



**ZOZO**

# ZOZOSUIT Distribution Status

Number of ZOZOSUIT Distributed

1,128,333

(Up to 7/31 distribution)

# Order Receipt Status of Business Suit

Number of Business Suit Order Receipts

**22,459** sets

(Order receipts up to 7/30)

Private Brand

Average Purchase Amount per User

Private Brand  
Average Purchase Amount per User

9,719 yen

(Order receipt basis from 4/1 to 7/30)

# Item Line-ups for the Future

# Upcoming Item Line-ups for August and Later

- **Necktie** (Purchasable without ZOZOSUIT measurement)
- **Boarder T-shirt**
- **Wholegarment Knitwear**
- **Long-sleeve T-shirt**

# Upcoming Item Line-ups for October and Later

- Women's Suit
- Coat
- Innerwear

Other casual items will be released timely

Initiated the Development of  
Shoes and Ladies Bra

Recruiting experiencers  
and experts

Transaction Value  
Target of FY2018

# Transaction Value Target PB Items

Q 1 : 0.11 billion yen (actual)

Q 2 : 1.5 billion yen

Q 3 : 7.7 billion yen

Q 4 : 10.7 billion yen

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Total : 20.0 billion yen



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