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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 the following revisions to the Consolidated Financial Results Forecast of the Fiscal Year Ending September 30, 2024 (October 1, 2023, to September 30, 2024) originally announced on November 13, 2023 as shown below.

1. Revision to the consolidated financial results for the fiscal year ending September 30, 2024

Consolidated Financial Results (October 1, 2023, to September 30, 2024)

(Million yen)

	Sales Revenue	Operating profit	Profit attributable to owners of the parent	Basic earnings per share (yen)
Previous forecast (A)	37,000	3,000	1,350	10.06
Revised forecast (B)	35,500	1,900	300	2.34
Change (B-A)	(1,500)	(1,100)	(1,050)	(7.72)
Rate of change (%)	(4.1)	(36.7)	(77.8)	(76.7)
(Ref.) Previous FY results (FY 2023/9)	36,405	1,959	1,031	8.03

2. Primary reasons for the revisions

Revenue for the period by segment is as follows:

(Million yen)

	HOME'S Services	Overseas	Other Businesses	Total
Previous forecast (A)	24,200	10,300	2,500	37,000
Revised forecast (B)	24,200	8,800	2,500	35,500
Change (B-A)	-	(1,500)	-	(1,500)
Rate of change (%)	-	(14.6)	-	(4.1)
(Ref.) Previous FY results (FY 2023/9)	23,158	8,320	4,926	36,405

In congruence with our Corporate Message of "Make Every LIFE FULL," the LIFULL Group provides a multitude of online services focused around real estate both in Japan and abroad tailored to lives of individual users. During the current fiscal year, we are making concentrated growth investments. In our real-estate related services in Japan, we are using cutting-edge technology such as AI, expanding our client network, branding and the real estate information services. Abroad we are strengthening overall group management while also making the effort to expand our businesses, such as our tech-enabled agency in southeast Asia

Our domestic businesses have been progressing according to our initial forecast. However, a decline in the number of visits to our websites overseas has caused a gap in revenue. We have transitioned to a new management structure with the aim of revitalizing these businesses and incurred temporary costs. For these reasons, we have made the decision to revise our full-year forecasts for revenue and profit.

Refer to the "[FY 2024/9 Q2 Results Presentation](#)" also disclosed today for more details on the revisions.

The above forecasts have been made based on currently available information and hypotheses on how moving parts may affect the business in the future. Actual future results may differ from the forecasts due to a variety of factors.