

| 1 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) | | | | |
|----------------------|-------------------------------------|----------------------------|-------|--------|--------|----------------------------|--------|--------|--------|----------------------------|--------|--------|--------|----------------------------|--------|--------|--------|----------------------------|--------|----|----|--|
| 2 百万円 | Million JPY | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | |
| 3 事業計 | Total | | | | | | | | | | | | | | | | | | | | | |
| 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 | | | |
| 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 | | | |
| 6 成長率 | Growth (%) | - | - | - | - | 28% | 27% | 36% | 24% | 37% | 24% | 20% | 15% | 13% | 27% | 23% | 13% | 32% | 40% | | | |
| 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 | | | |
| 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% | | | |
| 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 | | | |
| 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% | | | |
| 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 | | | |
| 12 -- 取扱高比率 (%) | -- Percentage of GMV (after return) | 9% | 11% | 10% | 9% | 9% | 11% | 9% | 8% | 9% | 9% | 8% | 9% | 9% | 9% | 8% | 11% | 11% | 13% | | | |
| 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 | | | |
| 14 -- 取扱高比率 (%) | -- Percentage of GMV (after return) | 12% | 16% | 15% | 16% | 11% | 8% | 5% | 4% | 5% | 4% | 5% | 6% | 6% | 6% | 7% | 7% | 10% | 8% | | | |
| 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 | | | |
| 16 -- 取扱高比率 (%) | -- Percentage of GMV (after return) | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 4% | 4% | 4% | 4% | 4% | 4% | | | |
| 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 | | | |
| 18 限界利益率 | - Percentage of GMV (after return) | 4% | -1% | 2% | -1% | 6% | 7% | 12% | 11% | 11% | 14% | 16% | 13% | 15% | 12% | 17% | 16% | 13% | 11% | | | |
| 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 | | | |
| 20 固定費率 | Percentage of GMV (after return) | 12% | 12% | 17% | 13% | 12% | 13% | 12% | 12% | 10% | 12% | 11% | 11% | 13% | 11% | 11% | 11% | 20% | 17% | | | |
| 21 - 賃料 | - Rent | 24 | 27 | 39 | 52 | 57 | 57 | 77 | 77 | 77 | 77 | 90 | 90 | 74 | 86 | 113 | 113 | 113 | 114 | | | |
| 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 | | | |
| 23 - 人件費 | - Salaries | 77 | 78 | 77 | 76 | 82 | 84 | 83 | 85 | 85 | 86 | 89 | 91 | 88 | 94 | 101 | 81 | 95 | 105 | | | |
| 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 | | | |
| 25 - TVCM | - TVCM costs | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 300 | 234 | | | |
| 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 | | | |
| 27 営業利益 | EBIT | -90 | -150 | -184 | -207 | -83 | -93 | -10 | -20 | 26 | 47 | 84 | 35 | 38 | 24 | 140 | 123 | -231 | -192 | | | |
| 28 営業利益率 | - Percentage of GMV (after return) | -8% | -13% | -15% | -14% | -6% | -7% | -1% | -1% | 1% | 3% | 4% | 2% | 2% | 1% | 6% | 5% | -8% | -6% | | | |
| 29 1. EC事業 (MANGO含む) | 1. E-commerce (incl. MANGO) | | | | | | | | | | | | | | | | | | | | | |
| 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 | | | |
| 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 | | | |
| 32 - 返品率 | - Return rate (%) | 36% | 37% | 39% | 38% | 40% | 39% | 39% | 31% | 31% | 28% | 28% | 25% | 26% | 25% | 25% | 23.7% | 24% | 23% | | | |
| 33 - 成長率 | - Growth (%) | | | | | 20% | 18% | 21% | 8% | 18% | 13% | 27% | 42% | 35% | 37% | 22% | 14% | 41% | 53% | | | |
| 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 | | | |
| 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% | | | |
| 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 | | | |
| 37 アクティブ会員数 | # of active users | 278 | 226 | 242 | 254 | 264 | 271 | 285 | 312 | 341 | 366 | 388 | 421 | 449 | 489 | 510 | 517 | 545 | 606 | | | |
| 38 平均バスケット単価 (返品前) | Average basket size (before return) | 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 | | | |
| 39 平均購入アイテム数 (返品前) | # of average items (before return) | 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 | | | |
| 40 平均アイテム価格 (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 | | | |
| 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 | | | |
| 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 | | | |
| 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 | | | |
| 45 - 返品率 | - Return rate | 36% | 37% | 39% | 38% | 40% | 40% | 42% | 34% | 34% | 32% | 33% | 30% | 30% | 29% | 29% | 27% | 27% | 26% | | | |
| 46 - 成長率 | - Growth (%) | - | - | - | - | 20% | 16% | 3% | -11% | -3% | -11% | 11% | 25% | 24% | 37% | 29% | 22% | 51% | 65% | | | |
| 47 会員数 | # of membership | 1,082 | 572 | 621 | 672 | 724 | 772 | 804 | 842 | 873 | 905 | 937 | 981 | 1,025 | 1,074 | 1,118 | 1,170 | 1,312 | 1,440 | | | |
| 48 アクティブ会員数 | # of active users | 278 | 226 | 242 | 254 | 264 | 271 | 266 | 260 | 256 | 246 | 243 | 251 | 257 | 275 | 289 | 304 | 332 | 386 | | | |
| 49 平均バスケット単価 (返品前) | Average basket size (before return) | 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 | | | |
| 50 平均購入アイテム数 (返品前) | # of average items | 1.5 | 1.6 | 1.5 | 1.6 | 1.6 | 1.7 | 1.8 | 1.6 | 1.7 | 1.8 | 1.8 | 1.8 | 1.9 | 1.9 | 1.7 | 1.7 | 1.7 | 1.8 | | | |
| 51 平均アイテム価格 (返品前) | average sold item price | 7,881 | 6,314 | 8,202 | 7,815 | 7,420 | 6,277 | 7,620 | 7,137 | 7,054 | 5,966 | 7,185 | 6,553 | 6,093 | 5,498 | 6,870 | 6,314 | 6,264 | 5,214 | | | |

| 1 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) | | | | |
|----------------------------|--|----------------------------|-----|-----|-----|----------------------------|-------|-------|-------|----------------------------|--------|--------|--------|----------------------------|--------|--------|--------|----------------------------|---------|----|----|--|
| 2 百万円 | Million JPY | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | |
| 52 1-2. LOCOMALL | 1-2. LOCOMALL | | | | | | | | | | | | | | | | | | | | | |
| 53 取扱高 (返品差引前) | GMV (before return) | - | - | - | - | - | 29 | 220 | 237 | 268 | 306 | 442 | 484 | 463 | 412 | 448 | 452 | 497 | 477 | | | |
| 54 取扱高 (返品差引後) | GMV (after return) | - | - | - | - | - | 26 | 186 | 202 | 233 | 279 | 404 | 450 | 432 | 385 | 414 | 420 | 463 | 445 | | | |
| 55 - 返品率 | - Return rate | - | - | - | - | - | 9% | 16% | 15% | 13% | 9% | 9% | 7% | 7% | 7% | 8% | 7.1% | 7% | 7% | | | |
| 56 - 成長率 | - Growth (%) | - | - | - | - | - | - | - | - | - | 947% | 117% | 122% | 86% | 38% | 3% | -7% | 7% | 16% | | | |
| 57 会員数 | # of membership | - | - | - | - | - | 4 | 31 | 62 | 95 | 132 | 180 | 234 | 288 | 337 | 381 | 479 | 480 | 537 | | | |
| 58 アクティブ会員数 | # of active users | - | - | - | - | - | - | 19 | 52 | 85 | 120 | 145 | 170 | 192 | 214 | 221 | 213 | 213 | 220 | | | |
| 59 平均バスケット単価 (返品前) | Average basket size (before return) | - | - | - | - | - | 7,138 | 7,617 | 6,972 | 7,264 | 7,307 | 8,139 | 7,800 | 7,267 | 6,954 | 8,234 | 8,129 | 7,569 | 6,646 | | | |
| 60 平均購入アイテム数 (返品前) | # of average items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.3 | 1.3 | 1.3 | 1.3 | 1.3 | 1.3 | 1.3 | 1.4 | 1.4 | 1.4 | 1.3 | 1.3 | 1.3 | | | |
| 61 平均アイテム価格 (返品前) | average sold item price | - | - | - | - | - | 5,444 | 6,013 | 5,585 | 5,676 | 5,475 | 6,106 | 5,881 | 5,253 | 5,021 | 6,102 | 6,271 | 5,838 | 5,052 | | | |
| 62 2. Platform事業 (MANGO含む) | 2. Platform (incl. MANGO) | | | | | | | | | | | | | | | | | | | | | |
| 63 取扱高 (返品差引前) | GMV (before return) | n/a | n/a | n/a | n/a | 398 | 355 | 460 | 732 | 748 | 561 | 463 | 507 | 544 | 589 | 578 | 548 | 564 | 607 | | | |
| 64 取扱高 (返品差引後) | GMV (after return) | 245 | 208 | 215 | 425 | 383 | 339 | 442 | 710 | 728 | 548 | 454 | 496 | 529 | 576 | 561 | 533 | 543 | 583 | | | |
| 65 - 返品率 | - Return rate (%) | n/a | n/a | n/a | n/a | 4% | 5% | 4% | 3% | 3% | 2% | 2% | 2% | 3% | 2% | 3% | 3% | 4% | 4% | | | |
| 66 - 成長率 | - Growth (%) | - | - | - | - | 56% | 63% | 106% | 67% | 90% | 62% | 3% | -30% | -27% | 5% | 24% | 8% | 3% | 1% | | | |
| 67 売上総利益 | Gross Profit | 24 | 23 | 22 | 33 | 36 | 45 | 73 | 97 | 103 | 97 | 77 | 87 | 116 | 110 | 130 | 222 | 151 | 198 | | | |
| 68 - 売上総利益率 | - Gross Profit (%) | 10% | 11% | 10% | 8% | 9% | 13% | 17% | 14% | 14% | 18% | 17% | 18% | 22% | 19% | 23% | 42% | 28% | 34% | | | |
| 69 2-1. 自社EC支援事業 | 2-1. BOEM (Brand's Official EC Management) | | | | | | | | | | | | | | | | | | | | | |
| 70 取扱高 (返品差引後) | GMV (after return) | 245 | 208 | 215 | 425 | 382 | 332 | 399 | 626 | 512 | 299 | 200 | 240 | 206 | 232 | 260 | 285 | 306 | 364 | | | |
| 71 - 成長率 | - Growth (%) | - | - | - | - | 56% | 60% | 86% | 47% | 34% | -10% | -50% | -62% | -60% | -22% | 30% | 19% | 49% | 57% | | | |
| 72 2-2. 物流受託事業 | 2-2. e-3PL | | | | | | | | | | | | | | | | | | | | | |
| 73 出荷数 (ピース数) | # of shipped volume | - | - | - | - | - | - | - | - | 2,610 | 23,677 | 28,013 | 16,669 | 29,718 | 63,029 | 93,308 | 82,902 | 133,981 | 394,195 | | | |
| 74 - 成長率 | - Growth (%) | - | - | - | - | - | - | - | - | - | - | - | - | 1039% | 166% | 233% | 397% | 351% | 525% | | | |
| 75 2-3. LOCOCHOC | 2-3. LOCOCHOC | | | | | | | | | | | | | | | | | | | | | |
| 76 取扱高 (返品差引後) 定価ベース | GMV (after return) | - | - | - | - | - | 6 | 42 | 83 | 215 | 248 | 253 | 255 | 305 | 317 | 281 | 228 | 223 | 205 | | | |
| 77 - 成長率 | - Growth (%) | - | - | - | - | - | - | - | - | - | 4033% | 502% | 207% | 42% | 28% | 11% | -11% | -27% | -35% | | | |
| 78 2-4. その他Platform事業 | 2-4. Others | | | | | | | | | | | | | | | | | | | | | |
| 79 取扱高 (返品差引後) | GMV (after return) | - | - | - | - | - | - | - | - | - | - | - | - | 18 | 26 | 19 | 20 | 13 | 14 | | | |
| 80 - 成長率 | - Growth (%) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | -28% | -46% | | | |