

Financial Results
For the Nine months Ended Dec.31.2018

DATABOOK

February.6,2019

NICHIIGAKKAN CO., LTD.
【 9 7 9 2 】

Income Statement (Consolidated)

(Unit: million yen)

	FY2017.3				FY2018.3				FY2019.3							
	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)	Change
Net Sales	68,414	137,751	207,294	276,659	70,313	141,426	212,914	283,767	70,835	142,596	215,723	2,809	1.3%	314,500	293,500	3.4%
Operating Income	▲ 215	815	2,097	4,206	1,519	3,753	5,963	7,630	1,263	4,154	7,336	1,373	23.0%	14,700	14,700	92.7%
%	▲0.3%	0.6%	1.0%	1.5%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	-	-	4.7%	5.0%	-
Ordinary Income	▲1,250	▲1,110	108	1,429	560	1,815	3,014	3,628	139	1,947	4,043	1,029	34.1%	10,500	9,600	164.6%
%	▲1.8%	▲0.8%	0.1%	0.5%	0.8%	1.3%	1.4%	1.3%	0.2%	1.4%	1.9%	-	-	3.3%	3.3%	-
Net Income attributable to owners of parents	▲1,313	▲1,240	▲122	1,403	510	918	1,704	854	▲158	251	2,107	403	23.7%	6,300	5,100	496.9%
%	▲1.9%	▲0.9%	▲0.1%	0.5%	0.7%	0.6%	0.8%	0.3%	▲0.2%	0.2%	1.0%	-	-	2.0%	1.7%	-

Income Statement (Non-Consolidated)

(Unit: million yen)

	FY2017.3				FY2018.3				FY2019.3							
	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)	Change
Net Sales	59,542	119,775	180,063	239,776	60,528	121,644	182,926	243,588	60,937	122,599	184,983	2,057	1.1%	268,700	251,300	3.2%
Operating Income	▲277	697	1,632	3,542	1,298	3,023	4,480	6,241	1,424	4,020	6,226	1,746	39.0%	12,100	12,100	93.9%
%	▲0.5%	0.6%	0.9%	1.5%	2.1%	2.5%	2.4%	2.6%	2.3%	3.3%	3.4%	-	-	4.5%	4.8%	-
Ordinary Income	▲362	40	1,265	2,639	1,465	2,678	3,640	4,939	1,436	3,429	5,064	1,424	39.1%	10,800	10,300	108.5%
%	▲0.6%	0.0%	0.7%	1.1%	2.4%	2.2%	2.0%	2.0%	2.4%	2.8%	2.7%	-	-	4.0%	4.1%	-
Net Income attributable to Owners of parents	▲264	95	1,376	3,044	1,380	1,925	2,735	3,300	1,194	2,051	2,808	73	2.7%	7,600	6,900	109.1%
%	▲0.4%	0.1%	0.8%	1.3%	2.3%	1.6%	1.5%	1.4%	2.0%	1.7%	1.5%	-	-	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	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)	Change
Medical Support	27,010	54,068	81,131	108,325	26,885	53,672	80,470	107,272	26,794	53,671	80,733	263	0.3%	113,200	110,000	2.5%
Long-term care	35,828	72,291	108,816	144,416	37,462	75,404	113,315	149,811	37,448	75,526	114,167	852	0.8%	162,100	152,800	2.0%
Child care	1,156	2,560	4,073	5,949	1,815	3,922	6,332	9,365	2,568	5,433	8,739	2,407	38.0%	13,000	12,000	28.1%
Health care	654	1,415	2,268	2,926	332	674	1,051	1,398	381	779	1,228	177	16.8%	3,500	2,000	43.1%
Education	3,213	6,347	9,415	12,771	2,937	5,962	8,912	12,068	2,893	5,929	8,914	2	0.0%	17,000	13,000	7.7%
Therapy	60	100	326	377	51	97	307	373	88	185	438	131	42.7%	1,400	1,000	168.1%
Global					802	1,683	2,637	3,574	502	1,005	1,496	▲1,141	▲43.3%	4,400	2,800	▲21.7%
China	482	949	1,405	2,007												
Other	232	433	624	1,303	398	733	1,083	1,933	508	729	1,051	▲32	▲3.0%	1,900	1,900	▲1.7%
Eliminations	▲223	▲414	▲766	▲1,417	▲373	▲722	▲1,197	▲2,030	▲350	▲663	▲1,045	152	-	▲2,000	▲2,000	-
Net Sales	68,414	137,751	207,294	276,659	70,313	141,426	212,914	283,767	70,835	142,596	215,723	2,809	1.3%	314,500	293,500	3.4%
Medical Support	1,672	3,641	5,579	8,012	2,201	4,522	6,541	8,899	2,119	4,448	6,693	152	2.3%	10,800	10,000	12.4%
%	6.2%	6.7%	6.9%	7.4%	8.2%	8.4%	8.1%	8.3%	7.9%	8.3%	8.3%	-	-	9.5%	9.1%	-
Long-term care	2,073	5,007	7,866	11,183	3,659	7,509	11,212	14,810	3,649	8,019	12,474	1,262	11.3%	15,000	16,000	8.0%
%	5.8%	6.9%	7.2%	7.7%	9.8%	10.0%	9.9%	9.9%	9.7%	10.6%	10.9%	-	-	9.3%	10.5%	-
Child care	▲262	▲497	▲643	▲781	▲571	▲728	▲783	▲564	▲404	▲477	▲229	554	-	400	400	-
%	▲22.7%	▲19.4%	▲15.8%	▲13.1%	▲31.5%	▲18.6%	▲12.4%	▲6.0%	▲15.7%	▲8.8%	▲2.6%	-	-	3.1%	3.3%	-
Health care	117	276	449	615	74	36	▲88	▲223	▲115	▲309	▲707	▲619	-	▲770	▲600	-
%	17.9%	19.6%	19.8%	21.0%	22.5%	5.4%	▲8.4%	▲16.0%	▲30.3%	▲39.7%	▲57.6%	-	-	▲22.0%	▲30.0%	-
Education	▲1,110	▲2,405	▲3,571	▲4,647	▲1,030	▲2,043	▲2,879	▲4,474	▲1,210	▲2,041	▲2,761	118	-	▲900	▲1,500	-
%	▲34.6%	▲37.9%	▲37.9%	▲36.4%	▲35.1%	▲34.3%	▲32.3%	▲37.1%	▲41.8%	▲34.4%	▲31.0%	-	-	▲5.3%	▲11.5%	-
Therapy	▲55	▲130	▲29	▲107	▲68	▲175	▲184	▲340	▲152	▲288	▲276	▲92	-	40	40	-
%	▲91.4%	▲130.7%	▲9.0%	▲28.5%	▲134.1%	▲180.2%	▲59.9%	▲91.3%	▲171.1%	▲155.9%	▲63.0%	-	-	2.9%	4.0%	-
Global					▲480	▲885	▲1,229	▲1,665	▲326	▲694	▲1,107	122	-	▲500	▲900	-
%					▲59.9%	▲52.6%	▲46.6%	▲46.6%	▲65.1%	▲69.1%	▲74.0%	-	-	▲11.4%	▲32.1%	-
China	▲365	▲722	▲1,089	▲1,416												
%	▲75.8%	▲76.1%	▲77.5%	▲70.6%												
Other	96	139	195	285	47	96	150	204	76	126	173	23	15.3%	250	260	27.5%
%	41.5%	32.3%	31.3%	21.9%	12.0%	13.2%	13.9%	10.6%	15.1%	17.3%	16.5%	-	-	13.2%	13.7%	-
Eliminations	▲2,381	▲4,494	▲6,660	▲8,937	▲2,312	▲4,577	▲6,774	▲9,014	▲2,373	▲4,627	▲6,920	▲146	-	▲9,620	▲9,000	-
Operating Income	▲215	815	2,097	4,206	1,519	3,753	5,963	7,630	1,263	4,154	7,336	1,373	23.0%	14,700	14,700	92.7%
%	▲0.3%	0.6%	1.0%	1.5%	2.2%	2.7%	2.8%	2.7%	1.8%	2.9%	3.4%	-	-	4.7%	5.0%	-