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## Notice of Revisions to Consolidated Financial Results Forecast

LIFULL Co., Ltd. (the “Company”) hereby announces that a meeting of the Board of Directors held today resolved to make revisions of “the Consolidated Financial Results Forecast of the fiscal year ending September 30, 2019 (October 1, 2018 to September 30, 2019),” announced on October 22, 2018 as follows.

### 1. Revision of the consolidated financial results for the fiscal year ending September 30, 2019

Consolidated Financial Results (October 1, 2018 to September 30, 2019)

(unit: million yen)

	Revenue	EBITDA	Operating Income	Profit attributable to owners of the parent	Basic earnings per share
Previous forecast (A)	39,022	5,791	4,751	3,132	26.39 *
<b>Revised forecast (B)</b>	<b>42,306</b>	<b>5,975</b>	<b>4,501</b>	<b>2,962</b>	<b>22.07 *</b>
Change (B-A)	+3,283	+184	(250)	(170)	-
Rate of change (%)	+8.4	+3.2	(5.3)	(5.4)	-
(reference) Previous fiscal year’s results [Fiscal year ended September 30, 2017]	34,564	5,382	4,315	2,859	24.09

\* Basic earnings per share was calculated on the basis of the number of shares issued (excluding treasury shares) as of September 30, 2018 in the previous forecast. However, the Company issued new shares of 15,450,770, to use for consideration for the acquisition of the shares of Mitula Group Limited (“Mitula”) on January 8, 2019. Accordingly, basic earnings per share was calculated based on the increased in the number of shares due to the capital increase (excluding treasury shares) in the revised forecast.

## 2. Major reasons for the revision

Revenue forecasts by segment for the fiscal year ending September 30, 2019 are as below.

(unit: million yen)

Revenue by segment	HOME'S Services	Overseas	Others	Total
Previous forecast (A)	31,939	4,713	2,370	39,022
<b>Revised forecast (B)</b>	<b>31,939</b>	<b>7,996</b>	<b>2,370</b>	<b>42,306</b>
Change (B-A)	-	+3,283	-	+3,283
Rate of change (%)	-	+69.7	-	+8.4
(reference) Previous fiscal year's results [Fiscal year ended September 30, 2017]	28,602	3,861	2,101	34,564

The Company turned Mitula into a consolidated subsidiary on January 8, 2019, as announced in the release [“Announcement concerning the Implementation Date for Acquisition of 100% Ownership of Mitula Group Limited”](#) dated January 8, 2019.

Although revenue decreased because the Company revised its assumption of the average exchange rate of euro from 129 JPY to 127JPY per 1 euro, it is expected to be higher than the previous forecast since Mitula's financial results for 9 months from January through September 2019 will be included in the scope of consolidation.

The Company expects profit to be lower than the previous forecast despite an increase due to the new consolidation of Mitula, because the Company expects to post a temporary expense associated with the acquisition of Mitula shares in addition to a decline due to the revision of the average exchange rate.

Please see the following press releases for more details.

- May 9, 2018 “Announcement of Agreement for Commencement of Friendly Acquisition of Mitula Group Limited and the Decision to Hold a Special Meeting of Shareholders”  
([https://lifull.com/wp-content/uploads/2018/05/release\\_20180509en.pdf](https://lifull.com/wp-content/uploads/2018/05/release_20180509en.pdf))
- December 21, 2018 “Announcement concerning Terms of Shares for Subscription for Consideration of Friendly Acquisition of 100% Ownership of Mitula Group Limited”  
([https://lifull.com/wp-content/uploads/2018/12/release\\_181221\\_en\\_mitula.pdf](https://lifull.com/wp-content/uploads/2018/12/release_181221_en_mitula.pdf))
- January 8, 2019 “Announcement concerning the Implementation Date for Acquisition of 100% Ownership of Mitula Group Limited”  
(<https://lifull.com/wp-content/uploads/2019/01/Press.pdf>)

(Notes) Cautionary statements with respect to business forecasts

Above forecasts are made based on currently available information and hypothesis on how moving parts may affect the business in the future. Therefore, actual future results may differ from the forecasts due to a variety of factors.