



NEXT Co., Ltd. (TSE 1st Section 2120)

Earnings Presentation [IFRS]

Third Quarter of the Fiscal Year Ending March 31, 2017
(April to December 2016)

Disclaimer

The opinions and projections, etc. contained herein represent the judgment of NEXT Co., Ltd. at the time this document was prepared. We provide no guarantees regarding the accuracy of the information. Please keep in mind that actual performance and results may vary significantly due to fluctuations in various factors.

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Segments and Main Services

Segments	Main Services (subsidiary providing each service)
Domestic Real Estate Information Services	HOME'S HOME'S Kaigo (nursing care) (Lifull Senior)
Domestic Services for Realtors	AD MASTER (former <i>Renter's Net</i>) (Renter's) NabiSTAR Lifull Marketing Partners Co., Ltd.
Overseas	Trovit (Trovit Search, S.L.) Lifull Rumah (PT. Lifull Media Indonesia) Lifull Australia
Others	HOME'S Hikkoshi (move) (Lifull Move) HOME'S Trunk Room (self-storage) (Lifull Space) Lifull Hoken Soudan (insurance consultation) (Lifull FinTech) HOME'S Style Market Other Lifull companies

*Please refer to page 61 to 63 for the details of each service.

Consolidated Results for FY2016/Q3

Condensed Statements of Profit and Loss IFRS

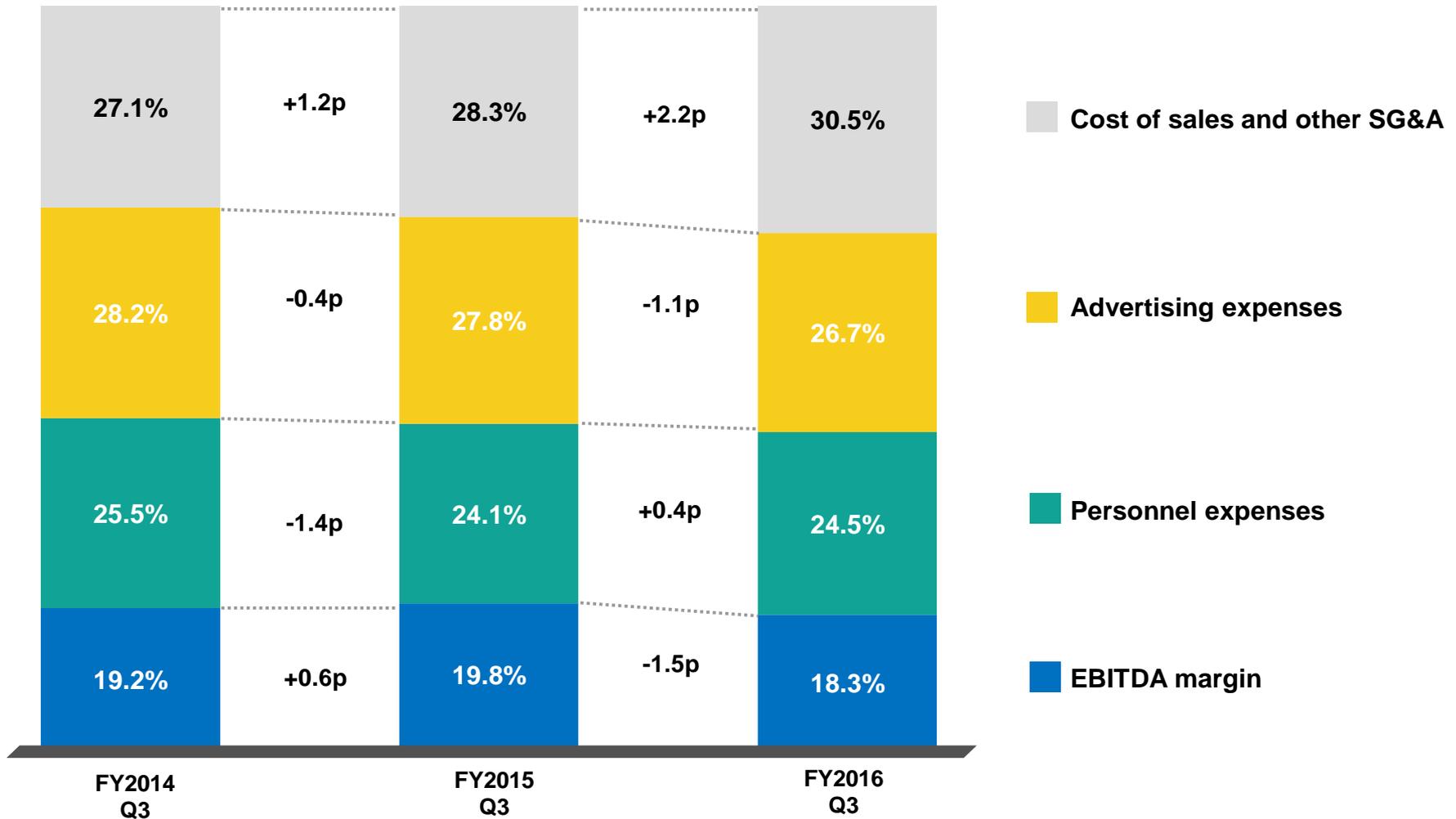
POINT Significant growth in revenue by 14.8%, EBITDA by 6.3% and net profit by 4.2% YoY.

Unit: JPY mil	FY2015 Q3 (Apr.-Dec.)	FY2016 Q3 (Apr.-Dec.)	Change	Change %	Main items
Revenue	18,180	20,864	+2,684	+14.8%	Revenue increase in Domestic Real Estate Information Services and Domestic Services for Realtors made a positive contribution.
Cost of sales	1,476	2,183	+706	+47.9%	Increase in cost of sales as revenue generated by Lifull MP increased, which was in line with the company's expectation.
SG&A (excl. depreciation)	13,019	14,781	+1,761	+13.5%	
Personnel expenses	4,380	5,116	+735	+16.8%	Increase in the number of employees (average number of the group total employees increased by 200 YoY).
Advertising expenses	5,054	5,565	+511	+10.1%	Increased due to the branding and marketing initiatives including new TV commercial started on Oct. 17, 2016.
Operating expenses	759	765	+6	+0.9%	
Other	2,825	3,332	+507	+17.9%	Mainly due to increase in the investment on service development, external system usage fee, and the HQ relocation fee.
Other revenues and expenses	-88	-79	+9	-	
EBITDA	3,596	3,821	+225	+6.3%	
EBITDA margin	19.8%	18.3%	-1.5p	-	
Net profit*	1,928	2,008	+80	+4.2%	
Depreciation	658	777	+118	+18.0%	Increased since part of the fixed asset's useful lives were shortened due to the HQ relocation.

*Net profit attributable to owners of the parent

Expense-to-Sales Ratio IFRS

POINT Cost of sales and other SG&A-to-sales ratio increased due to revenue generated by Lifull MP increased, which was in line with our expectation.



POINT Domestic Services and Others made a steady growth.
Overseas revenue decreased mainly due to foreign currency exchange rate.

Unit: JPY mil	FY2015 Q3 (Apr.-Dec.)	FY2016 Q3 (Apr.-Dec.)	Change	Change %	Main items
Revenue	18,180	20,864	+2,684	+14.8%	
Domestic Real Estate Information Services	12,919	14,731	+1,812	+14.0%	
Rentals & Real Estate Sales	8,338	9,482	+1,143	+13.7%	The number of affiliated stores increased by 3,506 YoY (+19.0%) to 21,944 as of Dec. 2016 contributed by the enhancement of sales capabilities.
New Houses & Condominiums*	3,525	3,631	+105	+3.0%	Although the number of condos sold in the metropolitan area between Apr. and Dec. 2016 decreased by 7.5% YoY, the average number of properties listed on HOME'S website increased by 14.5%.
Custom-built Homes & Renovations	570	940	+369	+64.7%	Although the positive impact caused by the website renewal has been stabilized, Custom-built Homes business is steadily growing.
Others	483	677	+194	+40.2%	Increased mainly due to HOME'S Kaigo (nursing care) performed well.
Domestic Services for Realtors*	2,181	3,251	+1,070	+49.1%	Significant sales increase in Lifull MP (consolidated in Jun. 2015). Existing service (DMP and CRM) also maintained its double-digit growth.
Overseas	2,641	2,325	-316	-12.0%	Decreased mainly due to the changes in foreign currency exchange rate.
Others	438	555	+117	+26.8%	Lifull Hoken Soudan (insurance consultation), HOME'S Hikkoshi (move), and HOME'S Trunk Room (self-storage) have been growing steadily.

*In Consolidated Financial Report, revenue generated by newly-built condos is recorded as Lifull MP (Domestic Services for Realtors) revenue with some exception in accordance with the exclusive agency contract concluded between NEXT and Lifull MP.

Segment Income and Loss IFRS

POINT Domestic Real Estate Information Services, the core business, achieved a significant growth.

Unit: JPY mil	FY2015 Q3 (Apr.-Dec.)	FY2016 Q3 (Apr.-Dec.)	Change	Change %	Main items
Segment profit and loss	3,025	3,122	+97	+3.2%	
Domestic Real Estate Information Services	2,475	2,868	+393	+15.9%	Although marketing cost and other costs increased, achieved double-digit growth in accordance with the steady revenue growth.
Domestic Services for Realtors	51	-108	-160	-	Increase in personnel cost and depreciation related to new services, which used to be recognized as software till the completion of the service development.
Overseas	481	276	-205	-42.7%	Reversal of the provision for Trovit bonus payment. Decrease in Trovit revenue due to foreign exchange impact, increase in personnel expenses as well as advertising expenses.
Others	-40	-16	+24	-	
Inter-segment transactions	57	103	+46	+80.5%	

*Change percentage columns are left blank for the items posted negative figure in either previous or current fiscal year.

(ref.) Condensed Statements of Profit and Loss (quarterly)

POINT EBITDA decreased by 32.7% due to increase in advertising expenses and depreciation.

Unit: JPY mil	FY2015 Q3 (Oct.-Dec.)	FY2016 Q3 (Oct.-Dec.)	Change	Change %
Revenue	6,280	7,107	+826	+13.2%
Domestic Real Estate Information Services	4,440	5,034	+594	+13.4%
Rentals & Real Estate Sales	2,914	3,272	+358	+12.3%
New Houses & Condominiums	1,153	1,238	+85	+7.4%
Custom-built Homes & Renovations	197	288	+91	+46.6%
Others	176	234	+58	+33.0%
Domestic Services for Realtors	889	1,137	+247	+27.8%
Overseas	796	750	-45	-5.7%
Others	154	183	+29	+19.4%
Cost of sales	597	774	+176	+29.6%
SG&A (excl. depreciation)	4,343	5,422	+1,079	+24.9%
Personnel expenses	1,535	1,811	+276	+18.0%
Advertising expenses	1,527	2,145	+618	+40.5%
Operating expenses	305	282	-22	-7.3%
Other	975	1,183	+207	+21.3%
Other revenues and expenses	-33	-30	+3	-
EBITDA	1,306	879	-427	-32.7%
EBITDA ratio	20.8%	12.4%	-8.4p	-
Net profit*	693	331	-361	-52.2%
Depreciation	230	338	+108	+47.1%

Unit JPY mil	FY2015 Q3 (Oct.-Dec.)	FY2016 Q3 (Oct.-Dec.)	Change	Change %
Segment profit and loss	1,109	570	-539	-48.6%
Domestic Real Estate Information Services	1,016	575	-441	-43.4%
Domestic Services for Realtors	25	-31	-56	-
Overseas	47	9	-37	-79.3%
Others	-7	-15	-7	-
Inter-segment transactions	28	32	+4	+14.9%

*Net profit attributable to owners of the parent

*Change percentage columns are left blank for the items posted negative figure in either previous or current fiscal year.

POINT Decrease in assets due to changes in foreign currency exchange rate.

Unit: JPY mil	As of Mar 31, 2016	As of Dec 31, 2016	Change	Main items	
Assets	25,265	24,625	-639	Decrease in cash and deposits	-361
				Decrease in accounts receivable-trade	-336
				Increase in advance payments	+111
Current assets	10,970	10,818	-152	Decrease in goodwill	-345
				Increase in software	+38
				Decrease in software in progress	-105
Non-current assets	14,294	13,806	-487	Decrease in other intangible fixed assets	-189
				Increase in investment securities	+173
				Increase in lease and guarantee deposits	+155
Liabilities	8,123	6,396	-1,726	Increase in accounts payable-trade	+114
				Increase in accrued expense	+153
				Decrease in income tax payable	-1,022
Current liabilities	5,991	5,102	-888	Increase in deposit	+161
				Decrease in long-term borrowings	-476
Non-current liabilities	2,132	1,294	-837	Decrease in long-term accounts payable	-137
Total Equity	17,142	18,228	+1,086	Increase in retained earnings	+1,474
				Decrease in FX translation adjustment	-443
Equity per share attributable to owners of the parent (yen)	142.54	151.26	+8.72		

*Outstanding goodwill balance: Little JPY 86 million, Trovit JPY 7,823 million, Lifull MP JPY 251 million, and Trovit and Lifull MP depreciable assets (PPA) JPY 972 million.

Condensed Statements of Cash Flows IFRS

POINT Cash and cash equivalents increased by JPY 0.3 billion to JPY 6.2 billion (Apr. to Dec.)

Unit: JPY mil	FY2015/Q3 (Apr.-Dec.)	FY2016/Q3 (Apr.-Dec.)	Change	Main items		
				Items	FY2015/Q3 (Apr.-Dec.)	FY2016/Q3 (Apr.-Dec.)
Operating cash flow	1,717	2,057	+339	Income before income taxes	2,958	3,065
				Depreciation and amortization	660	778
				Increase/decrease in accounts receivable –trade and other short-term claims	289	366
				Increase/decrease in accounts payable –trade and other short-term claims	-1,104	-90
				Tax	-1,121	-1,831
Investing cash flow	320	-1,334	-1,654	Proceeds from refunds of time deposits	1,001	-
				Purchase of available-for-sale financial asset	-	-229
				Outlays for the acquisition of tangible fixed assets	-46	-164
				Outlays for the acquisition of intangible assets	-458	-356
				Payments for lease and guarantee deposits	-43	-603
Financing cash flow	-365	-1,018	-653	Outlays for short-term borrowing repayment	-7,000	-
				Repayment of long-term loan	3,000	-
				Repayment of long-term borrowings	-	-499
				Proceeds from issuing shares	3,982	33
				Dividend payments	-347	-535
Change in cash and cash equivalents	1,660	-361	-2,022			
Balance of cash and cash equivalents	5,928	6,263	+334			

FY2016 Forecasts and Progress IFRS

Statements of Profit and Loss

Unit: JPY mil	[Full-year forecast] FY2016	[Actual] FY2016/Q3 (Apr.-Dec.)	Progress %
Revenue	31,653	20,864	65.9%
Cost of sales	3,514	2,183	62.1%
SG&A (excl. depreciation)	22,119	14,781	66.8%
Personnel expenses	7,476	5,116	68.4%
Advertising expenses	8,335	5,565	66.8%
Operating expenses	1,246	765	61.4%
Other	5,060	3,332	65.9%
Other revenues and expenses	-215	-79	36.8%
EBITDA	5,803	3,821	65.8%
EBITDA margin	18.3%	18.3%	-
Net profit*	3,144	2,008	63.9%

Sales by Segment

Unit: JPY mil	[Full-year forecast] FY2016	[Actual] FY2016/Q3 (Apr.-Dec.)	Progress %
Revenue	31,653	20,864	65.9%
Domestic Real Estate Information Services	21,548	14,731	68.4%
Rentals & Real Estate Sales	14,316	9,482	66.2%
New Houses & Condominiums	4,870	3,631	74.6%
Custom-built Homes & Renovation	1,506	940	62.4%
Others	855	677	79.3%
Domestic Services for Realtors	4,946	3,251	65.7%
Overseas	4,115	2,325	56.5%
Others	1,043	555	53.2%

*Net profit attributable to owners of the parent.

Business Strategies

1997.3.12



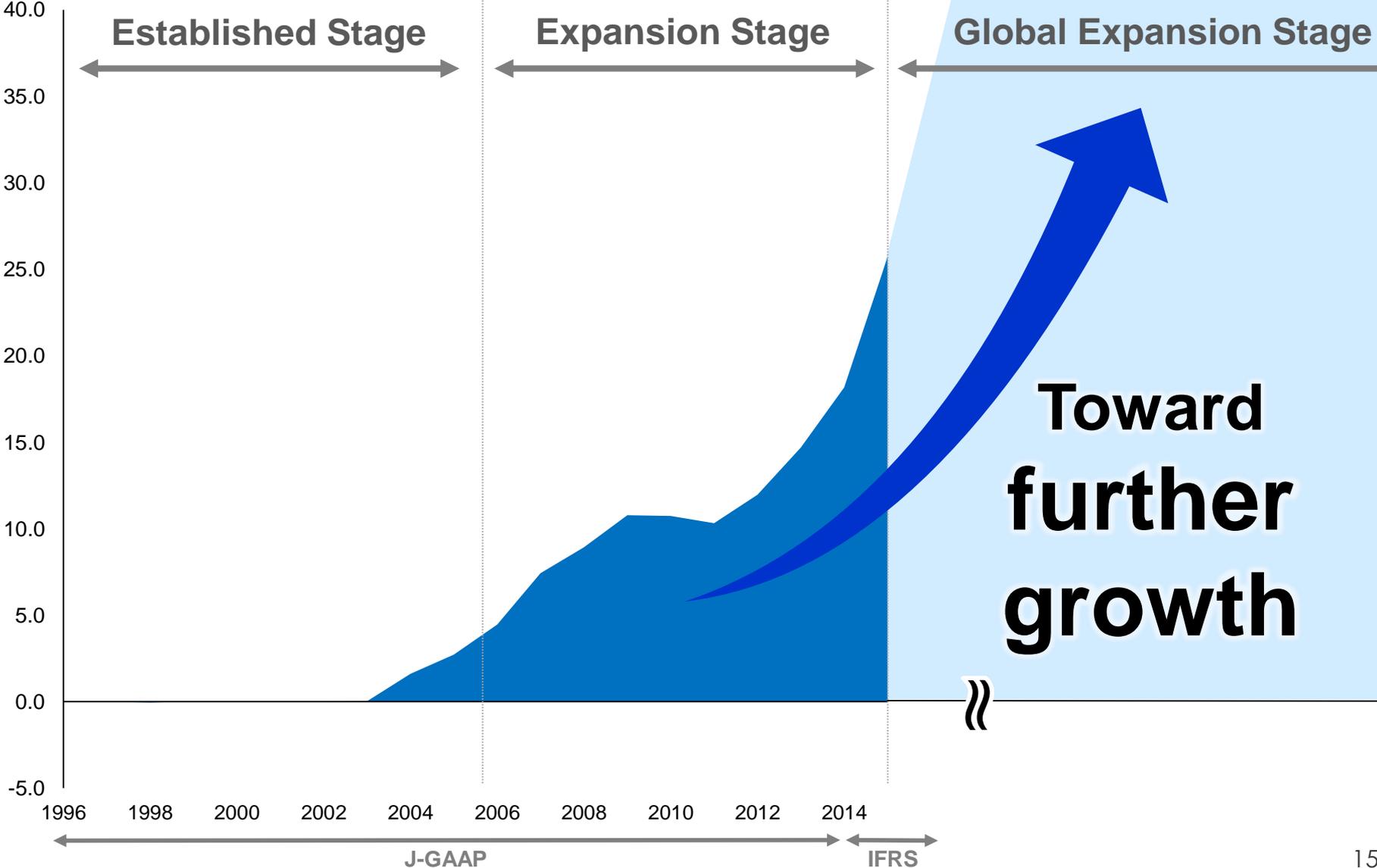
NEXT Co., Ltd.



Our goal always remains the same
**“Create a system in which
all real estate information is
open and available”**

Revenue

(JPY bn)



**Toward
further
growth**

First priority
**Becoming the absolute No.1
in Japan**

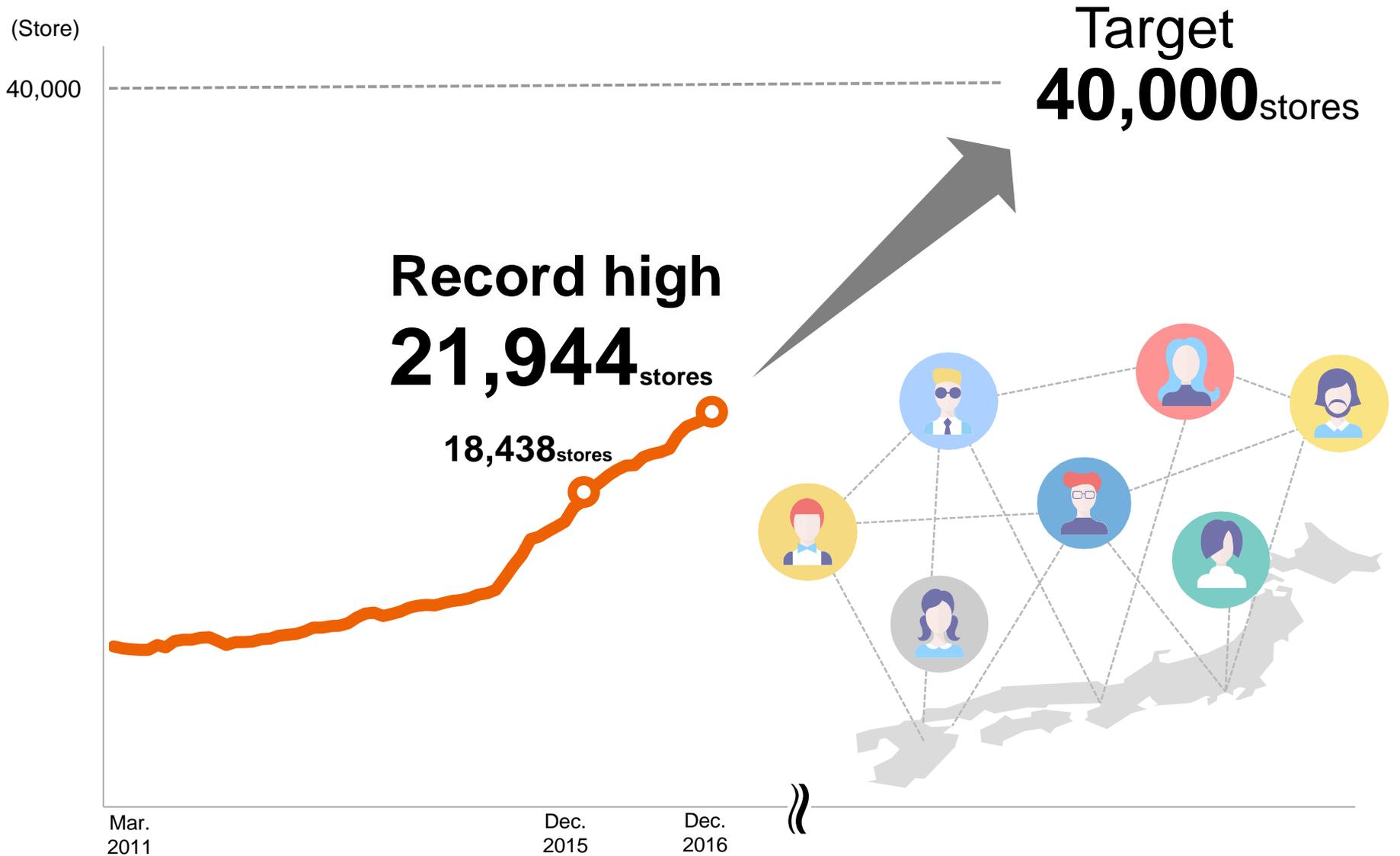
Domestic Real Estate Information Services

Rentals and Real Estate Sales, New Houses and Condominiums, and Custom-built Homes and Renovations

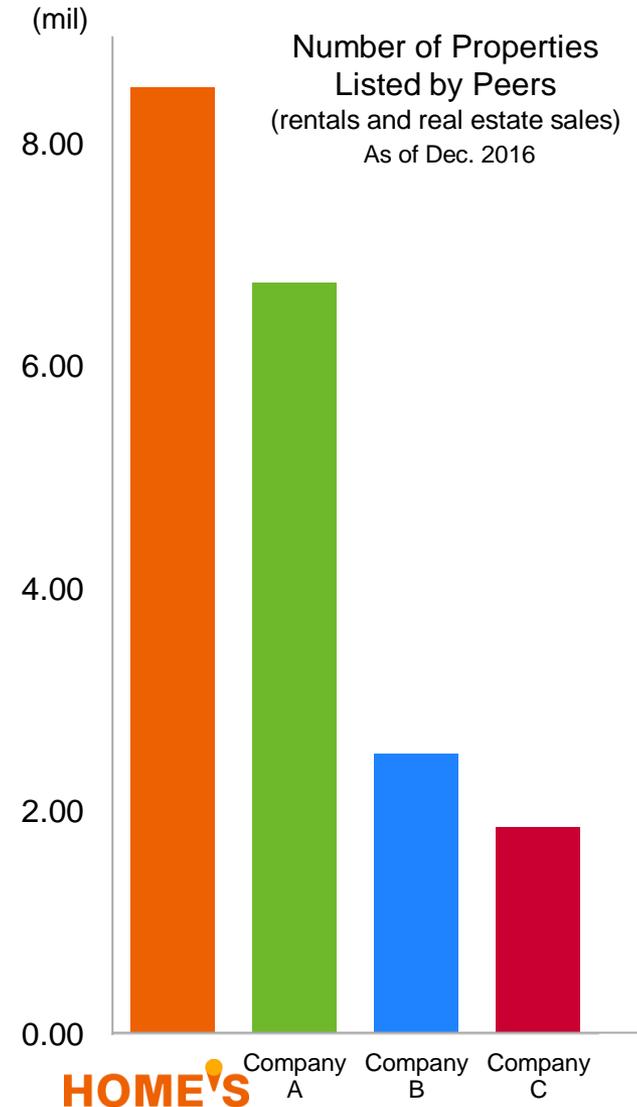
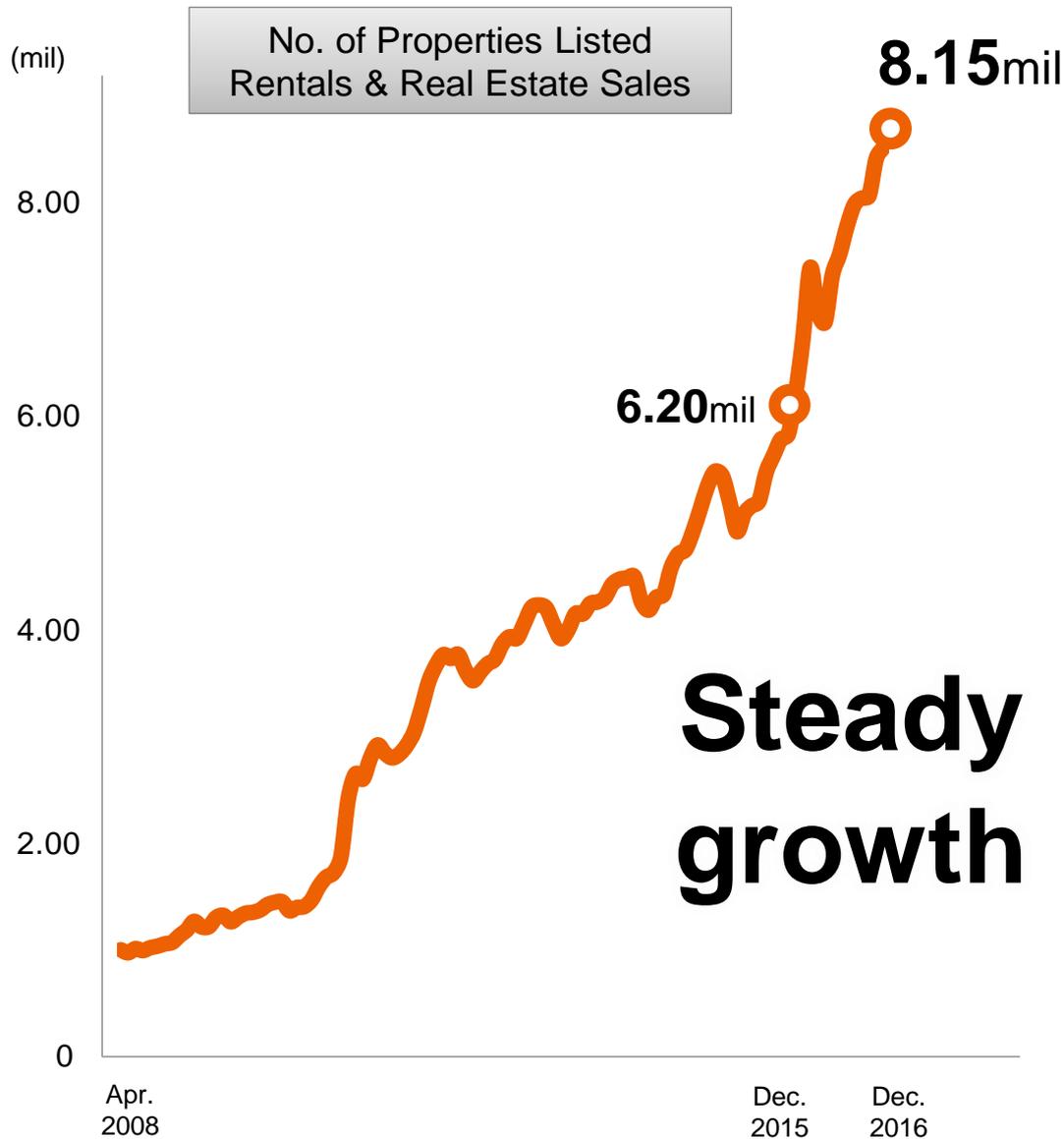


Number of Affiliated Stores

POINT The network of affiliated stores is expanding.



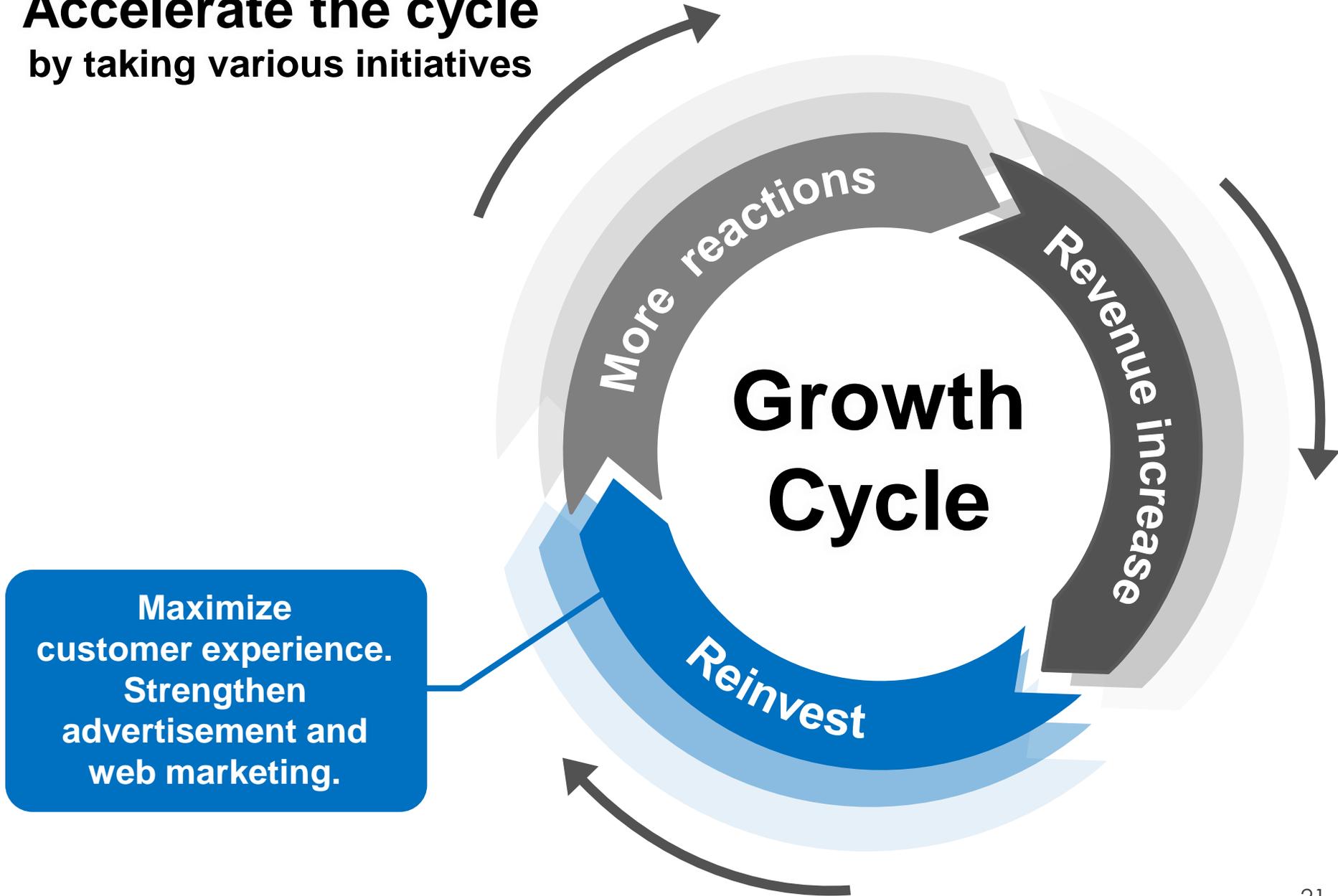
Number of Properties Listed



Growth Strategy

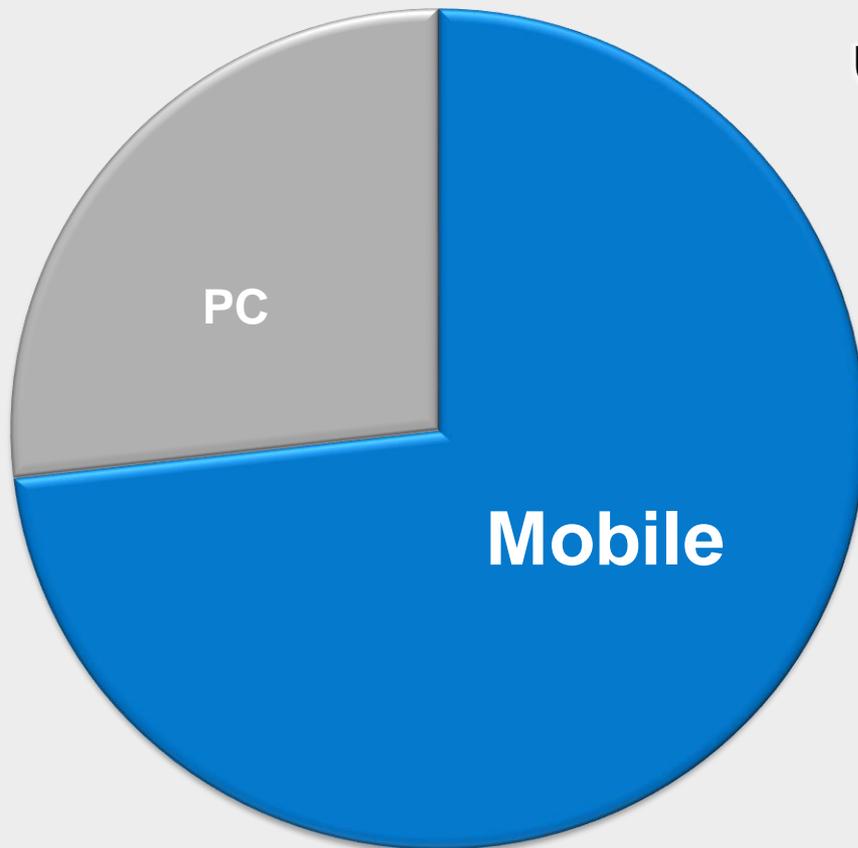
	Market outlook (estimated by NEXT)	Strategy
Rentals	Stable →	Accelerate the growth cycle and expand the market share
Real estate sales	Expand ↗	
Custom-built homes	Shrink ↘	
Renovations	Expand ↗	
New houses & condos	Shrink ↘	

Accelerate the cycle
by taking various initiatives



Maximize Customer Experience - Strengthen Mobile Service Capabilities

HOME'S Users
PC vs Mobile



Approx. 70%
users are using it on their
mobile devices



*Actual results of Rentals & Real Estate Sales, New Houses & Condos, Custom-built Homes, and Renovations during December 2016.

*Mobile: smartphone and tablet.

Topic 1

LINE Inquiry now available

Partner with LINE as a SME partner

Direct inquiry available from users to realtors using LINE application (no need to be “friends”).
Chat record with each realtor will be kept separately.



Topic 2

New functions with Android

House hunting became more convenient with mobile

New function 1:
Starting stations and express stations at a glance.
New function 2:
Street View available for a map around each property.



Maximize Customer Experience - Strengthen Mobile Service Capabilities



Google Play Best Local Apps
Best of 2016



お部屋探しは充実機能が
すべて無料のHOME'S



Maximize Customer Experience - Strengthen Mobile Service Capabilities

Gomez Smartphone Site Ranking
Real Estate Information (Feb. 2017)

Rank	Service name	Score
1st	HOME'S	7.71
2nd	SUUMO	7.45
3rd	Eheya Net	6.82
4th	At Home	6.49
5th	Mynavi Chintai	6.43

No.1
Smartphone
site

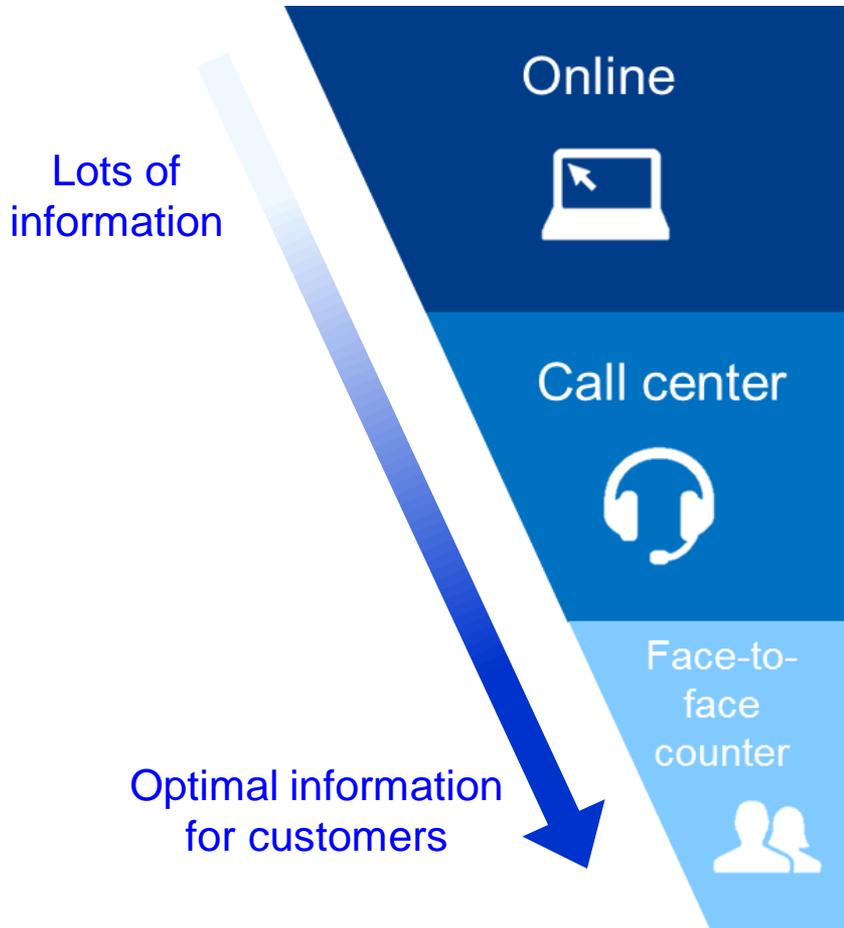


(source) Morningstar http://www.gomez.co.jp/ranking/realestate_chintai_sp/

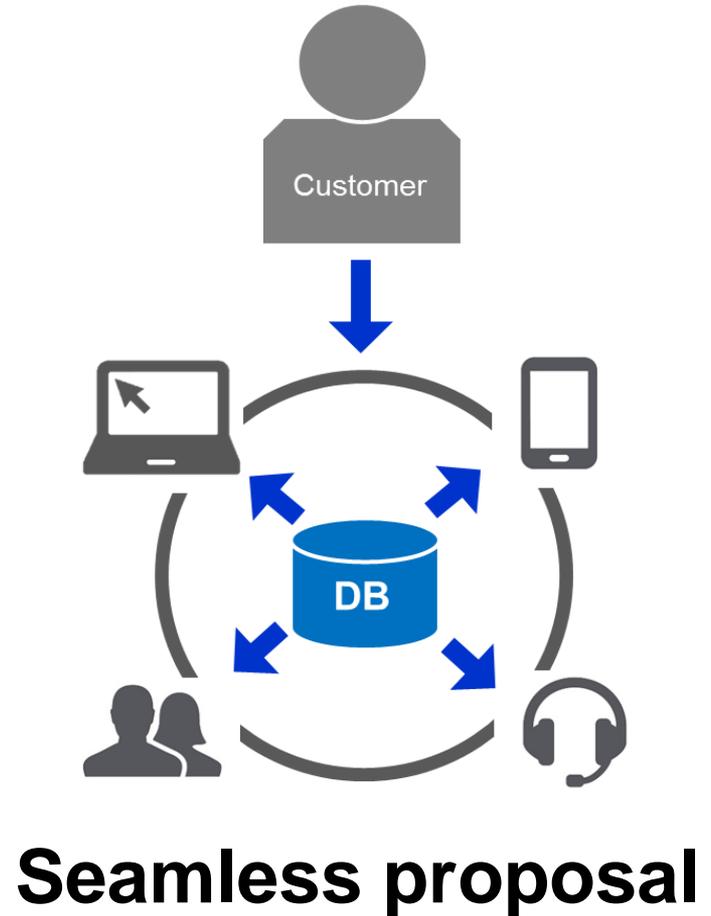
*Theoretical highest score: 10, theoretical lowest score: 0

Maximize Customer Experience – Omni-channel Strategy

Provide optimal information by multiple channels



Utilize customers' DB (under development)



Maximize Customer Experience - HOME'S *Sumainomadoguchi* (HOME'S Counter)



Unimo Chiharadai

Opened on Dec. 23, 2016



Tressa Yokohama

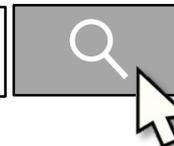
Opened on Dec. 15, 2016



Continue to expand in the metropolitan area

HOME'S Sumainomadoguchi

<https://sumainomadoguchi.homes.jp/>

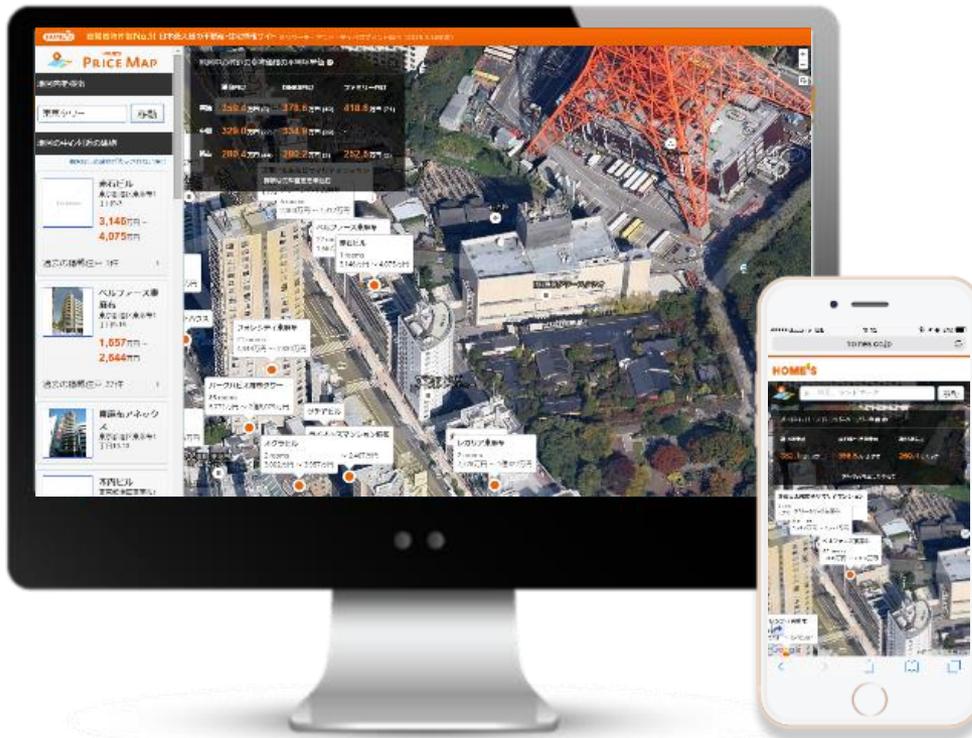


*By appointment only

*Map image: CraftMAP (<http://www.craftmap.box-i.net/>)

Maximize Customer Experience – Information Visualization

POINT Reference rents and sales prices in the metropolitan and Kinki areas are available.



HOME'S PRICE MAP

The service will
became available
in Aichi and
Fukuoka areas
in March 2017

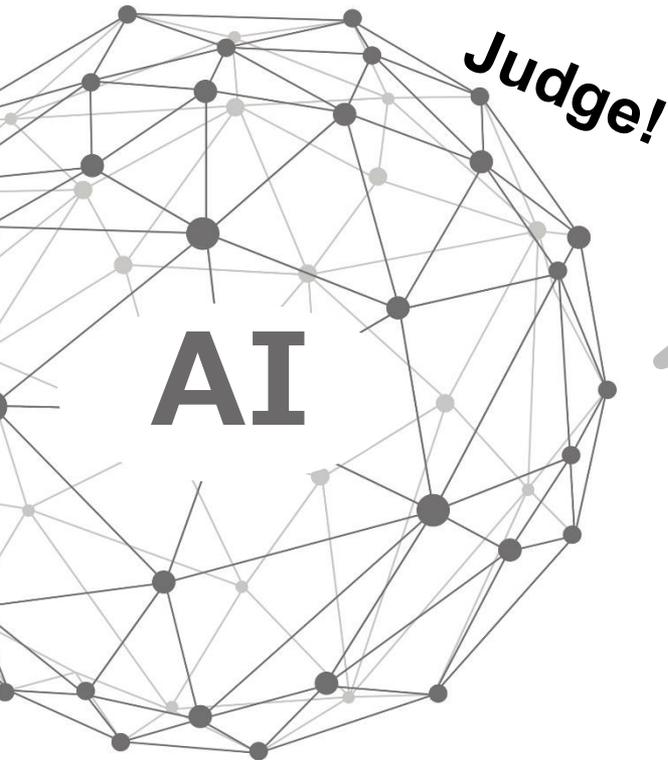
HOME'S PRICE MAP

www.homes.co.jp/price-map



Maximize Customer Experience – Improve Service Quality

Wrong Image Detection System by AI



Use deep learning to detect wrong images

Submitted image	Item	Match ratio	Judge
	Kitchen	"Kitchen" 70.3% "Entrance" 23.7% "Equipment" 2.804%	○
	Kitchen	"Kitchen" 97.3%	◎
	Kitchen	"Kitchen" 0% "Entrance" 0%	✗

**Aim for further
improvement of
service reliability**

Homes-kun will help you find a house 🎵 Use Homes-kun for promotion



The brand awareness and service utilization are increased with an increase of awareness of Homes-kun



LINE stickers available for a limited time

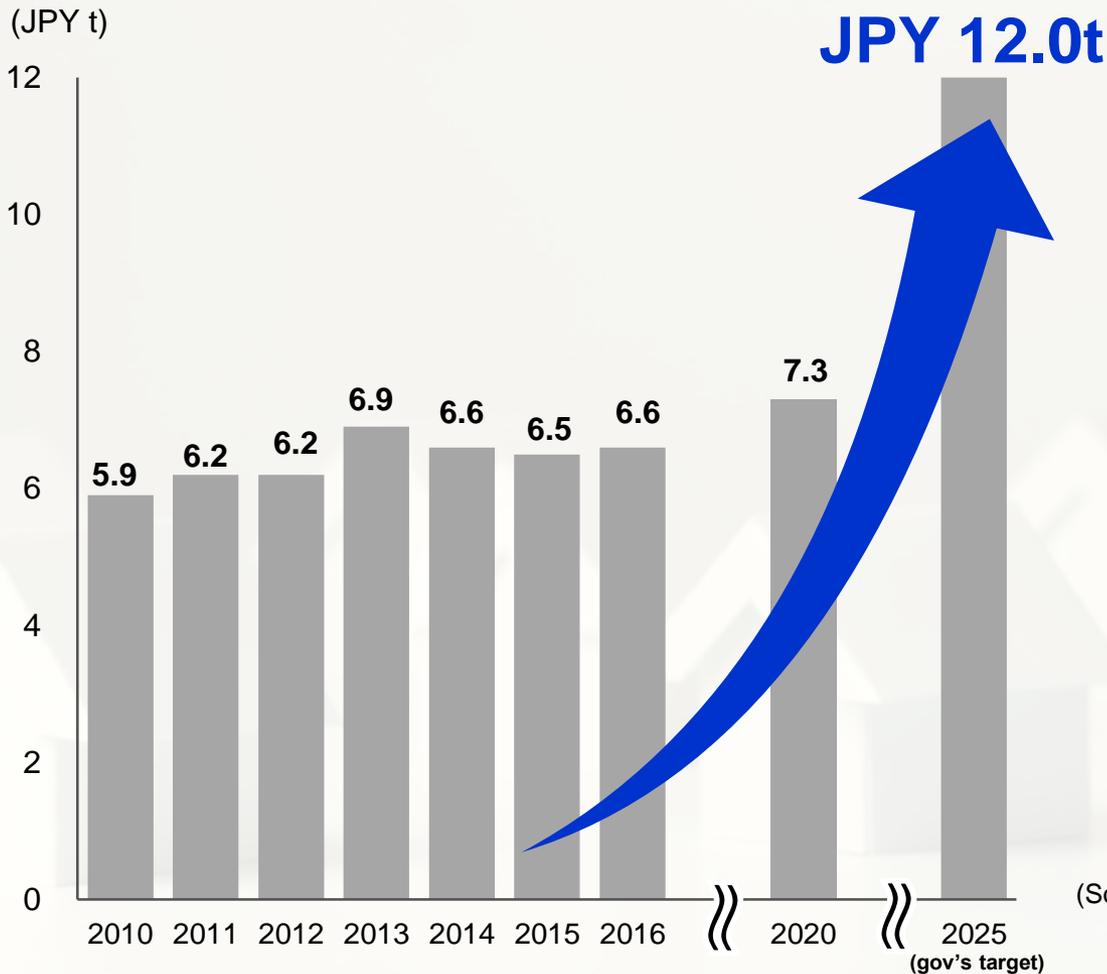
(until Mar. 29, 2017)



The third growth area in Japan
Renovation market



A Room for Home Renovation Market to Grow in Japan

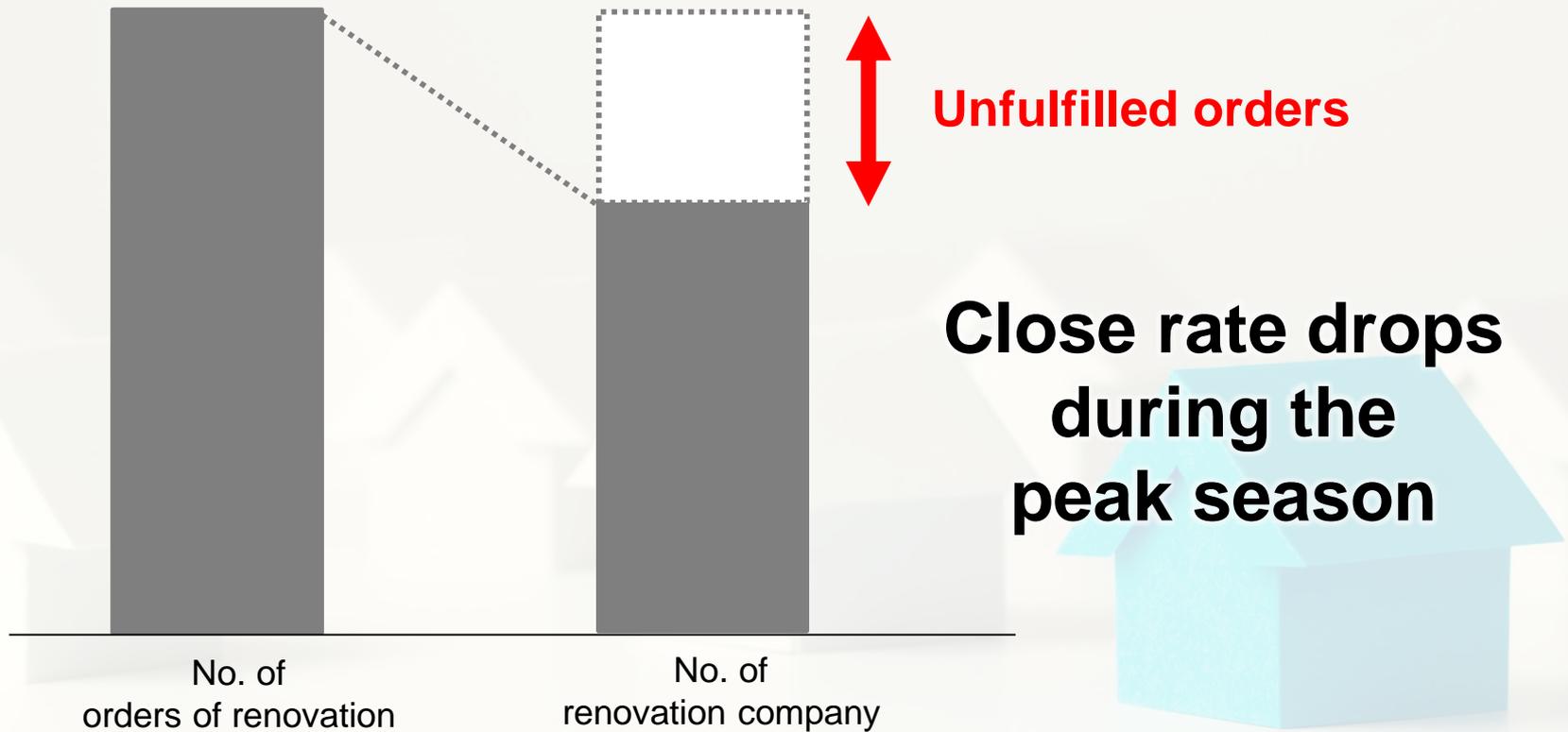


Home renovation market is expected to keep growing



(Source) Yano Research Institute Ltd
"Survey on home renovation market (2016)"
2025: the government's target.

A Challenge of HOME'S Renovation Business



*The graphs are image.

Established a Renovation Contractor

**Kuwazawa
Corporation**



NEXT Co., Ltd.

10%



90%



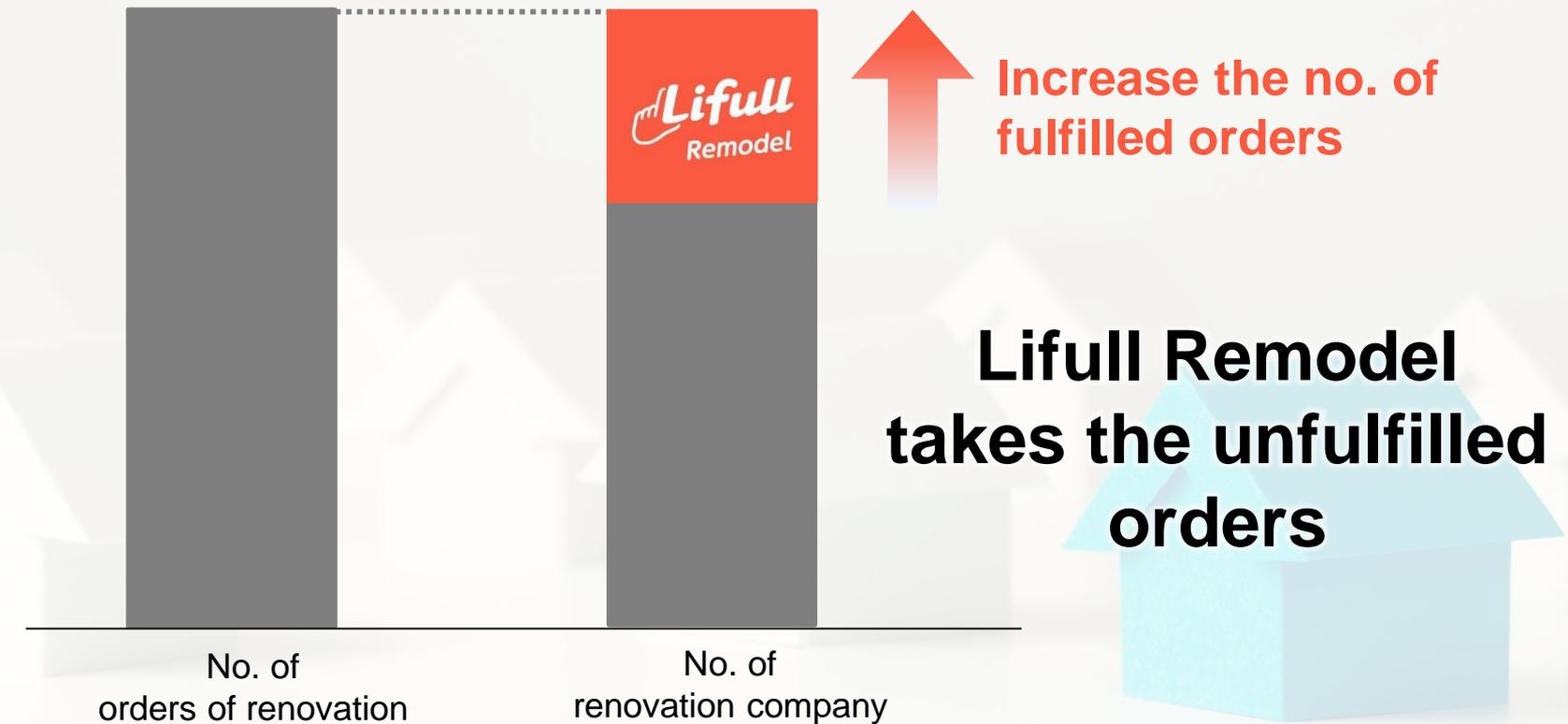
**Lifull
Remodel**

Lifull Remodel

(established on Nov. 30, 2016)



Lifull Remodel



*The graphs are image.

Domestic Services for Realtors

Lifull Marketing Partners, DMP, and CRM



**One year has passed since the consolidation
of sales divisions of new houses and condos
in October 2015**



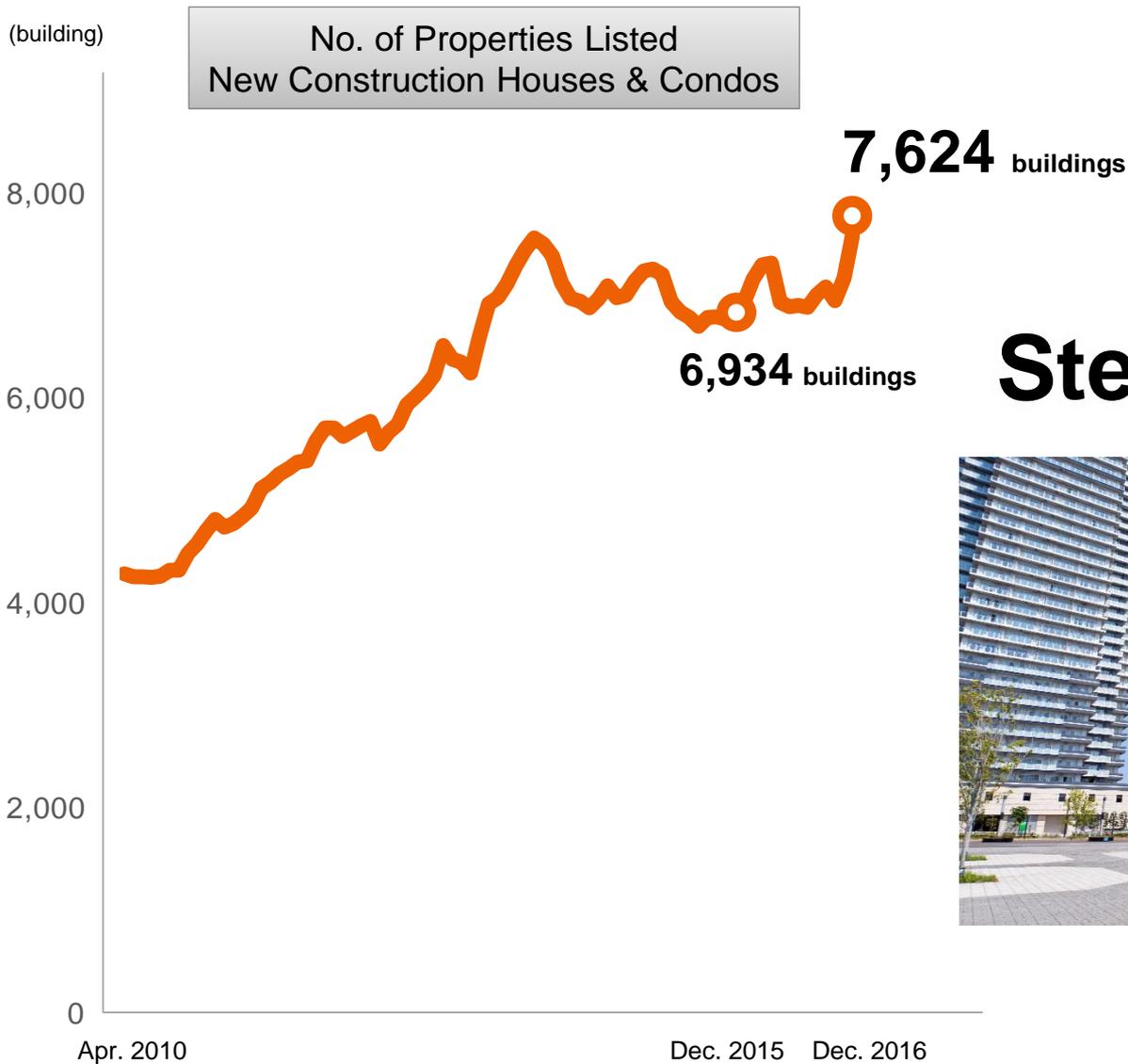
Revenue	approx. +42% (FY2015/Q2 vs FY2016/Q3)
Projects	approx. +30%
Employees	+65[*] people

**Substantial growth
since the acquisition**

*The average number of employees in FY2015/Q2 vs the average number of employees in FY2016/Q3.

*Include the number of employees seconded from NEXT.

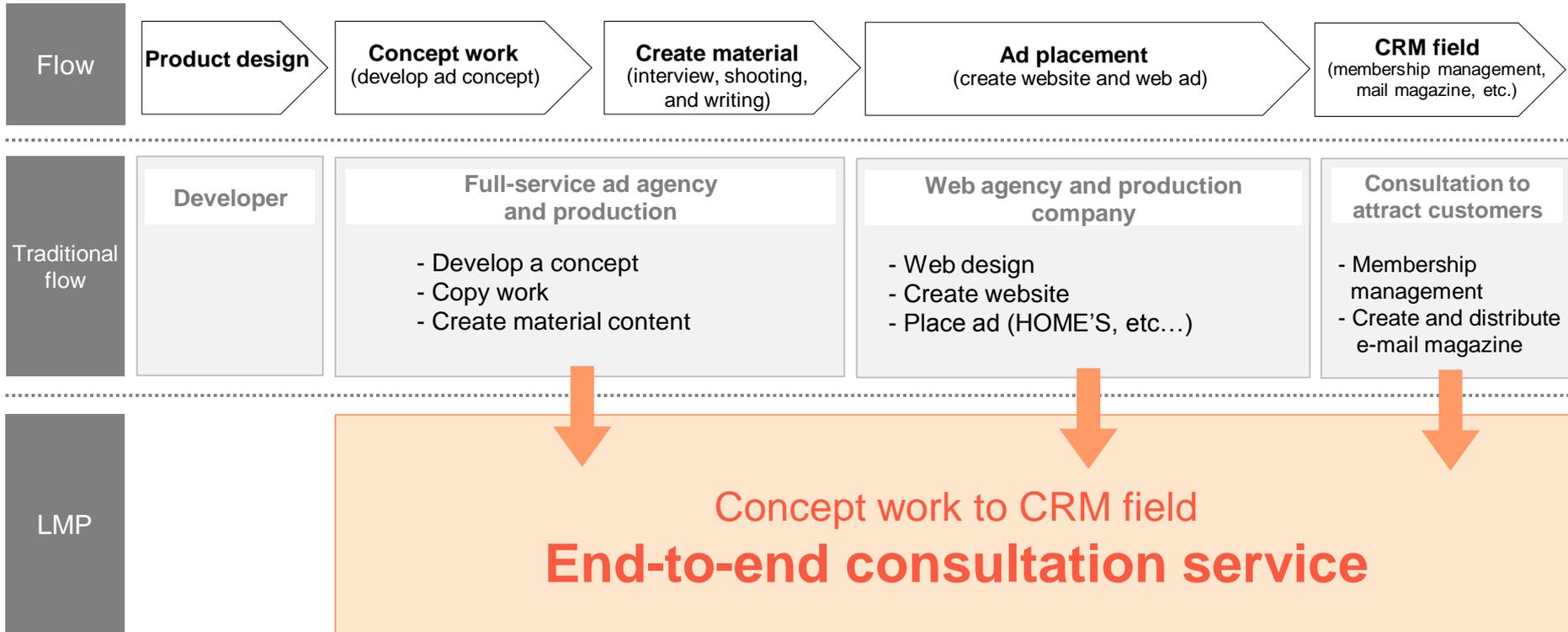
Number of Properties Listed



Steady growth



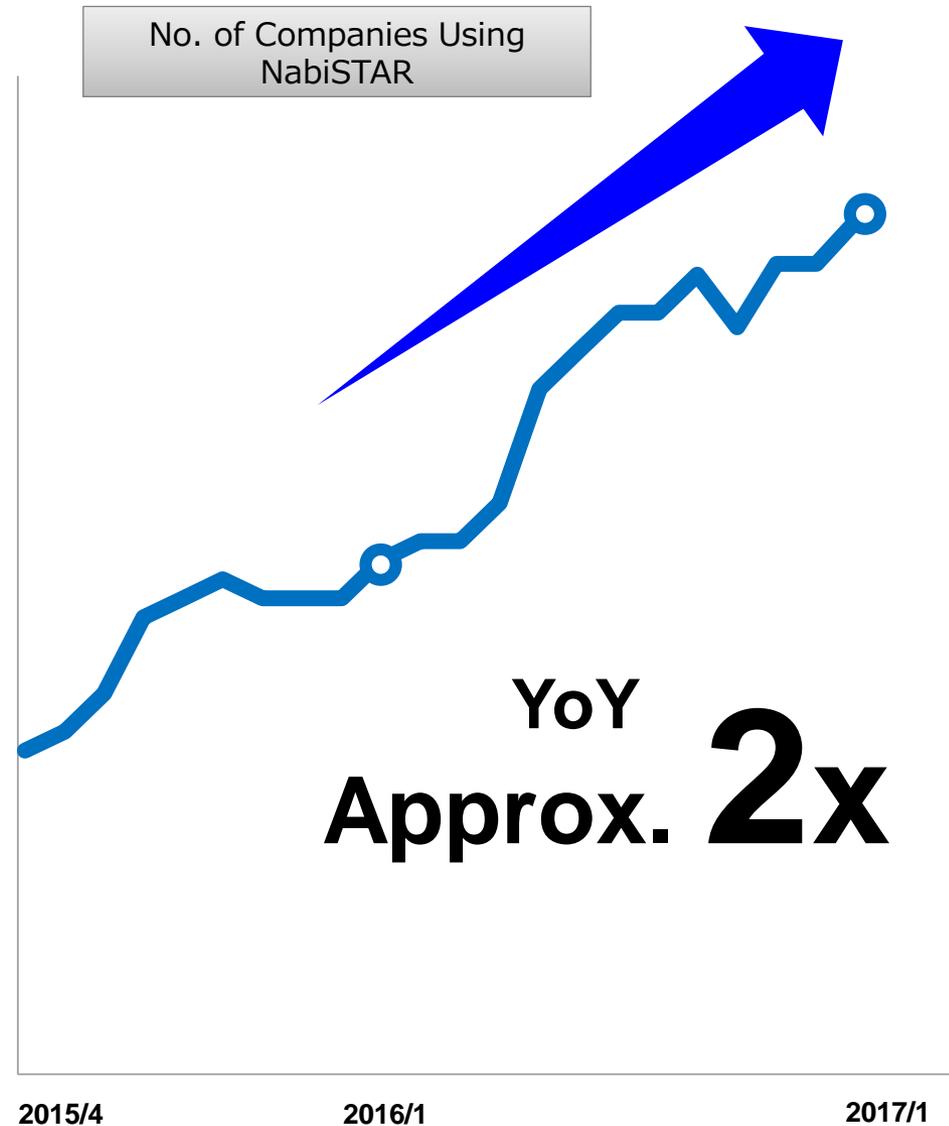
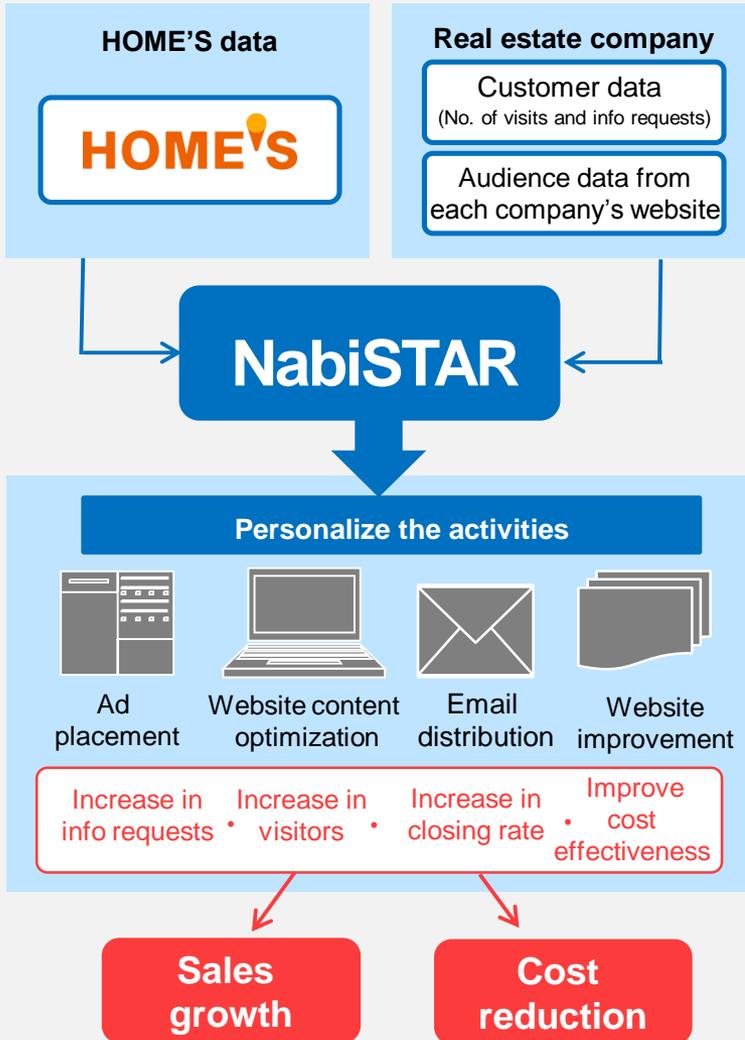
Project flow image



To be the best partner of condo developers

Domestic Services for Realtors – DMP “NabiSTAR”

DMP specialized for real estate company



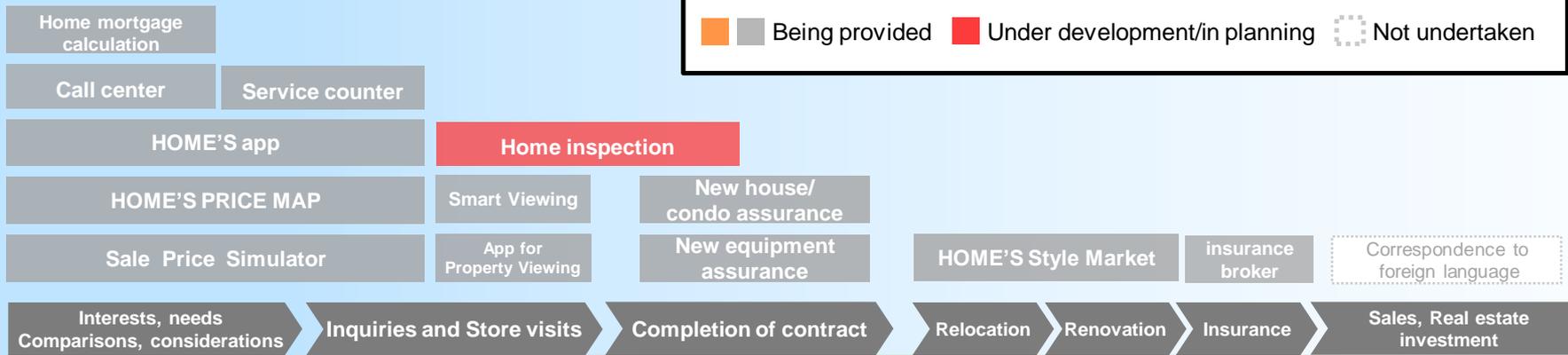
*DMP: data management platform

Service List

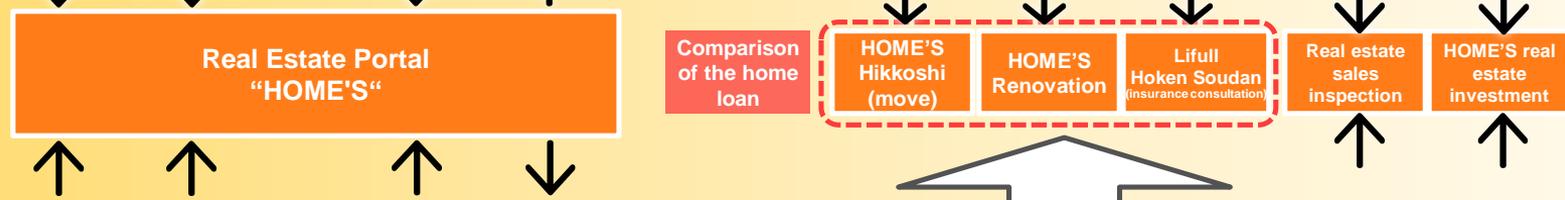
POINT Becoming the absolute No. 1 by providing a wide range of solutions for both users and companies.

Services

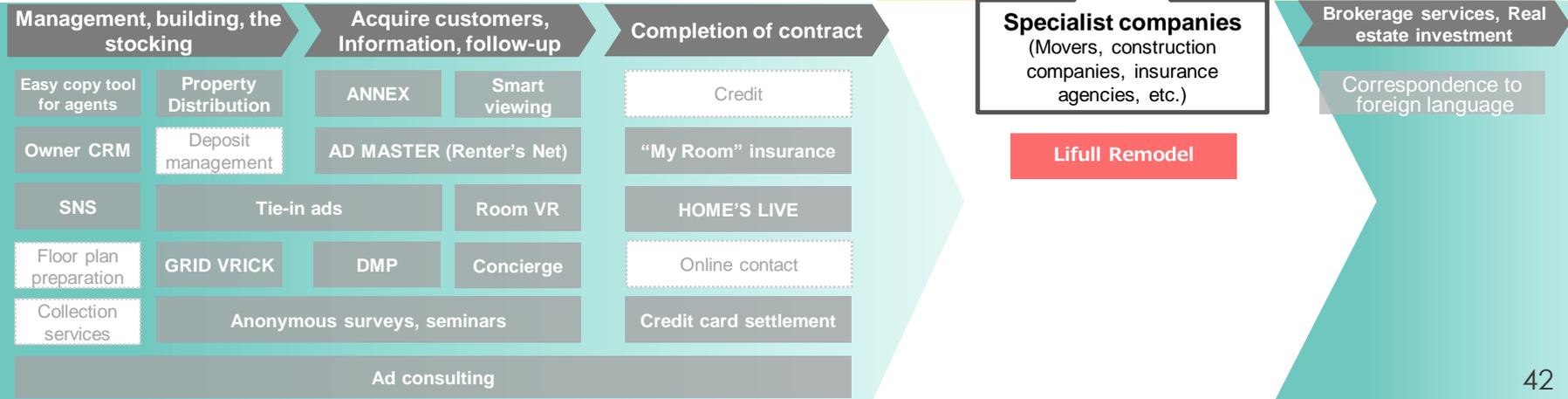
Being provided
 Under development/in planning
 Not undertaken



Matching



Administrative support



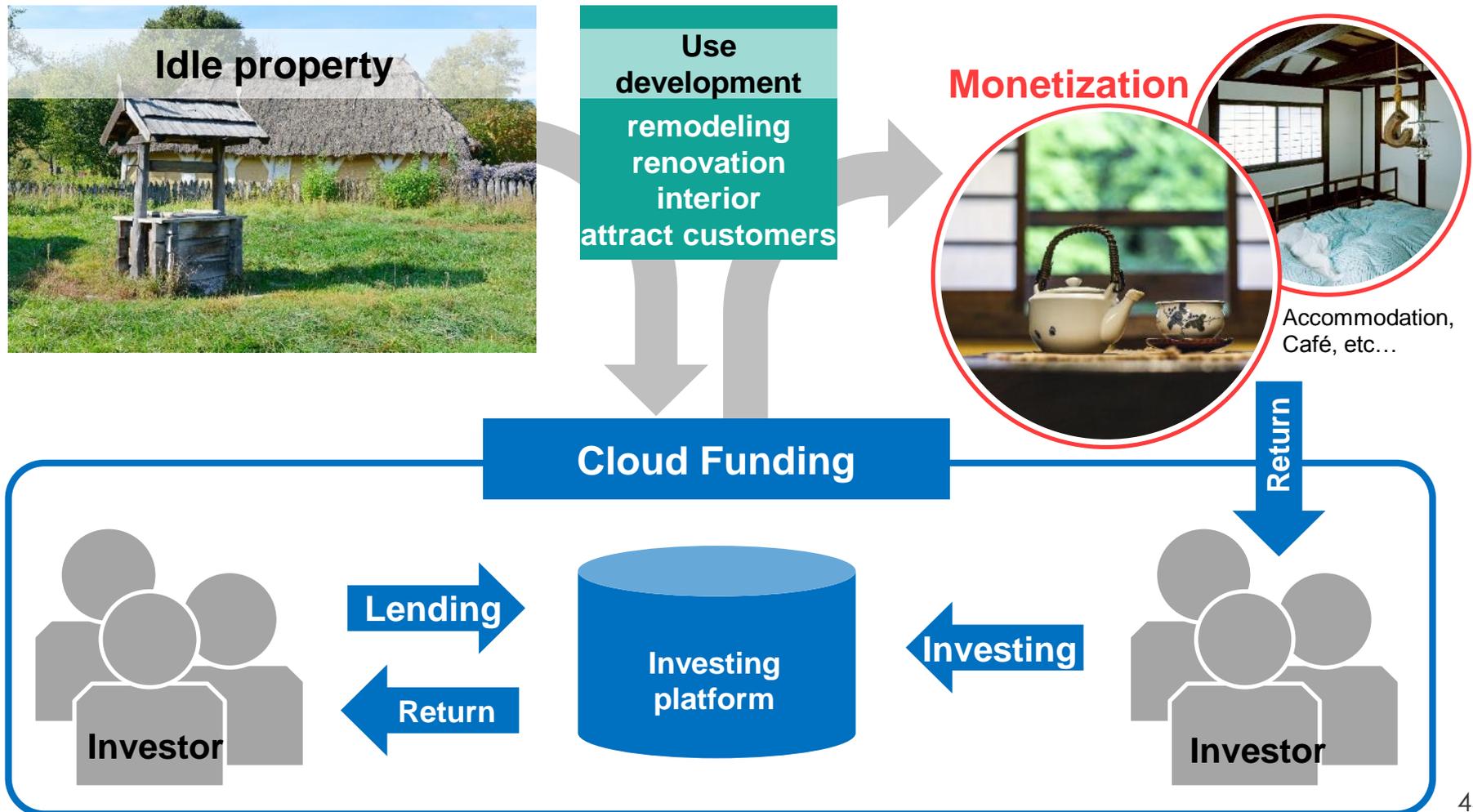
In preparation to launch a full-scale home sharing business in 2017



“Home sharing business bill (tentative)” will be submitted to the Diet
in early March 2017

Investment-type Cloud Funding – Acquiring JG Marketing

Acquired shares of JG MARKETING on Jan. 27, 2017
to accelerate cloud funding business



Overseas

Trovit and Lifull



trovit



Available in
51 countries

Trovit

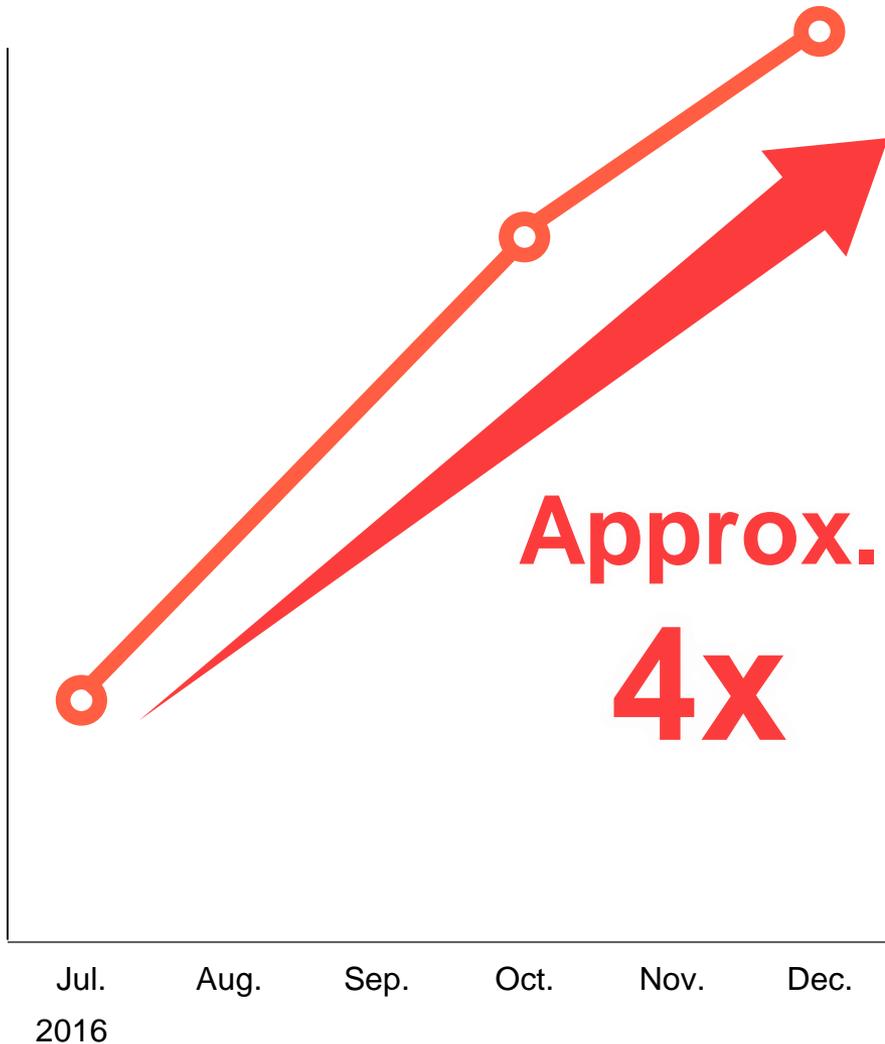
<i>Arab Emirates</i>	<i>Columbia</i>	<i>Hungary</i>	<i>Malaysia</i>	<i>Peru</i>	<i>Spain</i>	<i>Ukraine</i>
<i>Argentina</i>	Costa Rica	<i>India</i>	<i>Mexico</i>	<i>Philippines</i>	<i>Sweden</i>	Uruguay
<i>Australia</i>	<i>Czech Republic</i>	<i>Indonesia</i>	<i>Morocco</i>	<i>Poland</i>	<i>Switzerland</i>	<i>Venezuela</i>
<i>Austria</i>	<i>Denmark</i>	<i>Ireland</i>	<i>Netherlands</i>	<i>Portugal</i>	<i>Taiwan</i>	
<i>Belgium</i>	<i>Ecuador</i>	<i>Italy</i>	<i>New Zealand</i>	<i>Romania</i>	<i>Thailand</i>	
<i>Brazil</i>	<i>France</i>	<i>Japan</i>	<i>Nigeria</i>	<i>Russia</i>	<i>Turkey</i>	
<i>Canada</i>	<i>Germany</i>	Kenya	<i>Pakistan</i>	<i>Singapore</i>	<i>UK</i>	
<i>Chile</i>	<i>Hong Kong</i>	Luxembourg	Panamá	<i>South Africa</i>	<i>US</i>	

Initiatives in 2017

- 1. Strengthen SEO and roll out in each market**
- 2. Strengthen sales capabilities**
- 3. Strengthen mobile service capabilities**

Recover the traffic as early as possible and aim for further growth

No. of Users



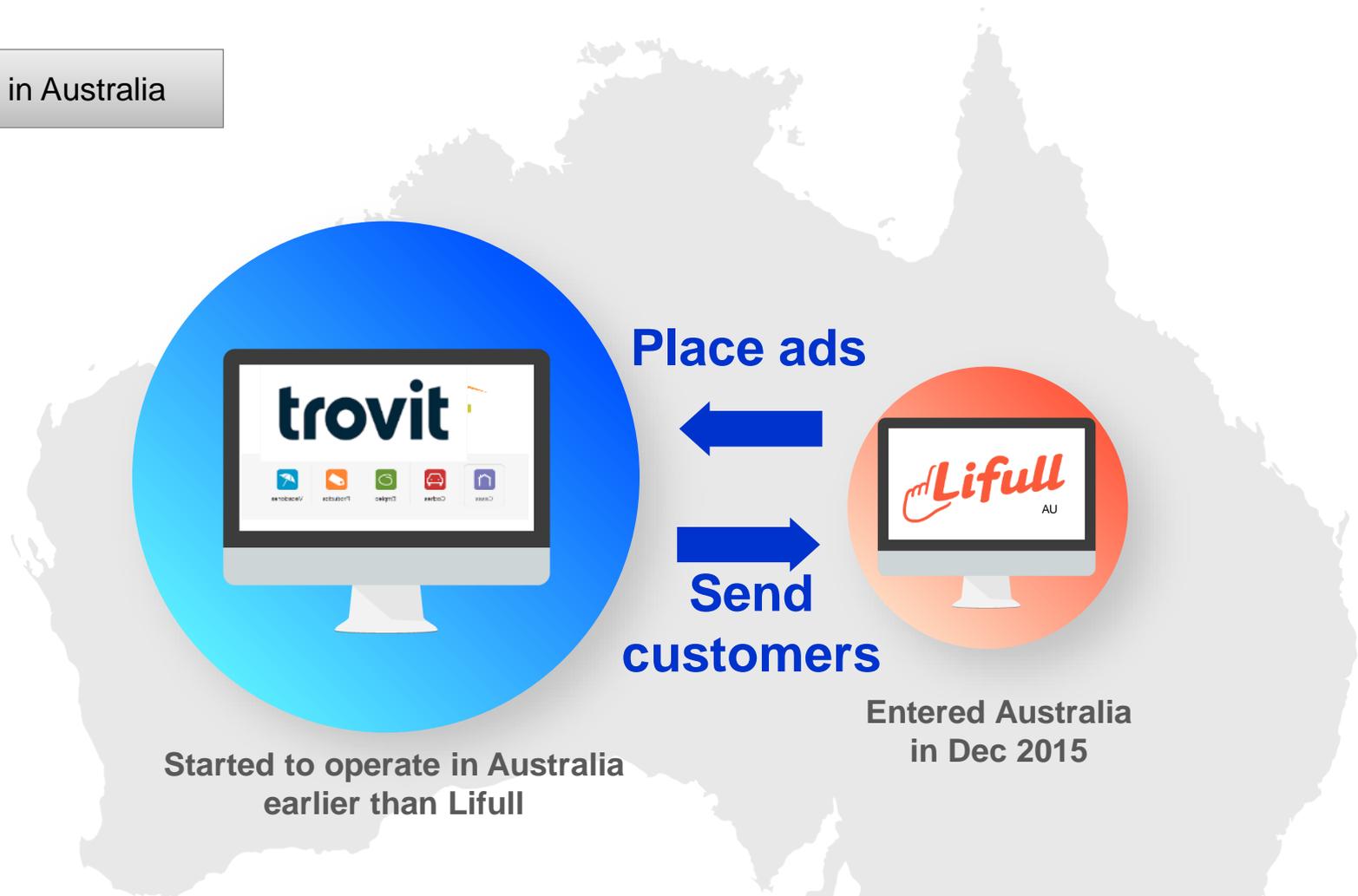
Increase significantly in one year since the site launch

No. of info listed: approx. 410k* (No. 3 in Australia)



*As of Dec. 2016

Case in Australia



**Smooth start-up of Lifull
by placing ads on Trovit website**

2017.4.1

Toward a New Stage

For Making all kinds of *LIFE FULL*

NEXT Co., Ltd will change its name to
“LIFULL Co., Ltd” and relocate its headquarters on April 1, 2017.

New headquarters address

1-4-4 Koji-machi, Chiyoda-ku, Tokyo 102-0083

A close-up photograph of a woman and a young girl. The woman is on the right, leaning in and smiling warmly. The girl is on the left, also smiling and looking towards the right. They appear to be looking at something together. The woman is wearing a light-colored top with a pink and orange pattern. The girl is wearing a white top with pink polka dots.

**Toward the World's Best
Life Database and
Solutions Company**

Appendix.

Corporate Info

Company Name	NEXT Co., Ltd. (TSE 1st section: 2120)
Representative	Takashi Inoue, President and CEO
History	March 12, 1997 Established October 31, 2006 Listed in Tokyo Stock Exchange, Mother's Section March 12, 2010 Listed on TSE 1st Section
Capital	3,999 million yen
Stock Issued	118,789,100 (including 73,636 shares of treasury stock)
Consolidated Number of Employees	1,129 persons (including 244 temporary employees, 165 overseas)
Major Shareholders	NEXT directors, Rakuten, Inc. (20%)
Major Subsidiaries () stake	Renters Co. (100%), fiscal year ends March 31 Trovit Search, S.L. (100%), fiscal year ends December 31 Lifull Marketing Partners (60%), fiscal year ends March 31

As of the end of December 2016

Condensed Statements of Profit and Loss (quarterly)

<J-GAAP>

<IFRS>

Consolidated statements of Profit and Loss (quarterly)

Unit : JPY mil	FY2013				FY2014				FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Revenue	3,398	3,454	3,556	4,281	3,852	3,897	4,318	6,096	5,457	6,441	6,280	7,527	6,846	6,910	7,107
Domestic Real Estate Information Services	3,160	3,214	3,307	3,965	3,524	3,583	3,756	4,736	4,167	4,311	4,440	5,498	4,803	4,897	5,034
Rentals & Real Estate Sales	1,818	1,845	1,889	2,422	2,102	2,161	2,362	3,126	2,648	2,776	2,914	3,727	3,034	3,179	3,272
New Houses & Condominiums	1,021	1,027	1,096	1,178	1,083	1,087	1,107	1,258	1,207	1,165	1,153	1,262	1,203	1,189	1,238
Custom-built Homes & Renovations	256	266	240	268	230	224	166	196	169	204	197	318	339	311	288
Others	63	75	81	95	107	109	121	155	141	165	176	189	226	216	234
Domestic Services for Realtors	136	153	174	174	206	223	230	248	242	1,049	889	940	1,022	1,088	1,137
Overseas	10	5	4	8	14	6	243	939	904	940	796	865	823	750	750
Others	90	80	69	132	107	84	88	172	144	139	154	222	196	174	183
Cost of sales	102	104	129	136	108	126	153	194	141	737	597	651	670	737	774
SG&A	2,290	2,665	2,532	3,948	2,932	3,237	3,180	5,041	4,036	4,640	4,343	5,605	4,776	4,581	5,422
Personal expenses	806	973	848	1,155	1,001	998	1,083	1,356	1,366	1,479	1,535	1,888	1,773	1,531	1,811
Advertising expenses	774	952	906	1,862	1,114	1,328	960	2,538	1,524	2,002	1,527	2,291	1,689	1,730	2,145
Operating expenses	84	95	117	176	126	170	201	220	208	245	305	257	246	236	282
Other SG&A	626	643	660	753	690	739	934	925	937	912	975	1,168	1,066	1,082	1,183
Other revenues and expenses	0	0	0	0	-2	-3	-9	-26	-13	-41	-33	-7	-6	-42	-30
EBITDA	1,005	684	894	197	808	530	975	834	1,267	1,022	1,306	1,263	1,392	1,549	879
Depreciation/amortization cost	142	133	103	102	87	88	120	161	214	214	230	205	221	217	338
Operating profit	862	550	791	95	720	442	854	673	1,052	808	1,076	1,057	1,171	1,331	540
Net profit	516	309	455	54	430	282	559	523	682	552	693	742	734	942	331
EBITDA margin	29.6%	19.8%	25.2%	4.6%	21.0%	13.6%	22.6%	13.7%	23.2%	15.9%	20.8%	16.8%	20.3%	22.4%	12.4%

Segment Profit and Loss (quarterly)

Unit: JPY mil	FY2014				FY2015				FY2016		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Domestic Real Estate Information Services	741	486	934	566	860	597	1,016	1,065	1,147	1,144	575
Domestic Services for Realtors	6	14	-6	-37	2	23	25	-59	-49	-27	-31
Overseas	-23	-37	-24	200	214	220	47	68	40	226	9
Others	-3	-20	-42	-33	-20	-12	-7	-40	3	-4	-15
Inter-segment transactions	2	2	2	3	8	20	28	30	35	35	32
Segment profit	723	445	864	699	1,065	849	1,109	1,064	1,177	1,374	570

External Market Data (monthly)

Number of Apartments for sales

Source : Real Estate Economic Institute Co., Ltd.

	2014 (Jan-Dec)	2015 (Jan-Dec)	2016 (Jan-Dec)	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Capital Region	44,913	40,449	35,772	1,679	2,598	4,457	2,286	3,495	3,503	4,785	2,610	2,430	2,921	3,496	6,189	1,494	2,237	2,693	1,978	3,002	3,050	3,317	1,966	3,424	2,903	2,701	7,007
YoY	-20.5%	-9.9%	-11.6%	-8.1%	-2.0%	-4.0%	-7.6%	-18.7%	0.0%	13.3%	23.7%	-27.2%	-6.5%	4.8%	-34.1%	-11.0%	-13.9%	-39.6%	-13.5%	-14.1%	-12.9%	-30.7%	-24.7%	40.9%	-0.6%	-19.6%	13.2%
Kinki	18,814	18,930	18,676	1,314	1,905	2,019	1,189	1,920	1,755	1,258	969	1,798	1,223	1,696	1,884	899	1,640	2,143	1,320	1,422	1,517	1,414	1,238	1,870	1,263	1,975	1,975
YoY	-23.8%	0.6%	-1.3%	84.8%	15.2%	9.3%	-2.7%	20.9%	3.8%	37.6%	-20.4%	-1.7%	-14.3%	-14.1%	15.0%	-31.6%	-13.9%	6.1%	11.0%	-25.9%	-13.6%	12.4%	27.8%	4.0%	3.3%	16.5%	4.8%

Trend of Price for Apartments

Source : Real Estate Economic Institute Co., Ltd.

Unit : MJPY	2014 (Jan-Dec)	2015 (Jan-Dec)	2016 (Jan-Dec)	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Capital Region	5,060	5,518	5,490	4,455	5,696	5,186	5,305	4,812	5,815	5,953	5,872	5,393	5,364	6,328	5,457	5,570	5,773	5,638	5,750	5,692	5,672	5,656	5,662	5,578	5,406	5,161	5,078
YoY	2.7%	9.1%	-0.5%	-3.9%	12.5%	-0.6%	9.5%	-6.7%	20.4%	7.6%	3.3%	13.2%	17.6%	21.1%	8.7%	25.0%	1.4%	8.7%	8.4%	18.3%	-2.5%	-5.0%	-3.6%	3.4%	0.8%	-18.4%	-6.9%
Kinki	3,647	3,788	3,919	3,155	3,427	3,842	3,562	3,964	3,664	3,578	3,641	3,708	3,459	4,454	4,525	3,798	3,717	4,046	3,811	3,327	4,034	3,841	3,913	4,159	3,989	3,803	4,321
YoY	4.7%	3.9%	3.5%	-9.2%	1.4%	5.5%	3.8%	12.7%	-2.7%	-1.1%	-4.4%	-4.4%	-3.6%	22.1%	16.9%	20.4%	8.5%	5.3%	7.0%	-16.1%	10.1%	7.4%	7.5%	12.2%	15.3%	-14.6%	-4.5%

New build properties

Source : Ministry of Land, Infrastructure, Transport and Tourism

	2014 (Jan-Dec)	2015 (Jan-Dec)	2016 (Jan-Dec)	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
House for Rent	362,191	378,718	418,543	26,856	25,672	30,243	30,603	28,208	35,600	33,977	33,470	34,092	32,757	33,505	33,735	28,288	28,871	30,572	35,504	32,427	36,910	37,745	36,784	38,400	39,950	38,617	34,475
YoY	1.7%	4.6%	10.5%	-10.3%	-7.5%	4.6%	-1.8%	2.8%	14.6%	18.7%	17.7%	13.3%	-2.6%	2.6%	3.9%	5.3%	12.5%	1.1%	16.0%	15.0%	3.7%	11.1%	9.9%	12.6%	22.0%	15.3%	2.2%
Apartment house	110,475	115,652	114,570	10,377	10,693	7,575	11,071	11,322	14,173	7,424	10,189	7,724	8,690	8,880	7,534	8,383	11,752	11,290	11,936	11,236	10,185	7,863	6,815	9,502	9,476	8,263	8,337
YoY	-13.4%	4.7%	-0.9%	-13.1%	23.3%	-8.6%	24.4%	54.9%	82.8%	-17.6%	0.0%	-22.4%	-17.2%	-4.1%	-13.5%	-19.2%	9.9%	49.0%	7.8%	-0.8%	-28.1%	5.9%	-33.1%	23.0%	9.0%	-6.9%	10.7%
House	125,421	123,624	133,739	9,511	9,630	9,887	9,893	9,148	11,160	10,587	10,768	10,351	10,030	11,471	11,188	10,359	10,602	10,678	10,933	10,796	11,279	11,863	11,401	11,600	11,294	11,683	11,251
YoY	-7.0%	-1.4%	8.2%	-9.7%	-0.2%	-1.6%	7.9%	-8.8%	-2.9%	-2.7%	4.6%	1.0%	-1.1%	8.2%	3.9%	8.9%	10.1%	8.0%	10.5%	18.0%	1.1%	12.1%	5.9%	12.1%	12.6%	1.8%	0.6%
Owned house	285,270	283,366	292,287	20,282	20,813	21,352	23,294	22,542	26,643	25,396	25,245	25,219	24,830	25,310	22,440	20,264	20,984	22,274	23,567	23,501	26,944	26,910	26,341	25,573	26,046	25,993	23,890
YoY	-19.6%	-0.7%	3.1%	-18.7%	-9.1%	-1.4%	-2.1%	1.1%	7.2%	8.0%	4.1%	2.4%	2.4%	3.5%	-5.4%	-0.1%	0.8%	4.3%	1.2%	4.3%	1.1%	6.0%	4.3%	1.4%	4.9%	2.7%	6.5%

Internal migrants

Source : Ministry of Internal Affairs and Communications

	2014 (Jan-Dec)	2015 (Jan-Dec)	2016 (Jan-Dec)	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Total	5,207,599	5,384,553	5,251,717	319,754	350,058	967,388	764,296	360,121	370,989	384,787	377,467	394,589	406,352	337,321	351,431	316,102	374,679	945,834	731,587	390,754	350,188	359,735	396,626	345,064	367,684	339,023	334,441
YoY	-	3.4%	-2.5%	-0.1%	0.6%	4.0%	-2.7%	-1.3%	8.0%	0.9%	7.2%	9.4%	6.8%	10.7%	4.3%	-1.1%	7.0%	-2.2%	-4.3%	8.5%	-5.6%	-6.5%	5.1%	-12.6%	-9.5%	0.5%	-4.8%
Only Japanese	4,908,009	5,041,483	4,880,967	297,425	327,550	925,922	724,639	334,371	343,704	357,336	351,896	366,577	374,565	312,026	325,472	292,353	349,324	900,671	689,155	360,675	322,696	331,762	366,123	314,849	335,112	310,720	307,527
YoY	-2.1%	2.7%	-3.2%	-0.9%	-0.2%	3.5%	-3.3%	-1.9%	7.1%	0.2%	6.6%	9.2%	6.2%	10.0%	3.3%	-1.7%	6.6%	-2.7%	-4.9%	7.9%	-6.1%	-7.2%	4.0%	-14.1%	-10.5%	-0.4%	-5.5%

Japan Population

Source : Ministry of Internal Affairs and Communications

Unit : Thousand	Oct. 1, 2013	Oct. 1, 2014	Oct. 1, 2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Total	127,414	127,273	127,095	127,016	126,991	126,896	126,939	126,904	126,929	126,958	126,942	126,875	127,094	127,095	127,088	127,043	127,029	126,963	126,991	126,940	126,985	126,995	126,976	126,920	126,950	126,950	126,920

Domestic Real Estate Information Services



HOME'S, a real estate and housing information listing site

<http://www.homes.co.jp/>

“HOME‘S” is the **No.1** real estate and housing information listing site in Japan.

Besides the quantity of information, HOME'S established screening team to improve information accuracy.

Continued to step up the efforts to meet smart device-related needs, catering for a variety of needs.



The iOS and Android applications by the HOME'S website



HOME'S application for visually impaired persons



Property visit note application



You can see a 360-degree view of properties with images that make the scene more alive.

↓ Samples of 360-degree panoramic images

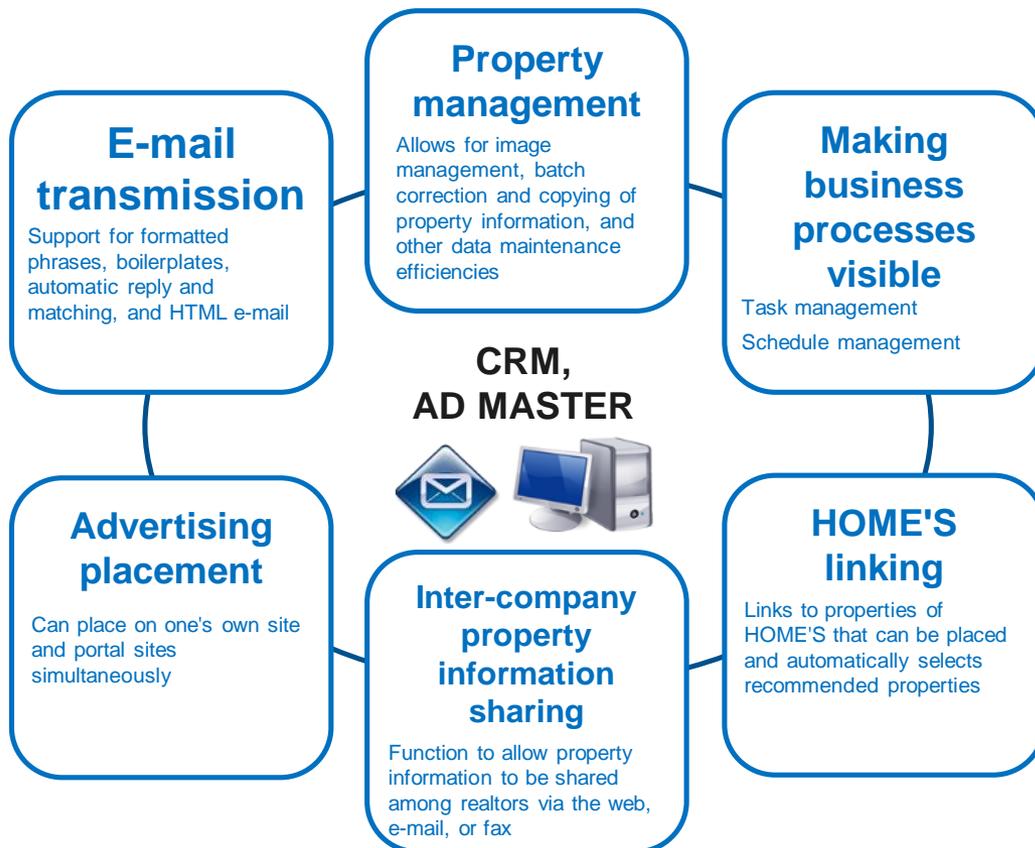
<https://theta360.com/s/46j>

<http://goo.gl/E3KGRI>

Services for Real Estate Industry

CRM services for realtors

A business support service provided by NEXT subsidiary Renters for rental property realtors. The service provides CRM, batch conversion of property information, and functions for management companies, systematizes complex property management processes and prevents customer support from being the domain of only a few individuals, **effectively streamlining realtors' business.**



Website creation service "Annex"

Annex is a "next-generation homepage service" that allows even users without specialized expertise to easily build **websites for realtors**. Users utilize high-quality templates to simply and affordably build websites **for PCs and smartphones**.

The service involves a one-time registration fee of 50,000 yen and a monthly fee starting at 10,000 yen.



- No technical expertise needed
- In-expensive
- Smart-phone supported

Other Businesses

Insurance agency search and appointment website
“Lifull Hoken Soudan (insurance consultation)”



Furniture / interior EC website
“HOME’S Style Market”



HOME’S Hikkoshi (move)



HOME’S Trunk Room (self-storage)



Other “Lifull” services



NEXT Group Companies (1)

(in chronological order with effective dates of establishment)



Renter's

- Planning and sales of "AD MASTER", CRM service for realtors
- Consultation service



PT. Lifull Media Indonesia

- Planning and operation of "Lifull Rumah", a website providing real estate and housing information in Indonesia
- Providing "home hunting proxy service" in Jakarta to Japanese business people who will be relocating to the city
- Product samples and information websites



Trovit Search, S.L.

- Operation of one of the largest aggregation websites in the world



Lifull Scouting

- Operation of "Lifull Scouting", a sports matching service
- Consultation service for sports-related organization



Lifull LiveMatch

- Operation of "Lifull LiveMatch", a website to search for an accompany to enjoy music live, festival or concert together



Lifull Marketing Partners

- Internet and marketing businesses for realtors and property-related businesses
- Internet connection service (ISP) business

NEXT Group Companies (2)

(in chronological order with effective dates of establishment)



Lifull Senior

- Operation of "HOME'S Kaigo (nursing care)", one of the largest websites in Japan to search for nursing care homes or elderly housing



Lifull Move

- Operation of "HOME'S Hikkoshi (move)", a website where quotes from various moving companies available with one request and where on-line reservation is also available



Lifull Space

- Operation of "HOME'S Trunk room (luggage storage)", a website with one of the largest number of rental storage room/unit information in Japan



Lifull FinTech

- Operation of "Lifull FinTech", a financial info website
- Operation of "Lifull Insurance Consultation", a website to make an insurance consultation appointment
- Operation of "Lifull Insurance", a website to compare insurance products
- Life and non-life insurance agency business



Lifull Bizas

- Admin and other back office operation outsourcee
- Call center operation outsourcee

NEXT Group Companies (2)

(in chronological order with effective dates of establishment)



Lifull Remodel

- Online home building mediation service
- Reconstruction work mediation service
- Contract work for interior decoration

JG MARKETING

- Operating crowd-funding platform “Japan Giving” and “Shooting Star”

IR Information



Official account on Twitter



https://twitter.com/Next_2120_IR

Contact Us

NEXT Co., Ltd. IR Support Desk

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Fax: +81-3-5783-3737

E-mail: ir@next-group.jp

Website <http://www.next-group.jp/> (Japanese)

<http://www.next-group.jp/en/> (English)

*The contact information above will be changed on April 1, 2017



Official Facebook page



<http://www.facebook.com/next.group.jp>

Guide to IR News

We provide monthly performance data and timely disclosure data in good time!

Please send a blank e-mail to the following e-mail address.

Blank e-mail: touroku@next-group.jp