Financial Results
For the Three Months Ended Jun.30.2017

## DATABOOK

August. 10, 2017
NICHIIGAKKAN CO., LTD.【9792】

## Income Statement (Consolidated)

(Unit:million yen)

|  | FY2017.3 |  |  | FY2018.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ <br> Amount | Half-year | Ful-year Amount | 1Q |  | Half-year |  | Full-year |  |
|  |  |  |  | Amount | change | Amount(forecast) | change | Amount(forecast) | Change |
| Net Sales | 68,414 | 137,751 | 276,659 | 70,313 | 2.8\% | 145,900 | 5.9\% | 300,000 | 8.4\% |
| Operating <br> Income | - 215 | 815 | 4,206 | 1,519 |  | 3,000 | 267.9\% | 9,300 | 121.1\% |
| \% | - $0.3 \%$ | 0.6\% | 1.5\% | 2.2\% |  | 2.1\% |  | 3.1\% |  |
| Ordinary <br> Income | -1,250 | -1,110 | 1,429 | 560 |  | 1,100 |  | 6,000 | 319.9 |
| \% | -1.8\% | - $0.8 \%$ | 0.5\% | 0.8\% |  | 0.8\% |  | 2.0\% |  |
| $\begin{aligned} & \text { Net Income } \\ & \text { attributable to } \\ & \text { owners of parents } \end{aligned}$ | -1,313 | -1,240 | 1,403 | 510 |  | 200 |  | 3,000 | 113.8\% |
| \% | -1.9\% | - $0.9 \%$ | 0.5\% | 0.7\% |  | 0.1\% |  | 1.0\% |  |

## Income Statement (Non-Consolidated)

(Unit:million yen)

|  | FY2017.3 |  |  | FY2018.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1QAmount | Half-year Amount | Full-year Amount | 1Q |  | Half-year |  | Full-year |  |
|  |  |  |  | Amount | crane | Amount(forecast) | crane | Amount(forecast) |  |
| Net Sales | 59,542 | 119,775 | 239,776 | 60,528 | 1.7\% | 126,100 | 5.3\% | 259,400 | 8.2\% |
| Operating Income | $\triangle 277$ | 697 | 3,542 | 1,298 |  | 2,400 | ${ }_{23}^{2388}$ | 8,300 | ${ }^{123,380}$ |
| \% | - $0.5 \%$ | 0.6\% | 1.5\% | 2.1\% |  | 1.9\% |  | 3.2\% |  |
| Ordinary Income | - 362 | 40 | 2,639 | 1,465 |  | 2,100 | 20158 | 7,000 | 165 |
| \% | 40.6\% | 0.0\% | 1.1\% | 2.4\% |  | 1.7\% |  | 2.7\% |  |
| Net Income | - 264 | 95 | 3,044 | 1,380 |  | 1,300 | ${ }^{1285828}$ | 4,700 | 54.48 |
| \% | 40.4\% | 0.1\% | 1.3\% | 2.3\% |  | 1.0\% |  | 1.8\% |  |

## Segmental Result (Consolidated)

## ■ About a segment change from March, 2018 period

- The Therapy business separated from Health care Segment and become independent as a Therapy segment.
- The Care staff dispatching service incorporated in the Health care segment transfers it in the Long-term care segment.

|  | FY2017.3 |  |  | FY2018.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | Half-year | Full-year | 1Q |  | Half-year |  | Full-year |  |
|  | Amount(New) | Amount(New) | Amount(New) | Amount | change | Amount(forecast) | change | Amount(forecast) | ange |
| Medical Support | 27,010 | 54,068 | 108,325 | 26,906 | $\triangle^{\text {0. }}$. $4 \%$ | 55,200 | 2.1\% | 112,300 | 3.7\% |
| Long-term care | 35,828 | 72,291 | 144,416 | 37,118 | 3.6\% | 75,900 | 5.0\% | 154,100 | 6.7\% |
| Child care | 1,156 | 2,560 | 5,949 | 1,815 | 57 | 4,300 | 68.0\% | 9,300 | 56.3\% |
| Health care | 654 | 1,415 | 2,926 | 685 | 4.8\% | 1,900 | 34.2\% | 4,600 | 57. |
| Education | 3,213 | 6,347 | 12,771 | 3,138 | $\square^{2}$ | 6,900 | 8.7\% | 15,000 | 17.4\% |
| Therapy | 60 | 100 | 377 | 59 | 2.4 | 400 | 299.4\% | 1,600 | 324.3\% |
| China business | 482 | 949 | 2,007 | 552 | 14.7\% | 1,300 | 37.0\% | 3,100 | 54 |
| Other | 232 | 433 | 1,303 | 398 | 71.6\% | 800 | 84.6\% | 1,600 | 22.7\% |
| Eliminations | $\triangle 223$ | -414 | -1,417 | -362 | - | $\triangle 800$ | - | -1,600 | - |
| Net Sale | 68,414 | 137,751 | 276,659 | 70,313 | 2.8\% | 145,900 | 5.9\% | 300,000 | 8.4\% |
| Medical Support $\%$ | $\begin{array}{r} 1,672 \\ 6.2 \% \end{array}$ | $\begin{array}{r} \hline 3,641 \\ 6.7 \% \end{array}$ | $\begin{array}{r} 8,012 \\ 7.4 \% \end{array}$ | $\begin{array}{r} 2,190 \\ 8.1 \% \end{array}$ | 30.9\% | $\begin{array}{r} 4,200 \\ 7.6 \% \end{array}$ | 15.3\% | $\begin{array}{r} 9,200 \\ 8.2 \% \end{array}$ | 14.8\% |
| Long-term care \% | $\begin{array}{r} 2,073 \\ 5.8 \% \end{array}$ | $\begin{array}{r} 5,007 \\ 6.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 11,183 \\ 7.7 \% \\ \hline \end{array}$ | $\begin{array}{r} 3,602 \\ 9.7 \% \end{array}$ | 73.8\% | $\begin{array}{r} 6,400 \\ 8.4 \% \\ \hline \end{array}$ | 27.8\% | $\begin{array}{r} 12,800 \\ 8.3 \% \\ \hline \end{array}$ | 14.5\% |
| Child care \% | $\begin{array}{r} \square 262 \\ -22.7 \% \end{array}$ | $\begin{array}{r} \triangle 497 \\ \times 19.4 \% \end{array}$ | $\begin{array}{\|r} \hline 781 \\ \triangle 13.1 \% \end{array}$ | $\begin{array}{r} \quad 571 \\ -31.5 \% \end{array}$ |  | $\begin{array}{r} \triangle 500 \\ \triangle 11.6 \% \end{array}$ | - | $\begin{array}{\|c} \triangle 600 \\ \triangle 6.5 \% \end{array}$ |  |
| Health care \% | $\begin{array}{r} 117 \\ 17.9 \% \end{array}$ | $\begin{array}{r} 276 \\ 19.6 \% \end{array}$ | $\begin{array}{r} 615 \\ 21.0 \% \end{array}$ | $\begin{array}{r} 130 \\ 19.0 \% \end{array}$ | 11.1\% | $\begin{aligned} & 100 \\ & 5.3 \% \end{aligned}$ | -63.9\% | $\begin{array}{r} 600 \\ 13.0 \% \end{array}$ | -2.5\% |
| Education \% | $\begin{array}{r} \triangle 1,110 \\ \Delta 34.6 \% \end{array}$ | $\begin{array}{r} \triangle 2,405 \\ -37.9 \% \end{array}$ | $\begin{array}{r} \hline 4,647 \\ -36.4 \% \end{array}$ | $\begin{array}{r} \triangle 1,077 \\ \Delta 34.3 \% \end{array}$ |  | $\begin{array}{r} -1,800 \\ -26.1 \% \\ \hline \end{array}$ | - | $\begin{array}{r} \triangle 2,900 \\ \mathbf{\Delta 1 9 . 3 \%} \end{array}$ |  |
| Therapy \% | $\begin{array}{r} \triangle 55 \\ \triangle 91.4 \% \end{array}$ | $\begin{array}{r} \Delta 130 \\ +130.7 \% \end{array}$ | $\mathbf{1} 107$ $\mathbf{4} 28.5 \%$ | $\begin{array}{r} \Delta 83 \\ \triangle 141.3 \% \end{array}$ | - | $\begin{array}{r} \Delta 200 \\ \triangle 50.0 \% \end{array}$ | - | $\begin{array}{r} 0 \\ 0.0 \% \end{array}$ | - |
| China business \% | $\begin{array}{r} \triangle 365 \\ \triangle 75.8 \% \end{array}$ | $\begin{array}{r} \Delta 722 \\ \triangle 76.1 \% \\ \hline \end{array}$ | $\begin{array}{r} \triangle 1,416 \\ \triangle 70.6 \% \\ \hline \end{array}$ | $\begin{array}{r} \triangle 407 \\ \triangle 73.8 \% \end{array}$ | - | $\begin{array}{r} \triangle 800 \\ \times 61.5 \% \end{array}$ | - | $\begin{array}{r} \triangle 1,100 \\ -35.5 \% \\ \hline \end{array}$ | - |
| Other \% | $\begin{array}{r} 96 \\ 41.5 \% \end{array}$ | $\begin{array}{r} 139 \\ 32.3 \% \end{array}$ | $\begin{array}{r} 285 \\ 21.9 \% \end{array}$ | $\begin{array}{r} 47 \\ 12.0 \% \end{array}$ | -50.3\% | $\begin{array}{r} 100 \\ 12.5 \% \end{array}$ | ${ }^{\text {28.6\% }}$ | $\begin{array}{r} 200 \\ 12.5 \% \end{array}$ | - |
| Eliminations | -2,381 | -4,494 | -8,937 | -2,311 | - | -4,500 | - | -8,900 | - |
| Operating Income \% | $\begin{array}{r} \triangle 215 \\ -0.3 \% \\ \hline \end{array}$ | $\begin{aligned} & 815 \\ & 0.6 \% \end{aligned}$ | $\begin{array}{r} 4,206 \\ 1.5 \% \end{array}$ | $\begin{array}{r} 1,519 \\ 2.2 \% \\ \hline \end{array}$ | - | $\begin{array}{r} 3,000 \\ 2.1 \% \end{array}$ | 267.9\% | $\begin{array}{r} 9,300 \\ 3.1 \% \end{array}$ | 121.1\% |

