

Financial Results  
For the Full year Mar.31,2019  
**D A T A B O O K**

May.10,2019

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			Half-year	Full-year
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference(yoy)	Change	Amount (Forecast)	Amount (Forecast)
Net Sales	70,313	141,426	212,914	283,767	70,835	142,596	215,723	287,882	4,115	1.5%	149,200	303,000
Operating Income	1,519	3,753	5,963	7,630	1,263	4,154	7,336	10,032	2,402	31.5%	6,200	15,200
%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	3.5%	-	-	4.2%	5.0%
Ordinary Income	560	1,815	3,014	3,628	139	1,947	4,043	5,703	2,074	57.2%	4,000	11,000
%	0.8%	1.3%	1.4%	1.3%	0.2%	1.4%	1.9%	2.0%	-	-	2.7%	3.6%
Net Income attributable to owners of parents	510	918	1,704	854	▲158	251	2,107	6,108	5,253	614.9%	2,400	6,700
%	0.7%	0.6%	0.8%	0.3%	▲0.2%	0.2%	1.0%	2.1%	-	-	1.6%	2.2%



# 【Non-Consolidated】 Income Statement

(Unit:million yen)

	FY2018.3				FY2019.3						FY2020.3	
	1Q	Half-year	3Q	Full-yaer	1Q	Half-year	3Q	Full-year			Half-year	Full-year
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference(yoy)	Change	Amount (Forecast)	Amount (Forecast)
Net sales	60,528	121,644	182,926	243,588	60,937	122,599	184,983	246,560	2,971	1.2%	125,900	256,700
Operating Income	1,298	3,023	4,480	6,241	1,424	4,020	6,226	8,687	2,445	39.2%	5,100	12,500
%	2.1%	2.5%	2.4%	2.6%	2.3%	3.3%	3.4%	3.5%	-	-	4.1%	4.9%
Ordinary Income	1,465	2,678	3,640	4,939	1,436	3,429	5,064	7,084	2,144	43.4%	4,400	10,900
%	2.4%	2.2%	2.0%	2.0%	2.4%	2.8%	2.7%	2.9%	-	-	3.5%	4.2%
Net Income attributable to owners of parents	1,380	1,925	2,735	3,300	1,194	2,051	2,808	503	▲2,796	▲84.7%	2,800	7,100
%	2.3%	1.6%	1.5%	1.4%	2.0%	1.7%	1.5%	0.2%	-	-	2.2%	2.8%



# 【Consolidated】 Segmental Result(Operating Income)

## ■ 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)

	FY2018.3				FY2019.3						FY2020.3	
	1Q	Half-year	3Q	Full-year	1Q	Half-year	3Q	Full-year			Half-year	Full-year
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Difference(yoy)	Change	Amount (Forecast)	Amount (Forecast)
Medical Support	26,885	53,672	80,470	107,272	26,794	53,671	80,733	107,773	501	0.5%	56,000	113,100
Long-term care	37,462	75,404	113,315	149,811	37,448	75,526	114,167	151,444	1,633	1.1%	77,900	157,500
Child care	1,815	3,922	6,332	9,365	2,568	5,433	8,739	12,559	3,194	34.1%	6,800	14,800
Health care	332	674	1,051	1,398	381	779	1,228	1,632	234	16.7%	1,200	3,100
Education	2,937	5,962	8,912	12,068	2,893	5,929	8,914	11,941	▲127	▲1.1%	5,600	11,300
Therapy	51	97	307	373	88	185	438	547	174	46.6%	400	900
Global	802	1,683	2,637	3,574	502	1,005	1,496	1,953	▲1,621	▲45.4%	1,100	2,300
Other	398	733	1,083	1,933	508	729	1,051	1,410	▲523	▲27.1%	400	700
Eliminations	▲373	▲722	▲1,197	▲2,030	▲350	▲663	▲1,045	▲1,380	650	-	▲200	▲700
Net Sales	70,313	141,426	212,914	283,767	70,835	142,596	215,723	287,882	4,115	1.5%	149,200	303,000
Medical Support %	2,201 8.2%	4,522 8.4%	6,541 8.1%	8,899 8.3%	2,119 7.9%	4,448 8.3%	6,693 8.3%	9,246 8.6%	347 -	3.9%	4,600 8.2%	9,600 8.5%
Long-term care %	3,659 9.8%	7,509 10.0%	11,212 9.9%	14,810 9.9%	3,649 9.7%	8,019 10.6%	12,474 10.9%	16,383 10.8%	1,573 -	10.6%	8,300 10.7%	17,000 10.8%
Child care %	▲571 ▲31.5%	▲728 ▲18.6%	▲783 ▲12.4%	▲564 ▲6.0%	▲404 ▲15.7%	▲477 ▲8.8%	▲229 ▲2.6%	206 1.6%	770 -	-	0 0.0%	700 4.7%
Health care %	74 22.5%	36 5.4%	▲88 ▲8.4%	▲223 ▲16.0%	▲115 ▲30.3%	▲309 ▲39.7%	▲707 ▲57.6%	▲1,148 ▲70.4%	▲925 -	-	▲1,300 ▲108.3%	▲2,000 ▲64.5%
Education %	▲1,030 ▲35.1%	▲2,043 ▲34.3%	▲2,879 ▲32.3%	▲4,474 ▲37.1%	▲1,210 ▲41.8%	▲2,041 ▲34.4%	▲2,761 ▲31.0%	▲4,110 ▲34.4%	364 -	-	▲500 ▲8.9%	▲900 ▲8.0%
Therapy %	▲68 ▲134.1%	▲175 ▲180.2%	▲184 ▲59.9%	▲340 ▲91.3%	▲152 ▲171.1%	▲288 ▲155.7%	▲276 ▲63.0%	▲383 ▲69.9%	▲43 -	-	▲100 ▲25.0%	▲100 ▲11.1%
Global %	▲480 ▲59.9%	▲885 ▲52.6%	▲1,229 ▲46.6%	▲1,665 ▲46.6%	▲326 ▲65.1%	▲694 ▲69.1%	▲1,107 ▲74.0%	▲1,246 ▲63.8%	419 -	-	▲200 ▲18.2%	▲300 ▲13.0%
Other %	47 12.0%	96 13.2%	150 13.9%	204 10.6%	76 15.1%	126 17.3%	173 16.5%	228 16.2%	24 -	11.8%	100 25.0%	200 28.6%
Eliminations	▲2,312	▲4,577	▲6,774	▲9,014	▲2,373	▲4,627	▲6,920	▲9,143	▲129	-	▲4,700	▲9,000
Operation Income	1,519	3,753	5,963	7,630	1,263	4,154	7,336	10,032	2,402	31.5%	6,200	15,200
%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	3.5%	-	-	4.2%	5.0%



# 【Consolidated】 Segmental Result(Ordinary Income) <Reference>

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Long-term care	37,462	75,404	113,315	149,811	37,448	75,526	114,167	151,444	1,633	1.1%	77,900	157,500
Child care	1,815	3,922	6,332	9,365	2,568	5,433	8,739	12,559	3,194	34.1%	6,800	14,800
Health care	332	674	1,051	1,398	381	779	1,228	1,632	234	16.7%	1,200	3,100
Education	2,937	5,962	8,912	12,068	2,893	5,929	8,914	11,941	▲127	▲1.1%	5,600	11,300
Therapy	51	97	307	373	88	185	438	547	174	46.6%	400	900
Global	802	1,683	2,637	3,574	502	1,005	1,496	1,953	▲1,621	▲45.4%	1,100	2,300
Other	398	733	1,083	1,933	508	729	1,051	1,410	▲523	▲27.1%	400	700
Eliminations	▲373	▲722	▲1,197	▲2,030	▲350	▲663	▲1,045	▲1,380	650	-	▲200	▲700
Net sales	70,313	141,426	212,914	283,767	70,835	142,596	215,723	287,882	4,115	1.5%	149,200	303,000
Medical Support %	2,225 8.3%	4,558 8.5%	6,597 8.2%	8,993 8.4%	2,155 8.0%	4,520 8.4%	6,795 8.4%	9,382 8.7%	389 -	4.3%	4,500 8.0%	9,500 8.4%
Long-term care %	2,549 6.8%	5,305 7.0%	7,894 7.0%	10,430 7.0%	2,525 6.7%	5,792 7.7%	9,114 8.0%	11,892 7.9%	1,462 -	14.0%	6,200 8.0%	12,900 8.2%
Child care %	▲551 ▲30.4%	▲756 ▲19.3%	▲848 ▲13.4%	▲667 ▲7.1%	▲448 ▲17.4%	▲597 ▲11.0%	▲392 ▲4.5%	▲33 ▲0.3%	634 -	-	▲100 ▲1.5%	500 3.4%
Health care %	74 22.3%	36 5.3%	▲88 ▲8.4%	▲223 ▲16.0%	▲115 ▲30.2%	▲309 ▲39.7%	▲707 ▲57.6%	▲1,149 ▲70.4%	▲926 -	-	▲1,200 ▲100.0%	▲2,000 ▲64.5%
Education %	▲1,025 ▲34.9%	▲2,011 ▲33.7%	▲2,830 ▲31.8%	▲4,401 ▲36.5%	▲1,213 ▲41.9%	▲2,073 ▲35.0%	▲2,789 ▲31.3%	▲4,032 ▲33.8%	369 -	-	▲400 ▲7.1%	▲700 ▲6.2%
Therapy %	▲68 ▲133.3%	▲174 ▲179.4%	▲184 ▲59.9%	▲340 ▲91.2%	▲152 ▲172.7%	▲289 ▲156.2%	▲277 ▲63.2%	▲384 ▲70.2%	▲44 -	-	▲100 ▲25.0%	▲100 ▲11.1%
Global %	▲463 ▲57.7%	▲873 ▲51.9%	▲1,163 ▲44.1%	▲1,694 ▲47.4%	▲381 ▲75.9%	▲729 ▲72.5%	▲1,145 ▲76.5%	▲1,342 ▲68.7%	352 -	-	▲200 ▲18.2%	▲300 ▲13.0%
Other %	50 12.6%	102 13.9%	157 14.5%	222 11.5%	77 15.2%	130 17.8%	189 18.0%	242 17.2%	20 -	9.0%	100 25.0%	200 28.6%
Eliminations	▲2,230	▲4,405	▲6,520	▲8,690	▲2,309	▲4,496	▲6,742	▲8,871	▲181	-	▲4,800	▲9,000
Ordinary Income %	560 0.8%	1,815 1.3%	3,014 1.4%	3,628 1.3%	139 0.2%	1,947 1.4%	4,043 1.9%	5,703 2.0%	2,074 -	57.2%	4,000 2.7%	11,000 3.6%