

Financial Results
For the Nine months Ended Dec.31.2019

D A T A B O O K

February.7,2020

NICHIIGAKKAN CO., LTD.
【 9 7 9 2 】

【Consolidated】 Income Statement

(Unit:million yen)

	FY2018.3				FY2019.3				FY2020.3						
	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q			Full-year	
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference (yoy)	Change	Amount (Initial Forecast)	Amount (Revised Forecast)
Net Sales	70,313	141,426	212,914	283,767	70,835	142,596	215,723	287,882	73,523	147,882	223,471	7,748	3.6%	303,000	298,600
Operating Income	1,519	3,753	5,963	7,630	1,263	4,154	7,336	10,032	2,723	6,360	9,444	2,107	28.7%	15,200	13,300
%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	3.5%	3.7%	4.3%	4.2%	-	-	5.0%	4.5%
Ordinary Income	560	1,815	3,014	3,628	139	1,947	4,043	5,703	1,574	4,055	6,083	2,039	50.4%	11,000	8,700
%	0.8%	1.3%	1.4%	1.3%	0.2%	1.4%	1.9%	2.0%	2.1%	2.7%	2.7%	-	-	3.6%	2.9%
Net Income attributable to owners of parents	510	918	1,704	854	▲158	251	2,107	6,108	927	1,603	3,378	1,271	60.3%	6,700	4,700
%	0.7%	0.6%	0.8%	0.3%	▲0.2%	0.2%	1.0%	2.1%	1.3%	1.1%	1.5%	-	-	2.2%	1.6%

【Non-Consolidated】 Income Statement

(Unit:million yen)

	FY2018.3				FY2019.3				FY2020.3						
	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q			Full-year	
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference (yoy)	Change	Amount (Initial Forecast)	Amount (Revised Forecast)
Net sales	60,528	121,644	182,926	243,588	60,937	122,599	184,983	246,560	62,098	124,913	188,970	3,987	2.2%	256,700	252,400
Operating Income	1,298	3,023	4,480	6,241	1,424	4,020	6,226	8,687	2,048	4,934	7,280	1,054	16.9%	12,500	10,800
%	2.1%	2.5%	2.4%	2.6%	2.3%	3.3%	3.4%	3.5%	3.3%	4.0%	3.9%			4.9%	4.3%
Ordinary Income	1,465	2,678	3,640	4,939	1,436	3,429	5,064	7,084	1,809	4,061	5,861	797	15.7%	10,900	8,800
%	2.4%	2.2%	2.0%	2.0%	2.4%	2.8%	2.7%	2.9%	2.9%	3.3%	3.1%			4.2%	3.5%
Net Income attributable to owners of parents	1,380	1,925	2,735	3,300	1,194	2,051	2,808	503	1,285	1,940	3,546	738	26.2%	7,100	4,750
%	2.3%	1.6%	1.5%	1.4%	2.0%	1.7%	1.5%	0.2%	2.1%	1.6%	1.9%			2.8%	1.9%

【Consolidated】 Segmental Result(Operating Income)

(Unit: million yen)

	FY2018.3				FY2019.3				FY2020.3						
	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q			Full-year	
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference (yoy)	Change	Amount (Initial Forecast)	Amount (Revised Forecast)
Medical Support	26,885	53,672	80,470	107,272	26,794	53,671	80,733	107,773	28,467	56,842	85,597	4,863	6.0%	113,100	113,900
Long-term care	37,462	75,404	113,315	149,811	37,448	75,526	114,167	151,444	38,059	76,567	115,608	1,441	1.3%	157,500	154,100
Child care	1,815	3,922	6,332	9,365	2,568	5,433	8,739	12,559	3,153	6,684	10,709	1,970	22.5%	14,800	14,900
Health care	332	674	1,051	1,398	381	779	1,228	1,632	423	853	1,299	71	5.8%	3,100	1,800
Education	2,937	5,962	8,912	12,068	2,893	5,929	8,914	11,941	2,785	5,651	8,328	▲586	▲6.6%	11,300	11,200
Therapy	51	97	307	373	88	185	438	547	145	291	568	129	29.6%	900	700
Global	802	1,683	2,637	3,574	502	1,005	1,496	1,953	430	849	1,283	▲213	▲14.2%	2,300	1,800
Other	398	733	1,083	1,933	508	729	1,051	1,410	210	446	622	▲428	▲40.8%	700	900
Eliminations	▲373	▲722	▲1,197	▲2,030	▲350	▲663	▲1,045	▲1,380	▲153	▲303	▲545	499	-	▲700	▲700
Net Sales	70,313	141,426	212,914	283,767	70,835	142,596	215,723	287,882	73,523	147,882	223,471	7,748	3.6%	303,000	298,600
Medical Support	2,201	4,522	6,541	8,899	2,119	4,448	6,693	9,246	2,359	4,949	7,190	497	7.4%	9,600	9,800
%	8.2%	8.4%	8.1%	8.3%	7.9%	8.3%	8.3%	8.6%	8.3%	8.7%	8.4%	-	-	8.5%	8.6%
Long-term care	3,659	7,509	11,212	14,810	3,649	8,019	12,474	16,383	4,191	8,518	12,183	▲290	▲2.3%	17,000	16,500
%	9.8%	10.0%	9.9%	9.9%	9.7%	10.6%	10.9%	10.8%	11.0%	11.1%	10.5%	-	-	10.8%	10.7%
Child care	▲571	▲728	▲783	▲564	▲404	▲477	▲229	206	▲546	▲711	▲393	▲163	-	700	300
%	▲31.5%	▲18.6%	▲12.4%	▲6.0%	▲15.7%	▲8.8%	▲2.6%	1.6%	▲17.3%	▲10.6%	▲3.7%	-	-	4.7%	2.0%
Health care	74	36	▲88	▲223	▲115	▲309	▲707	▲1,148	▲493	▲977	▲1,488	▲780	-	▲2,000	▲2,000
%	22.5%	5.4%	▲8.4%	▲16.0%	▲30.3%	▲39.7%	▲57.6%	▲70.4%	▲116.6%	▲114.5%	▲114.5%	-	-	▲64.5%	▲111.1%
Education	▲1,030	▲2,043	▲2,879	▲4,474	▲1,210	▲2,041	▲2,761	▲4,110	▲56	▲104	▲323	2,438	-	▲900	▲900
%	▲35.1%	▲34.3%	▲32.3%	▲37.1%	▲41.8%	▲34.4%	▲31.0%	▲34.4%	▲2.0%	▲1.8%	▲3.9%	-	-	▲8.0%	▲8.0%
Therapy	▲68	▲175	▲184	▲340	▲152	▲288	▲276	▲383	▲85	▲164	▲121	154	-	▲100	▲250
%	▲134.1%	▲180.2%	▲59.9%	▲91.3%	▲171.1%	▲155.9%	▲63.0%	▲69.9%	▲58.6%	▲56.4%	▲21.3%	-	-	▲11.1%	▲35.7%
Global	▲480	▲885	▲1,229	▲1,665	▲326	▲694	▲1,107	▲1,246	▲149	▲291	▲406	701	-	▲300	▲550
%	▲59.9%	▲52.6%	▲46.6%	▲46.6%	▲65.1%	▲69.1%	▲74.0%	▲63.8%	▲34.7%	▲34.3%	▲31.7%	-	-	▲13.0%	▲30.6%
Other	47	96	150	204	76	126	173	228	47	96	151	▲22	▲12.7%	200	200
%	12.0%	13.2%	13.9%	10.6%	15.1%	17.3%	16.5%	16.2%	22.4%	21.5%	24.3%	-	-	28.6%	22.2%
Eliminations	▲2,312	▲4,577	▲6,774	▲9,014	▲2,373	▲4,627	▲6,920	▲9,143	▲2,542	▲4,954	▲7,348	▲427	-	▲9,000	▲9,800
Operation Income	1,519	3,753	5,963	7,630	1,263	4,154	7,336	10,032	2,723	6,360	9,444	2,107	28.7%	15,200	13,300
%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	3.5%	3.7%	4.3%	4.2%	-	-	5.0%	4.5%