

株式会社ロコンド	LOCONDO, Inc	Fiscal Year: 2020 (2021/2)				Fiscal Year: 2021 (2022/2)				Fiscal Year: 2022 (2023/2)			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
百万円	Million JPY												
<b>連結 (consolidated)</b>													
1 連結成長率	Growth Rate(%); consolidated basis	-16%	24%	19%	27%	26%	-8%	0%	0%	10%	8%		
2 連結営業利益	Consolidated EBIT	145	485	504	303	319	87	303	173	350	57		
<b>単体 (non-consolidated)</b>													
3 取扱高 (返品差引前)	GMV (before return)	4,828	6,155	6,771	6,637	6,075	5,686	6,810	6,731	6,654	6,147		
4 取扱高 (返品差引後)	GMV (after return)	4,012	5,236	5,694	5,620	5,048	4,811	5,719	5,637	5,571	5,177		
5 成長率	Growth Rate(%)	-3%	33%	26%	35%	26%	-8%	0%	0%	10%	8%		
6 売上総利益	Gross Profit	1,531	2,084	2,142	1,948	1,946	1,780	2,167	1,976	2,002	1,765		
7 売上総利益率	Percentage of GMV (after return)	38%	40%	38%	35%	39%	37%	38%	35%	36%	34%		
8 変動費用 計	Variable costs	812	1,107	1,130	1,114	1,056	1,104	1,235	1,165	1,026	997		
9 変動費率	Percentage of GMV (after return)	20%	21%	20%	20%	21%	23%	22%	21%	18%	19%		
10 - 物流関連変動費用	- Logistics	494	608	645	620	641	647	689	663	668	639		
11 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	12%	12%	11%	11%	13%	13%	12%	12%	12%	12%		
12 - 広告関連変動費用	- Promotion	184	318	288	309	243	292	362	327	189	199		
13 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	5%	6%	5%	6%	5%	6%	6%	6%	3%	4%		
14 - その他変動費用	- Other variable costs	133	180	196	184	171	164	183	173	167	157		
15 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%		
16 限界利益	Marginal Profit	719	977	1,012	833	890	675	932	811	975	768		
17 限界利益率	- Percentage of GMV (after return)	18%	19%	18%	15%	18%	14%	16%	14%	18%	15%		
18 固定費用 計	Fixed costs	573	492	507	530	570	588	628	638	625	711		
19 固定費率	Percentage of GMV (after return)	14%	9%	9%	9%	11%	12%	11%	11%	11%	14%		
20 - 賃料	- Rent	209	145	156	165	195	240	247	249	242	363		
21 -- 倉庫面積	-- Warehouse (m2)	52,543	52,543	52,543	52,543	71,283	71,283	71,283	71,405	71,283	110,225		
22 - 人件費	- Salaries	154	159	160	151	184	170	179	172	203	178		
23 -- 正社員数	-- # of employees (full-time)	123	123	129	123	124	124	131	135	138	126		
24 - TVCM	- TVCM costs	15	27	33	38	32	35	34	27	15	6		
25 - その他固定費用	- Other fixed costs	195	161	158	176	159	143	168	190	165	164		
26 営業利益	EBIT	145	485	504	303	319	87	303	173	350	57		
27 営業利益率	- Percentage of GMV (after return)	4%	9%	9%	5%	6%	2%	5%	3%	6%	1%		
<b>1. ECモール事業</b>													
<b>1. EC mall</b>													
29 取扱高 (返品差引後)	GMV (after return)	3,057	4,326	4,646	4,657	4,006	3,850	4,490	4,547	4,334	4,001		
30 - 返品率	- Return rate (%)	20%	17%	18%	17%	19%	18%	19%	18%	19%	18%		
31 - 成長率	- Growth Rate(%)	-4%	33%	28%	37%	31%	-11%	-3%	-2%	8%	4%		
32 買取比率	Purchase ratio	15%	23%	21%	21%	13%	16%	16%	16%	11%	11%		
33 売上総利益	Gross Profit	1,262	1,780	1,779	1,638	1,567	1,382	1,736	1,593	1,623	1,323		
34 - 売上総利益率	- Gross Profit Ratio(%)	41%	41%	38%	35%	39%	36%	39%	35%	37%	33%		
35 会員数 (千人)	# of membership(K)	3,972	4,165	5,232	5,411	5,591	5,767	5,963	6,812	7,156	7,364		
36 アクティブ会員数 (千人)	# of active users(K)	921	974	1,027	1,079	1,155	1,140	1,137	1,165	1,188	1,158		
37 平均出荷単価 (返品前)	Average basket size (before return)	9,648	8,991	9,967	10,217	9,157	8,406	9,557	9,871	9,356	8,843		
38 平均購入商品数 (返品前)	# of average items (before return)	1.7	1.7	1.7	1.7	1.8	1.8	1.8	1.8	1.8	1.9		
39 平均商品価格 (返品前)	average sold item price	5,597	5,220	5,796	5,850	5,075	4,545	5,339	5,399	5,068	4,717		
40 取扱ブランド数	# of brands	2,546	2,648	2,972	3,426	3,676	3,838	3,969	4,182	3,506	3,632		
<b>1-1. 自社モール</b>													
<b>1-1. Our own E-malls</b>													
42 取扱高 (返品差引後)	GMV (after return)	2,636	3,792	4,036	4,150	3,380	3,271	3,911	3,966	3,673	3,446		
43 - 返品率	- Return rate	22%	18%	20%	18%	22%	19%	20%	20%	21%	20%		
44 - 成長率	- Growth Rate(%)	2%	39%	32%	47%	28%	-14%	-3%	-4%	9%	5%		
45 会員数 (千人)	# of membership(K)	2,999	3,125	4,121	4,234	4,333	4,427	4,552	5,490	5,594	5,714		
46 アクティブ会員数 (千人)	# of active users(K)	624	691	740	783	833	792	788	809	829	812		
47 平均出荷単価 (返品前)	Average basket size (before return)	10,151	9,395	10,496	10,853	9,797	9,026	10,074	10,614	9,955	9,321		
48 平均購入商品数 (返品前)	# of average items	1.8	1.8	1.8	1.8	1.9	2.0	1.9	1.9	2.0	2.0		
49 平均商品価格 (返品前)	average sold item price	5,640	5,223	5,796	5,896	5,053	4,538	5,330	5,487	5,051	4,687		
<b>1-2. 他社モール</b>													
<b>1-2. Stores in other E-malls(LOCOMALL)</b>													
51 取扱高 (返品差引後)	GMV (after return)	421	534	610	507	626	578	578	580	661	554		
52 - 返品率	- Return rate	6%	6%	6%	6%	6%	5%	6%	6%	5%	6%		
53 - 成長率	- Growth Rate(%)	-28%	-1%	6%	-10%	49%	8%	-5%	14%	6%	-4%		
54 会員数 (千人)	# of membership(K)	973	1,040	1,111	1,177	1,258	1,340	1,411	1,482	1,562	1,650		
55 アクティブ会員数 (千人)	# of active users(K)	297	283	287	296	322	348	349	356	359	346		
56 平均出荷単価 (返品前)	Average basket size (before return)	6,477	6,653	7,182	6,589	6,440	5,770	6,791	6,327	6,684	6,425		
57 平均購入商品数 (返品前)	# of average items	1.2	1.3	1.2	1.2	1.2	1.3	1.3	1.3	1.3	1.3		
58 平均商品価格 (返品前)	average sold item price	5,205	5,194	5,799	5,445	5,223	4,593	5,406	4,790	5,189	4,952		
<b>2. Platform事業</b>													
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60 取扱高 (返品差引後)	GMV (after return)	755	818	896	847	922	875	1,151	1,014	1,201	1,140		
61 固定収入	MRR (three months total)	42	49	49	27	46	60	70	62	54	54		
62 - 成長率	- Growth Rate(%)	-20%	19%	4%	8%	22%	7%	29%	20%	30%	30%		
63 売上総利益	Gross Profit	269	304	363	310	379	398	431	383	379	442		
64 - 売上総利益率	- Gross Profit Ratio(%)	36%	37%	41%	37%	41%	46%	37%	38%	32%	39%		
<b>2-1. 自社EC支援事業</b>													
<b>2-1. BOEM (Brand's Official EC Management)</b>													
66 取扱高 (返品差引後)	GMV (after return)	612	690	719	759	780	746	869	842	883	936		
67 - 成長率	- Growth Rate(%)	76%	85%	89%	66%	28%	8%	21%	11%	13%	26%		
<b>2-2. 物流受託事業</b>													
<b>2-2. e-3PL</b>													
69 出荷数 (ピース数)	# of shipped volume	442,540	562,899	592,291	454,688	638,447	639,305	851,579	665,898	916,820	814,765		
70 - 成長率	- Growth Rate(%)	-38%	56%	15%	24%	44%	14%	44%	47%	44%	27%		
<b>2-3. LOCOCHOC</b>													
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72 取扱高 (返品差引後) 定価ベース	GMV (after return)	142	128	177	88	142	128	282	172	318	204		
73 - 成長率	- Growth Rate(%)	-76%	-59%	-63%	-73%	0%	0%	59%	96%	124%	59%		
<b>3. その他事業 (店舗・卸等)</b>													
<b>3. Others</b>													
75 取扱高 (返品差引後)	GMV (after return)	199	91	151	115	118	86	77	74	35	34		
76 - 成長率	- Growth Rate(%)	-	-	-	-	-41%	-6%	-49%	-36%	-70%	-61%		
<b>(ご参考)ブランド事業</b>													
<b>(Reference).Brands</b>													
78 取扱高 (返品差引後) 定価ベース	GMV (after return)	41	777	285	379	111	274	210	171	103	66		
79 - 成長率	- Growth Rate(%)	37%	1843%	367%	336%	171%	-65%	-26%	-55%	-7%	-76%		