

Supports for disaster-affected areas from typhoon No.15 and No.19

Relief money to Chiba prefecture where affected by typhoon No.15



Sales amount of T-shirts

16,131,720 yen

Total / 7,986 pieces

Combined with 1% net sales of ZOZO, Inc

70,540,561 yen



For supporting disaster-affected areas from typhoon No.15,
started sales of “Reconstruction Support Tin Badge presents
ZOZO CHAMPIONSHIP” from October 24



500yen / piece

All the amount of sales are planning to be donated

Who is Kotaro Sawada?

Kotaro Sawada

Born in 1970, 48 years old Yokohama-raised Hobby : Watching baseball

After accumulated experiences in NTT Data Corporation, consulting firms,

2008 Joined ZOZO group as Representative Director of Start Today Consulting Corporation (current BtoB business operation)

**2013 Appointed as Director of ZOZO, Inc.
After experiencing marketing division and company-wide projects,
Mr.Sawada has been managing the whole ZOZOTOWN business until recently**

From September 12, 2019, appointed as Representative Director, President & CEO

Future Direction

Future Direction

1. Market share expansion through the alliance with Z Holdings

- Operation policy of ZOZOTOWN will not change much
- Cooperation in new domains

2. Continuity of DIY mind

- Refinement of operation know-how accumulated inside the company
- Maintenance of speediness from internal operation

3. Differentiation from human and information resources

- Leverage strengths of many fashion-loving employees
- Full utilization of fashion related data compiled in the company

4. Transition from top-down organization

- Set “Employees are leading players” as the slogan and shift to the structure to harness organizational power.

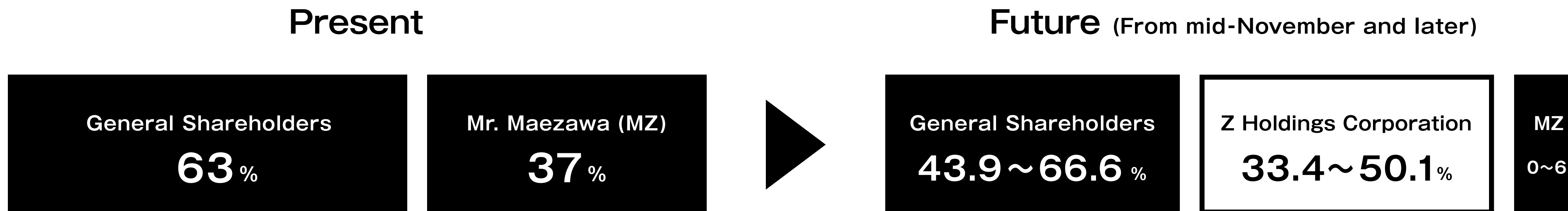


Z HOLDINGS

**Tender Offer for ZOZO's shares by
Z Holdings Corporation**

Tender Offer Overview

- Tender offer period : September 30, 2019 to November 13, 2019 (30 business days)
- Shareholding ratio : 33.4% as the minimum to 50.1% as the maximum
- Tender offer price per share : 2.620 yen
- Mr. Maezawa is planning to tender 30.4% of shareholding (36.8% shareholding ratio at the time of the announcement)



Z HOLDINGS

**Capital and Business Alliance
with Z Holdings Corporation**

Alliance Details

- **ZOZOTOWN opens its store in PayPay Mall**
ZOZO leads the fashion category within the mall
- **Introduction of PayPay Settlement in ZOZOTOWN**
- **Current ZOZOTOWN will continue to operate its service**
- **Maintain ZOZO' s independence as a listed company**

Benefits from the alliance

Z Holdings Corporation

- Strengthening the fashion category in PayPay Mall
- Introduction of PayPay to ZOZOTOWN to accelerate penetration

ZOZO

- User traffic from Z Holdings Corporation and SoftBank Group to ZOZOTOWN



Monthly login user IDs : 4,901 million
Gender Ratio (Male:Female) 6:4
Mainle 30s to 40s



Annual buyers : 8.12 million
Gender Ratio (Male:Female) 3:7
Mainle 20s to 30s

Governance structure in the future

- **Planning to dispatch 2 directors from Z Holdings Corporation**
 - 1 in the special general meeting of shareholders in January 2020**
 - 1 in the ordinary general meeting of shareholders in June 2020**
- **In the case of Z Holdings Corporation making a shareholder proposal, it requires prior consultation with ZOZO**
- **More than 1/3 of the directors are independent outside directors**



ZOZO CHAMPIONSHIP



ZOZO CHAMPIONSHIP

10.24-28

Accordia Golf Narashino Country Club

Advance tickets: Sold out!

Number of visitors (including a practice day): About 55,000 people

Number of players: 78 players Global top players are gathering!

Winner: Tiger Woods (United States)

Winning prize: 1.75 million\$ (About 200 million¥)

Premium Partner



Official Partner



Special Thanks



The image features four light-colored trench coats hanging in a row against a warm, orange-brown background. The coats are arranged in a slightly overlapping manner, with the front-most coat being the most prominent. They have a classic trench coat design with a collar, a buttoned placket, and large pockets. The text "MSP Business" is overlaid in the center of the image in a large, white, sans-serif font.

MSP Business

From September 6, Started taking pre-orders for multi-size items produced by brands
83 items from 12 brands are now on sale (As of October 15)

MEN'S: 34 items

WOMEN'S: 49 items

JOURNAL  STANDARD

relume
JOURNAL STANDARD

ÉDIFICE

417
ÉDIFICE

SLOBE
IÉNA

Spick & Span

UR
URBAN RESEARCH Co.,Ltd.

Sonny Label
URBAN RESEARCH

Ungrid


earth
music & ecology

FREAK'S STORE

KBF

Favorable start for WOMEN' S items
There are several good selling items
expecting to become hits



SLOBE IENA / Side pocket skirt
6,930 yen (tax included)



ZOZOMAT



