Financial Results
for the Half Year Ending March 2007
（April 1， 2006 to September 30，2007）

## DATABOOK

November 24， 2006

## 2コニチイ学館

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## Income Statement（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） |  | Half－year <br> （Result） |  | Half－year <br> （Forecast） <br> （Previous） |  | Full－year （Forecast） （Revised） |  |
|  | Amount | Change | Amount | Change | 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\％ | 102，211 | 2．0\％ | 213，500 | 3．5\％ | 207，800 | 0．8\％ |
| Operating Income | 2，057 | A69．0\％ | 5，284 | A61．9\％ | 2，670 | 29．8\％ | 4，990 | 45．6\％ | 1，900 | А28．8\％ | 1，328 | －28．8\％ | 5，600 | 12．2\％ | 1，980 | 460．3\％ |
| \％ | 2．1\％ |  | 2．6\％ |  | 2．6\％ |  | 2．4\％ |  | 1．8\％ |  | 1．3\％ |  | 2．6\％ |  | 1．0\％ | A59．5\％ |
| Ordinary Income | 2，165 | 467．9\％ | 5，472 | A61．0\％ | 2，791 | 28．9\％ | 5，185 | 45．3\％ | 1，900 | $\Delta^{31.9 \%}$ | 1，371 | A31．9\％ | 5，700 | 9．9\％ | 2，100 | 9．9\％ |
| \％ | 2．2\％ |  | 2．7\％ |  | 2．7\％ |  | 2．5\％ |  | 1．8\％ |  | 1．3\％ |  | 2．7\％ |  | 1．0\％ |  |
| Net Income | 347 | A90．5\％ | 2，029 | 473．9\％ | 1，458 | 320．0\％ | 1，974 | － $2.7 \%$ | 800 | 445．1\％ | 484 | A45．1\％ | 2，700 | 36．8\％ | 640 | 467．6\％ |
| \％ | 0．3\％ |  | 1．0\％ |  | 1．4\％ |  | 1．0\％ |  | 0．8\％ |  | 0．5\％ |  | 1．3\％ |  | 0．3\％ |  |

## Income Statement（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） |  | Half－year <br> （Forecast） |  | Full－year <br> （Forecast） <br> （Previous） |  | Full－year <br> （Forecast） <br> （Revised） |  |
|  | Amount | change | Amount | change | 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\％ | 99，972 | 2．1\％ | 208，000 | 5．2\％ | 203，000 | 2．7\％ |
| Operating Income | 3，045 | －53．5\％ | 6，188 | ${ }^{55.20 \%}$ | 2，612 | 14．206 | 4，956 | $\Delta_{19.90 \%}$ | 1，900 | 27．36 | 1，307 | －5000\％ | 5，400 | 9．0\％ | 2，000 | A59．6 |
| \％ | 3．2\％ |  | 3．2\％ |  | 2．7\％ |  | 2．5\％ |  | 1．9\％ |  | 1．3\％ |  | 2．6\％ |  | 1．0\％ |  |
| Ordinary Income | 3，174 | A52．5\％ | 6，438 | 458228 | 2，754 | ${ }^{13,2 \%}$ | 5，257 | A18．40\％ | 2，000 | 127．460 | 1，391 | 44．5．5\％ | 5，600 | 6．5\％ | 2，200 | A58．2 |
| \％ | 3．3\％ |  | 3．4\％ |  | 2．8\％ |  | 2．7\％ |  | 1．9\％ |  | 1．4\％ |  | 2．7\％ |  | 1．1\％ |  |
| Net Income | 1，589 | 457．4\％ | 3，407 | 455．9\％ | 456 | ${ }^{\text {47．3\％}}$ | －978 | － | 900 | 97．4\％ | 500 | 9．6\％ | 2，900 | － | 800 | － |
| \％ | 1．7\％ |  | 1．8\％ |  | 0．5\％ |  | －0．5\％ |  | 0．9\％ |  | 0．5\％ |  | 1．4\％ |  | 0．4\％ |  |

## Segmental Results（Consolidated）

（Millions of Yen）

|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year （Forecast） |  | Half－year （Result） |  | Full－year （Forecast） （Previous） |  | Full－year （Forecast） （Revised） |  |
|  | Amount | ange | Amount | change | 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\％ | 55，325 | 3．3\％ | 114，100 | 5．6\％ | 113，500 | \％ |
| Health Care Business | 37，524 | 7．9\％ | 75，889 | 6．9\％ | 40，062 | 6．8\％ | 80，902 | 6．6\％ | 42，400 | 5．8\％ | 39，695 | A0．9\％ | 85，500 | 5．7\％ | 79，800 | $1{ }^{1.400}$ |
| Education Business | 8，424 | 4．8\％ | 15，448 | ${ }^{11144}$ | 6，902 | $\wedge_{181}$ | 13，599 | ${ }^{1204}$ | 6，900 | A0．0\％ | 6，750 | A2206 | 14，500 | 6．6\％ | 13，600 | 0．0\％ |
| Others | 16，411 | 22010 | 35，211 | 269.48 | 8，720 | $\pm 4690$ | 12，072 | Aeswa | 2，000 | A77．18\％ | 1，696 | A80．58\％ | 3，700 | A69．4\％ | 3，400 | $\Delta_{478}$ |
| Eliminations | －14，475 | － | －29，637 | － | －5，913 | － | A 8，443 | － | －2，100 | － | －1，257 | － | －4，300 | － | －2，500 | － |
| Net Sales | 99，927 | 6．2\％ | 201，590 | 6．1\％ | 103，333 | 3．4\％ | 206，222 | 2．3\％ | 105，400 | 2．0\％ | 102，211 | ${ }^{1.1 .1 \%}$ | 213，500 | 3．5\％ | 207，800 | 0．8\％ |
| Medical Support Business \％ | $\begin{array}{r} 3,256 \\ 6.3 \% \\ \hline \end{array}$ | ${ }^{109808}$ | $\begin{array}{r} 8,876 \\ 8.5 \% \end{array}$ | ${ }^{16804}$ | $\begin{array}{r} 5,206 \\ 9.7 \% \end{array}$ | 59．9\％ | $\begin{array}{r} 11,438 \\ 10.6 \% \end{array}$ | 28．96 | $\begin{array}{r} 4,200 \\ 7.5 \% \end{array}$ | ${ }^{19.3 \%}$ | $\begin{array}{r} 5,171 \\ 9.3 \% \\ \hline \end{array}$ | 00．7 | $\begin{array}{r} 8,620 \\ 7.6 \% \\ \hline \end{array}$ | A24．6\％ | $\begin{array}{r} 9,650 \\ 8.5 \% \end{array}$ | $\triangle 1500$ |
| Health Care Business <br> \％ | $\begin{array}{r} 1,233 \\ 3.3 \% \\ \hline \end{array}$ | ${ }^{\text {S4，} 2 \times 80}$ | $\begin{array}{r} 2,213 \\ 2.9 \% \\ \hline \end{array}$ | $\triangle{ }^{\text {Siom }}$ | $\begin{array}{r} 1,236 \\ 3.1 \% \\ \hline \end{array}$ | 0．3\％ | $\begin{array}{r} 2,010 \\ 2.5 \% \\ \hline \end{array}$ | 4．10\％ | $\begin{array}{r} 1,460 \\ 3.4 \% \\ \hline \end{array}$ | 18．1\％ | $\begin{array}{r} 1,065 \\ 2.7 \% \\ \hline \end{array}$ | ${ }^{13.880}$ | $\begin{array}{r} 2,290 \\ 2.7 \% \\ \hline \end{array}$ | 13．9\％ | $\begin{array}{r} 2,100 \\ 2.6 \% \\ \hline \end{array}$ | 4．5\％ |
| Education Business <br> \％ | $\begin{aligned} & 493 \\ & 5.9 \% \end{aligned}$ | \％900 | $\begin{array}{r} 83 \\ 0.5 \% \\ \hline \end{array}$ | 97394 | $\begin{array}{r} \mathbf{\Delta} 820 \\ \mathbf{\Delta} 11.9 \% \end{array}$ | － | $\mathbf{A} 2,419$ $\mathbf{\Delta} 17.8 \%$ | － | $\begin{array}{r} \boldsymbol{\Delta} 160 \\ \mathbf{\Delta} 2.3 \% \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 640 \\ \mathbf{\Delta} 9.5 \% \end{array}$ | － | $\begin{array}{r} 1,140 \\ 7.9 \% \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 700 \\ \mathbf{\Delta} 5.1 \% \end{array}$ | － |
| Others <br> \％ | $\begin{array}{r} \mathbf{\Delta} 110 \\ \mathbf{\Delta} 0.7 \% \end{array}$ |  | $\begin{array}{r} \mathbf{\Delta} 355 \\ \mathbf{\Delta} 1.0 \% \\ \hline \end{array}$ |  | $\begin{array}{r} 57 \\ 0.7 \% \end{array}$ | － | $\begin{array}{r} 41 \\ 0.3 \% \end{array}$ |  | $\begin{array}{r} \mathbf{\Delta} 20 \\ \mathbf{~} 1.0 \% \\ \hline \end{array}$ |  |  | A19．38 |  | 126．8\％ |  | ${ }^{123.909}$ |
| Eliminations | －2，816 | － | －5，532 | － | －3，010 | － | －6，081 | － | －3，580 | － | －4，313 | － | －6，480 | － | －9，170 | － |
| Operating Income $\%$ | $\begin{array}{r} 2,057 \\ 2.1 \% \\ \hline \end{array}$ | Acomb | $\begin{array}{r} 5,284 \\ 2.6 \% \\ \hline \end{array}$ | ${ }_{\text {atiof }}$ | $\begin{array}{r} 2,670 \\ \quad 2.6 \% \\ \hline \end{array}$ | 29．9\％ | $\begin{array}{r} 4,990 \\ 2.4 \% \\ \hline \end{array}$ | A5．6\％ | $\begin{array}{r} 1,900 \\ 1.8 \% \\ \hline \end{array}$ | A28．8\％ | $\begin{array}{r} 1,328 \\ 1.3 \% \\ \hline \end{array}$ | ${ }^{\text {50，}}$ | $\begin{array}{r} 5,600 \\ 2.6 \% \\ \hline \end{array}$ | 122\％ | $\begin{array}{r} 1,980 \\ 1.0 \% \\ \hline \end{array}$ | A0\％ 3 |

## Segmental Results（Non－Consolidated）

| （Millions of Yen） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar． 2005 |  |  |  | FY Mar． 2006 |  |  |  | FY Mar． 2007 |  |  |  |  |  |  |  |
|  | Half－year |  | Full－year |  | Half－year |  | Full－year |  | Half－year （Forecastt） |  | Half－year （Result） |  | Half－year （Forecastt） （Previous） |  | Full－year （Forecast） （Revised） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business <br> Health Care Business <br> Education Business | 51，867 | 8．7\％ | 104，314 | 7．9\％ | 53，362 | 2．9\％ | 107，694 | 3．2\％ | 55，950 | 4．8\％ | 55，144 | 3．3\％ | 113，500 | 5．4\％ | 113，000 | 4．9\％ |
|  | 34，896 | 7．4\％ | 70，875 | 6．6\％ | 37，675 | 8．0\％ | 76，341 | 7．7\％ | 39，850 | 5．8\％ | 38，077 | 1．1\％ | 80，000 | 4．8\％ | 76，400 | 0．1\％ |
|  | 8，424 | 4．9\％ | 15，448 | A11．4\％ | 6，902 | ${ }^{18.1 \%}$ | 13，599 | $\Delta_{12.0}$ | 6，900 | － $0.0 \%$ | 6，750 | 42．2\％ | 14，500 | 6．6\％ | 13，600 | 0．0\％ |
|  | 95，189 | 6．3\％ | 190，638 | 5．6\％ | 97，940 | 2．9\％ | 197，635 | 3．7\％ | 102，700 | 4．9\％ | 99，972 | 2．1\％ | 208，000 | 5．2\％ | 203，000 | 2．7\％ |
| Medical Support Bus <br> $\%$ <br> Health Care Busines <br> $\%$ <br> Education Business <br> $\%$ <br> Cost of Sales <br> \％ | $\begin{array}{r} \hline 44,378 \\ 85.6 \% \\ \hline \end{array}$ | 10．0\％ | $\begin{array}{r} \hline 87,971 \\ 84.3 \% \\ \hline \end{array}$ | 10．5\％ | $\begin{array}{r} \hline 44,412 \\ 83.2 \% \\ \hline \end{array}$ | 0．1\％ | $\begin{array}{r} \hline 88,754 \\ 82.4 \% \\ \hline \end{array}$ | 0．9\％ | $\begin{array}{\|} \hline 46,600 \\ \hline 83.3 \% \end{array}$ | 4．9\％ | $\begin{array}{r} 45,735 \\ 82.9 \% \\ \hline \end{array}$ | 3．0\％ | $\begin{array}{r} \hline 94,200 \\ 83.0 \% \end{array}$ | 6．1\％ | $\begin{array}{r} 94,500 \\ 83.6 \% \end{array}$ | 6．5\％ |
|  | $\begin{array}{r} 28,316 \\ 81.1 \% \\ \hline \end{array}$ | 11．2\％ | $\begin{array}{r} \hline 58,080 \\ 81.9 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 31,542 \\ 82.8 \% \\ \hline \end{array}$ | 1．8\％ | $\begin{array}{r} 65,880 \\ 82.4 \% \\ \hline \end{array}$ | 4．3\％ | $\begin{array}{r} 63,800 \\ 83.5 \% \\ \hline \end{array}$ | 1．0\％ |
|  | $\begin{array}{r} 3,651 \\ 43.3 \% \\ \hline \end{array}$ | 7．4\％ | $\begin{array}{r} 7,115 \\ 46.1 \% \\ \hline \end{array}$ | 5．9\％ | $\begin{array}{r} 3,376 \\ 48.9 \% \\ \hline \end{array}$ | 47．5\％ | $\begin{array}{r} 6,598 \\ 48.5 \% \\ \hline \end{array}$ | 47．3\％ | $\begin{array}{r} 2,850 \\ 41.3 \% \\ \hline \end{array}$ | ${ }^{15.6 \%}$ | $\begin{array}{r} 3,220 \\ \hline 47.7 \% \\ \hline \end{array}$ | 44．6\％ | $\begin{array}{r} 5,100 \\ 35.2 \% \\ \hline \end{array}$ | －22．7\％ | $\begin{array}{r} 6,100 \\ \hline 44.9 \% \\ \hline \end{array}$ | 47．5\％ |
|  | $\begin{array}{r} 76,346 \\ 80.2 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 80,498 \\ 80.5 \% \\ \hline \end{array}$ | 2．2\％ | $\begin{array}{r} 165,180 \\ 79.4 \% \\ \hline \end{array}$ | 4．2\％ | $\begin{array}{r} 164,400 \\ 81.0 \% \\ \hline \end{array}$ | 3．7\％ |
|  Medical S <br> $\%$ <br>  Health Ca <br> $\%$ <br> Education <br> $\%$  <br> Gross Profit  <br> $\%$  | $\begin{array}{r} \hline 7,488 \\ 14.4 \% \\ \hline \end{array}$ | 1．9\％ | $\begin{array}{r} \hline 16,343 \\ 15.7 \% \\ \hline \end{array}$ | 4．1\％ | $\begin{array}{r} \hline 8,949 \\ 16.8 \% \\ \hline \end{array}$ | 19．5\％ | $\begin{array}{r} \hline 18,940 \\ 17.6 \% \\ \hline \end{array}$ | 15．9\％ | $\begin{array}{r} \hline 9,350 \\ 16.7 \% \\ \hline \end{array}$ | 4．5\％ | $\begin{array}{r} 9,408 \\ 17.1 \% \\ \hline \end{array}$ | 5．1\％ | $\begin{array}{r} \hline 19,300 \\ 17.0 \% \\ \hline \end{array}$ | 1．9\％ | $\begin{array}{r} 18,500 \\ 16.4 \% \\ \hline \end{array}$ | －${ }^{2.3 \%}$ |
|  | $\begin{array}{r} 6,580 \\ 18.9 \% \\ \hline \end{array}$ | 46．3\％ | $\begin{array}{r} 12,794 \\ 18.1 \% \\ \hline \end{array}$ | － $6.0 \%$ | $\begin{array}{r} 6,697 \\ 17.8 \% \end{array}$ | 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\％ | $\begin{array}{r} 6,534 \\ 17.2 \% \\ \hline \end{array}$ | －2．4\％ | $\begin{array}{r} 14,120 \\ 17.7 \% \\ \hline \end{array}$ | 7．3\％ | $\begin{array}{r} 12,600 \\ 16.5 \% \\ \hline \end{array}$ | 4． $4.2 \%$ |
|  | $\begin{array}{r} 4,772 \\ 56.7 \% \\ \hline \end{array}$ | A 19.60 | $\begin{array}{r} 8,333 \\ 53.9 \% \\ \hline \end{array}$ | － $22.3 \%$ | $\begin{array}{r} 3,526 \\ 51.1 \% \\ \hline \end{array}$ | $\Delta^{26.1 \%}$ | $\begin{array}{r} 7,001 \\ 51.5 \% \\ \hline \end{array}$ | ${ }^{1}$ | $\begin{array}{r} 4,050 \\ 58.7 \% \\ \hline \end{array}$ | 14．9\％ | $\begin{array}{r} 3,530 \\ 52.3 \% \\ \hline \end{array}$ | 0．1\％ | $\begin{array}{r} 9,400 \\ 64.8 \% \\ \hline \end{array}$ | 34．3\％ | $\begin{array}{r} 7,500 \\ \hline 55.1 \% \\ \hline \end{array}$ | 7．1\％ |
|  | $\begin{array}{r} 18,842 \\ 19.8 \% \\ \hline \end{array}$ | －7．2\％ | $\begin{array}{r} 37,471 \\ 19.7 \% \\ \hline \end{array}$ | 49．4\％ | $\begin{array}{r} 19,173 \\ 19.6 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 19,474 \\ 19.5 \% \\ \hline \end{array}$ | 1．6\％ | $\begin{array}{r} 42,820 \\ 20.6 \% \\ \hline \end{array}$ | 9．5\％ | $\begin{array}{r} 38,600 \\ 19.0 \% \\ \hline \end{array}$ | A1．3\％ |
|  Medical Support Business <br> $\%$ <br>  Health Care Business <br>   <br>  Education Business <br> Ong <br> Selling，General and Administrative <br> Expenses <br> \％  | $\begin{array}{r} 4,462 \\ \quad 8.6 \% \\ \hline \end{array}$ | 15．3\％ | $\begin{array}{r} 9,954 \\ 9.5 \% \end{array}$ | 15 | $\begin{array}{r} 5,425 \\ 10.2 \% \\ \hline \end{array}$ | 21．6\％ | $\begin{array}{r} \hline 10,896 \\ 10.1 \% \\ \hline \end{array}$ | 9．5\％ | $\begin{array}{r} 7,050 \\ \hline 12.6 \% \\ \hline \end{array}$ | 30．0\％ | $\begin{array}{r} \hline 6,683 \\ 12.1 \% \\ \hline \end{array}$ | 23．2\％ | $\begin{array}{\|r\|} \hline 14,300 \\ 12.6 \% \end{array}$ | 31．2\％ | $\begin{array}{r} 13,900 \\ 12.3 \% \end{array}$ | 27．6\％ |
|  | $\begin{array}{r} 6,238 \\ 17.9 \% \\ \hline \end{array}$ | 25．4\％ | $\begin{array}{r} \hline 12,627 \\ 17.8 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 7,020 \\ \hline 18.4 \% \\ \hline \end{array}$ | 6．8\％ | $\begin{array}{r} 14,420 \\ 18.0 \% \\ \hline \end{array}$ | 7．6\％ | $\begin{array}{r} 13,900 \\ 18.2 \% \\ \hline \end{array}$ | 3．7\％ |
|  | $\begin{array}{r} 5,094 \\ 60.5 \% \end{array}$ | 3．6\％ | $\begin{array}{r} 8,700 \\ 56.3 \% \end{array}$ | 46．3\％ | $\begin{array}{r} 4,561 \\ 66.1 \% \end{array}$ | －10．5\％ | $\begin{array}{r} 9,843 \\ 72.4 \% \end{array}$ | 13．1\％ | $\begin{array}{r} 4,450 \\ 64.5 \% \end{array}$ | － $2.4 \%$ | $\begin{array}{r} 4,463 \\ 66.1 \% \end{array}$ | －2．1\％ | $\begin{array}{r} 8,700 \\ 60.0 \% \end{array}$ | ${ }^{11.6 \%}$ | $\begin{array}{r} 8,800 \\ 64.7 \% \end{array}$ | －10．6\％ |
|  | $\begin{array}{r} 15,796 \\ 16.6 \% \\ \hline \end{array}$ | 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\％ | $\begin{array}{r} 18,167 \\ 18.2 \% \\ \hline \end{array}$ | 9．7\％ | $\begin{array}{r} 37,420 \\ 18.0 \% \\ \hline \end{array}$ | 9．6\％ | $\begin{array}{r} 36,600 \\ 18.0 \% \\ \hline \end{array}$ | 7．2\％ |
| $\|$Medical Support Business <br>  <br> Health Care Business <br> $\%$Education Business <br> $\%$Operating Income$\%$ | $\begin{array}{r} \hline 3,026 \\ 5.8 \% \\ \hline \end{array}$ | $\triangle^{13.0 \%}$ | $\begin{array}{r} 6,388 \\ 6.1 \% \\ \hline \end{array}$ | A $24.0 \%$ | $\begin{array}{r} 3,524 \\ 6.6 \% \\ \hline \end{array}$ | 16．5\％ | $\begin{array}{r} 8,043 \\ 7.5 \% \\ \hline \end{array}$ | 25．9\％ | $\begin{array}{r} \hline 2,300 \\ 4.1 \% \\ \hline \end{array}$ | － $34.7 \%$ | $\begin{array}{r} 2,725 \\ 4.9 \% \\ \hline \end{array}$ | －22．78 | $\begin{array}{r} \hline 5,000 \\ 4.4 \% \\ \hline \end{array}$ | ${ }^{\text {437．8\％}}$ | $\begin{array}{r} 4,600 \\ 4.1 \% \\ \hline \end{array}$ | ${ }^{42} 2^{88}$ |
|  | $\begin{aligned} & 342 \\ & 1.0 \% \end{aligned}$ | $\triangle$ ®83．3\％ | $\begin{gathered} 167 \\ 0.2 \% \\ \hline \end{gathered}$ | A $95.4 \%$ | $\begin{gathered} 123 \\ 0.3 \% \\ \hline \end{gathered}$ | －64．0\％ | $\begin{array}{r} \Delta 244 \\ \mathbf{0 . 3 \%} \end{array}$ | － | $\begin{array}{r} \mathrm{O} \\ 0.0 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \Delta 485 \\ \mathbf{1 . 3 \%} \end{array}$ | － | $\begin{array}{r} \hline \mathbf{\Delta} 300 \\ \mathbf{~} 0.4 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta 1 , 3 0 0} \\ \mathbf{1} 1.7 \% \\ \hline \end{array}$ | － |
|  | $\begin{array}{r} \triangle 322 \\ \mathbf{3} .8 \% \end{array}$ | ${ }^{131.5 \%}$ | $\begin{array}{r} 367 \\ \mathbf{4} 2.4 \% \\ \hline \end{array}$ | 4125．48． | $\begin{array}{r} \mathbf{1}, 035 \\ \mathbf{1} 15.0 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 2,842 \\ \mathbf{2 0 . 9 \%} \\ \hline \end{array}$ | － | $\begin{array}{r} \triangle 400 \\ \triangle 5.8 \% \end{array}$ | － | $\begin{array}{r} \triangle 932 \\ \mathbf{1 3 . 8 \%} \end{array}$ | － | $\begin{gathered} 700 \\ 4.8 \% \\ \hline \end{gathered}$ | － | $\begin{array}{r} \mathbf{\triangle 1 , 3 0 0} \\ \mathbf{~} 9.6 \% \\ \hline \end{array}$ | － |
|  | $\begin{array}{r} 3,045 \\ 3.2 \% \\ \hline \end{array}$ | －53．5\％ | $\begin{array}{r} 6,188 \\ 3.2 \% \\ \hline \end{array}$ | A54．2\％ | $\begin{array}{r} 2,612 \\ 2.7 \% \\ \hline \end{array}$ | ${ }^{14.2 \%}$ | $\begin{array}{r} 4,956 \\ 2.5 \% \\ \hline \end{array}$ | A19．9\％ | $\begin{array}{r} 1,900 \\ 1.9 \% \\ \hline \end{array}$ | A $27.3 \%$ | $\begin{array}{r} 1,307 \\ 1.3 \% \\ \hline \end{array}$ | －50．0\％ | $\begin{array}{r} 5,400 \\ 2.6 \% \\ \hline \end{array}$ | 9．0\％ | $\begin{array}{r} 2,000 \\ 1.0 \% \\ \hline \end{array}$ | 459．6\％ |

## Sales－Breakdown

（Millions of Yen）

|  | FY Mar． 2005 |  | FYMar． 2006 |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half－year | Full－year | Half－year | Full－year | Half－year （Forecast） | Half－year （Result） | $\begin{aligned} & \text { Full-year } \\ & \begin{array}{l} \text { (Forecast) } \\ \text { (Previous) } \end{array} \end{aligned}$ | Full－year （Forecast） （Revised） |
| Hospitals | 43，097 | 86，236 | 44，023 | 88，833 | 46，150 | 45，755 | 93，600 | 93，600 |
| Clinics and Pharmacies | 8，770 | 18，078 | 9，338 | 18，861 | 9，800 | 9，389 | 19，900 | 19，400 |
| TOTAL | 51，867 | 104，314 | 53，362 | 107，694 | 55，950 | 55，144 | 113，500 | 113，000 |

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） | Half－year （Result） | Full－year （Forecast） （Revised） | Full－year （Forecast） （Revised） |
| Hospitals | 2，437 | 2，477 | 2，472 | 2，550 | 2，510 | 2，393 | 2，530 | 2，440 |
| Clinics， Dispensing Pharmacies | 11，002 | 11，178 | 10，995 | 11，233 | 11，160 | 10，840 | 11，300 | 11，060 |
| TOTAL | 13，439 | 13，655 | 13，467 | 13，783 | 13，670 | 13，233 | 13，830 | 13，500 |

## Health Care Business（Non－consolidated）

－Sales breakdown and the number of services used－

## Sales－Breakdown

（Millions of Yen）

|  | FY Mar． 2005 |  | FY Mar． 2006 |  | FY Mar． 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Halfyear | Full－year | Halfyear | Full－year | Half－year （Forecast） | Half－year （Result） | Full－year （Forecast） （Previous） | Full－year （Forecast） （Revised） |
| Home－visit nursing care serrice | 20，356 | 40，724 | 20，963 | 41，807 | 21，200 | 20，712 | 41，850 | 41，000 |
| Day care serice | 6，592 | 13，026 | 6，904 | 13，801 | 7，450 | 6，998 | 15，400 | 14，150 |
| Rental／selling of welfare equipment， housing improvement service | 5，339 | 11，096 | 5，897 | 12，123 | 6，000 | 5，689 | 11，450 | 11，300 |
| Other services | 2，608 | 6，027 | 3，909 | 8，609 | 5，200 | 4，677 | 11，300 | 9，950 |
| Net Sales | 34，896 | 70，875 | 37，675 | 76，341 | 39，850 | 38，077 | 80，000 | 76，400 |

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

## 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． <br> （Forecast） | 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 | 48,602 | 48,900 | 40,149 | 37,300 | 32,450 |
| Home－visit nursing care service | 59,430 | 60,699 | 63,045 | 63,387 | 64,500 | 62,250 | 65,000 | 62,250 |
| Day care service | 15,346 | 15,159 | 15,889 | 16,200 | 17,500 | 17,018 | 17,800 | 17,600 |
| Rental of welfare equipment | 28,315 | 29,614 | 31,660 | 32,250 | 28,550 | 28,820 | 23,300 | 25,750 |
| TOTAL（Number of service users） | 103,091 | 105,472 | 110,594 | 111,837 | 110,550 | 108,088 | 106,100 | 105,600 |

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

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

## Sales－Breakdown

（Millions of Yen）

＊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 of 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 forecast．

