

株式会社ロコンド	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
百万円	Million JPY																								
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	621	604
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	577	565
55 - 返品率	- Return rate	-	-	-	-	-	9%	16%	15%	13%	9%	9%	7%	7%	7%	8%	7%	7%	7%	8%	8%	7%	7%	7%	6%
56 - 成長率	- Growth (%)	-	-	-	-	-	-	-	-	-	947%	117%	122%	86%	38%	3%	-7%	7%	16%	28%	16%	26%	21%	9%	16%
57 会員数	# of membership	-	-	-	-	-	4	31	62	95	132	180	234	288	337	381	479	480	537	596	652	722	794	862	921
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	300	306
59 平均出荷単価 (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	7,030	6,911
60 平均購入商品数 (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	1.3	1.2	1.3
61 平均商品価格 (返品前)	average sold item price	-	-	-	-	-	5,444	6,013	5,585	5,676	5,475	6,106	5,881	5,253	5,021	6,102	6,271	5,838	5,052	5,925	5,854	5,461	4,805	5,659	5,468
62 2. Platform事業	2. Platform																								
63 取扱高 (返品差引前)	GMV (before return)	n/a	n/a	n/a	n/a	398	355	460	732	748	561	463	507	544	589	578	548	564	607	705	705	968	714	894	823
64 取扱高 (返品差引後)	GMV (after return)	245	208	215	425	383	339	442	710	728	548	454	496	529	576	561	533	543	583	681	677	940	687	862	782
65 - 返品率	- Return rate (%)	n/a	n/a	n/a	n/a	4%	5%	4%	3%	3%	2%	2%	2%	3%	2%	3%	3%	4%	4%	3%	4%	3%	4%	4%	5%
66 - 成長率	- Growth (%)	-	-	-	-	56%	63%	106%	67%	90%	62%	3%	-30%	-27%	5%	24%	8%	3%	1%	21%	27%	73%	18%	27%	16%
67 売上総利益	Gross Profit	24	23	22	33	36	45	73	97	103	97	77	87	116	110	130	222	151	198	280	222	229	218	244	215
68 - 売上総利益率	- Gross Profit (%)	10%	11%	10%	8%	9%	13%	17%	14%	14%	18%	17%	18%	22%	19%	23%	42%	28%	34%	41%	33%	24%	32%	28%	28%
69 2-1. 自社EC支援事業	2-1. BOEM (Brand's Official EC Management)																								
70 取扱高 (返品差引後)	GMV (after return)	245	208	215	425	382	332	399	626	512	299	200	240	206	232	260	285	306	364	323	371	348	374	380	458
71 - 成長率	- Growth (%)	-	-	-	-	56%	60%	86%	47%	34%	-10%	-50%	-62%	-60%	-22%	30%	19%	49%	57%	24%	30%	14%	3%	18%	24%
72 2-2. 物流受託事業	2-2. e-3PL																								
73 出荷数 (ピース数)	# of shipped volume	-	-	-	-	-	-	-	-	2,610	23,677	28,013	16,669	29,718	63,029	93,308	82,902	133,981	394,195	605,517	463,789	709,673	360,910	515,524	365,549
74 - 成長率	- Growth (%)	-	-	-	-	-	-	-	-	-	-	-	-	1039%	166%	233%	397%	351%	525%	549%	459%	430%	-8%	-15%	-21%
75 2-3. LOCOCHOC	2-3. LOCOCHOC																								
76 取扱高 (返品差引後) 定価ベース	GMV (after return)	-	-	-	-	-	6	42	83	215	248	253	255	305	317	281	228	223	205	342	295	591	312	480	323
77 - 成長率	- Growth (%)	-	-	-	-	-	-	-	-	-	4033%	502%	207%	42%	28%	11%	-11%	-27%	-35%	22%	29%	165%	52%	40%	10%
78 2-4. その他Platform事業	2-4. Others																								
79 取扱高 (返品差引後)	GMV (after return)	-	-	-	-	-	-	-	-	-	-	-	-	18	26	19	20	13	14	15	10	-	-	-	-
80 - 成長率	- Growth (%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-28%	-46%	-21%	-50%	-100%	-100%	-100%	-100%