NICHII GAKKAN COMPANY【9792】
Financial Results
for the Year Ending March 2006 （April 1， 2005 to March 30，2006）

D A T A B O OK

Rコニチイ学館

## Table of Contents

## FY 2006 DATABOOK

1. Income Statement for Account Settlement
IIncome statement (Consolidated) ..... P2
IIncome statement (Non-consolidated) ..... P3
$\square$ Segmental results (Consolidated) ..... P4
$\square$ Segmental results (Non-consolidated) ..... P5
2.Medical Support Business
$\square$ Medical Support Business (Non-consolidated)P 6

- Sales breakdown and the number of medical institutions contracted
3.Health Care Business
$\square$ Health Care Business (Non-consolidated) ..... P7- Sales breakdown and the number of service use -
4.Education Business
$\square E d u c a t i o n ~ B u s i n e s s ~(n o n-c o n s o l i d a t e d), ~$ ..... P8- Sales breakdown -

[^0] f at present. Such information is subject to influence of uncertain factors such as economic circumstances, relaxation of regulations and employment conditions. Please understand, therefore, that actual outcome of business performance and other achievements such as the number of contracts and number of users may be substantially different from the forecas

## Income Statement（Consolidated）

## Consolidated

（Millions of Yen）

|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year <br> （Forecast） |  | Full－year <br> （Forecast） |  |
|  | Amount | Change | Amount | change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 99，927 | 6．2\％ | 201，590 | 6．1\％ | 103，333 | 3．4\％ | 206，222 | 2．3\％ | 105，400 | 2．0\％ | 213，500 | 3．5\％ |
| Operating Income | 2，057 | ه69．0\％ | 5，284 | 461．9\％ | 2，670 | 29．8\％ | 4，990 | 45．6\％ | 1，900 | 128．8\％ | 5，600 | 12．2\％ |
| \％ | 2．1\％ |  | 2．6\％ |  | 2．6\％ |  | 2．4\％ |  | 1．8\％ |  | 2．6\％ |  |
| Ordinary Income | 2，165 | A67．9\％ | 5，472 | 461．0\％ | 2，791 | 28．9\％ | 5，185 | 45．3\％ | 1，900 | A31．9\％ | 5，700 | 9．9\％ |
| \％ | 2．2\％ |  | 2．7\％ |  | 2．7\％ |  | 2．5\％ |  | 1．8\％ |  | 2．7\％ |  |
| Net Income | 347 | $\triangle$－90．5\％ | 2，029 | 473．9\％ | 1，458 | 320．0\％ | 1，974 | ${ }^{\text {a } 2.70 \%}$ | 800 | 445．1\％ | 2，700 | 36．8\％ |
| \％ | 0．3\％ |  | 1．0\％ |  | 1．4\％ |  | 1．0\％ |  | 0．8\％ |  | 1．3\％ |  |

## Income Statement（Non－consolidated）

## Non－consolidated

（Millions of Yen）

|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year <br> （Forecast） |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 95，189 | 6．3\％ | 190，638 | 5．6\％ | 97，940 | 2．9\％ | 197，635 | 3．7\％ | 102，700 | 4．9\％ | 208，000 | 5．2\％ |
| Operating Income | 3，045 | －55．50\％ | 6，188 | A54．204 | 2，612 | ${ }^{14.280}$ | 4，956 | $\Delta_{19.9 \%}$ | 1，900 | ． 38 | 5，400 | 9．0\％ |
| \％ | 3．2\％ |  | 3．2\％ |  | 2．7\％ |  | 2．5\％ |  | 1．9\％ |  | 2．6\％ |  |
| Ordinary Income | 3，174 | －52．5\％ | 6，438 | A5324 | 2，754 | $\wedge^{132 \%}$ | 5，257 | $\Delta_{18.49 \%}$ | 2，000 | ${ }^{127.468}$ | 5，600 | 6．5\％ |
| \％ | 3．3\％ |  | 3．4\％ |  | 2．8\％ |  | 2．7\％ |  | 1．9\％ |  | 2．7\％ |  |
| Net Income | 1，589 | 457．40 | 3，407 | A5，994 | 456 | ${ }^{47.36 \%}$ | $\triangle 978$ | － | 900 | ${ }^{97.406}$ | 2，900 | － |
| \％ | 1．7\％ |  | 1．8\％ |  | 0．5\％ |  | －0．5\％ |  | 0．9\％ |  | 1．4\％ |  |

## Segmental Results (Consolidated)

## Consolidated

|  | FY Mar. 2005 |  |  |  | FY Mar. 2006 |  |  |  | FY Mar. 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year |  | Full-year |  | Half-year <br> (Forecast) |  | Full-year <br> (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business | 52,041 | 8.7\% | 104,678 | 7.9\% | 53,561 | 2.9\% | 108,091 | 3.3\% | 56,200 | 4.9\% | 114,100 | 5.6\% |
| Health Care Business | 37,524 | 7.9\% | 75,889 | 6.9\% | 40,062 | 6.8\% | 80,902 | 6.6\% | 42,400 | 5.8\% | 85,500 | 5.7\% |
| Education Business | 8,424 | -9.8\% | 15,448 | $\Delta_{11.488}$ | 6,902 | 18.1\% | 13,599 | $\Delta_{12004}$ | 6,900 | - 0.0\% | 14,500 | 6.6\% |
| Others | 16,411 | 229.1\% | 35,211 | 269.4\% | 8,720 | 46.9\% | 12,072 | A65.70, | 2,000 | A77.1\% | 3,700 | $\triangle 69.480$ |
| Eliminations | - 14,475 | - | - 29,637 | - | - 5,913 | - | -8,443 | - | - 2,100 | - | -4,300 | - |
| Net Sales | 99,927 | 6.2\% | 201,590 | 6.1\% | 103,333 | 3.4\% | 206,222 | 2.3\% | 105,400 | 2.0\% | 213,500 | 3.5\% |
| Medical Support Business \% | $\begin{array}{r} 3,256 \\ 6.3 \% \\ \hline \end{array}$ | $\Delta_{19.8 \%}$ | $\begin{array}{r} 8,876 \\ 8.5 \% \\ \hline \end{array}$ | 6.9\% | $\begin{array}{r} 5,206 \\ 9.7 \% \\ \hline \end{array}$ | 59.9\% | $\begin{array}{r} 11,438 \\ 10.6 \% \\ \hline \end{array}$ | 28.9\% | $\begin{array}{r} 4,200 \\ 7.5 \% \\ \hline \end{array}$ | A19.3\% | $\begin{array}{r} 8,620 \\ 7.6 \% \\ \hline \end{array}$ | ${ }^{24}$ |
| Health Care Business <br> \% | $\begin{array}{r} 1,233 \\ 3.3 \% \end{array}$ | -54.3\% | $\begin{array}{r} 2,213 \\ 2.9 \% \\ \hline \end{array}$ | A51.6\% | $\begin{array}{r} 1,236 \\ 3.1 \% \end{array}$ | 0.3\% | $\begin{array}{r} 2,010 \\ 2.5 \% \\ \hline \end{array}$ | - $9.1 \%$ | $\begin{array}{r} 1,460 \\ 3.4 \% \\ \hline \end{array}$ | 18.1\% | $\begin{array}{r} 2,290 \\ 2.7 \% \\ \hline \end{array}$ | 13.9\% |
| Education Business $\%$ | $\begin{gathered} 493 \\ 5.9 \% \end{gathered}$ | 47.9\% | $\begin{array}{r} 83 \\ 0.5 \% \end{array}$ | A97.3\% | $\begin{array}{r} \Delta 820 \\ \mathbf{\Delta} 11.9 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 2,419 \\ \mathbf{\Delta 1 7 . 8 \%} \end{array}$ | - | $\begin{array}{r} \Delta 160 \\ \mathbf{\Delta} 2.3 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 1,140 \\ 7.9 \% \\ \hline \end{array}$ | - |
| Others \% | $\begin{gathered} \Delta 110 \\ \mathbf{\Delta} 0.7 \% \\ \hline \end{gathered}$ | - | $\begin{aligned} & \Delta 355 \\ & \mathbf{A} 1.0 \% \\ & \hline \end{aligned}$ | - | $\begin{array}{r} 57 \\ 0.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 41 \\ 0.3 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 20 \\ \mathbf{~} 1.0 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 30 \\ 0.8 \% \end{array}$ | A26.8\% |
| Eliminations | - 2,816 | - | - 5,532 | - | - 3,010 | - | - 6,081 | - | - 3,580 | - | - 6,480 | - |
| Operating Income $\%$ | $\begin{array}{r} 2,057 \\ 2.1 \% \\ \hline \end{array}$ | -69.0\% | $\begin{array}{r} \hline 5,284 \\ 2.6 \% \\ \hline \end{array}$ | A61.99\% | $\begin{array}{r} 2,670 \\ 2.6 \% \\ \hline \end{array}$ | 29.8\% | $\begin{array}{r} 4,990 \\ 2.4 \% \\ \hline \end{array}$ | 45.6\% | $\begin{array}{r} 1,900 \\ 1.8 \% \\ \hline \end{array}$ | -28.8\% | $\begin{array}{r} 5,600 \\ 2.6 \% \\ \hline \end{array}$ | 12.2\% |

## Segmental Results（Non－consolidated）

## Non－Consolidated

|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year （Forecastt） |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business | 51，867 | 8．7\％ | 104，314 | 7．9\％ | 53，362 | 2．9\％ | 107，694 | 3．2\％ | 55，950 | 4．8\％ | 113，500 | 5．4\％ |
| Health Care Business | 34，896 | 7．4\％ | 70，875 | 6．6\％ | 37，675 | 8．0\％ | 76，341 | 7．7\％ | 39，850 | 5．8\％ | 80，000 | 4．8\％ |
| Education Business | 8，424 | － $9.8 \%$ | 15，448 | －11．4\％ | 6，902 | －18．1\％ | 13，599 | －12．0\％ | 6，900 | －0．0\％ | 14，500 | 6．6\％ |
| Net Sales | 95，189 | 6．3\％ | 190，638 | 5．6\％ | 97，940 | 2．9\％ | 197，635 | 3．7\％ | 102，700 | 4．9\％ | 208，000 | 5．2\％ |
| Medical Support Business \％ | $\begin{array}{r} \hline 44,378 \\ 85.6 \% \end{array}$ | 10．0\％ | $\begin{array}{r} \hline 87,971 \\ 84.3 \% \end{array}$ | 10．5\％ | $\begin{array}{r} 44,412 \\ 83.2 \% \end{array}$ | 0．1\％ | $\begin{array}{r} \hline 88,754 \\ 82.4 \% \end{array}$ | 0．9\％ | $\begin{array}{r} \hline 46,600 \\ 83.3 \% \end{array}$ | 4．9\％ | $\begin{array}{r} 94,200 \\ 83.0 \% \end{array}$ | 6．1\％ |
| Health Care Business \％ | $\begin{array}{r} 28,316 \\ 81.1 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 63,182 \\ 82.8 \% \\ \hline \end{array}$ | 8．8\％ | $\begin{array}{r} 32,650 \\ 81.9 \% \\ \hline \end{array}$ | 5．4\％ | $\begin{array}{r} 65,880 \\ 82.4 \% \\ \hline \end{array}$ | 4．3\％ |
| Education Business \％ | $\begin{array}{r} 3,651 \\ 43.3 \% \\ \hline \end{array}$ | 7．4\％ | $\begin{array}{r} 7,115 \\ 46.1 \% \\ \hline \end{array}$ | 5．9\％ | $\begin{array}{r} 3,376 \\ \hline \end{array}$ | －7 7．5\％ | $\begin{array}{r} 6,598 \\ 48.5 \% \\ \hline \end{array}$ | － $7.3 \%$ | $\begin{array}{r} 2,850 \\ \hline 41.3 \% \\ \hline \end{array}$ | －15．6\％ | $\begin{array}{r} 5,100 \\ 35.2 \% \\ \hline \end{array}$ | －22．7\％ |
| Cost of Sales 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\％ | $\begin{array}{r} 158,535 \\ 80.2 \% \\ \hline \end{array}$ | 3．5\％ | $\begin{array}{r} 82,100 \\ 79.9 \% \\ \hline \end{array}$ | 4．2\％ | $\begin{array}{r} 165,180 \\ 79.4 \% \\ \hline \end{array}$ | 4．2\％ |
| Medical Support Business \％ | $\begin{array}{r} \hline 7,488 \\ \hline 14.4 \% \\ \hline \end{array}$ | 1．9\％ | $\begin{array}{r} 16,343 \\ 15.7 \% \end{array}$ | 44．1\％ | $\begin{array}{r} 8,949 \\ 16.8 \% \end{array}$ | 19．5\％ | $\begin{array}{r} 18,940 \\ 17.6 \% \\ \hline \end{array}$ | 15．9\％ | $\begin{array}{r} 9,350 \\ 16.7 \% \end{array}$ | 4．5\％ | $\begin{array}{r} 19,300 \\ 17.0 \% \\ \hline \end{array}$ | 1．9\％ |
| Health Care Business \％ | $\begin{array}{r} 6,580 \\ 18.9 \% \\ \hline \end{array}$ | －6．3\％ | $\begin{array}{r} 12,794 \\ 18.1 \% \\ \hline \end{array}$ | －6．0\％ | $\begin{array}{r} 6,697 \\ 17.8 \% \\ \hline \end{array}$ | 1．8\％ | $\begin{array}{r} 13,158 \\ 17.2 \% \\ \hline \end{array}$ | 2．8\％ | $\begin{array}{r} 7,200 \\ 18.1 \% \\ \hline \end{array}$ | 7．5\％ | $\begin{array}{r} 14,120 \\ 17.7 \% \\ \hline \end{array}$ | 7．3\％ |
| Education Business \％ | $\begin{array}{r} 4,772 \\ 56.7 \% \\ \hline \end{array}$ | －19．6\％ | $\begin{array}{r} 8,333 \\ 53.9 \% \\ \hline \end{array}$ | －22．3\％ | $\begin{array}{r} 3,526 \\ 51.1 \% \\ \hline \end{array}$ | －26．1\％ | $\begin{array}{r} 7,001 \\ 51.5 \% \end{array}$ | －16．0\％ | $\begin{array}{r} 4,050 \\ 58.7 \% \end{array}$ | 14．9\％ | $\begin{array}{r} 9,400 \\ 64.8 \% \end{array}$ | 34．3\％ |
| Gross Profit \％ | $\begin{array}{r} 18,842 \\ 19.8 \% \\ \hline \end{array}$ | － $7.2 \%$ | $\begin{array}{r} 37,471 \\ 19.7 \% \\ \hline \end{array}$ | －9．4\％ | $\begin{array}{r} 19,173 \\ 19.6 \% \\ \hline \end{array}$ | 1．8\％ | $\begin{array}{r} 39,101 \\ 19.8 \% \\ \hline \end{array}$ | 4．4\％ | $\begin{array}{r} 20,600 \\ 20.1 \% \\ \hline \end{array}$ | 7．4\％ | $\begin{array}{r} 42,820 \\ 20.6 \% \\ \hline \end{array}$ | 9．5\％ |
| Medical Support Business \％ | $\begin{array}{r} 4,462 \\ \quad 8.6 \% \\ \hline \end{array}$ | 15．3\％ | $\begin{array}{r} \hline 9,954 \\ 9.5 \% \\ \hline \end{array}$ | 15．4\％ | $\begin{array}{r} \hline 5,425 \\ 10.2 \% \\ \hline \end{array}$ | 21．6\％ | $\begin{array}{r} \hline 10,896 \\ 10.1 \% \\ \hline \end{array}$ | 9．5\％ | $\begin{array}{r} \hline 7,050 \\ 12.6 \% \\ \hline \end{array}$ | 30．0\％ | $\begin{array}{r} \hline 14,300 \\ 12.6 \% \\ \hline \end{array}$ | 31．2\％ |
| Health Care Business \％ | $\begin{array}{r} 6,238 \\ 17.9 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 13,403 \\ 17.6 \% \\ \hline \end{array}$ | 6．1\％ | $\begin{array}{r} 7,200 \\ 18.1 \% \\ \hline \end{array}$ | 9．5\％ | $\begin{array}{r} 14,420 \\ 18.0 \% \\ \hline \end{array}$ | 7．6\％ |
| Education Business <br> o | $\begin{array}{r} 5,094 \\ 60.5 \% \end{array}$ | 3．6\％ | $\begin{array}{r} 8,700 \\ 56.3 \% \end{array}$ | －6．3\％ | $\begin{array}{r} 4,561 \\ 66.1 \% \end{array}$ | － $10.5 \%$ | $\begin{array}{r} 9,843 \\ 72.4 \% \end{array}$ | 13．1\％ | $\begin{array}{r} 4,450 \\ 64.5 \% \end{array}$ | －${ }^{2.4 \%}$ | $\begin{array}{r} 8,700 \\ 60.0 \% \end{array}$ | －11．6\％ |
| Selling，General and Admınıstrative <br> Expenses <br> \％ | $\begin{array}{r} 15,796 \\ 16.6 \% \\ \hline \end{array}$ | 14．8\％ | $\begin{array}{r} \hline 31,282 \\ 16.4 \% \\ \hline \end{array}$ | 12．3\％ | $\begin{array}{r} 16,560 \\ 16.9 \% \\ \hline \end{array}$ | 4．8\％ | $\begin{array}{r} 34,143 \\ 17.3 \% \\ \hline \end{array}$ | 9．1\％ | $\begin{array}{r} 18,700 \\ 18.2 \% \\ \hline \end{array}$ | 12．9\％ | $\begin{array}{r} 37,420 \\ 18.0 \% \\ \hline \end{array}$ | 9．6\％ |
| Medical Support Business \％ | $\begin{array}{r} 3,026 \\ 5.8 \% \end{array}$ | －${ }^{13.0 \%}$ | $\begin{array}{r} 6,388 \\ 6.1 \% \\ \hline \end{array}$ | －24．0\％ | $\begin{array}{r} 3,524 \\ 6.6 \% \end{array}$ | 16．5\％ | $\begin{array}{r} 8,043 \\ 7.5 \% \\ \hline \end{array}$ | 25．9\％ | $\begin{array}{r} 2,300 \\ 4.1 \% \end{array}$ | － $34.7 \%$ | $\begin{array}{r} 5,000 \\ 4.4 \% \end{array}$ | －37．8\％ |
| Health Care Business \％ | $\begin{aligned} & 342 \\ & 1.0 \% \end{aligned}$ | －83．3\％ | $\begin{gathered} 167 \\ 0.2 \% \end{gathered}$ | － $95.4 \%$ | $\begin{aligned} & 123 \\ & 0.3 \% \\ & \hline \end{aligned}$ | －64．0\％ | $\begin{array}{r} \triangle 244 \\ \triangle 0.3 \% \\ \hline \end{array}$ | － | $\begin{array}{r} 0 \\ 0.0 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \Delta 300 \\ \mathbf{~} 0.4 \% \\ \hline \end{array}$ | － |
| Education Business $\%$ | $\begin{array}{r} \mathbf{3} 32 \\ \mathbf{~} 3.8 \% \\ \hline \end{array}$ | $\triangle^{131.5 \%}$ | $\begin{array}{r} \Delta 367 \\ \mathbf{\Delta} 2.4 \% \\ \hline \end{array}$ | ${ }^{125.49 \%}$ | $\begin{array}{r} \mathbf{1} 1,035 \\ \mathbf{1} 15.0 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 2,842 \\ -20.9 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 400 \\ \mathbf{4} 5.8 \% \\ \hline \end{array}$ | － | $\begin{aligned} & 700 \\ & 4.8 \% \end{aligned}$ | － |
| Operating Income \％ | $\begin{array}{r} 3,045 \\ 3.2 \% \end{array}$ | －53．5\％ | $\begin{array}{r} 6,188 \\ 3.2 \% \end{array}$ | －54．2\％ | $\begin{array}{r} 2,612 \\ 2.7 \% \end{array}$ | －${ }^{14.2 \%}$ | $\begin{array}{r} 4,956 \\ 2.5 \% \\ \hline \end{array}$ | －19．9\％ | $\begin{array}{r} 1,900 \\ 1.9 \% \end{array}$ | － $27.3 \%$ | $\begin{array}{r} 5,400 \\ 2.6 \% \\ \hline \end{array}$ | 9．0\％ |

## Segmental Results（Non－consolidated）

## Non－Consolidated

|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year （Forecastt） |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business <br> Health Care Business <br> Education Business <br> Net Sales | 51，867 | 8．7\％ | 104，314 | 7．9\％ | 53，362 | 2．9\％ | 107，694 | 3．2\％ | 55，950 | 4．8\％ | 113，500 | 5．4\％ |
|  | 34，896 | 7．4\％ | 70，875 | 6．6\％ | 37，675 | 8．0\％ | 76，341 | 7．7\％ | 39，850 | 5．8\％ | 80，000 | 4．8\％ |
|  | 8，424 | －9．8\％ | 15，448 | －11．4\％ | 6，902 | －18．1\％ | 13，599 | －12．0\％ | 6，900 | － $0.0 \%$ | 14，500 | 6．6\％ |
|  | 95，189 | 6．3\％ | 190，638 | 5．6\％ | 97，940 | 2．9\％ | 197，635 | 3．7\％ | 102，700 | 4．9\％ | 208，000 | 5．2\％ |
| Medical Support Business <br> $\%$ <br> Health Care Business <br> $\%$ <br> Education Business <br> $\%$ <br> Cost of Sales <br> \％ | $\begin{array}{r} 44,378 \\ 85.6 \% \\ \hline \end{array}$ | 10．0\％ | $\begin{array}{r} \hline 87,971 \\ 84.3 \% \\ \hline \end{array}$ | 10．5\％ | $\begin{array}{r} 44,412 \\ 83.2 \% \\ \hline \end{array}$ | 0．1\％ | $\begin{array}{r} \hline 88,754 \\ 82.4 \% \\ \hline \end{array}$ | 0．9\％ | $\begin{array}{r} \hline 46,600 \\ 83.3 \% \\ \hline \end{array}$ | 4．9\％ | $\begin{array}{r} \hline 94,200 \\ \hline 83.0 \% \\ \hline \end{array}$ | 6．1\％ |
|  | $\begin{array}{r} 28,316 \\ 81.1 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 63,182 \\ 82.8 \% \\ \hline \end{array}$ | 8．8\％ | $\begin{array}{r} 32,650 \\ 81.9 \% \\ \hline \end{array}$ | 5．4\％ | $\begin{array}{r} 65,880 \\ 82.4 \% \\ \hline \end{array}$ | 4．3\％ |
|  | $\begin{array}{r} 3,651 \\ \hline 43.3 \% \\ \hline \end{array}$ | 7．4\％ | $\begin{array}{r} 7,115 \\ \hline 46.1 \% \\ \hline \end{array}$ | 5．9\％ | $\begin{array}{r} 3,376 \\ 48.9 \% \\ \hline \end{array}$ | －7．5\％ | $\begin{array}{r} 6,598 \\ 48.5 \% \\ \hline \end{array}$ | 47．3\％ | $\begin{array}{r} 2,850 \\ 41.3 \% \\ \hline \end{array}$ | －15．6\％ | $\begin{array}{r} 5,100 \\ 35.2 \% \end{array}$ | －22．7\％ |
|  | $\begin{array}{r} 76,346 \\ 80.2 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 158,535 \\ 80.2 \% \\ \hline \end{array}$ | 3．5\％ | $\begin{array}{r} 82,100 \\ 79.9 \% \\ \hline \end{array}$ | 4．2\％ | $\begin{array}{r} 165,180 \\ 79.4 \% \\ \hline \end{array}$ | 4．2\％ |
| $\|$Medical Support Busines <br> \％ <br> Health Care Business <br> $\%$ | $\begin{array}{r} 7,488 \\ \hline 14.4 \% \\ \hline \end{array}$ | 1．9\％ | $\begin{array}{r} 16,343 \\ 15.7 \% \\ \hline \end{array}$ | 4．4．1\％ | $\begin{array}{r} 8,949 \\ 16.8 \% \\ \hline \end{array}$ | 19．5\％ | $\begin{array}{r} \hline 18,940 \\ 17.6 \% \\ \hline \end{array}$ | 15．9\％ | $\begin{array}{r} 9,350 \\ 16.7 \% \\ \hline \end{array}$ | 4．5\％ | $\begin{array}{r} \hline 19,300 \\ 17.0 \% \\ \hline \end{array}$ | 1．9\％ |
|  | $\begin{array}{r} 6,580 \\ 18.9 \% \\ \hline \end{array}$ | 4．3．3\％ | $\begin{array}{r} 12,794 \\ \hline 18.1 \% \\ \hline \end{array}$ | 46．0\％ | $\begin{array}{r} 6,697 \\ \hline 17.8 \% \\ \hline \end{array}$ | 1．8\％ | $\begin{array}{r} 13,158 \\ 17.2 \% \\ \hline \end{array}$ | 2．8\％ | $\begin{array}{r} 7,200 \\ 18.1 \% \\ \hline \end{array}$ | 7．5\％ | $\begin{array}{r} 14,120 \\ 17.7 \% \\ \hline \end{array}$ | 7．3\％ |
|  | $\begin{array}{r} 4,772 \\ 56.7 \% \\ \hline \end{array}$ | －19．6\％ | $\begin{array}{r} 8,333 \\ 53.9 \% \\ \hline \end{array}$ | －22．3\％ | $\begin{array}{r} 3,526 \\ \hline 51.1 \% \\ \hline \end{array}$ | －26．1\％ | $\begin{array}{r} 7,001 \\ 51.5 \% \end{array}$ | －16．0\％ | $\begin{array}{r} 4,050 \\ 58.7 \% \\ \hline \end{array}$ | 14．9\％ | $\begin{array}{r} 9,400 \\ 64.8 \% \\ \hline \end{array}$ | 34．3\％ |
|  | $\begin{array}{r} 18,842 \\ 19.8 \% \\ \hline \end{array}$ | 4．7．2\％ | $\begin{array}{r} 37,471 \\ 19.7 \% \\ \hline \end{array}$ | －9．4\％ | $\begin{array}{r} 19,173 \\ 19.6 \% \\ \hline \end{array}$ | 1．8\％ | $\begin{array}{r} 39,101 \\ 19.8 \% \\ \hline \end{array}$ | 4．4\％ | $\begin{array}{r} 20,600 \\ 20.1 \% \\ \hline \end{array}$ | 7．4\％ | $\begin{array}{r} 42,820 \\ 20.6 \% \\ \hline \end{array}$ | 9．5\％ |
|  Medical Support Business <br> $\%$ <br> Health Care Business <br> $\%$  <br> Education Business <br> Seng，General and Adminıstrative <br> Expenses <br> \％  | $\begin{array}{r} \hline 4,462 \\ 8.6 \% \\ \hline \end{array}$ | 15．3\％ | $\begin{array}{r} 9,954 \\ 9.5 \% \\ \hline \end{array}$ | 15．4\％ | $\begin{array}{r} 5,425 \\ 10.2 \% \\ \hline \end{array}$ | 21．6\％ | $\begin{array}{r} 10,896 \\ 10.1 \% \\ \hline \end{array}$ | 9．5\％ | $\begin{array}{r} \hline 6,310 \\ \hline 11.3 \% \\ \hline \end{array}$ | 16．3\％ | $\begin{array}{r} \hline 12,840 \\ 11.3 \% \\ \hline \end{array}$ | 17．8\％ |
|  | $\begin{array}{r} 6,238 \\ 17.9 \% \\ \hline \end{array}$ | 25．4\％ | $\begin{array}{r} 12,627 \\ 17.8 \% \\ \hline \end{array}$ | 26．9\％ | $\begin{array}{r} 6,573 \\ \hline 17.4 \% \\ \hline \end{array}$ | 5．4\％ | $\begin{array}{r} 13,403 \\ 17.6 \% \\ \hline \end{array}$ | 6．1\％ | $\begin{array}{r} 7,290 \\ 18.3 \% \\ \hline \end{array}$ | 10．9\％ | $\begin{array}{r} 14,600 \\ 18.3 \% \\ \hline \end{array}$ | 8．9\％ |
|  | $\begin{array}{r} 5,094 \\ 60.5 \% \\ \hline \end{array}$ | 3．6\％ | $\begin{array}{r} 8,700 \\ 56.3 \% \\ \hline \end{array}$ | －6．3\％ | $\begin{array}{r} 4,561 \\ 66.1 \% \\ \hline \end{array}$ | －10．5\％ | $\begin{array}{r} 9,843 \\ 72.4 \% \\ \hline \end{array}$ | 13．1\％ | $\begin{array}{r} 5,100 \\ 73.9 \% \\ \hline \end{array}$ | 11．8\％ | $\begin{array}{r} 9,980 \\ 68.8 \% \\ \hline \end{array}$ | 1．4\％ |
|  | $\begin{array}{r} 15,796 \\ 16.6 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 34,143 \\ 17.3 \% \\ \hline \end{array}$ | 9．1\％ | $\begin{array}{r} 18,700 \\ 18.2 \% \\ \hline \end{array}$ | 12．9\％ | $\begin{array}{r} 37,420 \\ 18.0 \% \\ \hline \end{array}$ | 9．6\％ |
| $\|$Medical Support Business <br>  <br> Health Care Business <br> $\%$ <br> Education Business <br> $\%$ <br> Operating Income <br> $\%$ | $\begin{array}{\|c\|} \hline 3,026 \\ 5.8 \% \\ \hline \end{array}$ | ${ }^{\text {4 }}$ 13．0\％ | $\begin{array}{r} 6,388 \\ 6.1 \% \\ \hline \end{array}$ | －24．0\％ | $\begin{array}{r} 3,524 \\ 6.6 \% \\ \hline \end{array}$ | 16．5\％ | $\begin{array}{r} 8,043 \\ 7.5 \% \\ \hline \end{array}$ | 25．9\％ | $\begin{array}{r} 3,040 \\ 5.4 \% \\ \hline \end{array}$ | － $13.7 \%$ | $\begin{array}{r} 6,460 \\ 5.7 \% \\ \hline \end{array}$ | －19．7\％ |
|  | $\begin{aligned} & 342 \\ & 1.0 \% \end{aligned}$ | －83．3\％ | $\begin{gathered} 167 \\ 0.2 \% \\ \hline \end{gathered}$ | －95．4\％ | $\begin{gathered} 123 \\ 0.3 \% \\ \hline \end{gathered}$ | －64．0\％ | $\begin{array}{r} \triangle 244 \\ \triangle 0.3 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 90 \\ \triangle 0.2 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 480 \\ \mathbf{0 . 6 \%} \\ \hline \end{array}$ | － |
|  | $\begin{array}{r} \triangle 322 \\ \mathbf{B} 3.8 \% \\ \hline \end{array}$ | ${ }^{131.5 \%}$ | $\begin{array}{r} \mathbf{\Delta} 367 \\ \mathbf{2} 2.4 \% \\ \hline \end{array}$ | ${ }^{1255.4 \%}$ | $\begin{array}{r} \mathbf{1}, 035 \\ \mathbf{1} 15.0 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 2,842 \\ -20.9 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \mathbf{1}, 050 \\ \mathbf{1} 15.2 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 580 \\ \mathbf{4 . 0 \%} \\ \hline \end{array}$ | － |
|  | $\begin{array}{r} 3,045 \\ 3.2 \% \\ \hline \end{array}$ | －53．5\％ | $\begin{array}{r} 6,188 \\ 3.2 \% \\ \hline \end{array}$ | －54．2\％ | $\begin{array}{r} 2,612 \\ 2.7 \% \\ \hline \end{array}$ | －14．2\％ | $\begin{array}{r} 4,956 \\ 2.5 \% \\ \hline \end{array}$ | －19．9\％ | $\begin{array}{r} 1,900 \\ 1.9 \% \\ \hline \end{array}$ | － $27.3 \%$ | $\begin{array}{r} 5,400 \\ 2.6 \% \\ \hline \end{array}$ | 9．0\％ |

Medical Support Business（Non－consolidated）
Sales breakdown and
number of contracted medical institutions－

## Sales－Breakdown

（Millions of Yen）

|  |  | FY Mar．2005 |  | FYMar．2006 | FYMar．2007 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Half－year | Full－year | Half－year | Full－year | Half－year <br> （Forecast） | Full－year <br> （Forecast） |
| Hospitals | 43,097 | 86,236 | 44,023 | 88,833 | 46,150 | 93,600 |
| Clinics and Pharmacies | 8,770 | 18,078 | 9,338 | 18,861 | 9,800 | 19,900 |
| TOTAL | 51,867 | 104,314 | 53,362 | 107,694 | 55,950 | 113,500 |

## Number of contracted medical institutions

|  | FY Mar． 2005 |  | FY Mar． 2006 |  | FY Mar． 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Sep． | End of Mar． | End of Sep． | End of Mar． | Half－year （Forecast） | Full－year （Forecast） |
| Hospitals | 2，437 | 2，477 | 2，472 | 2，550 | 2，510 | 2，530 |
| Clinics， <br> Dispensing Pharmacies | 11，002 | 11，178 | 10，995 | 11，233 | 11，160 | 11，300 |
| TOTAL | 13，439 | 13，655 | 13，467 | 13，783 | 13，670 | 13，830 |

Sales breakdown and the number of services used－

Sales－Breakdown
（Millions of Yen）

|  | FY Mar． 2005 |  | FY Mar． 2006 |  | FY Mar． 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year | Full－year | Half－year | Full－year | Half－year （Forecast） | Full－year （Forecast） |
| Home－visit nursing care service | 20，356 | 40，724 | 20，963 | 41，807 | 21，200 | 41，850 |
| Day care service | 6，592 | 13，026 | 6，904 | 13，801 | 7，450 | 15，400 |
| Rental／selling of welfare equipment， housing improvement service | 5，339 | 11，096 | 5，897 | 12，123 | 6，000 | 11，450 |
| Other services | 2，608 | 6，027 | 3，909 | 8，609 | 5，200 | 11，300 |
| Net Sales | 34，896 | 70，875 | 37，675 | 76，341 | 39，850 | 80，000 |

[^1]
## Number of services used（Number of contracts）

|  | FY Mar． 2005 |  | FY Mar． 2006 |  | FY Mar． 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Sep． | End of Mar． | End of Sep． | End of Mar． | End of Sep． （Forecast） | End of Mar． （Forecast） |
| Number of care planning users | 42，123 | 44，315 | 46，942 | 48，602 | 48，900 | 47，000 |
|  |  |  |  |  |  |  |
| Home－visit nursing care service | 59，430 | 60，699 | 63，045 | 63，387 | 64，500 | 65，000 |
| Day care service | 15，346 | 15，159 | 15，889 | 16，200 | 17，500 | 17，800 |
| Rental of welfare equipment | 28，315 | 29，614 | 31，660 | 32，250 | 28，550 | 23，300 |
| TOTAL（Number of service users） | 103，091 | 105，472 | 110，594 | 111，837 | 110，550 | 106，100 |

[^2]
## Education Business（non－consolidated）－Sales breakdown－

## Sales－Breakdown

（Millions of Yen）

|  |  | FY Mar．2005 |  | FY Mar．2006 |  | FY Mar．2007 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | Hal－－year | Full－year | Half－year | Full－year | Half－year <br> （Forecast） | Full－year <br> （Forecast） |  |
| Medical office work <br> course | 2,949 | 5,560 | 2,956 | 5,675 | 3,000 | 6,100 |  |
| Home helper training <br> course | 4,856 | 8,689 | 3,256 | 6,480 | 3,250 | 7,050 |  |
| Babysitter training <br> course and others | 618 | 1,199 | 689 | 1,444 | 650 | 1,350 |  |
| TOTAL | 8,424 | 15,448 | 6,902 | 13,599 | 6,900 | 14,500 |  |

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


[^0]:    All the profit targets and other future data including the number of contracts, number of users and goals contained in this document are forecasts based on the information that Nichii Group has a grasp

[^1]:    ＊Home－visit nursing care service includes home－visit bathing service and care planning．Other services include catering service，etc．

[^2]:    ＊Home－visit nursing care service includes home－visit bathing service．

