

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)				Fiscal Year: 2020 (2021/2)				
		10	20	30	40	10	20	30	40	10	20	30	40	10	20	30	40	10	20	30	40	10	20	30	40	10	20	30	40	
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		
2	連結成長率	Growth (%) : consolidated basis	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	18%	16%	-16%	24%		
3	連結営業利益	Consolidated EBIT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-222	-333	-170	-160	141	106	145	485		
単体 (non-consolidated)																														
4	取扱高 (返品差引前)	GMV (before return)	n/a	n/a	n/a	n/a	2,255	2,151	2,481	2,453	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		
5	取扱高 (返品差引後)	GMV (after return)	1,169	1,131	1,235	1,527	1,493	1,432	1,681	1,897	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		
6	成長率	Growth (%)	-	-	-	-	28%	27%	36%	24%	37%	24%	20%	15%	13%	27%	23%	13%	32%	40%	53%	44%	36%	24%	19%	19%	-3%	33%		
7	売上総利益	Gross Profit	328	332	374	411	449	411	488	515	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		
8	売上総利益率	Percentage of GMV (after return)	28%	29%	30%	27%	30%	29%	29%	27%	28%	30%	33%	30%	34%	30%	36%	38%	38%	37%	39%	36%	36%	37%	37%	34%	38%	40%		
9	変動費用 計	Variable costs	283	343	347	422	354	314	290	299	346	282	347	381	429	422	480	538	760	824	959	912	994	1,017	1,045	882	812	1,107		
10	変動費率	Percentage of GMV (after return)	24%	30%	28%	28%	24%	22%	17%	16%	17%	16%	17%	18%	19%	19%	19%	22%	25%	26%	25%	26%	24%	26%	23%	21%	20%	21%		
11	- 物流関連変動費用	- Logistics	104	123	125	133	139	151	155	159	181	154	172	187	213	204	210	261	336	424	497	456	516	532	556	534	494	608		
12	- 取扱高比率 (%)	- Percentage of GMV (after re	9%	11%	10%	9%	9%	11%	9%	8%	9%	9%	9%	9%	9%	9%	9%	11%	11%	13%	13%	13%	13%	14%	12%	13%	12%	12%		
13	- 広告関連変動費用	- Promotion	142	183	182	245	171	118	77	81	102	71	109	121	128	128	169	175	298	267	320	318	346	343	339	206	184	318		
14	- 取扱高比率 (%)	- Percentage of GMV (after re	12%	16%	15%	16%	12%	8%	5%	4%	5%	4%	5%	6%	6%	6%	7%	7%	10%	8%	8%	9%	8%	9%	8%	5%	5%	6%		
15	- その他変動費用	- Other variable costs	36	36	39	43	44	45	57	58	63	56	65	71	87	89	100	101	124	132	141	137	131	141	149	142	133	180		
16	- 取扱高比率 (%)	- Percentage of GMV (after re	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	3%	4%	3%	3%	3%	3%		
17	限界利益	Contribution Margin	44	-11	27	-11	94	96	198	216	228	256	314	280	340	267	419	389	380	356	514	346	480	450	607	517	719	977		
18	限界利益率	- Percentage of GMV (after retu	4%	-1%	2%	-1%	6%	7%	12%	11%	11%	14%	16%	13%	15%	12%	17%	16%	13%	11%	14%	10%	12%	11%	14%	12%	18%	19%		
19	固定費用 計	Fixed costs	135	138	212	196	177	190	209	237	201	209	230	245	301	243	279	266	612	548	762	578	719	575	506	411	573	492		
20	固定費率	Percentage of GMV (after return)	12%	12%	17%	13%	12%	13%	12%	13%	10%	12%	11%	11%	13%	11%	11%	11%	20%	17%	20%	16%	18%	15%	11%	10%	14%	9%		
21	- 賃料	- Rent	24	27	39	52	57	57	77	77	77	77	90	90	74	86	113	113	113	114	124	126	128	130	127	102	209	145		
22	- 倉庫面積	- Warehouse (m2)	4,873	6,925	8,940	11,939	11,939	11,939	15,923	15,923	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		
23	- 人件費	- Salaries	77	78	77	76	82	84	83	85	85	86	89	91	88	94	101	81	95	105	102	104	113	138	123	106	154	159		
24	- 正社員数	- # of employees (full-time)	72	72	72	72	72	69	68	68	72	74	70	67	81	81	80	80	80	77	76	74	78	90	78	95	123	123		
25	- TVCM	- TVCM costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	300	234	416	239	362	149	102	49	15	27		
26	- その他固定費用	- Other fixed costs	34	33	96	68	38	49	49	75	39	46	51	64	139	63	65	72	104	95	120	109	116	160	154	154	195	161		
27	営業利益	EBIT	-90	-150	-184	-207	-83	-93	-10	-20	26	47	84	35	38	24	140	123	-231	-192	-248	-231	-238	-125	100	105	145	485		
28	営業利益率	- Percentage of GMV (after retu	-8%	-13%	-15%	-14%	-6%	-7%	-1%	-1%	1%	3%	4%	2%	2%	1%	6%	5%	-8%	-6%	-7%	-7%	-6%	-3%	2%	3%	4%	9%		
29	1. ECモール事業	1. E-commerce																												
30	取扱高 (返品差引前)	GMV (before return)	1,431	1,456	1,670	1,785	1,857	1,796	2,021	1,721	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		
31	取扱高 (返品差引後)	GMV (after return)	924	923	1,020	1,102	1,110	1,093	1,239	1,187	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		
32	- 返品率	- Return rate (%)	36%	37%	39%	38%	40%	39%	39%	31%	31%	28%	28%	25%	26%	25%	25%	24%	24%	23%	24%	25%	24%	23%	23%	22%	20%	17%		
33	- 成長率	- Growth (%)	-	-	-	-	20%	18%	21%	8%	18%	13%	27%	42%	35%	37%	22%	14%	41%	53%	62%	48%	28%	26%	17%	20%	-4%	33%		
34	売上総利益	Gross Profit	304	309	352	378	413	366	415	418	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		
35	- 売上総利益率	- Gross Profit (%)	33%	34%	35%	34%	37%	34%	34%	35%	36%	36%	37%	34%	37%	34%	40%	37%	40%	38%	38%	37%	39%	38%	39%	35%	41%	41%		
36	会員数	# of membership	-	572	621	672	724	776	835	904	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		
37	アクティブ会員数	# of active users	443	226	242	254	264	271	285	312	341	366	388	421	449	489	510	517	545	606	670	746	801	869	905	930	921	974		
38	平均出荷単価 (返品前)	Average basket size (before retu	12,071	9,909	12,654	12,313	12,061	10,576	12,454	10,462	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		
39	平均購入商品数 (返品前)	# of average items (before retur	1.5	1.6	1.5	1.6	1.6	1.7	1.7	1.5	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		
40	平均商品価格 (返品前)	average sold item price	7,881	6,314	8,202	7,815	7,420	6,260	7,407	6,880	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		
41	取扱ブランド数	# of brands	-	-	-	-	1,019	1,064	1,278	1,335	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		
42	1-1. LOCONDO.jp	1-1. LOCONDO.jp																												
43	取扱高 (返品差引前)	GMV (before return)	1,431	1,456	1,670	1,785	1,857	1,767	1,800	1,483	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		
44	取扱高 (返品差引後)	GMV (after return)	924	923	1,020	1,102	1,110	1,067	1,052	984	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		
45	- 返品率	- Return rate	36%	37%	39%	38%	40%	40%	42%	34%	34%	32%	33%	30%	30%	29%	29%	27%	27%	26%	26%	27%	26%	25%	25%	25%	22%	18%		
46	- 成長率	- Growth (%)	-	-	-	-	20%	16%	3%	-11%	-3%	-11%	11%	25%	24%	37%	29%	22%	51%	65%	72%	57%	28%	27%	19%	20%	2%	39%		
47	会員数	# of membership	1,587	572	621	672	724	772	804	842	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		
48	アクティブ会員数	# of active users	443	226	242	254	264	271	266	260	256	246	243	251	257	275	289	304	332	386	439	497	536	578	605	624	624	691		
49	平均出荷単価 (返品前)	Average basket size (before retu	12,071	9,909	12,654	12,313	12,061	10,665	13,486	11,344	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		
50	平均購入商品数 (返品前)	# of average items	1.5	1.6	1.5	1.6	1.6	1.7	1.8	1.6</																				