## Financial Results

for the third quarter Ended Dec. 31, 2008

## DATABOOK

Feb. 10, 2009

Nichiigakkan Company【9792】
www.nichiigakkan.co.jp

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## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2008 |  |  |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q |  | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 48,624 | 4.8.8\% | 96,701 | $\triangle 5.4 \%$ | 147,323 | 4.8.8\% | 199,797 | 4.4\% | 52,815 | 8.6\% | 105,958 | 9.6\% | 159,422 | 8.2\% | 215,000 | 7.6\% |
| Operating Income | 229 | A11.9\% | 880 | 433.7\% | 1,796 | A14.1\% | 2,171 | A $17.6 \%$ | -881 | - | (1,181 | - | - 392 | - | 1,000 | - |
| \% | 0.5\% |  | 0.9\% |  | 1.2\% |  | 1.1\% |  | 41.7\% |  | A1.1\% |  | - $0.2 \%$ |  | 0.5\% |  |
| Ordinary Income | 262 | A14.9\% | 966 | - $29.5 \%$ | 1,931 | $\triangle^{10.0 \%}$ | 2,042 | - $24.6 \%$ | -946 | - | -1,313 | - | - 552 | - | 580 | - |
| \% | 0.5\% |  | 1.0\% |  | 1.3\% |  | 1.0\% |  | A $1.8 \%$ |  | A $1.2 \%$ |  | - $0.3 \%$ |  | 0.3\% |  |
| Net Income | 2 | -95.9\% | 13 | ${ }^{\text {47 }}$. ${ }^{5}$ | 276 | -69.48 | -834 | - | -946 | - | -1,539 | - | -1,319 | - | - 720 | - |
| \% | 0.0\% |  | 0.0\% |  | 0.2\% |  | A0.4\% |  | A $1.8 \%$ |  | A1.5\% |  | - $0.8 \%$ |  | - $0.3 \%$ |  |

## Income Statement (Non-Consolidated)

|  | FY Mar. 2008 |  |  |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q |  | Full-year (Forecast) (Revised) |  |
|  | Amount | Change | Amount |  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Net Sales | 47,420 | 45.1\% | 93,865 | 4.1\% | 140,244 | 4.4\% | 185,557 | 4.3\% | 44,153 | 46.9\% | 88,540 | 45.7\% | 133,151 | 4.1\% | 179,000 | - $3.5 \%$ |
| Operating Income | 211 | 422.78 | 757 | A42. ${ }^{\circ}$ | 1795 | 4.9\% | 2,660 | 6.1\% | ه117 | - | 207 | 472.788 | 1,322 | A26.488 | 2,750 | 3.4\% |
| \% | 0.4\% |  | 0.8\% |  | 1.3\% |  | 1.4\% |  | - $0.3 \%$ |  | 0.2\% |  | 1.0\% |  | 1.5\% |  |
| Ordinary Income | 287 | $\Delta^{19.988}$ | 888 | $\Delta^{36,28}$ | 2,044 | 0.3\% | 2,983 | 11.2\% | - 6 | - | 381 | A57.18 | 1,601 | A21.788 | 3,140 | 5.3\% |
| \% | 0.6\% |  | 0.9\% |  | 1.5\% |  | 1.6\% |  | - 0.0\% |  | 0.4\% |  | 1.2\% |  | 1.8\% |  |
| Net Income | 172 | 19.4\% | 321 | $\triangle 35.88$ | 829 | $\triangle$ 5.4\% | 954 | 11.4\% | -48 | - | 39 | -87.98 | 672 | A18.98 | 1,520 | 59.3\% |
| \% | 0.4\% |  | 0.3\% |  | 0.6\% |  | 0.5\% |  | - $0.1 \%$ |  | 0.0\% |  | 0.5\% |  | 0.8\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2008 |  |  |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q |  | Full-year (Forecast) (Revised) |  |
|  | Amount |  | oun | Change | ount | Change | mount | nge | ount | Chage | mount | Change | Amount | Change | nou | Change |
| Medical Support Business | 27,475 | A0.54 | 54,945 | - $0.7 \%$ | 82,327 | ${ }^{1.1}$ | 109,217 | 41.6\% | 25,343 | 4, 7 . | 50,723 | - 7.7\% | 75,983 | - $7.7 \%$ | 101,700 | $\triangle 6$ |
| Health Care <br> Business | 18,131 | ${ }^{8.3 .35}$ | 35,993 | 4.3\% | 56,615 | 4.8.88 | 79,702 | 1.8\% | 24,610 | 35.7\% | 49,549 | 37.7\% | 74,806 | 32.1\% | 101,400 | 27. |
| Education Business | 2,856 | $4^{1775}$ | 5,401 | A20.0\% | 7,833 | A1988 | 10,158 | A $18.6 \%$ | 2,736 | 44.25 | 5,354 | - 0.9\% | 8,204 | 4.7\% | 11,200 | 10. |
| Others | 463 | 5508 | 965 | 4 $43.1 \%$ | 1,525 | ${ }^{33425}$ | 1,970 | - 29.58 | 596 | 28.7\% | 1,207 | 25.1\% | 1,805 | 18.4\% | 2,400 | 21.8 |
| Eliminations | - 301 | - | - 604 | - | - 979 | - | 1,251 | - | -470 | - | - 877 |  | -1,377 |  | -1,700 |  |
| Net Sales | 48,624 | ${ }^{4.888}$ | 96,701 | $\triangle$ 5.4\% | 147,323 | ${ }^{3,88}$ | 199,797 | - $1.4 \%$ | 52,815 | 8.6\% | 105,958 | 9.6\% | 159,422 | 8.2\% | 215,000 | 7.6\% |
| Modas Suporobusiness <br> $\%$ | $\begin{array}{r} 2,405 \\ 8.8 \% \end{array}$ | ${ }^{\text {A }}$. 8 | $\begin{array}{r} 5,116 \\ 9.3 \% \end{array}$ | - $1.1 \%$ | $\begin{array}{r} \hline 7,741 \\ 9.4 \% \\ \hline \end{array}$ | ${ }^{1.18}$ | $\begin{array}{\|c\|} \hline 10,700 \\ 9.8 \% \end{array}$ | - $1.1 \%$ | $\begin{array}{\|c\|} \hline 1,791 \\ 7.1 \% \end{array}$ | ${ }^{255}$ | $\begin{array}{r} 3,736 \\ 7.4 \% \end{array}$ | -27.0\% | $\begin{array}{r} \hline 6,112 \\ 8.0 \% \\ \hline \end{array}$ | -21.0\% | $\begin{array}{r} 8,600 \\ 8.5 \% \end{array}$ |  |
| Health Care Business <br> \% | $238$ | 1028 | $\begin{array}{r} 441 \\ 1.2 \% \end{array}$ | $\triangle 58.6 \%$ | $\begin{array}{r} 442 \\ 0.8 \% \end{array}$ | ${ }^{2238}$ | $\begin{gathered} 190 \\ 0.2 \% \end{gathered}$ | A89.68 | $\begin{array}{r} \hline \mathbf{\Delta} 690 \\ \mathbf{\Delta} 2.8 \% \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \mathbf{\Delta} 833 \\ \mathbf{1} 1.7 \% \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \mathbf{\Delta} 747 \\ \mathbf{\Delta} 0.9 \% \\ \hline \end{array}$ |  | $\begin{gathered} 400 \\ 0.4 \% \end{gathered}$ | 110 |
| Education Business $\%$ | $\begin{array}{r} \mathbf{\Delta} 351 \\ \mathbf{\Delta} 12.3 \% \\ \hline \end{array}$ | - | $\begin{gathered} \mathbf{\Delta} 820 \\ \mathbf{\Delta} 15.2 \% \\ \hline \end{gathered}$ | - | $\begin{array}{r} \mathbf{\Delta} 1,192 \\ \mathbf{4} 15.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta} 1,793 \\ \mathbf{1 1 7 . 7 \%} \\ \hline \end{array}$ | - | $\begin{gathered} \mathbf{\Delta} 281 \\ \mathbf{\Delta} 10.3 \% \end{gathered}$ | - | $\begin{array}{r} \mathbf{\Delta} 887 \\ \mathbf{\Delta} 16.6 \% \end{array}$ | - | $\begin{array}{r} \boldsymbol{\Delta} 1,019 \\ \mathbf{\Delta} 12.4 \% \\ \hline \end{array}$ |  | $\text { © } 1,200$ |  |
| $\begin{aligned} & \text { Others } \\ & \% \end{aligned}$ | $43$ | 10.3\% | $21$ | 454.3\% | $185$ | 13, | $\begin{gathered} 215 \\ 10.9 \% \end{gathered}$ | A 15.48 | $\begin{gathered} 55 \\ 9.2 \% \end{gathered}$ | 27.9\% | $119$ | 466.7\% | $\begin{aligned} & 272 \\ & 15.0 \% \end{aligned}$ | 47.0\% | $200$ | - 7.0 |
| Eliminations | - 2,107 | - | - 3,878 | - | - 5,379 | - | -7,139 | - | -1,756 |  | - 3,316 | - | -5,010 | - | - 7,000 |  |
| Operating Income <br> \% | $229$ |  | $880$ | $\triangle 33.7 \%$ | $1,797$ |  | $\begin{array}{r} 2,171 \\ 1.1 \% \end{array}$ | A17.68 | $\begin{array}{r} \hline \mathbf{B 8 1} \\ \mathbf{1} .7 \% \end{array}$ | - | $\begin{array}{r} \boldsymbol{\Delta} 1,181 \\ \mathbf{1} 1.1 \% \end{array}$ | - | $\begin{array}{r} \triangle 392 \\ \mathbf{\triangle} 0.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 1,000 \\ 0.5 \% \end{array}$ |  |

## Segmental Results (Non-Consolidated)

|  |  |  |  |  |  |  |  |  | (Millions of Yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2008 |  |  |  |  |  |  |  | FY Mar. 2009 |  |  |  |  |  |  |  |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q |  | Full-year(Forecast Revised) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change |
| Medical Support Business | 27,386 | - 0.5\% | 54,777 | - 0.7\% | 82,072 | -1.1\% | 108,879 | -1.6\% | 25,253 | - 7.8\% | 50,561 | - 7.7\% | 75,749 | - 7.7\% | 101,300 | - 7.0\% |
| Health Care Business | 16,997 | - 10.3\% | 33,686 | -11.5\% | 50,338 | -11.7\% | 66,519 | -11.3\% | 16,163 | -4.9\% | 32,623 | - 3.2\% | 49,197 | - 2.3\% | 66,600 | 0.1\% |
| Education Business | 2,856 | - 17.7\% | 5,401 | 4 20.0\% | 7,833 | - 19.6\% | 10,158 | - 18.6\% | 2,736 | -4.2\% | 5,354 | - 0.9\% | 8,204 | 4.7\% | 11,100 | 9.3\% |
| Net Sales | 47,240 | - 5.4\% | 93,865 | - 6.1\% | 140,244 | -6.4\% | 185,557 | - 6.3\% | 44,153 | - 6.5\% | 88,540 | - 5.7\% | 133,151 | - 5.1\% | 179,000 | - 3.5\% |
| Medical Support Business \% | $\begin{array}{r} \hline 22,645 \\ 82.7 \% \\ \hline \end{array}$ | -1.2\% | $\begin{array}{r} \hline 45,142 \\ 82.4 \% \\ \hline \end{array}$ | -1.3\% | $\begin{array}{r} \hline 67,544 \\ 82.3 \% \\ \hline \end{array}$ | -1.7\% | $\begin{array}{r} \hline 89,080 \\ 81.8 \% \\ \hline \end{array}$ | - 2.4\% | $\begin{array}{r} \hline 21,165 \\ 83.8 \% \\ \hline \end{array}$ | - 6.5\% | $\begin{array}{r} \hline 41,910 \\ 82.9 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} \hline 62,387 \\ 82.4 \% \\ \hline \end{array}$ | - 7.6\% | $\begin{array}{r} \hline 83,000 \\ 81.9 \% \\ \hline \end{array}$ | -6.8\% |
| Health Care Business \% | $\begin{array}{r} 14,719 \\ 86.6 \% \\ \hline \end{array}$ | - 7.5\% | $\begin{array}{r} 29,409 \\ 87.3 \% \\ \hline \end{array}$ | - 6.8\% | $\begin{array}{r} 43,906 \\ 87.2 \% \\ \hline \end{array}$ | - 7.1\% | $\begin{array}{r} 58,001 \\ 87.2 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 13,719 \\ 84.9 \% \\ \hline \end{array}$ | - 6.8\% | $\begin{array}{r} 27,460 \\ 84.2 \% \\ \hline \end{array}$ | -6.6\% | $\begin{array}{r} \hline 41,393 \\ 84.1 \% \\ \hline \end{array}$ | - 5.7\% | $\begin{array}{r} 56,000 \\ 84.1 \% \\ \hline \end{array}$ | - $3.4 \%$ |
| Education Business \% | $\begin{array}{r} 1,357 \\ 47.5 \% \\ \hline \end{array}$ | - 16.3\% | $\begin{array}{r} 2,658 \\ 49.2 \% \\ \hline \end{array}$ | - 17.5\% | $\begin{array}{r} 3,908 \\ 49.9 \% \\ \hline \end{array}$ | - 15.3\% | $\begin{array}{r} 5,120 \\ 50.4 \% \end{array}$ | -14.1\% | $\begin{array}{r} 1,359 \\ 49.7 \% \end{array}$ | 0.1\% | $\begin{array}{r} 2,686 \\ 50.2 \% \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 3,992 \\ 48.7 \% \\ \hline \end{array}$ | 2.1\% | $\begin{array}{r} 5,400 \\ 48.6 \% \\ \hline \end{array}$ | 5.5\% |
| Cost of Sales \% | $\begin{array}{r} 38,722 \\ 82.0 \% \\ \hline \end{array}$ | -4.3\% | $\begin{array}{r} \hline 77,210 \\ 82.3 \% \\ \hline \end{array}$ | -4.1\% | $\begin{array}{r} 115,359 \\ 82.3 \% \\ \hline \end{array}$ | 4.4.4\% | $\begin{array}{r} 152,202 \\ 82.0 \% \\ \hline \end{array}$ | -4.7\% | $\begin{array}{r} 36,244 \\ 82.1 \% \\ \hline \end{array}$ | - 6.4\% | $\begin{array}{r} 72,057 \\ 81.4 \% \\ \hline \end{array}$ | -6.7\% | $\begin{array}{r} 107,773 \\ 80.9 \% \\ \hline \end{array}$ | -6.6\% | $\begin{array}{r} \hline 144,400 \\ 80.7 \% \\ \hline \end{array}$ | - 5.1\% |
| Medical Support Business \% | $\begin{array}{r} \hline 4,740 \\ 17.3 \% \\ \hline \end{array}$ | 3.0\% | $\begin{array}{r} \hline 9,635 \\ 17.6 \% \\ \hline \end{array}$ | 2.4\% | $\begin{array}{r} \hline 14,527 \\ 17.7 \% \\ \hline \end{array}$ | 1.7\% | $\begin{array}{r} \hline 19,798 \\ 18.2 \% \\ \hline \end{array}$ | 2.3\% | $\begin{array}{r} 4,087 \\ 16.2 \% \\ \hline \end{array}$ | - 13.8\% | $\begin{array}{r} \hline 8,651 \\ 17.1 \% \\ \hline \end{array}$ | - 10.2\% | $\begin{array}{r} \hline 13,361 \\ 17.6 \% \\ \hline \end{array}$ | - 8.0\% | $\begin{array}{r} \hline 18,300 \\ 18.1 \% \\ \hline \end{array}$ | - 7.6\% |
| Health Care Business \% | $\begin{array}{r} 2,278 \\ 13.4 \% \\ \hline \end{array}$ | - 25.3\% | $\begin{array}{r} 4,276 \\ 12.7 \% \\ \hline \end{array}$ | - 34.6\% | $\begin{array}{r} 6,431 \\ 12.8 \% \\ \hline \end{array}$ | - 34.0\% | $\begin{array}{r} 8,518 \\ 12.8 \% \\ \hline \end{array}$ | - 31.8\% | $\begin{array}{r} 2,444 \\ 15.1 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 5,162 \\ 15.8 \% \\ \hline \end{array}$ | 20.7\% | $\begin{array}{r} 7,804 \\ 15.9 \% \\ \hline \end{array}$ | 21.3\% | $\begin{array}{r} 10,600 \\ 15.9 \% \end{array}$ | 24.4\% |
| Education Business \% | $\begin{array}{r} 1,499 \\ 52.5 \% \\ \hline \end{array}$ | - 19.0\% | $\begin{array}{r} 2,743 \\ 50.8 \% \\ \hline \end{array}$ | - 22.3\% | $\begin{array}{r} 3,925 \\ 50.1 \% \\ \hline \end{array}$ | - 23.5\% | $\begin{array}{r} 5,037 \\ 49.6 \% \\ \hline \end{array}$ | - 22.7\% | $\begin{array}{r} 1,377 \\ 50.3 \% \\ \hline \end{array}$ | - 8.1\% | $\begin{array}{r} 2,668 \\ 49.8 \% \end{array}$ | - 2.7\% | $\begin{array}{r} 4,211 \\ 51.3 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 5,700 \\ 51.4 \% \\ \hline \end{array}$ | 13.2\% |
| Gross Profit \% | $\begin{array}{r} 8,517 \\ 18.0 \% \\ \hline \end{array}$ | - 10.3\% | $\begin{array}{r} 16,654 \\ 17.7 \% \\ \hline \end{array}$ | - 14.5\% | $\begin{array}{r} 24,885 \\ 17.7 \% \\ \hline \end{array}$ | - 14.6\% | $\begin{array}{r} 33,355 \\ 18.0 \% \\ \hline \end{array}$ | - $13.1 \%$ | $\begin{array}{r} 7,908 \\ 17.9 \% \\ \hline \end{array}$ | - 7.2\% | $\begin{array}{r} 16,483 \\ 18.6 \% \\ \hline \end{array}$ | -1.0\% | $\begin{array}{r} 25,378 \\ 19.1 \% \\ \hline \end{array}$ | 2.0\% | $\begin{array}{r} 34,600 \\ 19.3 \% \\ \hline \end{array}$ | 3.7\% |
| Medical Support Business \% | $\begin{array}{r} 3,580 \\ 13.1 \% \end{array}$ | 6.1\% | $\begin{array}{r} \hline 6,837 \\ 12.5 \% \end{array}$ | 2.3\% | $\begin{array}{r} 10,011 \\ 12.2 \% \end{array}$ | - 0.1\% | $\begin{array}{r} \hline 13,381 \\ 12.3 \% \end{array}$ | - 0.1\% | $\begin{array}{r} 3,325 \\ 13.2 \% \end{array}$ | - 7.1\% | $\begin{array}{r} \hline 6,872 \\ 13.6 \% \\ \hline \end{array}$ | 0.5\% | $\begin{array}{r} 10,166 \\ 13.4 \% \end{array}$ | 1.5\% | $\begin{array}{r} 13,600 \\ 13.4 \% \end{array}$ | 1.6\% |
| Health Care Business \% | $\begin{array}{r} 2,756 \\ 16.2 \% \\ \hline \end{array}$ | - 22.1\% | $\begin{array}{r} 5,269 \\ 15.6 \% \\ \hline \end{array}$ | - 24.9\% | $\begin{array}{r} 7,656 \\ 15.2 \% \\ \hline \end{array}$ | - 26.5\% | $\begin{array}{r} 10,088 \\ 15.2 \% \end{array}$ | - 26.3\% | $\begin{array}{r} 2,933 \\ 18.1 \% \\ \hline \end{array}$ | 6.4\% | $\begin{array}{r} 5,642 \\ 17.3 \% \\ \hline \end{array}$ | 7.1\% | $\begin{array}{r} 8,346 \\ 17.0 \% \end{array}$ | 9.0\% | $\begin{array}{r} 10,900 \\ 16.4 \% \end{array}$ | 8.0\% |
| Education Business \% | $\begin{array}{r} 1,969 \\ 68.9 \% \end{array}$ | - 14.9\% | $\begin{array}{r} 3,789 \\ 70.2 \% \end{array}$ | - 15.1\% | $\begin{array}{r} 5,421 \\ 69.2 \% \end{array}$ | - 20.1\% | $\begin{array}{r} 7,224 \\ 71.1 \% \end{array}$ | -17.6\% | $\begin{array}{r} 1,767 \\ 64.6 \% \\ \hline \end{array}$ | - 10.3\% | $\begin{array}{r} 3,761 \\ 70.2 \% \end{array}$ | - 0.7\% | $\begin{array}{r} 5,542 \\ 67.6 \% \\ \hline \end{array}$ | 2.2\% | $\begin{array}{r} 7,350 \\ 66.2 \% \end{array}$ | 1.7\% |
| Selling, General and Administrative \% | $\begin{array}{r} 8,305 \\ 17.6 \% \\ \hline \end{array}$ | - 10.0\% | $\begin{array}{r} 15,897 \\ 16.9 \% \\ \hline \end{array}$ | - 12.5\% | $\begin{array}{r} 23,089 \\ 16.5 \% \\ \hline \end{array}$ | - 15.2\% | $\begin{array}{r} 30,694 \\ 16.5 \% \\ \hline \end{array}$ | -14.4\% | $\begin{array}{r} 8,025 \\ 18.2 \% \\ \hline \end{array}$ | - 3.4\% | $\begin{array}{r} 16,276 \\ 18.4 \% \\ \hline \end{array}$ | 2.4\% | $\begin{array}{r} 24,055 \\ 18.1 \% \\ \hline \end{array}$ | 4.2\% | $\begin{array}{r} 31,850 \\ 17.8 \% \\ \hline \end{array}$ | 3.8\% |
| Medical Support Business \% | $\begin{array}{r} 1,160 \\ 4.2 \% \end{array}$ | - 5.4\% | $\begin{array}{r} \hline 2,797 \\ 5.1 \% \\ \hline \end{array}$ | 2.6\% | $\begin{array}{r} 4,516 \\ 5.5 \% \end{array}$ | 6.1\% | $\begin{array}{r} 6,417 \\ 5.9 \% \\ \hline \end{array}$ | 7.6\% | $\begin{array}{r} 762 \\ 3.0 \% \end{array}$ | - 34.3\% | $\begin{array}{r} \hline 1,779 \\ 3.5 \% \end{array}$ | - $36.4 \%$ | $\begin{array}{r} \hline 3,194 \\ 4.2 \% \\ \hline \end{array}$ | - 29.3\% | $\begin{array}{r} 4,700 \\ 4.6 \% \\ \hline \end{array}$ | -26.8\% |
| Health Care Business \% | $\begin{array}{r} \Delta 478 \\ \mathbf{2} .8 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 993 \\ \mathbf{~} 2.9 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \triangle 1,225 \\ \triangle 2.4 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 1,569 \\ \mathbf{\Delta 2 . 4 \%} \end{array}$ | - | $\begin{array}{r} \Delta 489 \\ \mathbf{3 . 0 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 480 \\ \mathbf{1} .5 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 542 \\ \mathbf{4} .1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \hline 300 \\ \mathbf{0 . 5 \%} \\ \hline \end{array}$ | - |
| Education Business \% | $\begin{array}{r} \triangle 470 \\ \mathbf{1 6 . 5 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 1,046 \\ \mathbf{A 1 9 . 4 \%} \end{array}$ | - | $\begin{array}{r} \mathbf{1}, 495 \\ \mathbf{1} 19.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 2,187 \\ \mathbf{\Delta} 21.5 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \mathrm{A} 390 \\ \mathbf{1 4 . 3 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} \Delta 1,092 \\ \mathbf{~} 20.4 \% \end{array}$ | - | $\begin{array}{r} \hline \mathbf{A} 1,330 \\ \mathbf{1} 16.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \mathbf{1}, 650 \\ \mathbf{1 4 . 9 \%} \\ \hline \end{array}$ | - |
| Operating Income \% | $\begin{array}{r} 211 \\ 0.4 \% \end{array}$ | - 22.7\% | $\begin{array}{r} 757 \\ 0.8 \% \end{array}$ | - | $\begin{array}{r} 1,795 \\ 1.3 \% \\ \hline \end{array}$ | -6.9\% | $\begin{array}{r} 2,660 \\ .1 .4 \% \\ \hline \end{array}$ | 6.1\% | $\begin{array}{r} \Delta 118 \\ -0.3 \% \end{array}$ | - | $\begin{array}{r} 207 \\ 0.2 \% \end{array}$ | - $72.7 \%$ | $\begin{array}{r} 1,322 \\ 1.0 \% \\ \hline \end{array}$ | - 26.4\% | $\begin{array}{r} 2,750 \\ 1.5 \% \\ \hline \end{array}$ | 3.4\% |

## Medical Support Business (Non-consolidated)

## Sales-Breakdown

|  | FY Mar. 2008 |  |  |  | FY Mar. 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | Half-year | 3Q | Full-year | 1Q | Half-year | 3Q | Full-year (Forecast) (Revised) |
| Hospitals | 22,982 | 45,970 | 68,914 | 91,351 | 20,522 | 41,155 | 61,687 | 82,650 |
| Clinics and Pharmacies | 4,403 | 8,806 | 13,158 | 17,527 | 4,736 | 9,405 | 14,062 | 18,700 |
| TOTAL | 27,386 | 54,777 | 82,072 | 108,879 | 25,258 | 50,561 | 75,749 | 101,350 |

Number of contracted medical institutions
(Number)

|  | FY Mar. 2008 |  |  |  | FY Mar. 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | Half-year | 3Q | Full-year | 1Q | Half-year | 3Q | Full-year (Forecast) (Revised) |
| Hospitals | 2,261 | 2,227 | 2,218 | 2,204 | 2,008 | 2,014 | 1,980 | 2,015 |
| Clinics and Pharmacies | 10,370 | 10,285 | 10,241 | 10,232 | 9,489 | 9,397 | 9,337 | 9,400 |
| TOTAL | 12,631 | 12,512 | 12,459 | 12,436 | 11,497 | 11,411 | 11,317 | 11,415 |

## Health Care Business - in-home care - (Non-consolidated)

## Sales-Breakdown

|  | FY Mar. 2008 |  |  |  | FY Mar. 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | Half-year | 3 Q | Full-year | $1 Q$ | Halfyear | $3 Q$ | $\begin{aligned} & \text { Full-year } \\ & \text { (Forecast) } \\ & \text { (Revised) } \\ & \hline \end{aligned}$ |
| Home-visit nursing care service | 9,746 | 19,241 | 28,618 | 37,849 | 9,428 | 18,965 | 28,534 | 38,700 |
| Day care service | 3,781 | 7,630 | 11,527 | 15,301 | 3,966 | 8,047 | 12,162 | 16,350 |
| Rental/selling of welfare equipment, housing improvement service | 1,574 | 3,039 | 4,534 | 6,032 | 1,477 | 2,970 | 4,545 | 6,200 |
| Other services | 1,895 | 3,774 | 5,657 | 7,337 | 1,290 | 2,639 | 3,955 | 5,350 |
| Net Sales | 16,997 | 33,686 | 50,338 | 66,519 | 16,161 | 32,623 | 49,197 | 66,600 |

* 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)
(Number)

|  | FY Mar. 2008 |  |  |  | FY Mar. 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | Half-year | $3 Q$ | Full-year | $1 Q$ | Half-year | $3 Q$ | $\begin{aligned} & \text { Full-year } \\ & \text { (Forecast) } \\ & \text { (Revised) } \end{aligned}$ |
| Number of care planning users | 33,844 | 33,012 | 32,952 | 32,916 | 33,484 | 33,912 | 34,958 | 34,900 |
|  |  |  |  |  |  |  |  |  |
| Home-visit nursing care service (871) | 61,671 | 61,072 | 61,960 | 61,193 | 62,138 | 62,669 | 63,932 | 64,150 |
| Day care service (255) | 17,722 | 17,585 | 17,649 | 17,600 | 17,965 | 18,026 | 18,247 | 18,400 |
| Rental of weffare equipment (128) | 25,422 | 24,680 | 24,563 | 23,999 | 24,178 | 23,839 | 24,194 | 24,400 |
| TOTAL(Number of service users) | 104,815 | 103,337 | 104,172 | 102,792 | 104,281 | 104,534 | 106,373 | 106,950 |

## Health Care Business - facility care - (Non-consolidated)

| Sales-Breakdown | (Million of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2008 |  | FY Mar. 2009 |  |  |  |
|  | 3Q | Full-year | 1Q | Half-year | 3Q | $\begin{gathered} \text { Full-year } \\ \text { (Forecast Revised) } \end{gathered}$ |
|  | Amount | Amount | Amount | Amount | Amount | Amount |
| Hohoemi |  | 2,002 | 3,031 | 6,073 | 9,211 | 12,361 |
| Kirameki |  | 458 | 743 | 1,560 | 2,503 | 3,572 |
| Home |  | 394 | 560 | 1,205 | 1,869 | 2,623 |
| Care-palace | 2,731 | 5,528 | 2,863 | 5,684 | 8,475 | 11,361 |
| Sales | 2,731 | 8,383 | 7,200 | 14,523 | 22,058 | 29,918 |
| Hohoemi <br> \% |  | $\begin{array}{\|} \hline \mathbf{A} 11 \\ \mathbf{\Delta} 0.5 \% \end{array}$ | $\begin{array}{r} \Delta 9 \\ \mathbf{\Delta} 0.3 \% \end{array}$ | $\begin{gathered} 56 \\ 0.9 \% \end{gathered}$ | $\begin{array}{r} \hline 215 \\ 2.3 \% \end{array}$ | $\begin{array}{r} 429 \\ 3.5 \% \end{array}$ |
| Kirameki <br> \% |  | $\begin{array}{\|} \hline \mathbf{A} 199 \\ \mathbf{\Delta} 43.4 \% \end{array}$ | $\begin{array}{\|c} \boldsymbol{\Delta}_{\mathbf{~} 32.2 \%} \\ \hline \end{array}$ | $\begin{array}{r} \hline \mathbf{~} 797 \\ \mathbf{5 1 . 1 \%} \\ \hline \end{array}$ | $\mathbf{\Delta 1 , 1 4 3}$ | $\begin{array}{\|r\|} \hline \mathbf{1}, 332 \\ \mathbf{3 7 . 3 \%} \end{array}$ |
| Home $\%$ |  | $\begin{array}{r} \triangle 94 \\ \mathbf{~} 93.9 \% \\ \hline \end{array}$ | $\begin{array}{r} \triangle 257 \\ \mathbf{\Delta} 45.9 \% \end{array}$ | $\begin{array}{r} \triangle 449 \\ \mathbf{~} 37.3 \% \\ \hline \end{array}$ | $\begin{array}{r} \triangle 642 \\ \mathbf{B} 34.3 \% \end{array}$ | $\begin{array}{r} \triangle 745 \\ \mathbf{~} 28.4 \% \end{array}$ |
| Care-palace <br> \% | $\begin{array}{r} \mathbf{\Delta} 189 \\ \mathbf{4} 6.9 \% \\ \hline \end{array}$ | $\begin{array}{r} \triangle 377 \\ \mathbf{4} 4.5 \% \end{array}$ | $\begin{array}{r} \boldsymbol{\Delta} 11 \\ \mathbf{\triangle} 0.2 \% \end{array}$ | $\begin{aligned} & \mathbf{\Delta} 68 \\ & \mathbf{\Delta} 1.2 \% \end{aligned}$ | $\begin{gathered} \triangle 62 \\ \mathbf{\triangle} 0.7 \% \end{gathered}$ | 5 $0.0 \%$ |
| Operating Income $\%$ | $\begin{array}{r} \mathbf{\Delta 1 8 9} \\ \mathbf{4} .9 \% \\ \hline \end{array}$ | $\begin{array}{r} \mathbf{\Delta} 681 \\ \mathbf{4} .1 \% \end{array}$ | $\begin{array}{r} \Delta 667 \\ \mathbf{~} 9.3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,258 \\ \mathbf{\Delta 8 . 7 \%} \\ \hline \end{array}$ | $\begin{array}{r} \mathrm{A} 1,632 \\ \mathbf{1 7 . 4 \%} \\ \hline \end{array}$ | $\begin{array}{r} \Delta 1,643 \\ \mathbf{\Delta 5 . 5 \%} \\ \hline \end{array}$ |

## Education Business (non-consolidated)

## Sales-Breakdown

|  | FY Mar. 2008 |  |  |  | FY Mar. 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | Half-year | $3 Q$ | Full-year | $1 Q$ | Half-year | 3 Q | $\begin{aligned} & \hline \text { Full-year } \\ & \text { (Forecast) } \\ & \text { (Revised) } \end{aligned}$ |
| Medical office work course | 1,348 | 2,598 | 3,872 | 5,022 | 1,418 | 2,802 | 4,281 | 5,700 |
| Home helper | 1,276 | 2,338 | 3,303 | 4,292 | 1,102 | 2,136 | 3,303 | 4,600 |
| Babysitter training course and others | 232 | 464 | 658 | 844 | 216 | 416 | 619 | 850 |
| TOTAL | 2,856 | 5,401 | 7,833 | 10,158 | 2,736 | 5,354 | 8,204 | 11,150 |

* Babysitter training course and others include" preventive exercise instructor 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.

