## DATA BOOK

# Financial results for the year ended (From April 1, 2004 to March 31, 2005 ) 

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## Net Sales and Net Income consolidated)

|  | FY3/02 |  |  |  | FY3/03 |  |  |  | FY3/04 |  |  |  | FY3/05 |  |  |  | FY3/06(E) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2005 |  | Half Year ended Sept.30,2005 |  | Year ended Mar.31,2006 |  |
|  | Mil.Yen | Yorial | Mil.Yen | Yoreas | Mil.Yen | Yorea | Mil.Yen | Yor(a) | Mil.Yen | Yor(a) | Mil.Yen | Yor(e) | Mil.Yen | Yor(e) | Mil.Yen | Yor(e) | Mil.Yen | Yor(e) | Mil.Yen | Yoreas |
| Net Sales | 65,605 | 16.7\% | 142,386 | 24.7\% | 82,697 | 26.1\% | 171,293 | 20.3\% | 94,085 | 13.8\% | 189,987 | 10.9\% | 99,927 | 6.2\% | 201,590 | 6.1\% | 106,900 | 7.0\% | 223,700 | 11.0\% |
| Operating Income | - 718 | - | 3,339 | - | 5,551 | - | 12,912 | 286.7\% | 6,645 | 19.7\% | 13,869 | 7.4\% | 2,057 | -690\% | 5,284 | $\triangle 1$ ¢ 19 | 3,600 | 75.0\% | 11,080 | 109.7\% |
| \% | -1.1\% |  | 2.3\% |  | 6.7\% |  | 7.5\% |  | 7.1\% |  | 7.3\% |  | 2.1\% |  | 2.6\% |  | 3.4\% |  | 5.0\% |  |
| Ordinary Income | A 648 | - | 3,342 | - | 5,483 | - | 12,891 | 285.7\% | 6,748 | 23.1\% | 14,045 | 9.0\% | 2,165 | A6799 | 5,472 | ${ }^{\text {atio }}$ | 3,680 | 70.0\% | 11,230 | 105.2\% |
| \% | A 1.0\% |  | 2.3\% |  | 6.6\% |  | 7.5\% |  | 7.2\% |  | 7.4\% |  | 2.2\% |  | 2.7\% |  | 3.4\% |  | 5.0\% |  |
| Net Income | - 675 | - | 1,092 | - | 2,928 | - | 6,988 | 539.3\% | 3,670 | 25.3\% | 7,762 | 11.1\% | 347 | 4905* | 2,029 | ${ }^{4739}$ | 1,900 | 4475\% | 6,230 | 207.0\% |
| \% | -1.1\% |  | 0.7\% |  | 3.5\% |  | 4.1\% |  | 3.9\% |  | 4.1\% |  | 0.3\% |  | 1.0\% |  | 1.8\% |  | 2.8\% |  |

## Net Sales and Net Income Non-Consolidated)

Millions of Yen)

|  | FY3/02 |  |  |  | FY3/03 |  |  |  | FY3/04 |  |  |  | FY3/05 |  |  |  | FY3/06 (E) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended <br> Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended <br> Sept.30,2004 |  | Year ended Mar.31,2005 |  | Half Year ended Sept.30,2005 |  | Year ended Mar.31,2006 |  |
|  | Mil.Yen | YoY(0) | Mil.Yen | Yoy(ea) | Mil.Yen | Yoy(9) | Mil.Yen | Yoy $(8)$ | Mil.Yen | YOY(9) | Mil.Yen | YoY(0) | Mil.Yen | YoY(\%) | Mil.Yen | YoY(\%) | Mil.Yen | Yoy 9 \% | Mil.Yen | Yoy 2 \% |
| Net Sales | 63,136 | 18.9\% | 132,547 | 228\% | 78,924 | 25.0\% | 162,775 | 22.8\% | 89,532 | 13.4\% | 180,608 | 11.0\% | 95,189 | 6.3\% | 190,638 | 5.6\% | 101,000 | 6.1\% | 211,500 | 10.9\% |
| Operating Income | $\triangle 575$ | - | 2,961 | - | 5,561 | - | 12,753 | 330.6\% | 6,551 | 17.8\% | 13,510 | 5.9\% | 3,045 | - 53.5\% | 6,188 | $\triangle 54.22 /$ | 3,570 | 17.2\% | 10,670 | 72.4\% |
| \% | - 0.9\% |  | 2.2\% |  | 7.0\% |  | 7.8\% |  | 7.3\% |  | 7.5\% |  | 3.2\% |  | 3.2\% |  | 3.5\% |  | 5.0\% |  |
| Ordinary Income | - 451 | - | 3,068 | - | 5,518 | - | 12,817 | 317.7\% | 6,681 | 21.1\% | 13,764 | 7.4\% | 3,174 | -525\% | 6,438 | 453.22\% | 3,670 | 15.6\% | 10,870 | 68.8\% |
| \% | 40.7\% |  | 2.3\% |  | 7.0\% |  | 7.9\% |  | 7.5\% |  | 7.6\% |  | 3.3\% |  | 3.4\% |  | 3.6\% |  | 5.1\% |  |
| Net Income | A 367 | - | 1,303 | - | 3,056 | - | 7,103 | 445.1\% | 3,726 | 21.9\% | 7,728 | 8.8\% | 1,589 | -57.4\% | 3,407 | $\triangle 55.9 \%$ | 2,040 | 28.4\% | 6,190 | 81.7\% |
| \% | - $0.6 \%$ |  | 1.0\% |  | 3.9\% |  | 4.4\% |  | 4.2\% |  | 4.3\% |  | 1.7\% |  | 1.8\% |  | 2.0\% |  | 2.9\% |  |

## Profit or Loss by Business Segment Consolidated)

|  | FY3/02 |  |  |  | FY3/03 |  |  |  | FY3/04 |  |  |  | FY3/05 |  |  |  | FY3/06 (E) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended <br> Mar.31,2004 |  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2005 |  | Half Year ended Sept.30,2004 |  | Year ended <br> Mar.31,2005 |  |
|  | Mil.Yen | Yor $(9)$ | Mil.Yen | Yor(e) | Mil.Yen | YOY(A) | Mil.Yen | Yor(e) | Mil.Yen | Yor(ea | Mil.Yen | Yoreos | Mil.Yen | Yorye | Mil.Yen | Yor(e) | Mil.Yen | Yor(ea) | Mil.Yen | Yorem |
| Medical Support | 40,570 | 9.4\% | 82,703 | 9.5\% | 44,104 | 8.7\% | 90,352 | 9.2\% | 47,855 | 8.5\% | 96,982 | 7.3\% | 52,041 | 8.7\% | 104,678 | 7.9\% | 54,800 | 5.3\% | 112,500 | 7.5\% |
| Healthcare | 17,230 | 40\% | 43,448 | 1135\% | 29,407 | 70.7\% | 60,557 | 39.4\% | 34,772 | 18.2\% | 71,004 | 17.39 | 37,524 | 7.9\% | 75,889 | 6.9\% | 41,700 | 11.1\% | 89,700 | 18.2\% |
| Education | 6,376 | ${ }^{1339 \%}$ | 13,156 | $\triangle^{1515 \%}$ | 8,083 | 26.8\% | 16,527 | 25.6\% | 9,339 | 15.5\% | 17,443 | 5.5\% | 8,424 | 49.8 | 15,448 | $\triangle 1148$ | 7,500 | $\triangle^{11}$ | 15,500 | 0.3\% |
| Other | 1,888 | 1.2\% | 4,043 | 8.0\% | 4,253 | 125.3\% | 8,382 | 1073 | 4,987 | 17.3\% | 9,531 | 13.79 | 16,411 | 22992\% | 35,211 | 2694 | 9,100 | $\triangle$ | 18,400 | $\triangle 474$ |
| Elimination | - 460 | - | - 965 | - | - 3,150 | - | - 4,525 | - | - 2,868 | - | - 4,973 | - | - 14,475 | - | - 29,637 | - | - 6,200 | - | ( 12,400 |  |
| Sales | 65,605 | 16.7\% | 142,386 | 24.7\% | 82,697 | 26.1\% | 171,293 | 20.3\% | 94,085 | 13.8\% | 189,987 | 10.9\% | 99,927 | 6.2\% | 201,590 | 6.1\% | 106,900 | 7.0\% | 223,700 | 11.0\% |
| Medical Support \% | $\begin{array}{r} 4,852 \\ 12.0 \% \end{array}$ | 25.5\% | $\begin{array}{r} 10,190 \\ 12.3 \% \end{array}$ | 20.0\% | $\begin{array}{r} 4,748 \\ 10.8 \% \end{array}$ | -2.1\% | $\begin{array}{r} 9,728 \\ 10.8 \% \end{array}$ | 44.5\% | $\begin{array}{r} 4,059 \\ 8.5 \% \end{array}$ | $\triangle 14$ | 10,646 $11.0 \%$ | 9.4\% | $\begin{array}{r} 3,256 \\ 6.3 \% \end{array}$ | $\triangle 10$ | 8,876 $8.5 \%$ | $\triangle^{166}$ | 5,270 | 61.9\% | $\begin{array}{r} 12,260 \\ 10.9 \% \end{array}$ | 38.1\% |
| Healthcare <br> \% | $\begin{array}{r} \mathbf{\Delta} 3,298 \\ \mathbf{\Delta} 19.1 \% \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta} 3,585 \\ \mathbf{\Delta} 8.3 \% \end{array}$ | - | 1,504 | - | $\begin{array}{r} 3,203 \\ 5.3 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,728 \\ 7.8 \% \\ \hline \end{array}$ | 81.4\% | 4,572 $6.4 \%$ | ${ }^{42.79}$ | 1,233 $3.3 \%$ | $\triangle 54$ | 2,213 $2.9 \%$ | ${ }^{5100}$ | 1,220 $2.9 \%$ | 41.19 | 3,840 $4.3 \%$ | 73.5\% |
| Education <br> \% | $\begin{aligned} & \mathbf{\Delta} 29 \\ & \mathbf{\Delta} 0.5 \% \end{aligned}$ | - | $\begin{array}{r} 348 \\ 2.6 \% \\ \hline \end{array}$ | $\triangle 8088$ | $\begin{array}{r} 2,032 \\ 25.1 \% \end{array}$ | - | $\begin{array}{r} 3,925 \\ 23.7 \% \end{array}$ | 1.02799 | $\begin{array}{r} 2,136 \\ 22.9 \% \\ \hline \end{array}$ | 5.1\% | 3,093 $17.7 \%$ |  | $\begin{array}{r} 493 \\ 5.9 \% \\ \hline \end{array}$ | $\triangle^{769}$ | $\begin{gathered} 83 \\ 0.5 \% \end{gathered}$ |  | $\begin{gathered} 90 \\ 1.2 \% \end{gathered}$ | 481.78. | 830 $5.4 \%$ | 900.0\% |
| $\begin{aligned} & \text { Other } \\ & \% \\ & \hline \end{aligned}$ | - 146 $\mathbf{4} 7.7 \%$ | - | $\begin{array}{r} \mathbf{\Delta} 101 \\ \mathbf{\Delta} 2.5 \% \\ \hline \end{array}$ | - | - 34 $\mathbf{4} 0.8 \%$ | - | $\begin{array}{r} 128 \\ 1.5 \% \\ \hline \end{array}$ |  | $\begin{array}{r} 71 \\ 1.4 \% \end{array}$ | - | 307 $3.2 \%$ | ${ }^{1398 \%}$ | $\triangle 110$ $\mathbf{4} 0.7 \%$ | - | - 355 41.0\% | - | -100 $\mathbf{\Delta 1 . 1 \%}$ | - | 30 $0.2 \%$ | - |
| Elimination | - 2,096 |  | - 3,512 |  | - 2,699 |  | - 4,073 |  | - 2,350 | - | - 4,750 | - | - 2,816 | - | - 5,532 | - | - 2,880 | - | - 5,880 |  |
| Operating Income <br> \% | $\begin{array}{r} \boldsymbol{\Delta} 718 \\ \mathbf{\Delta 1 . 1 \%} \end{array}$ | - | $\begin{array}{r} 3,339 \\ 2.3 \% \end{array}$ | - | $\begin{array}{r} 5,551 \\ 6.7 \% \end{array}$ | - | $\begin{array}{r} 12,912 \\ 7.5 \% \end{array}$ | $286.79$ | $\begin{array}{r} 6,644 \\ 7.1 \% \end{array}$ | 19.7\% | 13,869 $7.3 \%$ | 7.4\% | 2,057 $2.1 \%$ | $\triangle 8008$ | 5,284 | $\triangle 619$ | $\begin{array}{r} 3,600 \\ 3.4 \% \end{array}$ | 75.0\% | 11,080 $5.0 \%$ | 109.79 |

## Profit or Loss by Business Segment Non-Consolidated)

|  | FY3/O2 |  |  |  | FY3/O3 |  |  |  | FY3/04 |  |  |  | FY3/05 |  |  |  | FY3/06 (E) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2003 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2003 |  | Year ended Mar.31,2004 |  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2005 |  | Half Year ended Sept.30,2004 |  | Year ended Mar.31,2005 |  |
|  | Mil.Yen | (19) | Mil.Yen | YoY(e) | Mil.Yen | Yor(9) | Mil.Yen | Yor(e) | Mil.Yen | Yoy $\mathrm{P}^{\text {a }}$ | Mil.Yen | YoY(9) | Mil.Yen | Yor(\%) | Mil.Yen | Yore9 | Mil.Yen | rorea | Mil.Yen | YoyO9 |
| Medical Support | 40,456 | 9.4\% | 82,475 | 9.5\% | 43,993 | 8.7\% | 90,118 | 9.3\% | 47,709 | 8.4\% | 96,682 | 7.3 | 51,867 | 8.7 | 104,314 | 7.9\% | 54,600 | 5.3\% | 112,000 | 7.4\% |
| Health care | 16,303 | 152.9\% | 36,915 | 116.12 | 26,847 | 64.7\% | 56,130 | 52.1 | 32,483 | 21.0\% | 66,482 | 18 | 34,896 | 7.4\% | 70,875 | 6.6\% | 38,900 | 11.5\% | 84,000 | 18.5\% |
| Education | 6,376 |  | 13,156 |  | 8,083 | 26.8\% | 16,527 | 25.6\% | 9,339 | 15.5 | 17,443 | 5.5\% | 8,424 | $\triangle 9$. | 15,448 |  | 7,500 | -110\% | 15,500 | 0.3\% |
| Sales | 63,136 | 18, | 132,547 | 22.8 | 78,924 | 25.0 | 162,775 | 2.8 | 89,531 | 13.4 | 180,608 | 11. | 95,189 | 6.3\% | 190,638 | 5.6\% | 101,000 | 6.1\% | 211,500 |  |
| Medical Support \% | $\begin{array}{r} 32,092 \\ 79.3 \% \\ \hline \end{array}$ | 9.0\% | $\begin{array}{r} 64,945 \\ 78.7 \% \end{array}$ | 9.6\% | $\begin{array}{r} \hline 35,662 \\ 81.1 \% \\ \hline \end{array}$ | 11.1\% | $\begin{array}{r} \hline 72,942 \\ 80.9 \% \\ \hline \end{array}$ | 12.3\% | $\begin{array}{r} 40,359 \\ \hline 84.6 \% \\ \hline \end{array}$ | 13.2\% | $\begin{array}{\|r} \hline 79,643 \\ 82.4 \% \\ \hline \end{array}$ | 9.2\% | $\begin{array}{\|c\|} \hline 44,378 \\ \hline 85.6 \% \\ \hline \end{array}$ | 10.0\% | $\begin{array}{\|r\|} \hline 87,971 \\ 84.3 \% \end{array}$ | 10.5\% | $\begin{array}{\|r\|} \hline 45,600 \\ \hline 83.5 \% \\ \hline \end{array}$ | 2.8\% | 92,300 |  |
| $\begin{aligned} & \text { Health care } \\ & \% \end{aligned}$ | $\begin{array}{r} 17,494 \\ 107.3 \% \\ \hline \end{array}$ | 71.2\% | $\begin{array}{\|} \hline 36,602 \\ 99.2 \% \\ \hline \end{array}$ | 55.4\% | $\begin{array}{r} 21,695 \\ 80.8 \% \\ \hline \end{array}$ | 24.0\% | $\begin{array}{r} 45,175 \\ 80.5 \% \\ \hline \end{array}$ | 23.4\% | $25,460$ | 17.4\% | 52,877 | 17.0\% | $\begin{array}{\|r\|} \hline 28,316 \\ 81.1 \% \\ \hline \end{array}$ | 11.2\% | $\begin{array}{\|c\|} \hline 58,080 \\ 81.9 \% \end{array}$ | 9.8\% | $31,600$ | 11.6\% | $\begin{array}{r} 68,500 \\ 81.5 \% \\ \hline \end{array}$ | 17.9\% |
| Education \% | $\begin{array}{r} 3,251 \\ 51.0 \% \\ \hline \end{array}$ | $\Delta^{14.8 \%}$ | $\begin{array}{r} 6,431 \\ 48.9 \% \end{array}$ | - 6.5 | $\begin{array}{r} 3,434 \\ 42.5 \% \end{array}$ | 5.6\% | $\begin{array}{r} 6,587 \\ 39.9 \% \end{array}$ | 2.4\% | $\begin{array}{r} 3,399 \\ 36.4 \% \end{array}$ | -1.0\% | $\begin{array}{r} 6,716 \\ 38.5 \% \end{array}$ | 2.0\% | $\begin{array}{r} 3,651 \\ 43.3 \% \\ \hline \end{array}$ | 7.4\% | $\begin{array}{r} 7,115 \\ 46.1 \% \end{array}$ | 5.9\% | $\begin{array}{r} 3,300 \\ 44.0 \% \end{array}$ | $\Delta$ | $\begin{array}{r} 6,500 \\ 41.9 \% \end{array}$ | ${ }^{8.6 \%}$ |
| Cost of sales \% | $\begin{array}{\|r\|} \hline 52,837 \\ \hline 83.7 \% \\ \hline \end{array}$ | 21. | $\begin{array}{r} 107,978 \\ 81.5 \% \\ \hline \end{array}$ | $20.4 \%$ | $\begin{array}{r} 60,791 \\ 77.0 \% \end{array}$ | 15.1\% | $\begin{array}{r} 124,705 \\ 76.6 \% \\ \hline \end{array}$ | 15.5\% | $\begin{array}{r} 69,219 \\ 77.3 \% \\ \hline \end{array}$ | 13.9 | $\begin{array}{r} 139,237 \\ 77.1 \% \\ \hline \end{array}$ | 11.7\% | $\begin{array}{r} 76,346 \\ 80.2 \% \\ \hline \end{array}$ | 3\% | $\begin{array}{\|r} 153,167 \\ 80.3 \% \\ \hline \end{array}$ | 10.0\% | 80,500 | 5.4\% | $\begin{array}{r} 167,300 \\ 79.1 \% \\ \hline \end{array}$ | $9.2 \%$ |
| Medical Suppo \% | $\begin{array}{r} 8,364 \\ 20.7 \% \end{array}$ | 10.9\% | $\begin{array}{r} \hline 17,529 \\ 21.3 \% \end{array}$ | 9.2\% | $\begin{array}{\|r\|} \hline 8,331 \\ 18.9 \% \\ \hline \end{array}$ | $\triangle$ - | $\begin{array}{r} 17,175 \\ 19.1 \% \\ \hline \end{array}$ | - $2.0 \%$ | $\begin{array}{r} 7,349 \\ 15.4 \% \\ \hline \end{array}$ | ${ }^{11.8 \%}$ | $\begin{array}{\|r\|} \hline 17,039 \\ 17.6 \% \\ \hline \end{array}$ | $\triangle$ O. | $7,488$ | 1.9\% | $\begin{gathered} 16,343 \\ 15.7 \% \end{gathered}$ | 4.1\% | 9,000 | 20.26 | $\begin{array}{\|c\|} \hline 19,700 \\ 17.6 \% \end{array}$ | $20.5 \%$ |
| Health care \% | $\begin{array}{r} \mathbf{A} 1,190 \\ \mathbf{1} 7.3 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 313 \\ 0.8 \% \\ \hline \end{array}$ | - | $\begin{array}{\|c\|} \hline 5,152 \\ 19.2 \% \end{array}$ | - | $\begin{array}{r} 10,954 \\ 19.5 \% \\ \hline \end{array}$ | 3,399.7\% | $\begin{array}{r} 7,023 \\ 21.6 \% \\ \hline \end{array}$ | 36.3\% | $\begin{array}{\|r\|} \hline 13,604 \\ 20.5 \% \\ \hline \end{array}$ | 24.2\% | $\begin{array}{r} 6,580 \\ \hline 18.9 \% \\ \hline \end{array}$ | $\triangle$ © $3 \%$ | $\begin{array}{\|c\|} \hline 12,794 \\ 18.1 \% \end{array}$ | 4 6.0\% | $\begin{aligned} & 7,300 \\ & 18.8 \% \end{aligned}$ | 10.9\% | $\begin{array}{r} 15,500 \\ 18.5 \% \end{array}$ | 21.2\% |
| Education | $\begin{array}{r} 3,125 \\ 49.0 \% \\ \hline \end{array}$ | $\triangle^{46}$ | $\begin{array}{r} 6,724 \\ 51.1 \% \end{array}$ | $\triangle 22$. | $\begin{array}{r} 4,649 \\ 57.5 \% \end{array}$ | 48.8\% | $\begin{array}{r} \hline 9,939 \\ 60.1 \% \\ \hline \end{array}$ | 47.8\% | $\begin{array}{r} 5,939 \\ 63.6 \% \\ \hline \end{array}$ | 27.7\% | $\begin{array}{\|r} 10,726 \\ 61.5 \% \\ \hline \end{array}$ | 7.9\% | $\begin{array}{r} 4,772 \\ 56.7 \% \\ \hline \end{array}$ | -19.6\% | $\begin{array}{r} 8,333 \\ 53.9 \% \\ \hline \end{array}$ | $4223 \%$ | $\begin{array}{r} 4,200 \\ 56.0 \% \\ \hline \end{array}$ |  | $\begin{array}{r} 9,000 \\ 58.1 \% \\ \hline \end{array}$ | 8. |
| $\begin{aligned} & \text { Gross profit } \\ & \% \\ & \hline \end{aligned}$ | $\begin{array}{\|r\|} \hline 10,299 \\ 16.3 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 24,00 \\ 18.5 \% \\ \hline \end{array}$ | 34.8\% | $\begin{array}{r} 18,132 \\ 23.0 \% \\ \hline \end{array}$ | 76.1\% | $\begin{array}{\|r\|} \hline 38,070 \\ 23.4 \% \\ \hline \end{array}$ | 55.0\% | $\begin{array}{\|r\|} \hline 20,311 \\ 22.7 \% \\ \hline \end{array}$ | 12.0\% | $\begin{array}{\|r\|} \hline 41,370 \\ 22.9 \% \\ \hline \end{array}$ | 8.7\% | $\begin{array}{\|r\|} \hline 18,842 \\ 19.8 \% \\ \hline \end{array}$ | $\Delta^{7.2 \%}$ | $\begin{array}{r} 37,471 \\ 19.7 \% \\ \hline \end{array}$ | $\triangle{ }^{\text {9.4\% }}$ | $\begin{array}{\|r\|} \hline 20,500 \\ 20.3 \% \\ \hline \end{array}$ | 8.8\% | $\begin{array}{r} 44,200 \\ 20.9 \% \\ \hline \end{array}$ | $18.0 \%$ |
| $\begin{aligned} & \text { Medical Support } \\ & \% \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline 4,886 \\ \hline 12.1 \% \\ \hline \end{array}$ | -1.6 | $\begin{array}{r} \hline 9,754 \\ 11.8 \% \\ \hline \end{array}$ | - $4.7 \%$ | $\begin{array}{r} \hline 4,859 \\ 11.1 \% \\ \hline \end{array}$ | $\triangle 0 . \%$ | $\begin{array}{r} \hline 9,253 \\ 10.3 \% \\ \hline \end{array}$ | - 5.1\% | $\begin{array}{r} \hline 3,870 \\ 8.1 \% \\ \hline \end{array}$ | $\triangle$ - $20.4 \%$ | $\begin{array}{r} 8,627 \\ 8.9 \% \\ \hline \end{array}$ | - 6.8\% | $\begin{array}{r} 4,462 \\ 8.6 \% \\ \hline \end{array}$ | 15.3\% | $\begin{array}{r} 9,954 \\ 9.5 \% \\ \hline \end{array}$ | 15.4\% | $\begin{array}{r} 5,300 \\ 9.7 \% \\ \hline \end{array}$ | $18.8 \%$ | 9.6\% | 8.0\% |
| Health care <br> \% | $\begin{array}{r} \hline 2,591 \\ \hline 15.9 \% \\ \hline \end{array}$ | $\Delta^{14}$ | $\begin{array}{r} 5,273 \\ 14.3 \% \\ \hline \end{array}$ | 0.9\% | $\begin{array}{r} 4,046 \\ 15.1 \% \\ \hline \end{array}$ | $56.2 \%$ | $\begin{array}{r} 8,322 \\ \hline 14.8 \% \\ \hline \end{array}$ | 57 | $\begin{array}{\|} \hline 4,973 \\ 15.3 \% \\ \hline \end{array}$ | 22 | $\begin{array}{r} 9,948 \\ \hline 15.0 \% \\ \hline \end{array}$ | 19 | $\begin{array}{r} 6,238 \\ \hline 17.9 \% \\ \hline \end{array}$ | 25.4 | $\begin{array}{r} \hline 12,627 \\ 17.8 \% \\ \hline \end{array}$ | 26.9 | $\begin{array}{\|c\|} \hline 7,250 \\ 18.6 \% \end{array}$ | 16.2\% | $\begin{array}{r} \hline 14,180 \\ 16.9 \% \\ \hline \end{array}$ | 12.3\% |
| Education \% | $\begin{array}{r} 3,396 \\ 53.3 \% \end{array}$ | $\triangle 5$. | $\begin{array}{r} 6,580 \\ 50.0 \% \end{array}$ |  | $\begin{array}{r} 3,666 \\ 45.7 \% \end{array}$ | 8.0\% | 7,740 | 17. | $\begin{array}{r} 4,916 \\ 52.6 \% \\ \hline \end{array}$ | 34. | 9,284 | 19.9 | $\begin{array}{r} 5,094 \\ 60.5 \% \\ \hline \end{array}$ | 3.6\% | $\begin{array}{r} 8,700 \\ 56.3 \% \end{array}$ |  | $\begin{array}{r} 4,380 \\ 58.4 \% \\ \hline \end{array}$ | ${ }^{14.00}$ | $\begin{array}{r} 8,600 \\ 55.5 \% \\ \hline \end{array}$ | $\triangle 1$ |
| SG\&A expenses \% | $\begin{array}{\|r\|} \hline 10,874 \\ 17.2 \% \\ \hline \end{array}$ | $\triangle 6.0$ | $\begin{array}{\|r\|} \hline 21,607 \\ 16.3 \% \\ \hline \end{array}$ | $\triangle 5$ | $\begin{array}{\|c} 12,571 \\ 15.9 \% \\ \hline \end{array}$ | 15.6\% | $\begin{array}{\|r\|} \hline 25,317 \\ 15.6 \% \\ \hline \end{array}$ | 17.2 | $\begin{array}{r} 13,759 \\ 15.4 \% \\ \hline \end{array}$ | 9.5\% | $\begin{array}{\|c\|} \hline 27,860 \\ \hline 15.4 \% \\ \hline \end{array}$ | 10.0 | $\begin{array}{\|c\|} \hline 15,796 \\ 16.6 \% \\ \hline \end{array}$ | 14.8 | $\begin{array}{\|c} 31,281 \\ 16.4 \% \end{array}$ | 12.3 | $\begin{array}{\|c\|} \hline 16,930 \\ 16.8 \% \\ \hline \end{array}$ | 7. | $\begin{array}{r} 33,530 \\ 15.9 \% \\ \hline \end{array}$ | 7.2\% |
| Medical Support $\%$ | $\begin{array}{r} 3,478 \\ 8.6 \% \end{array}$ | 34.8 | $\begin{array}{r} \hline 7,776 \\ 9.4 \% \end{array}$ | 33.5 | $\begin{array}{r} \hline 3,472 \\ 7.9 \% \\ \hline \end{array}$ | 40.22 | $\begin{array}{r} \hline 7,921 \\ 8.8 \% \end{array}$ | 1.9\% | $\begin{array}{r} \hline 3,478 \\ 7.3 \% \end{array}$ | 0.2\% | $\begin{array}{r} \hline 8,411 \\ 8.7 \% \end{array}$ | 6.2\% | $\begin{array}{r} 3,026 \\ 5.8 \% \end{array}$ |  | $\begin{array}{r} \hline 6,388 \\ 6.1 \% \\ \hline \end{array}$ |  | $\begin{array}{r} 3,700 \\ 6.8 \% \end{array}$ | 22.3\% | $\begin{array}{r} 8,950 \\ 8.0 \% \end{array}$ | 40.1\% |
| Health care <br> \% | - 3,782 $\mathbf{4} 23.2 \%$ | - | - 4,960 $\mathbf{1 3 . 4 \%}$ | - | $\begin{array}{r} \hline 1,106 \\ 4.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,632 \\ 4.7 \% \end{array}$ | - | $\begin{gathered} 2,050 \\ 6.3 \% \end{gathered}$ | 85 | $\begin{array}{r} 3,656 \\ 5.5 \% \end{array}$ | 38.9 | $\begin{array}{r} 342 \\ 1.0 \% \end{array}$ | $\Delta^{883}$ | $\begin{gathered} 167 \\ 0.2 \% \end{gathered}$ |  | $\begin{gathered} 50 \\ 0.1 \% \end{gathered}$ | $\wedge^{\text {s5axa }}$ | $\begin{array}{r} 1,320 \\ 1.6 \% \end{array}$ | ${ }^{690.48}$ |
| Education \% | $\triangle 271$ | - | $\begin{gathered} 145 \\ 1.1 \% \end{gathered}$ | $\wedge^{88.6}$ | $\begin{aligned} & 983 \\ & 12.2 \% \end{aligned}$ | - | 2,199 | ${ }^{1416,6}$ | 1,022 | 4.0\% | 1,442 | $\wedge^{34}$ | $\begin{array}{r} 1322 \\ \mathbf{3} .8 \% \end{array}$ | ${ }^{1315}$ | $\begin{array}{r} 4367 \\ \mathbf{2 . 4 \%} \end{array}$ | ${ }^{12064}$ | -180 | 44.1\% | 400 | - |
| O perating Income \% | $\begin{array}{r} \triangle 575 \\ \mathbf{1 0 . 9 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} 2,961 \\ 2.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 5,561 \\ 7.0 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 12,753 \\ 7.8 \% \\ \hline \end{array}$ | 330.7\% | $\begin{array}{r} 6,551 \\ 7.3 \% \\ \hline \end{array}$ | 17.8\% | $\begin{array}{\|} \hline 13,510 \\ 7.5 \% \end{array}$ | 5.9\% | $\begin{array}{r} 3,045 \\ 3.2 \% \\ \hline \end{array}$ | ${ }^{\text {535\% }}$ | $\begin{array}{r} 6,188 \\ 3.2 \% \\ \hline \end{array}$ | ${ }^{54428}$ | 3,570 | 17.2\% | $\begin{array}{r} 10,670 \\ 5.0 \% \\ \hline \end{array}$ | 72.4\% |

Sales by Segment
Millions of Yen)

|  | FY3/02 |  | FY3/03 |  | FY3/04 |  | FY3/05 |  | FY3/06 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2001 | Year ended Mar.31,2002 | Half Year ended Sept.30,2002 | Year ended Mar.31,2003 | Half Year ended Sept.30,2003 | Year ended Mar.31,2004 | Half Year ended Sept.30,2004 | Year ended Mar.31,2005 | Half Year ended Sept.30,2004 | Year ended Mar.31,2005 |
| Hospital | 32,211 | 65,722 | 35,327 | 72,484 | 38,772 | 78,555 | 43,097 | 86,236 | 45,300 | 92,500 |
| Clinic/Pharmacy | 8,245 | 16,752 | 8,666 | 17,633 | 8,936 | 18,126 | 8,770 | 18,078 | 9,300 | 19,500 |
| Total | 40,456 | 82,475 | 43,993 | 90,118 | 47,709 | 96,682 | 51,867 | 104,314 | 54,600 | 112,000 |

Number of Contracts
Number)

|  | FY3/02 |  | FY3/03 |  | FY3/04 |  | FY3/05 |  | FY3/06 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. |
| Hospital | 2,220 | 2,306 | 2,273 | 2,372 | 2,375 | 2,502 | 2,437 | 2,477 | 2,520 | 2,550 |
| Clinic/Pharmacy | 10,654 | 10,854 | 10,780 | 11,220 | 10,998 | 11,290 | 11,002 | 11,178 | 11,200 | 11,350 |
| Total | 12,874 | 13,160 | 13,053 | 13,592 | 13,373 | 13,792 | 13,439 | 13,655 | 13,720 | 13,900 |

Sales by Segment
Millions of Yen)

|  | FY3/02 |  | FY3/03 |  | FY3/04 |  | FY3/05 |  | FY3/06 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Sept.30,2001 | Year ended Mar.31,2002 | Half Year ended Sept.30,2002 | Year ended <br> Mar.31,2003 | Half Year ended Sept.30,2003 | Year ended Mar.31,2004 | Half Year ended Sept.30,2004 | Year ended <br> Mar.31,2005 | Half Year ended Sept.30,2004 | Year ended <br> Mar.31,2005 |
| Home Visiting Service | 11,080 | 23,892 | 15,848 | 32,848 | 19,279 | 38,830 | 20,356 | 40,724 | 21,200 | 44,300 |
| Day Service(Center based care) | 2,530 | 6,618 | 5,287 | 10,946 | 6,146 | 12,371 | 6,592 | 13,026 | 7,200 | 15,700 |
| Rental and Sales of Nursing Equipment Residence Reform Service | 1,766 | 4,267 | 4,418 | 9,153 | 4,924 | 10,443 | 5,339 | 11,096 | 6,200 | 13,200 |
| Other | 925 | 2,136 | 1,294 | 3,182 | 2,133 | 4,838 | 2,608 | 6,027 | 4,300 | 10,800 |
| Total | 16,303 | 36,915 | 26,847 | 56,130 | 32,483 | 66,482 | 34,896 | 70,875 | 38,900 | 84,000 |

※ Home Visiting Service】:Including Home bathing assistance Service, Care plan Dther】: Meal delivery Service, Other
Number of Users

|  | FY3/02 |  | FY3/03 |  | FY3/04 |  | FY3/05 |  | FY3/06 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. | Sept. | Mar. |
| Care plan | 22,712 | 26,150 | 30,471 | 34,134 | 37,409 | 39,481 | 42,123 | 44,315 | 49,400 | 52,700 |
| Home visiting Service | 35,756 | 40,408 | 48,204 | 52,401 | 55,651 | 57,586 | 59,430 | 60,699 | 66,300 | 73,800 |
| Day Service(Center based care) | 9,458 | 12,320 | 13,816 | 14,292 | 15,063 | 15,147 | 15,346 | 15,159 | 17,300 | 19,900 |
| Rental and Sales of Nursing Equipment | 6,684 | 10,201 | 21,606 | 23,200 | 24,628 | 26,000 | 28,315 | 29,614 | 31,400 | 33,700 |
| Total | 51,898 | 62,929 | 83,626 | 89,893 | 95,342 | 98,733 | 103,091 | 105,472 | 115,000 | 127,400 |

※ Home Visiting Service):Including Home bathing assistance Service

## Education Business ${ }^{\text {Non-Consolidated) }}$

Sales by Segment
Millions of Yen)

|  | FY3/02 |  | FY3/03 |  | FY3/04 |  | FY3/05 |  | FY3/06 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half Year ended Mar.31,2001 | Year ented <br> warani2002 | Half Year ended Mar.31,2002 | Year ended Mar.31,2003 | Half Year ended Sept.30,2003 | Year ended Mar.31,2004 | Half Year ended Sept 30,2004 | Year ented Naxal2005 | Half Year ended Sept.30,2004 |  |
| Medical Clerical | 2,605 | 5,276 | 3,147 | 6,031 | 3,268 | 6,242 | 3,193 | 6,081 | 3,000 | 6,170 |
| Home Helper | 3,600 | 7,600 | 4,726 | 10,127 | 5,795 | 10,636 | 4,856 | 8,689 | 4,180 | 8,700 |
| Social Education | 170 | 280 | 210 | 368 | 275 | 564 | 374 | 678 | 320 | 630 |
| Total | 6,376 | 13,156 | 8,083 | 16,527 | 9,339 | 17,443 | 8,424 | 15,448 | 7,500 | 15,500 |

