

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**

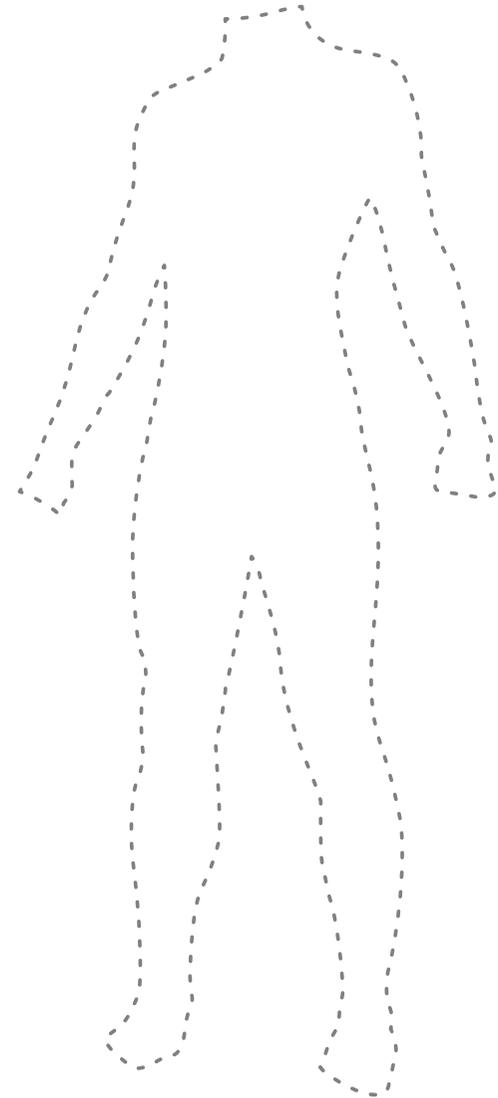
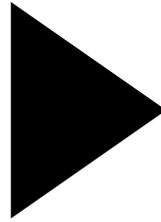
Problems in a part of manufacturing process, now all solved,
delivery delay is expected to be resolved by the end of the year

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

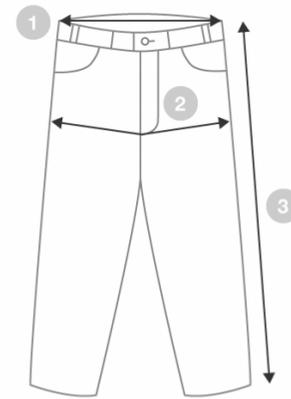
(173cm / 65kg / 30代 / 男性 再入力)

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



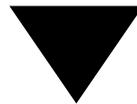
カートに入れる

**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

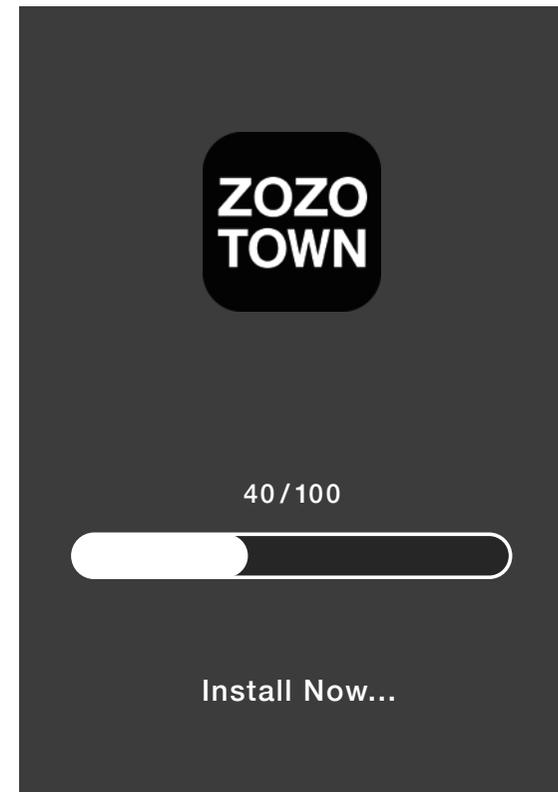
ZOZOSUIT



Shooting



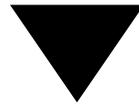
App



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

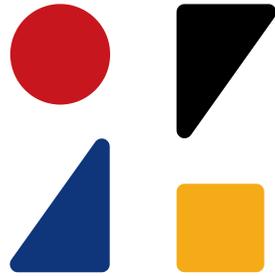
3 billion yen

**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