

| 損益計算書 | 18/03期 | | | | | | | 19/03期 |
|------------------------|--------|--------|---------|--------|--------|---------|---------|--------|
| | Q1 | Q2 | H1 | Q3 | Q4 | H2 | FY | Q1 |
| 商品取扱高 | 59,574 | 60,082 | 119,656 | 77,331 | 73,555 | 150,887 | 270,543 | 70,406 |
| (前年同期比) | 40.9% | 35.9% | 38.3% | 25.5% | 14.9% | 20.1% | 27.6% | 18.2% |
| ZOZOTOWN事業 | 57,897 | 58,519 | 116,417 | 75,085 | 71,418 | 146,503 | 262,920 | 68,313 |
| (前年同期比) | 43.4% | 36.7% | 39.9% | 25.8% | 15.1% | 20.3% | 28.3% | 18.0% |
| —受託ショップ | 54,548 | 55,218 | 109,766 | 70,235 | 66,800 | 137,036 | 246,803 | 64,263 |
| (前年同期比) | 44.6% | 37.3% | 40.9% | 26.4% | 14.4% | 20.2% | 28.6% | 17.8% |
| —買取ショップ | 48 | 43 | 91 | 37 | 37 | 74 | 166 | 44 |
| (前年同期比) | -23.5% | 1.2% | -13.5% | -3.9% | -23.2% | -14.6% | -14.0% | -8.2% |
| —ZOZOUSUED | 3,301 | 3,257 | 6,558 | 4,812 | 4,580 | 9,392 | 15,951 | 4,005 |
| (前年同期比) | 26.9% | 27.5% | 27.2% | 17.0% | 27.0% | 21.7% | 23.9% | 21.3% |
| PB事業 | - | - | - | - | - | - | - | 113 |
| (前年同期比) | - | - | - | - | - | - | - | - |
| BtoB事業 | 1,590 | 1,562 | 3,152 | 2,246 | 2,137 | 4,383 | 7,536 | 1,980 |
| (前年同期比) | -5.5% | 28.4% | 8.7% | 38.3% | 25.9% | 32.0% | 21.2% | 24.5% |
| 売上高 | 21,451 | 21,242 | 42,694 | 28,220 | 27,517 | 55,738 | 98,432 | 26,552 |
| (前年同期比) | 39.4% | 31.3% | 35.3% | 27.5% | 21.2% | 24.3% | 28.8% | 23.8% |
| ZOZOTOWN事業 | 19,066 | 19,133 | 38,199 | 25,013 | 24,077 | 49,091 | 87,290 | 22,990 |
| (前年同期比) | 41.5% | 34.4% | 37.8% | 24.4% | 17.4% | 20.9% | 27.8% | 20.6% |
| —受託ショップ | 15,716 | 15,832 | 31,549 | 20,163 | 19,479 | 39,643 | 71,192 | 18,976 |
| (前年同期比) | 45.4% | 36.0% | 40.5% | 26.4% | 15.6% | 20.9% | 28.8% | 20.7% |
| —買取ショップ | 48 | 43 | 91 | 37 | 37 | 74 | 166 | 44 |
| (前年同期比) | -23.5% | 1.2% | -13.5% | -3.9% | -23.2% | -14.6% | -14.0% | -8.2% |
| —ZOZOUSUED | 3,301 | 3,257 | 6,558 | 4,812 | 4,560 | 9,373 | 15,931 | 3,968 |
| (前年同期比) | 26.9% | 27.5% | 27.2% | 17.0% | 26.5% | 21.4% | 23.7% | 20.2% |
| PB事業 | - | - | - | - | - | - | - | 113 |
| (前年同期比) | - | - | - | - | - | - | - | - |
| その他 | 2,054 | 1,772 | 3,827 | 2,713 | 2,957 | 5,671 | 9,498 | 2,988 |
| (前年同期比) | 35.0% | 6.4% | 20.1% | 59.8% | 60.2% | 60.0% | 41.1% | 45.4% |
| BtoB事業 | 330 | 336 | 667 | 494 | 481 | 975 | 1,642 | 460 |
| (前年同期比) | -14.7% | 22.4% | 0.7% | 51.7% | 37.3% | 44.3% | 22.7% | 39.2% |
| 売上原価 | 1,615 | 1,689 | 3,305 | 2,025 | 2,616 | 4,641 | 7,946 | 2,318 |
| 売上総利益 | 19,844 | 19,534 | 39,378 | 26,196 | 24,889 | 51,086 | 90,464 | 24,251 |
| (前年同期比) | 43.8% | 31.9% | 37.7% | 30.6% | 21.1% | 25.8% | 30.7% | 22.2% |
| (取扱高対比) | 33.3% | 32.5% | 32.9% | 33.9% | 33.8% | 33.9% | 33.4% | 34.4% |
| 販管費 | 11,863 | 13,684 | 25,547 | 16,476 | 15,770 | 32,247 | 57,794 | 18,376 |
| (前年同期比) | 35.0% | 48.3% | 41.8% | 45.2% | 16.3% | 29.4% | 34.6% | 54.9% |
| (取扱高対比) | 19.9% | 22.8% | 21.4% | 21.3% | 21.4% | 21.4% | 21.4% | 26.1% |
| 人件費 | 3,534 | 3,814 | 7,348 | 4,307 | 4,198 | 8,505 | 15,854 | 4,825 |
| —社員 | 1,423 | 1,465 | 2,889 | 1,469 | 1,299 | 2,769 | 5,659 | 1,988 |
| —オペレーション人員（業務委託含む） | 2,110 | 2,348 | 4,458 | 2,837 | 2,898 | 5,735 | 10,194 | 2,836 |
| 業務委託手数料（オペレーション以外） | 746 | 1,272 | 2,019 | 1,025 | 913 | 1,938 | 3,958 | 995 |
| 荷造運賃 | 2,616 | 2,931 | 5,548 | 4,282 | 4,341 | 8,623 | 14,172 | 4,665 |
| 代金回収手数料 | 1,953 | 2,037 | 3,991 | 2,402 | 2,126 | 4,529 | 8,521 | 2,030 |
| プロモーション関連費用 | 899 | 1,160 | 2,060 | 1,391 | 895 | 2,287 | 4,347 | 2,228 |
| —広告宣伝費 | 345 | 393 | 739 | 529 | 283 | 813 | 1,552 | 1,548 |
| —ポイント関連費 | 554 | 766 | 1,320 | 861 | 612 | 1,473 | 2,794 | 679 |
| 賃借料 | 597 | 757 | 1,354 | 828 | 828 | 1,656 | 3,011 | 856 |
| 減価償却費 | 197 | 211 | 408 | 278 | 303 | 581 | 989 | 290 |
| のれん償却費 | 56 | 56 | 113 | 86 | 113 | 199 | 312 | 119 |
| その他 | 1,259 | 1,442 | 2,702 | 1,874 | 2,050 | 3,924 | 6,627 | 2,365 |
| 営業利益 | 7,981 | 5,850 | 13,831 | 9,720 | 9,118 | 18,838 | 32,669 | 5,874 |
| (前年同期比) | 59.3% | 4.9% | 30.6% | 11.7% | 30.4% | 20.0% | 24.3% | -26.4% |
| (取扱高対比) | 13.4% | 9.7% | 11.6% | 12.6% | 12.4% | 12.5% | 12.1% | 8.3% |
| 経常利益 | 7,999 | 5,838 | 13,837 | 9,763 | 9,139 | 18,902 | 32,740 | 5,859 |
| (前年同期比) | 58.8% | 4.4% | 30.2% | 10.9% | 30.4% | 19.5% | 23.8% | -26.7% |
| (取扱高対比) | 13.4% | 9.7% | 11.6% | 12.6% | 12.4% | 12.5% | 12.1% | 8.3% |
| 親会社株主に帰属する当期純利益 | 5,532 | 4,019 | 9,551 | 6,734 | 3,871 | 10,605 | 20,156 | 4,163 |
| (前年同期比) | 54.5% | -10.3% | 18.5% | 11.2% | 32.7% | 18.2% | 18.3% | -24.7% |
| (取扱高対比) | 9.3% | 6.7% | 8.0% | 8.7% | 5.3% | 7.0% | 7.5% | 5.9% |

| 貸借対照表 | 18/03期 | | | | | | | 19/03期 |
|-------------|--------|--------|----|--------|--------|----|----|--------|
| | Q1 | Q2 | H1 | Q3 | Q4 | H2 | FY | Q1 |
| 流動資産 | 42,125 | 45,505 | | 49,734 | 53,574 | | | 50,216 |
| うち、現預金 | 16,730 | 21,152 | | 15,579 | 24,571 | | | 17,790 |
| うち、商品 | 1,479 | 1,613 | | 2,177 | 2,194 | | | 2,709 |
| 固定資産 | 11,619 | 12,462 | | 16,039 | 17,138 | | | 16,714 |
| 有形固定資産 | 3,429 | 4,045 | | 5,762 | 5,668 | | | 5,664 |
| 無形固定資産 | 1,023 | 938 | | 2,631 | 3,222 | | | 3,363 |
| 投資等 | 7,165 | 7,477 | | 7,646 | 8,247 | | | 7,685 |
| 流動負債 | 21,255 | 21,842 | | 26,586 | 27,243 | | | 49,283 |
| うち、受託販売預り金 | 12,972 | 11,698 | | 15,842 | 13,671 | | | 14,589 |
| うち、短期借入金 | - | - | | - | - | | | 24,000 |
| 固定負債 | 1,999 | 2,031 | | 2,088 | 2,659 | | | 2,738 |
| 純資産 | 30,489 | 34,094 | | 37,098 | 40,810 | | | 14,909 |
| 総資産 | 53,745 | 57,967 | | 65,773 | 70,712 | | | 66,931 |

| KPI | 18/03期 | | | | | | | 19/03期 |
|------------------------|-----------|-----------|------------|-----------|-----------|------------|------------|-----------|
| | Q1 | Q2 | H1 | Q3 | Q4 | H2 | FY | Q1 |
| 年間購入者数 | 6,734,740 | 6,963,986 | | 7,205,777 | 7,223,227 | | | 7,392,126 |
| アクティブ会員数 | 4,181,873 | 4,591,017 | | 4,957,861 | 5,112,861 | | | 5,458,643 |
| ゲスト購入者数 | 2,552,867 | 2,372,969 | | 2,247,916 | 2,110,366 | | | 1,933,483 |
| アクティブユーザー 1人当たりの年間購入金額 | 47,119 | 46,818 | | 46,707 | 47,661 | | | 46,870 |
| 出荷件数 | 6,787,599 | 7,148,647 | 13,936,246 | 8,303,595 | 8,293,761 | 16,597,356 | 30,533,602 | 8,425,033 |
| 出荷単価 | 8,530 | 8,186 | 8,354 | 9,043 | 8,611 | 8,827 | 8,611 | 8,122 |
| (前年同期比) | -1.7% | 3.1% | 0.8% | -10.9% | -3.8% | -7.1% | -4.0% | -4.8% |
| 商品単価 | 4,099 | 3,664 | 3,868 | 4,858 | 4,203 | 4,515 | 4,204 | 3,953 |
| (前年同期比) | -8.3% | -5.0% | -6.4% | -7.2% | -6.1% | -6.3% | -6.9% | -3.6% |
| 取扱いショップ数 | 987 | 1,016 | | 1,094 | 1,111 | | | 1,139 |
| 買取ショップ | 8 | 7 | | 6 | 6 | | | 5 |
| 受託ショップ | 979 | 1,009 | | 1,088 | 1,105 | | | 1,134 |
| 取扱いブランド数 | 5,859 | 6,032 | | 6,346 | 6,443 | | | 6,820 |
| BtoB事業支援サイト数 | 20 | 7 | | 7 | 8 | | | 9 |