QUARTERLY BUSINESS REPORT for the $\mathbf{1}^{\text {st }}$ quarter of the year ending March 2008

## (Consolidated)

August 10, 2007
Listed company name: Nichii Gakkan Company
Code number: 9792
Listed on: Tokyo Stock Exchange 1st Section
(URL: http://www.nichiigakkan.co.jp/)
Representative Title: President and Representative Director Name: Takashi Mori
Contact
Title: Director, Vice President of Accounting Division and General Manager of
Accounting Department
Name: Koichi Terada Tel: 03-3291-2121
*All amounts are rounded off to the nearest million yen.

1. Consolidated Results for the 1st Quarter of the year ending March 2008 (April 1, 2007-June 30, 2007)
(1) Business results

Percentage figures represent changes from previous year.

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Quarterly <br> Net Income |  |
| :---: | :---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |  |
| 1st Quarter FY2008 | 48,624 | $(4.8)$ | 229 | $(11.8)$ | 262 | $(14.9)$ | 2 |  |
| 1st Quarter FY2007 | 51,096 | $(0.6)$ | 260 | $(80.8)$ | 308 | $(78.3)$ | 49 |  |
| (Reference) FY2007 | 202,549 |  | 2,635 | 2,709 | 774 |  |  |  |


|  | Net Income <br> per Share | Quarterly Net Income <br> Per Share after <br> Adjusting for Latent |
| :---: | :---: | :---: |
| 1st Quarter FY2008 | 0.06 | - |
| 1st Quarter FY2007 | 1.41 | - |
| (Reference) FY2007 | 22.00 | - |

(2) Consolidated financial position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets <br> per Share |
| :---: | :---: | :---: | :---: | :---: |
| 1st Quarter FY2008 | 89,238 | Millions of yen | 51,479 | 57.5 |
| 1st Quarter FY2007 | 90,165 | 51,526 | 57.0 | $1,457.22$ |
| (Reference) FY2007 | 92,115 | 52,247 | 56.6 | $1,458.95$ |

## 2. Dividends

|  | Dividends per share |
| :---: | :---: |
| Record date | 1st Quarter ended June 30 |
| 1st Quarter FY2007 | - |
| 1st Quarter FY2008 | - |

3. Forecast of the Consolidated Financial Results for the year ending March 2008
(April 1, 2007-March 31, 2008)

There is no change in our outlook for performance in the half year ending September 30, 2007, and the full year ending March 31, 2008, as presented in the "Financial Results for the Year Ended March 2007 (Consolidated)" published May 22, 2007.
4. Others
(1) Changes in significant subsidiaries during the period: None
(Changes in specified subsidiaries resulting in changes in the scope of consolidation)
(2) Application of simplified accounting procedures: Yes
(3) Difference in the accounting method from the method applied for the most recent fiscal year: None

* Disclaimer regarding Forward-looking Statements and Other Remarks

The forecast of the Consolidated Financial Results for the year ending March, 2008 has been repared based on data as of the announcement date. Actual results may differ from the forecasted figures due to various factors.

## (Reference) Overview of the Non-Consolidated Business Results

*All amounts are rounded off to the nearest million yen.
Non-Consolidated Results for the 1st Quarter of the year ending March, 2008 (April 1, 2007-June 30, 2007)
(1) Non-Consolidated Operating Results

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| 1st Quarter FY2008 | 47,240 | (5.4) | 211 | (22.6) | 287 | (19.8) | 172 | 19.5 |
| 1st Quarter FY2007 | 49,955 | 2.5 | 273 | (80.2) | 358 | (75.8) | 144 | (82.5) |
| (Reference) FY2007 | 198,099 |  | 2,506 |  | 2,682 |  | 856 |  |


|  | Net Income <br> Per Share |
| :---: | :---: |
| 1st Quarter FY2008 | 4.89 |
| 1st Quarter FY2007 | 4.09 |
| (Reference) FY2007 | 24.30 |

(2) Non-Consolidated Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets Per <br> Share |
| :--- | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen |  | $\%$ |
| 1st Quarter FY2008 | 84,373 | 47,768 | 56.6 | $1,356.23$ |
| 1st Quarter FY2007 | 86,070 | 47,675 | 55.4 | $1,353.51$ |
| (Reference) FY2007 | 86,811 | 48,369 | 55.7 | $1,373.29$ |

## [Qualitative information and financial statements]

## 1. Qualitative information on consolidated operating results

Although there is some uncertainty due to rising prices of oil and raw materials, Japan's economy continued to show a gradual upturn in the $1^{\text {st }}$ quarter under review; improved corporate profits supported more extensive improvements in capital investment and employment, and there were visible signs of recovery in personal consumption.
In the market environment surrounding the medical and long-term care business, the Japanese government carried out fundamental system revisions in April 2006, aiming to realize a sustainable social security system for medical and long-term care, in preparation for the expected acceleration of falling birthrate and aging population. While medical institutions and long-term care operators are eagerly developing new infrastructure and rebuilding business models to match the new public system, one long-term care provider became a target of public attention for having illegally obtained licenses for a specific business establishment, by making false claims. This scandal has caused society to question anew how the long-term care insurance system and long-term care operators should function.
Against such a backdrop, the Nichii Gakkan group started, in the current period, to promote sweeping structural reforms, with a "specialized branch system" and "brand integration" in order to realize more efficient business development and to intensify management capabilities and our field-work management system in this increasingly diverse market environment. At the same time, we have continued our ongoing proactive efforts for higher awareness of the company utilizing TV commercials. We have also committed our efforts to development of mid-and-long term strategic products and services, which are progressing steadily toward actual introduction.

The net sales for the quarter decreased due to the ongoing influence of the long-term care insurance system revisions and the reduction in the number of students in the education business. Associated with the decrease in net sales, profits also decreased.
As a result of these activities, net sales during the 1st quarter of the year ending March 31, 2008 were $¥ 48,624$ million (down $4.8 \%$ year on year), ordinary income was $¥ 262$ million (down $14.9 \%$ year on year), and net income was $¥ 2$ million (down $95.8 \%$ year on year).
Shown below is the segment information on net sales and operating income by business category.

## Medical Support Business

In the Medical Support Business, our aggressive sales efforts in this business segment were centered on increasing medical practice services provided for medical institutions, and promotion of support services for hospitals that are introducing (or have introduced)DPC (Diagnosis Procedure Combination), and of community health care liaison services. We are also reviewing our career-enhancement system to make it even more helpful for the employees, and are providing enhanced training for further improvements in quality. These investments in human resources were made with a view toward building a framework capable of fulfilling user expectations and needs as completely as possible. To improve profits, we are continuing our promotion to improve existing contracts.
As a result, net sales were $¥ 27,475$ million (down $0.5 \%$ year-on-year) and operating income $¥ 2,405$ million (down $0.8 \%$ year-on-year).

## Health Care Business

In the Health Care Business, after the April 2006 revision of the long-term care insurance system, people certified as in need of mild long-term care (previously classified as "support required" and "care required: level 1") became ineligible for long-term care insurance, and were instead shifted to the newly established preventive benefit system. This change caused a drastic drop in the unit price for the care compensation in the previous period. The influence of this drop continues in the current quarter.

As a result, net sales were $¥ 18,115$ million (down $7.9 \%$ year-on-year) and operating income $¥ 238$ million (down 10.1\% year-on-year).

Our active engagement in the sales promotion of "community support business" is steadily increasing the number of commissions received. The Ministry of Health, Labor and Welfare has worked out a measure to soften the terms and conditions of the basic check list. This is just one of the policies the
government is developing for revitalizing the community support business, and outsourcing of the relevant business is expected to accelerate in the future.

In addition, we intend to further increase sales in the business domain beyond the coverage of the long-term care insurance system. Based on this intention, we decided to enter the rental housing business for the aged, and established a new company named "Nichii Living Co., Ltd." on July 3, 2007.

We plan to develop this business based on the metropolitan district, and believe it will generate strong synergistic effects with the existing long-term care business and our client medical institutions.

With respect to our compliance with the Long-term Care Insurance Law, we are working to enhance our management system and training to ensure appropriate operation of our business establishments.

## Education Business

In the Education Business, because education is our principal business for nurturing and producing the human resources who will play a part in the medical and long-term care fields to support our aging society, we have strived to intensify this business by making active use of a media mix strategy through newspapers, magazines and web sites linked with TV commercials. However, the number of students continues to decline. The main factors in this decline include the fact that the overall qualification course business is sluggish due to improved employment situations, and that the government has not yet clarified the timing for integrating the home helper training course and the basic training for long-term care workers.

As for profit, we could work more on consolidation of classrooms because we shifted to a "specialized branch system" to enable more efficient class operation. However, the effect on profit remains limited because of the ongoing fall in net sales. As a result, net sales were $¥ 2,856$ million (down $17.5 \%$ year-on-year) and operating loss $¥ 351$ million ( $¥ 315$ million in the same quarter last fiscal year).Our future plans include intensification of PR activities aimed at potential students, exploitation of new markets, and pursuit of more efficient class operation.

## Other Businesses

In Other Businesses, we are engaging in such businesses as welfare equipment leasing, storage and delivery service, and production and sale of flowers, ornamental plants, seeds, and saplings. We are advancing our business growth strategy, primarily concentrating on strengthening existing business and approaches to new business and services, and restructuring of group companies.

As a result, net sales were $¥ 177$ million (down $49.0 \%$ year-on-year), operating income $¥ 43$ million (up $10.6 \%$ year-on-year).

## 2. Qualitative information on consolidated financial position

Total assets were $¥ 89,238$ million, having decreased $¥ 2,876$ million compared with the figure at the end of the previous fiscal year, mainly due to trade notes and account receivable increased $¥ 215$ million, cash and deposit decreased $¥ 2,206$ million, buildings and structures decreased $¥ 391$ million.

Liabilities were $¥ 37,759$ million, having decreased $¥ 2,108$ million compared with the figure at the end of the previous fiscal year, mainly due to reserve for bonuses decreased $¥ 1,665$ million yen and bonds decreased $¥ 602$ million yen.

Net assets were $¥ 51,479$ million, having decreased $¥ 768$ million compared with the figure at the end of the previous fiscal year.

## 3. Others

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in the scope of consolidation) Not applicable.
(2) Application of simplified accounting procedures

The physical inventory check is omitted for some of the inventory assets.
(3) Difference in the accounting method from the method applied for the most recent fiscal year Not applicable.

Quarterly Consolidated Financial Statements (Summary)

1. Quarterly Consolidated Balance Sheet (Summary)


Thousands of yen)

|  | Corresponding <br> Quarter of <br> Previous Year <br> (1st quarter <br> FY2007) | Current <br> Quarter <br> (1st quarter <br> FY2008) |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |


|  | Corresponding Quarter of Previous Year (1st quarter FY2007) | Current Quarter <br> (1st quarter FY2008) | Chang |  | $\begin{gathered} \text { (Reference) } \\ \text { FY2007 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | RC | Amount |
| I Net sales <br> II Cost of sales Gross profit <br> III Selling, general and administrative expenses Operating income | 51,096,916 $41,372,554$ | $48,624,839$ $39,781,933$ | $(2,472,076)$ $(1,590,620)$ | $\begin{array}{r} \% \\ (4.8) \\ (3.8) \end{array}$ | $\begin{aligned} & 202,549,097 \\ & 163,310,893 \end{aligned}$ |
|  | 9,724,361 | 8,842,905 | $(881,456)$ | (9.1) | 39,238,203 |
|  | 9,463,982 | 8,613,255 | $(850,727)$ | (9.0) | 36,602,387 |
|  | 260,379 | 229,650 | $(30,728)$ | (11.8) | 2,635,815 |
| IV Non-operating income1. Interest income2. Dividend income3. Commission on consignment foroffice work4. Income from lease of fixed assets5. OthersTotal non-operating income | 8,229 | 5,210 | $(3,018)$ | (36.7) | 26,342 |
|  | 12,333 | 5,261 | $(7,072)$ | (57.3) | 12,838 |
|  | 21,809 | 21,428 | (380) | (1.7) | 90,904 |
|  | 7,873 | 8,141 | 268 | 3.4 | 30,985 |
|  | 18,028 | 23,162 | 5,134 | 28.5 | 137,690 |
|  | 68,274 | 63,205 | $(5,069)$ | (7.4) | 298,762 |
| V Non-operating expenses1. Interest expenses2. Bond interest3. Compensation for damages4. Bond issue cost5. Loss on disengagement of guaranteemoney deposited6. OthersTotal non-operating expensesOrdinary income |  |  |  |  |  |
|  | 17,404 | 4,046 | $(13,358)$ | (76.8) | 40,451 |
|  | - | 19,875 | 19,875 | - | 57,409 |
|  | 2,057 | 4,036 | 1,979 | 96.2 | 27,262 |
|  | - | - | - | - | 32,940 |
|  | 56 | 698 | 642 | - | 41,063 |
|  | 985 | 1,969 | 984 | 99.9 | 25,500 |
|  | 20,503 | 30,625 | 10,122 | 49.4 | 224,627 |
|  | 308,150 | 262,229 | $(45,921)$ | (14.9) | 2,709,950 |
| VI Extraordinary income <br> 1. Gain on sale of fixed assets <br> 2. Gain on sale of investment in securities <br> 3. Others <br> Total extraordinary income |  |  |  |  |  |
|  | - | 38 | 38 | - | 29,320 |
|  | - | - | - | - | 2,850 |
|  | - | 22,117 | 22,117 | - | 634 |
|  | - | 22,156 | 22,156 | - | 32,804 |
| VII Extraordinary losses |  |  |  |  |  |
| 1. Loss on sale of fixed assets | - | - | - | - | 22,147 |
| 2. Loss on retirement of fixed assets | 8,719 | 8,873 | 154 | 1.8 | 59,472 |
| 3. Loss on revaluation of inventories | - | - | - | - | 274,665 |
| 4. Loss on impairment | - | - | - | - | 52,560 |
| 5. Loss on disengagement of lease | - | - | - | - | 103,395 |
| 6. Expense for change of brands | - | 34,580 | 34,580 | - | - |
| Total extraordinary losses | 8,719 | 43,454 | 34,735 | 398.4 | 512,242 |
| Income before income taxes | 299,431 | 240,931 | $(58,500)$ | (19.5) | 2,230,512 |
| Income, inhabitants and business taxes | 140,452 | 119,395 | $(21,057)$ | (15.0) | 510,409 |
| Adjustments for income and other taxes |  |  |  |  |  |
|  | 100,619 | 111,637 | 11,018 | 11.0 | 912,722 |
| Minority interest | 8,764 | 7,800 | (963) | (11.0) | 32,612 |
| Net income | 49,595 | 2,098 | $(47,497)$ | (95.8) | 774,768 |
|  |  |  |  |  |  |

