

# Quarterly Results (IFRS)

FY2020/9 Quarter 2  
(October 1, 2019 – March 31, 2020)

## Disclaimer

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

# Index

1. Revisions to the Earnings Forecast	Page 2
2. Second Quarter Financial Results	Page 4
3. Quarter Review	Page 16
• HOME'S Services	
• Overseas	
4. Repurchase of Treasury Shares	Page 31
5. Appendices	Page 34
6. IR Office Information	Page 54



# Revisions to the Earnings Forecast

(Disclosed on April 20, 2020)

# Assumptions Behind the Revisions - Timing of Effects of COVID-19 -

## POINT

- Impact from the novel coronavirus (COVID-19) has been felt around the world
- As a result, we have revised our earnings forecast based on a **worst-case scenario** in which the conditions as of April 20, 2020 (such as stay home orders and business closures) continue **until the end of September 2020**

## HOME'S Services (Japan)



Normal

**Voluntary Suspension of Events** (After Feb. 26)  
Reduced number of **inquiries, consultations and property viewings** with realtors

**State of Emergency Announced** (After Apr. 7)  
Realtors refraining from business activities  
**Lower usage fees for members pausing service**

## Overseas Businesses



Normal

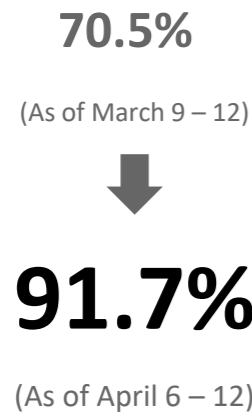
**Travel Bans and Lockdowns** (After Late Feb.)  
**Wide-ranging economic effects** expected after **travel bans and lockdown measures** were implemented in several regions  
**Reduced traffic and listings on real estate listing sites** around the world

# LIFULL Business Environment Survey - Surveys of Real Estate Businesses and Users on Effects of COVID-19 -

**POINT** Over 90% of realtors' businesses affected while 56% of Japanese users plan on completing their moves

## Effects on Real Estate Businesses

Realtors responding that "business operations had been affected"

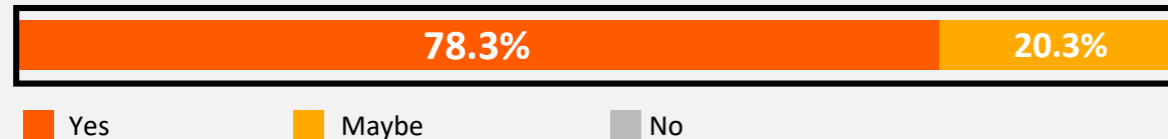


Primary effects on real estate businesses (As of April 6 – 12)

- 1 Less Property Viewings
- 2 Less Consultations
- 3 Less Inquiries
- 4 Revenue Loss

### Nearly all reported "concern for future effects"

Q: Are you concerned that your business will continue to be affected in the future?  
(As of April 6 – 12)



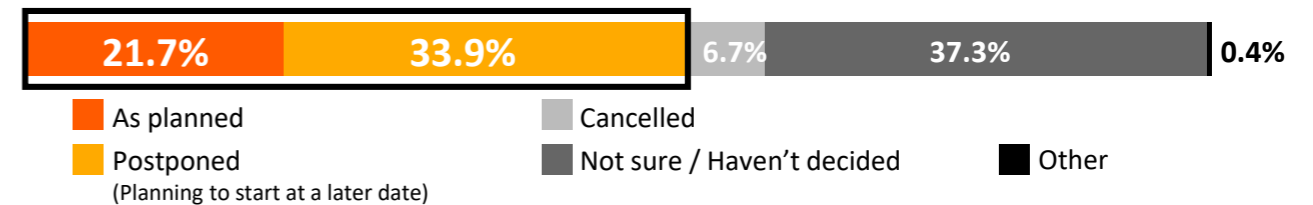
Details Available Online: (First) <https://lifull.com/news/17124/> (Second) <https://lifull.com/news/17247/> (in Japanese)

**Overview** (Online Questionnaire)  
Timeframe: (1<sup>st</sup>) March 3 – 9, 2020 (2<sup>nd</sup>) April 6 – 12, 2020  
Target Group: Real estate business listing on LIFULL HOME'S  
Participating Businesses: (1<sup>st</sup>) 925 companies (2<sup>nd</sup>) 750 companies

## User Behavior

50+% of users want to continue to move – few have cancelled completely

Q: What are your current plans for moving / building?

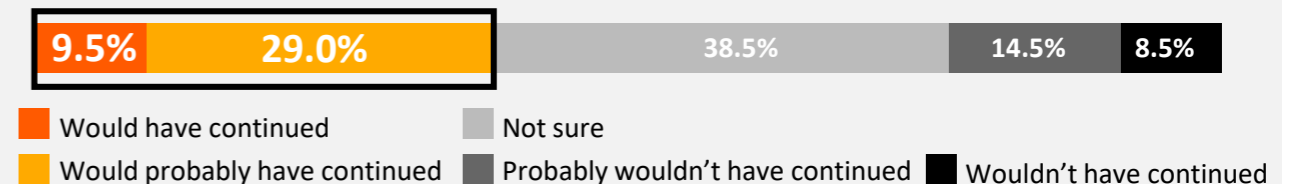


Primary reasons for "postponing" or "canceling" plans to move house  
(Multiple answers possible)

- 1 Concerns about future income: 35.3%
- 2 Change of plans (ie. Due to Stay Home Orders): 35.2%
- 3 Lifestyle change(s) (Working from home / school closures): 27.1%

Of users who postponed or cancelled their plans to move, almost 40% are interested in online support options

Q: If realtors would offer the option for online consultations, disclaimers, and contract signing, would you have continued looking for a new place to live?



Details Available Online: <https://lifull.com/news/17436/> (in Japanese)

**Overview** (Online Questionnaire)  
Timeframe: April 17 – 21, 2020  
Target Group: Participants aged 17 - 49  
Participants: Approx. 70,000 people

# Revised Earnings Forecast for FY 2020/09 IFRS

Revised Earnings Forecast disclosed on April 20, 2020 ([https://lifull.com/wp-content/uploads/2020/04/release\\_20200420\\_en\\_revision.pdf](https://lifull.com/wp-content/uploads/2020/04/release_20200420_en_revision.pdf))

Condensed Statements of Income and Loss				
Unit: Millions of yen	FY2020 Oct.-Sep. [Original Full- Year Forecast]	FY2020 Oct.-Sep. [Revised Full- Year Forecast]	Change	Change %
<b>Revenue</b>	<b>45,193</b>	<b>30,760</b>	<b>-14,432</b>	<b>-31.9%</b>
<b>Cost of revenue</b>	<b>5,171</b>	<b>3,639</b>	<b>-1,531</b>	<b>-29.6%</b>
<b>SG&amp;A (excl. depreciation)</b>	<b>31,863</b>	<b>24,062</b>	<b>-7,800</b>	<b>-24.5%</b>
Personnel expenses	10,557	8,405	-2,151	-20.4%
Advertising expenses	13,591	9,742	-3,849	-28.3%
Operating expenses	1,018	667	-351	-34.5%
Other	6,695	5,246	-1,449	-21.6%
<b>Other revenues and expenses</b>	<b>-37</b>	<b>-90</b>	<b>-52</b>	<b>-</b>
<b>EBITDA</b>	<b>8,121</b>	<b>2,968</b>	<b>-5,152</b>	<b>-63.5%</b>
EBITDA margin	+18.0%	+9.6%	-8.3pt	-
<b>Net profit*</b>	<b>4,153</b>	<b>269</b>	<b>-3,884</b>	<b>-93.5%</b>

Revenue by Segment				
Unit: Millions of yen	FY2020 Oct.-Sep. [Actual]	FY2020 Oct.-Sep. [Full-year forecast]	Change	Change %
<b>Revenue</b>	<b>45,193</b>	<b>30,760</b>	<b>-14,432</b>	<b>-31.9%</b>
HOME'S Services	33,202	22,969	-10,233	-30.8%
Overseas	9,069	5,826	-3,243	-35.8%
Others	2,920	1,964	-956	-32.7%

1 1 EUR has been calculated at ¥120 (adjusted from ¥118)

2 Net Profit: Profit attributable to owners of the parent

# Response to COVID-19 (1) - For All Stakeholders -

## POINT

Putting the safety of all stakeholders as top priority, we have quickly taken action to ensure continuous business operations and development of the market

### Users & Society

Regular updates and releases on support for those affected by COVID-19

Articles with information about COVID-19 published on LIFULL HOME'S PRESS

<https://www.homes.co.jp/cont/press/>

Cancellation and postponement of large-scale events

### Businesses

(Realtors & Partners)

Online communication / property viewing system offered for free to new clients

Temporary service suspension and reduced fees for realtors voluntarily closing their businesses

LIFULL HOME'S Academy e-learning courses offered for free

Results of user behavior survey provided to LIFULL HOME'S members

### Employees

Working from home where possible

Restrictions on overseas travel and domestic business trips

Online meetings and sales initiatives where possible

Work from home allowance

Support for employees with children

- Childcare leave (paid)
- Permission to bring children to office

Message from President and CEO Takashi Inoue from May 10, 2020 (in Japanese)

To everyone joining us on the road to "Making every LIFE FULL" (<https://lifull.com/news/17354/>)

## Response to COVID-19 (2) - Strengths of the LIFULL Group -

**POINT** The nature of our service and low operation costs ensure that business is not hindered even in unpredictable times

### Service

- **Online Services:** Users and clients can continue to access services even if temporary lockdown restrictions are put into place
- **Stable Demand:** Reasons for moving house, such as lifestyle changes or lease periods, remain relatively unaffected

### IT

- **Automated Processes:** Management of online marketing, detection of incorrect listing information and other processes have been largely automated
- **Online Tools:** Communication tools and cloud services to share data over the internet already in use provided for a smooth transition to working from home

### Costs

- **Service Costs:** Low base service costs
- **SG&As:** System usage fees are partially linked to sales revenue  
Overseas: Direct link between sales revenue and marketing costs  
Domestic: Controls over marketing expenses
- **Investment Planning:** Control of variable expenses



## Response to COVID-19 (3) - Strengthening the Financial Position -

**POINT** To prepare for future demand for funds and maintain business flexibility, we are borrowing 7.1 billion yen

**Solid Financial Base** Cash and cash equivalent as of the end of March 2020: **7,984 mil. yen**

Borrowing to thoroughly secure cash on hand

Total borrowing planned at **15 bil. yen** (50% of the consolidated sales revenue forecast for the current FY)

### Financing through Overdraft Agreements

#### Lenders

Sumitomo Mitsui Banking Corp.

4 other potential institutions

#### Amount

7.1 billion yen

#### Borrowing Conditions

Based on market interest rates

#### Collateral or Guarantees

None

#### Beginning

April 30, 2020

#### Borrowing Term

3 months

### Flexible Use of Funds

Currently consulting with several financial institutions

**Low impact** on business operations.

---

**Unique opportunity** to accelerate the **digital transformation** of the real estate industry

---

**Strong financial position** and **flexibility** for continued growth in an unpredictable future



FY 2020/9

# Second Quarter Financial Results

# Condensed Statements of Income and Loss (IFRS)

Revenue: -2.1% YoY

EBITDA: +50.8% YoY

Quarterly Profit: +53.8% YoY

Unit: JPY mil.	FY2019 Q2(Oct.-Mar.)	FY2020 Q2(Oct.-Mar.)	Change	Change %	
<b>Revenue</b>	<b>19,599</b>	<b>19,185</b>	<b>-414</b>	<b>-2.1%</b>	*1
<b>Cost of revenue</b>	<b>2,306</b>	<b>2,274</b>	<b>-32</b>	<b>-1.4%</b>	
<b>SG&amp;A (excl. depreciation and amortization)</b>	<b>15,101</b>	<b>13,415</b>	<b>-1,685</b>	<b>-11.2%</b>	
Personnel expenses	4,056	4,126	+70	+1.7%	*2
Advertising expenses	7,229	6,442	-787	-10.9%	
Operating expenses	394	293	-100	-25.5%	
Other	3,420	2,552	-867	-25.4%	*3
<b>Other income and expenses</b>	<b>92</b>	<b>-50</b>	<b>-143</b>	<b>-</b>	*4
<b>EBITDA</b>	<b>2,284</b>	<b>3,445</b>	<b>+1,161</b>	<b>+50.8%</b>	*5
<b>EBITDA margin</b>	<b>11.7%</b>	<b>18.0%</b>	<b>+6.3pt</b>	<b>-</b>	
<b>Net profit*</b>	<b>962</b>	<b>1,480</b>	<b>+517</b>	<b>+53.8%</b>	
<b>Depreciation and amortization</b>	<b>564</b>	<b>1,002</b>	<b>+437</b>	<b>+77.5%</b>	*6

\* Net profit attributable to owners of the parent

\*1 Refer to segment revenue

\*2 Increased employees by 166 YoY in Mitula, RESEM and other overseas subsidiaries (6-month average)

\*3 Mainly due to one-off costs for the acquisition of Mitula in the previous FY and reclassification of Leases in the adoption of IFRS 16 in the current FY

\*4 Due to revenue from sale of shares during the transfer of the advertising business (LHL)

\*5 Without regard to the transition to IFRS 16, EBITDA would be JPY 2,965 mil.

\*6 Increases mainly from acquisition of Mitula and the adoption of IFRS 16

# Revenue and Income and Loss by Segment (IFRS)

Improved media presence in HOME'S Services, but still not meeting expectations from partial pricing structure change  
Despite 5.6% stronger yen, Overseas seeing increases in revenue and earnings resulting from the acquisition of Mitula

Unit: JPY mil.	FY2019 Q2 Oct.-Mar.	FY2020 Q2 Oct.-Mar.	Change	Change %	Main items
<b>Revenue</b>	<b>19,599</b>	<b>19,185</b>	<b>-414</b>	<b>-2.1%</b>	
HOME'S Services	15,264	<b>14,306</b>	-958	-6.3%	Media presence is improving after the partial change in the pricing structure, but not meeting expectations. Refer to Page 3 for effects from COVID-19.
Overseas	3,301	<b>3,898</b>	+596	+18.1%	Increase due to growth in Trovit and Mitula despite a 5.6% YoY increase in exchange rate
Others	1,033	<b>980</b>	-52	-5.1%	Revenue decrease due to transfer of insurance and advertising business (LHL) in Dec. 2018

Unit: JPY mil.	FY2019 Q2 Oct.-Mar.	FY2020 Q2 Oct.-Mar.	Change	Change %	Main items
<b>Segment income and loss</b>	<b>1,627</b>	<b>2,493</b>	<b>+866</b>	<b>+53.2%</b>	
HOME'S Services	1,512	<b>2,281</b>	+768	+50.8%	Increased profit from controlling advertising costs despite a downturn in revenue
Overseas	240	<b>396</b>	+155	+64.7%	Temporary costs for the acquisition of Mitula in the previous FY
Others	-136	<b>-197</b>	-60	-	Transfer of the insurance and advertising business (LHL) in Dec. 2018
Inter-segment transactions	10	<b>12</b>	+2	+25.5%	

Major businesses in each segment are listed on [Page 38](#)

The % Change values for negative results in the current previous periods have been left blank

# Progress Toward FY2020/9 Forecast (IFRS)

## Condensed Statements of Income and Loss

Unit: JPY mil.	FY2020 Oct.-Sep. [Full-Year Forecast]	FY2020 Q2 Oct.-Mar. [Actual]	Progress
<b>Revenue</b>	<b>30,760</b>	<b>19,185</b>	<b>62.4%</b>
<b>Cost of revenue</b>	<b>3,639</b>	<b>2,274</b>	<b>62.5%</b>
<b>SG&amp;A (excl. depreciation)</b>	<b>24,062</b>	<b>13,415</b>	<b>55.8%</b>
Personnel expenses	8,405	4,126	49.1%
Advertising expenses	9,742	6,442	66.1%
Operating expenses	667	293	43.9%
Other	5,246	2,552	48.6%
<b>Other revenues and expenses</b>	<b>-90</b>	<b>-50</b>	<b>55.6%</b>
<b>EBITDA</b>	<b>2,968</b>	<b>3,445</b>	<b>116.1%</b>
EBITDA margin	9.6%	18.0%	-
<b>Net profit*</b>	<b>269</b>	<b>1,480</b>	<b>550.2%</b>

## Revenue by Service

Unit: JPY mil.	FY2020 Oct.-Sep. [Full-year forecast]	FY2020 Q2 Oct.-Mar. [Actual]	Progress
<b>Revenue</b>	<b>30,760</b>	<b>19,185</b>	<b>62.4%</b>
HOME'S Services	22,969	14,306	62.3%
Overseas	5,826	3,898	66.9%
Others	1,964	980	49.9%

1) Progress toward the revised forecast announced on April 20, 2020  
 2) 1 EUR calculated at ¥120 (adjusted from ¥118)

\*Net Profit: Profit attributable to owners of the parent

# Condensed Statement of Financial Position and Goodwill (IFRS)

Under IFRS 16, Operating Leases have been reclassified as Right-of-Use Assets resulting in +4.6 billion yen in total assets

Unit: JPY mil.	As of Sep 30, 2019	As of Mar 31, 2020	Change	Change %	Main items		
Current assets	16,154	15,255	-899	-5.6%	Cash	-1,254	Refer to "Condensed Statement of Cash Flows"
					Accounts Receivable	+32	
					Products	+30	Primarily Regional Revitalization activities (LSF)
					Short-Term Loans Receivable	+55	Primarily lending to Regional Revitalization activities (LSF)
					Pre-Paid Expenses	+152	
					Uncollected Accounts Receivable	+64	
					Buildings	+306	Primarily Regional Revitalization activities (LSF)
Non-current assets	27,493	33,069	+5,575	+20.3%	Right of Use Assets	+5,726	Transition to IFRS 16
					Other Intangible Assets	-173	
					Securities	-199	
					Long-Term Loans Receivable	+308	Primarily from lending to Regional Revitalization activities (LSF)
<b>Assets</b>	<b>43,648</b>	<b>48,324</b>	<b>+4,676</b>	<b>+10.7%</b>	Deferred Tax Assets	+142	
Current liabilities	9,485	7,515	-1,970	-20.8%	Short-Term Loans Payable	-2,199	Refinancing of short-term debt to long-term debt
					Lease Obligations	+890	Due to transition to IFRS 16
					Unpaid Expenses	-259	
					Corporate Taxes	+141	
					Consumption Taxes	+180	
					Employee Bonus Payments	-425	Payment of Dec. employee bonuses and reconfiguration of FY 2020/9 bonuses
Non-current liabilities	1,533	6,988	+5,455	+355.8%	Long-Term Loans Payable	+666	Refinancing of short-term debt to long-term debt
					Long-Term Lease Obligations	+4,818	Transition to IFRS 16
<b>Liabilities</b>	<b>11,018</b>	<b>14,503</b>	<b>+3,484</b>	<b>+31.6%</b>			
<b>Total Equity</b>	<b>32,629</b>	<b>33,821</b>	<b>+1,191</b>	<b>+3.7%</b>	Capital Surplus	+1,074	
					Foreign Currency Translation Adjustm.	+39	Fluctuations in foreign currency exchange rates
<b>Equity per share attributable to owners of the parent (JPY)</b>	<b>242.64</b>	<b>251.39</b>	<b>+8.75</b>				

# Condensed Statement of Cash Flow (IFRS)

Partial payment and refinancing of short-term loans for the acquisition of Mitula

Free cash flow increased to 1.23 billion yen while cash and cash equivalents increased to 7.9 billion yen

Unit: JPY mil.	FY2019 Q2	FY2020 Q2	Change	Main items		
	Oct.-Mar.	Oct.-Mar.		Items	FY2019 Q2	FY2020 Q2
<b>Operating cash flow</b>	239	<b>1,671</b>	<b>+1,432</b>	Profit for the period before tax	+1,538	<b>+2,284</b>
				Depreciation and amortization	+578	<b>+1,011</b>
				Impairment loss	+298	-
				Increase/decrease in accounts receivable-trade and other current receivables	-880	<b>-69</b>
				Increase/decrease in accounts payable-trade and other current payables	+904	<b>-333</b>
				Other	-892	<b>-538</b>
				Tax payments	-1,317	<b>-683</b>
				<b>Investing cash flow</b>	-852	<b>-441</b>
Purchase of property, plant and equipment	-107	<b>-427</b>				
Purchase of intangible assets	-174	<b>-163</b>				
Purchase of shares of related companies	-70	-				
Purchase of shares of subsidiaries	-516	-				
Proceeds from sale of shares of subsidiaries	+473	-				
Payment of loans receivable	-586	<b>-697</b>				
Proceeds from collection of loans receivable	+253	<b>+350</b>				
Other	-85	<b>-1</b>				
<b>Financing cash flow</b>	2,539	<b>-2,539</b>	<b>-5,078</b>	Proceeds from loans	+3,500	<b>+2,000</b>
				Repayments of loans payable	-200	<b>-3,533</b>
				Dividends paid	-714	<b>-590</b>
				Repayment of lease obligations	-1	<b>-444</b>
<b>Change in cash and cash equivalents</b>	<b>1,757</b>	<b>-1,254</b>	<b>-</b>			
<b>Balance of cash and cash equivalents</b>	<b>9,328</b>	<b>7,984</b>	<b>-1,343</b>			



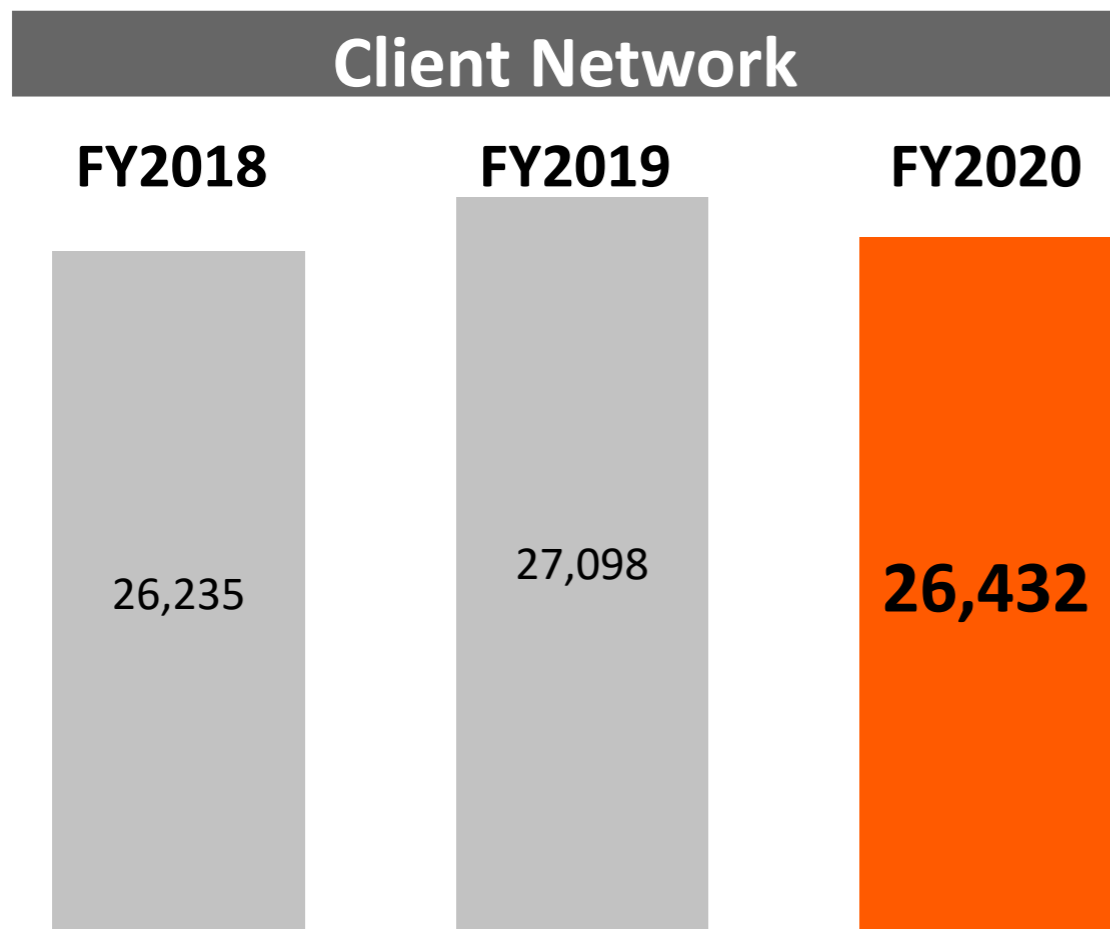
**HOME'S**  
**Services**



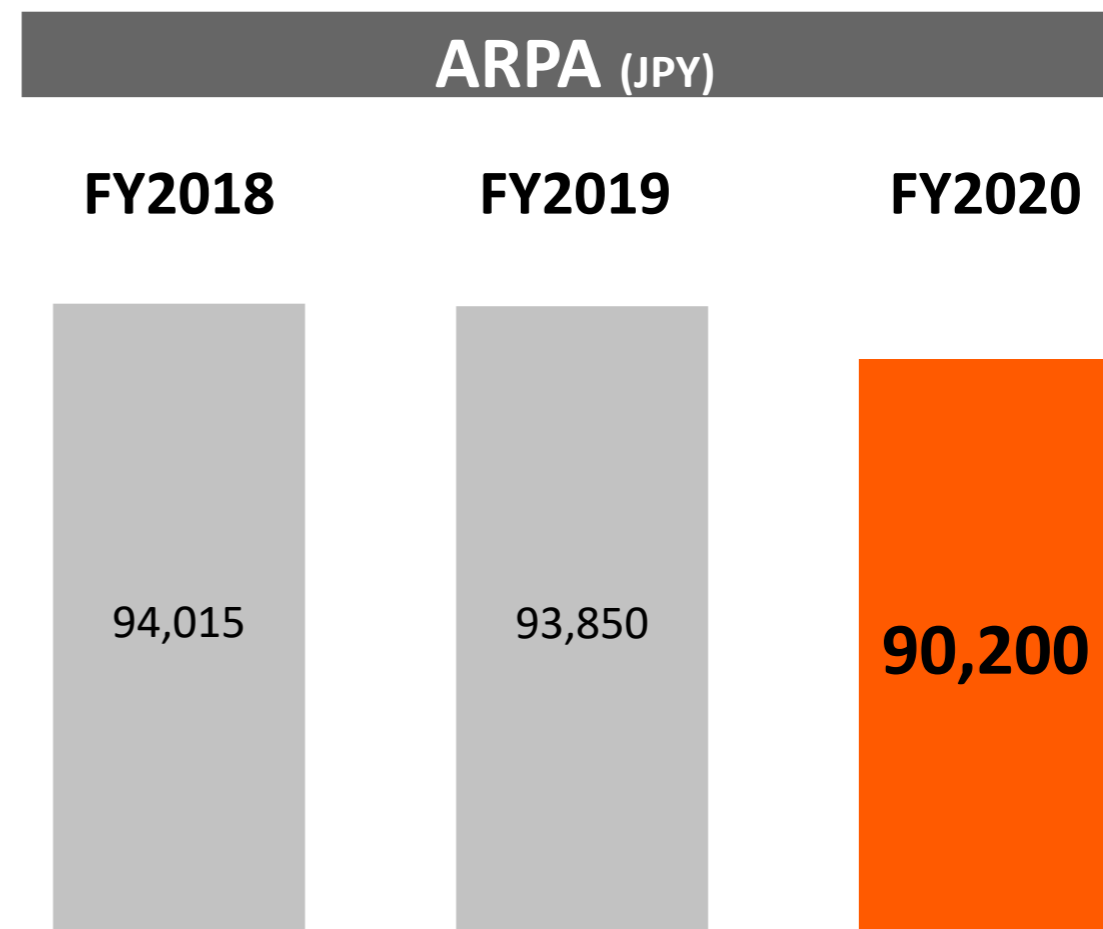
# Key Performance Indicators - Client Network and ARPA -

The client network has shrunk since the implementation of the partial change in the pricing structure  
 Delays in plans to boost media presence and effects of COVID-19 have lead to a decline in ARPA

6-Month Average



6-Month Average



Calculations until FY 2019/09 only included the number of clients with charges in the current month. However, due to the partial change of the pricing structure implemented in the first quarter of the current fiscal year, we have changed this number to reflect all clients and have adjusted the values for the previous years.

A grayscale image featuring a family of three on the left and a kitchen on the right. The family consists of a man with glasses, a woman, and a young child, all smiling and looking at a tablet held by the man. The kitchen on the right has white cabinetry, a sink, and a window. The text is centered over the image.

Utilizing the **benefits of technology**  
we provide support to make moving house  
**safer and more comfortable**

# Boosting Media Presence - More Details and More Complete Information -

To create richer property details, we altered parts of the pricing structure for rental and sale listings in October 2019

## Achievements

**Richer Property Details**  
(Properties with Optional Information<sup>1</sup>)

Rate of optional information on listings affected by the change to the pricing structure (As of the end of March)



Approx. **75%**

**1 Optional Information:** Panorama Photos, Sales Staff Comments, Real Estate Company Information

**Search for the Life You Want with #TagSearch**  
(Number of Tags)



More than  
**5,200** Tags

For a variety of lifestyles  
(As of the end of March)

### Hashtag Examples

#SurroundedByClothes #GoodOnlineLife #LowerThanAverageRent  
#SecurityFeatures #SeeMountFuji #GreenAllAround #CloseToSchool  
#CashBackThroughLIFULLHOMES

*(The above are loose English translations of Japanese hashtags. Actual Tags only available in Japanese.)*

## Challenges

### Numbers of Listings

#### Actions

#### New Client Acquisition

- Increased acquisition initiatives
- Continued negotiations with regional relator organizations

#### Existing Clients

- Interview members about current usage
- Create service packages tailored to client needs

Since our response to COVID-19 included allowing clients voluntarily closing their businesses to temporarily suspend their accounts without charge, we expect a temporary decline in the number of listings.

# Boosting Media Presence - Increasing Brand Awareness of LIFULL HOME'S -

Television commercials about Tag Search broadcast for the peak moving season (January – March)

Promotion



- Storyline** : #TagSearch for a place to live that suits your lifestyle
- Spokesperson** : Tsubasa Honda (Actress and Model)
- Period** : January - February
- Regions** : Kanto, Kansai, Tokai, Hokkaido, Hiroshima, Fukuoka

**9 Versions**

Including Online-Only Videos



LIFULL HOME'S  
YouTube Channel

<https://www.youtube.com/user/HomesDiary>

Results



**+8.5%**

**More direct searches<sup>1</sup>  
over last year!**

**1 Direct Search Keywords:**

LIFULL HOME'S, lifull home's, HOME'S, homes, and other variations in Japanese characters

LIFULL HOME'S

Search

# Boosting Media Presence - All-Around Home Search Support Services for Users -

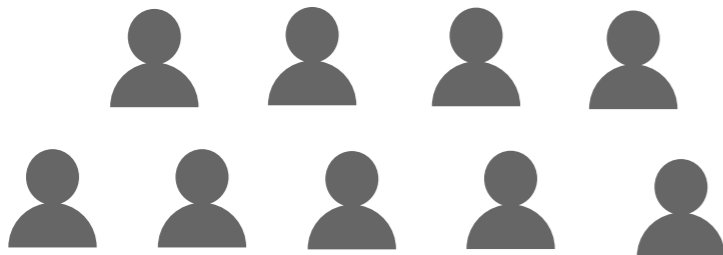
In addition to our original search tools for homes, we also offer support to home-seekers over a variety of channels

## Online



Search & Inquire

Great Places to Live



## Online or Offline

### Professional Support Consultation Service LIFULL HOME'S *Sumai no Madoguchi* (Free Consultations)

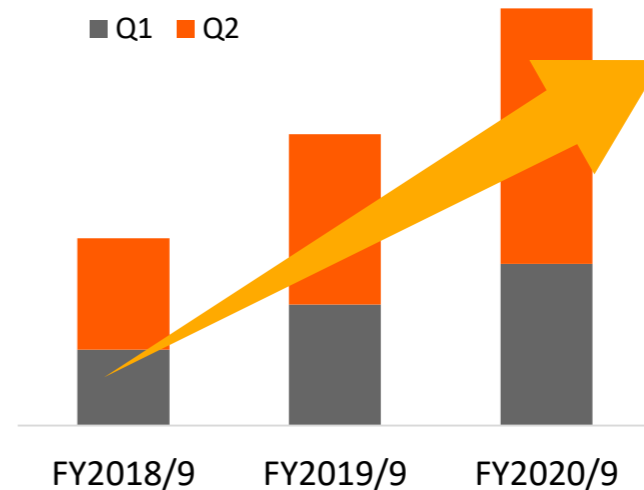


Support Available over Multiple Channels

- Counter
- Phone
- E-Mail
- LINE
- Video Chat

### Sumai no Madoguchi Consultations

■ Q1 ■ Q2



**+43%**  
More Consultations Year-On-Year

Sumai no Madoguchi

Search

<https://www.homes.co.jp/counter/>

# Bringing More of the Moving Process Online

By adding more properties that can be viewed online, we're giving users a safer, more relaxed experience

## LIFULL HOME'S LIVE

free of charge for members<sup>1,2</sup>



Consultations

Viewings

Disclosures<sup>3</sup>

via online video chat

- 1 Eligibility: LIFULL HOME'S Members who submit new applications for the online consultation, viewing, and disclosure service during the below period
- 2 Period: Scheduled for mid-March 2020 to the end of September
- 3 Disclosures: Japanese law requires a verbal and written disclosure statement compiled and performed by a license realtor about properties before they can be bought, sold or rented

## Results After Beginning

### Free Service

(January vs. March)

New Applications

+50%

Online Consultations and Property Viewings

6.7x+

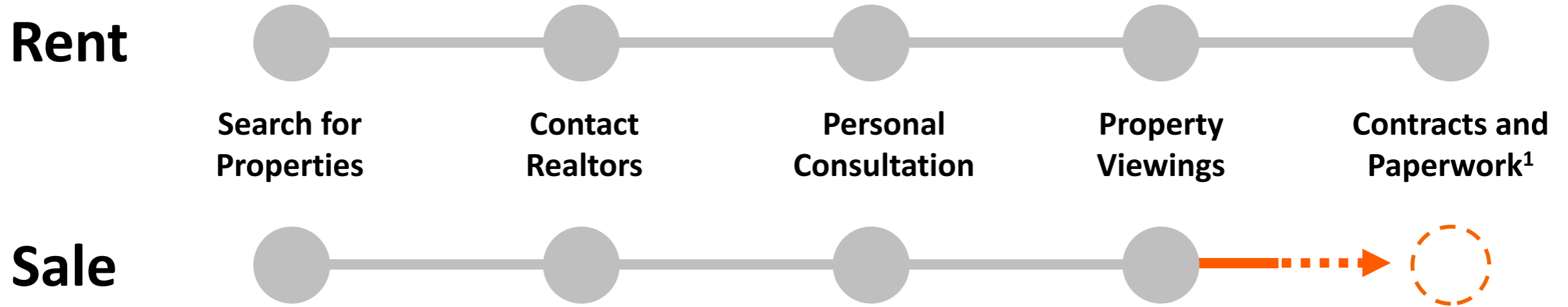
Online Disclosures

Approx. 2.5x

We want to turn this time into an opportunity for **more people** to experience **searching for their new home online**

# Current Availability of Real Estate Transactions Online

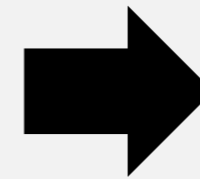
How much of the moving process can users complete using LIFULL HOME'S?



## Opportunities

Rent: More widespread use of **online tools**

Sale: Taking more of the **transaction online**



**More Convenient  
Transactions  
=  
Market Vitality**

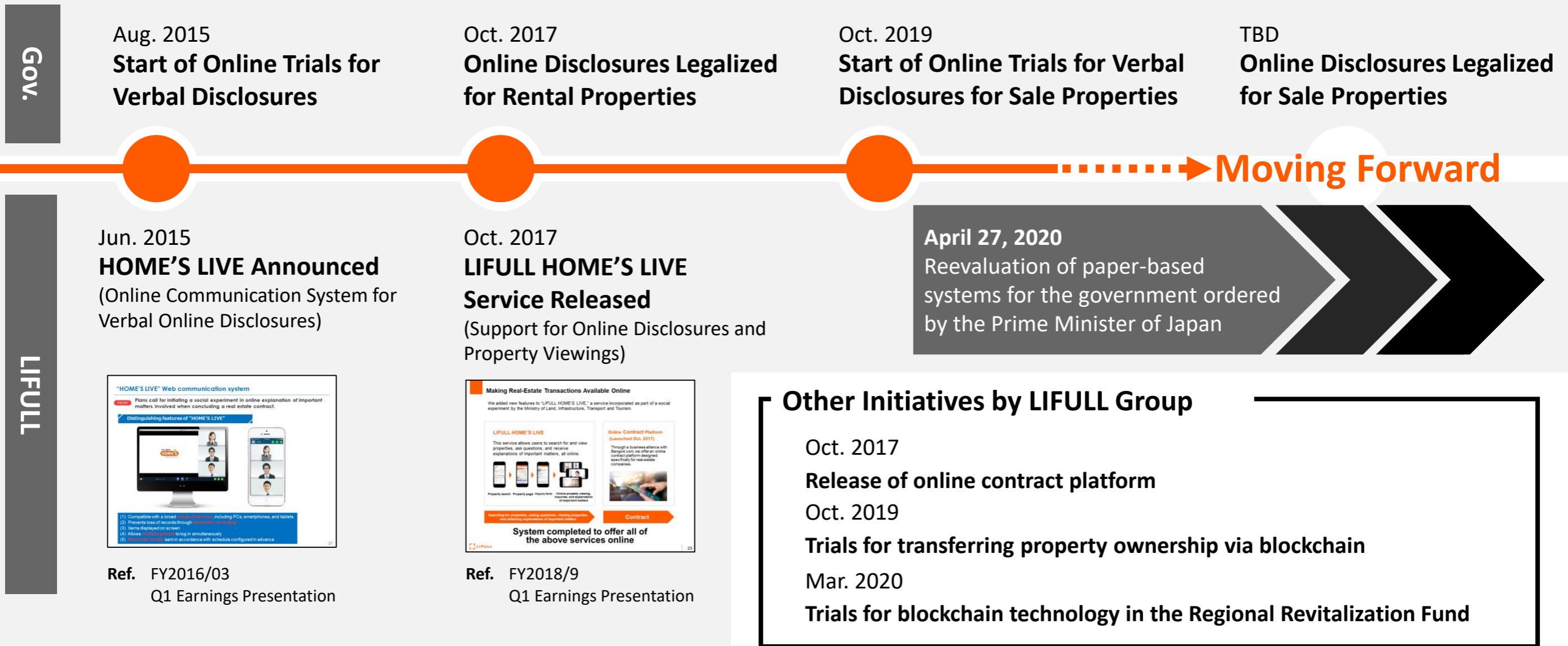
<sup>1</sup> Copies of the Disclosure Statements are required to be provided to potential tenants prior to online verbal disclosures

<sup>2</sup> If the landlord and tenant / buyer and seller are both licensed realtors, no verbal disclosure is required (only paper documents)



# Online Transactions for Sale Properties - Online Trials for Verbal Disclosures and Other Initiatives -

We have been pushing for legalization of online verbal disclosures for all properties to stimulate the real estate market



**Online Verbal Disclosure:** According to Japanese law, licensed realtors are required to complete a verbal disclosure of important matters regarding properties before completion of the sale. However, these processes are gradually being moved online.



# Overseas



## **Global Marketplace Group**

Connecting people to solutions  
in life's biggest decisions



# LIFULL CONNECT - Connecting Systems -

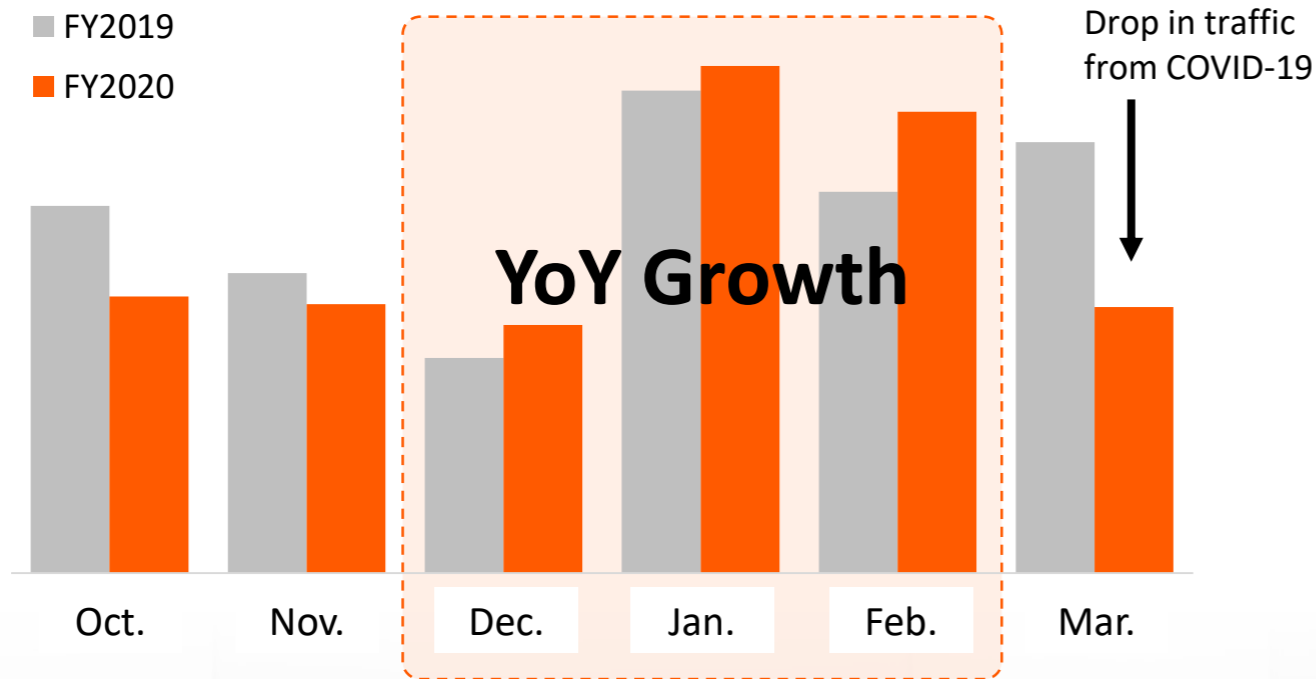
Campaign management and traffic acquisition system brings together the benefits of all aggregation brands with more value for clients



# LIFULL CONNECT - Connecting Expertise -

By sharing expertise and exchanging SEO best-practices, organic traffic has been improving since December 2019

LIFULL CONNECT Aggregation  
Organic Traffic Trend



## February Traffic

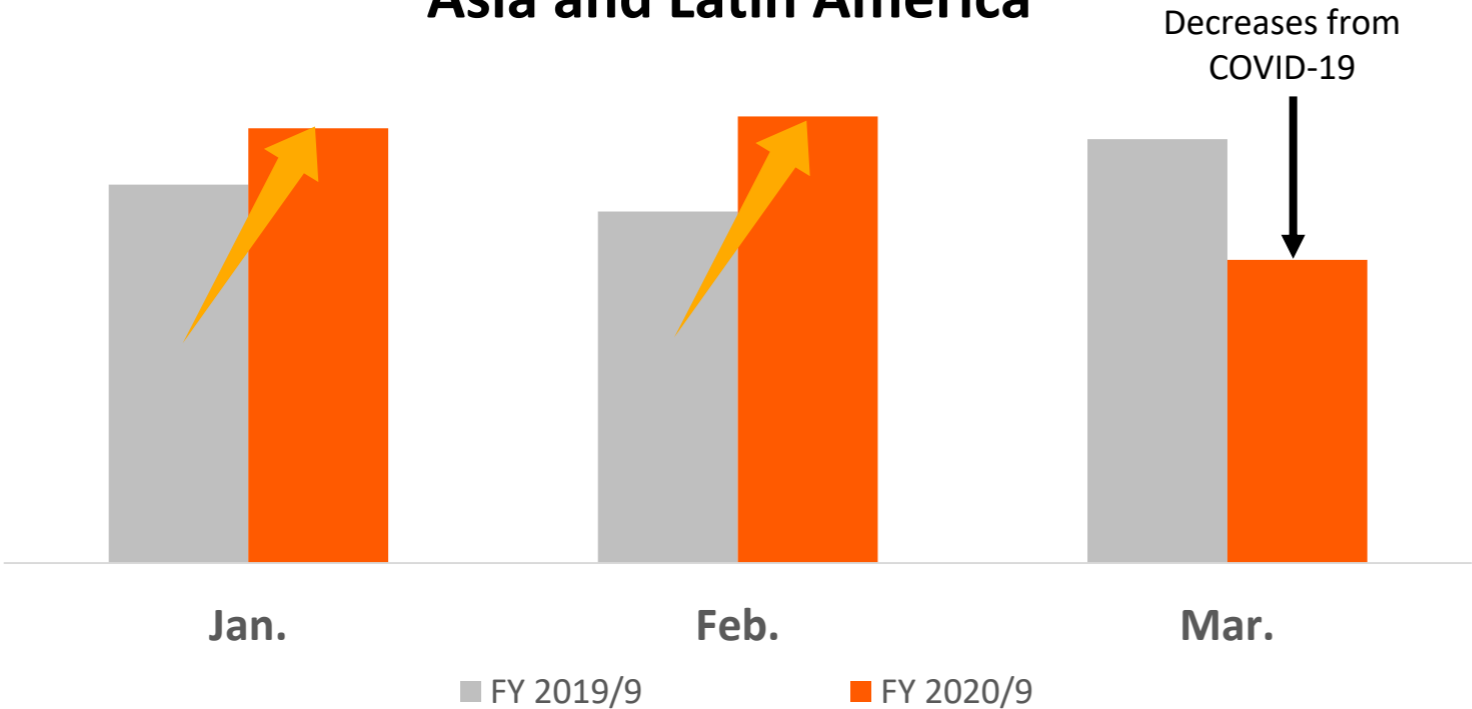
up **10%** YoY

trovit Mitula nestoria NUR

# Growth in Marketplaces - Growth in Up-coming Markets -

Continuously producing stronger results thanks to new hires reinforcing local teams and sales initiatives

## Revenue Trends for Marketplaces in Southeast Asia and Latin America



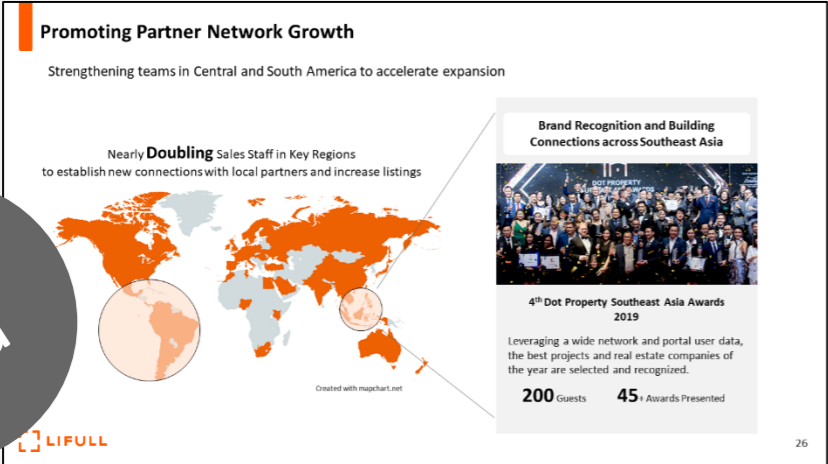
- 1. Sum of sales revenue from Dot Property and RESEM
- 2. The FY2019/09 values include the revenue of RESEM before its consolidation

# Connecting the Organization - Combining Resources for Added Flexibility -

Team expansion targets have been pushed back until after the effects of COVID-19 have subsided  
Combining teams to react more quickly to changes

## Team Expansion Goals Pushed Back Due to COVID-19

On Hold



Ref. FY 2020/9 Q1 Earnings Presentation (Page 26)

Hiring is planned to resume after the effects of COVID-19 have subsided



Combining Teams

Aggregation + Marketplaces

More flexibility



# Repurchase of Treasury Shares



# Repurchase of Treasury Stock

We have decided to repurchase shares of treasury stock as of May 14, 2020

## Reasons

Enhance shareholder returns

Improve capital efficiency

Support a flexible capital strategy

## Details of the Repurchase

### Type of Shares

Common Stock

### Total Shares

**3,000,000 shares** (max.)

Ratio of treasury stock to be acquired to shares outstanding [excluding treasury stock]: 2.24%

### Aggregate Purchase Price

**¥1.0 billion** (max.)

### Repurchase Period

May 15 – Sep. 30, 2020

**Method of Purchase** Market purchase based on discretionary trading contract

### Ref. Treasury Shares as of March 31, 2020

Number of shares outstanding (excluding treasury stock): 134,239,870 shares

Number of Shares of Treasury Stock: 74,587 shares

**The Goal of the LIFULL Group**

**Make every**

**LIFE FULL**



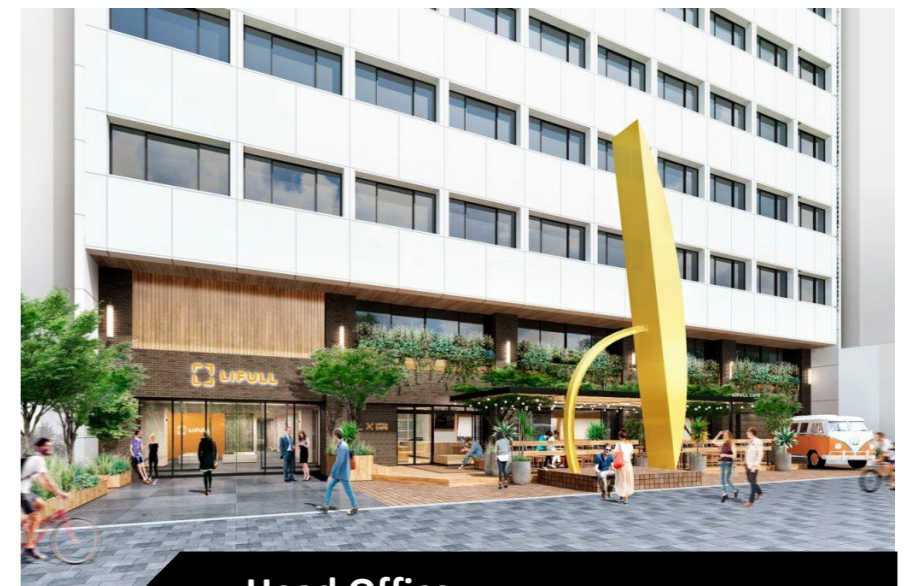
# Appendices

# Corporate info (as of December 30, 2019)

<b>Company</b>	LIFULL Co., Ltd.
<b>Stock code</b>	2120 (TSE 1st Section)
<b>Representative</b>	Takashi Inoue, President and CEO
<b>History</b>	Mar. 12, 1997 Established Oct. 2006 Listed in TSE, Mother's Section Mar. 2010 Listed on TSE 1st Section
<b>Capital</b>	¥9,716 mil.*
<b>Stock issues</b>	134,239,870 shares (incl. 74,587 shares of treasury stock)
<b>Consol. number of employees</b>	1,471 (incl. 208 temporary and 381 overseas)
<b>Major shareholder</b>	LIFULL Directors, Rakuten, Inc. (17.7%)
<b>Main subsidiaries (stake)</b>	LIFULL CONNECT, S.L.U. (100%) LIFULL Marketing Partners (100%)



President and CEO Takashi Inoue



Head Office  
Chiyoda-ku, Tokyo, Japan

## LIFULL HOME'S Real Estate and Housing Information Site

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

- Real estate listing website with the most listings in Japan. (According to a report by Sankei Advertising on January 7, 2019)
- Apart from property listings, LIFULL HOME'S also features an in-house Quality Screening Team to ensure the reliability of listing information.
- Constantly evolving, the site has been optimized for smart devices to provide the best possible search experience for users.



- Search by city, train line, station or time to destination
- Filters including "No Deposit," "Pets Allowed"
- Select and compare multiple properties
- To-do lists, new property notifications and other extensive support services



LIFULL HOME'S  
iOS • Android Apps



# Primary Group Companies

(Listed according to date of founding / acquisition)

## PT. LIFULL MEDIA INDONESIA<sup>1</sup>

- Planning and operation of the real estate and housing information website, LIFULL Rumah
- Planning and operation of the service for Japanese resident officers assigned to Jakarta, LIFULL Concierge

## LIFULL Marketing Partners Co., Ltd.

- Internet marketing for real estate and related business operators

## LIFULL senior Co., Ltd.

- Operation of one of the largest search engines for nursing homes and senior housing in Japan, LIFULL Nursing Care
- Operation of the search site "Minna no ihinsei" for companies which organize the possessions of the deceased

## LIFULL MOVE Co., Ltd.

- Operation of the moving company price estimate and reservation website, LIFULL Hikkoshi

## LIFULL SPACE Co., Ltd.

- Operation of one of the largest search engines for storage space in Japan, LIFULL Trunk Room
- Operation of a search site for rental meeting rooms and other spaces, LIFULL Rental Space

## LIFULL bizas Co., Ltd.

- Contractor for clerical work and other back-office operations
- Contractor for call center operations

## LIFULL Social Funding Co., Ltd.

- Operation of the crowdfunding platforms, LIFULL Social Funding
- Operation of the LIFULL Regional Revitalization Fund

## LIFULL Tech Vietnam Co., Ltd.

- Offshore, lab-type, software and application development as well as creative production

## Rakuten LIFULL STAY, Inc.<sup>1,2</sup>

- Operation of vacation rental platforms

## LIFULL CONNECT, S.L.U.

- Operation of aggregation sites for real estate, job listings, used vehicles and fashion aggregation sites as well as portals

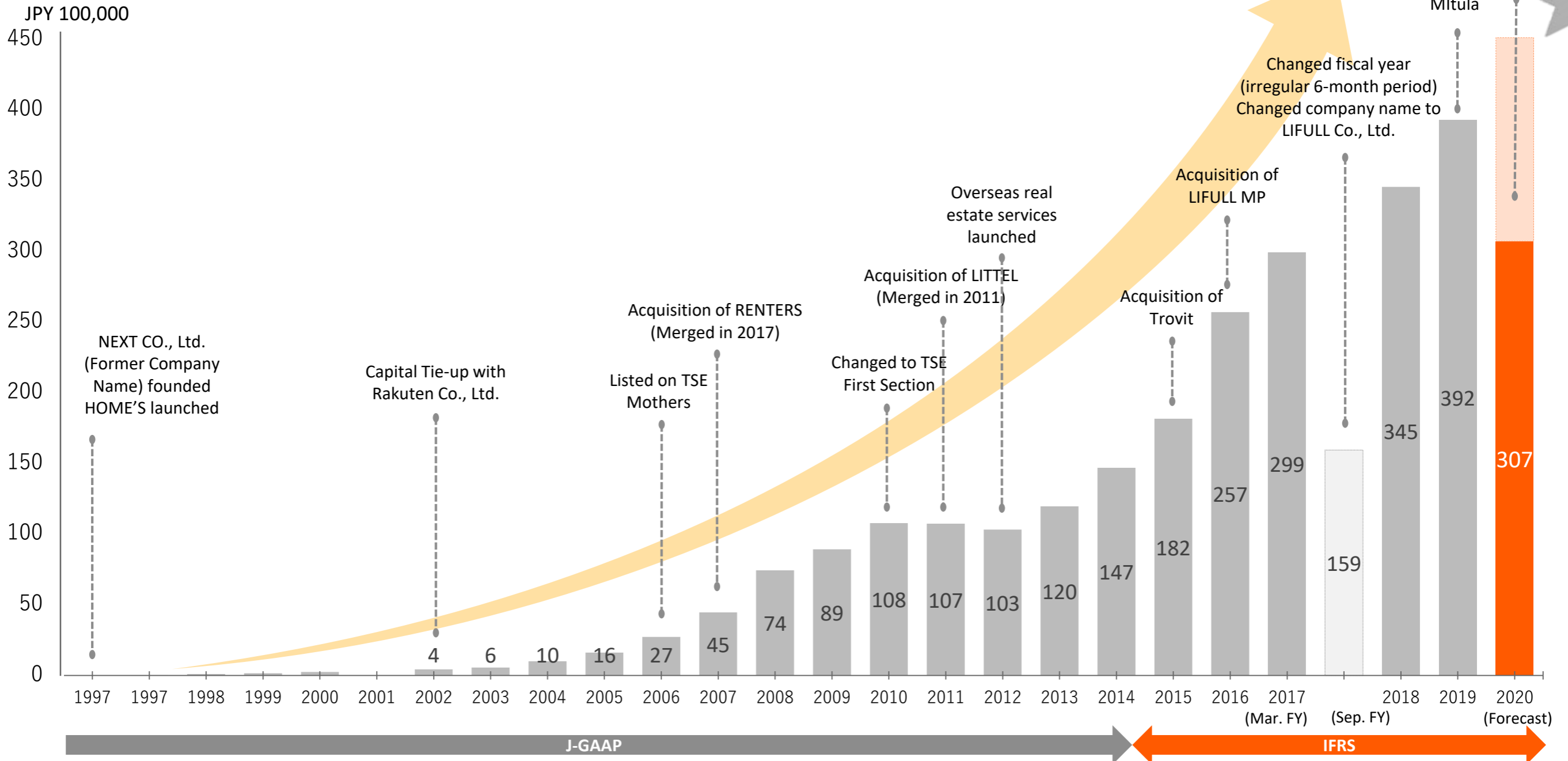
## LIFULL ArchiTech Co., Ltd.

- Research and development on construction and living environments; management of patents

# Segments and Primary Services

Segments	Main services
<b>HOME'S Services Business</b>	LIFULL HOME'S AD Master (former Renter's Net) NabiSTAR LIFULL Marketing Partners Co., Ltd.
<b>Overseas Businesses</b>	Trovit (LIFULL CONNECT) Mitula (LIFULL CONNECT) Nestoria (LIFULL CONNECT) RESEM (LIFULL CONNECT) Dot Property (LIFULL CONNECT) LIFULL Tech Vietnam Co., Ltd. (App Development) Other subsidiary services of LIFULL CONNECT
<b>Other Businesses</b>	LIFULL <i>Kaigo</i> (nursing care) (LIFULL senior Co., Ltd.) LIFULL <i>Hikkoshi</i> (moving) (LIFULL MOVE Co., Ltd.) LIFULL Trunk Room (LIFULL SPACE Co., Ltd.) LIFULL Social Funding Co., Ltd. LIFULL ArchiTech Co., Ltd. Other LIFULL subsidiaries and new services

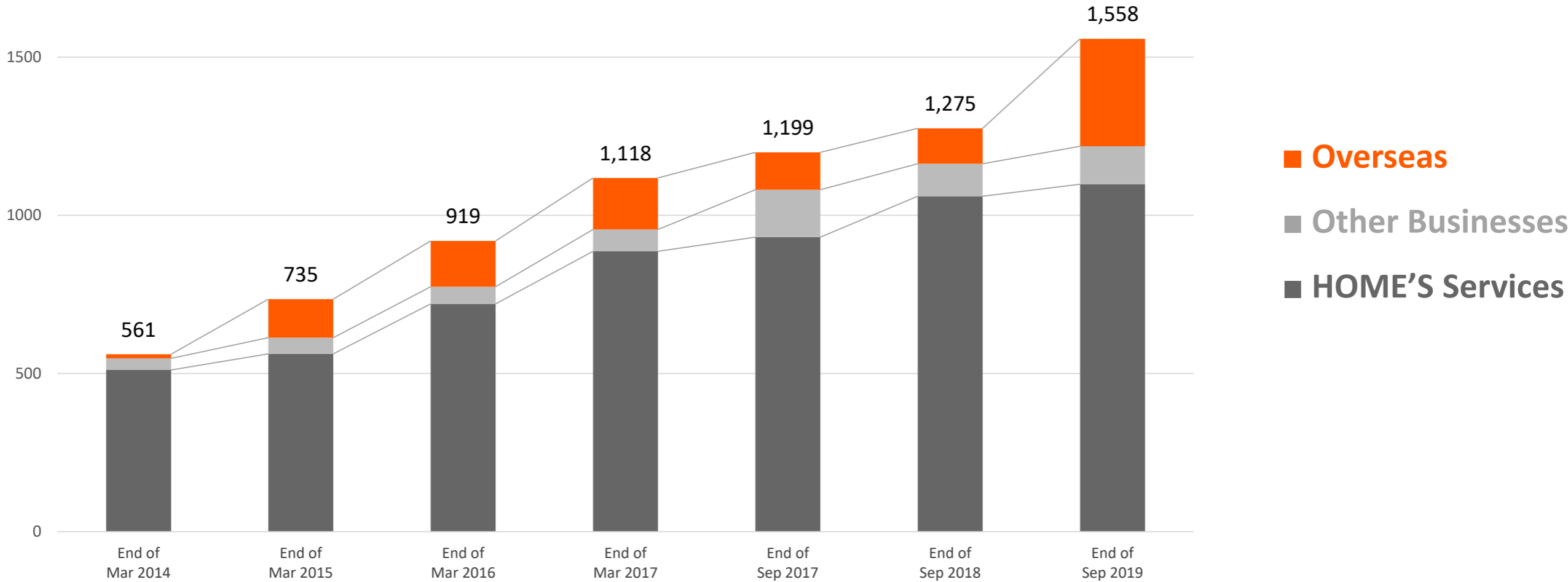
# Annual Revenue and Timeline of Company Growth





# Number of Employees - Group -

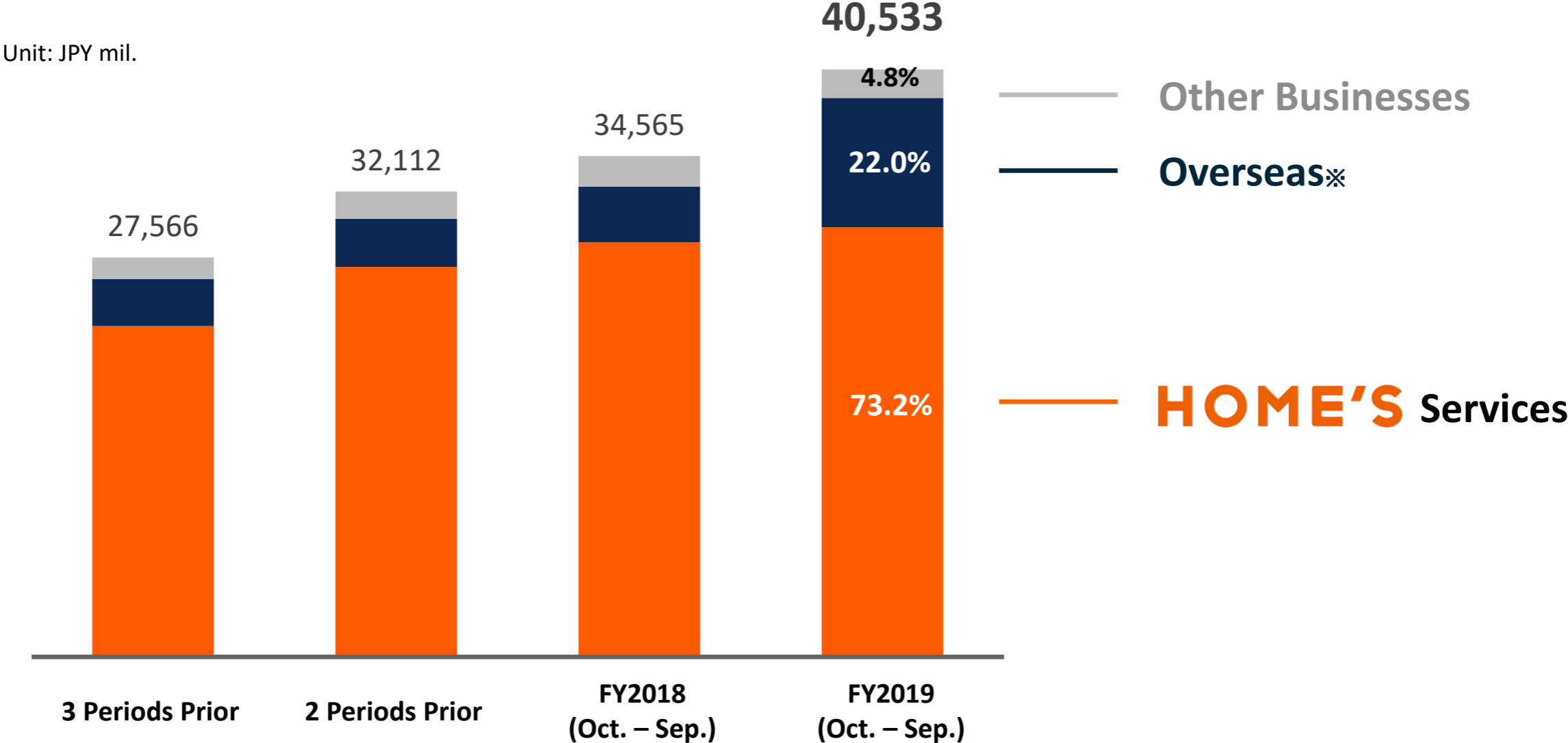
Increase in employees due to overseas expansion



1) Not including employees in companies outside the LIFULL Group  
2) Temporary staff numbers are based on annual averages

# Growth of Consolidated Earnings and Breakdown - Consolidated Revenue -

Acceleration of growth in the Overseas Business segment in addition to steady progress in HOME'S Services



\* Calculated according to actual values (Assuming Mitula had been acquired as of October 2018)

# Consolidated statements of profit and loss (quarterly)

Unit : JPY mil	FY2017/3				FY2017/9		FY2018/9				FY2019/9				FY2020/9	
	Q1	Q2	Q3	Q4	Q1	Q2	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Revenue	6,846	6,910	7,107	9,056	7,793	8,154	8,128	9,541	8,345	8,549	8,391	11,208	9,753	9,944	9,202	9,983
HOME'S Services Business	5,616	5,782	5,955	7,662	6,472	6,816	6,742	8,062	6,833	6,963	6,860	8,404	7,060	7,330	6,763	7,543
Overseas Businesses	823	750	750	867	859	858	883	935	983	1,058	986	2,315	2,213	2,165	2,006	1,892
Other Businesses	406	377	400	525	461	479	502	542	528	527	544	488	479	448	432	547
Cost of revenue	670	737	774	897	915	946	928	946	996	1,006	1,048	1,258	1,035	1,217	1,116	1,157
SG&A	4,776	4,581	5,422	6,627	6,346	6,100	5,862	6,987	5,948	6,555	5,879	9,222	6,754	7,682	6,540	6,874
Personnel expenses	1,773	1,531	1,811	1,923	1,993	1,816	1,962	1,783	1,963	2,082	1,969	2,087	2,217	2,428	2,535	1,590
Advertising expenses	1,689	1,730	2,145	2,834	2,719	2,695	2,426	3,657	2,431	2,869	2,347	4,882	2,790	3,252	2,559	3,882
Operating expenses	246	236	282	244	240	215	236	267	209	229	190	204	240	290	170	123
Other SG&A	1,066	1,082	1,183	1,624	1,393	1,373	1,236	1,279	1,344	1,374	1,372	2,047	1,505	1,710	1,274	1,278
Other revenues and expenses	▲ 6	▲ 42	▲ 30	▲ 39	▲ 72	▲ 30	71	18	6	▲ 44	425	▲ 332	9	59	▲ 9	▲ 41
EBITDA	1,392	1,549	879	1,491	458	1,077	1,408	1,624	1,406	942	1,889	394	1,972	1,103	1,535	1,909
Depreciation/amortization cost	221	217	338	468	253	266	274	266	263	263	259	304	307	300	521	481
Operating profit	1,171	1,331	540	1,022	205	811	1,134	1,358	1,142	679	1,629	90	1,664	803	1,014	1,428
Net income *	734	942	331	756	22	467	591	980	702	585	1,003	▲ 41	1,074	372	504	975
EBITDA margin	20.3%	22.4%	12.4%	16.5%	5.9%	13.2%	17.3%	17.0%	16.9%	11.0%	22.5%	3.5%	20.2%	11.1%	16.7%	19.1%

1) Net income = Net income attributable to owners of the parent

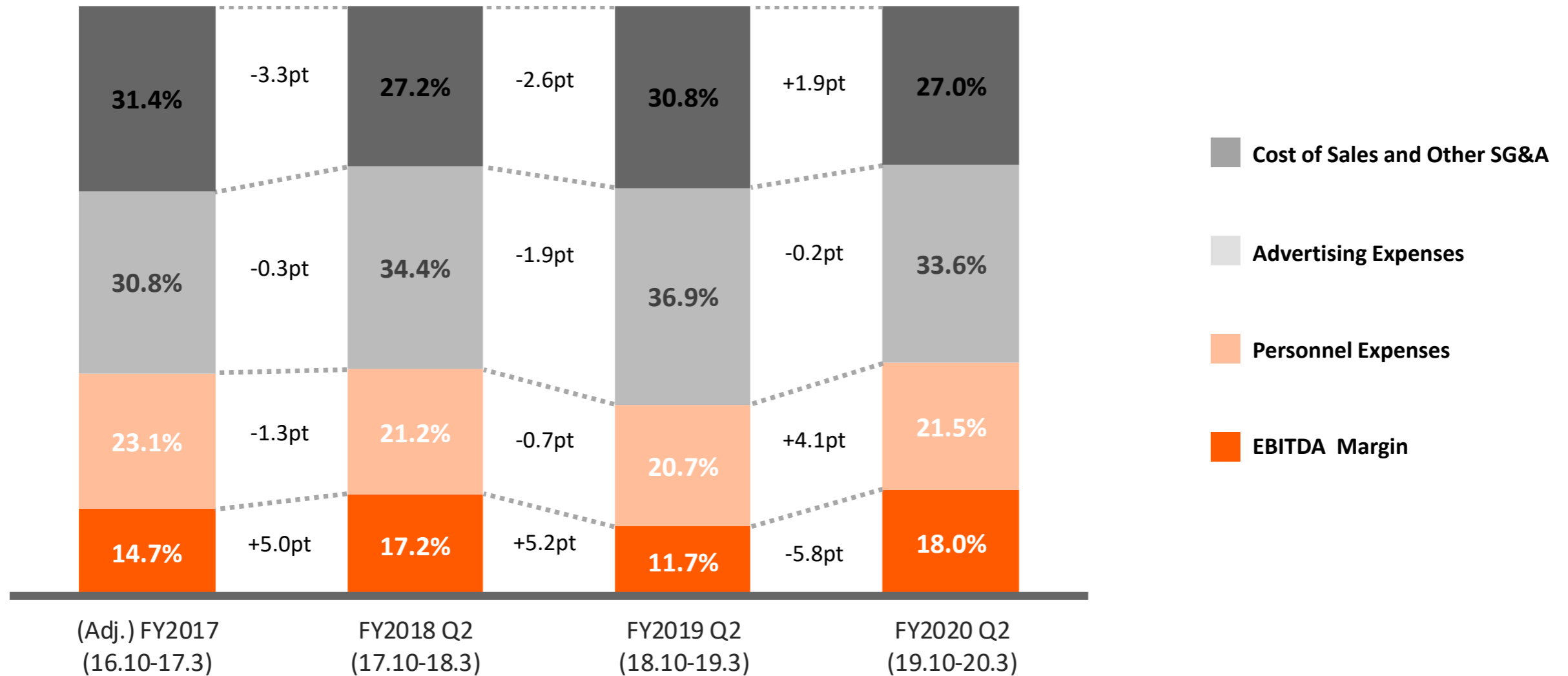
2) Disclosure segments modified since FY2017/09. Sales of prior periods has been described in conjunction with the segment change.

3) As the provisional accounting procedures for corporate mergers have been defined in the first three-month period of the current consolidated fiscal year, these measures have been applied for values for the fiscal year ended in September 2019. In conjunction with these measures, year-on-year change ratios have been calculated with adjusted values.

# Expense-to-Revenue Ratio IFRS

Large improvement in profitability

Increases in personnel expenses due to the acquisition of Mitula and hiring in the Overseas segment



# (Ref.) Pricing Structure Revisions - Rental & Sale Properties Starting Oct. 2019 -

## New Pricing Structure

	Basic Membership Fee (Mon.)	Inquiries	Pay by Inquiry
Rental	¥15,000	Inquiries (e-mail / tel.)	Monthly Rent of Property × 9.5%
		Company Inquiries	Number of Inquiries × ¥5,000
Sale	¥15,000	Inquiries (e-mail / tel.)	Sale Price of Property × 0.05%
		Company Inquiries	Number of Inquiries × ¥10,000

## Original Pricing Structure

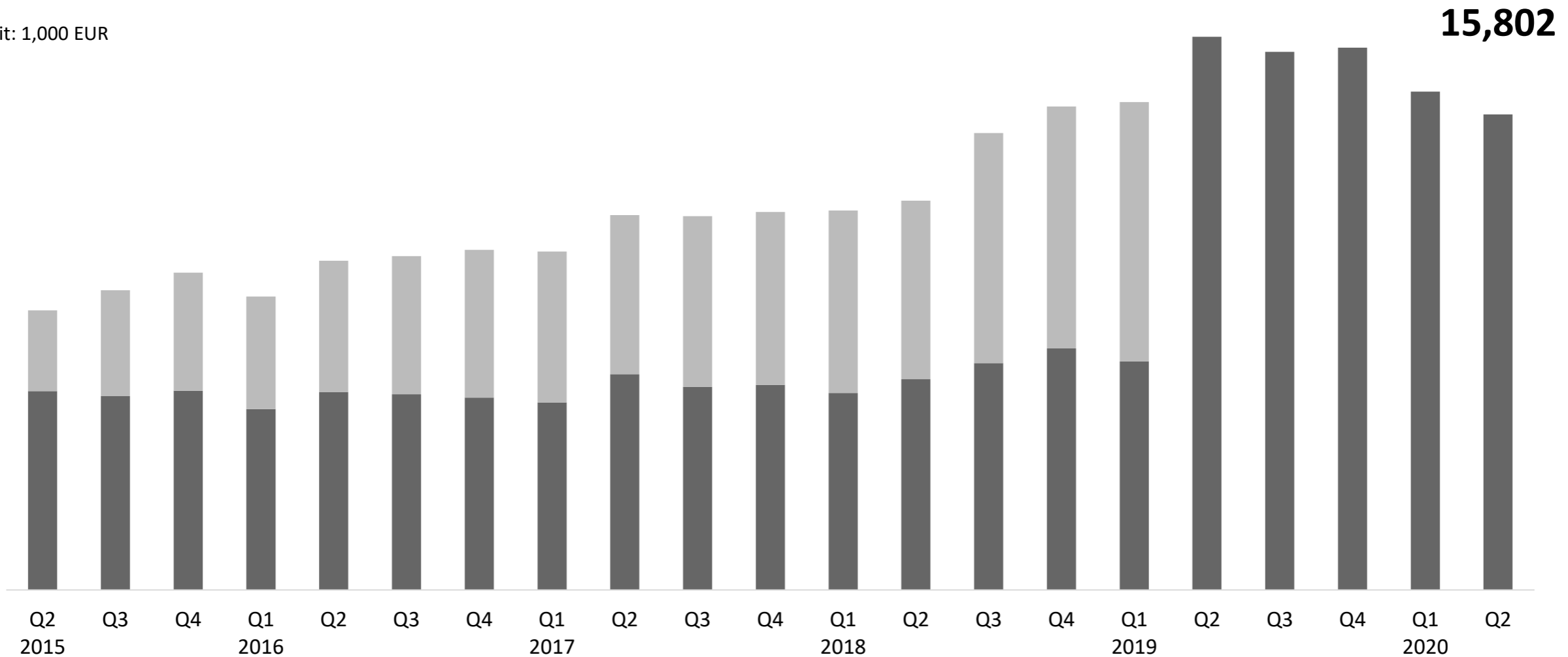
	Basic Membership Fee (Mon.)	Inquiries	Pay by Inquiry
Rental	¥10,000	1 to 15	Monthly Rent of Property × 5.5%
		Over 16	Monthly Rent of Property × 4.0%
Sale	¥10,000	1 to 5	Sale Price of Property × 0.05%
		Over 6	Sale Price of Property × 0.03%

# Quarterly Results - LIFULL CONNECT -

Steady growth despite effects from business acquisition and seasonality

Results from LIFULL CONNECT\* in EUR (■ Pre-consolidation results of Mitula Group)

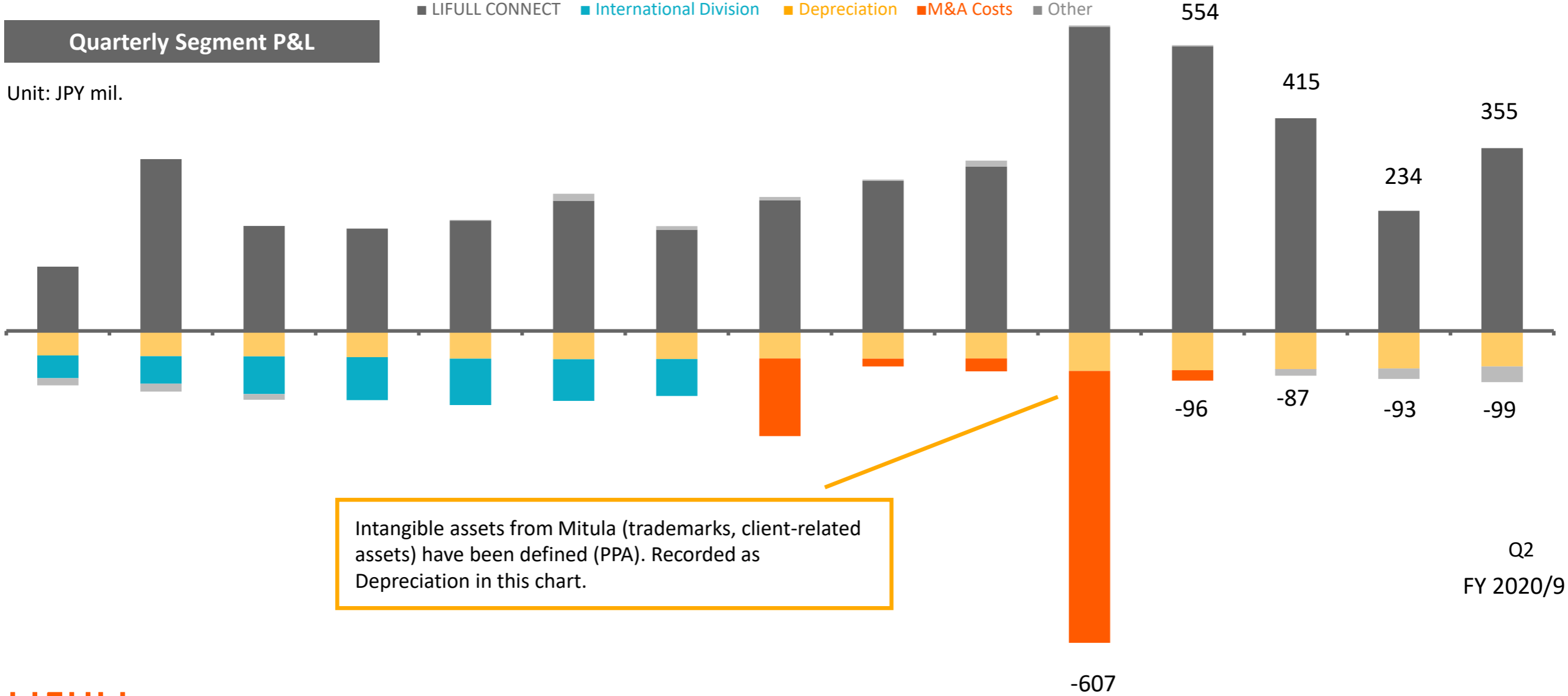
Unit: 1,000 EUR



# Overseas Segment Results - Segment Profit and Loss (Quarterly Trend) -

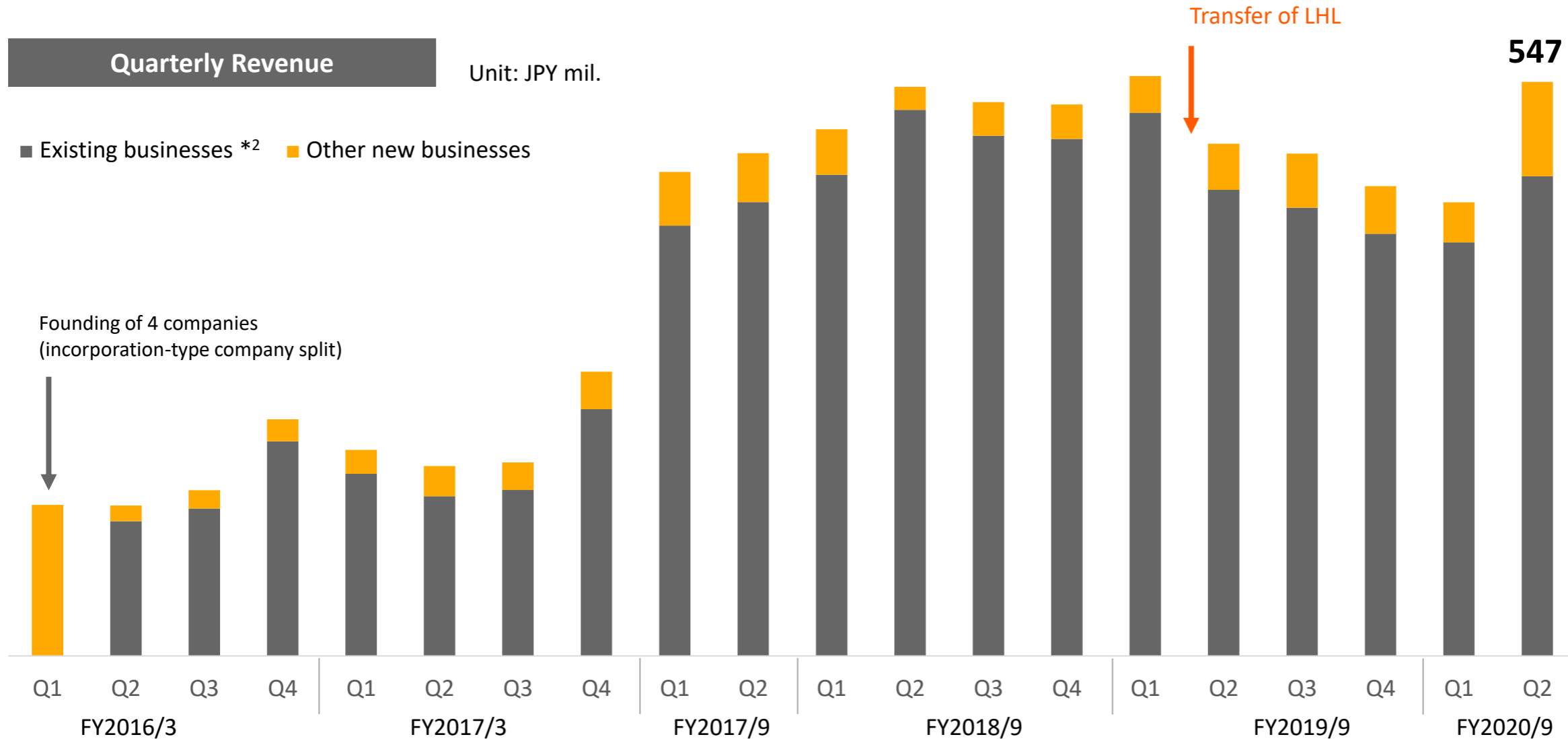
Some services under improvement measures

Intangible assets for Mitula have been defined and Depreciation costs determined



# Other Businesses - Segment Sales Revenue (Quarterly) -

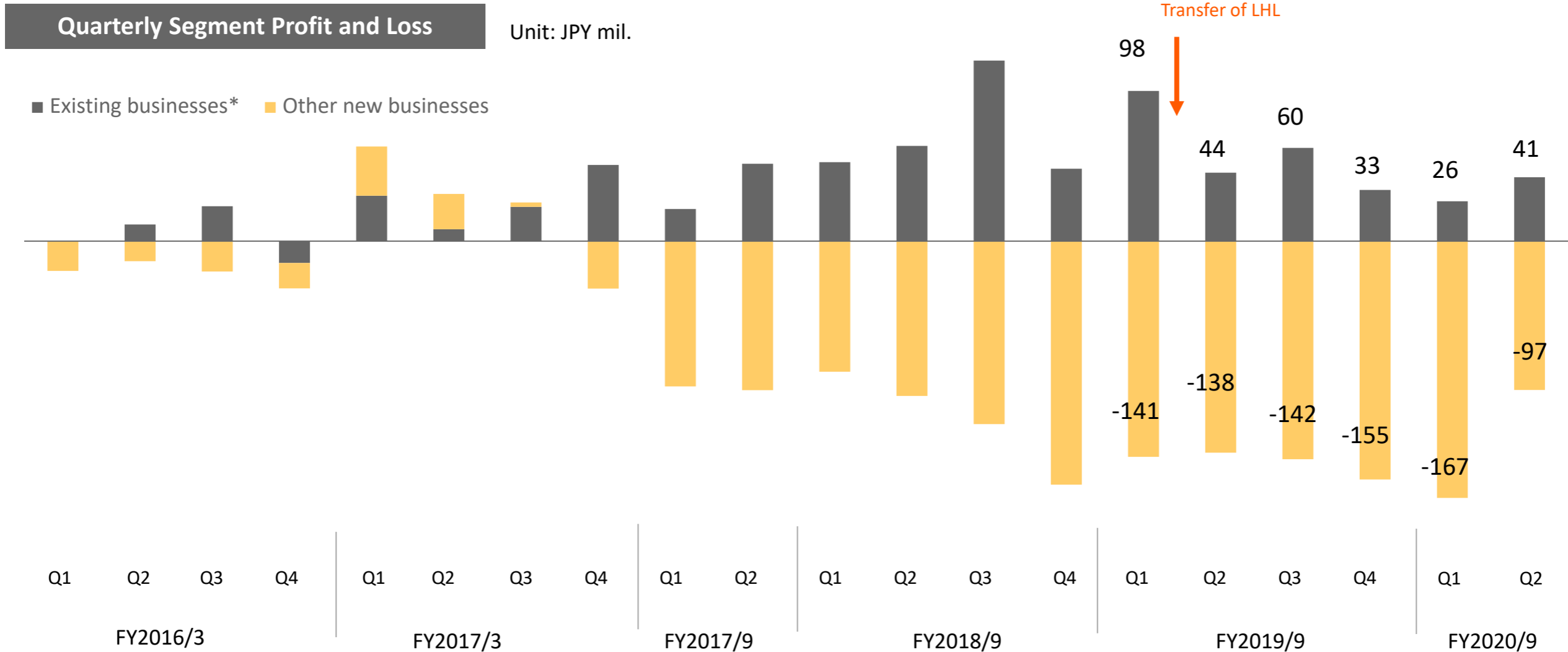
Without regard to the effects of the transfer of LHL<sup>1</sup>, continuing to maintain scale of operations





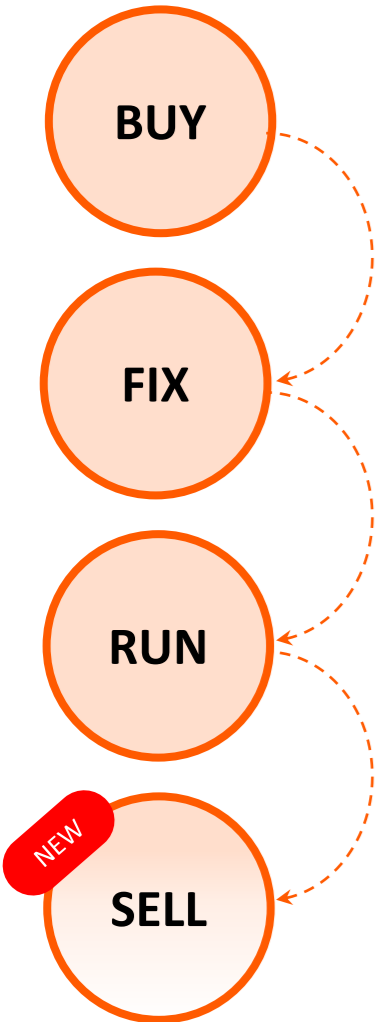
# Other Businesses - Segment Profit and Loss (Quarterly) -

Increases investments for the Regional Revitalization Business and smooth progress without regard to the sale of LHL



# Progress in Regional Revitalization - Repurposing Vacant Homes -

Previously vacant home repurposed as a vacation rental and sold by the LIFULL Group



**Wave House 99**  
Kujukuri-cho, Chiba

House decorated for surfers with a view of the ocean from the second floor

## What was renovated? (Selection)



# (Ref.) External Market Data - Monthly -

		2017 (Jan-Dec)	2018 (Jan-Dec)	2019 (Jan-Dec)	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20
(1) Number of Apartments for sales	<b>Capital Region</b>	35,898	37,132	31,238	2,817	3,366	6,480	1,934	2,490	3,617	2,342	2,462	2,659	2,986	1,502	3,372	2,845	3,461	7,462	1,900	2,313	3,337	1,421	2,206	2,259	1,932	1,819	2,359	2,007	3,293	6,392	1,245	1,488	2,142
	YoY	0.4%	3.4%	-15.9%	-3.0%	24.6%	-7.5%	39.7%	7.8%	6.1%	-14.6%	-5.4%	16.4%	-12.8%	-28.5%	13.2%	1.0%	2.8%	15.2%	-1.8%	-7.1%	-7.7%	-39.3%	-10.4%	-15.0%	-35.3%	21.1%	-30.0%	-29.5%	-4.9%	-14.3%	-34.5%	-35.7%	-35.8%
	<b>Kinki</b>	19,560	20,958	18,042	1,465	1,582	2,259	1,091	1,818	1,745	1,742	1,480	1,211	1,514	1,378	1,859	1,775	2,585	2,760	1,044	1,281	1,449	852	1,388	1,500	1,788	1,341	1,406	1,271	1,492	3,230	621	1,035	1,528
	YoY	4.7%	7.1%	-13.9%	16.0%	-19.9%	14.4%	-21.8%	30.4%	10.8%	25.2%	-14.8%	-8.3%	-17.4%	13.4%	-22.3%	21.2%	63.4%	22.2%	-4.3%	-29.5%	-17.0%	-51.1%	-6.2%	23.9%	18.1%	-2.7%	-24.4%	-28.4%	-42.3%	17.0%	-40.5%	-19.2%	5.5%
(2) Trend of Price for Apartments	<b>Capital Region</b>	5,908	5,871	5,980	5,586	5,551	6,019	5,293	6,128	6,220	5,548	6,030	6,244	6,191	5,360	5,136	2,845	3,461	7,462	1,900	2,313	3,337	1,421	2,206	2,259	1,932	1,819	2,359	2,007	3,293	6,392	1,245	1,488	2,142
	YoY	7.6%	-0.6%	1.9%	3.3%	7.6%	18.5%	-23.4%	5.8%	11.3%	-6.3%	0.8%	10.7%	-5.7%	-7.5%	-11.8%	1.0%	2.8%	15.2%	-1.8%	-7.1%	-7.7%	-39.3%	-10.4%	-15.0%	-35.3%	21.1%	-30.0%	-29.5%	-4.9%	-14.3%	-34.5%	-35.7%	-35.8%
	<b>Kinki</b>	3,836	3,844	3,866	3,863	3,609	3,913	4,017	3,655	3,695	3,825	3,868	3,578	4,568	3,585	4,043	1,775	2,585	2,760	1,044	1,281	1,449	852	1,388	1,500	1,788	1,341	1,406	1,271	1,492	3,230	621	1,035	1,528
	YoY	-2.1%	0.2%	0.6%	-3.2%	-5.1%	-9.4%	20.2%	-2.5%	-7.3%	-0.2%	8.3%	-5.2%	7.1%	1.0%	-3.4%	21.2%	63.4%	22.2%	-4.3%	-29.5%	-17.0%	-51.1%	-6.2%	23.9%	18.1%	-2.7%	-24.4%	-28.4%	-42.3%	17.0%	-40.5%	-19.2%	5.5%

		2017 (Jan-Dec)	2018 (Jan-Dec)	2019 (Jan-Dec)	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20
(3) New build properties	<b>House for Rent</b>	419,397	396,404	342,289	38,017	37,508	33,438	28,251	29,420	29,750	35,447	31,083	34,884	35,847	35,457	35,350	35,225	34,902	30,788	24,776	27,921	28,413	29,511	26,164	30,645	30,383	29,255	29,414	29,417	28,779	27,611	24,147	22,638	26,545
	YoY	0.2%	-5.5%	-13.7%	-4.8%	-2.9%	-3.0%	-10.8%	-4.6%	-12.3%	-2.1%	-5.6%	-3.0%	-1.4%	1.4%	-5.8%	-7.3%	-6.9%	-7.9%	-12.3%	-5.1%	-4.5%	-16.7%	-15.8%	-12.2%	-15.2%	-17.5%	-16.8%	-16.5%	-17.5%	-10.3%	-2.5%	-18.9%	-6.6%
	<b>Apartment</b>	114,830	110,510	117,803	7,489	9,052	7,422	6,525	8,267	7,865	12,350	11,861	8,253	8,699	9,146	8,934	8,604	10,460	9,546	9,368	9,132	13,330	10,480	9,165	8,597	8,600	10,159	12,022	9,998	7,995	8,957	6,782	9,353	9,500
	YoY	0.2%	-3.8%	6.6%	-16.9%	9.5%	-11.0%	-50.2%	9.3%	-8.0%	2.1%	20.7%	-36.2%	-4.0%	0.4%	3.5%	14.9%	15.6%	28.6%	43.6%	10.5%	69.5%	-15.1%	-22.7%	4.2%	-1.1%	11.1%	34.6%	16.2%	-23.6%	-6.2%	-27.5%	2.4%	-28.7%
	<b>House</b>	138,189	142,393	147,522	11,861	12,580	11,992	10,743	10,560	10,957	12,324	11,944	11,903	12,004	11,953	11,882	12,556	12,561	13,006	11,190	11,844	11,738	12,698	11,899	13,096	13,074	12,236	11,889	12,726	12,705	12,427	10,881	10,907	11,616
	YoY	3.3%	3.0%	3.6%	5.0%	7.7%	6.6%	-1.1%	-1.3%	-0.8%	7.1%	5.8%	0.7%	2.5%	4.0%	4.7%	5.9%	-0.2%	8.5%	4.2%	12.2%	7.1%	3.0%	-0.4%	10.0%	8.9%	2.4%	0.1%	1.4%	1.1%	-4.5%	-2.8%	-7.9%	-1.0%
	<b>Owned house</b>	284,283	283,235	288,738	24,807	24,904	23,288	20,257	20,013	20,576	23,289	23,321	25,148	25,447	24,420	24,873	25,949	25,527	24,415	20,925	21,992	22,404	25,436	24,826	28,394	26,282	24,027	24,008	24,495	23,655	22,294	18,037	19,557	22,327
	YoY	-2.7%	-0.4%	1.9%	-4.8%	-4.2%	-2.5%	0.1%	-6.1%	-4.2%	-1.9%	-2.2%	-3.4%	0.3%	0.2%	△0.0%	4.6%	2.5%	4.8%	3.3%	9.9%	8.9%	9.2%	6.5%	12.9%	3.3%	-1.6%	-3.5%	-5.6%	-7.3%	-8.7%	-13.8%	-11.1%	-0.3%

		2017 (Jan-Dec)	2018 (Jan-Dec)	2019 (Jan-Dec)	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20
(4) Internal migrants	<b>Total</b>	5,318,617	5,359,174	5,403,465	388,250	341,825	341,345	328,372	360,501	913,555	761,821	420,739	343,513	393,037	391,505	331,718	414,928	351,216	348,269	336,203	369,900	910,007	767,021	418,489	351,394	418,590	378,793	372,471	392,668	336,866	351,063	332,383	362,076	965,051
	YoY	1.3%	0.8%	0.8%	5.6%	0.8%	2.1%	2.2%	1.4%	-4.7%	1.6%	3.8%	-2.7%	4.7%	2.1%	-3.8%	6.9%	2.7%	2.0%	2.4%	2.6%	-0.4%	0.7%	-0.5%	2.3%	6.5%	-3.2%	12.3%	-5.4%	-4.1%	0.8%	-1.1%	-2.1%	6.0%
	<b>Only Japanese</b>	4,893,581	4,889,713	4,889,191	350,369	307,861	308,919	296,517	327,575	860,107	712,159	384,355	311,005	355,425	352,992	295,016	368,708	313,252	312,602	302,485	334,916	849,869	705,182	377,454	314,638	376,197	341,164	330,044	346,967	298,343	311,932	298,530	326,715	898,498
	YoY	0.3%	-0.1%	0.0%	4.6%	0.9%	0.5%	0.6%	-0.2%	-5.0%	1.4%	3.6%	-3.2%	3.5%	0.8%	-4.9%	5.2%	1.8%	1.2%	2.0%	2.2%	-1.2%	-1.1%	-1.8%	1.2%	5.8%	-3.4%	11.9%	-5.9%	-4.8%	-0.2%	-1.3%	-2.4%	5.7%
(5) Japan Population	Unit : Thousand	Oct. 1, 2016	Oct. 1, 2017	Oct. 1, 2018	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20
	<b>Total</b>	126,933	126,706	126,443	126,706	126,714	126,995	126,592	126,609	126,493	126,502	126,466	126,509	126,529	126,496	126,417	126,443	126,453	126,435	126,317	126,310	126,248	126,254	126,181	126,252	126,265	126,219	126,131	126,167	126,161	126,150	126,020	126,010	125,950

[Source] (1)(2)Real Estate Economic Institute Co., Ltd. (3)Source : Ministry of Land, Infrastructure, Transport and Tourism (4)(5)Source : Ministry of Internal Affairs

# (Ref.) Domestic Market Environment



**01**

**Number of Real Estate Companies**

**328,553**

(Based on 2017 values from the Japanese Ministry of Finance "Corporate Statistics Monthly Report")  
\*April 1, 2017 - March 31, 2018

**02**

**Number of Licensed Real Estate Agencies**

**124,451** (108,800 Corporates)

(Based on 2018 values from the Ministry of Land, Infrastructure, Transport and Tourism "Number of Licensed Real Estate Agencies 2018")

**03**

**Number of Offices**

**352,733**

(Based on Ministry of Internal Affairs and Communications "Financial Census" 2015 Values)

**04**

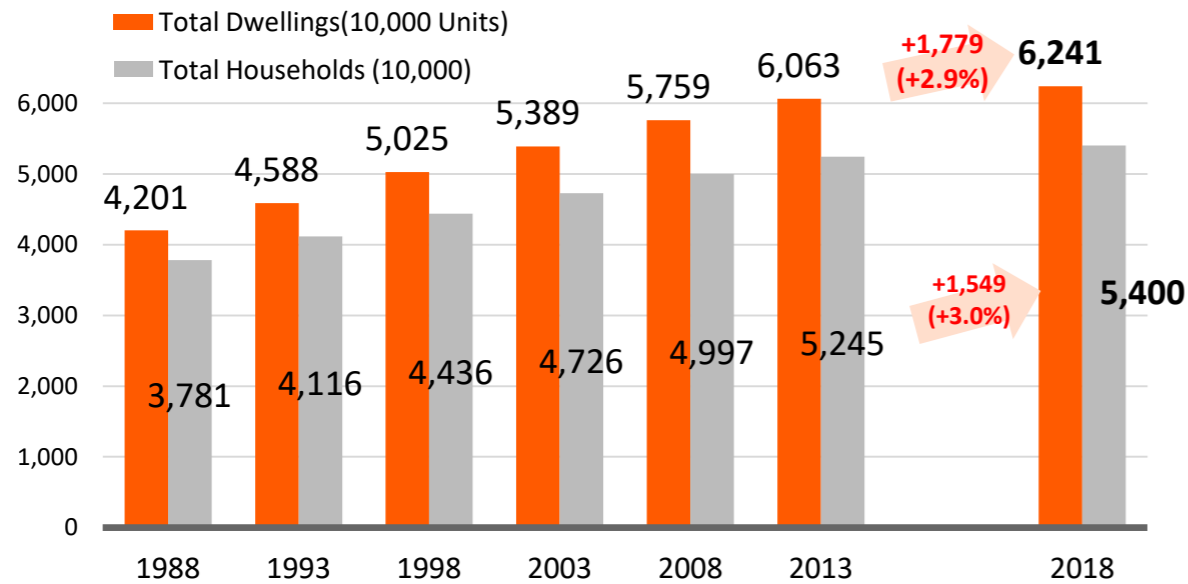
**Size of Real Estate Listing Market**

Approx. **900+** billion yen

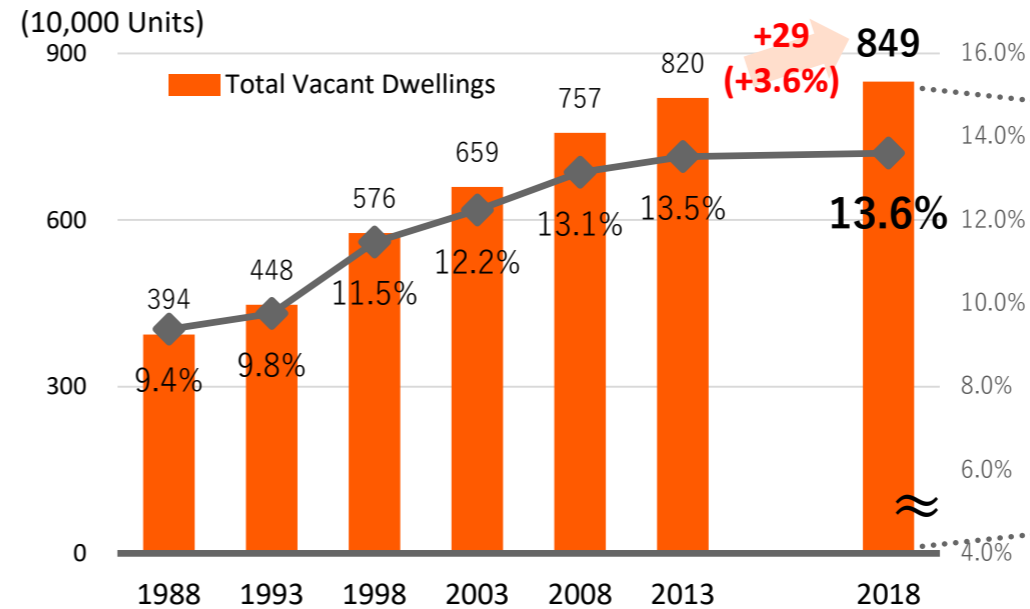
(Based on LIFULL Internal Data)

# (Ref.) Base Results of the 2018 Housing and Land Survey (Statistics Bureau of Japan)

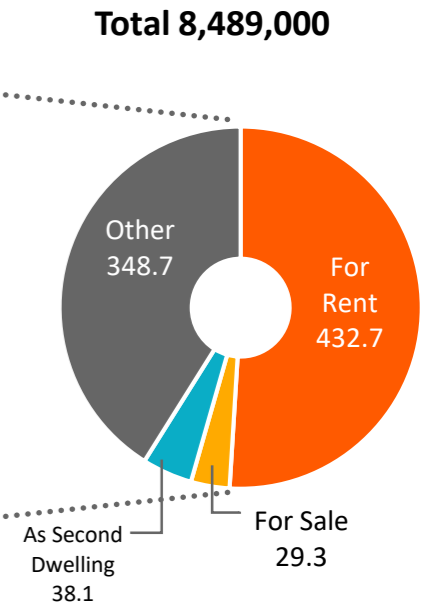
### Trend of Total Dwellings and Total Households



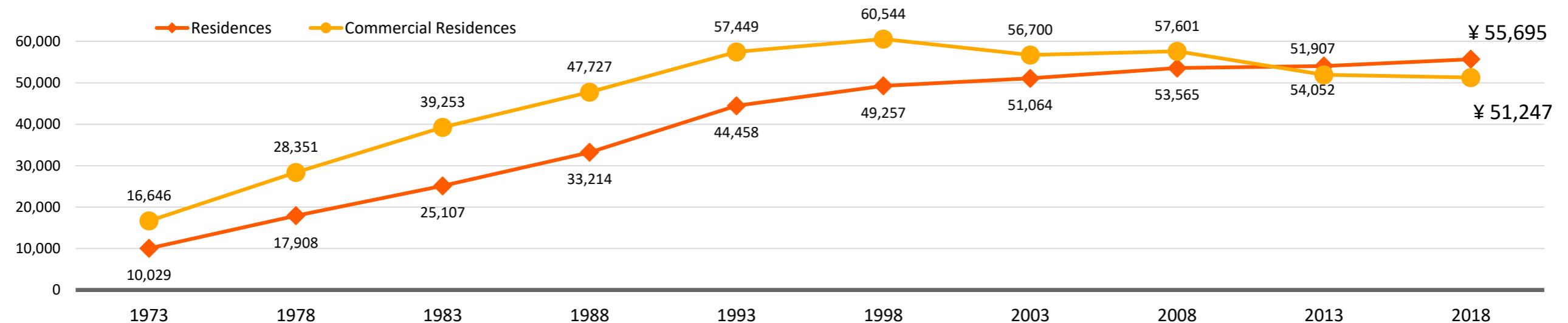
### Trend of Number of Vacant Homes and Vacancy Rates



### Breakdown of Vacant Homes

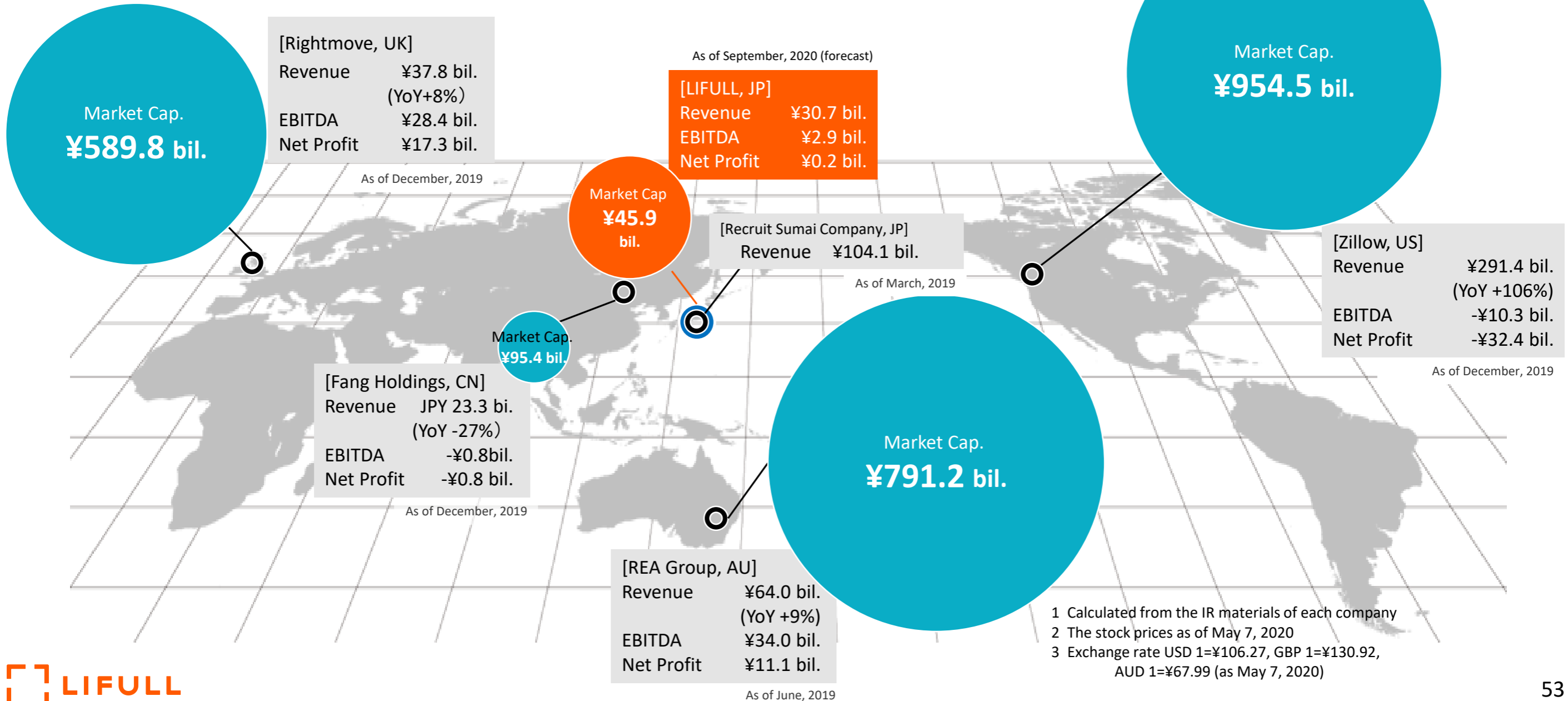


### National Trend in Monthly Rent



# (Ref.) Overseas competitors

Competitors have high market capitalization due to their user shares in each country.



# IR Team



**IR Site**

**Japanese** <https://LIFULL.com/ir/>

**English** <https://LIFULL.com/en/ir/>



**E-mail**

[ir@LIFULL.com](mailto:ir@LIFULL.com)

**TEL +81-3-6774-1603**  
**(Weekdays 10:00 - 18:00 JST)**

## Annual Report 2018



**Japanese**

<https://lifull.com/ir/ir-data/fy2018/>

**English**

<https://lifull.com/en/ir/ir-data/fy2018/>

## Other Information about LIFULL



**Twitter**



[https://twitter.com/LIFULL\\_Corp](https://twitter.com/LIFULL_Corp)



**Facebook Page**



<https://www.facebook.com/LIFULL.corp/>

