



**Financial Results**  
**for the Three months Ended JUN. 30, 2013**

**DATABOOK**

**Aug. 7, 2013**

**Nichii Gakkan Company 【9792】**





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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)

|                  | FY2013.3 |        |           |        |           |        | FY2014.3       |        |                  |        |                 |        |                  |        |
|------------------|----------|--------|-----------|--------|-----------|--------|----------------|--------|------------------|--------|-----------------|--------|------------------|--------|
|                  | 1 Q      |        | Half-year |        | Full-year |        | 1 Q            |        | Half-year        |        |                 |        | Full-year        |        |
|                  | Amount   | Change | Amount    | Change | Amount    | Change | Amount(Result) | Change | Amount(Previous) | Change | Amount(Revised) | Change | Amount(Forecast) | Change |
| Net Sales        | 65,644   | 7.4%   | 132,132   | 7.1%   | 267,191   | 3.8%   | 68,161         | 3.8%   | 137,400          | 4.0%   | 137,400         | 4.0%   | 277,600          | 3.9%   |
| Operating Income | 1,863    | ▲16.3% | 3,903     | ▲20.4% | 8,741     | ▲25.1% | 1,727          | ▲7.3%  | 3,600            | ▲7.8%  | 3,600           | ▲7.8%  | 9,000            | 3.0%   |
| %                | 2.8%     |        | 3.0%      |        | 3.3%      |        | 2.5%           |        | 2.6%             |        | 2.6%            |        | 3.2%             |        |
| Ordinary Income  | 1,673    | ▲26.5% | 3,491     | ▲28.1% | 8,326     | ▲34.3% | 1,367          | ▲18.3% | 3,200            | ▲8.4%  | 3,200           | ▲8.4%  | 8,000            | ▲3.9%  |
| %                | 2.5%     |        | 2.6%      |        | 3.1%      |        | 2.0%           |        | 2.3%             |        | 2.3%            |        | 2.9%             |        |
| Net Income       | 613      | ▲40.9% | 1,432     | ▲35.1% | 4,383     | ▲25.7% | 1,047          | 70.8%  | 1,500            | 4.7%   | 2,100           | 46.6%  | 4,500            | 2.7%   |
| %                | 0.9%     |        | 1.1%      |        | 1.6%      |        | 1.5%           |        | 1.1%             |        | 1.5%            |        | 1.6%             |        |

# Income Statement (Non – Consolidated)

(Millions of Yen)

|                  | FY2013.3 |        |           |        |           |        | FY2014.3       |        |                  |        |                 |        |                  |        |
|------------------|----------|--------|-----------|--------|-----------|--------|----------------|--------|------------------|--------|-----------------|--------|------------------|--------|
|                  | 1 Q      |        | Half-year |        | Full-year |        | 1 Q            |        | Half-year        |        |                 |        | Full-year        |        |
|                  | Amount   | Change | Amount    | Change | Amount    | Change | Amount(Result) | Change | Amount(Previous) | Change | Amount(Revised) | Change | Amount(Forecast) | Change |
| Net Sales        | 58,327   | 3.1%   | 117,273   | 2.8%   | 236,272   | 2.8%   | 59,957         | 2.8%   | 120,500          | 2.8%   | 120,500         | 2.8%   | 242,800          | 2.8%   |
| Operating Income | 1,409    | ▲44.0% | 2,999     | ▲43.0% | 6,648     | ▲39.7% | 1,160          | ▲17.7% | 2,700            | ▲10.0% | 2,700           | ▲10.0% | 6,100            | ▲8.2%  |
| %                | 2.4%     |        | 2.6%      |        | 2.8%      |        | 1.9%           |        | 2.2%             |        | 2.2%            |        | 2.5%             |        |
| Ordinary Income  | 1,372    | ▲49.2% | 2,829     | ▲47.8% | 6,708     | ▲45.9% | 1,256          | ▲8.4%  | 2,400            | ▲15.2% | 2,400           | ▲15.2% | 5,600            | ▲16.5% |
| %                | 2.4%     |        | 2.4%      |        | 2.8%      |        | 2.1%           |        | 2.0%             |        | 2.0%            |        | 2.3%             |        |
| Net Income       | 561      | ▲62.6% | 1,294     | ▲54.7% | 3,418     | ▲45.6% | 1,297          | 131.2% | 1,200            | ▲7.3%  | 1,800           | 39.0%  | 2,800            | ▲18.1% |
| %                | 1.0%     |        | 1.1%      |        | 1.4%      |        | 2.2%           |        | 1.0%             |        | 1.5%            |        | 1.2%             |        |

# Segmental Results (Consolidated)

(Millions of Yen)

|                                 | FY2013.3       |        |                  |        |                  |        | FY2014.3         |        |                  |        |                  |        |                  |        |
|---------------------------------|----------------|--------|------------------|--------|------------------|--------|------------------|--------|------------------|--------|------------------|--------|------------------|--------|
|                                 | 1Q             |        | Change           |        | Full-year        |        | 1Q               |        |                  |        | Half-year        |        | Full-year        |        |
|                                 | Amount         | Change | Amount           | Change | Amount           | Change | Amount(Forecast) | Change | Amount(Result)   | Change | Amount(Forecast) | Change | Amount(Forecast) | Change |
| Medical Support Section         | 25,871         | 0.7%   | 51,869           | 0.8%   | 104,110          | 0.8%   | 26,100           | 0.9%   | 26,314           | 1.7%   | 52,300           | 0.8%   | 104,900          | 0.8%   |
| Long-term Care                  | 33,718         | —      | 68,112           | —      | 137,586          | —      | 35,400           | 5.0%   | 35,461           | 5.2%   | 71,200           | 4.5%   | 143,500          | 4.3%   |
| Health Care                     | 943            | —      | 1,962            | —      | 3,725            | —      | 1,000            | 6.0%   | 827              | ▲12.2% | 2,400            | 22.3%  | 5,500            | 47.6%  |
| Long-term Care+Health Care      | 34,662         | —      | 70,075           | —      | 141,311          | —      | 36,400           | 5.0%   | 36,288           | 4.7%   | 73,600           | 5.0%   | 149,000          | 5.4%   |
| Education Section               | 5,087          | 68.0%  | 10,152           | 72.1%  | 21,727           | 40.6%  | 5,800            | 14.0%  | 5,466            | 7.5%   | 11,200           | 10.3%  | 23,300           | 7.2%   |
| Others                          | 487            | 40.5%  | 863              | 31.1%  | 1,684            | 18.0%  | 400              | ▲18.0% | 382              | ▲21.6% | 800              | ▲7.4%  | 1,600            | ▲5.0%  |
| Eliminations                    | ▲463           | —      | ▲829             | —      | ▲1,642           | —      | ▲300             | ▲35.2% | ▲291             | —      | ▲500             | —      | ▲1,200           | —      |
| Net Sales                       | 65,644         | 7.4%   | 132,132          | 7.1%   | 267,191          | 3.8%   | 68,400           | 4.2%   | 68,161           | 3.8%   | 137,400          | 4.0%   | 277,600          | 3.9%   |
| Medical Support Section<br>%    | 2,086<br>8.1%  | 6.3%   | 4,100<br>7.9%    | 5.6%   | 8,301<br>8.0%    | ▲2.9%  | 2,000<br>7.7%    | ▲4.2%  | 1,855<br>7.0%    | ▲11.1% | 4,100<br>7.8%    | ▲0.0%  | 8,500<br>8.1%    | 2.4%   |
| Long-term Care<br>%             | 2,453<br>7.3%  | —      | 5,314<br>7.8%    | —      | 10,890<br>7.9%   | —      | 2,400<br>6.8%    | ▲2.2%  | 3,149<br>8.9%    | 28.4%  | 5,350<br>7.5%    | 0.7%   | 11,300<br>7.9%   | 3.8%   |
| Health Care<br>%                | 185<br>19.6%   | —      | 273<br>13.9%     | —      | 292<br>7.9%      | —      | 0<br>0.0%        | —      | 7<br>1.0%        | ▲95.7% | 50<br>2.1%       | ▲81.7% | 200<br>3.6%      | ▲31.7% |
| Long-term Care+Health Care<br>% | 2,638<br>7.6%  | —      | 5,587<br>8.0%    | —      | 11,183<br>7.9%   | —      | 2,400<br>6.6%    | ▲9.1%  | 3,157<br>8.7%    | 19.7%  | 5,400<br>7.3%    | ▲3.4%  | 11,500<br>7.7%   | 2.8%   |
| Education Section<br>%          | ▲827<br>▲16.3% | —      | ▲1,978<br>▲19.5% | —      | ▲3,338<br>▲15.4% | —      | ▲700<br>▲12.1%   | —      | ▲1,169<br>▲21.4% | —      | ▲1,900<br>▲17.0% | —      | ▲3,300<br>▲14.2% | —      |
| Others<br>%                     | 33<br>6.8%     | —      | 26<br>3.0%       | —      | 128<br>7.6%      | —      | 0<br>0.0%        | —      | ▲9<br>▲2.4%      | —      | 0<br>0.0%        | —      | 100<br>6.3%      | ▲22.2% |
| Eliminations                    | ▲2,068         | —      | ▲3,831           | —      | ▲7,534           | —      | ▲2,200           | —      | ▲2,107           | —      | ▲4,000           | —      | ▲7,800           | —      |
| Operating Income<br>%           | 1,863<br>2.8%  | ▲16.3% | 3,903<br>3.0%    | ▲20.4% | 8,741<br>3.3%    | ▲25.1% | 1,500<br>2.2%    | ▲19.5% | 1,727<br>2.5%    | ▲7.3%  | 3,600<br>2.6%    | ▲7.8%  | 9,000<br>3.2%    | 3.0%   |