

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												
連結 (consolidated)													
1 連結取扱高 (返品差引後)	Consolidated GMV (after return)	4,012	5,236	5,694	5,620	5,048	4,811	5,719	5,637	5,571	5,177	6,333	
2 連結成長率	Growth Rate(%); consolidated basis	-16%	24%	19%	27%	26%	-8%	0%	0%	10%	8%	11%	
3 連結営業利益	Consolidated EBIT	145	485	504	303	319	87	303	173	350	57	378	
単体 (non-consolidated)													
4 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	7,332	
5 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	6,098	
6 成長率	Growth Rate(%)	-3%	33%	26%	35%	26%	-8%	0%	0%	10%	8%	7%	
7 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	2,129	
8 売上総利益率	Percentage of GMV (after return)	38%	40%	38%	35%	39%	37%	38%	35%	36%	34%	35%	
9 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	1,076	
10 変動費率	Percentage of GMV (after return)	20%	21%	20%	20%	21%	23%	22%	21%	18%	19%	18%	
11 - 物流関連変動費用	- Logistics	494	608	645	620	641	647	689	663	668	639	701	
12 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	12%	12%	11%	11%	13%	13%	12%	12%	12%	12%	12%	
13 - 広告関連変動費用	- Promotion	184	318	288	309	243	292	362	327	189	199	200	
14 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	5%	6%	5%	6%	5%	6%	6%	6%	3%	4%	3%	
15 - その他変動費用	- Other variable costs	133	180	196	184	171	164	183	173	167	157	174	
16 -- 取扱高比率 (%)	-- Percentage of GMV (after return)	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	
17 限界利益	Marginal Profit	719	977	1,012	833	890	675	932	811	975	768	1,052	
18 限界利益率	- Percentage of GMV (after return)	18%	19%	18%	15%	18%	14%	16%	14%	18%	15%	17%	
19 固定費用 計	Fixed costs	573	492	507	530	570	588	628	638	625	711	746	
20 固定費率	Percentage of GMV (after return)	14%	9%	9%	9%	11%	12%	11%	11%	11%	14%	12%	
21 - 賃料	- Rent	209	145	156	165	195	240	247	249	242	363	365	
22 -- 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	110,225	
23 - 人件費	- Salaries	154	159	160	151	184	170	179	172	203	178	186	
24 -- 正社員数	-- # of employees (full-time)	123	123	129	123	124	124	131	135	138	126	123	
25 - TVCM	- TVCM costs	15	27	33	38	32	35	34	27	15	6	30	
26 - その他固定費用	- Other fixed costs	195	161	158	176	159	143	168	190	165	164	165	
27 営業利益	EBIT	145	485	504	303	319	87	303	173	350	57	305	
28 営業利益率	- Percentage of GMV (after return)	4%	9%	9%	5%	6%	2%	5%	3%	6%	1%	5%	
1. ECモール事業													
30 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	4,421	
31 - 返品率	- Return rate (%)	20%	17%	18%	17%	19%	18%	19%	18%	19%	18%	20%	
32 - 成長率	- Growth Rate(%)	-4%	33%	28%	37%	31%	-11%	-3%	-2%	8%	4%	-2%	
33 買取比率	Purchase ratio	15%	23%	21%	21%	13%	16%	16%	16%	11%	11%	11%	
34 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	1,579	
35 - 売上総利益率	- Gross Profit Ratio(%)	41%	41%	38%	35%	39%	36%	39%	35%	37%	33%	36%	
36 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	7,470	
37 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	1,135	
38 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	10,443	
39 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	1.8	
40 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	5,730	
41 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	3,344	
1-1. 自社モール													
43 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	3,900	
44 - 返品率	- Return rate	22%	18%	20%	18%	22%	19%	20%	20%	21%	20%	22%	
45 - 成長率	- Growth Rate(%)	2%	39%	32%	47%	28%	-14%	-3%	-4%	9%	5%	0%	
46 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	5,784	
47 アクティブ会員数 (千人)	# of active users(K)	624	691	740	783	833	792	788	809	829	812	796	
48 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	10,907	
49 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	1.9	
50 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	5,709	
1-2. 他社モール													
52 取扱高 (返品差引後)	GMV (after return)	421	534	610	507	626	578	578	580	661	554	521	
53 - 返品率	- Return rate	6%	6%	6%	6%	6%	5%	6%	6%	5%	6%	6%	
54 - 成長率	- Growth Rate(%)	-28%	-1%	6%	-10%	49%	8%	-5%	14%	6%	-4%	-10%	
55 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	1,686	
56 アクティブ会員数 (千人)	# of active users(K)	297	283	287	296	322	348	349	356	359	346	339	
57 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	7,559	
58 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	1.3	
59 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	5,924	
2. Platform事業													
61 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	1,605	
62 固定収入	MRR (three months total)	42	49	49	27	46	60	70	62	54	54	92	
63 - 成長率	- Growth Rate(%)	-20%	19%	4%	8%	22%	7%	29%	20%	30%	30%	39%	
64 売上総利益	Gross Profit	269	304	363	310	379	398	431	383	379	442	550	
65 - 売上総利益率	- Gross Profit Ratio(%)	36%	37%	41%	37%	41%	46%	37%	38%	32%	39%	34%	
2-1. 自社EC支援事業													
67 取扱高 (返品差引後)	GMV (after return)	612	690	719	759	780	746	869	842	883	936	1,274	
68 - 成長率	- Growth Rate(%)	76%	85%	89%	66%	28%	8%	21%	11%	13%	26%	47%	
2-2. 物流受託事業													
70 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	920,958	
71 - 成長率	- Growth Rate(%)	-38%	56%	15%	24%	44%	14%	44%	47%	44%	27%	8%	
2-3. LOCOCHOC													
73 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	331	
74 - 成長率	- Growth Rate(%)	-76%	-59%	-63%	-73%	0%	0%	59%	96%	124%	59%	17%	
3. その他事業 (店舗・卸等)													
76 取扱高 (返品差引後)	GMV (after return)	199	91	151	115	118	86	77	74	35	34	71	
77 - 成長率	- Growth Rate(%)	-	-	-	-	-41%	-6%	-49%	-36%	-70%	-61%	-8%	
(ご参考)ブランド事業													
79 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	87	
80 - 成長率	- Growth Rate(%)	37%	1843%	367%	336%	171%	-65%	-26%	-55%	-7%	-76%	-59%	