# Financial Results <br> for Nine months Ended Dec. 31, 2009 <br> <br> DATABOOK 

 <br> <br> DATABOOK}

Feb. 10, 2010

## Nichii Gakkan Company【9792】

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1. Income Statement for Account Settlement
IIncome statement (Consolidated) ..... P2
$\square$ Income 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 -$\square$ Health Care Business (Facility Care )P8- Sales breakdown and the number of service use -
4.Education Business
$\square E d u c a t i o n ~ B u s i n e s s ~(n o n-c o n s o l i d a t e d)$ ..... P9
- Sales breakdown -

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## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2009 |  |  |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ |  | Half-year |  | 3Q |  | Full-year |  | $1 Q$ |  | Half-year |  | 3 Q |  | Full-year (Forecast) |  |  |  |
|  | Amount | Charse | Amount | Cange | Amount | Crase | Amount | Clase | Amount | Chars | Amount | Canase | Amount | Clage | Previous | Clange | Revised | Clang |
| Net Sales | 52,815 | 8.6\% | 105,958 | 9.6\% | 159,422 | 8.2\% | 213,601 | 6.9\% | 56,174 | 6.4\% | 112,643 | 6.3\% | 176,693 | 10.8\% | 236,000 | 10.50 | 235,000 | 10.0\% |
| Operating Income | -881 |  | (1,181 |  | -392 | - | 1,013 | ${ }^{153383}$ | 1,046 |  | 2,398 |  | 4,810 |  | 5,470 | 439.64 | 6,400 | 57.380 |
| \% | 4 $1.7 \%$ |  | 41.1\% |  | - $0.2 \%$ |  | 0.5\% |  | 1.9\% |  | 2.1\% |  | 2.7\% |  | 2.3\% |  | 2.7\% |  |
| Ordinary Income | - 946 |  | -1,313 |  | - 552 |  | 800 | A008 | 989 |  | 2,293 |  | 4,844 |  | 5,350 | $56840^{\circ}$ | 6,300 | 67.180 |
| \% | A1.8\% |  | 41.2\% |  | - $0.3{ }^{\circ}$ |  | 0.4\% |  | 1.8\% |  | 2.0\% |  | 2.7\% |  | 2.3\% |  | 2.7\% |  |
| Net Income | - 946 |  | -1,539 |  | -1,319 |  | -1,090 |  | 109 |  | 677 |  | 2,260 |  | 2,500 |  | 2,700 |  |
| \% | 41.8\% |  | 41.5\% |  | - $0.8{ }^{\circ}$ |  | - $0.5 \%$ |  | 0.2\% |  | 0.6\% |  | 1.3\% |  | 1.1\% |  | 1.1\% |  |

## Income Statement (Non-Consolidated)

(Millions of Yen)

|  | FY Mar. 2009 |  |  |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 |  | Half-year |  | 3Q |  | Full-year |  | $1 Q$ |  | Half-year |  | 3Q |  | Full-year (Forecast) |  |  |  |
|  | Amount | Clange | Amount | Carese | Amount | Carase | Amount | Chans | Amount | Carase | Amount | Clange | Amount | Change | Previous | Clange | Revised | Senge |
| Net Sales | 44,153 | 4.9 .95 | 88,540 | 45.790 | 133,151 | 4. 6.5 | 177,871 | 4, 18.8 | 46,466 | 5.2\% | 92,938 | 5.0\% | 146,714 | 10.28 | 200,900 | 12.9\% | 200,000 | 330.40 |
| Operating Income | ©117 |  | 207 | A273 | 1,322 | 120,4 | 2,853 | 7.3\% | 1,380 |  | 2,917 | (1,092: | 5,192 | 292780 | 5,500 | 928\% | 7,000 | 4072 |
| \% | - 0.36 |  | 0.2\% |  | 1.0\% |  | 1.6\% |  | 3.0\% |  | 3.1\% |  | 3.5\% |  | 2.7\% |  | $3.5 \%$ |  |
| Ordinary Income | - 6 |  | 381 | (57.7. ${ }^{\text {a }}$ | 1,601 | 221.75 | 3,301 | 10.7\% | 1,464 |  | 3,032 | 695.88 | 5,470 | 24.178 | 5,700 | 72.7\% | 7,200 | 391.88 |
| \% | 40.0\% |  | 0.4\% |  | 1.2\% |  | 1.9\% |  | $3.2 \%$ |  | $3.3 \%$ |  | 3.7\% |  | $2.8 \%$ |  | $3.6 \%$ |  |
| Net Income | -48 |  | 39 | 879,9 | 672 | A1893 | 1,312 | 37.5\% | 648 |  | 1,532 | 38822: | 1,556 | 131.58 | 3,100 | ${ }^{136.35}$ | 3,600 | 4556.6. |
| \% | - $0.1 \%$ |  | 0.0\% |  | 0.5\% |  | 0.7\% |  | 1.4\% |  | 1.6\% |  | 1.1\% |  | 1.5\% |  | $1.8 \%$ |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2009 |  |  |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q |  | Full-year (Forecast) |  |  |  |
|  | Amount | hange | Amount | change | Amount | change | Amount | hange | Amount | Change | Amount | Change | Amount | Change | Previous | Change | Revised | chang |
| Medical Support Business | 25,343 | ${ }^{7}$ 7.80 | 50,723 | A | 75,983 | 4.7.78 | 101,289 | ${ }^{\text {4, }}$, ${ }^{3}$ | 25,124 | A0.98 | 50,435 | 0.088 | 75,884 | 0.14 | 102,000 | 0.7\% | 101,300 | 0.0\% |
| Health Care <br> Business | 24,610 | 35.7\% | 49,549 | 37.7\% | 74,806 | 32.1\% | 99,770 | 25.28 | 26,409 | 7.3\% | 53,632 | 8.2\% | 88,550 | 18.4\% | 119,000 | 19.3\% | 118,000 | 8.3\% |
| Education Business | 2,736 | 4.28 | 5,354 | 40.98 | 8,204 | 4.7\% | 11,914 | 17.38 | 4,528 | 65.5\% | 8,333 | 55.6\% | 11,866 | 4.6\% | 14,500 | 21.7\% | 15,200 | 27.68 |
| Others | 596 | 28.7\% | 1,207 | 25.1\% | 1,805 | 18.4\% | 2,488 | 26.38 | 747 | 25.3\% | 1,340 | 11.0\% | 2,034 | 12.7\% | 2,200 | $\Delta^{11688}$ | 2,500 | 0.5\% |
| Eliminations | -470 |  | - 877 | - | -1,377 | 40.7\% | - 1,861 | - | - 635 |  | - 1,098 | - | -1,642 | - | - 1,700 | - | - 2,000 | - |
| Net Sales | 52,815 | 8.6\% | 105,958 | 9.6\% | 159,422 | 8.2\% | 213,601 | 6.9\% | 56,174 | 6.4\% | 112,643 | 6.3\% | 176,693 | 10.8\% | 236,000 | 10.5\% | 235,000 | 10.0\% |
| Medical Support <br> Business <br> \% | $\begin{array}{r} 1,791 \\ 7.1 \% \\ \hline \end{array}$ | ${ }^{25554}$ | $\begin{array}{r} 3,736 \\ 7.4 \% \\ \hline \end{array}$ | ${ }^{27208}$ | $\begin{array}{r} 6,112 \\ 8.0 \% \\ \hline \end{array}$ | ${ }^{210} 108$ | $\begin{array}{r} 8,784 \\ 8.7 \% \\ \hline \end{array}$ | ${ }^{11798}$ | $\begin{array}{r} 1,667 \\ 6.6 \% \end{array}$ | ${ }^{6.959}$ | $\begin{array}{r} 3,680 \\ 7.3 \% \end{array}$ | ${ }^{1.5}$ | $\begin{array}{r} 5,872 \\ 7.7 \% \\ \hline \end{array}$ | ${ }^{\text {4.9.98 }}$ | $\begin{array}{r} 8,800 \\ 8.6 \% \\ \hline \end{array}$ | 0.2\% | $\begin{array}{r} 8,000 \\ 7.9 \% \end{array}$ | ${ }^{\triangle 8.95}$ |
| Health Care Business \% | $\begin{array}{r} \boldsymbol{\Delta} 690 \\ \mathbf{\Delta} 2.8 \% \end{array}$ | A3098 | - 833 $\mathbf{4 1 . 7 \%}$ | - | $\begin{array}{r} \mathbf{\Delta} 747 \\ \mathbf{\Delta} 0.9 \% \end{array}$ | 12000 | - 758 $\mathbf{4 0 . 8 \%}$ |  | $\begin{gathered} 97 \\ 0.4 \% \end{gathered}$ | - | $\begin{array}{r} 731 \\ 1.4 \% \end{array}$ |  | $\begin{gathered} 2,296 \\ \mathbf{\Delta} 0.9 \% \end{gathered}$ | - | $\begin{array}{r} 2,500 \\ 2.1 \% \end{array}$ |  | $\begin{array}{r} 3,600 \\ 3.1 \% \end{array}$ | - |
|  | $\begin{aligned} & \boldsymbol{\Delta} 281 \\ & \mathbf{\Delta} 10.3 \% \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \mathbf{\Delta} 887 \\ & \mathbf{\Delta} 16.6 \% \end{aligned}$ |  | $\begin{array}{r} \boldsymbol{\Delta} 1,019 \\ \mathbf{\Delta} 12.4 \% \\ \hline \end{array}$ | 145 | $\begin{array}{r} \mathbf{\Delta} 677 \\ \mathbf{\Delta 5} .7 \% \end{array}$ |  | $\begin{array}{r} 1,319 \\ 29.1 \% \\ \hline \end{array}$ |  | $\begin{array}{r} 1,923 \\ 23.1 \% \end{array}$ |  | $\begin{array}{r} 2,591 \\ 21.8 \% \end{array}$ |  | 800 $5.5 \%$ |  | $\begin{array}{r} 2,950 \\ 19.4 \% \end{array}$ |  |
| Others <br> \% | 55 $9.2 \%$ | 27.9\% | $\begin{array}{r} 119 \\ 9.9 \% \end{array}$ | 466,75 | $\begin{aligned} & 272 \\ & 15.0 \% \end{aligned}$ | 47.0\% | $\begin{aligned} & 409 \\ & 16.4 \% \end{aligned}$ | 90.2\% | 76 | 38.28 | $\begin{aligned} & 185 \\ & 13.8 \% \end{aligned}$ | 5.5.5\% | $\begin{aligned} & 341 \\ & 15.0 \% \end{aligned}$ | 25.48 | $\begin{gathered} 70 \\ 3.2 \% \end{gathered}$ | ${ }^{82285}$ | $\begin{aligned} & 350 \\ & 14.0 \% \end{aligned}$ | 14.48 |
| Eliminations | -1,756 |  | - 3,316 | - | - 5,010 | ${ }^{6.989}$ | - 6,743 |  | - 2,114 |  | - 4,123 |  | -6,290 | - | - 6,700 |  | -8,500 | - |
| Operating Income \% | $\begin{array}{r} \boldsymbol{\Delta} 881 \\ \mathbf{\Delta 1 . 7 \%} \end{array}$ |  | -1,181 $\mathbf{1 1 . 1 \%}$ | - | $\begin{array}{r} \boldsymbol{\Delta} 392 \\ \mathbf{\Delta} 0.2 \% \end{array}$ | 1215 | 1,013 $0.5 \%$ |  | 1,046 $1.9 \%$ | - | $\begin{array}{r} 2,398 \\ 2.1 \% \end{array}$ | - | $\begin{array}{r} 4,810 \\ 2.7 \% \end{array}$ | - | $\begin{array}{r} 5,470 \\ 2.3 \% \end{array}$ | 43968 | $\begin{array}{r} 6,400 \\ 2.7 \% \end{array}$ | ${ }^{439.65}$ |

## Segmental Results (Non-Consolidated)

|  | FY Mar. 2009 |  |  |  |  |  |  |  | FY Mar. 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q(Result) |  | Full-year (Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount(Revised) | Change |
| Medical Support Business | 25,253 | - 7.8\% | 50,561 | - $7.7 \%$ | 75,749 | - 7.7\% | 100,983 | - $7.3 \%$ | 25,047 | - 0.8\% | 50,286 | - 0.5\% | 75,657 | - $0.1 \%$ | 101,800 | 0.8\% |
| Health Care Business | 16,163 | -4.9\% | 32,623 | - $3.2 \%$ | 49,197 | - 2.3\% | 64,973 | - $2.3 \%$ | 16,890 | 4.5\% | 34,319 | 5.2\% | 59,190 | 20.3\% | 84,600 | 30.2\% |
| Education Business | 2,736 | -4.2\% | 5,354 | - 0.9\% | 8,204 | 4.7\% | 11,914 | 17.3\% | 4,528 | 65.5\% | 8,333 | 55.6\% | 11,866 | 44.6\% | 14,500 | 21.7\% |
| Net Sales | 44,153 | - $6.5 \%$ | 88,540 | - 5.7\% | 133,151 | - 5.1\% | 177,871 | 4.4.1\% | 46,466 | 5.2\% | 92,938 | 5.0\% | 146,714 | 10.2\% | 200,900 | 12.9\% |
| Medical Support Business \% | $\begin{array}{r} 21,165 \\ 83.8 \% \\ \hline \end{array}$ | - 6.5\% | $\begin{array}{r} 41,910 \\ 82.9 \% \\ \hline \end{array}$ | - $7.2 \%$ | $\begin{array}{r} 62,387 \\ 82.4 \% \\ \hline \end{array}$ | - 7.6\% | $\begin{array}{r} 82,567 \\ 81.8 \% \\ \hline \end{array}$ | - $7.3 \%$ | $\begin{array}{r} 20,822 \\ 83.1 \% \\ \hline \end{array}$ | -1.6\% | $\begin{array}{r} 41,500 \\ 82.5 \% \end{array}$ | - 1.0\% | $\begin{array}{r} 62,350 \\ 82.4 \% \\ \hline \end{array}$ | - $0.1 \%$ | $\begin{array}{r} 83,300 \\ 81.8 \% \end{array}$ | 0.9\% |
| Health Care \% | $\begin{array}{r} 13,719 \\ 84.9 \% \\ \hline \end{array}$ | -6.8\% | $\begin{array}{r} 27,460 \\ 84.2 \% \\ \hline \end{array}$ | -6.6\% | $\begin{array}{r} 41,393 \\ 84.1 \% \\ \hline \end{array}$ | - 5.7\% | $\begin{array}{r} 54,880 \\ 84.5 \% \\ \hline \end{array}$ | - 5.4\% | $\begin{array}{r} 14,061 \\ 83.3 \% \\ \hline \end{array}$ | 2.5\% | $\begin{array}{r} 28,263 \\ 82.4 \% \\ \hline \end{array}$ | 2.9\% | $\begin{array}{r} 49,179 \\ 83.1 \% \\ \hline \end{array}$ | 18.8\% | $\begin{array}{r} 72,000 \\ 85.1 \% \\ \hline \end{array}$ | 31.2\% |
| Education $\%$ | $\begin{array}{r} 1,359 \\ 49.7 \% \\ \hline \end{array}$ | 0.1\% | $\begin{array}{r} 2,686 \\ 50.2 \% \\ \hline \end{array}$ | 1.1\% | 3,992 | 2.1\% | $\begin{array}{r} 5,388 \\ 45.2 \% \\ \hline \end{array}$ | 5.2\% | $\begin{array}{r} 1,468 \\ 32.4 \% \\ \hline \end{array}$ | 8.0\% | $\begin{array}{r} 2,870 \\ 34.4 \% \\ \hline \end{array}$ | 6.9\% | $\begin{array}{r} 4,193 \\ 35.3 \% \\ \hline \end{array}$ | 5.0\% | $6,000$ | 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\% | $\begin{array}{r} 107,773 \\ 80.9 \% \\ \hline \end{array}$ | -6.6\% | $\begin{array}{r} 142,836 \\ 80.3 \% \\ \hline \end{array}$ | - $6.2 \%$ | $\begin{array}{r} 36,352 \\ 78.2 \% \\ \hline \end{array}$ | 0.3\% | $\begin{array}{r} 72,635 \\ 78.2 \% \\ \hline \end{array}$ | 0.8\% | $\begin{array}{r} 115,723 \\ 78.9 \% \\ \hline \end{array}$ | 7.4\% | $\begin{array}{r} 161,300 \\ 80.3 \% \\ \hline \end{array}$ | 12.9\% |
| Medical Support <br> Business <br> $\%$ | $\begin{array}{r} 4,087 \\ 16.2 \% \end{array}$ | - 13.8\% | $\begin{array}{r} 8,651 \\ 17.1 \% \\ \hline \end{array}$ | - 10.2\% | $\begin{array}{r} 13,361 \\ 17.6 \% \\ \hline \end{array}$ | - 8.0\% | $\begin{array}{r} 18,415 \\ 18.2 \% \\ \hline \end{array}$ | - 7.0\% | $\begin{array}{r} 4,224 \\ 16.9 \% \\ \hline \end{array}$ | 3.4\% | $\begin{array}{r} 8,735 \\ 17.4 \% \\ \hline \end{array}$ | 1.0\% | $\begin{array}{r} 13,306 \\ 17.6 \% \\ \hline \end{array}$ | - $0.4 \%$ | $\begin{array}{r} 18,500 \\ 18.2 \% \\ \hline \end{array}$ | 0.5\% |
| Risiness <br> \% | 2,444 | 7.3\% | $\begin{array}{r} 5,162 \\ 15.8 \% \end{array}$ | 20.7\% | $\begin{array}{r} 7,804 \\ 15.9 \% \\ \hline \end{array}$ | 21.3\% | $\begin{array}{r} 10,092 \\ 15.5 \% \end{array}$ | 18.5\% | $\begin{array}{r} 2,829 \\ 16.7 \% \\ \hline \end{array}$ | 15.8\% | $\begin{array}{r} 6,055 \\ 17.6 \% \\ \hline \end{array}$ | 17.3\% | $\begin{array}{r} 10,011 \\ 16.9 \% \\ \hline \end{array}$ | 28.3\% | $\begin{array}{r} 12,600 \\ 14.9 \% \\ \hline \end{array}$ | 24.9\% |
| $\begin{aligned} & \text { Cuucation } \\ & \text { RIIsiness } \\ & \% \end{aligned}$ | $\begin{array}{r} 1,377 \\ 50.3 \% \end{array}$ | - 8.1\% | $\begin{array}{r} 2,668 \\ 49.8 \% \\ \hline \end{array}$ | - 2.7\% | $\begin{array}{r} 4,211 \\ 51.3 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 6,526 \\ 54.8 \% \\ \hline \end{array}$ | 29.6\% | $3,060$ | 122.2\% | $\begin{array}{r} 5,462 \\ 65.5 \% \end{array}$ | 104.7\% | $\begin{array}{r} 7,672 \\ 64.7 \% \end{array}$ | 82.2\% | $\begin{array}{r} 8,500 \\ 58.6 \% \\ \hline \end{array}$ | 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\% | $\begin{array}{r} 25,378 \\ 19.1 \% \\ \hline \end{array}$ | 2.0\% | $\begin{array}{r} 35,035 \\ 19.7 \% \\ \hline \end{array}$ | 5.0\% | $\begin{array}{r} 10,113 \\ 21.8 \% \\ \hline \end{array}$ | 27.9\% | $\begin{array}{r} 20,303 \\ 21.8 \% \\ \hline \end{array}$ | 23.2\% | $\begin{array}{r} 30,990 \\ 21.1 \% \end{array}$ | 22.1\% | $\begin{array}{r} 39,600 \\ 19.7 \% \\ \hline \end{array}$ | 13.0\% |
| Medical Support <br> Business <br> $\%$ | $\begin{array}{r} 3,325 \\ 13.2 \% \\ \hline \end{array}$ | - 7.1\% | $\begin{array}{r} 6,872 \\ 13.6 \% \\ \hline \end{array}$ | 0.5\% | $\begin{array}{r} 10,166 \\ 13.4 \% \\ \hline \end{array}$ | 1.5\% | $\begin{array}{r} 13,515 \\ 13.4 \% \\ \hline \end{array}$ | 1.0\% | $\begin{array}{r} 3,724 \\ 14.9 \% \\ \hline \end{array}$ | 12.0\% | $\begin{array}{r} 7,380 \\ 14.7 \% \\ \hline \end{array}$ | 7.4\% | $\begin{array}{r} 10,739 \\ 14.2 \% \\ \hline \end{array}$ | 5.6\% | $\begin{array}{r} 13,500 \\ 13.3 \% \\ \hline \end{array}$ | - $0.1 \%$ |
| nealticale <br> Rusiness <br> \% | $\begin{array}{r} 2,933 \\ 18.1 \% \\ \hline \end{array}$ | 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\% | $\begin{array}{r} 11,009 \\ 16.9 \% \\ \hline \end{array}$ | 9.1\% | $\begin{array}{r} 3,066 \\ 18.2 \% \\ \hline \end{array}$ | 4.5\% | $\begin{array}{r} 6,110 \\ 17.8 \% \\ \hline \end{array}$ | 8.3\% | $\begin{array}{r} 9,468 \\ 16.0 \% \end{array}$ | 13.4\% | $\begin{array}{r} 12,400 \\ 14.7 \% \\ \hline \end{array}$ | 12.6\% |
|  | $\begin{array}{r} 1,767 \\ 64.6 \% \\ \hline \end{array}$ | - 10.3\% | $\begin{array}{r} 3,761 \\ 70.2 \% \end{array}$ | - $0.7 \%$ | $\begin{array}{r} 5,542 \\ 67.6 \% \end{array}$ | 2.2\% | $\begin{array}{r} 7,656 \\ 64.3 \% \\ \hline \end{array}$ | 6.0\% | $\begin{array}{r} 1,942 \\ 42.9 \% \\ \hline \end{array}$ | 9.9\% | $\begin{array}{r} 3,895 \\ 46.7 \% \end{array}$ | 3.6\% | $\begin{array}{r} 5,589 \\ 47.1 \% \\ \hline \end{array}$ | 0.8\% | $\begin{array}{r} 8,200 \\ 56.6 \% \\ \hline \end{array}$ | 7.1\% |
| Selling, General and <br> Administrative <br> \% | $\begin{array}{r} 8,025 \\ 18.2 \% \end{array}$ | - 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\% | $\begin{array}{r} 32,182 \\ 18.1 \% \\ \hline \end{array}$ | 4.8\% | $\begin{array}{r} 8,733 \\ 18.8 \% \\ \hline \end{array}$ | 8.8\% | $\begin{array}{r} 17,386 \\ 18.7 \% \\ \hline \end{array}$ | 6.8\% | $\begin{array}{r} 25,798 \\ 17.6 \% \\ \hline \end{array}$ | 7.2\% | $\begin{array}{r} 34,100 \\ 17.0 \% \end{array}$ | 6.0\% |
| Medical Support Business o | $\begin{array}{r} 762 \\ 3.0 \% \\ \hline \end{array}$ | - 34.3\% | $\begin{array}{r} 1,779 \\ 3.5 \% \\ \hline \end{array}$ | - 36.4\% | $\begin{array}{r} 3,194 \\ 4.2 \% \\ \hline \end{array}$ | - 29.3\% | $\begin{array}{r} 4,899 \\ 4.9 \% \\ \hline \end{array}$ | - $23.7 \%$ | $\begin{array}{r} 500 \\ 2.0 \% \end{array}$ | - 34.4\% | $\begin{array}{r} 1,404 \\ 2.8 \% \end{array}$ | - 21.1\% | $\begin{array}{r} 2,566 \\ 3.4 \% \\ \hline \end{array}$ | -19.7\% | $\begin{array}{r} 5,000 \\ 4.9 \% \end{array}$ | 2.1\% |
| Mealm care <br> Business \% | $\begin{array}{r} \triangle 489 \\ \mathbf{3} .0 \% \end{array}$ | - | $\begin{array}{r} \triangle 480 \\ \mathbf{1} .5 \% \end{array}$ | - | $\begin{array}{r} \triangle 542 \\ \mathbf{1 1 . 1 \%} \end{array}$ | - | $\mathbf{~} 916$ $\mathbf{1} 1.4 \%$ | - | $\begin{array}{r} \Delta 237 \\ \mathbf{1} 1.4 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \triangle 54 \\ \mathbf{~} 0.2 \% \end{array}$ | - | 542 <br> 0.9\% | - | $\begin{array}{r} 200 \\ 0.2 \% \end{array}$ | - |
| Business <br> \% | $\begin{array}{r} \triangle 390 \\ \mathbf{1 4 . 3 \%} \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta 1 , 0 9 2} \\ \mathbf{\Delta} 20.4 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \mathbf{1}, 330 \\ \mathbf{1} 6.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \mathbf{1} 129 \\ \mathbf{\Delta 9 . 5 \%} \end{array}$ | - | $\begin{array}{r} 1,117 \\ 24.7 \% \end{array}$ | - | $\begin{array}{r} 1,567 \\ 18.8 \% \end{array}$ | - | $\begin{array}{r} 2,083 \\ 17.6 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 300 \\ 2.1 \% \end{array}$ | - |
| Operating Income \% | $\begin{array}{r} \triangle 118 \\ \mathbf{0 . 3 \%} \\ \hline \end{array}$ | $\triangle$ 155.9\% | $\begin{array}{r} 207 \\ 0.2 \% \\ \hline \end{array}$ | - 72.7\% | $\begin{array}{r} 1,322 \\ 1.0 \% \\ \hline \end{array}$ | - 26.4\% | $\begin{array}{r} 2,853 \\ 1.6 \% \\ \hline \end{array}$ | 7.3\% | $\begin{array}{r} 1,380 \\ 3.0 \% \\ \hline \end{array}$ | $\triangle^{1,269}$ | $\begin{array}{r} 2,917 \\ 3.1 \% \\ \hline \end{array}$ | 1,309.2\% | $\begin{array}{r} 5,192 \\ 3.5 \% \\ \hline \end{array}$ | 292.7\% | $\begin{array}{r} 5,500 \\ 2.7 \% \\ \hline \end{array}$ | 92.8\% |

## Medical Support Business (Non-consolidated)

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2009 |  |  |  | FY Mar. 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | Halfyear | 3Q | Full-year | 1Q | Half-year | 3Q(Result) | Futresforememposes) |  |
| Hospitals | 21,606 | 43,356 | 65,050 | 86,690 | 21,667 | 43,515 | 65,414 | 83,000 | 87,300 |
| Clinics and Pharmacies | 3,647 | 7,204 | 10,688 | 14,293 | 3,379 | 6,770 | 10,242 | 18,800 | 13,700 |
| TOTAL | 25,253 | 50,561 | 75,749 | 100,983 | 25,047 | 50,286 | 75,657 | 101,800 | 101,000 |

Number of contracted medical institutions


## Health Care Business (Non-consolidated)

- Sales breakdown and the number of services used -


## Sales-Breakdown

|  | FY Mar. 2009 |  |  |  | FY Mar. 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | Half-year | 3 Q | Full-year | $1 Q$ | Half-year | 30 | surnex foreat fomeme |  |
| Home-visit care service | 9,428 | 18,965 | 28,534 | 37,766 | 10,150 | 20,558 | 32,278 | 44,800 | 44,100 |
| Day care service | 3,966 | 8,047 | 12,162 | 16,074 | 4,204 | 8,567 | 13,304 | 17,500 | 17,800 |
| Rental/selling of welfare equipment, housing improvement service | 1,477 | 2,970 | 4,545 | 6,017 | 1,457 | 2,658 | 4,545 | 6,200 | 6,100 |
| facility service | 151 | 305 | 466 | 622 | 299 | 600 | 6,486 | 11,300 | 12,400 |
| Other service | 1,139 | 2,334 | 3,489 | 4,494 | 777 | 1,634 | 2,575 | 4,800 | 3,400 |
| Net Sales | 16,161 | 32,623 | 49,197 | 64,973 | 16,899 | 34,319 | 59,188 | 84,600 | 83,800 |

* Home-visit nursing care service: Including home-visit bathing service and care planning. Other services: Including catering service, etc.
* Net 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 Dec. | End of Mar. | End of Jun. | End of Sep. | End of Doc.(Psesut) | Smersme |  |
| Number of care planning users | 33,484 | 33,912 | 34,958 | 35,412 | 36,729 | 37,415 | 39,787 | 40,800 | 40,400 |


| Home-visit care service | 62,138 | 62,669 | 63,932 | 63,651 | 65,506 | 66,401 | 72,244 | 74,500 | 74,000 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Day care service | 17,965 | 18,026 | 18,247 | 18,191 | 18,718 | 19,019 | 20,385 | 20,000 | 20,300 |
| Rental of welfare equipment | 24,178 | 23,839 | 24,194 | 24,006 | 24,264 | 24,731 | 25,651 | 27,000 | 25,600 |
| Facility care service | 132 | 132 | 132 | 132 | 240 | 240 | 5,189 | 5100 | 5300 |
| TOTAL (Number of service users) | 104,281 | 104,534 | 106,373 | 105,848 | 108,488 | 110,151 | 123,469 | 126,600 | 125,100 |

* Home-visit care service: Including 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 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | Half-year | 3 Q | $\begin{aligned} & \text { Nine months ended d } \\ & \text { Amount } \end{aligned}$ | Full-year <br> Amount | $1 \mathrm{Q}$ <br> Amount | Half-year <br> Amount | $\begin{array}{\|c\|} \hline \text { 3Q } \\ \hline \text { Amount(Result) } \\ \hline \end{array}$ | Nine months ended Amount(Result) | Full-year |  |
|  | Amount | Amount | Amount |  |  |  |  |  |  | Anountereious) | Amountif |
| ноноемі | 3,031 | 6,073 | 3,138 | 9,211 | 12,548 | 3,675 | 7,439 | 7,777 | 15,216 | 18,680 | 19,177 |
| KIRAMEKI | 743 | 1,560 | 943 | 2,503 | 3,605 | 1,176 | 2,493 | 2,831 | 5,324 | 6,430 | 6,711 |
| HOME | 560 | 1,205 | 664 | 1,869 | 2,617 | 816 | 1,687 | 957 | 2,644 | 3,500 | 3,500 |
| CARE PALECE | 2,863 | 5,684 | 2,791 | 8,475 | 11,340 | 2,741 | 5,463 | 2,725 | 8,188 | 11,570 | 11,570 |
| Net Sales | 7,200 | 14,523 | 7,535 | 22,058 | 30,110 | 8,410 | 17,084 | 14,288 | 31,372 | 40,180 | 40,482 |
| НоНоемI | $\triangle 9$ | 56 | 159 | 215 | 435 | 208 | 409 | 412 | 821 | 1,300 | - |
| \% | - $0.3 \%$ | 0.9\% | 5.1\% | 2.3\% | 3.5\% | 5.7\% | 5.5\% | 5.3\% | 5.4\% | 7.0\% | \#VALUE! |
| KIRAMEKI | - 388 | - 797 | - 346 | -1,143 | -1,370 | -190 | - 306 | -140 | -446 | -190 | - |
| \% | $\triangle 52.2 \%$ | - 51.1\% | - 36.7\% | 445.7\% | - 38.0\% | -16.2\% | 12.3\% | 4.9\% | 4.4\% | 43.0\% | \#VALUE! |
| HOME | - 257 | -449 | -193 | - 642 | - 817 | -136 | -198 | -4 | - 202 | - 270 | - |
| \% | 445.9\% | -37.3\% | 429.1\% | -34.3\% | $\triangle 31.2 \%$ | -16.7\% | -11.7\% | - $0.4 \%$ | 4.7.6\% | 4.7.7 | \#VALUE! |
| CARE PALECE | A11 | - 68 | 6 | - 62 | $\triangle 6$ | -115 | - 263 | -100 | - 363 | 60 | - |
| \% | - $0.4 \%$ | -1.2\% | 0.1\% | $\triangle 0.7 \%$ | 40.1\% | 4. 4.2 | 4.8\% | -0.7\% | 4.4\% | 0.1\% | \#VALUE: |
| Operating Income | $\triangle 667$ | (1,258 | - 374 | (1,632 | (1,759 | - 233 | - 359 | 169 | $\triangle 190$ | 900 | - |
| $\%$ | - $9.3 \%$ | 48.7\% | 4.0\% | - $7.4 \%$ | 45.8\% | -2.8\% | A 2.1\% | 1.2\% | $\triangle 0.6 \%$ | 2.2\% | \#VALUE! |

[^1]
## Education Business (non-consolidated) - Sales breakdown -

## Sales-Breakdown

(Millions of Yen)

|  | FY Mar. 2009 |  |  |  | FY Mar. 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | Half-year | $3 Q$ | Full-year | $1 Q$ | Half-year | 3 Q |  | deme |
| Medical office administration course | 1,418 | 2,802 | 4,281 | 6,003 | 2,078 | 3,817 | 5,444 | 7,250 | 6,970 |
| Home helper training course | 1,102 | 2,136 | 3,303 | 5,109 | 2,190 | 4,023 | 5,712 | 6,300 | 7,340 |
| Babysitter training course and others | 216 | 416 | 619 | 802 | 260 | 492 | 709 | 950 | 890 |
| TOTAL | 2,736 | 5,354 | 8,204 | 11,914 | 4,528 | 8,333 | 11,866 | 14,500 | 15,200 |

* Babysitter training course and others: Including " 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.

[^1]:    * Result\&Forecast for amount of HOHOEMI and KIRAMEKI : 15 months are summed up, cause of change the amalgamation.

