株式会社ロコンド	LOCONDO, Inc	11000	al Year: 2	2016 (2017/	_/	Fisca	Year: 20	017 (2018/	-/	Fisca	i rour L	018 (2019/	2)		ıl Year: 2	2019 (2020/2)			2020 (2021/2)	10			021 (2022/2)
<u>  目力円</u> 連結 (consolidated)	Milllion JPY	1Q	<u> 2</u> Q	<b>ડ</b> િં	4Q	IQ	20	ડેપ્	40	IQ	2Q	3W	4Q	1Q	20	30   40	1Q	2Q	<u>ડે</u> પ્   '	4Q	1Q	2Q	30 40
1 連結取扱高(返品差引後)	Consolidated GMV (after return)	_	-	-	-	_	-	-	- 1	-	-	4, 065	3, 820	4, 801	4, 220	4, 797 4, 4	31 4, 012	5, 236	5, 694	5, 620	5, 048	4, 811	5, 719 5, 63
2 連結成長率	Growth Rate(%); consolidated basi	-	_	-	_	-	-	-	-	_	-	-	-	-	-	18% 1	, ,	24%	,,,	27%	26%	-8%	0% 0
3 連結営業利益 単体 (non-consolidated)	Consolidated EBIT		_	_		_	_	_		_	_	-222	-333	-170	-160	141 1	06 145	485	504	303	319	87	303 17
4 取扱高(返品差引前)	IGMV (before return)	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. 1	74 4 828	6, 155	6 771	6, 637	6. 075	5. 686	6, 810 6, 73
5 取扱高(返品差引後)	GMV (after return)	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, 1		5, 236	•,	5, 620	5, 048	4, 811	5, 719 5, 63
6 成長率	Growth_Rate(%)	37%	24%	20%	15%	13%	27%	23%	13%	32%	40%	53%	44%	36%	24%		9% -3%	33%	26%	35%	26%	-8%	0% C
7 売上総利益	Gross Profit	574	539	662	661	770	689	900	928	1, 141	1, 180	1, 474	1, 259	1, 475	1, 468	1, 653 1, 4		2, 084	2, 142	1, 948	1, 946	1, 780	2, 167 1, 97
8 売上総利益率 9 変動費用 計	Percentage of GMV (after return) Variable costs	28% 346	30% 282	33% 347	30% 381	34% 429	30% 422	36% 480	38% 538	38% 760	37% 824	39% 959	36% 912	36% 994	37% 1 017	0.70	4% 38% 82 812	40% 1 107	38% 1. 130	35% 1. 114	39% 1. 056	37% 1. 104	38% 35 1, 235 1, 16
10 変動費率	Percentage of GMV (after return)	17%	16%	17%	18%	19%	19%	19%	22%	25%	26%	25%	26%	24%	26%	/	1% 20%	21%	20%	20%	21%	23%	22% 21
11 - 物流関連変動費用	- Logistics	181	154	172	187	213	204	210	261	336	424	497	456	516	532		34 494	608	645	620	641	647	689 66
12 - 取扱高比率 (%)	Percentage of GMV (after ret	9%	9%	9%	9%	9%	9%	9%	11%	11%	13%	13%	13%	13%	14%	12% 1		12%	11%	11%	13%	13%	12% 12
13  - 広告関連変動費用   14  取扱高比率(%)	- Promotion Percentage of GMV (after ret	102	/ I	109 5%	121 6%	128 6%	128	169 70/	175	298 10%	267 8%	320 8%	318	346	343 9%	339 2	06 184 5% 5%	318 6%	288 5%	309	243 5%	292 6%	362 32 6% 6
14  <del>収扱同比学(M)                                    </del>	- Other variable costs	63	56	65	71	87	89	100	101	124	132	141	137	131	141	149 1	42 133	180	196	184		164	183 17
16 - 取扱高比率(%)	Percentage of GMV (after ret	3%	3%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	3%	4%	3%	3% 3%	3%	3%	3%	3%	3%	3% 3
17 限界利益	Marginal Profit	228	256	314	280	340	267	419	389	380	356	514	346	480	450	001 0	17 719	977	1, 012	833	890	675	932 81
18 限界利益率	- Percentage of GMV (after retur	11%	14%	16%	13%	15%	12%	17%	16%	13%	11%	14%	10%	12%	11%	/v	2% 18%	19%	18%	15%	18%	14%	16% 14
19 固定費用 計 20 固定費率	Percentage of GMV (after return)	201 10%	209 12%	230 11%	245 11%	301 13%	243 11%	279 11%	266 11%	612 20%	548 17%	762 20%	578 16%	719 18%	575 15%		11 573 0% 14%	492 9%	507 9%	530	570 11%	588 12%	628 63 11% 11
<u>20 回定貨<del>率</del></u>   21  - 賃料	- Rent	77	77	90	90	74	86	113	113	113	114	124	126	128	130	127 1	- /6	145	9% 156	165	195	240	247 24
22 倉庫面積	Warehouse (m2)	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, 3		1 10	52, 543 5	52, 543	71, 283	71, 283	71, 283 71, 40
23 - 人件費	- Salaries	85	86	89	91	88	94	101	81	95	105	102	104	113	136	123 1	06 154	159		151	184	170	179 17
24 - 正社員数	# of employees (full-time)	72	74	70	67	81	81	80	80	80	77	76	74	78	90	78	95 123	123	129	123 38	124	124	131 13
<u>25 - TVCM</u>   26 - その他固定費用	- TVCM costs - Other fixed costs	30	46	 51	- 64	139	63	65	72	300 104	234 95	416 120	239 109	362 116	149 160	102 154 1	49 15 54 195	27 161	33 158	176	32 159	35 143	34 <u>2</u> 168 19
27 営業利益	EBIT	26	47	84	35	38	24	140	123	-231	-192	-248	-231	-238	-125		05 145	101	100	303	319	87	303 17
28 営業利益率	- Percentage of GMV (after retur	1%	3%	4%	2%	2%	1%	6%	5%	-8%	-6%	<del>-7</del> %	<del>-7</del> %	-6%	-3%	2%	3% 4%	9%	9%	5%	6%	2%	5% 3
29 1. ECモール事業	1. EC mall		. =::																=			4 ===	
30 取扱高(返品差引前)	GMV (before return)	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, 3		5, 202		5, 627	4, 973	4, 670	5, 509 5, 56
31 取扱高(返品差引後) 32 - 返品率	GMV (after return) - Return rate (%)	1, 313 31%	1, 232 28%	1, 570 28%	1, 679 25%	1, 771 26%	1, 691 25%	1, 918 25%	1, 914 24%	2, 488 24%	2, 594 23%	3, 115 24%	2, 839 25%	3, 178 24%	3, 261 23%	3, 645 3, 3 23% 2	_	4, 326 17%	4, 646 18%	4, 657 17%	4, 006 19%	3, 850 18%	4, 490 4, 54 19% 18
33 - 成長率	- Growth Rate (%)	18%	13%	27%	42%	35%	37%	22%	14%	41%	53%	62%	48%	28%	26%	17% 2	_ /•	33%	28%	37%	31%	-11%	-3% -2
34 売上総利益	Gross Profit	471	442	585	574	654	579	770	706	990	982	1, 194	1, 037	1, 246	1, 250	1, 409 1, 1	85 1, 262	1, 780	1, 779	1, 638	1, 567	1, 382	1, 736 1, 59
35 - 売上総利益率	- Gross Profit Ratio(%)	36%	36%	37%	34%	37%	34%	40%	37%	40%	38%	38%	37%	39%	38%	39% 3	5% 41%	41%	38%	35%	39%	36%	39% 35
36 会員数 (千人) 37 アクティブ会員数 (千人)	# of membership(K)	968	1, 037	1, 117	1, 215	1, 313	1, 411	1, 499 510	1, 649	1, 792	1, 977	2, 175	2, 365	2, 576	3, 434	3, 628 3, 7 905 9	79 3, 972	4, 165		5, 411	5, 591	5, 767	5, 963 6, 81
37 アクティフ芸員数(十人)    38 平均出荷単価(返品前)	# of active users(K) Average basket size (before retur	341 10, 824	10. 033	388 11. 415	421 10 745	449 10. 309	489 9, 534	10. 955	517 10. 327	545 10, 150	8. 932	10. 183	9, 609	9, 286	869 8, 537	9. 933 9. 2	07 9. 648	974 8, 991		0. 217	1, 155 9, 157	1, 140 8, 406	1, 137 1, 16 9, 557 9, 87
39 平均購入商品数(返品前)	# of average items (before return		10, 000	1.6	10, 743	10, 303	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	1.7	1.7	1.8	1.8	1.8 1.
40 平均商品価格(返品前)	average sold item price	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, 1	60 5, 597	5, 220	5, 796	5, 850	5, 075	4, 545	5, 339 5, 39
41 取扱ブランド数	# of brands	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, 4	73 2, 546	2, 648	2, 972	3, 426	3, 676	3, 838	3, 969 4, 18
42 <mark>1-1. 自社モール</mark> 43 取扱高(返品差引前)	1-1. Our own E-malls GMV (before return)	1, 637	1 204	1 701	1 7/0	1, 916	1 022	0.104	2 057	0 756	2, 893	3, 505	3, 229	3, 524	3, 631	4, 082 3, 7	46 3, 376	4, 634	5. 021	E 00E	4, 307	4. 058	4, 892 4, 94
44 取扱高(返品差引後)	GMV (after return)	1, 037	1, <u>394</u> 953	1, 731 1, 166	1, 748 1, 229	1, 338	1, 832 1, 306	2, 124 1, 504	2, 057 1, 494	2, 756 2, 024	2, 148	2, 585	2, 350	2, 592	2, 721	4, 082 3, 7 3, 068 2, 8		3, 792		5, 085 4, 150	3, 380	3, 271	3, 911 3, 96
45 - 返品率	- Return rate	34%	32%	33%	30%	30%	29%	29%	27%	27%	26%	26%	27%	26%	25%	25% 2		18%	20%	18%	22%	19%	20% 20
46 - 成長率	- Growth Rate(%)	-3%	-11%	11%	25%	,-	37%	29%	22%	51%	65%	72%	57%	28%	27%		0% 2%	39%	32%	47%	28%	-14%	-3% -4
47 会員数(千人)	# of membership(K)	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, 8		3, 125	4, 121	4, 234	4, 333	4, 427	4, 552 5, 33
48 アクティブ会員数(千人) 49 平均出荷単価(返品前)	# of active users(K) Average basket size (before retur	256 11, 731	246 10. 870	243 12, 638	251 11, 914	11. 406	275 10, 355	289 11. 720	304 10, 935	332 10. 776	386 9, 439	10, 736	497 10, 095	9, 862	578 9, 093	10, 564 9, 6	24 624 88 10.151	9, 395	740 10, 496 1	0. 853	833 9. 797	792 9, 026	788 80 10. 074 10. 61
50 平均購入商品数(返品前)	# of average items	11, 731	10, 870	1 8	1 8	1 9	1 9	1 7	1 7	10, 770	1 8	1 7	1 7	1 7	1 8	17 1	9 1.8	1 8		1 8	1 9	2 0	1 9 1
51 平均商品価格(返品前)	average sold item price	7, 054	5, 966	7, 185	6, 553	6, 093	5, 498	6, 870	6, 314	6, 264	5, 214	6, 334	6, 000	5, 759	5, 083	6, 076 5, 1	24 5, 640	5, 223	5, 796	5, 896	5, 053	4, 538	5, 330 5, 48
52 1-2. 他社モール	1-2. Stores in other E-malls (LOCO																						
53 取扱高(返品差引前)	GMV (before return)	268	306	442	484	463	412	448	452	497	477	574 520	531	631	579 520		04 446	<u>567</u>	652	541	666	611	616 61
54 取扱高(返品差引後)   55  - 返品率	GMV (after return) - Return rate	233 13%	279 9%	404 9%	450 7%	432 7%	385 7%	414 8%	420 7%	463 7%	445 7%	529 8%	489 8%	<u>585</u> 7%	539 7%	577 5 7%	65 421 6% 6%	534 6%	610 6%	507 6%	626 6%	<u>578</u> 5%	578 58 6% 6
56 - 成長率	- Growth Rate(%)	- 10/0	947%	117%	122%	86%	38%	3%	-7%	7%	16%	28%	16%	26%	21%	9% 1	6% –28%	-1%	6%	-10%	49%	8%	-5% 14
57 会員数 (千人)	# of membership(K)	95	132	180	234	288	337	381	479	480	537	596	652	722	794	862 9	21 973	1, 040		1, 177	1, 258	1, 340	1, 411 1, 48
58 アクティブ会員数(千人)	# of active users(K)	85	120	145	170	192	214	221	213	213	220	231	249	265	291		06 297	283		296	322	348	349 35
59 平均出荷単価(返品前)	Average basket size (before retur	7, 264	7, 307	8, 139 1 3	7, 800	7, 267 1 4	6, 954 1 4	8, 234 1 4	8, 129	7, 569	6, 646 1 3	7, 644	7, 350	6, 977	6, 073 1 3	7, 030 6, 9 1 2 1		6, 653 1 3		6, 589	6, 440 1 2	5, 770	6, 791 6, 32 1, 3 1.
60 平均購入商品数(返品前) 61 平均商品価格(返品前)	# of average items average sold item price	5, 676	1. 3 5, 475	6, 106	1. 3 5, 881	1. 4 5, 253	1. 4 5. 021	6, 102	6, 271	1. 3 5, 838	5, 052	1. 3 5, 925	5, 854	<u>1. 3</u> 5, 461	4, 805	1. 2 1 5, 659 5, 4		1.0		5. 445	1. 2 5, 223	4, 593	1. 3 1. 5, 406 4, 79
62 2. Platform事業	2. Platform	0, 070	U, 770	0, 100	0, 001	0, 200	J, UL I	0, 102	J, 211	0, 000	0, 002	5, 525	5, 554	υ, <del>τ</del> υ ι	1, 000	<u> </u>	0, 200	J, 1J <del>1</del>	<u> </u>	J, 17U	J, LLU	1, 000	5, 100 <del>4</del> , 79
63 取扱高(返品差引前)	GMV (before return)	748	561	463	507	544	589	578	548	564	607	705	705	968	714	894 8		862	946	895	984	930	1, 224 1, 09
64 取扱高(返品差引後)	GMV (after return)	728	548	454	496	529	576	561	533	543	583	681	677	940	687		82 755	818		847	922	875 6%	1, 151 1, 01
65 - 返品率 66 - 成長率	- Return rate (%) - Growth Rate(%)	90%	2% 62%	2% 3%	2% -30%	3% -27%	2% 5%	3% 24%	3% 8%	<u>4%</u> 3%	4% 1%	3% 21%	4% 27%	3% 72%	4% 18%	T/U	5% 6% 6% -20%	<u>5%</u> 19%	5% 	5% 8%	6% 22%	<u>6%</u> 7%	6% 7 29% 20
67 売上総利益	Gross Profit	103	97	77	-30 <sub>%</sub>	<u>-27%</u> 116	110	130	222	151	198	280	222	229	218	_ · /•	15 269	304	363	310	379	398	431 38
68 - 売上総利益率	- Gross Profit Ratio(%)	14%	18%	17%	18%	22%	19%	23%	42%	28%	34%	41%	33%	24%	32%		8% 36%	37%	41%	37%	41%	46%	37% 38
69 2-1. 自社EC支援事業	2-1. BOEM (Brand's Official EC Ma											6.5.5					50						
70 取扱高(返品差引後)	GMV (after return)	512	299	200	240 620/	206	232 -22%	260 200	285	306	364	323	371	348	374	380 4		690		/59	780	746	869 84
71 - 成長率 72 2-2. 物流受託事業	- Growth Rate(%)	34%	-10%	-50%	-62%	-60%	-22%	30%	19%	49%	57%	24%	30%	14%	3%	18% 2	4% 76%	85%	89%	66%	28%	8%	21% 11
72 2-2. 初流文記事業 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	605, 517	463, 789	709, 673	360, 910	515, 524 365, 5	49 442, 540	562, 899	592, 291 45	4, 688	638, 447 6	639, 305	851, 579 665, 89
74 - 成長率	- Growth Rate(%)	_, -			-	1039%	166%	233%	397%	351%	525%	549%	459%	430%	-8%	-15% -2		56%		24%	44%	14%	44% 47
75 2-3. LOCOCHOC	2-3. LOCOCHOC											6.15				105	20		.==			1.5.5	
76 取扱高(返品差引後) 定価ベ		215	248	253 502%	255	305	317	281	228	223	205	342	295	591	312		23 142			88	142	128	282 17
77 - 成長率 78 3. その他事業(店舗・卸等)	- Growth Rate(%)	_	4033%	502%	207%	42%	28%	11%	-11%	-27%	-35%	22%	29%	165%	52%	40% 1	0% -76%	-59%	-63%	-73%	0%	0%	59% 96
78 <mark>3. その他事業(店舗・卸等)</mark>   79   取扱高(返品差引後)	GMV (after return)	-	_	_	_	_	_	_	-	_	_	_	_	_	_	_	- 199	91	151	115	118	86	77
80 - 成長率	- Growth Rate(%)										_					<del>_</del>				-	-41%	-6%	-49% -36
		-															<u> </u>				, v	- , -	