

# **Amendments to Mid-Term Plan due to Change in Fiscal Year**

May 9, 2018

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# (FYI) Change in Fiscal Year

Announced change in fiscal year on May 23, 2017

May 23, 2017 Announcement

Strategic Reasoning

[https://lifull.com/wp-content/uploads/2017/05/LIFULL\\_Mid-term-Business-Plan2020\\_en\\_20170512.pdf](https://lifull.com/wp-content/uploads/2017/05/LIFULL_Mid-term-Business-Plan2020_en_20170512.pdf)


**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>**

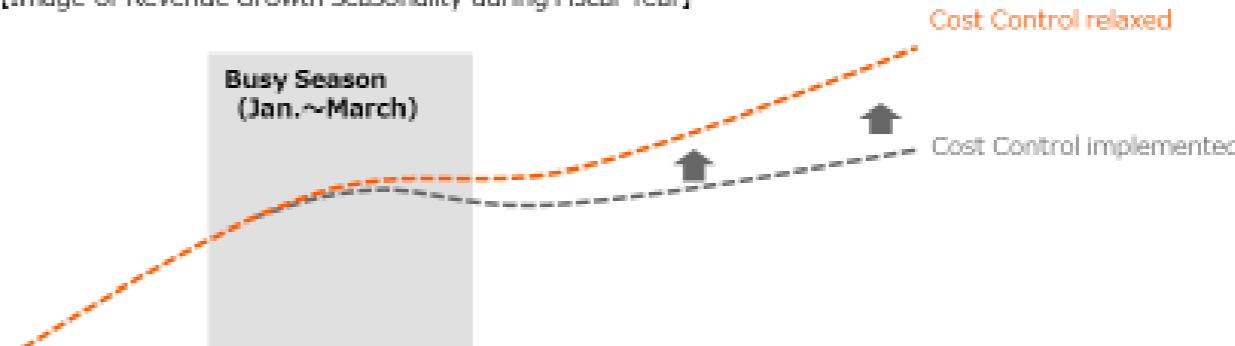
Due to the characteristics of its business, the Company's peak business period is from January to March every year. In this light, the change is based on the decision that avoiding the closing of the accounting period (fiscal year end) immediately after the peak business period would allow to avoid an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




**Change in Fiscal Year – Aims –**

To achieve efficient revenue growth through precise targeting of growth opportunities

[Image of Revenue Growth seasonality during Fiscal Year]



- Judgement call on relaxing cost control during busy season (January to March) in order to target growth opportunities more precisely and achieve revenue growth more efficiently.
- Decision to develop management skills of newly promoted managers until April when new graduates join, enhancing organizational and competitive strength.

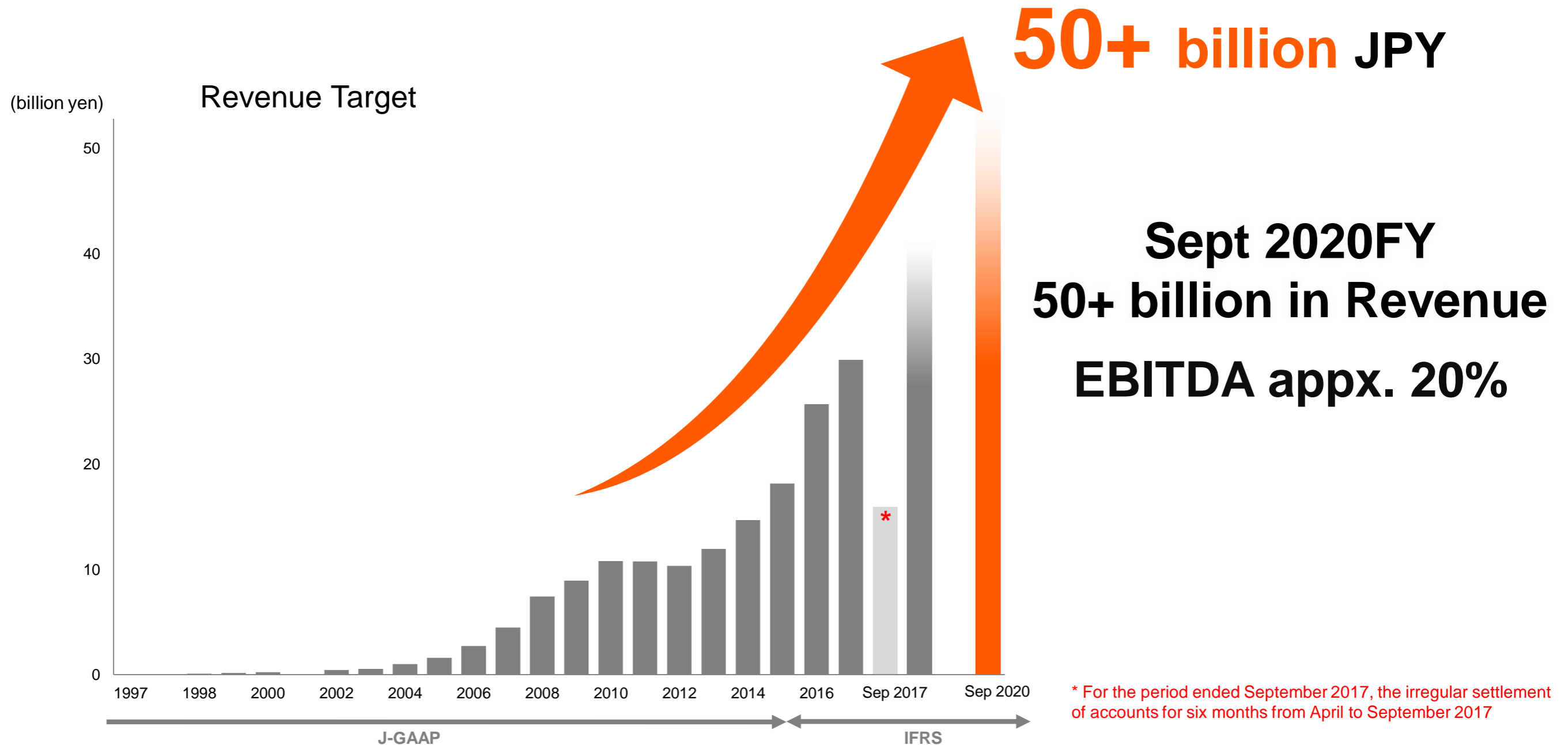


# Change in Mid-Term Plan Planning Period

## 【 Summary 】

- Target date for Mid-term Plan changed to September 2020 from March 2020  
due to change in Fiscal Year
- No significant change in Strategy

# Quantitative Objective



# IR Office Information

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