## Financial Results

for the first quarter Ended Jun. 30, 2011

## D A T A B O K

Aug. 5, 2011
Nichii Gakkan Company【9792】

## Income Statement (Consolidated)

|  | FY Mar. 2011 |  |  |  |  |  | FY Mar. 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Result | Change | Forecast | Change | Forecast | Change |
| Net Sales | 59,468 | 5.9\% | 119,623 | 6.2\% | 240,827 | 2.3\% | 61,132 | 2.8\% | 123,700 | 3.4\% | 250,000 | 3.8\% |
| Operating Income | 1,721 | 64.5\% | 3,401 | 41.9\% | 7,868 | 14.6\% | 2,225 | 29.3\% | 3,600 | 5.8\% | 9,000 | 14.4 |
| \% | 2.9\% |  | 2.8\% |  | 3.3\% |  | 3.6\% |  | 2.9\% |  | 3.6\% |  |
| Ordinary Income | 1,834 | 85.4\% | 3,727 | 62.6\% | 9,660 | 40.5\% | 2,277 | 24.2\% | 3,500 | 4.1\% | 9,300 | 43 |
| \% | 3.1\% |  | 3.1\% |  | 4.0\% |  | 3.7\% |  | 2.8\% |  | 3.7\% |  |
| Net Income | 523 | 380.48 | 1,329 | 96.1\% | 3,478 | $10.3 \%$ | 1,038 | 98.3\% | 1,400 | 5.3\% | 4,500 | 29.4\% |
| \% | 0.9\% |  | 1.1\% |  | 1.4\% |  | 1.7\% |  | 1.1\% |  | 1.8\% |  |

## Income Statement (Non-Consolidated)

|  | FY Mar. 2011 |  |  |  |  |  | FY Mar. 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Result | Change | Forecast | Change | Forecast | Mange |
| Net Sales | 55,113 | 18.6\% | 110,793 | 19.2\% | 222,565 | 11.0\% | 56,595 | 2.7\% | 114,000 | 2.9\% | 230,500 | 3.6\% |
| Operating Income | 1,928 | 39.7\% | 3,833 | 31.4\% | 8,484 | 14.8\% | 2,515 | 30.4\% | 3,800 | 40.9\% | 8,900 | 4.9\% |
| \% | 3.5\% |  | 3.5\% |  | 3.8\% |  | 4.4\% |  | 3.3\% |  | 3.9\% |  |
| Ordinary Income | 2,161 | 47.6\% | 4,250 | 40.2\% | 10,502 | 34.9\% | 2,700 | 24.9\% | 3,900 | 4.3.3\% | 9,500 | 4.9.5 |
| \% | 3.9\% |  | 3.8\% |  | 4.7\% |  | 4.8\% |  | 3.4\% |  | 4.1\% |  |
| Net Income | 1,012 | 56.2\% | 2,092 | 36.5\% | 4,791 | 19.5\% | 1,499 | 48.1\% | 1,900 | 49.2\% | 5,000 | 4.4\% |
| \% | 1.8\% |  | 1.9\% |  | 2.2\% |  | 2.6\% |  | 1.7\% |  | 2.2\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2011 |  |  |  |  |  | FY Mar. 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ |  | Half-year |  | Full-year |  | $1 Q$ |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Chane | Amount | Chane | Result | Change | Forecast | Crange | Forecast |  |
| Medical Support Section | 25,505 | 1.5\% | 51,223 | 1.6\% | 103,227 | 1.6\% | 25,694 | 0.7\% | 51,700 | 0.9\% | 104,300 | 1.0\% |
| Health Care Section | 30,070 | 13.9\% | 61,177 | 14.1\% | 124,321 | 5.3\% | 32,358 | 7.6\% | 65,600 | 7.2\% | 133,400 | 7.3\% |
| Education Section | 3,826 | 415,58 | 7,076 | ${ }^{15,515}$ | 12,907 | 15.4 | 3,027 | A20980 | 6,100 | ${ }^{13388}$ | 12,000 | 47.08 |
| Others | 474 |  | 805 | 29939 | 1,642 | 3369 | 347 | ${ }^{26885}$ | 800 | A0.78 | 1,500 | 4.788 |
| Eliminations | -408 |  | - 660 |  | - 1,271 |  | - 295 |  | - 500 |  | - 1,200 |  |
| Net Sales | 59,468 | 5.9\% | 119,623 | 6.2\% | 240,827 | 2.3\% | 61,132 | 2.8\% | 123,700 | 3.4\% | 250,000 | 3.8\% |
| Medical Support <br> Section <br> $\%$ | $\begin{array}{r} 1,342 \\ 5.3 \% \end{array}$ | 4,958 | $\begin{array}{r} 2,951 \\ 5.8 \% \end{array}$ | ${ }^{1989}$ | $\begin{array}{r} 7,042 \\ 6.8 \% \end{array}$ | $\square^{13}$ | $\begin{array}{r} 1,962 \\ 7.6^{6} \end{array}$ | 46.2\% | $\begin{array}{r} 3,200 \\ 6.2 \% \end{array}$ | 8.4\% | $\begin{array}{r} 7,400 \\ 7.1 \% \end{array}$ | 5.1\% |
| Health Care <br> Section <br> $\%$ | $\begin{array}{r} 1,249 \\ 4.2 \% \end{array}$ | 17620 | $\begin{array}{r} 3,102 \\ 5.1 \% \end{array}$ | 324,28 | $\begin{array}{r} 6,500 \\ 5.2 \% \end{array}$ | 81.2\% | $\begin{array}{r} 2,090 \\ 6.5^{\circ} \end{array}$ | 67.3\% | $\begin{array}{r} 4,100 \\ 6.3^{\circ} \end{array}$ | 32.2\% | $\begin{array}{r} 8,500 \\ 6.4 \% \end{array}$ | 30.8\% |
| $\begin{aligned} & \text { Education } \\ & \text { Section } \\ & \% \end{aligned}$ | $871$ | ${ }^{340808}$ | $\begin{array}{r} 1,043 \\ 14.8 \% \end{array}$ | $\triangle 4573$ | $\begin{array}{r} 1,596 \\ 12.4 \% \end{array}$ | 14673 |  | $\triangle 645$ | $\begin{gathered} 400 \\ 6.6 \% \end{gathered}$ | A1,734 | 900 $7.5 \%$ |  |
| $\begin{aligned} & \text { Others } \\ & \% \end{aligned}$ | $\begin{array}{r} 60 \\ 12.7 \% \end{array}$ | 20.980 |  | 972 | -68 |  | -144 |  | -100 |  | -100 |  |
| Eliminations | -1,801 |  | - 3,700 |  | - 7,201 |  | -1,992 |  | - 4,000 |  | - 7,700 |  |
| Operating Income <br> \% | $\begin{array}{r} 1,721 \\ 2.9 \% \\ \hline \end{array}$ | 64.5\% | $\begin{array}{r} 3,401 \\ 2.8 \% \\ \hline \end{array}$ | 41.9\% | $\begin{array}{r} 7,868 \\ 3.3 \% \end{array}$ | 14.6\% | $\begin{array}{r} 2,225 \\ \quad 3.6 \% \\ \hline \end{array}$ | 29.3\% | $\begin{array}{r} 3,600 \\ 2.9 \% \\ \hline \end{array}$ | 5.8\% | $\begin{array}{r} 9,000 \\ 3.6 \% \end{array}$ | 14.4\% |

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