

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
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	6,547
2 連結成長率	Growth Rate(%): consolidated basi	-16%	24%	19%	27%	26%	-8%	0%	0%	10%	8%	11%	16%
3 連結営業利益	Consolidated EBIT	145	485	504	303	319	87	303	173	350	57	378	205
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	7,296
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	6,092
6 成長率	Growth Rate(%)	-3%	33%	26%	35%	26%	-8%	0%	0%	10%	8%	7%	8%
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	1,948
8 売上総利益率	Percentage of GMV (after return)	38%	40%	38%	35%	39%	37%	38%	35%	36%	34%	35%	32%
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	1,085
10 変動費率	Percentage of GMV (after return)	20%	21%	20%	20%	21%	23%	22%	21%	18%	19%	18%	18%
11 - 物流関連変動費用	- Logistics	494	608	645	620	641	647	689	663	668	639	701	700
12 - - 取扱高比率 (%)	- - Percentage of GMV (after ret	12%	12%	11%	11%	13%	13%	12%	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	205
14 - - 取扱高比率 (%)	- - Percentage of GMV (after ret	5%	6%	5%	6%	5%	6%	6%	6%	3%	4%	3%	3%
15 - その他変動費用	- Other variable costs	133	180	196	184	171	164	183	173	167	157	174	179
16 - - 取扱高比率 (%)	- - Percentage of GMV (after ret	3%	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	863
18 限界利益率	- Percentage of GMV (after retur	18%	19%	18%	15%	18%	14%	16%	14%	18%	15%	17%	14%
19 固定費用 計	Fixed costs	573	492	507	530	570	588	628	638	625	711	746	721
20 固定費率	Percentage of GMV (after return)	14%	9%	9%	9%	11%	12%	11%	11%	11%	14%	12%	12%
21 - 賃料	- Rent	209	145	156	165	195	240	247	249	242	363	365	366
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	110,225
23 - 人件費	- Salaries	154	159	160	151	184	170	179	172	203	178	186	192
24 - - 正社員数	- - # of employees (full-time)	123	123	129	123	124	124	131	135	138	126	123	119
25 - TVCM	- TVCM costs	15	27	33	38	32	35	34	27	15	6	30	4
26 - その他固定費用	- Other fixed costs	195	161	158	176	159	143	168	190	165	164	165	159
27 営業利益	EBIT	145	485	504	303	319	87	303	173	350	57	305	141
28 営業利益率	- Percentage of GMV (after retur	4%	9%	9%	5%	6%	2%	5%	3%	6%	1%	5%	2%
29 1. ECモール事業	1. EC mall												
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	4,405
31 - 返品率	- Return rate (%)	20%	17%	18%	17%	19%	18%	19%	18%	19%	18%	20%	20%
32 - 成長率	- Growth Rate(%)	-4%	33%	28%	37%	31%	-11%	-3%	-2%	8%	4%	-2%	-3%
33 買取比率	Purchase ratio	15%	23%	21%	21%	13%	16%	16%	16%	11%	11%	11%	12%
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	1,377
35 - 売上総利益率	- Gross Profit Ratio(%)	41%	41%	38%	35%	39%	36%	39%	35%	37%	33%	36%	31%
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	7,625
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	1,096
38 平均出荷単価 (返品前)	Average basket size (before retur	9,648	8,991	9,967	10,217	9,157	8,406	9,557	9,871	9,356	8,843	10,443	10,240
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	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	5,716
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	3,361
42 1-1. 自社モール	1-1. Our own E-malls												
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	3,947
44 - 返品率	- Return rate (%)	22%	18%	20%	18%	22%	19%	20%	20%	21%	20%	22%	21%
45 - 成長率	- Growth Rate(%)	2%	39%	32%	47%	28%	-14%	-3%	-4%	9%	5%	0%	-1%
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	5,891
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	783
48 平均出荷単価 (返品前)	Average basket size (before retur	10,151	9,395	10,496	10,853	9,797	9,026	10,074	10,614	9,955	9,321	10,907	10,593
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	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	5,685
51 1-2. 他社モール	1-2. Stores in other E-malls(LOCOMALL)												
52 取扱高 (返品差引後)	GMV (after return)	421	534	610	507	626	578	578	580	661	554	521	458
53 - 返品率	- Return rate (%)	6%	6%	6%	6%	6%	5%	6%	6%	5%	6%	6%	7%
54 - 成長率	- Growth Rate(%)	-28%	-1%	6%	-10%	49%	8%	-5%	14%	6%	-4%	-10%	-21%
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	1,734
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	313
57 平均出荷単価 (返品前)	Average basket size (before retur	6,477	6,653	7,182	6,589	6,440	5,770	6,791	6,327	6,684	6,425	7,559	7,658
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	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	6,049
60 2. Platform事業	2. Platform												
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	1,682
62 固定収入	MRR (three months total)	42	49	49	27	46	60	70	62	54	54	92	112
63 - 成長率	- Growth Rate(%)	-20%	19%	4%	8%	22%	7%	29%	20%	30%	30%	39%	66%
64 売上総利益	Gross Profit	269	304	363	310	379	398	431	383	379	442	550	571
65 - 売上総利益率	- Gross Profit Ratio(%)	36%	37%	41%	37%	41%	46%	37%	38%	32%	39%	34%	34%
66 2-1. 自社EC支援事業	2-1. BOEM (Brand's Official EC Management)												
67 取扱高 (返品差引後)	GMV (after return)	612	690	719	759	780	746	869	842	883	936	1,274	1,473
68 - 成長率	- Growth Rate(%)	76%	85%	89%	66%	28%	8%	21%	11%	13%	26%	47%	75%
69 2-2. 物流受託事業	2-2. e-3PL												
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	818,314
71 - 成長率	- Growth Rate(%)	-38%	56%	15%	24%	44%	14%	44%	47%	44%	27%	8%	23%
72 2-3. LOCOCHOC	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	209
74 - 成長率	- Growth Rate(%)	-76%	-59%	-63%	-73%	0%	0%	59%	96%	124%	59%	17%	22%
75 3. その他事業 (店舗・卸等)	3. Others												
76 取扱高 (返品差引後)	GMV (after return)	199	91	151	115	118	86	77	74	35	34	71	4
77 - 成長率	- Growth Rate(%)	-	-	-	-	-41%	-6%	-49%	-36%	-70%	-61%	-8%	-95%

\* 第30まで掲載していた「(ご参考)ブランド事業」の数値は、全体に占める割合が大きく減少する中、かつ単体でありリーボックを含まない数値であることから削除