

May 23, 2017

Listed company: LIFULL Co., Ltd.
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 (Stock code: 2120 TSE First Section)
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Notice of Change of Accounting Period (Fiscal Year End)

LIFULL Co., Ltd. (the “Company”) hereby announces that at a meeting of its Board of Directors held on May 23, 2017, it was resolved that a proposal for the change of the accounting period be submitted to the 22nd Annual General Meeting of Shareholders to be held on June 28, 2017. The details are as follows.

1. Reason for the change

Due to the characteristics of its business, the Company’s peak business period is from January to March every year. In this light, the change is based on the decision that avoiding the closing of the accounting period (fiscal year end) immediately after the peak business period would allow further improvements in efficient asset deployment.

2. Details of accounting period change

Current	March 31 of each year
After change	September 30 of each year

(Note) The fiscal year ending September 30, 2017 is planned to be a transitional period of six months after the accounting period change, from April 1, 2017 through September 30, 2017.

3. Future outlook (forecast for the fiscal year ending September 30, 2017)

(millions of yen)

	Revenue	Operating income	Net profit attributable to owners of the parent
Fiscal year ending September 30, 2017	15,973	185	138

(Reference) EBITDA (forecast for the fiscal year ending September 30, 2017) 662 million yen

4. Change of partial amendments to the Articles of Incorporation

Please refer “*Notice of Change of Trade Name and Partial Amendments to the Articles of Incorporation*” announced on May 23, 2017 for the details of partial amendments to the Articles of Incorporation.

Earnings forecasts for the fiscal year ending September 30, 2018 will be disclosed in the “*Consolidated Financial Report for the Fiscal Year Ended September 30, 2017 (IFRS)*” to be released in November 2017.

(Reference)

Change of Accounting Period

<Schedule>



The irregular 6-months period

The following retroactive figures will be disclosed as reference for a year over year comparison purpose.

Condensed statements of profit and loss and sales by segment:

- For the fiscal year ending Sep. 2017 (6 months) (please refer page 3)
- For the fiscal year ending Sep. 2018 (12 months)*

*scheduled to be disclosed with the earnings results for the fiscal year ending Sep. 30, 2017.



New Forecast (Condensed Statements of Profit and Loss IFRS)

FY2017/9 (Apr. – Sep., 2017) (irregular period)				(ref.) Oct. – Mar. (6 months) YoY			(ref.) Apr. – Mar. (12 months) YoY		
Unit: ¥ mil	16/4-16/9 (Actual)	FY17/9 (Full-year forecast)	Progress %	16/10-17/3 (Actual)	17/10-18/3 (Full-year forecast)	Progress %	FY20/16 (Actual)	FY20/17 (Full-year forecast)	Progress %
Revenue	13,757	15,973	+16.1%	16,163	21,446	+32.7%	29,920	37,420	+25.1%
cost of sales	1,408	1,620	+15.0%	1,672	2,550	+52.6%	3,080	4,171	+35.4%
SG&A (excl. depreciation)	9,358	12,881	+37.6%	12,050	15,187	+26.0%	21,408	28,068	+31.1%
Personnel expenses	3,305	4,306	+30.3%	3,734	4,703	+25.9%	7,039	9,009	+28.0%
Advertising expenses	3,420	5,563	+62.7%	4,980	5,788	+16.2%	8,400	11,352	+35.1%
Operating expenses	483	612	+26.7%	527	595	+12.9%	1,010	1,208	+19.5%
Other	2,149	2,398	+11.6%	2,808	4,091	+45.7%	4,957	6,490	+30.9%
Other revenues and expenses	-46	-13	-	-69	4	-	-118	-8	-
EBITDA	2,941	662	-77.5%	2,370	4,518	+90.6%	5,312	5,180	-2.5%
EBITDA margin	21.4%	4.1%	-	14.7%	21.1%	-	17.8%	13.8%	-
Net profit*	2,503	138	-91.8%	1,088	2,796	+156.9%	2,785	2,934	+6.1%
*Net profit attributable to owners of the parent									
Revenue	13,757	15,973	+16.1%	16,163	21,446	+32.7%	29,920	37,420	+25.1%
HOME'S Services	11,399	13,143	+15.3%	13,618	17,864	+31.2%	25,017	31,008	+23.9%
Overseas	1,575	1,785	+13.4%	1,618	2,174	+34.3%	3,193	3,959	+24.0%
Others	784	1,045	+33.4%	926	1,407	+52.0%	1,709	2,452	+43.4%

Note: The forecast for the fiscal year ending Sep. 2018 (12 months) is scheduled to be disclosed with the earnings results for the fiscal year ending Sep. 2017 on Nov. 2017.

