

Market : Tokyo

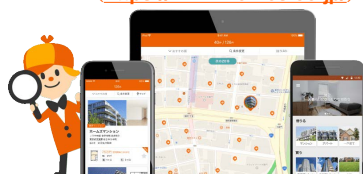
Symbol : 2120

ISIN : JP3758140002

Industry : Information Services

LIFULL Co., Ltd. (prev. Next Co., Ltd.) is the operator of "LIFULL HOME'S," one of the largest real estate and housing information services in Japan. LIFULL is also focusing its business on support services for real estate companies including a CRM and DMP. LIFULL began its Overseas Business in 2011. After acquiring Trovit Search S.L.U. the largest aggregation site for real estate, job listings and cars in 2014 and Mitula in 2019, the companies were consolidated under LIFULL CONNECT. The life-based service brand "LIFULL" was created in 2014 and became the company name in April 2017.

Real Estate and Housing Site "LIFULL HOME'S"

[\(https://www.homes.co.jp/\)](https://www.homes.co.jp/)


Key figures [IFRS]

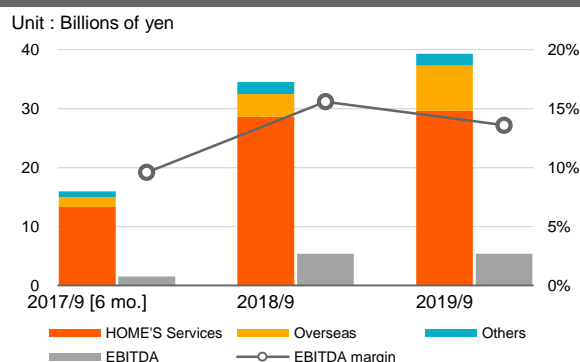
	2017/9 [6mo.]	2018/9	2019/9
Unit: Millions of yen			
Revenue	15,948	34,564	39,297
EBITDA	1,536	5,382	5,360
Net profit	489	2,859	2,359
%			
EBITDA margin	9.6	15.6	13.6
ROE	2.6	13.9	8.7
ROA	3.6	15.0	9.8
Per share data Unit: yen			
Basic earnings	4.12	24.09	18.15
Equity	161.96	184.32	242.30
Dividends	0.82	6.02	4.40
Financial condition Unit: Millions of yen			
Total assets	26,363	29,181	43,483
Total equity	19,293	21,996	32,583
Equity ratio (%)	72.9	75.0	74.8

*ROA=Total assets/Current profit

*Net profit = Net income attributable to owners of the parent

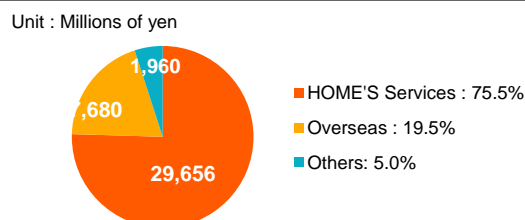
*Equity = Equity attributable to owners of the parent

Revenue & EBITDA Trends



Revenue by Segment

FY2019



Share Data

Listed Stock Exchange	First Section of the Tokyo Stock Exchange
Number of shares issued	134,239,870
Treasury Shares	74,441 (0.06% of all outstanding shares)
Fiscal year	October 1 through September 30
Share trading unit	100 shares

Representative Director & Governance as of Dec. 19, 2019

President and CEO	Takashi Inoue
Directors	6 people (Internal 2, Outside 2)
Auditors	4 people (Full-time/outside 1, Part-time/outside 3)

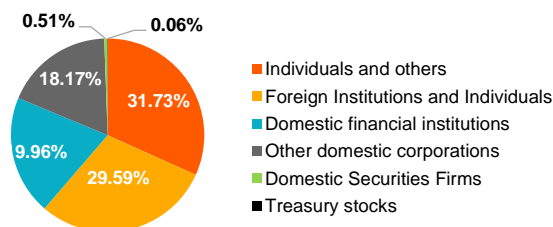
Major Shareholders as of Sep. 30, 2019

Number of Shareholders 6,603

Shareholders (Top 10)	Common shares	%
Takashi Inoue	32,941,000	24.55
Rakuten, Inc.	23,797,100	17.74
Japan Trustee Services Bank, Ltd. (Trust Account)	15,300,000	11.40
SANTANDER SECURITIES SERVICES, S. A. / DCV CLIENTS	8,466,136	6.31
The Master Trust Bank of Japan, Ltd. (Trust Account)	4,738,200	3.53
CHASE NOMINEES RE JASDEC TREAT Y CLIENT A/C (GERERAL)	3,448,100	2.57
THE BANK OF NEW YORK MELLON 140051	3,165,000	2.36
Daisuke Gomi	2,700,000	2.01
SAJAP	2,194,700	1.64
GOLDMAN SACHS INTERNATIONAL	1,604,325	1.20
Total	98,354,561	73.31

*Shareholding ratio is calculated by excluding 74,441 shares of treasury stock.

Shareholder Composition as of Sep. 30, 2019



IR Office Information

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