## Financial Results

 for the Half year Ended Sep．30， 2012
## D A T A B O O K

Nov．7， 2012
Nichii Gakkan Company【9792】

## 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 | Result | Change | ForeastPrevios) | Change | Forecastreviseed) | Change |
| Net Sales | 61,132 | 2.8\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 65,644 | 7.4\% | 134,300 | 8.9\% | 132,132 | 7.1\% | 274,000 | 6.5\% | 266,800 | 3.7\% |
| Operating Income | 2,225 | 29.3\% | 4,902 | 44.1\% | 11,672 | 48.3\% | 1,863 | A $^{16,3.38}$ | 4,000 | A18.480 | 3,903 | $\triangle 20.48$ | 11,400 | А $2.3 \%$ | 7,200 | A 38.3 . |
| \% | 3.6\% |  | 4.0\% |  | 4.5\% |  | 2.8\% |  | 3.0\% |  | 3.0\% |  | 4.2\% |  | 2.7\% |  |
| Ordinary Income | 2,277 | 24.2\% | 4,855 | 30.3\% | 12,674 | 31.2\% | 1,673 | A26.58 | 3,600 | A 25.58 | 3,491 | $\Delta^{28.18}$ | 11,000 | ${ }^{13,28}$ | 6,700 | A47,18 |
| \% | 3.7\% |  | 3.9\% |  | 4.9\% |  | 2.5\% |  | 2.7\% |  | 2.6\% |  | 4.0\% |  | 2.5\% |  |
| Net Income | 1,038 | 98.3\% | 2,208 | $66.2 \%$ | 5,897 | 69.5\% | 613 | 40.384 | 1,600 | A $27.688^{\text {a }}$ | 1,432 | - 35.18 | 5,800 | 41.6\% | 2,900 | 8 |
| \% | 1.7\% |  | 1.8\% |  | 2.3\% |  | 0.9\% |  | 1.2\% |  | 1.1\% |  | 2.1\% |  | 1.1\% |  |

## 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 | Result | Change | ForeastPrevious) | Change | Freeast(Revised) | Change |
| Net Sales | 56,595 | 2.7\% | 114,130 | 3.0\% | 229,889 | 3.3\% | 58,327 | 3.1\% | 119,100 | 4.4\% | 117,273 | 2.8\% | 242,900 | 5.7\% | 235,800 | 2.6\% |
| Operating Income | 2,515 | 30.4\% | 5,258 | 37.2\% | 11,031 | 30.0\% | 1,409 | A40, ${ }^{\text {a }}$ | 3,100 | A41.0 | 2,999 | A43.08 | 9,000 | A 18.48 | 5,200 | A5299 |
| \% | 4.4\% |  | 4.6\% |  | 4.8\% |  | 2.4\% |  | 2.6\% |  | 2.6\% |  | 3.7\% |  | 2.2\% |  |
| Ordinary Income | 2,700 | 24.9\% | 5,415 | 27.4\% | 12,395 | 18.0\% | 1,372 | 49.208 | 2,800 | $\triangle 4$ | 2,829 | A47.88 | 9,100 | $\Delta^{26}$ | 5,100 | - 5 5.99 |
| \% | 4.8\% |  | 4.7\% |  | 5.4\% |  | 2.4\% |  | 2.4\% |  | 2.4\% |  | 3.7\% |  | 2.2\% |  |
| Net Income | 1,499 | 48.1\% | 2,857 | 36.5\% | 6,288 | 31.2\% | 561 | $\triangle^{62} 268$ | 1,400 | A5.08 | 1,294 | A54.788 | 4,900 | A22.18 | 2,400 | $\triangle 61.84$ |
| \% | 2.6\% |  | 2.5\% |  | 2.7\% |  | 1.0\% |  | 1.2\% |  | 1.1\% |  | 2.0\% |  | 1.0\% |  |

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 | Result | Change | Forecast(Previous) | Change | Forecast(Revised) | Change |
| Medical Support Section | 25,694 | 0.7\% | 51,444 | 0.4\% | 103,301 | 0.1\% | 25,871 | 0.7\% | 51,600 | 0.3\% | 51,869 | 0.8\% | 103,800 | 0.5\% | 104,100 | 0.8\% |
| Insurance Services | 29,820 | - | 60,593 | - | 127,340 | - | 31,664 | 6.2\% | 64,500 | 6.4\% | 63,908 | 5.5\% | 130,700 | 2.6\% | 129,800 | 1.9\% |
| Non-Insurance Services | 2,538 | - | 5,321 | - | 11,153 | - | 2,988 | 17.7\% | 5,900 | 10.9\% | 6,152 | 15.6\% | 12,500 | 12.1\% | 12,200 | 9.4\% |
| Health Care Section | 32,358 | 7.6\% | 65,914 | 7.7\% | 138,493 | 11.4\% | 34,653 | 7.1\% | 70,400 | 6.8\% | 70,060 | 6.3\% | 143,200 | 3.4\% | 142,000 | 2.5\% |
| Education Section | 3,027 | $\triangle 20.9 \%$ | 5,900 | -16.6\% | 15,451 | 19.7\% | 5,087 | 68.0\% | 12,100 | 105.1\% | 10,152 | 72.1\% | 26,600 | 72.1\% | 20,400 | 32.0\% |
| Others | 347 | $\triangle 26.8 \%$ | 659 | - $18.2 \%$ | 1,427 | $\triangle 13.10$ | 487 | 40.5\% | 700 | 6.2\% | 863 | 31.1\% | 1,400 | 41.9\% | 1,700 | 19.1\% |
| Eliminations | - 295 | - | - 576 | - | - 1,333 | - | -454 | - | -500 | - | -815 | - | -1,000 | - | -1,400 |  |
| Net Sales | 61,132 | 2.8\% | 123,342 | 3.1\% | 257,340 | 6.9\% | 65,644 | 7.4\% | 134,300 | 8.9\% | 132,132 | 7.1\% | 274,000 | 6.5\% | 266,800 | 3.7\% |
| Medical Support Section \% | $\begin{array}{r} 1,962 \\ 7.6 \% \\ \hline \end{array}$ | 46.2\% | $\begin{array}{r} \hline 3,884 \\ 7.6 \% \end{array}$ | 31.6\% | $\begin{array}{r} \hline 8,547 \\ 8.3 \% \\ \hline \end{array}$ | 21.4\% | $\begin{array}{r} \hline 2,086 \\ 8.1 \% \\ \hline \end{array}$ | 6.3\% | $\begin{array}{r} \hline 3,500 \\ 6.8 \% \end{array}$ | -9.9\% | $\begin{aligned} & 4,100 \\ & 7.9 \% \end{aligned}$ | 5.6\% | $\begin{array}{r} 7,900 \\ 7.6 \% \\ \hline \end{array}$ | 4.6\% | $\begin{array}{r} \hline 8,400 \\ 8.1 \% \\ \hline \end{array}$ | $\triangle 1.7 \%$ |
| Insurance Services <br> \% | $\begin{array}{r} 1,821 \\ 6.1 \% \end{array}$ | - | $\begin{array}{r} 4,136 \\ 6.8 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \hline 8,591 \\ 6.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \hline 2,336 \\ 7.4 \% \end{array}$ | 28.3\% | $\begin{array}{r} \hline 4,200 \\ 6.5 \% \\ \hline \end{array}$ | 1.6\% | $\begin{array}{r} 5,017 \\ 7.9 \% \end{array}$ | 21.3\% | $\begin{array}{r} \hline 8,600 \\ 6.6 \% \\ \hline \end{array}$ | 0.1\% | $\begin{array}{r} \hline 9,600 \\ 7.4 \% \end{array}$ | 11.7\% |
| Non-Insurance Services \% | 269 | - | $\begin{array}{r} 622 \\ 11.7 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 1,550 \\ 13.9 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 302 \\ 10.1 \% \\ \hline \end{array}$ | 12.2\% | $\begin{gathered} 600 \\ 10.2 \% \\ \hline \end{gathered}$ | - $3.7 \%$ | $\begin{gathered} 569 \\ 9.3 \% \\ \hline \end{gathered}$ | -8.6\% | $\begin{array}{r} 1,400 \\ 11.2 \% \\ \hline \end{array}$ | -9.7\% | $\begin{array}{r} 1,000 \\ 8.2^{2} \\ \hline \end{array}$ | - $35.5 \%$ |
| Health Care Section <br> \% | $\begin{array}{r} 2,090 \\ 6.5 \% \end{array}$ | 67.3\% | $\begin{array}{r} 4,758 \\ 7.2 \% \\ \hline \end{array}$ | 53.4\% | $\begin{array}{r} 10,142 \\ 7.3 \% \\ \hline \end{array}$ | 56.0\% | $\begin{array}{r} 2,638 \\ 7.6 \% \end{array}$ | 26.2\% | $\begin{array}{r} 4,800 \\ 6.8 \% \\ \hline \end{array}$ | 0.9\% | $\begin{array}{r} \hline 5,587 \\ 8.0 \% \end{array}$ | 17.4\% | $\begin{array}{r} 10,000 \\ 7.0 \% \\ \hline \end{array}$ | 4.4\% | $\begin{array}{r} \hline 10,600 \\ 7.5 \% \\ \hline \end{array}$ | 4.5\% |
| Education Section <br> \% | $\begin{gathered} 309 \\ 10.2 \% \end{gathered}$ | $\triangle 64.5 \%$ | $\begin{array}{r} 358 \\ 6.1 \% \end{array}$ | 465.7\% | $\begin{array}{r} 715 \\ 4.6 \% \\ \hline \end{array}$ | $\triangle 5.2 \%$ | $\begin{gathered} \mathbf{A}_{16} 827 \\ \mathbf{1 6 . 3 \%} \end{gathered}$ | - | $\begin{array}{r} \Delta 500 \\ \mathbf{4} 4.1 \% \end{array}$ | - | $\begin{array}{r} \mathbf{\Delta} 1,978 \\ \mathbf{\Delta} 19.5 \% \end{array}$ | - | $\begin{gathered} 700 \\ 2.6 \% \end{gathered}$ | - $2.2 \%$ | $\begin{array}{r} \triangle 4,800 \\ \triangle 23.5 \% \end{array}$ | - |
| Others $\%$ | $\begin{gathered} \mathbf{A} 144 \\ \mathbf{4} 41.7 \% \end{gathered}$ | - | $\begin{gathered} \Delta 250 \\ \mathbf{\Delta 3 8 . 0 \%} \end{gathered}$ | - | $\begin{gathered} \mathbf{A} 334 \\ \mathbf{~} 23.4 \% \end{gathered}$ | - | $\begin{array}{r} 33 \\ 6.8 \% \end{array}$ | - | $\begin{gathered} \mathbf{A} 100 \\ \mathbf{1} 14.3 \% \end{gathered}$ | - | $\begin{array}{r} 26 \\ 3.0 \% \end{array}$ | - | 0 $0.0 \%$ | - | $\begin{gathered} 200 \\ 11.8 \% \end{gathered}$ | - |
| Eliminations | -1,992 | - | - 3,847 | - | -7,397 | - | - 2,068 | - | -3,700 | - | -3,831 | - | -7,200 | - | -7,200 | - |
| Operating Income <br> \% | $\begin{array}{r} 2,225 \\ 3.6 \% \\ \hline \end{array}$ | 29.3\% | $\begin{array}{r} 4,902 \\ 4.0 \% \\ \hline \end{array}$ | 44.1\% | $\begin{array}{r} 11,672 \\ 4.5 \% \end{array}$ | 48.3\% | $\begin{array}{r} 1,863 \\ 2.8 \% \\ \hline \end{array}$ | -16.3\% | $\begin{array}{r} 4,000 \\ 3.0 \% \end{array}$ | - $18.4 \%$ | $\begin{array}{r} 3,903 \\ 3.0 \% \\ \hline \end{array}$ | 420.4\% | $\begin{array}{r} 11,400 \\ 4.2 \% \end{array}$ | - $2.3 \%$ | $\begin{array}{r} 7,200 \\ 2.7 \% \end{array}$ | $\triangle 38.3 \%$ |

*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.

