
Financial Results
for first quarter Ended Jun. 30, 2009

D A T A B O O K

Aug. 10, 2009

Nichii Gakkan Company 【9792】

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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. 2009						FY Mar. 2010					
	1Q		1st. Six months		Full-year		1Q(Result)		1st. Six months (Forecast)		Full-year (Forecast)	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
Net Sales	52,815	8.6%	105,958	9.6%	213,601	6.9%	56,174	6.4%	113,300	6.9%	236,000	10.5%
Operating Income	▲881	–	▲1,181	–	1,013	▲53.3%	1,046	–	1,600	–	5,470	439.6%
%	▲1.7%		▲1.1%		0.5%		1.9%		1.4%		2.3%	
Ordinary Income	▲946	–	▲1,313	–	800	▲60.8%	989	–	1,500	–	5,350	568.4%
%	▲1.8%		▲1.2%		0.4%		1.8%		1.3%		2.3%	
Net Income	▲946	–	▲1,539	–	▲1,090	–	109	–	500	–	2,500	–
%	▲1.8%		▲1.5%		▲0.5%		0.2%		0.4%		1.1%	

Income Statement (Non-Consolidated)

(Millions of Yen)

	FY Mar. 2009						FY Mar. 2010					
	1Q		1st. Six months		Full-year		1Q (Result)		1st. Six months (Forecast)		Full-year (Forecast)	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
Net Sales	44,153	▲6.9%	88,540	▲5.7%	177,871	▲4.1%	46,466	5.2%	93,200	5.3%	200,900	12.9%
Operating Income	▲117	—	207	▲72.7%	2,853	7.3%	1,380	—	2,000	866.2%	5,500	92.8%
%	▲0.3%		0.2%		1.6%		3.0%		2.1%		2.7%	
Ordinary Income	▲6	—	381	▲57.1%	3,301	10.7%	1,464	—	2,100	451.2%	5,700	72.7%
%	▲0.0%		0.4%		1.9%		3.2%		2.3%		2.8%	
Net Income	▲48	—	39	▲87.9%	1,312	37.5%	648	—	1,100	2,720.5%	3,100	136.3%
%	▲0.1%		0.0%		0.7%		1.4%		1.2%		1.5%	

Segmental Results (Consolidated)

(Millions of Yen)

		FY Mar. 2009						FY Mar. 2010					
		1Q		1st. Six months		Full-year		1Q(Result)		1st. Six months (Forecast)		Full-year (Forecast)	
		Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
	Medical Support Business	25,343	▲7.8%	50,723	▲7.7%	101,289	▲7.3%	25,124	▲0.9%	50,800	0.2%	102,000	0.7%
	Health Care Business	24,610	35.7%	49,549	37.7%	99,770	25.2%	26,409	7.3%	54,500	10.0%	119,000	19.3%
	Education Business	2,736	▲4.2%	5,354	▲0.9%	11,914	17.3%	4,528	65.5%	7,700	43.8%	14,500	21.7%
	Others	596	28.7%	1,207	25.1%	2,488	26.3%	747	25.3%	1,200	▲0.6%	2,200	▲11.6%
	Eliminations	▲470	—	▲877	—	▲1,861	—	▲635	—	▲900	—	▲1,700	—
	Net Sales	52,815	8.6%	105,958	9.6%	213,601	6.9%	56,174	6.4%	113,300	6.9%	236,000	10.5%
	Medical Support Business %	1,791	▲25.5%	3,736	▲27.0%	8,784	▲17.9%	1,667	▲6.9%	3,800	1.7%	8,800	0.2%
		7.1%		7.4%		8.7%		6.6%		7.5%		8.6%	
	Health Care Business %	▲690	▲389.9%	▲833	—	▲758	—	97	—	570	—	2,500	—
		▲2.8%		▲1.7%		▲0.8%		0.4%		1.0%		2.1%	
	Education Business %	▲281	—	▲887	—	▲677	—	1,319	—	550	—	800	—
		▲10.3%		▲16.6%		▲5.7%		29.1%		7.1%		5.5%	
	Others %	55	27.9%	119	466.7%	409	90.2%	76	38.2%	80	▲32.8%	70	▲82.9%
		9.2%		9.9%		16.4%				6.7%		3.2%	
	Eliminations	▲1,756	—	▲3,316	—	▲6,743	—	▲2,114	—	▲3,400	—	▲6,700	—
	Operating Income %	▲881	▲484.7%	▲1,181	—	1,013	▲53.3%	1,046	—	1,600	—	5,470	439.6%
		▲1.7%		▲1.1%		0.5%		1.9%		1.4%		2.3%	

Segmental Results (Non-Consolidated)

(Millions of Yen)

		FY Mar. 2009						FY Mar. 2010					
		1Q		1st. Six months		Full-year		1Q (Result)		1st. Six months (Forecast)		Full-year (Forecast)	
		Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
	Medical Support Business	25,253	▲7.8%	50,561	▲7.7%	100,983	▲7.3%	25,047	▲0.8%	50,600	0.1%	101,800	0.8%
	Health Care Business	16,163	▲4.9%	32,623	▲3.2%	64,973	▲2.3%	16,890	4.5%	35,000	7.3%	84,600	30.2%
	Education Business	2,736	▲4.2%	5,354	▲0.9%	11,914	17.3%	4,528	65.5%	7,600	41.9%	14,500	21.7%
	Net Sales	44,153	▲6.5%	88,540	▲5.7%	177,871	▲4.1%	46,466	5.2%	93,200	5.3%	200,900	12.9%
	Medical Support Business %	21,165 83.8%	▲6.5%	41,910 82.9%	▲7.2%	82,567 81.8%	▲7.3%	20,822 83.1%	▲1.6%	41,800 82.6%	▲0.3%	83,300 81.8%	0.9%
	Health Care Business %	13,719 84.9%	▲6.8%	27,460 84.2%	▲6.6%	54,880 84.5%	▲5.4%	14,061 83.3%	2.5%	29,200 83.4%	6.3%	72,000 85.1%	31.2%
	Education Business %	1,359 49.7%	0.1%	2,686 50.2%	1.1%	5,388 45.2%	5.2%	1,468 32.4%	8.0%	3,100 40.8%	15.4%	6,000 41.4%	11.4%
	Cost of Sales %	36,244 82.1%	▲6.4%	72,057 81.4%	▲6.7%	142,836 80.3%	▲6.2%	36,352 78.2%	0.3%	74,100 79.5%	2.8%	161,300 80.3%	12.9%
	Medical Support Business %	4,087 16.2%	▲13.8%	8,651 17.1%	▲10.2%	18,415 18.2%	▲7.0%	4,224 16.9%	3.4%	8,800 17.4%	1.7%	18,500 18.2%	0.5%
	Health Care Business %	2,444 15.1%	7.3%	5,162 15.8%	20.7%	10,092 15.5%	18.5%	2,829 16.7%	15.8%	5,800 16.6%	12.4%	12,600 14.9%	24.9%
	Education Business %	1,377 50.3%	▲8.1%	2,668 49.8%	▲2.7%	6,526 54.8%	29.6%	3,060 67.6%	122.2%	4,500 59.2%	68.7%	8,500 58.6%	30.2%
	Gross Profit %	7,908 17.9%	▲7.2%	16,483 18.6%	▲1.0%	35,035 19.7%	5.0%	10,113 21.8%	27.9%	19,100 20.5%	15.9%	39,600 19.7%	13.0%
	Medical Support Business %	3,325 13.2%	▲7.1%	6,872 13.6%	0.5%	13,515 13.4%	1.0%	3,724 14.9%	12.0%	6,900 13.6%	0.4%	13,500 13.3%	▲0.1%
	Health Care Business %	2,933 18.1%	6.4%	5,642 17.3%	7.1%	11,009 16.9%	9.1%	3,066 18.2%	4.5%	5,950 17.0%	5.5%	12,400 14.7%	12.6%
	Education Business %	1,767 64.6%	▲10.3%	3,761 70.2%	▲0.7%	7,656 64.3%	6.0%	1,942 42.9%	9.9%	4,250 55.9%	13.0%	8,200 56.6%	7.1%
	Selling, General and Administrative Expenses %	8,025 18.2%	▲3.4%	16,276 18.4%	2.4%	32,182 18.1%	4.8%	8,733 18.8%	8.8%	17,100 18.3%	5.1%	34,100 17.0%	6.0%
	Medical Support Business %	762 3.0%	▲34.3%	1,779 3.5%	▲36.4%	4,899 4.9%	▲23.7%	500 2.0%	▲34.4%	1,900 3.8%	6.8%	5,000 4.9%	2.1%
	Health Care Business %	▲489 ▲3.0%	—	▲480 ▲1.5%	—	▲916 ▲1.4%	—	▲237 ▲1.4%	—	▲150 ▲0.4%	▲68.8%	200 0.2%	—
	Education Business %	▲390 ▲14.3%	—	▲1,092 ▲20.4%	—	▲1,129 ▲9.5%	—	1,117 24.7%	—	250 3.3%	▲122.9%	300 2.1%	—
	Operating Income %	▲118 ▲0.3%	▲155.9%	207 0.2%	▲72.7%	2,853 1.6%	7.3%	1,380 3.0%	▲1,269.5%	2,000 2.1%	866.2%	5,500 2.7%	92.8%

Medical Support Business (Non-consolidated)

Sales-Breakdown

(Millions of Yen)

		FY Mar. 2009			FY Mar. 2010		
		1Q	1st. Six months	Full-year	1Q (Result)	1st. Six months (Forecast)	Full-year (Forecast)
	Hospitals	21,606	43,356	82,224	21,667	41,300	83,000
	Clinics and Pharmacies	3,647	7,204	18,759	3,379	9,300	18,800
TOTAL		25,253	50,561	100,983	25,047	50,600	101,800

Number of contracted medical institutions

(Number of Contract)

		FY Mar. 2009			FY Mar. 2010		
		End of Jun.	End of Sep.	End of Mar.	End of Jun.(Result)	End of Sep. (Forecast)	End of Mar. (Forecast)
	Hospitals	2,008	2,014	1,977	1,886	1,990	2,010
	Clinics and Pharmacies	9,489	9,397	9,364	8,901	9,340	9,380
TOTAL		11,497	11,411	11,341	10,787	11,330	11,390

Health Care Business (Non-consolidated)

- Sales breakdown and the number of services used -

Sales-Breakdown

(Millions of Yen)

	FY Mar. 2009			FY Mar. 2010		
	1Q	1st. Six months	Full-year	1Q (Result)	1st. Six months (Forecast)	Full-year (Forecast)
Home-visit care service	9,428	18,965	37,766	9,601	21,200	44,800
Day care service	3,966	8,047	16,074	4,203	8,500	17,500
Rental/selling of welfare equipment, housing improvement service	1,477	2,970	6,017	1,458	2,900	6,200
Facility service	—	—	—	—	—	11,300
Other service	1,290	2,639	5,116	1,627	2,400	4,800
Net Sales	16,161	32,623	64,973	16,890	35,000	84,600

* Home-visit care service includes home-visit bathing service and care planning. Other service

* Net Sales (Forecast) of each service in FY Mar. 2010 : Including Net Sales (Forecast) of prevent care services

* Facility care service : Including NICHII NO HOHOEMI, NICHII NO KIRAMEKI, Nichii Gakkan Group home.

Number of services used(Number of contracts)

(Number)

	FY Mar. 2009			FY Mar. 2010		
	End of Jun.	End of Sep.	End of Mar.	End of Jun.(Result)	End of Sep. (Forecast)	End of Mar. (Forecast)
Number of care planning users	33,484	33,912	35,412	36,729	37,500	40,800
Home-visit care service	62,138	62,669	63,651	65,506	66,800	74,500
Day care service	17,965	18,026	18,191	18,718	18,900	20,000
Rental of welfare equipment	24,178	23,839	24,006	24,264	24,800	27,000
Facility care	—	—	—	—	—	4800
TOTAL (Number of service users)	104,281	104,534	105,848	108,488	110,500	126,300

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

* Facility care service : Including NICHII NO HOHOEMI, NICHII NO KIRAMEKI, Nichii Gakkan Group home.

Health Care Business (Facility Care)

Facility - Care Sales and Operating Income

(Millions of Yen)

		FY Mar. 2009			FY Mar. 2010		
		1Q	1st. Six months	Full-year	1Q (Result)	1st. Six months(Forecast)	Full-year(Forecast)
		Amount	Amount	Amount	Amount	Amount	Amount
	HOHOEMI	3,031	6,073	12,548	3,675	7,410	18,680
	KIRAMEKI	743	1,560	3,605	1,176	2,450	6,430
	HOME	560	1,205	2,617	816	1,680	3,500
	CARE PALECE	2,863	5,684	11,340	2,741	5,590	11,570
Net Sales		7,200	14,523	30,110	8,410	17,130	40,180
	HOHOEMI	▲9	56	435	208	460	1,300
	%	▲0.3%	0.9%	3.5%	5.7%	6.2%	7.0%
	KIRAMEKI	▲388	▲797	▲1,370	▲190	▲220	▲190
	%	▲52.2%	▲51.1%	▲38.0%	▲16.2%	▲9.0%	▲3.0%
	HOME	▲257	▲449	▲817	▲136	▲200	▲270
	%	▲45.9%	▲37.3%	▲31.2%	▲16.7%	▲11.9%	▲7.7%
	CARE PALECE	▲11	▲68	▲6	▲115	▲80	60
	%	▲0.4%	▲1.2%	▲0.1%	▲1.4%	▲1.4%	0.5%
Operating Income		▲667	▲1,258	▲1,759	▲233	▲40	900
%		▲9.3%	▲8.7%	▲5.8%	▲2.8%	▲0.2%	2.2%

* Forecast for amount of HOHOEMI and KIRAMEKI : 15 months are summed up, cause of change the amalgamation.

Education Business (non-consolidated) - Sales breakdown -

Sales-Breakdown

(Millions of Yen)

		FY Mar. 2009				FY Mar. 2010		
		1Q	1st. Six months	3Q	Full-year	1Q (Result)	1st Six months (Forecast)	Full-year (Forecast)
	Medical office administration course	1,418	2,802	4,281	6,003	2,078	3,850	7,250
	Home helper training course	1,102	2,136	3,303	5,109	2,190	3,200	6,300
	Babysitter training course and others	216	416	619	802	260	550	950
TOTAL		2,736	5,354	8,204	11,914	4,528	7,600	14,500

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