

**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.



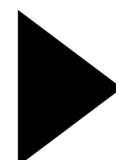
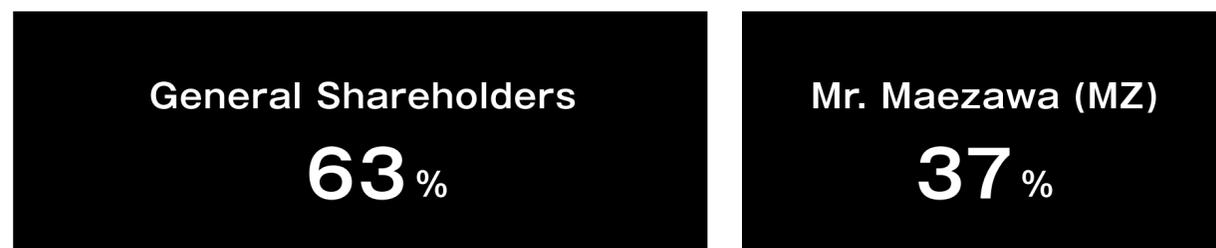
Z HOLDINGS

**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)

Present



Future (From mid-November and later)



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. Each coat has a classic collar, a buttoned placket, and a large pocket on the lower front. The lighting is soft, highlighting the texture of the fabric. The text 'MSP Business' is overlaid in the center 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

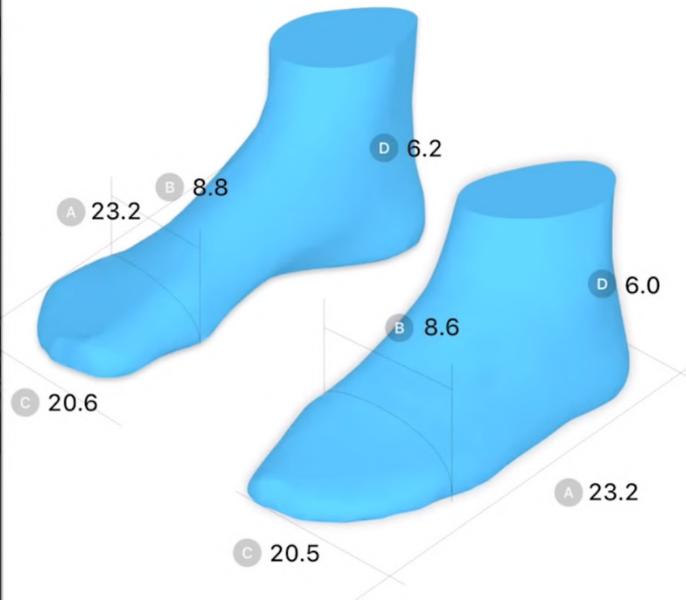


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計測結果

2019.10.01 12:00



足の特徴を見る



次へ