

Financial Results  
For the Half Year Ended Sep.30.2018

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

November.8,2018

NICHIIGAKKAN CO., LTD.  
【 9 7 9 2 】

# Income Statement (Consolidated)

(Unit: million yen)

	FY2017.3			FY2018.3			FY2019.3							
	1Q	Half-Year	Full-year	1Q	Half-year	Full-year	1Q	Half-year				Full-year		
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount (Initial forecast)	Amount	Difference (yoy)	Change	Amount (Initial forecast)	Amount (Revised forecast)	Change
Net Sales	68,414	137,751	276,659	70,313	141,426	283,767	70,835	151,800	142,596	1,169	0.8%	314,500	293,500	3.4%
Operating Income	▲ 215	815	4,206	1,519	3,753	7,630	1,263	5,000	4,154	401	10.7%	14,700	14,700	92.7%
%	▲0.3%	0.6%	1.5%	2.2%	2.7%	2.7%	1.8%	3.3%	2.9%	-	-	4.7%	5.0%	-
Ordinary Income	▲1,250	▲1,110	1,429	560	1,815	3,628	139	2,800	1,947	131	7.2%	10,500	9,600	164.6%
%	▲1.8%	▲0.8%	0.5%	0.8%	1.3%	1.3%	0.2%	1.8%	1.4%	-	-	3.3%	3.3%	-
Net Income attributable to owners of parents	▲1,313	▲1,240	1,403	510	918	854	▲158	1,400	251	▲667	▲72.6%	6,300	5,100	496.9%
%	▲1.9%	▲0.9%	0.5%	0.7%	0.6%	0.3%	▲0.2%	0.9%	0.2%	-	-	2.0%	1.7%	-

# Income Statement (Non-Consolidated)

I

(Unit: million yen)

	FY2017.3			FY2018.3			FY2019.3						
	1Q	Half-Year	Full-Year	1Q	Half-Year	Full-Year	1Q	Half-Year				Full-Year	
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount (Forecast)	Amount	Difference (yoy)	Change	Amount	Amount
Net Sales	59,542	119,775	239,776	60,528	121,644	243,588	60,937	130,200	122,599	955	0.8%	268,700	251,300
Operating Income	▲277	697	3,542	1,298	3,023	6,241	1,424	4,300	4,020	997	33.0%	12,100	12,100
%	▲0.5%	0.6%	1.5%	2.1%	2.5%	2.6%	2.3%	3.3%	3.3%	-	-	4.5%	4.8%
Ordinary Income	▲362	40	2,639	1,465	2,678	4,939	1,436	3,900	3,429	751	28.0%	10,800	10,300
%	▲0.6%	0.0%	1.1%	2.4%	2.2%	2.0%	2.4%	3.0%	2.8%	-	-	4.0%	4.1%
Net Income attributable to owners of parents	▲264	95	3,044	1,380	1,925	3,300	1,194	2,700	2,051	125	6.5%	7,600	6,900
%	▲0.4%	0.1%	1.3%	2.3%	1.6%	1.4%	2.0%	2.1%	1.7%	-	-	2.8%	2.7%

# 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.
- Results for the fiscal year March 31, 2017 is based on the Previous segment figures.

(Unit: million yen)

	FY2017.3			FY2018.3			FY2019.3							
	1Q	Half-year	Full-year	1Q	Half-year	Full-year	1Q	Half-year				Full-year		
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount (Initial)	Amount	Difference (yoy)	Change	Amount (Initial)	Amount (Revised)	Change
Medical Support	27,010	54,068	108,325	26,885	53,672	107,272	26,794	55,600	53,671	▲1	▲0.0%	113,200	110,000	2.5%
Long-term care	35,828	72,291	144,416	37,462	75,404	149,811	37,448	79,600	75,526	122	0.2%	162,100	152,800	2.0%
Child care	1,156	2,560	5,949	1,815	3,922	9,365	2,568	6,000	5,433	1,511	38.5%	13,000	12,000	28.1%
Health care	654	1,415	2,926	332	674	1,398	381	800	779	105	15.6%	3,500	2,000	43.1%
Education	3,213	6,347	12,771	2,937	5,962	12,068	2,893	7,600	5,929	▲33	▲0.6%	17,000	13,000	7.7%
Therapy	60	100	377	51	97	373	88	400	185	88	90.7%	1,400	1,000	168.1%
Global				802	1,683	3,574	502	1,700	1,005	▲678	▲40.3%	4,400	2,800	▲21.7%
China	482	949	2,007											
Other	232	433	1,303	398	733	1,933	508	900	729	▲4	▲0.5%	1,900	1,900	▲1.7%
Eliminations	▲223	▲414	▲1,417	▲373	▲722	▲2,030	▲350	▲800	▲663	59	-	▲2,000	▲2,000	-
Net Sales	68,414	137,751	276,659	70,313	141,426	283,767	70,835	151,800	142,596	1169	0.8%	314,500	293,500	3.4%
Medical Support	1,672	3,641	8,012	2,201	4,522	8,899	2,119	5,000	4,448	▲74	▲1.6%	10,800	10,000	12.4%
%	6.2%	6.7%	7.4%	8.2%	8.4%	8.3%	7.9%	9.0%	8.3%			9.5%	9.1%	
Long-term care	2,073	5,007	11,183	3,659	7,509	14,810	3,649	6,900	8,019	510	6.8%	15,000	16,000	8.0%
%	5.8%	6.9%	7.7%	9.8%	10.0%	9.9%	9.7%	8.7%	10.6%			9.3%	10.5%	
Child care	▲262	▲497	▲781	▲571	▲728	▲564	▲404	▲100	▲477	251	-	400	400	-
%	▲22.7%	▲19.4%	▲13.1%	▲31.5%	▲18.6%	▲6.0%	▲15.7%	▲1.7%	▲8.8%			3.1%	3.3%	
Health care	117	276	615	74	36	▲223	▲115	▲400	▲309	▲345	-	▲770	▲600	-
%	17.9%	19.6%	21.0%	22.5%	5.4%	▲16.0%	▲30.3%	▲50.0%	▲39.7%			▲22.0%	▲30.0%	
Education	▲1,110	▲2,405	▲4,647	▲1,030	▲2,043	▲4,474	▲1,210	▲1,100	▲2,041	2	-	▲900	▲1,500	-
%	▲34.6%	▲37.9%	▲36.4%	▲35.1%	▲34.3%	▲37.1%	▲41.8%	▲14.5%	▲34.4%			▲5.3%	▲11.5%	
Therapy	▲55	▲130	▲107	▲68	▲175	▲340	▲152	▲200	▲288	▲113	-	40	40	-
%	▲91.4%	▲130.7%	▲28.5%	▲134.1%	▲180.2%	▲91.3%	▲171.1%	▲50.0%	▲155.9%			2.9%	4.0%	
Global				▲480	▲885	▲1,665	▲326	▲450	▲694	191	-	▲500	▲900	-
%				▲59.9%	▲52.6%	▲46.6%	▲65.1%	▲26.5%	▲69.1%			▲11.4%	▲32.1%	
China	▲365	▲722	▲1,416											
%	▲75.8%	▲76.1%	▲70.6%											
Other	96	139	285	47	96	204	76	150	126	30	31.3%	250	260	27.5%
%	41.5%	32.3%	21.9%	12.0%	13.2%	10.6%	15.1%	16.7%	17.3%			13.2%	13.7%	
Eliminations	▲2,381	▲4,494	▲8,937	▲2,312	▲4,577	▲9,014	▲2,373	▲4,800	▲4,627	▲50	-	▲9,620	▲9,000	-
Operating Income	▲215	815	4,206	1,519	3,753	7,630	1,263	5,000	4,154	401	10.7%	14,700	14,700	92.7%
%	▲0.3%	0.6%	1.5%	2.2%	2.7%	2.7%	1.8%	3.3%	2.9%			4.7%	5.0%	