

**ZOZO**

# Results of 2Q (July–September)

Plan **1.50** billion yen

Ordered **1.54** billion yen

Shipped **0.54** billion yen

# Results of 2Q (July–September)

**Order** ○

**Manufacture** △

**Especially delivery time of  
business suit is delayed**

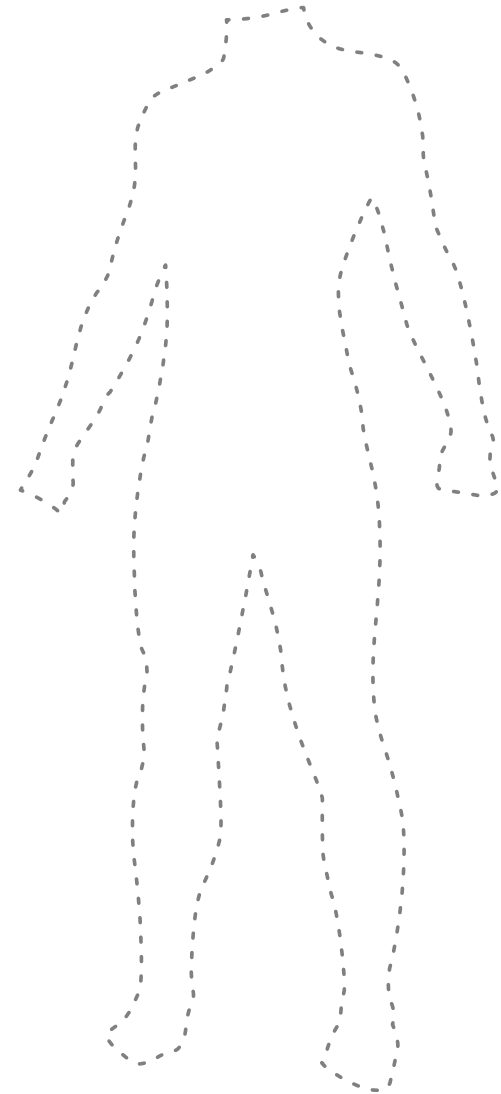
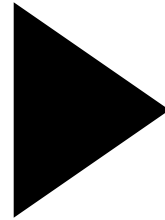
Problems in a part of manufacturing process, now all solved,  
delivery delay is expected to be resolved by the end of the year

# Enhancement of manufacturing structure



**Started research of ZOZO smart factory**

# New expansion of ZOZOSUIT



**Items are now purchasable  
without ZOZOSUIT**

# No-ZOZOSUIT required purchase screen



1 | 15

MEN: スリムテーパード  
ダークインディゴブルー

ZOZO

スリムテーパードデニムパンツ (パターンオーダー) / ダーク

アイテム説明

カートに入れる 7860



1 | 14

サイズ指定

あなたの最適サイズをお調べします  
身長・体重・年代・性別をご入力ください。

身長 (必須) 173cm

体重 (必須) 65kg

年代 (必須) 30代

性別 (必須) 男性

最適サイズを確認

サイズを数値で指定する



あなたの最適サイズ  
(173cm / 65kg / 30代 / 男性 再入力)

あなたの最適サイズからさらにお好みで調節可能です。

1 ウエスト (3.0cm単位) 79.0cm

2 ヒップ (3.0cm単位) 97.0cm

3 総丈 (2.0cm単位) 97.0cm



カートに入れる

**Wasn't measurement  
absolutely necessary?**



**With adoption of new technology,  
purchase without ZOZOSUIT  
is realized**

# New Technology

ZOZOSUIT measurement data × Basic user information (height, weight, age range, sex) × Feedback to products



**Extremely precise measurement prediction  
without ZOZOSUIT is possible**

# With new technology All of these 3 are unnecessary

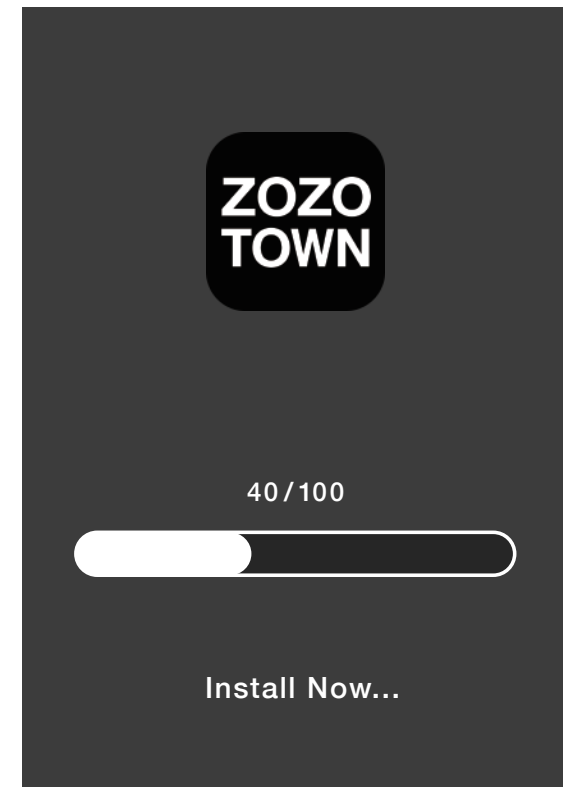
ZOZOSUIT



Shooting



App



**Items purchasable without ZOZOSUIT**

**Denim pants**

**T-shirt**



**Expanding to all items  
Planning to be applicable to  
business suits as well**

**ZOZOSUIT delivery plan  
has been revised drastically**

# ZOZOSUIT delivery plan

Before Change

**6-10**

**million pcs**

(Cost expectation: 7 billion yen)

After Change

**3**

**million pcs maximum**

(Cost expectation: 4 billion yen)

**Cost reduction**

**30 billion yen**

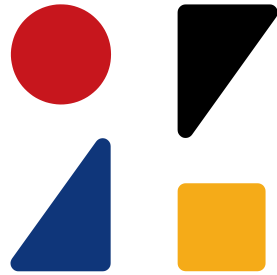
**ZOZOSUIT is going to be used for  
collecting sample measurement data to  
comprehend user attributes of each country**

**New casual items will be launched  
in the second half of this fiscal year**

- **Black denim pants**
- **Chino pants**
- **Zip parker**
- **Expansion of shirt variation etc.**



# **About foot measurement and sales of shoes**



**ZOZO**