# Financial Results <br> for Nine months Ended Dec.31, 2010 

## DATABOOK

Feb.9, 2011

## Nichii Gakkan Company【9792】

## Income Statement (Consolidated)

(Millions of Yen)

|  | FY Mar. 2010 |  |  |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | Change |
| Net Sales | 56,174 | 6.4\% | 112,643 | 6.3\% | 176,693 | 10.8\% | 235,352 | 10.2\% | 59,468 | 5.9\% | 119,623 | 6.2\% | 180,643 | 2.2\% | 240,000 | 2.0\% |
| Operating Income | 1,046 | - | 2,398 | - | 4,810 | - | 6,864 | 577.1\% | 1,721 | 64.5\% | 3,401 | 41.9\% | 6,187 | 28.6\% | 8,000 | 16.5\% |
| \% | 1.9\% |  | 2.1\% |  | 2.7\% |  | 2.9\% |  | 2.9\% |  | 2.8\% |  | 3.4\% |  | 3.3\% |  |
| Ordinary Income | 989 | - | 2,293 | - | 4,844 | - | 6,877 | 759.2\% | 1,834 | 85.4\% | 3,727 | 62.6\% | 6,856 | 20.7\% | 8,300 | 20.7\% |
| \% | 1.8\% |  | 2.0\% |  | 2.7\% |  | 2.9\% |  | 3.1\% |  | 3.1\% |  | 3.8\% |  | 3.5\% |  |
| Net Income | 109 | - | 677 | - | 2,260 | - | 3,154 | - | 523 | 380.4\% | 1,329 | 96.1\% | 2,794 | 23.6\% | 3,500 | 10.9\% |
| \% | 0.2\% |  | 0.6\% |  | 1.3\% |  | 1.3\% |  | 0.9\% |  | 1.1\% |  | 1.5\% |  | 1.5\% |  |

## Income Statement (Non-Consolidated)

(Millions of Yen)

|  | FY Mar. 2010 |  |  |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | Change |
| Net Sales | 46,466 | 5.2\% | 92,938 | 5.0\% | 146,714 | 10.2\% | 200,483 | 12.7\% | 55,113 | 18.6\% | 110,793 | 19.2\% | 167,062 | 13.9\% | 221,000 | 10.2\% |
| Operating Income | 1,380 | - | 2,917 | 1,309.280 | 5,192 | 292.7\% | 7,389 | 159.0\% | 1,928 | 39.7\% | 3,833 | 31.4\% | 6,665 | 28.4\% | 8,400 | 13.7\% |
| \% | 3.0\% |  | 3.1\% |  | 3.5\% |  | 3.7\% |  | 3.5\% |  | 3.5\% |  | 4.0\% |  | 3.8\% |  |
| Ordinary Income | 1,464 | - | 3,032 | 695.8\% | 5,470 | 241.7\% | 7,785 | 135.9\% | 2,161 | 47.6\% | 4,250 | 40.2\% | 7,457 | 36.3\% | 8,900 | 14.3\% |
| \% | 3.2\% |  | 3.3\% |  | 3.7\% |  | 3.9\% |  | 3.9\% |  | 3.8\% |  | 4.5\% |  | 4.0\% |  |
| Net Income | 648 | - | 1,532 | 3,828.280 | 1,556 | 131.5\% | 4,009 | 205.6\% | 1,012 | 56.2\% | 2,092 | 36.6\% | 3,820 | 145.5\% | 4,400 | 9.7\% |
| \% | 1.4\% |  | 1.6\% |  | 1.1\% |  | 2.0\% |  | 1.8\% |  | 1.9\% |  | 2.3\% |  | 2.0\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2010 |  |  |  |  |  |  |  | FY Mar. 2011 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | 3Q |  | Full-year |  | 1Q |  | Half-year |  | 3Q(Result) |  |  |  | Fut-vearforecast Reviseo) |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | New standard | Change | New standard | Change | Coneretionas tanasad | Change | New standard | Change | New standard | Change |
| Medical Support Business | 25,124 | -0.9\% | 50,435 | 40.6\% | 75,884 | A0.10 | 101,553 | 0.3\% | 25,505 | 1.5\% | 51,223 | 1.6\% | 77,124 | 1.6\% | 77,124 | 1.6\% | 102,400 | 0.8\% |
| Health Care Business | 26,409 | 7.3\% | 53,632 | 8.2\% | 88,550 | 18.4\% | 118,074 | 18.3\% | 30,070 | 13.9\% | 61,177 | 14.1\% | 93,002 | 5.0\% | 93,002 | 5.0\% | 123,500 | 4.6\% |
| Education Business | 4,528 | 65.5\% | 8,333 | 55.6\% | 11,866 | 44.6\% | 15,255 | 28.0\% | 3,826 | 15 | 7,076 | $\triangle 15$ | 10,162 | ${ }^{144.480}$ | 10,162 | ${ }^{11448}$ | 13,000 | ${ }^{14488}$ |
| Others | 747 | 25.3\% | 1,340 | 11.0\% | 2,034 | 12.7\% | 2,603 | 4.6\% | 474 | A365\% | 805 | ${ }^{39}$ | 1,361 | $\triangle^{33}$ | 1,361 | A33.18 | 2,300 | $\Delta^{116.68}$ |
| Eliminations | -635 | - | A 1,098 | - | -1,642 | - | ( 2,134 | - | -408 | - | - 660 |  | -1,006 | - | A 1,006 | - | - 1,200 |  |
| Net Sales | 56,174 | 6.4\% | 112,643 | 6.3\% | 176,693 | 10.8\% | 235,352 | 10.2\% | 59,468 | 5.9\% | 119,623 | 6.2\% | 180,643 | 2.2\% | 180,643 | 2.2\% | 240,000 | 2.0\% |
| Medical Support Business \% | $\begin{array}{r} 1,667 \\ 6.6 \% \end{array}$ | A6.98 | $\begin{array}{r} 3,680 \\ 7.3 \% \end{array}$ | A $^{1.58}$ | $\begin{array}{r} 5,872 \\ 7.7 \% \end{array}$ | 13.9\% | $\begin{array}{r} 8,181 \\ 8.1 \% \end{array}$ | 46.98 | $\begin{array}{r} 1,342 \\ 5.3 \% \end{array}$ | ${ }^{19.5}$ | $\begin{array}{r} 2,951 \\ 5.8 \% \end{array}$ | ${ }^{11988}$ | $\begin{array}{r} 5,795 \\ 7.5 \% \end{array}$ | 1. | $\begin{array}{r} 4,910 \\ 6.4 \% \end{array}$ | ${ }^{164}$ | $\begin{array}{r} 6,500 \\ 6.3 \% \end{array}$ | ${ }^{20.58}$ |
| Health Care Business \% | 97 $0.4 \%$ | - | $\begin{array}{r} 731 \\ 1.4 \% \end{array}$ | - | $\begin{array}{r} 2,296 \\ 2.6 \% \end{array}$ | - | $\begin{array}{r} 3,586 \\ 3.0 \% \end{array}$ | - | $\begin{array}{r} 1,249 \\ 4.2 \% \end{array}$ | ${ }^{1.176}$ | $\begin{array}{r} 3,102 \\ 5.1 \% \end{array}$ | 324.45 | $\begin{array}{r} 5,851 \\ 6.3 \% \end{array}$ | 154.8\% | $\begin{array}{r} 5,125 \\ 5.5 \% \end{array}$ | ${ }^{123}$ | $\begin{array}{r} 7,300 \\ 5.9 \% \end{array}$ | 103.6\% |
| Education Business \% | $\begin{array}{r} 1,319 \\ 29.1 \% \end{array}$ | - | $\begin{array}{r} 1,923 \\ 23.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,591 \\ 21.8 \% \end{array}$ | - | $\begin{array}{r} 2,992 \\ 19.6 \% \end{array}$ | - | $\begin{aligned} & 871 \\ & 22.8 \% \end{aligned}$ | $\triangle^{34}$ | $\begin{array}{r} 1,043 \\ 14.7 \% \end{array}$ | ${ }^{458}$ | $\begin{array}{r} 1,405 \\ 13.8 \% \end{array}$ | $4^{458}$ | $\begin{array}{r} 1,573 \\ 15.5 \% \end{array}$ | ${ }^{\text {A3935 }}$ | $\begin{array}{r} 1,600 \\ 12.3 \% \end{array}$ | ${ }^{465 \%}$ |
| Others <br> \% | $\begin{array}{r} 76 \\ 10.2 \% \end{array}$ | 38.2\% | $\begin{aligned} & 185 \\ & 13.8 \% \end{aligned}$ | 55.5\% | $\begin{aligned} & 341 \\ & 16.8 \% \end{aligned}$ | 25.0\% | $\begin{aligned} & 394 \\ & 15.1 \% \end{aligned}$ | 43.7\% | $\begin{array}{r} 60 \\ 12.7 \% \end{array}$ | 12093 | 5 $0.6 \%$ | ${ }^{\text {A7 } 738}$ |  | 88 | 45 $3.3 \%$ | ${ }^{18685}$ | 0 |  |
| Eliminations | - 2,114 | - | - 4,123 | - | -6,290 | - | - 8,291 | - | -1,801 | - | - 3,700 | - | -6,910 | - | - 5,466 | - | - 7,400 |  |
| Operating Income \|\% | $\begin{array}{r} 1,046 \\ 1.9 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,398 \\ 2.1 \% \end{array}$ | - | $\begin{array}{r} 4,810 \\ 2.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 6,864 \\ 2.9 \% \end{array}$ | 57.18 | $\begin{array}{r} 1,721 \\ 2.9 \% \end{array}$ | 64.5\% | $\begin{array}{r} 3,401 \\ 2.8 \% \end{array}$ | 41.9\% | $\begin{array}{r} 6,187 \\ 3.4 \% \\ \hline \end{array}$ | 28.6\% | $\begin{array}{r} 6,187 \\ 3.4 \% \\ \hline \end{array}$ | 28.6\% | $\begin{array}{r} 8,000 \\ 3.3 \% \\ \hline \end{array}$ | 16.5\% |

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

