

株 株式会社ロコンド 百万円	LOCONDO, Inc Million JPY	Fiscal Year: 2016 (2017/2)				Fiscal Year: 2017 (2018/2)				Fiscal Year: 2018 (2019/2)				Fiscal Year: 2019 (2020/2)				Fiscal Year: 2020 (2021/2)				Fiscal Year: 2021 (2022/2)			
		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	4,797	4,431	4,012	5,236	5,694	5,620	-	-	-	-
2 連結成長率	Growth (%); consolidated basis	-	-	-	-	-	-	-	-	-	-	-	-	-	-	18%	16%	-16%	24%	19%	27%	-	-	-	-
3 連結営業利益	Consolidated EBIT	-	-	-	-	-	-	-	-	-	-	-222	-333	-170	-160	141	106	145	485	504	303	-	-	-	-
単体 (non-consolidated)																									
4 取扱高 (返品差引前)	GMV (before return)	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	5,598	5,174	4,828	6,155	6,771	6,637	6,075	-	-	-
5 取扱高 (返品差引後)	GMV (after return)	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	4,507	4,176	4,012	5,236	5,694	5,620	5,048	-	-	-
6 成長率	Growth (%)	37%	24%	20%	15%	13%	27%	23%	13%	32%	40%	53%	44%	36%	24%	19%	19%	-3%	33%	26%	35%	26%	-	-	-
7 売上総利益	Gross Profit	574	539	662	661	770	689	900	928	1,141	1,180	1,474	1,259	1,475	1,468	1,653	1,400	1,531	2,084	2,142	1,948	1,946	-	-	-
8 売上総利益率	Percentage of GMV (after return)	28%	30%	33%	30%	34%	30%	36%	38%	38%	37%	39%	36%	36%	37%	37%	34%	38%	40%	38%	35%	39%	-	-	-
9 変動費用 計	Variable costs	346	282	347	381	429	422	480	538	760	824	959	912	994	1,017	1,045	882	812	1,107	1,130	1,114	1,056	-	-	-
10 変動費率	Percentage of GMV (after return)	17%	16%	17%	18%	19%	19%	19%	22%	25%	26%	25%	26%	24%	26%	23%	21%	20%	21%	20%	20%	21%	-	-	-
11 - 物流関連変動費用	- Logistics	181	154	172	187	213	204	210	261	336	424	497	456	516	532	556	534	494	608	645	620	641	-	-	-
12 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	9%	9%	9%	9%	9%	9%	9%	11%	11%	13%	13%	13%	13%	14%	12%	13%	12%	12%	11%	11%	13%	-	-	-
13 - 広告関連変動費用	- Promotion	102	71	109	121	128	128	169	175	298	267	320	318	346	343	339	206	184	318	288	309	243	-	-	-
14 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	5%	4%	5%	6%	6%	6%	7%	7%	10%	8%	8%	9%	8%	9%	8%	5%	5%	6%	5%	6%	5%	-	-	-
15 - その他変動費用	- Other variable costs	63	56	65	71	87	89	100	101	124	132	141	137	131	141	149	142	133	180	196	184	171	-	-	-
16 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	3%	3%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	3%	4%	3%	3%	3%	3%	3%	3%	3%	-	-	-
17 限界利益	Contribution Margin	228	256	314	280	340	267	419	389	380	356	514	346	480	450	607	517	719	977	1,012	833	890	-	-	-
18 限界利益率	- Percentage of GMV (after return)	11%	14%	16%	13%	15%	12%	17%	16%	13%	11%	14%	10%	12%	11%	14%	12%	18%	19%	18%	15%	18%	-	-	-
19 固定費用 計	Fixed costs	201	209	230	245	301	243	279	266	612	548	762	578	719	575	506	411	573	492	507	530	570	-	-	-
20 固定費率	Percentage of GMV (after return)	10%	12%	11%	11%	13%	11%	11%	11%	20%	17%	20%	16%	18%	15%	11%	10%	14%	9%	9%	9%	11%	-	-	-
21 - 賃料	- Rent	77	77	90	90	74	86	113	113	113	114	124	126	128	130	127	102	209	145	156	165	195	-	-	-
22 -- 倉庫面積	-- Warehouse (m2)	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	37,388	37,388	52,543	52,543	52,543	52,543	71,283	-	-	-
23 - 人件費	- Salaries	85	86	89	91	88	94	101	81	95	105	102	104	113	136	123	106	154	159	160	151	184	-	-	-
24 -- 正社員数	-- # of employees (full-time)	72	74	70	67	81	81	80	80	80	77	76	74	78	90	78	95	123	123	129	123	124	-	-	-
25 - TVCM	- TVCM costs	-	-	-	-	-	-	-	-	300	234	416	239	362	149	102	49	15	27	33	38	32	-	-	-
26 - その他固定費用	- Other fixed costs	39	46	51	64	139	63	65	72	104	95	120	109	116	160	154	154	195	161	158	176	159	-	-	-
27 営業利益	EBIT	26	47	84	35	38	24	140	123	-231	-192	-248	-231	-238	-125	100	105	145	485	504	303	319	-	-	-
28 営業利益率	- Percentage of GMV (after return)	1%	3%	4%	2%	2%	1%	6%	5%	-8%	-6%	-7%	-7%	-6%	-3%	2%	3%	4%	9%	9%	5%	6%	-	-	-
1. ECモール事業																									
1. E-commerce																									
30 取扱高 (返品差引前)	GMV (before return)	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	4,704	4,351	3,822	5,202	5,674	5,627	4,973	-	-	-
31 取扱高 (返品差引後)	GMV (after return)	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	3,645	3,394	3,057	4,326	4,646	4,657	4,006	-	-	-
32 - 返品率	- Return rate (%)	31%	28%	28%	25%	26%	25%	25%	24%	24%	23%	24%	25%	24%	23%	23%	22%	20%	17%	18%	17%	19%	-	-	-
33 - 成長率	- Growth (%)	18%	13%	27%	42%	35%	37%	22%	14%	41%	53%	62%	48%	28%	26%	17%	20%	-4%	33%	28%	37%	31%	-	-	-
34 売上総利益	Gross Profit	471	442	585	574	654	579	770	706	990	982	1,194	1,037	1,246	1,250	1,409	1,185	1,262	1,780	1,779	1,638	1,567	-	-	-
35 - 売上総利益率	- Gross Profit (%)	36%	36%	37%	34%	37%	34%	40%	37%	40%	38%	38%	37%	39%	38%	39%	35%	41%	41%	38%	35%	39%	-	-	-
36 会員数 (千人)	# of membership(K)	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	3,628	3,779	3,972	4,165	5,232	5,411	5,591	-	-	-
37 アクティブ会員数 (千人)	# of active users(K)	341	366	388	421	449	489	510	517	545	606	670	746	801	869	905	930	921	974	1,027	1,079	1,155	-	-	-
38 平均出荷単価 (返品前)	Average basket size (before return)	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	9,933	9,207	9,648	8,991	9,967	10,217	9,157	-	-	-
39 平均購入商品数 (返品前)	# of average items (before return)	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	1.7	1.8	1.7	1.7	1.7	1.7	1.8	-	-	-
40 平均商品価格 (返品前)	average sold item price	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	6,019	5,160	5,597	5,220	5,796	5,850	5,075	-	-	-
41 取扱ブランド数	# of brands	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	2,458	2,473	2,546	2,648	2,972	3,426	3,676	-	-	-
1-1. 自社モール																									
1-1. Our own E-malls																									
43 取扱高 (返品差引前)	GMV (before return)	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	4,082	3,746	3,376	4,634	5,021	5,085	4,307	-	-	-
44 取扱高 (返品差引後)	GMV (after return)	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	3,068	2,829	2,636	3,792	4,036	4,150	3,380	-	-	-
45 - 返品率	- Return rate	34%	32%	33%	30%	30%	29%	29%	27%	27%	26%	26%	27%	26%	25%	25%	25%	22%	18%	20%	18%	22%	-	-	-
46 - 成長率	- Growth (%)	-3%	-11%	11%	25%	24%	37%	29%	22%	51%	65%	72%	57%	28%	27%	19%	20%	2%	39%	32%	47%	28%	-	-	-
47 会員数 (千人)	# of membership(K)	873	905	937	981	1,025	1,074	1,118	1,170	1,312	1,440	1,579	1,713	1,854	2,640	2,766	2,858	2,999	3,125	4,121	4,234	4,333	-	-	-
48 アクティブ会員数 (千人)	# of active users(K)	256	246	243	251	257	275	289	304	332	386	439	497	536	578	605	624	624	691	740	783	833	-	-	-
49 平均出荷単価 (返品前)	Average basket size (before return)	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	10,564	9,688	10,151	9,395	10,496	10,853	9,797	-	-	-
50 平均購入商品数 (返品前)	# of average items	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	1.7	1.9	1.8	1.8	1.8	1.8	1.9	-	-	-
51 平均商品価格 (返品前)	average sold item price	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	6,076	5,124	5,640	5,223	5,796	5,896	5,053	-	-	-
1-2. 他社モール																									
1-2. Stores in other E-malls(LOCOMALL)																									
53 取扱高 (返品差引前)	GMV (before return)	268	306	442	484	463	412	448	452	497	477	574	531	631	579	621	604	446	567	652	541	666	-	-	-
54 取扱高 (返品差引後)	GMV (after return)	233	279	404	450	432	385	414	420	463	445	529	489	585	539	577	565	421	534	610	507	626	-	-	-
55 - 返品率	- Return rate	13%	9%	9%	7%	7%	7%	8%	7%	7%	7%	8%	8%	7%	7%	7%	6%	6%	6%	6%	6%	6%	-	-	-
56 - 成長率	- Growth (%)	-	-	947%	122%	86%	38%	3%	-7%	7%	16%	28%	16%	26%	21%	9%	16%	-28%	-1%	6%	-10%	49%	-	-	-
57 会員数 (千人)	# of membership(K)	95	132																						