

Financial Results  
for the full year Mar.31,2018

# **D A T A B O O K**

May. 11, 2018

NICHIIGAKKAN CO., LTD.  
【 9 7 9 2 】

# Income Statement (Consolidated)

(Unit:million yen)

	FY2017.3		FY2018.3			FY2019.3 (Forecast)	
	Half year	Full year	Half year	Full year		Half year	Full year
	Amount	Amount	Amount	Amount(Revised)	Amount	Amount	Amount
Net Sales	137,751	276,659	141,426	300,000	283,767	151,800	314,500
Operating Income	815	4,206	3,753	9,300	7,630	5,000	14,700
%	0.6%	1.5%	2.7%	3.1%	2.7%	3.3%	4.7%
Ordinary Income	▲1,110	1,429	1,815	6,000	3,628	2,800	10,500
%	▲0.8%	0.5%	1.3%	2.0%	1.3%	1.8%	3.3%
Net Income attributable to owners of parents	▲1,240	1,403	918	3,000	854	1,400	6,300
%	▲0.9%	0.5%	0.6%	1.0%	0.3%	0.9%	2.0%

# Income Statement (Non-Consolidated)

(Unit : million yen)

	FY2017.3		FY2018.3			FY2019.3(Forecast)	
	Half year	Full year	Half year	Full year		Half year	Full year
	Amount	Amount	Amount	Amount(Revised)	Amount	Amount	Amount
Net Sales	119,775	239,776	121,644	259,400	243,588	130,200	268,700
Operating Income	697	3,542	3,023	8,300	6,241	4,300	12,100
%	0.6%	1.5%	2.5%	3.2%	2.6%	3.3%	4.5%
Ordinary Income	40	2,639	2,678	7,000	4,939	3,900	10,800
%	0.0%	1.1%	2.2%	2.7%	2.0%	3.0%	4.0%
Net Income	95	3,044	1,925	4,700	3,300	2,700	7,600
%	0.1%	1.3%	1.6%	1.8%	1.4%	2.1%	2.8%

# Segmental Result (Consolidated)

## ■ About a segment change from March, 2019 period

- The sale of health care products will be transferred from the Health Care segment to the Long-Term Care segment.
- The Global segment will be newly established, and the China business and services overseas will be transferred from each segment.

(Unit : million yen)

	FY2017.3		FY2018.3					FY2019.3(Forecast)	
	Half year	Full year	Half year		Full year		Half year	Full year	
	Amount	Amount	Amount(old)	Amount(New)	Amount(Revised)	Amount(old)	Amount(New)	Amount	Amount
Medical Support	54,068	108,325	53,738	53,672	112,300	107,339	107,272	55,600	113,200
Long-term care	72,291	144,416	74,613	75,404	154,100	148,156	149,811	79,600	162,100
Child care	2,560	5,949	3,922	3,922	9,300	9,365	9,365	6,000	13,000
Health care	1,415	2,926	1,483	674	4,600	3,082	1,398	800	3,500
Education	6,347	12,771	6,385	5,962	15,000	13,072	12,068	7,600	17,000
Therapy	100	377	113	97	1,600	404	373	400	1,400
Global				1,683			3,574	1,700	4,400
China	949	2,007	1,136		3,100	2,388			
Other	433	1,303	733	733	1,600	1,933	1,933	900	1,900
Eliminations	▲414	▲1,417	▲699	▲722	▲1,600	▲1,976	▲2,030	▲800	▲2,000
<b>Net Sales</b>	<b>137,751</b>	<b>276,659</b>	<b>141,426</b>	<b>141,426</b>	<b>300,000</b>	<b>283,767</b>	<b>283,767</b>	<b>151,800</b>	<b>314,500</b>
Medical Support %	3,641 6.7%	8,012 7.4%	4,499 8.4%	4,522 8.4%	9,200 8.2%	8,876 8.3%	8,899 8.3%	5,000 9.0%	10,800 9.5%
Long-term care %	5,007 6.9%	11,183 7.7%	7,378 9.9%	7,509 10.0%	12,800 8.3%	14,516 9.8%	14,810 9.9%	6,900 8.7%	15,000 9.3%
Child care %	▲497 ▲19.4%	▲781 ▲13.1%	▲728 ▲18.6%	▲728 ▲18.6%	▲600 ▲6.5%	▲564 ▲6.0%	▲564 ▲6.0%	▲100 ▲1.7%	400 3.1%
Health care %	276 19.6%	615 21.0%	166 11.2%	36 5.4%	600 13.0%	69 2.3%	▲223 ▲16.0%	▲400 ▲50.0%	▲770 ▲22.0%
Education %	▲2,405 ▲37.9%	▲4,647 ▲36.4%	▲2,125 ▲33.3%	▲2,043 ▲34.3%	▲2,900 ▲19.3%	▲4,620 ▲35.3%	▲4,474 ▲37.1%	▲1,100 ▲14.5%	▲900 ▲5.3%
therapy %	▲130 ▲130.7%	▲107 ▲28.5%	▲202 ▲179.0%	▲175 ▲180.2%	0 0.0%	▲419 ▲103.6%	▲340 ▲91.3%	▲200 ▲50.0%	40 2.9%
Global %				▲885 ▲52.6%			▲1,665 ▲46.6%	▲450 ▲26.5%	▲500 ▲11.4%
China %	▲722 ▲76.1%	▲1,416 ▲70.6%	▲753 ▲66.3%		▲1,100 ▲35.5%	▲1,417 ▲59.3%			
Other %	139 32.3%	285 21.9%	96 13.2%	96 13.2%	200 12.5%	204 10.6%	204 10.6%	150 16.7%	250 13.2%
Eliminations	▲4,494	▲8,937	▲4,576	▲4,577	▲8,900	▲9,013	▲9,014	▲4,800	▲9,620
<b>Operating Income %</b>	<b>815 0.6%</b>	<b>4,206 1.5%</b>	<b>3,753 2.7%</b>	<b>3,753 2.7%</b>	<b>9,300 3.1%</b>	<b>7,630 2.7%</b>	<b>7,630 2.7%</b>	<b>5,000 3.3%</b>	<b>14,700 4.7%</b>