# Financial Results <br> for first quarter Ended J un. 30, 2009 

## DATABOOK

Aug. 10, 2009

## Nichii Gakkan Company【9792】

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[^0]
## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2009 |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | 1st. Six months |  | Full-year |  | 1Q(Result) |  | ${ }_{1 s t}$ st Six montss (Frereast) |  | 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 | - | A1,181 | - | 1,013 | $\triangle^{55.39}$ | 1,046 | - | 1,600 | - | 5,470 | 439.6\% |
| \% | A1.7\% |  | A1.1\% |  | 0.5\% |  | 1.9\% |  | 1.4\% |  | 2.3\% |  |
| Ordinary Income | $\triangle 946$ | - | -1,313 | - | 800 | $\triangle^{600.84}$ | 989 | - | 1,500 | - | 5,350 | 568.4\% |
| \% | 41.8\% |  | A1.2\% |  | 0.4\% |  | 1.8\% |  | 1.3\% |  | 2.3\% |  |
| Net Income | $\triangle 946$ |  | -1,539 | - | -1,090 |  | 109 | - | 500 | - | 2,500 |  |
| \% | (1.8\% |  | A1.5\% |  | - 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 | $\Delta 117$ | - | 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 | $\Delta 6$ | - | 381 | - 57.18 | 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 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ |  | 1st. Six months |  | Full-year |  | 1Q(Result) |  | 1st. Six moths froceast) |  | Fullyear (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount |  | Amount | Change | Amount |  | Amount | Chane |
| Medical Support Business | 25,343 | ${ }^{17,89}$ | 50,723 | ${ }^{1.758}$ | 101,289 | 4, $3^{3}$ | 25,124 | 10.98 | 50,800 | 0.2\% | 102,000 | 0.7\% |
| Health Care Business | 24,610 | 35.78 | 49,549 | 7.78 | 99,770 | 25.28 | 26,409 | 7.3\% | 54,500 | 10.0\% | 119,000 | ${ }^{19,38}$ |
| Education Business | 2,736 | A420 | 5,354 | 0.93 | 11,914 | 17.30 | 4,528 | 65.5\% | 7,700 | ${ }^{43.8 \%}$ | 14,500 | 21.78 |
| Others | 596 | 28.7\% | 1,207 | 25.1\% | 2,488 | 26.38 | 747 | 25.3\% | 1,200 | 10.68 | 2,200 |  |
| 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 <br> \% | 1,791 $7.1 \%$ | ${ }^{2555}$ | $\begin{array}{r} 3,736 \\ 7.4 \% \\ \hline \end{array}$ | ${ }^{27208}$ | $\begin{array}{r} 8,784 \\ 8.7 \% \\ \hline \end{array}$ | ${ }^{1739}$ | $\begin{array}{r} 1,667 \\ 6.6 \% \end{array}$ | ${ }^{6.989}$ | $\begin{array}{r} 3,800 \\ 7.5 \% \\ \hline \end{array}$ | 1.7\% | $\begin{gathered} 8,800 \\ 8.6 \% \end{gathered}$ | 0.2\% |
| Health Care Business \% | $\begin{array}{r} \triangle 690 \\ \mathbf{\Delta} 2.8 \% \end{array}$ | Asess | $\begin{array}{r} \mathbf{\Delta} 833 \\ \mathbf{1} 1.7 \% \end{array}$ |  | $\begin{array}{r} \mathbf{\Delta} 758 \\ \mathbf{\Delta} 0.8 \% \\ \hline \end{array}$ |  | $97$ |  | 570 $1.0 \%$ |  | $\begin{array}{r} 2,500 \\ 2.1 \% \\ \hline \end{array}$ |  |
| Education <br> Business <br> \% | $\begin{array}{r} \boldsymbol{\Delta} 281 \\ \mathbf{\Delta} 10.3{ }^{\circ} \end{array}$ | - | $\begin{array}{\|c} \mathbf{\Delta} 887 \\ \mathbf{\Delta} 16.6 \% \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta} 677 \\ \mathbf{\Delta 5 . 7 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} 1,319 \\ 29.1 \% \end{array}$ | - | 550 $7.1 \%$ |  | 800 $5.5 \%$ |  |
| $\begin{array}{\|l\|} \hline \text { Others } \\ \% \end{array}$ | $55$ | 27.9\% | $119$ | 466,78 | $409$ $16.4 \%$ | ${ }^{90.2 \%}$ | 76 | 38.2\% | 80 | ${ }^{32884}$ | 70 $3.2 \%$ | ${ }^{82295}$ |
| Eliminations | -1,756 |  | - 3,316 |  | - 6,743 |  | - 2,114 |  | - 3,400 |  | - 6,700 |  |
| Operating Income <br> \% | - 881 $\mathbf{\Delta 1 . 7 \%}$ | Aent | (1,181 <br> $\mathbf{1} 1 \%$ |  | 1,013 $0.5 \%$ |  | 1,046 $1.9 \%$ |  | 1,600 $1.4 \%$ |  | 5,470 $2.3 \%$ | ${ }^{43964}$ |

## Segmental Results (Non-Consolidated)

| (Millions of Yen) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2009 |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |
|  | 1Q |  | 1st. Six months |  | Full-year |  | 1Q (Result) |  | 1 st. Six months (Fore cast) |  | 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 \% | $\begin{array}{r} 21,165 \\ 83.8 \% \\ \hline \end{array}$ | - 6.5\% | $\begin{array}{r} 41,910 \\ 82.9 \% \\ \hline \end{array}$ | - 7.2\% | $\begin{array}{r} 82,567 \\ 81.8 \% \\ \hline \end{array}$ | - 7.3\% | $\begin{array}{r} 20,822 \\ 83.1 \% \\ \hline \end{array}$ | -1.6\% | $\begin{array}{r} 41,800 \\ 82.6 \% \\ \hline \end{array}$ | - 0.3\% | $\begin{array}{r} 83,300 \\ 81.8 \% \\ \hline \end{array}$ | 0.9\% |
| Health Care Business \% | $\begin{array}{r} 13,719 \\ 84.9 \% \\ \hline \end{array}$ | -6.8\% | $\begin{array}{r} 27,460 \\ 84.2 \% \\ \hline \end{array}$ | -6.6\% | $\begin{array}{r} 54,880 \\ 84.5 \% \\ \hline \end{array}$ | - 5.4\% | $\begin{array}{r} 14,061 \\ 83.3 \% \\ \hline \end{array}$ | 2.5\% | $\begin{array}{r} 29,200 \\ 83.4 \% \\ \hline \end{array}$ | 6.3\% | $\begin{array}{r} 72,000 \\ 85.1 \% \\ \hline \end{array}$ | 31.2\% |
| $\underset{\text { Education Business }}{\text { Ed }}$ | $\begin{gathered} 1,359 \\ 49.7 \% \end{gathered}$ | 0.1\% | $\begin{array}{r} 2,686 \\ 50.2 \% \\ \hline \end{array}$ | 1.1\% | $\begin{array}{r} 5,388 \\ 45.2 \% \\ \hline \end{array}$ | 5.2\% | $\begin{array}{r} 1,468 \\ 32.4 \% \end{array}$ | 8.0\% | $\begin{array}{r} 3,100 \\ 40.8 \% \end{array}$ | 15.4\% | $6,000$ | 11.4\% |
| Cost of Sales 0 | $\begin{array}{r} 36,244 \\ 82.1 \% \\ \hline \end{array}$ | -6.4\% | $\begin{array}{r} 72,057 \\ 81.4 \% \\ \hline \end{array}$ | -6.7\% | $\begin{array}{\|r\|} \hline 142,836 \\ 80.3 \% \\ \hline \end{array}$ | -6.2\% | $\begin{array}{r} 36,352 \\ 78.2 \% \\ \hline \end{array}$ | 0.3\% | $\begin{array}{r} 74,100 \\ 79.5 \% \\ \hline \end{array}$ | 2.8\% | $\begin{array}{r} 161,300 \\ 80.3 \% \\ \hline \end{array}$ | 12.9\% |
| Medical Support Business \% | $\begin{array}{r} 4,087 \\ 16.2 \% \\ \hline \end{array}$ | - 13.8\% | $\begin{array}{r} 81.4 \% \\ \hline \mathbf{8 , 6 5 1} \\ 17.1 \% \\ \hline \end{array}$ | - 10.2\% | $\begin{array}{r} \hline 18,415 \\ 18.2 \% \\ \hline \end{array}$ | - 7.0\% | $\begin{array}{r} \hline 4,224 \\ 16.9 \% \\ \hline \end{array}$ | 3.4\% | $\begin{array}{r} 19.5 \% \\ \hline 8,800 \\ 17.4 \% \end{array}$ | 1.7\% | $\begin{array}{r} 18,500 \\ 18.2 \% \\ \hline \end{array}$ | 0.5\% |
| Health Care Business \% | $\begin{array}{r} 2,444 \\ 15.1 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 5,162 \\ 15.8 \% \\ \hline \end{array}$ | 20.7\% | $\begin{array}{r} 10,092 \\ 15.5 \% \\ \hline \end{array}$ | 18.5\% | $\begin{array}{r} 2,829 \\ 16.7 \% \\ \hline \end{array}$ | 15.8\% | $\begin{array}{r} 5,800 \\ 16.6 \% \\ \hline \end{array}$ | 12.4\% | $\begin{array}{r} 12,600 \\ 14.9 \% \\ \hline \end{array}$ | 24.9\% |
| Education Business \% | $\begin{array}{r} 1,377 \\ 50.3 \% \\ \hline \end{array}$ | - 8.1\% | $\begin{array}{r} 10.07 \\ \hline 2,66.8 \% \\ \hline \end{array}$ | - 2.7\% | $\begin{array}{r} 6,526 \\ 54.8 \% \\ \hline \end{array}$ | 29.6\% | $\begin{array}{r} 3,060 \\ 67.6 \% \\ \hline \end{array}$ | 122.2\% | $\begin{array}{r} 4,5000 \\ 59.2 \% \\ \hline \end{array}$ | 68.7\% | $\begin{array}{r} 8,5000 \\ \hline 58.6 \% \\ \hline \end{array}$ | 30.2\% |
| Gross Profit $\%$ | $\begin{array}{r} 7,908 \\ 17.9 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 16,483 \\ 18.6 \% \\ \hline \end{array}$ | -1.0\% | $\begin{array}{r} 35,035 \\ 19.7 \% \\ \hline \end{array}$ | 5.0\% | $\begin{array}{r} 10,113 \\ 21.8 \% \\ \hline \end{array}$ | 27.9\% | $\begin{array}{r} 19,100 \\ 20.5 \% \\ \hline \end{array}$ | 15.9\% | $\begin{array}{r} 39,600 \\ 19.7 \% \\ \hline \end{array}$ | 13.0\% |
| Medical Support Business $\%$ | $3,325$ | - 7.1\% | $\begin{array}{r} 6,872 \\ 13.6 \% \\ \hline \end{array}$ | 0.5\% | $\begin{array}{r} 13,515 \\ 13.4 \% \\ \hline \end{array}$ | 1.0\% | $3,724$ | 12.0\% | $\begin{array}{r} 6,900 \\ \quad 13.6 \% \\ \hline \end{array}$ | 0.4\% | $\begin{array}{r} 13,500 \\ 13.3 \% \end{array}$ | - $0.1 \%$ |
| Health Care Business \% | $\begin{array}{r} 2,933 \\ 18.1 \% \\ \hline \end{array}$ | 6.4\% | $\begin{array}{r} 5,642 \\ 17.3 \% \\ \hline \end{array}$ | 7.1\% | $\begin{array}{r} 11,009 \\ 16.9 \% \\ \hline \end{array}$ | 9.1\% | $\begin{array}{r} 3,066 \\ 18.2 \% \end{array}$ | 4.5\% | $\begin{array}{r} 5,950 \\ 17.0 \% \\ \hline \end{array}$ | 5.5\% | $\begin{array}{r} 12,400 \\ 14.7 \% \\ \hline \end{array}$ | 12.6\% |
| Education Business O | $\begin{array}{r} 1,767 \\ 64.6 \% \end{array}$ | - 10.3\% | $\begin{array}{\|c\|} \hline 3,761 \\ 70.2 \% \end{array}$ | -0.7\% | $\begin{array}{r} 7,656 \\ 64.3 \% \\ \hline \end{array}$ | 6.0\% | $\begin{array}{r} 1,942 \\ 42.9 \% \\ \hline \end{array}$ | 9.9\% | $\begin{array}{r} 4,250 \\ 55.9 \% \end{array}$ | 13.0\% | $\begin{array}{r} 8,200 \\ \hline 56.6 \% \end{array}$ | 7.1\% |
| Selling, General and Administrative Expenses \% | $\begin{array}{r} 8,025 \\ 18.2 \% \end{array}$ | - 3.4\% | $\begin{array}{r} 16,276 \\ 18.4 \% \end{array}$ | 2.4\% | $\begin{array}{r} 32,182 \\ 18.1 \% \\ \hline \end{array}$ | 4.8\% | $\begin{array}{r} 8,733 \\ 18.8 \% \end{array}$ | 8.8\% | $\begin{array}{r} 17,100 \\ 18.3 \% \\ \hline \end{array}$ | 5.1\% | $\begin{array}{r} 34,100 \\ 17.0 \% \\ \hline \end{array}$ | 6.0\% |
| Medical Support Business or | $\begin{array}{r} 762 \\ 3.0 \% \end{array}$ | - 34.3\% | $\begin{array}{r} 1,779 \\ 3.5 \% \end{array}$ | - 36.4\% | $\begin{array}{r} 4,899 \\ 4.9 \% \\ \hline \end{array}$ | - $23.7 \%$ | $\begin{array}{r} 500 \\ 2.0 \% \\ \hline \end{array}$ | $\triangle^{34.4}$ | $\begin{array}{r} 1,900 \\ 3.8 \% \\ \hline \end{array}$ | 6.8\% | $\begin{array}{r} 5,000 \\ 4.9 \% \\ \hline \end{array}$ | 2.1\% |
| Health Care Business \% | $\begin{array}{r} \hline 489 \\ \mathbf{4 3 . 0 \%} \end{array}$ | - | $\begin{array}{r} 4880 \\ \mathbf{4 1 . 5 \%} \end{array}$ | - | $\begin{array}{r} \hline-916 \\ \mathbf{4} .4 \% \end{array}$ | - | $\begin{array}{r} 237 \\ \mathbf{1} .4 \% \end{array}$ | - | $\begin{array}{r} \hline 150 \\ \mathbf{0 . 4 \%} \end{array}$ | -68.8\% | $\begin{gathered} 200 \\ 0.2 \% \end{gathered}$ | - |
| Education Business \% | $\begin{array}{r} \mathbf{A} 390 \\ \mathbf{1 4 . 3 \%} \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta 1 , 0 9 2} \\ \mathbf{1 2 0 . 4 \%} \\ \hline \end{array}$ | - | $\begin{array}{r} 1,129 \\ \mathbf{1 9 . 5 \%} \end{array}$ | - | $\begin{array}{r} 1,117 \\ 24.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 250 \\ 3.3 \% \end{array}$ | ${ }^{122.9}$ | $\begin{array}{r} 300 \\ 2.1 \% \\ \hline \end{array}$ | - |
| Operating Income \% | $\begin{array}{r} 118 \\ \mathbf{0 . 3 \%} \\ \hline \end{array}$ | - $155.9 \%$ | $\begin{gathered} 207 \\ 0.2 \% \end{gathered}$ | -72.7\% | $\begin{array}{r} 2,853 \\ 1.6 \% \end{array}$ | 7.3\% | $\begin{array}{\|c} 1,380 \\ 3.0 \% \end{array}$ | $\square^{1.269 .5 \%}$ | $\begin{array}{r} 2,000 \\ 2.1 \% \end{array}$ | 866.2\% | $\begin{array}{r} 5,500 \\ 2.7 \% \end{array}$ | 92.8\% |

## Medical Support Business (Non-consolidated)

## Sales-Breakdown

|  | FY Mar. 2009 |  |  | FY Mar. 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | 1st. Six months | Full-year | 1Q (Result) | Six monts Frocesat | Full-vear (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. (Fareceast) |
| 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 |

- Sales breakdown and the number of services used -


## Sales-Breakdown

|  | FY Mar. 2009 |  |  | FY Mar. 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | 1st. Six months | Full-year | 1Q (Result) | 1etsix mants frocesese | Fullyear (Foreast) |
| 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
* Ner Sales (Forecast) of each service in FY Mar. 2010 : Including Net Sales (Forecast) of prevent care services
* Faculity care service : Including NICHII NO HOHOEMI, NICHII NO KIRAMEKI, Nichii Gakkan Group home.

Number of services used(Number of contracts)

|  | FY Mar. 2009 |  |  | FY Mar. 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Jun. | End of Sep. | End of Mar. | End of Jun.(Result | Endof Sep, (Forecosed | End of Mar. FForeo |
| 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) |  | 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 | $\triangle 9$ | 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 | $\triangle 6$ | -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

|  | FY Mar. 2009 |  |  |  | FY Mar. 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | 1st. Six months | 3 Q | Full-year | 1Q (Result) | rat Skmonts fromesed | Full-vear Foreceast |
| 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 |

[^1]
[^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.

[^1]:    * Babysitter training course and others include" preventive exercise instructor course"

