# Financial Results <br> Half year Ended Sep. 30, 2010 

## DATABOOK

Nov. 10, 2010

## Nichii Gakkan Company【9792】

www.nichiigakkan.co.jp

## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2010 |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  |  |  | Full-year(Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount(Forecast) | Change | Amount(Result) | Change | Amount | Change |
| Net Sales | 56,174 | 6.4\% | 112,643 | 6.3\% | 235,352 | 10.2\% | 59,468 | 5.9\% | 119,300 | 5.9\% | 119,623 | 6.2\% | 240,000 | 2.0\% |
| Operating Income | 1,046 | - | 2,398 | - | 6,864 | 577.1\% | 1,721 | 64.5\% | 3,500 | 45.9\% | 3,401 | 41.9\% | 8,000 | 16.5\% |
| \% | 1.9\% |  | 2.1\% |  | 2.9\% |  | 2.9\% |  | 2.9\% |  | 2.8\% |  | 3.3\% |  |
| Ordinary Income | 989 | - | 2,293 | - | 6,877 | 759.2\% | 1,834 | 85.4\% | 3,500 | 52.6\% | 3,727 | 62.6\% | 8,300 | 20.7\% |
| \% | 1.8\% |  | 2.0\% |  | 2.9\% |  | 3.1\% |  | 2.9\% |  | 3.1\% |  | 3.5\% |  |
| Net Income | 109 | - | 677 | - | 3,154 | - | 523 | 380.4\% | 1,100 | 62.3\% | 1,329 | 96.1\% | 3,500 | 10.9\% |
| \% | 0.2\% |  | 0.6\% |  | 1.3\% |  | 0.9\% |  | 0.9\% |  | 1.1\% |  | 1.5\% |  |

## Income Statement (Non-Consolidated)

(Millions of Yen)

|  | FY Mar. 2010 |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  |  |  | Fukk-year(Forecast) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Amount(Foreast) | Change | Amount(Result) | Change | Amount | Change |
| Net Sales | 46,466 | 5.2\% | 92,938 | 5.0\% | 200,483 | 12.7\% | 55,113 | 18.6\% | 109,800 | 18.1\% | 110,793 | 19.2\% | 221,000 | 10.2\% |
| Operating Income | 1,380 | - | 2,917 | 1,309.2\% | 7,389 | 159.0\% | 1,928 | 39.7\% | 3,850 | 32.0\% | 3,833 | 31.4\% | 8,400 | 13.7\% |
| \% | 3.0\% |  | 3.1\% |  | 3.7\% |  | 3.5\% |  | 3.5\% |  | 3.5\% |  | 3.8\% |  |
| Ordinary Income | 1,464 | - | 3,032 | 695.8\% | 7,785 | 135.9\% | 2,161 | 47.6\% | 4,000 | 31.9\% | 4,250 | 40.2\% | 8,900 | 14.3\% |
| \% | 3.2\% |  | 3.3\% |  | 3.9\% |  | 3.9\% |  | 3.6\% |  | 3.8\% |  | 4.0\% |  |
| Net Income | 648 | - | 1,532 | 3.828.28 | 4,009 | 205.6\% | 1,012 | 56.2\% | 1,800 | 17.4\% | 2,092 | 36.6\% | 4,400 | 9.7\% |
| \% | 1.4\% |  | 1.6\% |  | 2.0\% |  | 1.8\% |  | 1.6\% |  | 1.9\% |  | 2.0\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2010 |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q(New standara) |  | Half-year(Conventional standard) |  |  | Half-year(New standard) |  |  |  | Full-year(New standard) |  |  |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Amount | Change | Forecast | Change | Amount | Change | ecast Previus | Change | Frocast Revised | Change |
| Medical Support Business | 25,124 | A0.96 | 50,435 | A0.68 | 101,553 | 0.3\% | 25,505 | 1.5\% | 50,900 | 51,223 | 1.6\% | 50,900 | 0.9\% | 51,223 | 1.6\% | 102,500 | 0.9\% | 102,400 | 0.8\% |
| Health Care Business | 26,409 | 7.3\% | 53,632 | 8.2\% | 118,074 | 18.3\% | 30,070 | 13.9\% | 60,300 | 61,177 | 14.1\% | 60,300 | 12.4\% | 61,177 | 14.1\% | 122,300 | 3.6\% | 123,500 | 4.6\% |
| Education Business | 4,528 | 65.5\% | 8,333 | 55.6\% | 15,255 | 28.0\% | 3,826 | A1558 | 7,500 | 7,076 | $\triangle 15.18$ | 7,500 | 41008 | 7,076 | 415.14 | 14,400 | 45,64 | 13,000 | ${ }^{141488}$ |
| Others | 747 | 25.3\% | 1,340 | 11.0\% | 2,603 | 4.6\% | 474 | ${ }^{33655}$ | 1,500 | 805 | ${ }^{\text {43935 }}$ | 1,500 | 11.9\% | 805 | ${ }^{\text {43993 }}$ | 2,700 | 3.7\% | 2,300 | ${ }^{111,65}$ |
| Eliminations | -635 | - | (1,098 | - | - 2,134 |  | -408 | - | - 900 | - 660 |  | $\triangle 900$ |  | - 660 |  | -1,900 | - | - 1,200 | - |
| Net Sales | 56,174 | 6.4\% | 112,643 | 6.3\% | 235,352 | 10.2\% | 59,468 | 5.9\% | 119,300 | 119,623 | 6.2\% | 119,300 | 5.9\% | 119,623 | 6.2\% | 240,000 | 2.0\% | 240,000 | 2.0\% |
| Medical Support <br> Business <br> $\%$ | $\begin{array}{r} 1,667 \\ 6.6 \% \end{array}$ | A6.980 | $\begin{array}{r} 3,680 \\ 7.3 \% \\ \hline \end{array}$ | ${ }^{1.56}$ | $\begin{array}{r} 8,181 \\ 8.1 \% \\ \hline \end{array}$ | $\triangle^{6.9}$ | $\begin{array}{r} 1,342 \\ 5.3 \% \\ \hline \end{array}$ | ${ }^{10,55}$ | $\begin{array}{r} 3,700 \\ 7.3 \% \end{array}$ | $\begin{array}{r} 3,509 \\ 6.9 \% \\ \hline \end{array}$ | ${ }^{4.685}$ | $\begin{array}{r} 3,100 \\ 6.1 \% \\ \hline \end{array}$ | ${ }^{1588}$ | $\begin{array}{r} 2,951 \\ 5.8 \% \\ \hline \end{array}$ | ${ }^{11988}$ | $\begin{array}{r} 7,000 \\ 6.8 \% \\ \hline \end{array}$ | ${ }^{1044}$ | $\begin{array}{r} 6,500 \\ 6.3 \% \\ \hline \end{array}$ | ${ }^{20.585}$ |
| $\begin{aligned} & \text { Health Care } \\ & \text { Business } \\ & \% \end{aligned}$ | 97 $0.4 \%$ | - | $\begin{array}{r} 731 \\ 1.4 \% \end{array}$ | - | $\begin{array}{r} 3,586 \\ 3.0 \% \end{array}$ |  | $\begin{array}{r} 1,249 \\ 4.2 \% \end{array}$ | 1,17828 | $\begin{array}{r} 2,950 \\ 4.9 \% \end{array}$ | $\begin{array}{r} 3,521 \\ 5.8 \% \end{array}$ | ${ }^{381.754}$ | $\begin{array}{r} 2,500 \\ 4.1 \% \end{array}$ | 2420: | $\begin{array}{r} 3,102 \\ 5.1 \% \end{array}$ | 324.45 | $\begin{array}{r} 5,300 \\ 4.3 \% \end{array}$ | 47.8\% | $\begin{array}{r} 7,300 \\ 5.9 \% \end{array}$ | 103.68 |
| Education Business <br> \% | $\begin{array}{r} 1,319 \\ 29.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 1,923 \\ 23.1 \% \end{array}$ | - | $\begin{array}{r} 2,992 \\ 19.6 \% \\ \hline \end{array}$ | - | $\begin{aligned} & 871 \\ & 22.8 \% \end{aligned}$ | A30404 | $\begin{array}{r} 1,050 \\ 14.0 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,027 \\ 14.5 \% \end{array}$ | ${ }^{46685}$ | $\begin{array}{r} 1,400 \\ 18.7 \% \\ \hline \end{array}$ | ${ }^{2722^{3}}$ | $\begin{array}{r} 1,043 \\ 14.7 \% \end{array}$ | ${ }^{45}$ | $\begin{array}{r} 2,700 \\ 18.8 \% \\ \hline \end{array}$ | 40.88 | $\begin{array}{r} 1,600 \\ 12.3 \% \\ \hline \end{array}$ | 4658 |
| Others <br> \% | 76 $10.2 \%$ | 38.2\% | $\begin{aligned} & 185 \\ & 13.8 \% \end{aligned}$ | 55.5\% | $\begin{aligned} & 394 \\ & 15.1 \% \end{aligned}$ | ${ }^{43.75}$ | $\begin{array}{r} 60 \\ 12.7 \% \end{array}$ | ${ }^{202989}$ | $\begin{array}{r} 100 \\ 6.7 \% \end{array}$ |  |  |  | A598 | 5 $0.6 \%$ | A973: | 200 $7.4 \%$ | ${ }^{492}$ | 0 | - |
| Eliminations | -2,114 | - | - 4,123 | - | - 8,291 | - | - 1,801 | - | -4,300 | -4,662 |  | - 3,600 |  | - 3,700 |  | -7,200 | - | - 7,400 | - |
| Operating Income <br> \% | $\begin{array}{r} 1,046 \\ 1.9 \% \end{array}$ |  | $\begin{array}{r} 2,398 \\ 2.1 \% \end{array}$ | - | $\begin{array}{r} 6,864 \\ 2.9 \% \end{array}$ | 57.19, | $\begin{array}{r} 1,721 \\ 2.9 \% \end{array}$ | 64.5\% | $\begin{array}{r} 3,500 \\ 2.9 \% \end{array}$ | $\begin{array}{r} 3,401 \\ 2.8 \% \end{array}$ | 41.9\% | $\begin{array}{r} 3,500 \\ 2.9 \% \end{array}$ | 45.9\% | $\begin{array}{r} 3,401 \\ 2.8 \% \end{array}$ | 41.9\% | $\begin{array}{r} 8,000 \\ 3.3 \% \end{array}$ | 16.5\% | $\begin{array}{r} 8,000 \\ 3.3 \% \end{array}$ | 16.5\% |

※New standard: From the year ending March 31, 2011, Change in Allocation Standards due to New Management Approach

