

FACT SHEET 2012

Year Ended March 31,2012

PROTO CORPORATION

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Consolidated Balance Sheets

連結貸借対照表

As of March 31 / 3月31日現在

		2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
		¥ Millions/百万円									
ASSETS	資産の部										
Current assets:	流動資産:	6,716	7,558	7,126	8,499	10,858	12,295	12,038	14,184	16,061	15,855
Cash and cash deposits	現金及び預金	3,346	4,390	4,192	5,597	7,722	9,135	9,257	11,275	12,748	11,734
Trade notes and accounts receivable	受取手形及び売掛金	3,068	2,942	2,651	2,580	2,713	2,739	2,395	2,456	2,654	3,078
Inventories	たな卸資産	80	46	90	128	74	44	69	76	91	194
Deferred tax assets	繰延税金資産	51	82	55	73	105	96	141	162	217	218
Other current assets	その他	173	98	139	122	245	282	175	216	353	644
Allowance for doubtful accounts	貸倒引当金	(3)	(1)	(1)	(2)	(3)	(3)	(1)	(2)	(3)	(14)
Fixed assets:	固定資産:	7,668	8,145	7,982	7,719	7,065	6,728	9,570	10,038	10,102	12,729
Property, plant and equipment:	有形固定資産:	5,221	5,156	5,081	4,280	4,221	4,212	7,318	7,134	7,086	7,204
Buildings and structures	建物及び構築物	2,498	2,425	2,323	1,942	1,881	1,782	3,341	3,160	2,966	2,999
Land	土地	2,592	2,592	2,612	2,174	2,174	2,174	3,900	3,900	3,998	4,021
Other fixed assets	その他	129	137	144	163	165	255	77	73	120	184
Intangible fixed assets	無形固定資産	604	523	531	521	346	262	293	870	1,109	3,643
Investments and other assets:	投資その他の資産:	1,842	2,465	2,369	2,917	2,497	2,253	1,958	2,034	1,906	1,881
Investment securities	投資有価証券	275	255	859	1,443	820	588	438	555	499	623
Deferred tax assets	繰延税金資産	95	91	41	25	421	383	493	508	599	435
Other investments	その他	1,494	2,173	1,495	1,474	1,283	1,307	1,055	1,061	900	882
Allowance for doubtful accounts	貸倒引当金	(22)	(55)	(26)	(26)	(28)	(26)	(29)	(92)	(93)	(60)
Total assets	資産合計	14,385	15,704	15,109	16,218	17,924	19,023	21,608	24,223	26,163	28,585
LIABILITIES	負債の部										
Current liabilities:	流動負債:	5,355	6,218	5,257	5,506	6,058	5,995	6,167	5,862	5,639	5,573
Trade notes and accounts payable	支払手形及び買掛金	2,599	2,312	2,003	1,952	1,872	1,744	727	755	776	896
Current portion of long-term loans payable	一年内返済長期借入金	139	139	53	41	—	—	—	59	82	48
Accrued expenses	未払費用	587	662	769	794	871	906	1,239	1,151	1,251	1,457
Accrued income taxes	未払法人税等	119	677	374	642	1,098	980	1,245	1,466	1,333	991
Advances received	前受金	1,613	1,786	1,778	1,735	1,848	1,987	2,121	1,902	1,741	1,656
Other current liabilities	その他	294	639	276	339	367	377	833	527	453	522
Long-term liabilities:	固定負債:	1,428	1,155	698	681	560	593	576	659	489	441
Long-term loans payable	長期借入金	378	238	44	30	6	—	—	101	53	5
Liability for employees' retirement benefits	退職給付引当金	46	57	22	28	23	27	—	0	0	—
Liability for directors' and corporate auditors' retirement benefits	役員退職慰労引当金	364	192	212	221	183	191	194	212	232	246
Other long-term liabilities	その他	639	666	419	401	346	374	381	344	202	189
Total liabilities	負債合計	6,783	7,373	5,955	6,187	6,618	6,589	6,743	6,522	6,129	6,015
MINORITY INTERESTS	少数株主持分	72	93	131	441	—	—	—	—	—	—
NET ASSETS(EQUITY)	純資産(資本)の部										
Shareholders' Equity:	株主資本:	7,543	8,218	8,932	9,325	10,849	12,265	14,823	17,620	20,059	22,497
Common stock	資本金	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824
Additional paid-in capital	資本剰余金	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011
Retained earnings	利益剰余金	3,711	4,386	5,101	5,493	7,020	8,439	10,999	13,796	16,236	18,675
Treasury stock	自己株式	(4)	(4)	(4)	(4)	(7)	(10)	(11)	(12)	(13)	(13)
Other accumulated comprehensive incomes:	その他の包括利益累計額:	(13)	18	88	263	56	39	(37)	(9)	(24)	71
Net unrealized gain on available-for-sale securities	その他有価証券評価差額金	(13)	18	90	261	28	6	(27)	(5)	(12)	74
Foreign currency translation adjustments	為替換算調整勘定	—	—	(1)	1	28	32	(10)	(3)	(12)	(2)
Minority interests	少数株主持分	—	—	—	—	399	129	78	89	—	—
Total net assets (Total equity)	純資産(資本)合計	7,529	8,237	9,021	9,589	11,305	12,434	14,865	17,700	20,034	22,569
Total liabilities, minority interests, and net assets (equity)	負債、少数株主持分及び純資産(資本)合計	14,385	15,704	15,109	16,218	17,924	19,023	21,608	24,223	26,163	28,585

Notes: From the fiscal year ended March 31, 2011, Proto Group began applying the "Accounting Standard for Indication of Comprehensive Income".

注記: 2011年3月期より「包括利益の表示に関する会計基準」を適用しております。

Notes: Account summaries in the financial statements have not been audited.

注記: 財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Consolidated Statements of Income

連結損益計算書

As of March 31 / 3月31日現在

		2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
		¥ Millions/百万円									
Net sales	売上高	19,217	20,781	19,778	19,952	21,238	22,893	23,657	25,682	28,779	30,582
Cost of sales	売上原価	9,863	10,435	9,826	9,704	9,580	9,973	9,064	10,273	11,712	13,283
Gross profit	売上総利益	9,354	10,346	9,952	10,247	11,658	12,920	14,592	15,409	17,067	17,298
Selling, general and administrative expenses:	販売費及び一般管理費:	8,172	8,363	8,227	8,237	8,669	9,149	9,208	9,310	10,955	11,451
Personal expenses	人件費	3,523	3,685	3,682	4,020	4,116	4,291	4,469	4,920	5,414	5,475
Advertising and promotion expenses	広告宣伝費及び販売促進費	2,175	1,977	1,716	1,420	1,740	2,070	2,043	1,659	2,152	2,505
Others	その他	2,473	2,701	2,828	2,796	2,812	2,788	2,695	2,730	3,388	3,469
Operating income	営業利益	1,182	1,982	1,725	2,010	2,988	3,771	5,384	6,098	6,111	5,846
Non-operating income:	営業外収益:	58	44	49	48	176	95	95	89	283	185
Interest income	受取利息	0	2	8	7	6	6	11	13	15	20
Dividend income	受取配当金	0	2	2	5	11	15	14	5	5	7
Others	その他	57	39	39	36	158	74	69	70	262	157
Non-operating expenses:	営業外費用:	13	100	59	71	28	29	79	22	18	29
Interest expenses	支払利息	11	10	8	1	1	0	—	2	6	2
Others	その他	1	89	51	70	27	29	79	20	12	27
Ordinary income	経常利益	1,228	1,927	1,715	1,987	3,136	3,837	5,400	6,165	6,375	6,002
Extraordinary gains:	特別利益:	—	14	211	300	387	91	64	5	6	8
Gain on sales of property, plant and equipment	固定資産売却益	—	0	1	19	4	0	0	2	—	0
Gain on sales of investment securities	投資有価証券売却益	—	13	114	0	297	—	13	3	—	8
Others	その他	—	—	95	281	85	90	50	—	6	—
Extraordinary losses:	特別損失:	26	174	149	788	491	264	328	173	727	344
Loss on sales and disposals of property, plant and equipment	固定資産除却及び売却損	10	11	33	63	29	68	54	35	47	9
Loss on devaluation of investment securities	投資有価証券評価損	16	—	12	32	408	186	152	77	—	4
One-time Amortization of goodwill	のれん一時償却額	—	—	—	—	—	—	—	—	242	80
Others	その他	—	162	103	692	53	8	121	60	438	250
Income before income taxes and minority interests	税金等調整前当期純利益	1,201	1,767	1,778	1,499	3,032	3,664	5,135	5,998	5,654	5,666
Current	法人税、住民税及び事業税	504	928	801	1,028	1,586	1,753	2,131	2,495	2,575	2,272
Deferred	法人税等調整額	12	(49)	32	(119)	(268)	62	(133)	(38)	(122)	118
Minority interests (losses)	少数株主利益(損失)	22	20	27	(7)	(51)	10	(49)	11	4	—
Net income	当期純利益	661	867	917	598	1,766	1,838	3,187	3,529	3,197	3,275

Notes: Account summaries in the financial statements have not been audited.

注記:財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Consolidated Statements of Cash Flows
連結キャッシュ・フロー計算書

As of March 31 / 3月31日現在

	2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
	¥ Millions/百万円									
Operating activities:	営業活動によるキャッシュ・フロー:									
Income before income taxes	1,201	1,767	1,778	1,499	3,032	3,664	5,135	5,998	5,654	5,666
Depreciation and amortization	241	263	237	217	247	230	207	299	322	288
Impairment loss	—	—	—	681	26	—	52	—	367	230
Amortization of goodwill	50	101	112	109	124	77	36	91	422	405
One-time Amortization of goodwill	—	—	—	—	—	—	—	—	242	80
Interest and dividend income	(1)	(5)	(10)	(12)	(18)	(21)	(25)	(18)	(21)	(27)
Interest expense	11	10	8	1	1	0	—	2	6	2
Decrease (increase) in notes and accounts receivable	(211)	207	291	72	(248)	(50)	470	35	232	(615)
Decrease (increase) in inventories	(12)	34	(32)	(38)	45	30	(27)	1	(7)	(103)
Increase (decrease) in notes and accounts payable	(309)	(287)	(308)	(60)	(80)	(127)	(1,020)	(62)	(113)	90
Others	(346)	470	(359)	(129)	130	386	768	(71)	(522)	127
Subtotal	623	2,562	1,717	2,341	3,261	4,189	5,596	6,275	6,582	6,145
Interest and dividends received	1	5	9	12	18	21	25	18	21	26
Interest paid	(11)	(11)	(8)	(1)	(1)	0	—	(2)	(6)	(2)
Income taxes paid	(873)	(370)	(1,104)	(750)	(1,119)	(1,889)	(1,871)	(2,286)	(2,701)	(2,613)
Others	—	—	—	—	—	—	—	—	—	—
Net cash provided by (used in) operating activities	(260)	2,186	614	1,602	2,158	2,321	3,750	4,005	3,896	3,556
Investing activities:	投資活動によるキャッシュ・フロー:									
Net decrease (increase) of time deposits	(266)	(600)	—	—	31	2	300	79	(210)	60
Purchase of property, plant and equipment	(555)	(118)	(139)	(113)	(137)	(194)	(2,852)	(535)	(438)	(359)
Proceeds from sales of property, plant and equipment	27	2	35	46	9	5	0	5	1	0
Purchase of intangible fixed assets	(71)	(83)	(113)	(81)	(65)	(103)	(78)	(69)	(58)	(356)
Purchase of investment securities	(125)	(10)	—	(438)	(406)	(85)	(175)	(300)	—	—
Proceeds from sales of investment securities	—	102	120	0	402	—	32	90	—	14
Purchase of equity in affiliated companies	—	—	—	—	—	—	—	—	—	—
Investments in affiliated companies	—	—	—	—	—	—	—	—	—	—
Purchase of investments in subsidiaries resulting in change in scope of consolidation	(201)	—	(116)	(11)	—	—	—	(258)	(621)	(2,842)
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	2	—	—	—	—	—	—
Payments for sales of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	—	—	—	(2)	—	—	—
Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	—	—	—	—	—	(73)	—
Others	126	(122)	99	83	435	(99)	(173)	(154)	(224)	(122)
Net cash provided by (used in) investing activities	(1,066)	(829)	(113)	(512)	269	(474)	(2,949)	(1,141)	(1,625)	(3,606)
Financing activities:	財務活動によるキャッシュ・フロー:									
Increase (decrease) in short-term loans payable, net	(30)	—	—	—	(20)	—	3	(7)	—	—
Increase (decrease) in long-term loans payable, net	(105)	(139)	(280)	(53)	(44)	—	—	(32)	(236)	(82)
Redemption of bonds	—	—	(254)	—	—	—	—	—	—	—
Repurchase of treasury stock	(2)	—	—	0	(2)	(2)	(1)	(1)	0	0
Proceeds from disposal of treasury stock	—	—	—	—	—	—	0	0	—	—
Proceeds from stock issuance to minority shareholders	—	—	10	546	—	—	—	—	—	—
Cash dividends paid	(213)	(173)	(173)	(174)	(217)	(417)	(627)	(732)	(759)	(824)
Cash dividends paid to minority shareholders	—	—	—	(8)	(15)	(16)	—	—	—	—
Others	0	—	—	—	—	—	—	—	—	—
Net cash provided by (used in) financing activities	(351)	(312)	(698)	309	(300)	(437)	(624)	(773)	(996)	(907)
Foreign currency translation adjustments on cash and cash equivalents	—	—	—	3	28	6	(54)	8	(5)	4
Net increase (decrease) in cash and cash equivalents	(1,678)	1,044	(197)	1,403	2,156	1,415	121	2,100	1,269	(952)
Cash and cash equivalents at beginning of period	4,842	3,163	4,208	4,010	5,413	7,569	8,985	9,107	11,207	12,476
Cash and cash equivalents of eliminated consolidated subsidiaries at beginning of period	—	—	—	—	—	—	—	—	—	—
Cash and cash equivalents of newly consolidated subsidiaries at beginning of period	—	—	—	—	—	—	—	—	—	—
Cash and cash equivalents at end of period	3,163	4,208	4,010	5,413	7,569	8,985	9,107	11,207	12,476	11,524

Notes: Account summaries in the financial statements have not been audited.
注記:財務諸表については、各勘定科目の要約に当たった監査は受けておりません。

Segment Information

セグメント別業績

As of March 31 / 3月31日現在

		2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
		¥ Million / 百万円									
Net sales by business segment	セグメント別売上高										
Automobile-related	自動車関連情報	17,971	18,774	18,397	19,070	20,138	21,546	21,889	22,858	25,566	26,704
Information Registration Fee	情報登録・掲載料	15,650	15,938	15,584	16,296	17,359	18,400	18,872	19,039	19,831	19,830
Information Service Fee	情報提供料	2,320	2,835	2,812	2,774	2,778	3,145	3,017	3,818	5,735	6,873
Lifestyle-related	生活関連情報	979	1,749	1,053	580	675	882	1,345	2,286	2,616	3,470
Real Estate	不動産	178	176	177	174	160	174	194	205	181	166
Others	その他	88	80	150	127	263	291	227	332	415	240
Total	合計	19,217	20,781	19,778	19,952	21,238	22,893	23,657	25,682	28,779	30,582
		¥ Million / 百万円									
Operating income by business segment	セグメント別営業利益										
Automobile-related	自動車関連情報	4,270	4,856	3,980	4,127	5,036	5,573	7,034	7,590	7,281	7,272
Lifestyle-related	生活関連情報	(1,463)	(1,417)	(550)	(155)	(89)	(24)	62	162	301	228
Real Estate	不動産	49	45	52	58	58	71	70	105	104	83
Others	その他	11	(27)	(191)	(269)	(329)	(123)	(80)	(35)	(91)	(149)
Management Division	管理部門	(1,685)	(1,473)	(1,565)	(1,749)	(1,687)	(1,725)	(1,701)	(1,725)	(1,484)	(1,589)
Total	合計	1,182	1,982	1,725	2,010	2,988	3,771	5,384	6,098	6,111	5,846

Financial Indicators

財務指標

As of March 31 / 3月31日現在

		2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3
		%									
Return on equity	自己資本利益率	9.0	11.0	10.6	6.4	17.2	15.8	23.5	21.8	17.0	15.4
Return on assets	総資産利益率	8.9	12.8	11.1	12.7	18.4	20.8	26.6	26.9	25.3	21.9
Return on sales	売上高利益率	3.4	4.2	4.6	3.0	8.3	8.0	13.5	13.7	11.1	10.7
Operating income ratio	売上高営業利益率	6.2	9.5	8.7	10.1	14.1	16.5	22.8	23.7	21.2	19.1
Equity ratio	自己資本比率	52.3	52.4	59.7	59.1	60.8	64.7	68.4	72.7	76.6	79.0
Current ratio	流動比率	125.4	121.6	135.6	154.3	179.2	205.1	195.2	241.9	284.8	284.5
		¥ / 円, %									
Equity per share (*)	1株当たり純資産 (*)	861.39	941.42	1,031.00	1,097.22	1,042.41	1,176.24	1,413.52	1,683.60	1,915.33	2,157.72
Earnings per share (*)	1株当たり当期純利益 (*)	73.83	96.27	101.59	66.13	168.78	175.69	304.67	337.43	305.71	313.17
Dividend per share (*)	1株当たり配当金 (*)	20.00	20.00	20.00	20.00	30.00	50.00	70.00	70.00	75.00	85.00
Dividend ratio	配当性向	27.1	20.8	19.7	30.2	17.8	28.5	23.0	20.7	24.5	27.1
Dividend on equity ratio	自己資本配当率	2.4	2.2	2.0	1.9	2.8	4.5	5.4	4.5	4.2	4.2
		¥ Million / 百万円									
Net sales per employee	従業員1人当たり売上高	32.4	36.5	34.3	32.0	32.6	33.4	33.0	32.1	32.8	32.0
Operating income per employee	従業員1人当たり営業利益	1.9	3.4	3.0	3.2	4.5	5.5	7.5	7.6	6.9	6.1
Net income per employee	従業員1人当たり当期純利益	1.1	1.5	1.5	0.9	2.7	2.6	4.4	4.4	3.6	3.4
Number of employees (persons)	従業員数 (人)	592	568	575	622	650	685	716	798	875	954
Reference: Number of employees (Non-consolidated) (persons)	参考: 単体の従業員数 (人)	526	498	484	504	544	577	607	618	640	644

Notes: Return on equity = net income ÷ total equity x 100 (the average of the opening and closing balances)
 Return on assets = ordinary income ÷ total assets x 100 (the average of the opening and closing balances)
 Return on sales = net income ÷ net sales x 100
 Operating income ratio = operating income ÷ net sales x 100
 Equity ratio = total equity ÷ total assets x 100
 Current ratio = current assets ÷ current liabilities x 100
 Dividend on equity ratio = dividend ratio x return on equity

注記 自己資本利益率=当期純利益÷期首・期末平均自己資本×100
 総資産利益率=経常利益÷期首・期末平均総資産×100
 売上高利益率=当期純利益÷売上高×100
 売上高営業利益率=営業利益÷売上高×100
 自己資本比率=自己資本÷総資産×100
 流動比率=流動資産÷流動負債×100
 自己資本配当率=配当性向×自己資本利益率

(*) A 1-to-1.2 stock split was conducted on October 31, 2016.
 Per share data has not been adjusted retroactively to reflect this stock split.
 (*) A 1-to-2 stock split was conducted on October 1, 2012.
 Per share data has not been adjusted retroactively to reflect this stock split.

(*) 2006年10月31日付で普通株式1株につき1.2株の割合をもって株式分割しております。
 2006年3月期以前の数値は、株式分割の影響を遡及して調整しておりません。
 (*) 2012年10月1日付で普通株式1株につき2株の割合をもって株式分割しております。
 2012年3月期以前の数値は、株式分割の影響を遡及して調整しておりません。

Reference: Quarterly Results
Consolidated Balance Sheets

連結貸借対照表

As of March 31 / 3月31日現在

		2009.3				2010.3				2011.3				2012.3				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	¥ Millions/百万円
Current assets:	流動資産:	11,866	13,423	11,590	12,038	11,449	12,857	12,956	14,184	13,784	15,561	15,510	16,061	15,905	15,059	14,737	15,855	
Fixed assets:	固定資産:	7,638	7,590	9,196	9,570	9,500	10,001	10,220	10,038	11,009	10,873	10,843	10,102	10,265	13,002	13,015	12,729	
Total assets	資産合計	19,505	21,014	20,786	21,608	20,949	22,859	23,176	24,223	24,793	26,434	26,354	26,163	26,171	28,061	27,752	28,585	
Current liabilities:	流動負債:	5,877	6,484	5,741	6,167	4,942	5,910	5,542	5,862	5,521	6,335	5,877	5,639	5,219	6,300	5,493	5,573	
Long-term liabilities:	固定負債:	592	590	594	576	571	567	745	659	891	839	519	489	465	447	441	441	
Total liabilities	負債合計	6,470	7,075	6,336	6,743	5,513	6,477	6,287	6,522	6,413	7,175	6,396	6,129	5,685	6,747	5,934	6,015	
Shareholders' Equity:	株主資本:	12,910	13,839	14,348	14,823	15,350	16,309	16,832	17,620	18,305	19,197	19,885	20,059	20,494	21,309	21,810	22,497	
Common stock	資本金	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	
Additional paid-in capital	資本剰余金	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	
Retained earnings	利益剰余金	9,085	10,014	10,523	10,999	11,526	12,485	13,009	13,796	14,482	15,374	16,062	16,236	16,671	17,486	17,987	18,675	
Treasury stock	自己株式	(10)	(11)	(11)	(11)	(12)	(12)	(12)	(12)	(13)	(13)	(13)	(13)	(13)	(13)	(13)	(13)	
Other accumulated comprehensive incomes:	その他の包括利益累計額:	6	(5)	(2)	(37)	2	(14)	(28)	(9)	(12)	(24)	(21)	(24)	(7)	4	7	71	
Minority interests	少数株主持分	117	104	104	78	83	86	84	89	86	85	94	—	—	—	—	—	
Total net assets (Total equity)	純資産(資本)合計	13,034	13,938	14,450	14,865	15,436	16,381	16,888	17,700	18,379	19,258	19,958	20,034	20,486	21,313	21,817	22,569	
Total liabilities, minority interests, and net assets (equity)	負債、少数株主持分及び純資産(資本)合計	19,505	21,014	20,786	21,608	20,949	22,859	23,176	24,223	24,793	26,434	26,354	26,163	26,171	28,061	27,752	28,585	

Notes: Account summaries in the financial statements have not been audited.
注記:財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Consolidated Statements of Income

連結損益計算書

As of March 31 / 3月31日現在

		2009.3				2010.3				2011.3				2012.3				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	¥ Millions/百万円
Net sales	売上高	5,797	5,971	5,908	5,980	6,019	6,300	6,615	6,746	7,050	7,075	7,422	7,232	7,223	7,501	7,975	7,880	
Cost of sales	売上原価	2,192	2,265	2,272	2,333	2,315	2,506	2,754	2,696	2,733	2,884	3,033	3,061	3,010	3,270	3,500	3,502	
Gross profit	売上総利益	3,604	3,705	3,635	3,647	3,704	3,793	3,861	4,049	4,317	4,190	4,388	4,170	4,213	4,230	4,475	4,378	
Selling, general and administrative expenses:	販売費及び一般管理費:	2,103	2,154	2,217	2,732	2,225	2,168	2,277	2,639	2,559	2,592	2,674	3,129	2,810	2,758	2,770	3,112	
Personal expenses	人件費	1,088	1,075	1,080	1,226	1,181	1,165	1,255	1,318	1,377	1,339	1,351	1,347	1,371	1,346	1,363	1,395	
Advertising and promotion expenses	広告宣伝費及び販売促進費	394	410	459	780	373	359	348	579	363	424	446	919	558	552	585	810	
Others	その他	620	669	679	727	670	644	675	742	818	829	878	863	879	862	822	906	
Operating income	営業利益	1,501	1,550	1,417	914	1,479	1,624	1,584	1,410	1,758	1,598	1,714	1,041	1,403	1,472	1,705	1,265	
Ordinary income	経常利益	1,516	1,544	1,433	905	1,502	1,632	1,604	1,425	1,782	1,610	1,909	1,072	1,437	1,458	1,739	1,367	
Income before income taxes and minority interests	税金等調整前当期純利益	1,510	1,593	1,275	757	1,495	1,613	1,522	1,366	1,735	1,569	1,902	446	1,438	1,450	1,655	1,121	
Net income	四半期純利益	906	929	875	476	892	959	889	787	1,051	891	1,080	173	827	815	945	687	

Notes: Account summaries in the financial statements have not been audited.
注記:財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Reference: Quarterly Results
Consolidated Statements of Cash Flows
連結キャッシュ・フロー計算書

As of March 31 / 3月31日現在

		2009.3				2010.3				2011.3				2012.3			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
		¥ Millions/百万円															
Operating activities:	営業活動によるキャッシュ・フロー:	828	1,864	401	656	81	1,810	435	1,677	153	1,844	648	1,249	163	1,813	378	1,200
Investing activities:	投資活動によるキャッシュ・フロー:	(1,008)	(36)	(1,922)	18	(456)	(544)	(147)	6	(1,018)	(23)	(301)	(281)	(303)	(2,906)	(289)	(105)
Financing activities:	財務活動によるキャッシュ・フロー:	(253)	(9)	(353)	(9)	(354)	(12)	(375)	(30)	(338)	(48)	(576)	(32)	(390)	(46)	(450)	(19)
Foreign currency translation adjustments on cash and cash equivalents	現金及び現金同等物に係る換算差額	(29)	13	0	(38)	17	(4)	(6)	1	0	(2)	(2)	(1)	0	0	(9)	14
Net increase (decrease) in cash and cash equivalents	現金及び現金同等物の増減額(減少)	(462)	1,831	(1,874)	627	(711)	1,250	(93)	1,654	(1,204)	1,769	(231)	934	(530)	(1,140)	(371)	1,089
Cash and cash equivalents at beginning of period	現金及び現金同等物の期首残高	8,985	8,522	10,354	8,479	9,107	8,396	9,646	9,552	11,207	10,003	11,773	11,541	12,476	11,946	10,806	10,434
Cash and cash equivalents at end of period	現金及び現金同等物の期末残高	8,522	10,354	8,479	9,107	8,396	9,646	9,552	11,207	10,003	11,773	11,541	12,476	11,946	10,806	10,434	11,524

Notes: Account summaries in the financial statements have not been audited.
注記:財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Segment Information
セグメント別業績

As of March 31 / 3月31日現在

		2009.3				2010.3				2011.3				2012.3			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
		¥ Millions/百万円															
Net sales by business segment	セグメント別売上高																
Automobile-related	自動車関連情報	5,455	5,574	5,422	5,437	5,480	5,638	5,824	5,914	6,314	6,276	6,546	6,428	6,492	6,506	6,852	6,852
Information Registration Fee	情報登録・掲載料	4,686	4,875	4,633	4,676	4,660	4,796	4,651	4,931	5,000	4,863	5,059	4,907	4,756	4,826	5,166	5,082
Information Service Fee	情報提供料	769	698	788	761	819	841	1,173	983	1,314	1,412	1,487	1,521	1,736	1,680	1,686	1,770
Lifestyle-related	生活関連情報	247	296	364	436	414	529	658	683	599	644	701	671	640	907	1,010	911
Real Estate	不動産	43	50	50	49	51	51	52	50	48	46	44	42	41	41	42	41
Others	その他	49	49	70	57	73	80	80	98	87	108	129	89	49	45	70	75
Total	合計	5,797	5,971	5,908	5,980	6,019	6,300	6,615	6,746	7,050	7,075	7,422	7,232	7,223	7,501	7,975	7,880
Operating income by business segment	セグメント別営業利益																
Automobile-related	自動車関連情報	1,909	1,950	1,829	1,344	1,892	1,991	1,940	1,766	2,049	1,869	1,991	1,370	1,820	1,823	2,045	1,583
Lifestyle-related	生活関連情報	4	24	16	16	3	52	48	58	69	79	90	61	27	40	73	86
Real Estate	不動産	13	12	27	17	26	26	28	25	29	26	25	23	20	19	21	22
Others	その他	(20)	(39)	(19)	(1)	10	(20)	(22)	(2)	(27)	(26)	(8)	(28)	(38)	(48)	(34)	(27)
Management Division	管理部門	(404)	(397)	(436)	(462)	(453)	(424)	(409)	(437)	(363)	(351)	(384)	(385)	(427)	(362)	(400)	(399)
Total	合計	1,501	1,550	1,417	914	1,479	1,624	1,584	1,410	1,758	1,598	1,714	1,041	1,403	1,472	1,705	1,265

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