## Financial Results

for the nine months Ended Mar．31， 2012

## DATABOOK

May．15， 2012
Nichii Gakkan Company【9792】

## Income Statement (Consolidated)

|  | FY2011.3 |  |  |  | FY2012.3 |  |  |  | FY2013.3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year |  | Full-year |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Net Sales | 119,623 | 6.2\% | 240,827 | 2.3\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 134,300 | 8.9\% | 274,000 | 6.5\% |
| Operating Income | 3,401 | 41.9\% | 7,868 | 14.6\% | 4,902 | 44.1\% | 11,672 | 48.3\% | 4,000 | (18.4\% | 11,400 | -2.3\% |
| \% | 2.8\% |  | 3.3\% |  | 4.0\% |  | 4.5\% |  | 3.0\% |  | 4.2\% |  |
| Ordinary Income | 3,727 | 62.6\% | 9,660 | 40.5\% | 4,855 | 30.3\% | 12,674 | 31.2\% | 3,600 | - 25.9\% | 11,000 | - $13.2 \%$ |
| \% | 3.1\% |  | 4.0\% |  | 3.9\% |  | 4.9\% |  | 2.7\% |  | 4.0\% |  |
| Net Income | 1,329 | 96.1\% | 3,478 | 10.3\% | 2,208 | 66.2\% | 5,897 | 69.5\% | 1,600 | - 27.6\% | 5,800 | 41.6\% |
| \% | 1.1\% |  | 1.4\% |  | 1.8\% |  | 2.3\% |  | 1.2\% |  | 2.1\% |  |

## Income Statement (Non-Consolidated)

|  | FY2011.3 |  |  |  | FY2012.3 |  |  |  | FY2013.3 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year |  | Full-year |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Net Sales | 110,793 | 19.2\% | 222,565 | 11.0\% | 114,130 | 3.0\% | 229,889 | 3.3\% | 119,100 | 4.4\% | 242,900 | 5.7\% |
| Operating Income | 3,833 | 31.4\% | 8,484 | 14.8\% | 5,258 | 37.2\% | 11,031 | 30.0\% | 3,100 | 441.0\% | 9,000 | - 18.4\% |
| \% | 3.5\% |  | 3.8\% |  | 4.6\% |  | 4.8\% |  | 2.6\% |  | 3.7\% |  |
| Ordinary Income | 4,250 | 40.2\% | 10,502 | 34.9\% | 5,415 | 27.4\% | 12,395 | 18.0\% | 2,800 | -48.3\% | 9,100 | - 26.6\% |
| \% | 3.8\% |  | 4.7\% |  | 4.7\% |  | 5.4\% |  | 2.4\% |  | 3.7\% |  |
| Net Income | 2,092 | 36.5\% | 4,791 | 19.5\% | 2,857 | 36.5\% | 6,288 | 31.2\% | 1,400 | -51.0\% | 4,900 | -22.1\% |
| \% | 1.9\% |  | 2.2\% |  | 2.5\% |  | 2.7\% |  | 1.2\% |  | 2.0\% |  |

## Segmental Results (Consolidated)

|  | FY Mar. 2011 |  |  |  | FY Mar. 2012 |  |  |  | FY Mar. 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Half-year |  | Full-year |  | Half-year |  | Full-year |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Medical Support Section | 51,223 | 1.6\% | 103,227 | 1.6\% | 51,444 | 0.4\% | 103,301 | 0.1\% | 51,600 | 0.3\% | 103,800 | 0.5\% |
| Insurance Services | - | - | - | - | 60,593 | - | 127,340 | - | 64,500 | 6.4\% | 130,700 | 2.6\% |
| Non-Insurance Services | - | - | - | - | 5,321 | - | 11,153 | - | 5,900 | 10.9\% | 12,500 | 12.1\% |
| Health Care Section | 61,177 | 14.1\% | 124,321 | 5.3\% | 65,914 | 7.7\% | 138,493 | 11.4\% | 70,400 | 6.8\% | 143,200 | 3.4\% |
| Education <br> (Non-consolidated) | 7,076 | A $15.1 \%$ | 12,907 | A $15.4 \%$ | 5,900 | A16.6\% | 10,911 | A15.5\% | 7,600 | 28.8\% | 17,600 | 61.3\% |
| GABA | - | - | - | - | - | - | 4,540 | - | 4,500 | - | 9,000 | 98.2\% |
| Education Section | 7,076 | A $15.1 \%$ | 12,907 | A $15.4 \%$ | 5,900 | - $16.6 \%$ | 15,451 | 19.7\% | 12,100 | 105.1\% | 26,600 | 72.1\% |
| Others | 805 | -39.9\% | 1,642 | -36.9\% | 659 | A $18.2 \%$ | 1,427 | - 13.18 | 700 | 6.2\% | 1,400 | -1.9\% |
| Eliminations | - 660 | - | -1,271 | - | - 576 | - | -1,333 | - | - 500 | - | -1,000 | - |
| Net Sales | 119,623 | 6.2\% | 253,734 | 7.8\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 134,300 | 8.9\% | 274,000 | 6.5\% |
| Medical Support Section \% | $\begin{array}{r} 2,951 \\ 5.8 \% \end{array}$ | $\Delta^{19.8 \%}$ | $\begin{array}{r} \hline 7,042 \\ 6.8 \% \end{array}$ | $\Delta^{13.9 \%}$ | $\begin{array}{r} 3,884 \\ 7.6 \% \end{array}$ | 31.6\% | $\begin{array}{r} \hline 8,547 \\ 8.3 \% \\ \hline \end{array}$ | 21.4\% | $\begin{array}{r} \hline 3,500 \\ 7.6 \% \\ \hline \end{array}$ | - $9.9 \%$ | $\begin{array}{r} 7,900 \\ 7.6 \% \end{array}$ | - $7.6 \%$ |
| Insurance Services \% | - | - | - | - | $\begin{array}{r} 4,136 \\ 6.8 \% \end{array}$ | - | $\begin{array}{r} 8,591 \\ 6.7 \% \end{array}$ | - | $\begin{array}{r} 4,200 \\ 6.5 \% \\ \hline \end{array}$ | 1.6\% | $\begin{array}{r} 8,600 \\ 6.6 \% \end{array}$ | 0.1\% |
| Non-Insurance Services \% | - | - | - | - | $\begin{aligned} & 622 \\ & 11.7 \% \end{aligned}$ | - | $\begin{array}{r} 1,550 \\ 13.9 \% \end{array}$ | - | $\begin{aligned} & 600 \\ & 10.2 \% \end{aligned}$ | - 3.7\% | $\begin{array}{r} 1,400 \\ 11.2 \% \end{array}$ | -9.7\% |
| Health Care Section \% | $\begin{array}{r} 3,102 \\ 5.1 \% \end{array}$ | $324.2 \%$ | $\begin{array}{r} 6,500 \\ 5.2 \% \end{array}$ | 81.2\% | $\begin{array}{r} 4,758 \\ 7.2 \% \end{array}$ | 53.4\% | $\begin{array}{r} 10,142 \\ 7.3 \% \\ \hline \end{array}$ | 56.0\% | $\begin{array}{r} 4,800 \\ 6.8 \% \end{array}$ | 0.9\% | $\begin{array}{r} 10,000 \\ 7.0 \% \end{array}$ | -1.4\% |
| Education (Non-consolidated) <br> $\%$ | 1,043 $14.8 \%$ | 4 45.7\% | $\begin{array}{r} 1,596 \\ 12.4 \% \\ \hline \end{array}$ | 46.7\% | $\begin{array}{r} 358 \\ 6.1 \% \end{array}$ | © $65.7 \%$ | $\begin{array}{r} 112 \\ 1.0 \% \end{array}$ | 493.08 | $\begin{array}{\|r\|} \hline \mathbf{A} 1,000 \\ \mathbf{A} 13.2 \% \\ \hline \end{array}$ | - 379.0\% | $\begin{array}{r} \Delta 250 \\ \mathbf{\Delta 1 . 4 \%} \end{array}$ | - 322.6\% |
| GABA $\%$ | - | - | - | - | - | - | $\begin{aligned} & 603 \\ & 13.3 \% \end{aligned}$ | - | $\begin{aligned} & 500 \\ & 11.1 \% \end{aligned}$ | - | $\begin{aligned} & 950 \\ & 10.6 \% \end{aligned}$ | 57.5\% |
| Education Section \% | $\begin{array}{r} 1,043 \\ 14.8 \% \\ \hline \end{array}$ | 445.7\% | $\begin{array}{r} 1,596 \\ 12.4 \% \\ \hline \end{array}$ | 466.7\% | $\begin{array}{r} 358 \\ 6.1 \% \\ \hline \end{array}$ | А65.7\% | $\begin{array}{r} 715 \\ 4.6 \% \\ \hline \end{array}$ | $\triangle 55.28$ | $\begin{array}{r} \mathbf{\Delta} 500 \\ \mathbf{4} 4.1 \% \\ \hline \end{array}$ | - 239.5\% | $\begin{array}{r} 700 \\ 2.6 \% \\ \hline \end{array}$ | - $2.2 \%$ |
| Others \% | $\begin{array}{r} 5 \\ 0.6 \% \end{array}$ | -97.2\% | -68 | - | - 250 | - | -334 | - | -100 | - | 0 | - |
| Eliminations | - 3,700 | - | - 7,201 | - | - 3,847 | - | - 7,397 | - | - 3,700 | - | - 7,200 | - |
| Operating Income \% | $\begin{array}{r} 3,401 \\ 2.8 \% \end{array}$ | 41.9\% | $\begin{array}{r} 7,868 \\ 3.1 \% \end{array}$ | 14.6\% | $\begin{array}{r} 4,902 \\ 4.0 \% \\ \hline \end{array}$ | 44.1\% | 11,672 <br> 4.5\% | 48.3\% | $\begin{array}{r} 4,000 \\ 3.0 \% \end{array}$ | -18.4\% | $\begin{array}{r} 11,400 \\ 4.2 \% \\ \hline \end{array}$ | - $2.3 \%$ |

*From the year ending March 31, 2012, Entering in the details of non-insurance services (welfare services for handicapped, housekeeping services etc.,) from health care section. *From the nine months ending December 31, 2011, Incrporating GABA's operating results into Nichii Gakkan's Consolidated Financial results.

