# of membership	-	-	-	-	-	4	31	62	95	132	180	234	288	337	381	479	480	537	596	652	722	794		
58 アクティブ会員数	# of active users	-	-	-	-	-	-	19	52	85	120	145	170	192	214	221	213	213	220	231	249	265	291		
59 平均バスケット単価 (返品前)	Average basket size (before return)	-	-	-	-	-	7,138	7,617	6,972	7,264	7,307	8,139	7,800	7,267	6,954	8,234	8,129	7,569	6,646	7,644	7,350	6,977	6,073		
60 平均購入アイテム数 (返品前)	# of average items	0.0	0.0	0.0	0.0	0.0	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.4	1.3	1.3	1.3	1.3	1.3	1.3			