

LIFULL Co., Ltd.

Change of Accounting Period

May 23, 2017

Disclaimer

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Change of Accounting Period

<Details>

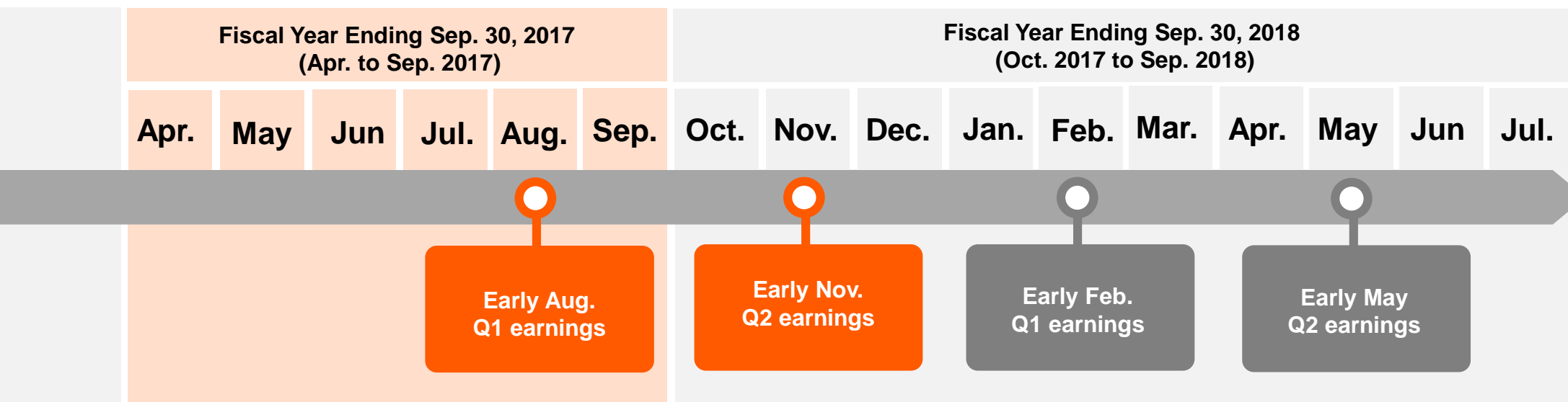
- Changing the accounting period from March 31 of each year to **September 30 of each year.**
- The current fiscal year will be April 1, 2017 to September 30, 2017 (6 months).
- The next fiscal year will be October 1, 2017 to September 30, 2018.

<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 to avoid an opportunity loss and further improvements in efficient asset deployment.

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)

Unit: JPY mil	16/4-16/9 [Actual]	FY17/9 [Full-year forecast]	Progress %
Revenue	13,757	15,973	+16.1%
cost of sales	1,408	1,620	+15.1%
SG&A (excl. depreciation)	9,358	13,678	+46.2%
Personnel expenses	3,305	4,306	+30.3%
Advertising expenses	3,420	5,563	+62.7%
Operating expenses	483	612	+26.7%
Other	2,149	3,195	+48.7%
Other revenues and expenses	-48	-13	-
EBITDA	2,941	662	-77.5%
EBITDA margin	21.4%	4.1%	-
Net profit*	1,676	138	-91.8%

*Net profit attributable to owners of the parent

Revenue	13,757	15,973	+16.1%
HOME'S Services	11,399	13,143	+15.3%
Overseas	1,575	1,785	+13.4%
Others	784	1,045	+33.4%

(ref.) Oct. – Mar. (6 months) YoY

16/10-17/3 [Actual]	17/10-18/3 [Full-year forecast]	Change %
16,163	21,446	+32.7%
1,672	2,550	+52.5%
12,050	14,390	+19.4%
3,734	4,703	+26.0%
4,980	5,788	+16.2%
527	595	+12.9%
2,808	3,294	+17.3%
-69	4	-
2,370	4,518	+90.6%
14.7%	21.1%	-
1,088	2,796	+156.9%

16,163	21,446	+32.7%
13,618	17,864	+31.2%
1,618	2,174	+34.3%
926	1,407	+52.0%

(ref.) Apr. – Mar. (12 months) YoY

FY2016 [Actual]	FY2017 [Full-year forecast]	Change %
29,920	37,420	+25.1%
3,080	4,171	+35.4%
21,408	28,068	+31.1%
7,039	9,009	+28.0%
8,400	11,352	+35.1%
1,010	1,208	+19.5%
4,957	6,490	+30.9%
-118	-8	-
5,312	5,180	-2.5%
17.8%	13.8%	-
2,765	2,934	+6.1%

29,920	37,420	+25.1%
25,017	31,008	+23.9%
3,193	3,959	+24.0%
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.

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