# Financial Results for the third quarter Ended Dec. 31, 2006 

## D A T A B O OK

Feb. 16, 2007
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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.

## Income Statement（Consolidated）

（Millions of Yen）

|  | FY Mar． 2006 |  |  |  |  |  |  |  | FY Mar． 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half－year |  | 3Q |  | Full－year |  | 1Q |  | Half－year |  | 3Q |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 51，390 | 3．2\％ | 103，333 | 3．4\％ | 154，967 | 2．9\％ | 206，222 | 2．3\％ | 51，096 | － $0.6 \%$ | 102，211 | －1．1\％ | 153,165 | － $1.2 \%$ | 207，800 | 0．8\％ |
| Operating Income | 1，353 | 1．8\％ | 2，670 | 29．8\％ | 4，058 | 5．5\％ | 4，990 | － $5.6 \%$ | 260 | 480．8\％ | 1，328 | － $50.2 \%$ | 2，091 | 488．5\％ | 1，980 | 460．3\％ |
| \％ | 2．6\％ |  | 2．6\％ |  | 2．6\％ |  | 2．4\％ |  | 0．5\％ |  | 1．3\％ |  | 1．4\％ |  | 1．0\％ |  |
| Ordinary Income | 1，418 | 0．3\％ | 2，791 | 28．9\％ | 4，235 | 5．8\％ | 5，185 | － $5.3 \%$ | 308 | 478．3\％ | 1，371 | －50．9\％ | 2，159 | $\triangle 49.08$ | 2，100 | － $59.5{ }^{5}$ |
| \％ | 2．8\％ |  | 2．7\％ |  | 2．7\％ |  | 2．5\％ |  | 0．6\％ |  | 1．3\％ |  | 1．4\％ |  | 1．0\％ |  |
| Net Income | 703 | 30．9\％ | 1，458 | 320．0\％ | 8 | 499．2\％ | 1，974 | －2．7\％ | 49 | 493．0\％ | 484 | A66．8\％ | 901 | 11，162．5\％ | 640 | 467．6\％ |
| \％ | 1．4\％ |  | 1．4\％ |  | 0．0\％ |  | 1．0\％ |  | 0．1\％ |  | 0．5\％ |  | 0．6\％ |  | 0．3\％ |  |

## Income Statement（Non－Consolidated）

|  | FY Mar． 2006 |  |  |  |  |  |  |  | FY Mar． 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half－year |  | 3Q |  | Full－year |  | 1Q |  | Half－year |  | 3Q |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | se |
| Net Sales | 48，756 | 2．4\％ | 97，940 | 2．9\％ | 147，890 | 3．4\％ | 197，635 | 3．7\％ | 49，955 | 2．5\％ | 99，972 | 2．1\％ | 149，766 | 1．3\％ | 203，000 | 2．7\％ |
| Operating Income | 1，385 | 12．6\％ | 2，612 | ${ }^{14.25 \%}$ | 3，889 | A24．68 | 4，956 | $\Delta_{19,94}$ | 273 | A0．3s | 1，307 | A50．0\％ | 1，928 | $\triangle 50.45$ | 2，000 | $\Delta^{59.64}$ |
| \％ | 2．8\％ |  | 2．7\％ |  | 2．6\％ |  | 2．5\％ |  | 0．5\％ |  | 1．3\％ |  | 1．3\％ |  | 1．0\％ |  |
| Ordinary Income | 1，477 | 10．3\％ | 2，754 | $\Delta^{13,285}$ | 4，082 | ${ }^{233.45}$ | 5，257 | A18，44： | 358 | A5， 5 \％ | 1，391 | 449．58 | 2，038 | $\triangle 50.18$ | 2，200 | ${ }^{458.24}$ |
| \％ | 3．0\％ |  | 2．8\％ |  | 2．8\％ |  | 2．7\％ |  | 0．7\％ |  | 1．4\％ |  | 1．4\％ |  | 1．1\％ |  |
| Net Income | 822 | 34．4\％ | 456 | ${ }^{77.358}$ | －873 | ${ }^{131688}$ | －978 | － | 144 | －${ }^{8255}$ | 500 | 9．6\％ | 876 | － | 800 | － |
| \％ | 1．7\％ |  | 0．5\％ |  | 40．6\％ |  | －0．5\％ |  | 0．3\％ |  | 0．5\％ |  | 0．6\％ |  | 0．4\％ |  |

## Segmental Results（Consolidated）

|  | FY Mar． 2006 |  |  |  |  |  |  |  | FY Mar． 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half－year |  | 3Q |  | Full－year |  | 1Q |  | Half－year |  | 3Q |  | Full－year （Forecast） |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business | 26，680 | 2．8\％ | 53，561 | 2．9\％ | 80，766 | 3．3\％ | 108，091 | 3．3\％ | 27，623 | 3．5\％ | 55，325 | 3．3\％ | 83，267 | 3．1\％ | 113，500 | 5．0\％ |
| Health Care Business | 19，823 | 6．7\％ | 40，062 | 6．8\％ | 60，795 | 6．7\％ | 80，902 | 6．6\％ | 19，778 | 40．2\％ | 39，695 | 40．9\％ | 59，478 | $\triangle$－2．2\％ | 79，800 | $\square^{1.4 \%}$ |
| Education Business | 3，606 | 420．75 | 6，902 | $\wedge^{18}$ | 10，177 | A15．10 | 13，599 | $\Delta^{12}$ | 3，471 | $\pm$ ¢ 3.70 | 6，750 | $\triangle{ }^{2.2 \%}$ | 9，742 | 4．3\％ | 13，600 | 0．0\％ |
| Others | 4，572 | 93．2\％ | 8，720 | $\wedge^{46}$ | 10，588 | －57．88 | 12，072 | －6578 | 1，029 | A77．58 | 1，696 | 480．5\％ | 2，317 | 488．18 | 3，400 | ${ }^{\text {A1，}}$ 88 |
| Eliminations | －3，293 | － | －5，913 | － | －7，360 | － | －8，443 | － | － 806 | － | － 1,257 | － | －1，641 | － | － 2,500 | － |
| Net Sales | 51，390 | 3．2\％ | 103，333 | 3．4\％ | 154，967 | 2．9\％ | 206，222 | 2．3\％ | 51，096 | 40．6\％ | 102，211 | A ${ }^{1.1 \%}$ | 153，165 | $\triangle$ 4．2\％ | 207，800 | 0．8\％ |
| Medical Support Business <br> \％ | $\begin{array}{r} 2,747 \\ 10.3 \% \\ \hline \end{array}$ | 51．9\％ | $\begin{array}{r} 5,206 \\ 9.7 \% \\ \hline \end{array}$ | 59．9\％ | $\begin{array}{r} 8,351 \\ 10.3 \% \end{array}$ | 37．9\％ | $\begin{array}{r} 11,438 \\ 10.6 \% \end{array}$ | 28．9\％ | $\begin{array}{r} 2,424 \\ 8.8 \% \\ \hline \end{array}$ | ${ }^{\text {A1．} 1.88}$ | $\begin{array}{r} 5,171 \\ 9.3 \% \end{array}$ | － $0.7 \%$ | $\begin{array}{r} 7,827 \\ 9.4 \% \end{array}$ | －${ }^{\text {6．3\％}}$ | $\begin{array}{r} 9,650 \\ 8.5 \% \end{array}$ | $\square^{115.68}$ |
| Health Care Business \％ | $\begin{array}{r} 535 \\ 2.7 \% \end{array}$ | 20．2\％ | $1,236$ | 0．3\％ | $1,762$ | 47．6\％ | $2,010$ | 49，1\％ | 265 1．3\％ | ${ }^{50.554}$ | $\begin{array}{r} 1,065 \\ 2.7 \% \end{array}$ | ${ }^{13.8 \%}$ | $\begin{array}{r} 1,597 \\ 2.7 \% \end{array}$ | － $9.4 \%$ | $\begin{array}{r} 2,100 \\ 2.6 \% \end{array}$ | 4．5\％ |
| Education Business \％ | $\begin{array}{r} \triangle 308 \\ \mathbf{4 8 . 5 \%} \end{array}$ | － | $\begin{gathered} \mathbf{\Delta} 820 \\ \mathbf{\Delta} 11.9 \% \end{gathered}$ | － | $\begin{array}{\|r\|} \hline \boldsymbol{\Delta} 1,642 \\ \mathbf{\Delta} 16.1 \% \\ \hline \end{array}$ | － | $\begin{array}{\|r\|} \hline \mathbf{\triangle} 2,419 \\ \mathbf{\Delta} 17.8 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 315 \\ \mathbf{\Delta} 9.1 \% \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 640 \\ \mathbf{\triangle 9} 9.5 \% \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 1,245 \\ \mathbf{\Delta} 12.8 \% \\ \hline \end{array}$ | － | $\begin{array}{r} \mathbf{\Delta} 700 \\ \mathbf{~} 5.1 \% \\ \hline \end{array}$ | － |
| $\begin{array}{\|l} \hline \text { Others } \\ \% \\ \hline \end{array}$ | $\begin{array}{r} 59 \\ 1.3 \% \end{array}$ | ${ }^{35} .28$ | $\begin{gathered} 57 \\ 0.7 \% \end{gathered}$ | － | $\begin{gathered} 182 \\ 1.7 \% \end{gathered}$ | － | $\begin{gathered} 41 \\ 0.3 \% \end{gathered}$ | － | 39 $3.8 \%$ | ${ }^{13.95}$ | $\begin{gathered} 46 \\ 2.7 \% \end{gathered}$ | $\Delta^{19.3 \%}$ | $\begin{array}{r} 215 \\ 9.3 \% \end{array}$ | 19．0\％ | $\begin{gathered} 100 \\ 2.9 \% \end{gathered}$ | ${ }^{143.9 \%}$ |
| Eliminations | － 1,681 | － | －3，010 | － | －4，596 | － | －6，081 | － | －2，153 | － | －4，313 | － | －6，303 | － | －9，170 | － |
| Operating Income \％ | $\begin{array}{r} 1,353 \\ 2.6 \% \end{array}$ | 1．8\％ | $\begin{array}{r} 2,670 \\ 2.6 \% \end{array}$ | 29．8\％ | $\begin{array}{r} 4,058 \\ 2.6 \% \end{array}$ | 5．5\％ | $\begin{array}{r} 4,990 \\ 2.4 \% \end{array}$ | 45.68 | $\begin{array}{r} 260 \\ 0.5 \% \end{array}$ | ${ }^{80088}$ | $\begin{array}{r} 1,328 \\ 1.3 \% \\ \hline \end{array}$ | 450．3\％ | $\begin{array}{r} 2,091 \\ 1.4 \% \end{array}$ | $\triangle$ 48．5\％ | $\begin{array}{r} 1,980 \\ 1.0 \% \end{array}$ | ${ }^{\text {A00，3 }}$ |

