

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)			
2	百万円	Million JPY	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
3	<b>事業計</b>	<b>Total</b>																
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	
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	
6	成長率	- Growth (%)	-	-	-	-	28%	27%	36%	24%	37%	24%	20%	15%	13%	27%	23%	
7	売上総利益	Gross Profit	328	332	374	411	449	411	488	515	574	539	662	661	770	689	900	
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%	
9	限界利益	Contribution Margin	44	-11	27	-11	94	96	198	216	228	256	314	280	340	267	419	
10	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%	
11	固定費用 計	Fixed costs	135	138	212	196	177	190	209	237	201	209	230	245	301	243	279	
12	- 賃料	- Rent	24	27	39	52	57	57	77	77	77	77	90	90	74	86	113	
13	-- 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	
14	- 人件費	- Salaries	77	78	77	76	82	84	83	85	85	86	89	91	88	94	101	
15	-- 正社員数	-- # of employees (full-time)	72	72	72	72	72	69	68	68	72	74	70	67	81	81	80	
16	- 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	
17	調整後営業利益 (non-GAAP)	EBIT (non-GAAP)	-90	-150	-184	-207	-83	-93	-10	-20	26	47	84	35	109	24	140	
18	非経常項目 (特別経費)	Non-recurring items	-	-	-	-	-	-	-	-	-	-	-	-	70	-	-	
19	営業利益	EBIT	-90	-150	-184	-207	-83	-93	-10	-20	26	47	84	35	38	24	140	
20	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%	
21	<b>1. EC事業 (MANGO含む)</b>	<b>1. E-commerce (incl. MANGO)</b>																
22	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	
23	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	
24	- 返品率	- Return rate (%)	36%	37%	39%	38%	40%	39%	39%	31%	31%	28%	28%	25%	26%	25%	25%	
25	- 成長率	- Growth (%)					20%	18%	21%	8%	18%	13%	27%	42%	35%	37%	22%	
26	売上総利益	Gross Profit	304	309	352	378	413	366	415	418	471	442	585	574	654	579	770	
27	- 売上総利益率	- Gross Profit (%)	33%	34%	35%	34%	37%	34%	34%	35%	36%	36%	37%	34%	37%	34%	40%	
28	変動費用 計	Variable costs	283	343	347	422	326	289	259	248	291	242	313	343	371	361	415	
29	- 物流関連変動費用	- Logistics	104	123	125	133	121	134	134	124	139	122	143	156	178	169	175	
30	-- 売上高比率 (%)	- Percentage of GMV (after return)	11%	13%	12%	12%	11%	12%	11%	10%	11%	10%	9%	9%	10%	10%	9%	
31	- 広告関連変動費用	- Promotion	142	183	182	245	171	118	77	81	102	71	109	121	127	128	169	
32	-- 売上高比率 (%)	- Percentage of GMV (after return)	15%	20%	18%	22%	15%	11%	6%	7%	8%	6%	7%	7%	7%	8%	9%	
33	- その他変動費用	- Other variable costs	37	37	40	44	34	37	48	43	50	49	61	66	66	64	71	
34	限界利益	Contribution Margin	21	-34	5	-44	87	77	156	170	180	200	272	231	283	218	355	
35	- 限界利益率	- Percentage of GMV (after return)	2%	-4%	1%	-4%	8%	7%	13%	14%	14%	16%	17%	14%	16%	13%	19%	
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	
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	
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	
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	
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	
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	
42	<b>1-1. LOCONDO.jp</b>	<b>1-1. LOCONDO.jp</b>																
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	
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	
45	- 返品率	- Return rate	36%	37%	39%	38%	40%	40%	42%	34%	34%	32%	33%	30%	30%	29%	29%	
46	- 成長率	- Growth (%)	-	-	-	-	20%	16%	3%	-11%	-3%	-11%	11%	25%	24%	37%	29%	
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	
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	
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	
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	
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	

