

株式会社ロコンド	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)				Fiscal Year: 2021 (2022/2)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	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)	-	-	-	-	-	-	-	-	-	-	4,065	3,820	4,801	4,220	4,797	4,431	4,012	5,236	5,694	5,620	5,048	4,811	5,719	
2 連結成長率	-	-	-	-	-	-	-	-	-	-	-	-	-	-	18%	16%	-16%	24%	19%	27%	26%	-8%	0%	
3 連結営業利益	-	-	-	-	-	-	-	-	-	-	-222	-333	-170	-160	141	106	145	485	504	303	319	87	303	
単体 (non-consolidated)																								
4 取扱高 (返品差引前)	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	6,771	6,637	6,075	5,686	6,810	
5 取扱高 (返品差引後)	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	5,694	5,620	5,048	4,811	5,719	
6 成長率	37%	24%	20%	15%	13%	27%	23%	13%	32%	40%	53%	44%	36%	24%	19%	19%	-3%	33%	26%	35%	26%	-8%	0%	
7 売上総利益	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	2,142	1,948	1,946	1,780	2,167	
8 売上総利益率	28%	30%	33%	30%	34%	30%	36%	38%	38%	37%	39%	36%	36%	37%	37%	34%	38%	40%	38%	35%	39%	37%	38%	
9 変動費用 計	346	282	347	381	429	422	480	538	760	824	959	912	994	1,017	1,045	782	812	1,107	1,130	1,114	1,056	1,104	1,235	
10 変動費率	17%	16%	17%	18%	19%	19%	19%	22%	25%	26%	25%	26%	24%	26%	23%	21%	20%	21%	20%	20%	21%	23%	22%	
11 - 物流関連変動費用	181	154	172	187	213	204	210	261	336	424	497	456	516	532	556	534	494	608	645	620	641	647	689	
12 - 取扱高比率 (%)	9%	9%	9%	9%	9%	9%	9%	11%	11%	13%	13%	13%	13%	14%	12%	13%	12%	12%	11%	11%	13%	13%	12%	
13 - 広告関連変動費用	102	71	109	121	128	169	175	298	298	267	320	318	346	343	339	206	184	318	288	309	243	292	362	
14 - 取扱高比率 (%)	5%	4%	5%	6%	6%	6%	7%	7%	10%	8%	8%	9%	8%	9%	8%	5%	5%	6%	5%	6%	5%	6%	6%	
15 - その他変動費用	63	56	65	71	87	89	100	101	124	132	141	137	131	141	149	142	133	180	196	184	171	164	183	
16 - 取扱高比率 (%)	3%	3%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	3%	3%	3%	3%	3%	3%	3%	3%	
17 限界利益	228	256	314	280	340	267	419	389	380	356	514	346	480	450	607	517	719	977	1,012	833	890	675	932	
18 限界利益率	11%	14%	16%	13%	15%	12%	17%	16%	13%	11%	14%	10%	12%	11%	14%	12%	15%	19%	18%	15%	18%	14%	16%	
19 固定費用 計	201	209	230	245	301	243	279	266	612	548	762	578	719	575	506	411	573	492	507	530	570	588	628	
20 固定費率	10%	12%	11%	11%	13%	11%	11%	11%	20%	17%	20%	16%	18%	15%	11%	10%	14%	9%	9%	9%	11%	12%	11%	
21 - 賃料	77	77	90	90	74	86	113	113	113	114	124	126	128	130	127	102	209	145	156	165	195	240	247	
22 - 倉庫面積	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	52,543	52,543	71,283	71,283	71,283	
23 - 人件費	85	86	89	91	88	94	101	81	95	105	102	104	113	136	123	106	154	159	160	151	184	170	179	
24 - 正社員数	72	74	70	67	81	81	80	80	80	77	76	74	78	90	78	95	123	123	129	123	124	124	131	
25 - TVCM	-	-	-	-	-	-	-	-	300	234	416	239	362	149	102	49	15	27	33	38	32	35	34	
26 - その他固定費用	39	46	51	64	139	63	65	72	104	95	120	109	116	160	154	154	195	161	158	176	159	143	168	
27 営業利益	26	47	84	35	38	24	140	123	-231	-192	-248	-231	-238	-125	100	105	145	485	504	303	319	87	303	
28 営業利益率	1%	3%	4%	2%	2%	1%	6%	5%	-8%	-6%	-7%	-7%	-6%	-3%	2%	3%	4%	9%	9%	5%	6%	2%	5%	
29 1. ECモール事業																								
30 取扱高 (返品差引前)	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	5,674	5,627	4,973	4,670	5,509	
31 取扱高 (返品差引後)	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	4,646	4,657	4,006	3,850	4,490	
32 - 返品率	31%	28%	28%	25%	26%	25%	25%	24%	24%	23%	24%	25%	24%	23%	23%	22%	20%	17%	18%	17%	19%	18%	19%	
33 - 成長率	18%	13%	27%	42%	35%	37%	22%	14%	41%	53%	62%	48%	28%	26%	17%	20%	-4%	33%	28%	37%	31%	-11%	-3%	
34 売上総利益	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	1,779	1,638	1,567	1,382	1,736	
35 - 売上総利益率	36%	36%	37%	34%	37%	34%	40%	37%	36%	38%	38%	37%	39%	38%	39%	35%	41%	41%	38%	35%	39%	36%	39%	
36 会員数 (千人)	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	5,232	5,411	5,591	5,767	5,963	
37 アクティブ会員数 (千人)	341	366	388	421	449	489	510	517	545	606	670	746	801	869	905	930	921	974	1,027	1,079	1,155	1,140	1,137	
38 平均出荷単価 (返品前)	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	9,967	10,217	9,157	8,406	9,557	
39 平均購入商品数 (返品前)	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	1.7	1.7	1.8	1.8	1.8	
40 平均商品価格 (返品前)	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	5,796	5,850	5,075	4,545	5,339	
41 取扱ブランド数	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	2,972	3,426	3,676	3,838	3,969	
42 1-1. 自社モデル																								
43 取扱高 (返品差引前)	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	5,021	5,085	4,307	4,058	4,892	
44 取扱高 (返品差引後)	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	4,036	4,150	3,380	3,271	3,911	
45 - 返品率	34%	33%	33%	30%	32%	29%	30%	27%	27%	26%	26%	27%	25%	25%	25%	25%	22%	18%	20%	19%	22%	19%	20%	
46 - 成長率	-3%	-11%	11%	25%	24%	37%	29%	22%	51%	65%	72%	57%	28%	27%	19%	20%	2%	39%	32%	47%	28%	-14%	-3%	
47 会員数 (千人)	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	4,121	4,234	4,333	4,427	4,552	
48 アクティブ会員数 (千人)	256	246	243	251	257	275	289	304	332	386	439	497	536	578	605	624	624	691	740	783	833	792	788	
49 平均出荷単価 (返品前)	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	10,496	10,853	9,797	9,026	10,074	
50 平均購入商品数 (返品前)	1.7	1.8	1.8	1.8	1.9	1.9	1.7	1.7	1.7	1.8	1.7	1.7	1.7	1.8	1.7	1.9	1.8	1.8	1.8	1.8	1.9	2.0	1.9	
51 平均商品価格 (返品前)	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	5,124	5,640	5,223	5,796	5,896	5,053	4,538	5,330	
52 1-2. 他社モデル																								
53 取扱高 (返品差引前)	268	306	442	484	463	412	448	452	497	477	574	531	631	579	621	604	446	567	652	541	666	611	616	
54 取扱高 (返品差引後)	233	279	404	450	432	385	414	420	463	445	529	489	585	539	577	565	421	534	610	507	626	578	578	
55 - 返品率	13%	9%	9%	7%	7%	7%	8%	7%	7%	7%	8%	8%	7%	7%	7%	6%	6%	6%	6%	6%	6%	5%	6%	
56 - 成長率	-	94%	117%	122%	86%	38%	3%	-7%	7%	16%	28%	16%	26%	21%	9%	16%	-28%	-1%	6%	-10%	49%	8%	-5%	
57 会員数 (千人)	95	132	180	234	288	337	381	479	480	537	596	652	722	794	862	921	973	1,040	1,111	1,177	1,258	1,340	1,411	
58 アクティブ会員数 (千人)	85	120	145	170	192	214	221	213	213	220	231	249	265	291	300	306	297	283	287	296	322	348	349	
59 平均出荷単価 (返品前)	7,264	7,307	8,139	7,800	7,267	6,954	8,234	8,129	7,569															