



Financial Results
for the Full Year Ended Mar. 31, 2013

D A T A B O O K

May. 14, 2013

Nichii Gakkan Company 【9792】



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※ Business forecast of FY2013. 3 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						FY2014.3			
	Half-year		Full-year		Half-year		Full-year				Half-year		Full-year	
	Amount	Change	Amount	Change	Amount	Change	Amount(Forecast)	Change	Amount(Result)	Change	Amount(Forecast)	Change	Amount(Forecast)	Change
Net Sales	123,342	3.1%	257,340	6.9%	132,132	7.1%	266,800	3.7%	267,191	3.8%	137,400	4.0%	277,600	3.9%
Operating Income	4,902	44.1%	11,672	48.3%	3,903	▲20.4%	7,200	▲38.3%	8,741	▲25.1%	3,600	▲7.8%	9,000	3.0%
%	4.0%		4.5%		3.0%		2.7%		3.3%		2.6%		3.2%	
Ordinary Income	4,855	30.3%	12,674	31.2%	3,491	▲28.1%	6,700	▲47.1%	8,326	▲34.3%	3,200	▲8.4%	8,000	▲3.9%
%	3.9%		4.9%		2.6%		2.5%		3.1%		2.3%		2.9%	
Net Income	2,208	66.2%	5,897	69.5%	1,432	▲35.1%	2,900	▲50.8%	4,383	▲25.7%	1,500	4.7%	4,500	2.7%
%	1.8%		2.3%		1.1%		1.1%		1.6%		1.1%		1.6%	

Income Statement (Non-Consolidated)

(Millions of Yen)

	FY2012.3				FY2013.3						FY2014.3			
	Half-year		Full-year		Half-year		Full-year				Half-year		Full-year	
	Amount	Change	Amount	Change	Amount	Change	Amount(Forecast)	Change	Amount(Result)	Change	Amount(Forecast)	Change	Amount(Forecast)	Change
Net Sales	114,130	3.0%	229,889	3.3%	117,273	2.8%	235,800	2.6%	236,272	2.8%	120,500	2.8%	242,800	2.8%
Operating Income	5,258	37.2%	11,031	30.0%	2,999	▲43.0%	5,200	▲52.9%	6,648	▲39.7%	2,700	▲10.0%	6,100	▲8.2%
%	4.6%		4.8%		2.6%		2.2%		2.8%		2.2%		2.5%	
Ordinary Income	5,415	27.4%	12,395	18.0%	2,829	▲47.8%	5,100	▲58.9%	6,708	▲45.9%	2,400	▲15.2%	5,600	▲16.5%
%	4.7%		5.4%		2.4%		2.2%		2.8%		2.0%		2.3%	
Net Income	2,857	36.5%	6,288	31.2%	1,294	▲54.7%	2,400	▲61.8%	3,418	▲45.6%	1,200	▲7.3%	2,800	▲18.1%
%	2.5%		2.7%		1.1%		1.0%		1.4%		1.0%		1.2%	

Segmental Results (Consolidated)

	FY2012.3				FY2013.3					
	Half-year		Full-year		Half-year		Full-year			
	Amount	Change	Amount	Change	Amount	Change	Amount (Forecast)	Change	Amount	Change
Medical Support Section	51,444	0.4%	103,301	0.1%	51,869	0.8%	104,100	0.8%	104,110	0.8%
Insurance Services	60,593	—	127,340	—	63,908	5.5%	129,800	1.9%	128,823	1.2%
Non-Insurance Services	5,321	—	11,153	—	6,152	15.6%	12,200	9.4%	12,465	11.8%
Health Care Section	65,914	7.7%	138,493	11.4%	70,060	6.3%	142,000	2.5%	141,289	2.0%
Education Section	5,900	▲16.6%	15,451	19.7%	10,152	72.1%	20,400	32.0%	21,727	40.6%
Others	659	▲18.2%	1,427	▲13.1%	863	31.1%	1,700	19.1%	1,684	18.0%
Eliminations	▲576	—	▲1,333	—	▲815	—	▲1,400	—	▲1,620	—
Net Sales	123,342	3.1%	257,340	6.9%	132,132	7.1%	266,800	3.7%	267,191	3.8%
Medical Support Section %	3,884 7.6%	31.6%	8,547 8.3%	21.4%	4,100 7.9%	5.6%	8,400 8.1%	▲1.7%	8,301 8.0%	▲2.9%
Insurance Services %	4,136 6.8%	—	8,591 6.7%	—	5,017 7.9%	21.3%	9,600 7.4%	11.7%	9,977 7.7%	16.1%
Non-Insurance Services %	622 11.7%	—	1,550 13.9%	—	569 9.3%	▲8.6%	1,000 8.2%	▲35.5%	1,206 9.7%	▲22.2%
Health Care Section %	4,758 7.2%	53.4%	10,142 7.3%	56.0%	5,587 8.0%	17.4%	10,600 7.5%	4.5%	11,183 7.9%	10.3%
Education Section %	358 6.1%	▲65.7%	715 4.6%	▲55.2%	▲1,978 ▲19.5%	—	▲4,800 ▲23.5%	—	▲3,338 ▲15.4%	—
Others %	▲250 ▲38.0%	—	▲334 ▲23.4%	—	26 3.0%	—	200 11.8%	—	128 7.6%	—
Eliminations	▲3,847	—	▲7,397	—	▲3,831	—	▲7,200	—	▲7,534	—
Operating Income %	4,902 4.0%	44.1%	11,672 4.5%	48.3%	3,903 3.0%	▲20.4%	7,200 2.7%	▲38.3%	8,741 3.3%	▲25.1%

(Millions of Yen)

	FY2014.3			
	Half-year		Full-year	
	Amount (Forecast)	Change	Amount (Forecast)	Change
Medical Support Section	52,300	0.8%	104,900	0.8%
Long-term Care	71,200	—	143,500	—
Health Care	2,400	—	5,500	—
Long-term Care+Health Care	73,600	5.1%	149,000	5.5%
Education Section	11,200	10.3%	23,300	7.2%
Others	800	▲7.4%	1,600	▲5.0%
Eliminations	▲500	—	▲1,200	—
Net Sales	137,400	4.0%	277,600	3.9%
Medical Support Section %	4,100 7.8%	▲0.0%	8,500 8.1%	2.4%
Long-term Care %	5,350 7.5%	—	11,300 7.9%	—
Health Care %	50 2.1%	—	200 3.6%	—
Long-term Care+Health Care %	5,400 7.3%	▲3.4%	11,500 7.7%	2.8%
Education Section %	▲1,900 ▲17.0%	—	▲3,300 ▲14.2%	—
Others %	0 0.0%	—	100 6.3%	▲22.2%
Eliminations	▲4,000	—	▲7,800	—
Operating Income %	3,600 2.6%	▲7.8%	9,000 3.2%	3.0%

New Business Segments from FY2014

To enhance services that are not covered by the long-term care insurance, Nichii will divide its Health Care Business into a Long-Term Care Business and a Health Care Business (services not covered by the long-term care insurance) at the beginning of FY2014.

Old segment	Classification	Major services
Health Care Business	Covered by long-term care insurance	Home-visit care, day care, home-visit nursing, pay nursing homes, group homes
	Not covered by long-term care insurance	(Welfare services for the disabled, childcare in workplaces), housekeeping services, meal home delivery, sales of healthcare products, care staff dispatching service

Welfare services for the disabled and childcare in workplaces will be included in the Long-Term Care Business.

New segment	Major services
Long-Term Care Business	Home-visit care, day care, home-visit nursing, pay nursing homes, group homes, (welfare services for the disabled, childcare in workplaces)
Health Care Business	Housekeeping services, meal home delivery, sales of healthcare products, care staff dispatching service