Financial Results
for the First quarter Ended J une 30, 2008 D A T A B O O K

August 11, 2008

## Nichiigakkan Company【9792】

www.nichiigakkan.co.jp

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). ..... P6

- 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]
## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2008 |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter |  | 1st. Six months |  | Full-year |  | 1st. Quarter (Resalt) |  | 1st. Six months (Forecast) |  | Full-year (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 48,624 | 4.8\% | 96,701 | 45.4\% | 199,797 | -1.4\% | 52,815 | 8.6\% | 108,400 | 12.1\% | 222,000 | 11.1\% |
| Operating Income | 229 | $\Delta 11.98$ | 880 | - 33.78 | 2,171 | - $17.6 \%$ | -881 | 488778 | 17 | A98.1\% | 3,140 | 44.6\% |
| \% | 0.5\% |  | 0.9\% |  | 1.1\% |  | A1.7\% |  | 0.0\% |  | 1.4\% |  |
| Ordinary Income | 262 | - 14.98 | 966 | - 29.50 | 2,042 | $\triangle 24.6 \%$ | -946 | A661.18 | A138 | $4^{114.35 \%}$ | 2,720 | 33.2\% |
| \% | 0.5\% |  | 1.0\% |  | 1.0\% |  | -1.8\% |  | - $0.1 \%$ |  | 1.2\% |  |
| Net Income | 2 | -95.98 | 13 | A97.38 | -834 | $\Delta 207.8{ }^{\text {a }}$ | $\triangle 946$ | ${ }^{47770009}$ | -960 | 17788485 | 50 | 400.0\% |
| \% | 0.0\% |  | 0.0\% |  | - $0.4 \%$ |  | -1.8\% |  | - $0.9 \%$ |  | 0.0\% |  |

## Income Statement (Non-Consolidated)

|  | FY Mar. 2008 |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter |  | 1st. Six months |  | Full-year |  | 1st. Quarter (Resat) |  | 1st. Six morths FFreceast) |  | Full-year (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Charse | Amount | Change |
| Net Sales | 47,420 | 4.18 | 93,865 | $\triangle^{6.1 \%}$ | 185,557 | 46.38 | 44,153 | 4.9\% | 91,000 | A $3.1 \%$ | 185,500 | 40.0\% |
| Operating Income | 211 | A2273 | 757 | A22, 18 | 2,660 | 6.1\% | -117 | $\wedge^{1555}$ | 1350 | 78.3\% | 4,700 | 76.7\% |
| \% | 0.4\% |  | 0.8\% |  | 1.4\% |  | - $0.3 \%$ |  | 1.5\% |  | 2.5\% |  |
| Ordinary Income | 287 | $\square^{19,98}$ | 888 | A36.28 | 2,983 | 11.2\% | $\triangle 6$ |  | 1,600 | 80.2\% | 5,140 | 72.3\% |
| \% | 0.6\% |  | 0.9\% |  | 1.6\% |  | - $0.0 \%$ |  | 1.8\% |  | 2.8\% |  |
| Net Income | 172 | 19.4\% | 321 | ${ }^{35} 58$ | 954 | 11.4\% | -48 | $\Delta^{12795}$ | 900 | ${ }^{180.4 \%}$ | 2,730 | 186.28 |
| \% | 0.4\% |  | 0.3\% |  | 0.5\% |  | - $0.1 \%$ |  | 1.0\% |  | 1.5\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2008 |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter |  | 1st. Six months |  | Full-year |  | 1st. Quarter (Resalt) |  | 1st. Six months (Foreast) |  | Full-year (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | ange | Amount | Change |
| Medical Support Business | 27,475 | -0.58 | 54,945 | 40.74 | 109,217 | ${ }^{1.68}$ | 25,343 | 4, ${ }^{\text {, }}$ | 51,700 | 45.9\% | 104,400 | 4.4.4 |
| Health Care Business | 18,131 | ${ }^{88.350}$ | 35,993 | A $9.3{ }^{\circ}$ | 79,702 | 1.8\% | 24,610 | 35.7\% | 50,900 | 41.4\% | 105,400 | $32.2 \%$ |
| Education Business | 2,856 | $\square^{177}$ | 5,401 | ${ }^{2008}$ | 10,158 | $\square_{1888}$ | 2,736 | 4.2 .8 | 5,600 | 3.7\% | 11,500 | 13.28 |
| Others | 463 | 55008 | 965 | A43, ${ }^{\text {a }}$ | 1,970 | 12955 | 596 | 28.7\% | 900 | 4.788 | 2,000 | 1.5\% |
| Eliminations | - 301 | - | - 604 | - | 1,251 | ${ }^{16388}$ | -470 | - | - 700 | - | A 1,300 | - |
| Net Sales | 48,624 | 4.888 | 96,701 | $\triangle^{5} .48$ | 199,797 | $\square^{1.44}$ | 52,815 | 8.6\% | 108,400 | 12.1\% | 222,000 | 11.1\% |
| Medical Support Business \% | $\begin{array}{r} \hline 2,405 \\ 8.8 \% \end{array}$ | A0.88 | $\begin{array}{r} \hline 5,116 \\ 9.3 \% \\ \hline \end{array}$ | $\square^{1.188}$ | $\begin{array}{r} \hline 10,700 \\ 9.8 \% \end{array}$ | $\square^{1.1}$ | $\begin{aligned} & 1,791 \\ & 7.1 \% \end{aligned}$ | ${ }^{255}$ | $\begin{array}{r} \hline 4,350 \\ 8.4 \% \\ \hline \end{array}$ | ${ }^{4150 \%}$ | $\begin{array}{r} 9,600 \\ 9.2 \% \end{array}$ | ${ }^{10388}$ |
| Health Care Business \% | 238 $1.3 \%$ | -1028 | $\begin{gathered} 441 \\ 1.2 \% \end{gathered}$ | 15888 | $\begin{array}{r} 190 \\ 0.2 \% \end{array}$ | $\triangle_{8988}$ | $\begin{array}{r} \boldsymbol{\Delta} 690 \\ \mathbf{~} 2.8 \% \\ \hline \end{array}$ | ${ }^{\text {23939 }}$ | $\begin{array}{r} \Delta 500 \\ -1.0 \% \\ \hline \end{array}$ | ${ }^{21334}$ | $\begin{gathered} 700 \\ 0.7 \% \end{gathered}$ | 268.4 |
| Education Business <br> \% | $\begin{array}{r} \Delta 351 \\ \mathbf{\Delta} 12.3 \% \end{array}$ | - | $\begin{gathered} \mathbf{\Delta} 820 \\ \mathbf{\Delta} 15.2 \% \end{gathered}$ | - | $\begin{array}{r} \boldsymbol{\Delta} 1,793 \\ \mathbf{\Delta 1 7 . 7 \%} \end{array}$ | - | $\begin{aligned} & \mathbf{\Delta} 281 \\ & \mathbf{\Delta 1 0 . 3 \%} \end{aligned}$ | - | $\begin{gathered} \mathbf{\Delta} 600 \\ \mathbf{\Delta} 10.7 \% \end{gathered}$ | - | - 900 $\mathbf{4 7 . 8 \%}$ | - |
| Others <br> \% | 43 $9.3 \%$ | 10.3\% | $\begin{gathered} 21 \\ 2.2 \% \end{gathered}$ | ${ }^{5438 \%}$ | $\begin{aligned} & 215 \\ & 10.9 \% \end{aligned}$ | 4154 | 55 $9.2 \%$ | 27.9\% | $\begin{gathered} 80 \\ 8.9 \% \end{gathered}$ | 28.0\% | $\begin{aligned} & 200 \\ & 10.0 \% \end{aligned}$ | 47,08 |
| Eliminations | - 2,107 | - | - 3,878 | - | - 7,139 | - | -1,756 | - | - 3,313 | - | - 6,460 | - |
| Operating Income <br> \% | $\begin{array}{r} 229 \\ 0.5 \% \\ \hline \end{array}$ | $\Delta^{11188}$ | $\begin{array}{r} 880 \\ 0.9 \% \end{array}$ | - | $\begin{array}{r} 2,171 \\ 1.1 \% \end{array}$ |  | $\begin{array}{r} \mathbf{\Delta} 881 \\ \mathbf{\Delta 1 . 7 \%} \\ \hline \end{array}$ | A8473 | $\begin{array}{r} 17 \\ 0.0 \% \end{array}$ | - | $\begin{array}{r} 3,140 \\ 1.4 \% \\ \hline \end{array}$ | , |

## Segmental Results (Non-Consolidated)

|  | FY Mar. 2008 |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter |  | 1 st. Six months |  | Full-year |  | 1st. Quarter (Resalt) |  | 1st. Six months (Forecast) |  | Full-year (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Busines <br> Health Care Business <br> Education Business <br> Net Sales | 27,386 | $\triangle$ 0.5\% | 54,777 | - $0.7 \%$ | 108,879 | -1.6\% | 25,253 | - $7.8 \%$ | 51,500 | - 6.0\% | 104,000 | -4.5\% |
|  | 16,997 | -10.3\% | 33,686 | - 11.5\% | 66,519 | -11.3 | 16,163 | -4.9\% | 33,900 | 0.6\% | 70,000 | 5.2\% |
|  | 2,856 | -17.7\% | 5,401 | - 20.0\% | 10,158 | -18.6 | 2,736 | -4.2\% | 5,600 | 3.7\% | 11,500 | 13.2\% |
|  | 47,240 | - 5.4\% | 93,865 | - 6.1\% | 185,557 | - 6.3\% | 44,153 | -6.5\% | 91,000 | - $3.1 \%$ | 185,500 | - 0.0\% |
|  Medical Support Busi <br> $\%$ <br> Health Care Busines <br> \%  <br> Education Business <br> \%  <br> Cost of Sales <br> $\%$  | $\begin{array}{r} \hline 22,645 \\ 82.7 \% \\ \hline \end{array}$ | - $1.2 \%$ | $\begin{array}{r} 45,142 \\ 82.4 \% \\ \hline \end{array}$ | -1.3\% | $\begin{array}{r} \hline 89,080 \\ 81.8 \% \\ \hline \end{array}$ | - 2.4\% | $\begin{array}{r} \hline 21,165 \\ 83.8 \% \\ \hline \end{array}$ | -6.5\% | $\begin{array}{r} \hline 42,400 \\ \hline 82.3 \% \end{array}$ | -6.1\% | $\begin{array}{r} \hline 85,000 \\ 81.7 \% \end{array}$ | -4.6\% |
|  | $\begin{array}{r} 14,719 \\ 86.6 \% \end{array}$ | - $7.5 \%$ | $\begin{array}{r} 29,409 \\ 87.3 \% \\ \hline \end{array}$ | -6.8\% | $\begin{array}{r} 58,001 \\ 87.2 \% \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 13,719 \\ 84.9 \% \\ \hline \end{array}$ | -6.8\% | $\begin{array}{r} 29,100 \\ 85.8 \% \\ \hline \end{array}$ | - 1.1\% | $\begin{array}{r} 59,650 \\ 85.2 \% \\ \hline \end{array}$ | 2.8\% |
|  | $\begin{array}{r} 1,357 \\ 47.5 \% \\ \hline \end{array}$ | - 16.3\% | $\begin{array}{r} 2,658 \\ 49.2 \% \\ \hline \end{array}$ | - 17.5\% | $\begin{array}{r} 5,120 \\ 50.4 \% \end{array}$ | - 14.10 | $\begin{array}{r} 1,359 \\ 49.7 \% \\ \hline \end{array}$ | 0.1\% | $\begin{array}{r} 2,800 \\ 50.0 \% \\ \hline \end{array}$ | 5.3\% | $\begin{array}{r} 5,350 \\ 46.5 \% \end{array}$ | 4.5\% |
|  | $\begin{array}{r} 38,722 \\ 82.0 \% \\ \hline \end{array}$ | -4.3\% | $\begin{array}{r} 77,210 \\ 82.3 \% \\ \hline \end{array}$ | -4.1\% | $\begin{array}{r} 152,202 \\ 82.0 \% \\ \hline \end{array}$ | - 4.7\% | $\begin{array}{r} 36,244 \\ 82.1 \% \\ \hline \end{array}$ | -6.4\% | $\begin{array}{r} 74,300 \\ 81.6 \% \\ \hline \end{array}$ | - 3.8\% | $\begin{array}{r} 150,000 \\ 80.9 \% \\ \hline \end{array}$ | -1.4\% |
|  Medical Su <br> $\%$ <br>  Health Ca <br> \% <br> Education <br> \% \%  <br> Gross Profit <br> $\%$  | $\begin{array}{r} \hline 4,740 \\ 17.3 \% \\ \hline \end{array}$ | 3.0\% | $\begin{array}{r} \hline 9,635 \\ 17.6 \% \\ \hline \end{array}$ | 2.4\% | $\begin{array}{r} 19,798 \\ 18.2 \% \end{array}$ | 2.3\% | $\begin{array}{r} \hline 4,087 \\ 16.2 \% \\ \hline \end{array}$ | - 13.8\% | $\begin{array}{r} 9,100 \\ 17.7 \% \\ \hline \end{array}$ | - 5.6\% | $\begin{array}{r} 19,000 \\ 18.3 \% \end{array}$ | -4.0\% |
|  | $\begin{array}{r} 2,278 \\ 13.4 \% \\ \hline \end{array}$ | - $25.3 \%$ | $\begin{array}{r} 4,276 \\ 12.7 \% \\ \hline \end{array}$ | - 34.6\% | $\begin{array}{r} 8,518 \\ 12.8 \% \\ \hline \end{array}$ | $\triangle 31$. | $\begin{array}{r} 2,444 \\ 15.1 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 4,800 \\ 14.2 \% \\ \hline \end{array}$ | 12.3\% | $\begin{array}{r} 10,350 \\ 14.8 \% \\ \hline \end{array}$ | 21.5\% |
|  | $\begin{array}{r} 1,499 \\ 52.5 \% \\ \hline \end{array}$ | - 19.0\% | $\begin{array}{r} 2,743 \\ 50.8 \% \\ \hline \end{array}$ | - 22.3\% | $\begin{array}{r} 5,037 \\ 49.6 \% \\ \hline \end{array}$ | - 22.7 | $\begin{array}{r} 1,377 \\ 50.3 \% \\ \hline \end{array}$ | - 8.1\% | $\begin{array}{r} 2,800 \\ 50.0 \% \\ \hline \end{array}$ | 2.1\% | 6,150 | 22.1\% |
|  | $\begin{array}{r} 8,517 \\ 18.0 \% \\ \hline \end{array}$ | - 10.3\% | $\begin{array}{r} 16,654 \\ 17.7 \% \\ \hline \end{array}$ | -14.5\% | $\begin{array}{r} 33,355 \\ 18.0 \% \\ \hline \end{array}$ | - 13.19 | $\begin{array}{r} 7,908 \\ 17.9 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 16,700 \\ 18.4 \% \\ \hline \end{array}$ | 0.3\% | $\begin{array}{r} 35,500 \\ 19.1 \% \\ \hline \end{array}$ | 6.4\% |
|  Medical Support Busi <br> $\%$ <br> Health Care Business <br> $\%$  <br> Education Business <br> \%  <br> Selling, General and <br> Administrative Expenses <br> $\%$  | $\begin{array}{r} \hline 3,580 \\ 13.1 \% \end{array}$ | 6.1\% | 6,837 | 2.3\% | $\begin{array}{r} \hline 13,381 \\ 12.3 \% \end{array}$ | - 0.1 \% | $\begin{array}{r} 3,325 \\ 13.2 \% \end{array}$ | - 7.1\% | $\begin{array}{r} 6,550 \\ 12.7 \% \\ \hline \end{array}$ | -4.2\% | $\begin{array}{r} \hline 13,000 \\ 12.5 \% \end{array}$ | - 2.8\% |
|  | $\begin{array}{r} 2,756 \\ 16.2 \% \end{array}$ | - $22.1 \%$ | $\begin{array}{r} 5,269 \\ 15.6 \% \\ \hline \end{array}$ | 424.9\% | $\begin{array}{r} 10,088 \\ 15.2 \% \end{array}$ | - 26.3 | $\begin{array}{r} 2,933 \\ \quad 18.1 \% \end{array}$ | 6.4\% | $\begin{array}{r} 5,150 \\ \quad 15.2 \% \end{array}$ | - 2.3\% | $\begin{array}{r} 10,350 \\ 14.8 \% \end{array}$ | 2.6\% |
|  | $\begin{array}{r} 1,969 \\ 68.9 \% \\ \hline \end{array}$ | - 14.9\% | $\begin{array}{r} 3,789 \\ 70.2 \% \\ \hline \end{array}$ | - $15.1 \%$ | $7,224$ | $\triangle 17.6$ | $\begin{array}{r} 1,767 \\ 64.6 \% \\ \hline \end{array}$ | - $10.3{ }^{\circ}$ | $\begin{array}{r} 3,650 \\ 65.2 \% \end{array}$ | - $3.7 \%$ | $\begin{array}{r} 7,450 \\ 64.8 \% \\ \hline \end{array}$ | 3.1\% |
|  | $\begin{array}{r} 8,305 \\ 17.6 \% \\ \hline \end{array}$ | - 10.0\% | $\begin{array}{r} 15,897 \\ 16.9 \% \\ \hline \end{array}$ | - 12.5\% | $\begin{array}{r} 30,694 \\ 16.5 \% \\ \hline \end{array}$ | - 14.4\% | $\begin{array}{r} 8,025 \\ 18.2 \% \\ \hline \end{array}$ | - 3.4\% | $\begin{array}{r} 15,350 \\ 16.9 \% \end{array}$ | - 3.4\% | $\begin{array}{r} 30,800 \\ 16.6 \% \\ \hline \end{array}$ | 0.3\% |
| $\|$Medical Support Business <br> $\%$ <br>  <br> Health Care Business <br> $\%$ <br> Education Business <br> \% <br> Operating Income <br> $\%$ | $\begin{array}{r} 1,160 \\ 4.2 \% \\ \hline \end{array}$ | - 5.4\% | $\begin{array}{r} \hline 2,797 \\ 5.1 \% \\ \hline \end{array}$ | 2.6\% | $\begin{array}{r} \hline 6,417 \\ 5.9 \% \\ \hline \end{array}$ | 7.6\% | $\begin{array}{r} 762 \\ 3.0 \% \\ \hline \end{array}$ | - 34.3\% | $\begin{array}{r} \hline 2,550 \\ 5.0 \% \end{array}$ | -8.8\% | $\begin{array}{r} \hline 6,000 \\ 5.8 \% \\ \hline \end{array}$ | -6.5\% |
|  | $\begin{array}{r} \hline 478 \\ \mathbf{n} 2.8 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \triangle 993 \\ \mathbf{n} 2.9 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 1,569 \\ \mathbf{~} 2.4 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \hline 489 \\ \mathbf{3 . 0 \%} \\ \hline \end{array}$ | - | $\Delta 350$ | - | $\begin{gathered} \mathbf{O} \\ 0.0 \% \end{gathered}$ | - |
|  | $\begin{array}{r} \Delta 470 \\ \mathbf{1 6 . 5 \%} \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta 1 , 0 4 6} \\ \mathbf{1} 19.4 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 2,187 \\ \mathbf{~ 2 1 . 5 \% ~} \end{array}$ | - | $\begin{array}{r} \triangle 390 \\ \mathbf{~} 14.3 \% \end{array}$ | - | $\begin{array}{r} \mathbf{8 5 0} \\ \mathbf{1 5 . 2 \%} \end{array}$ | - | $\begin{array}{r} \triangle 1,300 \\ \mathbf{~ 1 1 . 3 \%} \\ \hline \end{array}$ | - |
|  | $\begin{array}{r} 211 \\ 0.4 \% \\ \hline \end{array}$ | - 22.7\% | $\begin{array}{r} 757 \\ 0.8 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,660 \\ 1.4 \% \\ \hline \end{array}$ | 6.1\% | $\begin{array}{r} 118 \\ 0.3 \% \\ \hline \end{array}$ | - $155.9 \%$ | $\begin{array}{r} 1,350 \\ 1.5 \% \end{array}$ | 78.3\% | $\begin{array}{r} 4,700 \\ 2.5 \% \\ \hline \end{array}$ | 76.7\% |

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2008 |  |  | FY Mar. 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter | 1st. Six months | Full-year | 1st. Quater (Resast) | dex monts fromasest | Fullyear (Forecast) |
| Hospitals | 22,982 | 45,970 | 91,351 | 20,522 | 41,900 | 84,650 |
| Clinics and Pharmacies | 4,403 | 8,806 | 17,527 | 4,736 | 9,600 | 19,350 |
| TOTAL | 27,386 | 54,777 | 108,879 | 25,258 | 51,500 | 104,000 |

Number of contracted medical institutions

|  | FY Mar. 2008 |  |  | FY Mar. 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Jun. | End of Sep. | End of Mar. | End of Jun.(Result) | Endof Sep. FFreceast) | End of Mar. (Forecost) |
| Hospitals | 2,261 | 2,227 | 2,204 | 2,008 | 2,030 | 2,030 |
| Clinics and Pharmacies | 10,370 | 10,285 | 10,232 | 9,489 | 9,550 | 9,700 |
| TOTAL | 12,631 | 12,512 | 12,436 | 11,497 | 11,580 | 11,730 |

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2008 |  |  | FY Mar. 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter | 1st. Six months | Full-year | ${ }^{\text {Ist Ouserer Pesaste }}$ | Its Six monts Foreasese | Futrear (F) |
| Home-visit nursing care service | 9,746 | 19,241 | 37,849 | 9,428 | 20,000 | 41,500 |
| Day care senice | 3,781 | 7,630 | 15,301 | 3,966 | 8,100 | 16,200 |
| Rental/selling of welfare equipment, housing improvement service | 1,574 | 3,039 | 6,032 | 1,477 | 3,000 | 6,000 |
| Other services | 1,895 | 3,774 | 7,337 | 1,290 | 2,900 | 6,300 |
| Net Sales | 16,997 | 33,686 | 66,519 | 16,161 | 34,000 | 70,000 |

Number of services used(Number of contracts)

|  | FY Mar. 2008 |  |  | FY Mar. 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Jun. | End of Sep . | End of Mar. | End fotumeseste |  | Emostumata |
| Number of care planning users | 33,844 | 33,012 | 32,916 | 33,484 | 35,700 | 37,700 |
|  |  |  |  |  |  |  |
| Home-visit nursing care service | 61,671 | 61,072 | 61,193 | 62,138 | 67,000 | 70,500 |
| Day care service | 17,722 | 17,585 | 17,600 | 17,965 | 18,500 | 19,000 |
| Rental of weffere equipment | 25,422 | 24,680 | 23,999 | 24,178 | 25,000 | 25,500 |
| TOTAL (Number of service users) | 104,815 | 103,337 | 102,792 | 104,281 | 110,500 | 115,000 |

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

## Sales-Breakdown

|  | FY Mar. 2008 |  |  | FY Mar. 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st. Quarter | 1st. Six months | Full-year | 1 1st. Ouater (Resatt) | Its Sx montsf Forosesed | Fuil-year (Forecast) |
| Medical office work course | 1,348 | 2,598 | 5,022 | 1,418 | 2,850 | 5,800 |
| Home helper training course | 1,276 | 2,338 | 4,292 | 1,102 | 2,350 | 4,800 |
| Babysitter training course and others | 232 | 464 | 844 | 216 | 400 | 900 |
| TOTAL | 2,856 | 5,401 | 10,158 | 2,736 | 5,600 | 11,500 |

* 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 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.

