



**Financial Results**  
**for the Nine Months Ended Dec. 31, 2012**

**DATABOOK**

**Feb. 8, 2013**

**Nichii Gakkan Company 【9792】**





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※ Business forecast was revised on Nov. 7, 2012

All the profit targets are forecasts based on the information that Nichii Group has a grasp of at present. Such information is subject to influence of uncertain factors such as economic circumstances, relaxation of regulations and employment conditions. Please understand, therefore, that actual outcome of business performance may be substantially different from the forecast.

# Income Statement (Consolidated)

(Millions of Yen)

	FY2012.3								FY2013.3							
	1Q		Half-year		3Q		Full-year		1Q		Half-year		3Q		Full-year	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Result	Change	Forecast	Change
Net Sales	61,132	2.8%	123,342	3.1%	188,265	4.2%	257,340	6.9%	65,644	7.4%	132,132	7.1%	199,587	6.0%	266,800	3.7%
Operating Income	2,225	29.3%	4,902	44.1%	8,654	39.9%	11,672	48.3%	1,863	▲16.3%	3,903	▲20.4%	6,634	▲23.3%	7,200	▲38.3%
%	3.6%		4.0%		4.6%		4.5%		2.8%		3.0%		3.3%		2.7%	
Ordinary Income	2,277	24.2%	4,855	30.3%	8,633	25.9%	12,674	31.2%	1,673	▲26.5%	3,491	▲28.1%	6,126	▲29.0%	6,700	▲47.1%
%	3.7%		3.9%		4.6%		4.9%		2.5%		2.6%		3.1%		2.5%	
Net Income	1,038	98.3%	2,208	66.2%	3,903	39.7%	5,897	69.5%	613	▲40.9%	1,432	▲35.1%	2,885	▲26.1%	2,900	▲50.8%
%	1.7%		1.8%		2.1%		2.3%		0.9%		1.1%		1.4%		1.1%	

# Income Statement (Non-Consolidated)

(Millions of Yen)

	FY2012.3								FY2013.3							
	1Q		Half-year		3Q		Full-year		1Q		Half-year		3Q		Full-year	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Result	Change	Forecast	Change
Net Sales	56,595	2.7%	114,130	3.0%	172,084	3.0%	229,889	3.3%	58,327	3.1%	117,273	2.8%	176,803	2.7%	235,800	2.6%
Operating Income	2,515	30.4%	5,258	37.2%	8,504	27.6%	11,031	30.0%	1,409	▲44.0%	2,999	▲43.0%	5,185	▲39.0%	5,200	▲52.9%
%	4.4%		4.6%		4.9%		4.8%		2.4%		2.6%		2.9%		2.2%	
Ordinary Income	2,700	24.9%	5,415	27.4%	8,731	17.1%	12,395	18.0%	1,372	▲49.2%	2,829	▲47.8%	4,966	▲43.1%	5,100	▲58.9%
%	4.8%		4.7%		5.1%		5.4%		2.4%		2.4%		2.8%		2.2%	
Net Income	1,499	48.1%	2,857	36.5%	4,341	13.6%	6,288	31.2%	561	▲62.6%	1,294	▲54.7%	2,468	▲43.1%	2,400	▲61.8%
%	2.6%		2.5%		2.5%		2.7%		1.0%		1.1%		1.4%		1.0%	

# Segmental Results (Consolidated)

(Millions of Yen)

	FY2012.3								FY2013.3							
	1Q		Half-year		3Q		Full-year		1Q		Half-year		3Q		Full-year	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Result	Change	Forecast	Change
Medical Support Section	25,694	0.7%	51,444	0.4%	77,243	0.2%	103,301	0.1%	25,871	0.7%	51,869	0.8%	77,955	0.9%	104,100	0.8%
Insurance Services	29,820	—	60,593	—	92,031	—	127,340	—	31,664	6.2%	63,908	5.5%	96,713	5.1%	129,800	1.9%
Non-Insurance Services	2,538	—	5,321	—	8,255	—	11,153	—	2,988	17.7%	6,152	15.6%	9,425	14.2%	12,200	9.4%
Health Care Section	32,358	7.6%	65,914	7.7%	100,287	7.8%	138,493	11.4%	34,653	7.1%	70,060	6.3%	106,138	5.8%	142,000	2.5%
Education Section	3,027	▲20.9%	5,900	▲16.6%	10,615	4.5%	15,451	19.7%	5,087	68.0%	10,152	72.1%	15,458	45.6%	20,400	32.0%
Others	347	▲26.8%	659	▲18.2%	1,099	▲19.2%	1,427	▲13.1%	487	40.5%	863	31.1%	1,386	26.1%	1,700	19.1%
Eliminations	▲295	—	▲576	—	▲980	—	▲1,333	—	▲454	—	▲815	—	▲1,351	—	▲1,400	—
Net Sales	61,132	2.8%	123,342	3.1%	188,265	4.2%	257,340	6.9%	65,644	7.4%	132,132	7.1%	199,587	6.0%	266,800	3.7%
Medical Support Section	1,962	46.2%	3,884	31.6%	6,266	27.6%	8,547	21.4%	2,086	6.3%	4,100	5.6%	6,169	▲1.6%	8,400	▲1.7%
%	7.6%		7.6%		8.1%		8.3%		8.1%		7.9%		7.9%		8.1%	
Insurance Services	1,821	—	4,136	—	6,546	—	8,591	—	2,336	28.3%	5,017	21.3%	7,744	18.3%	9,600	11.7%
%	6.1%		6.8%		7.1%		6.7%		7.4%		7.9%		8.0%		7.4%	
Non-Insurance Services	269	—	622	—	981	—	1,550	—	302	12.2%	569	▲8.6%	860	▲12.3%	1,000	▲35.5%
%	10.6%		11.7%		11.9%		13.9%		10.1%		9.3%		9.1%		8.2%	
Health Care Section	2,090	67.3%	4,758	53.4%	7,527	46.9%	10,142	56.0%	2,638	26.2%	5,587	17.4%	8,605	14.3%	10,600	4.5%
%	6.5%		7.2%		7.5%		7.3%		7.6%		8.0%		8.1%		7.5%	
Education Section	309	▲64.5%	358	▲65.7%	714	▲54.6%	715	▲55.2%	▲827	—	▲1,978	—	▲2,662	—	▲4,800	—
%	10.2%		6.1%		6.7%		4.6%		▲16.3%		▲19.5%		▲17.2%		▲23.5%	
Others	▲144	—	▲250	—	▲248	—	▲334	—	33	—	26	—	140	—	200	—
%	▲41.7%		▲38.0%		▲22.6%		▲23.4%		6.8%		3.0%		10.1%		11.8%	
Eliminations	▲1,992	—	▲3,847	—	▲5,605	—	▲7,397	—	▲2,068	—	▲3,831	—	▲5,617	—	▲7,200	—
Operating Income	2,225	29.3%	4,902	44.1%	8,654	39.9%	11,672	48.3%	1,863	▲16.3%	3,903	▲20.4%	6,634	▲23.3%	7,200	▲38.3%
%	3.6%		4.0%		4.6%		4.5%		2.8%		3.0%		3.3%		2.7%	

\*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.