## NICHII GAKKAN COMPANY 9792】

Semiannual Financial Results Data Book for the Year Ending March 2006 (April 1, 2005 to September 30, 2005)

November 22, 2005
http://www.nichiigakkan.co.jp

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## Income Statement (Consolidated)

Consolidated
(Millions of Yen)

|  | FY Mar. 2005 |  |  |  | FY Mar. 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year (Result) |  | Full-year (Forecast) (previous) Amount | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change |  | Amount | Change |
| Net Sales | 99,927 | 6.2\% | 201,590 | 6.1\% | 103,333 | 3.4\% | 223,700 | 208,700 | 3.5\% |
| Operating Income | 2,057 | 169.0\% | 5,284 | A61.9\% | 2,670 | 29.8\% | 11,080 | 6,170 | 16.8\% |
| \% | 2.1\% |  | 2.6\% |  | 2.6\% |  | 5.0\% | 3.0\% |  |
| Ordinary Income | 2,165 | 167.9\% | 5,472 | A61.0\% | 2,791 | 28.9\% | 11,230 | 6,410 | 17.1\% |
| \% | 2.2\% |  | 2.7\% |  | 2.7\% |  | 5.0\% | 3.1\% |  |
| Net Income | 347 | -90.5\% | 2,029 | ${ }^{73.99}$ | 1,458 | 320.0\% | 6,230 | 3,390 | 67.1\% |
| \% | 0.3\% |  | 1.0\% |  | 1.4\% |  | 2.8\% | 1.6\% |  |

## Income Statement (Non-consolidated)

## Non-consollidated

(Millions of Yen)

|  | FY Mar. 2005 |  |  |  | FY Mar. 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year (Result) |  | Full-year (Forecast) (Previous) Amount | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change |  | Amount | Change |
| Net Sales | 95,189 | 6.3\% | 190,638 | 5.6\% | 97,940 | 2.9\% | 211,500 | 200,000 | 4.9\% |
| Operating Income | 3,045 | 155.5\% | 6,188 | ${ }^{5442 \%}$ | 2,612 | 14.20\% | 10,670 | 6,000 | A $3.0 \%$ |
| \% | 3.2\% |  | 3.2\% |  | 2.7\% |  | 5.0\% | 3.0\% |  |
| Ordinary Income | 3,174 | 152.5\% | 6,438 | $\triangle 5326$ | 2,754 | $\triangle 132 \%$ | 10,870 | 6,300 | -2.1\% |
| \% | 3.3\% |  | 3.4\% |  | 2.8\% |  | 5.1\% | 3.2\% |  |
| Net Income | 1,589 | A57.4\% | 3,407 | $\triangle$ A5.9\% | 456 | 47.13\% | 6,190 | 2,420 | A29.0\% |
| \% | 1.7\% |  | 1.8\% |  | 0.5\% |  | 2.9\% | 1.2\% |  |

## Segmental Results (Consolidated)

## Consolidated

(Millions of Yen)

|  | FY Mar. 2005 |  |  |  | FY Mar. 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year <br> (Result) |  | Full-year (Forecast) (Previous) | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Amount | Change |
| Medical Support Business | 52,041 | 8.7\% | 104,678 | 7.9\% | 53,561 | 2.9\% | 112,500 | 108,100 | 3.3\% |
| Health Care Business | 37,524 | 7.9\% | 75,889 | 6.9\% | 40,062 | 6.8\% | 89,700 | 82,000 | 8.1\% |
| Education Business | 8,424 | - 9.8\% | 15,448 | - $11.4 \%$ | 6,902 | - $18.1 \%$ | 15,500 | 15,500 | 0.3\% |
| Others | 16,411 | 229.1\% | 35,211 | 269.4\% | 8,720 | -46.9\% | 18,400 | 15,300 | - 56.5\% |
| Eliminations | -14,475 | - | - 29,637 | - | -5,913 | - | -12,400 | -12,200 | - |
| Net Sales | 99,927 | 6.2\% | 201,590 | 6.1\% | 103,333 | 3.4\% | 223,700 | 208,700 | 3.5\% |
| Medical Support Business \% | $\begin{array}{r} 3,256 \\ 6.3 \% \\ \hline \end{array}$ | - 19.8\% | $\begin{array}{r} 8,876 \\ 8.5 \% \\ \hline \end{array}$ | - $16.6 \%$ | $\begin{array}{r} 5,206 \\ 9.7 \% \\ \hline \end{array}$ | 59.9\% | $\begin{array}{r} 12,260 \\ 10.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 10,900 \\ 10.1 \% \\ \hline \end{array}$ | 22.8\% |
| Health Care Business $\%$ | $\begin{array}{r} 1,233 \\ 3.3 \% \\ \hline \end{array}$ | - $54.8 \%$ | $\begin{array}{r} 2,213 \\ 2.9 \% \\ \hline \end{array}$ | - $51.6 \%$ | $\begin{array}{r} 1,236 \\ 3.1 \% \\ \hline \end{array}$ | 0.3\% | $\begin{array}{r} 3,840 \\ 4.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 2,700 \\ 3.3 \% \\ \hline \end{array}$ | 22.0\% |
| Education Business $\%$ | $\begin{array}{r} 493 \\ 5.9 \% \end{array}$ | - 76.9\% | $\begin{array}{r} 83 \\ 0.5 \% \\ \hline \end{array}$ | - $97.3 \%$ | $\begin{array}{r} \Delta 820 \\ \mathbf{1} 11.9 \% \end{array}$ | - | $\begin{array}{r} 830 \\ 5.4 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,180 \\ \mathbf{4} .6 \% \\ \hline \end{array}$ | - |
| Others $\%$ | $\begin{array}{r} \boldsymbol{\Delta} 110 \\ \mathbf{1} 0.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 355 \\ \mathbf{1} 1.0 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 57 \\ 0.7 \% \end{array}$ | - | $\begin{array}{r} 30 \\ 0.2 \% \end{array}$ | $\begin{gathered} 100 \\ 0.7 \% \\ \hline \end{gathered}$ | - |
| Eliminations | -2,816 | - | -5,532 | - | -3,010 | - | -5,880 | -6,350 | - |
| Operating Income \% | $\begin{array}{r} 2,057 \\ 2.1 \% \end{array}$ | - 69.0\% | $\begin{array}{r} 5,284 \\ 2.6 \% \\ \hline \end{array}$ | 461.9\% | $\begin{array}{r} 2,670 \\ 2.6 \% \end{array}$ | 29.8\% | $\begin{array}{r} 11,080 \\ 5.0 \% \end{array}$ | $\begin{array}{r} 6,170 \\ 3.0 \% \\ \hline \end{array}$ | 16.8\% |

## Segmental Results (Non-consolidated)

Non-consolidated

|  | FY Mar. 2005 |  |  |  | FY Mar. 2006 (Forecast) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year (Result) |  | Full-year (Forecast) (Previous) | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Amount | Change |
| \|l|lical Support Business <br> Medicalth <br> Health Care Business <br> Education Business <br> Net Sales | 51,867 | 8.7\% | 104,314 | 7.9\% | 53,362 | 2.9\% | 112,000 | 107,600 | 3.2\% |
|  | 34,896 | 7.4\% | 70,875 | 6.6\% | 37,675 | 8.0\% | 84,000 | 76,900 | 8.5\% |
|  | 8,424 | - $9.8 \%$ | 15,448 | - 11.4\% | 6,902 | -18.1\% | 15,500 | 15,500 | 0.3\% |
|  | 95,189 | 6.3\% | 190,638 | 5.6\% | 97,940 | 2.9\% | 211,500 | 200,000 | 4.9\% |
| Medical Support Busin <br> $\%$ <br> Health Care Business <br> $\%$ <br> Education Business <br> $\%$ <br> Cost of Sales | $\begin{array}{r} 44,378 \\ 85.6 \% \\ \hline \end{array}$ | 10.0\% | $\begin{array}{r} 87,971 \\ 84.3 \% \\ \hline \end{array}$ | 10.5\% | $44,412$ | 0.1\% | $92,300$ | $88,900$ | 1.1\% |
|  | $\begin{array}{r} 28,316 \\ 81.1 \% \\ \hline \end{array}$ | 11.2\% | $\begin{array}{r} 58,080 \\ 81.9 \% \\ \hline \end{array}$ | 9.8\% | $\begin{array}{r} 30,977 \\ 82.2 \% \\ \hline \end{array}$ | 9.4\% | $\begin{array}{r} 68,500 \\ 81.5 \% \\ \hline \end{array}$ | $63,500$ | 9.3\% |
|  | $\begin{array}{r} 3,651 \\ 43.3 \% \\ \hline \end{array}$ | 7.4\% | $\begin{array}{r} 7,115 \\ 46.1 \% \\ \hline \end{array}$ | 5.9\% | 3,376 | - $7.5 \%$ | 6,500 | 7,47.7\% | 4.0\% |
|  | $\begin{array}{r} 76,346 \\ 80.2 \% \\ \hline \end{array}$ | 10.3\% | $\begin{array}{r} 153,167 \\ 80.3 \% \\ \hline \end{array}$ | 10.0\% | $\begin{array}{r} 78,767 \\ 80.4 \% \\ \hline \end{array}$ | 3.2\% | $167,300$ | $\begin{array}{r} 159,800 \\ 79.9 \% \\ \hline \end{array}$ | 4.3\% |
| Medical Support Business <br>  <br> $\%$ <br> Health Care Business <br> $\%$$\|$Education Business <br> $\%$Gross Profit$\%$ | 7,488 | 1.9\% | $\begin{array}{r} 16,343 \\ 15.7 \% \\ \hline \end{array}$ | \% | $\begin{array}{r} 8,949 \\ 16.8 \% \end{array}$ | 19.5\% | $\begin{array}{r} 19,700 \\ 17.6 \% \\ \hline \end{array}$ | $18,700$ | 14.4\% |
|  | $\begin{array}{r} 6,580 \\ 18.9 \% \end{array}$ | -6.3\% | 12,794 $18.1 \%$ | - 6.0\% | $\begin{array}{r} 6,697 \\ 17.8 \% \\ \hline \end{array}$ | 1.8\% | $\begin{array}{r} 15,500 \\ 18.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 13,400 \\ 17.4 \% \\ \hline \end{array}$ | 4.7\% |
|  | $\begin{array}{r} 4,772 \\ 56.7 \% \end{array}$ | - $19.6 \%$ | $\begin{array}{r} 8,333 \\ 53.9 \% \\ \hline \end{array}$ | ${ }^{\text {A 22.3\% }}$ | $\begin{array}{r} 3,526 \\ 51.1 \% \\ \hline \end{array}$ | - $26.1 \%$ | $\begin{array}{r} 9,000 \\ 58.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 8,1 \mathrm{OO} \\ 52.3 \% \end{array}$ | - $2.8 \%$ |
|  | $\begin{array}{r} 18,842 \\ 19.8 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 37,471 \\ 19.7 \% \\ \hline \end{array}$ | - 9.4\% | $\begin{array}{r} 19,174 \\ 19.6 \% \\ \hline \end{array}$ | 1.8\% | $44,200$ | $\begin{array}{r} 40,200 \\ 20.1 \% \end{array}$ | 7.3\% |
|  | $\begin{array}{r} 4,462 \\ 8.6 \% \end{array}$ | 15.3\% | $\begin{array}{r} 9,954 \\ 9.5 \% \end{array}$ | 15.4\% | $5,425$ | 21.6\% | $\begin{array}{r} 10,750 \\ 9.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 11,300 \\ 10.5 \% \\ \hline \end{array}$ | 13.5\% |
|  | $6,238$ | 25.4\% | $\begin{array}{r} 12,627 \\ 17.8 \% \\ \hline \end{array}$ | 26.9\% | $\begin{array}{r} 6,573 \\ 17.4 \% \\ \hline \end{array}$ | 5.4\% | $\begin{array}{r} 14,180 \\ 16.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 13,100 \\ 17.0 \% \end{array}$ | 3.7\% |
|  | $\begin{array}{r} 5,094 \\ 60.5 \% \\ \hline \end{array}$ | 3.6\% | $\begin{gathered} 8,700 \\ 56.3 \% \end{gathered}$ | - 6.3\% | $\begin{array}{r} 4,561 \\ 66.1 \% \end{array}$ | -10.5\% | $\begin{aligned} & 8,600 \\ & 55.5 \% \end{aligned}$ | $\begin{array}{r} 9,800 \\ 63.2 \% \end{array}$ | 12.6\% |
|  | $\begin{array}{r} 15,796 \\ 16.6 \% \\ \hline \end{array}$ | 14.8\% | $\begin{array}{r} 31,282 \\ 16.4 \% \\ \hline \end{array}$ | 12.3\% | $\begin{array}{r} 16,560 \\ 16.9 \% \\ \hline \end{array}$ | 4.8\% | $\begin{array}{r} 33,530 \\ 15.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 34,200 \\ 17.1 \% \end{array}$ | 9.3\% |
|  Medical Support Business <br>   <br>  Health Care Business <br> $\%$  <br>  Education Business <br> $\%$  | $\begin{gathered} 3,0266 \\ 5.8 \% \end{gathered}$ | - $13.0 \%$ | $\begin{array}{r} 6,388 \\ 6.1 \% \end{array}$ | $\triangle$ | $3,524$ | 16.5\% | $\begin{array}{r} 8,950 \\ 8.0 \% \end{array}$ | $\begin{array}{r} 7,400 \\ 6.9 \% \end{array}$ | 15.8\% |
|  | $\begin{aligned} & 3.42 \\ & 1.0 \% \end{aligned}$ | - ${ }^{83} .3 \%$ | $\begin{aligned} & 167 \\ & 0.2 \% \end{aligned}$ | - 9 | $\begin{aligned} & 123 \\ & 0.3 \% \end{aligned}$ | -64.0\% | $\begin{aligned} & 1,320 \\ & 1.6 \% \end{aligned}$ | $\begin{aligned} & 300 \\ & 0.4 \% \end{aligned}$ | 79.6\% |
|  | $\begin{array}{r} 322 \\ 3.8 \% \\ \hline \end{array}$ | ${ }^{131}$ | $\begin{array}{r} 367 \\ 2.4 \% \end{array}$ | ${ }^{-125.4 .94}$ | $\begin{array}{r} 1,035 \\ 15.0 \% \\ \hline \end{array}$ | - | $\begin{aligned} & 400 \\ & 2.6 \% \end{aligned}$ | 1,700 | - |
|  | $\begin{array}{r} 3,045 \\ 3.2 \% \\ \hline \end{array}$ | - $53.5 \%$ | $6,188$ $3.2 \%$ | ${ }^{54 .}$ | $2,612$ | - $14.2 \%$ | $10,670$ | $6,000$ | - $3.0 \%$ |

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2005 |  | FY Mar. 2006 (Forecast) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Half-year | Full-year | Half-year <br> (Result) | Full-year <br> (Forecast) <br> (Previous) | Full-year <br> (Forecast) <br> (Revised) |
| Hospitals | 43,097 | 86,236 | 44,023 | 92,500 | 89,100 |
| Clinics and Pharmacies | 8,770 | 18,078 | 9,338 | 19,500 | 18,500 |

## Number of contracted medical institutions

|  | FY Mar. 2005 |  | FY Mar. 2006 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | End of Sep. | End of Mar. | End of Sep. <br> (Result) | End of Mar. <br> (Forecast) <br> (Previous) | End of Mar. <br> (Forecast) <br> (Revised) |  |
| Hospitals |  | 2,437 | 2,477 | 2,472 | 2,550 | 2,550 |
| Clinics, <br> Dispensing Pharmacies | 11,002 | 11,178 | 10,995 | 11,350 | 11,200 |  |
| TOTAL | 13,439 | 13,655 | 13,467 | 13,900 | 13,750 |  |

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2005 |  | FY Mar. 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year | Full-year | Half-year (Result) | Full-year (Forecast) (Previous) | Full-year (Forecast) (Revised) |
| Home-visit nursing care service | 20,356 | 40,724 | 20,963 | 44,300 | 42,700 |
| Day care service | 6,592 | 13,026 | 6,904 | 15,700 | 14,200 |
| Rental/selling of welfare equipment, housing improvement service | 5,339 | 11,096 | 5,897 | 13,200 | 11,800 |
| Other services | 2,608 | 6,027 | 3,909 | 10,800 | 8,200 |
| Net Sales | 34,896 | 70,875 | 37,675 | 84,000 | 76,900 |

* Home-visit nursing care service includes home-visit bathing service and care planning. Other services include ca


## Number of services used (Number of contracts)

|  | FY Mar. 2005 |  | FY Mar. 2006 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | End of Sep. | End of Mar. | End of Sep. <br> (Result) | End of Mar. <br> (Forecast) <br> (Previous) | End of Mar. <br> (Forecast) <br> (Revised) |
| Number of care planning users | 42,123 | 44,315 | 46,942 | 52,700 | 49,300 |
| Home-visit nursing care service | 59,430 | 60,699 | 63,045 | 72,400 | 66,500 |
| Day care service | 15,346 | 15,159 | 15,889 | 19,900 | 16,700 |
| Rental of welfare equipment | 28,315 | 29,614 | 31,660 | 33,700 | 33,400 |
| TOTAL (Number of service users) | 103,091 | 105,472 | 110,594 | 126,000 | 116,600 |

* Home-visit nursing care service includes home-visit bathing service.


## Education Business (non-consolidated) - Sales breakdown -

## Sales Breakdown

(Millions of Yen)

|  | FY Mar. 2005 |  | FY Mar. 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year | Full-year | Half-year (Result) | Full-year (Forecast) (Preivious) | Full-year (Forecast) (Revised) |
| Medical office work course | 2,949 | 5,560 | 2,956 | 5,620 | 7,120 |
| Home helper training course | 4,856 | 8,689 | 3,256 | 8,250 | 6,630 |
| Babysitter training course and others | 618 | 1,199 | 689 | 1,630 | 1,750 |
| TOTAL | 8,424 | 15,448 | 6,902 | 15,500 | 15,500 |

* Babysitter training course and others include" preventive exercise instructor course" and"Nursing care office work course"

