

2020年3月期(第19期)1Q
決算データBOOK

CROOZ

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本資料は当社の財務状態や重要指標などの定量データを取りまとめた資料となります。
今後、四半期毎にデータをアップデートして開示いたしますので、当社の分析の参考にしていただければと思います。

| CROOZグループ連結業績 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|-----------------------------|---------------|-------|--------|--------|--------|---------------|--------|--------|--------|--------|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 連結取扱高 | 6,159 | 5,751 | 7,653 | 6,807 | 26,372 | 7,992 | 7,701 | 9,109 | 7,018 | 31,820 | 8,495 | | | | |
| (対前年同Q比率) | 79.0% | 71.5% | 101.5% | 133.2% | 92.5% | 129.8% | 133.9% | 119.0% | 103.0% | 120.7% | 106.3% | | | | |
| 連結売上高 | 6,159 | 5,674 | 7,380 | 6,272 | 25,486 | 7,752 | 7,305 | 8,744 | 6,480 | 30,282 | 8,144 | | | | |
| (対前年同Q比率) | 79.0% | 70.5% | 97.9% | 122.7% | 89.4% | 125.9% | 128.7% | 118.5% | 103.0% | 118.8% | 105.1% | | | | |
| 労務費 | 229 | 207 | 209 | 197 | 843 | 204 | 200 | 201 | 212 | 817 | 239 | | | | |
| (対売上比率) | 3.7% | 3.6% | 2.8% | 3.1% | 3.3% | 2.6% | 2.7% | 2.3% | 3.3% | 2.7% | 2.9% | | | | |
| 外注費 | 200 | 213 | 187 | 176 | 778 | 189 | 212 | 270 | 234 | 905 | 350 | | | | |
| (対売上比率) | 3.2% | 3.8% | 2.5% | 2.8% | 3.1% | 2.4% | 2.9% | 3.1% | 4.0% | 3.0% | 4.3% | | | | |
| プロモ費 | 850 | 776 | 1,101 | 1,289 | 4,018 | 1,185 | 928 | 1,327 | 1,020 | 4,460 | 930 | | | | |
| (対売上比率) | 13.8% | 13.7% | 14.9% | 20.6% | 15.8% | 15.3% | 12.7% | 15.2% | 15.7% | 14.7% | 11.4% | | | | |
| 連結営業利益 | 293 | 137 | 345 | -51 | 725 | 215 | 120 | -445 | -892 | -1,002 | -347 | | | | |
| (対売上比率) | 4.8% | 2.4% | 4.7% | -0.8% | 2.8% | 2.8% | 1.7% | -5.1% | -13.8% | -3.3% | -4.3% | | | | |
| EBITDA (※営業利益+のれん償却費+減価償却費) | 375 | 233 | 454 | 58 | 1,121 | 306 | 212 | 58 | -349 | -780 | -611 | | | | |
| 従業員数 | 218 | 209 | 207 | 204 | - | 199 | 212 | 226 | 248 | - | 303 | | | | |

| SHOPLIST事業 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|------------|---------------|--------|--------|--------|--------|---------------|--------|--------|--------|--------|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 売上高 | 5,246 | 4,873 | 6,264 | 5,071 | 21,455 | 6,343 | 6,186 | 7,285 | 5,151 | 24,966 | 6,239 | | | | |
| (対前年同Q比率) | 116.1% | 103.1% | 109.8% | 123.9% | 112.6% | 120.9% | 126.9% | 116.3% | 101.6% | 116.4% | 98.4% | | | | |
| 仕入原価 | 3,093 | 2,886 | 3,757 | 2,965 | 12,701 | 3,663 | 3,642 | 4,340 | 3,088 | 14,733 | 3,626 | | | | |
| (対売上比率) | 59.0% | 59.2% | 60.0% | 58.5% | 59.2% | 57.7% | 58.9% | 59.6% | 59.9% | 59.0% | 58.1% | | | | |
| 物流費 | 587 | 572 | 724 | 584 | 2,469 | 860 | 904 | 1,195 | 964 | 3,923 | 1,032 | | | | |
| (対売上比率) | 11.2% | 11.7% | 11.6% | 11.5% | 11.5% | 13.6% | 14.6% | 16.4% | 18.7% | 15.7% | 16.5% | | | | |
| プロモ費 | 762 | 670 | 932 | 1,080 | 3,446 | 1,062 | 788 | 1,220 | 939 | 4,009 | 830 | | | | |
| (対売上比率) | 14.5% | 13.7% | 14.9% | 21.3% | 16.1% | 16.7% | 12.7% | 16.8% | 18.2% | 16.1% | 13.3% | | | | |
| 労務費 | 111 | 89 | 95 | 90 | 386 | 99 | 90 | 87 | 83 | 359 | 112 | | | | |
| (対売上比率) | 2.1% | 1.8% | 1.5% | 1.8% | 1.8% | 1.6% | 1.5% | 1.2% | 1.6% | 1.4% | 1.8% | | | | |
| 外注費 | 76 | 84 | 86 | 75 | 322 | 83 | 101 | 128 | 96 | 408 | 120 | | | | |
| (対売上比率) | 1.4% | 1.7% | 1.4% | 1.5% | 1.5% | 1.3% | 1.6% | 1.8% | 1.9% | 1.6% | 1.9% | | | | |
| その他 | 353 | 331 | 306 | 269 | 1,261 | 376 | 402 | 560 | 531 | 1,869 | 534 | | | | |
| (対売上比率) | 6.7% | 6.8% | 4.9% | 5.3% | 5.9% | 5.9% | 6.5% | 7.7% | 10.3% | 7.5% | 8.6% | | | | |
| 営業利益 | 261 | 239 | 360 | 4 | 866 | 198 | 257 | -247 | -544 | -335 | -17 | | | | |
| (対売上比率) | 5.0% | 4.9% | 5.8% | 0.1% | 4.0% | 3.1% | 4.2% | -3.4% | -10.6% | -1.3% | -0.3% | | | | |
| 従業員数 | 97 | 91 | 89 | 82 | - | 88 | 89 | 91 | 99 | - | 116 | | | | |

| 重要管理指標 (KPI) | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|------------------|---------------|-----------|-----------|-----------|-----------|---------------|-----------|-----------|-----------|-----------|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 年間二一ク購入者数 (合計) | 1,426,056 | 1,433,316 | 1,486,820 | 1,604,813 | - | 1,729,638 | 1,822,169 | 1,881,538 | 1,863,032 | - | 1,862,247 | | | | |
| (対前年同Q比率) | 117.1% | 110.5% | 109.4% | 114.1% | - | 121.3% | 127.1% | 126.5% | 116.1% | - | 107.7% | | | | |
| 1人あたり年間購入金額 | - | - | - | - | 13,369 | - | - | - | - | 13,401 | - | | | | |
| (対前年同期比率) | - | - | - | - | 98.8% | - | - | - | - | 100.2% | - | | | | |
| 1人あたり年間購入回数 | - | - | - | - | 2.71 | - | - | - | - | 2.67 | - | | | | |
| (対前年同期比率) | - | - | - | - | 95.8% | - | - | - | - | 98.5% | - | | | | |
| 出荷件数 | 1,069,585 | 1,084,860 | 1,298,454 | 1,019,585 | 4,472,484 | 1,184,390 | 1,313,914 | 1,399,150 | 1,026,505 | 4,923,959 | 1,098,951 | | | | |
| (対前年同Q比率) | 102.3% | 97.2% | 107.6% | 129.9% | 107.7% | 110.7% | 121.1% | 107.8% | 100.7% | 110.1% | 92.8% | | | | |
| 出荷単価 | 5,029 | 4,614 | 4,969 | 5,083 | 4,923 | 5,482 | 4,817 | 5,348 | 5,170 | 5,201 | 5,811 | | | | |
| (対前年同Q比率) | 114.3% | 107.3% | 103.3% | 95.8% | 105.6% | 109.0% | 104.4% | 107.6% | 101.7% | 105.6% | 106.0% | | | | |

| インターネットコンテンツ事業 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|----------------|---------------|-------|-------|-------|-------|---------------|-------|-------|--------|-------|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 売上高 | 817 | 666 | 664 | 554 | 2,701 | 648 | 454 | 531 | 577 | 2,211 | 571 | | | | |
| (対前年同Q比率) | 25.1% | 20.2% | 39.3% | 63.4% | 29.6% | 79.3% | 68.2% | 80.0% | 104.2% | 81.9% | 88.1% | | | | |
| 営業利益 | 160 | 112 | 155 | 98 | 526 | 208 | 36 | 62 | 35 | 342 | 75 | | | | |
| (対売上比率) | 19.6% | 16.8% | 23.3% | 17.7% | 19.5% | 32.1% | 7.9% | 11.7% | 6.1% | 15.5% | 13.1% | | | | |

| 広告代理事業 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|-----------|---------------|----|----|----|----|---------------|----|----|----|----|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 売上高 | - | - | - | - | - | - | - | - | - | - | 754 | | | | |
| (対前年同Q比率) | - | - | - | - | - | - | - | - | - | - | - | | | | |
| 営業利益 | - | - | - | - | - | - | - | - | - | - | 19 | | | | |
| (対売上比率) | - | - | - | - | - | - | - | - | - | - | 2.5% | | | | |

| 投資事業 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|-----------|---------------|----|----|----|----|---------------|----|----|----|----|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 売上高 | - | - | - | - | - | - | - | - | - | - | 61 | | | | |
| (対前年同Q比率) | - | - | - | - | - | - | - | - | - | - | - | | | | |
| 営業利益 | - | - | - | - | - | - | - | - | - | - | -17 | | | | |
| (対売上比率) | - | - | - | - | - | - | - | - | - | - | -27.9% | | | | |

| その他事業 | 17期(FY2018/3) | | | | | 18期(FY2019/3) | | | | | 19期(FY2020/3) | | | | |
|-----------|---------------|---------|--------|--------|--------|---------------|--------|--------|--------|--------|---------------|----|----|----|----|
| | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 | 1Q | 2Q | 3Q | 4Q | 通期 |
| 取扱高 | 96 | 211 | 722 | 1,201 | 2,232 | 1,000 | 1,060 | 1,293 | 1,290 | 4,643 | 869 | | | | |
| (対前年同Q比率) | 330.6% | 1009.6% | 496.2% | 840.5% | 659.0% | 1035.3% | 500.2% | 179.0% | 107.4% | 208.0% | - | | | | |
| 売上高 | 96 | 134 | 451 | 646 | 1,329 | 760 | 664 | 927 | 751 | 3,103 | 517 | | | | |
| (対前年同Q比率) | 369.2% | 705.3% | 310.4% | 475.0% | 406.4% | 787.2% | 494.0% | 205.3% | 116.3% | 233.5% | - | | | | |
| 営業利益 | -128 | -214 | -170 | -153 | -667 | -191 | -172 | -261 | -383 | -1,009 | -408 | | | | |
| (対売上比率) | -133.3% | -159.7% | -37.8% | -23.7% | -50.0% | -25.2% | -26.0% | -28.1% | -51.0% | -32.5% | -78.9% | | | | |

※19期(FY2020/3)1Qより「その他事業」に区分していた「広告代理事業」「投資事業」を独立したセグメントとして数値を開示しています。それに伴い「広告代理事業」「投資事業」「その他事業」の対前年同Q比が非表示となっております。