# Financial Results 

for the Three months Ended Jun．30， 2012

## DATABOOK

Aug．7， 2012
Nichii Gakkan Company【9792】

Rコニチイ

## Income Statement (Consolidated)

|  | FY2012.3 |  |  |  |  |  | FY2013.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Net Sales | 61,132 | 2.8\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 65,644 | 7.4\% | 134,300 | 8.9\% | 274,000 | 6.5\% |
| Operating Income | 2,225 | 29.3\% | 4,902 | 44.1\% | 11,672 | 48.3\% | 1,863 | A16.38 | 4,000 | A 18.48 | 11,400 | 42.3\% |
| \% | 3.6\% |  | 4.0\% |  | 4.5\% |  | 2.8\% |  | 3.0\% |  | 4.2\% |  |
| Ordinary Income | 2,277 | 24.2\% | 4,855 | 30.3\% | 12,674 | 31.2\% | 1,673 | A26.58 | 3,600 | A25.95 | 11,000 | $\Delta^{13}$ |
| \% | 3.7\% |  | 3.9\% |  | 4.9\% |  | 2.5\% |  | 2.7\% |  | 4.0\% |  |
| Net Income | 1,038 | 98.3\% | 2,208 | 66.2\% | 5,897 | 69.5\% | 613 | 40.98 | 1,600 | A27, ${ }^{\text {a }}$ | 5,800 | 4.68\% |
| \% | 1.7\% |  | 1.8\% |  | 2.3\% |  | 0.9\% |  | 1.2\% |  | 2.1\% |  |

## Income Statement (Non-Consolidated)

|  | FY2012.3 |  |  |  |  |  | FY2013.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Net Sales | 56,595 | 2.7\% | 114,130 | 3.0\% | 229,889 | 3.3\% | 58,327 | 3.1\% | 119,100 | 4.4\% | 242,900 | 5.7\% |
| Operating Income | 2,515 | 30.4\% | 5,258 | 37.2\% | 11,031 | 30.0\% | 1,409 | A4008 | 3,100 | A41.08 | 9,000 | $\Delta^{18}$ |
| \% | 4.4\% |  | 4.6\% |  | 4.8\% |  | 2.4\% |  | 2.6\% |  | 3.7\% |  |
| Ordinary Income | 2,700 | 24.9\% | 5,415 | 27.4\% | 12,395 | 18.0\% | 1,372 | A9926 | 2,800 | A88, ${ }^{\text {a }}$ | 9,100 | $\Delta^{20}$ |
| \% | 4.8\% |  | 4.7\% |  | 5.4\% |  | 2.4\% |  | 2.4\% |  | 3.7\% |  |
| Net Income | 1,499 | 48.1\% | 2,857 | 36.5\% | 6,288 | 31.2\% | 561 | A6268 | 1,400 | A51.08 | 4,900 | -22.13 |
| \% | 2.6\% |  | 2.5\% |  | 2.7\% |  | 1.0\% |  | 1.2\% |  | 2.0\% |  |

Segmental Results (Consolidated)

|  | FY2012.3 |  |  |  |  |  | FY2013.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | Half-year |  | Full-year |  | 1Q |  | Half-year |  | Full-year |  |
|  | Amount | Change | Amount | Change | Amount | Change | Amount | Change | Forecast | Change | Forecast | Change |
| Medical Support Section | 25,694 | 0.7\% | 51,444 | 0.4\% | 103,301 | 0.1\% | 25,871 | 0.7\% | 51,600 | 0.3\% | 103,800 | 0.5\% |
| Insurance Services | 29,820 | - | 60,593 | - | 127,340 | - | 31,664 | 6.2\% | 64,500 | 6.4\% | 130,700 | 2.6\% |
| Non-Insurance Services | 2,538 | - | 5,321 | - | 11,153 | - | 2,988 | 17.7\% | 5,900 | 10.9\% | 12,500 | 12.1\% |
| Health Care Section | 32,358 | 7.6\% | 65,914 | 7.7\% | 138,493 | 11.4\% | 34,653 | 7.1\% | 70,400 | 6.8\% | 143,200 | 3.4\% |
| Education Section | 3,027 | - 20.9\% | 5,900 | -16.6\% | 15,451 | 19.7\% | 5,087 | 68.0\% | 12,100 | 105.1\% | 26,600 | 72.1\% |
| Others | 347 | - 26.8\% | 659 | - $18.2 \%$ | 1,427 | $\triangle 13.1 \%$ | 487 | 40.5\% | 700 | 6.2\% | 1,400 | -1.9\% |
| Eliminations | - 295 | - | - 576 | - | -1,333 | - | -454 | - | - 500 | - | -1,000 | - |
| Net Sales | 61,132 | 2.8\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 65,644 | 7.4\% | 134,300 | 8.9\% | 274,000 | 6.5\% |
| Medical Support Section \% | $\begin{array}{r} \hline 1,962 \\ 7.6 \% \\ \hline \end{array}$ | 46.2\% | $\begin{array}{r} \hline 3,884 \\ 7.6 \% \\ \hline \end{array}$ | 31.6\% | $\begin{array}{r} \hline 8,547 \\ 8.3 \% \\ \hline \end{array}$ | 21.4\% | $\begin{array}{r} \hline 2,086 \\ 8.1 \% \\ \hline \end{array}$ | 6.3\% | $\begin{array}{r} \hline 3,500 \\ 6.8 \% \\ \hline \end{array}$ | -9.9\% | $\begin{array}{r} \hline 7,900 \\ 7.6 \% \\ \hline \end{array}$ | - 7.6\% |
| Insurance Services \% | $\begin{array}{r} 1,821 \\ 6.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 4,136 \\ 6.8 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 8,591 \\ 6.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 2,336 \\ 7.4 \% \end{array}$ | 28.3\% | $\begin{array}{r} 4,200 \\ 6.5 \% \\ \hline \end{array}$ | 1.6\% | $\begin{array}{r} 8,600 \\ 6.6 \% \end{array}$ | 0.1\% |
| Non-Insurance Services $\%$ | $\begin{gathered} 269 \\ 10.6 \% \end{gathered}$ | - | $\begin{aligned} & 622 \\ & 11.7 \% \end{aligned}$ | - | $\begin{array}{r} 1,550 \\ 13.9 \% \\ \hline \end{array}$ | - | $\begin{aligned} & 302 \\ & 10.1 \% \end{aligned}$ | 12.2\% | $\begin{aligned} & 600 \\ & 10.2 \% \end{aligned}$ | - 3.7\% | $\begin{array}{r} 1,400 \\ 11.2^{2} \\ \hline \end{array}$ | - $9.7 \%$ |
| Health Care Section \% | $\begin{array}{r} 2,090 \\ 6.5 \% \end{array}$ | 67.3\% | $\begin{array}{r} 4,758 \\ 7.2 \% \end{array}$ | 53.4\% | $\begin{array}{r} \hline 10,142 \\ 7.3 \% \end{array}$ | 56.0\% | $\begin{array}{r} 2,638 \\ 7.6 \% \end{array}$ | 26.2\% | $\begin{array}{r} 4,800 \\ 6.8 \% \end{array}$ | 0.9\% | $\begin{array}{\|r\|} \hline 10,000 \\ 7.0 \% \end{array}$ | -1.4\% |
| Education Section \% | $\begin{gathered} 309 \\ 10.2 \% \end{gathered}$ | $\triangle 64.5 \%$ | $\begin{array}{r} 358 \\ 6.1 \% \end{array}$ | 465.7\% | $\begin{array}{r} 715 \\ 4.6 \% \end{array}$ | $\triangle 55.2 \%$ | $\begin{aligned} & \Delta 827 \\ & \mathbf{\Delta} 16.3 \% \end{aligned}$ | - | $\begin{array}{r} \boldsymbol{\Delta} 500 \\ \mathbf{\Delta 4 . 1 \%} \end{array}$ | - | $\begin{gathered} 700 \\ 2.6 \% \end{gathered}$ | - 2.2\% |
| Others \% | $\begin{aligned} & \mathbf{\Delta} 144 \\ & \mathbf{\Delta} 41.7 \% \end{aligned}$ | - | $\begin{aligned} & \mathbf{\Delta} 250 \\ & \mathbf{\Delta} 38.0 \% \end{aligned}$ | - | $\begin{aligned} & \mathbf{\Delta} 334 \\ & \mathbf{\Delta} 23.4 \% \end{aligned}$ | - | $\begin{gathered} 33 \\ 6.8 \% \end{gathered}$ | - | $\begin{aligned} & \mathbf{\Delta} 100 \\ & \mathbf{\Delta} 14.3 \% \end{aligned}$ | - | 0 $0.0 \%$ | - |
| Eliminations | -1,992 | - | - 3,847 | - | - 7,397 | - | -2,068 | - | -3,700 | - | -7,200 | - |
| Operating Income \% | $\begin{array}{r} 2,225 \\ 3.6 \% \end{array}$ | 29.3\% | $\begin{array}{r} 4,902 \\ 4.0 \% \end{array}$ | 44.1\% | $\begin{array}{r} 11,672 \\ 4.5 \% \end{array}$ | 48.3\% | $\begin{array}{r} 1,863 \\ 2.8 \% \end{array}$ | -16.3\% | $\begin{array}{r} 4,000 \\ 3.0 \% \end{array}$ | -18.4\% | $\begin{array}{r} 11,400 \\ 4.2 \% \\ \hline \end{array}$ | -2.3\% |

