

# ファクト・シート

## Fact Sheet

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## 株式会社プロトコーポレーション

# PROTO CORPORATION

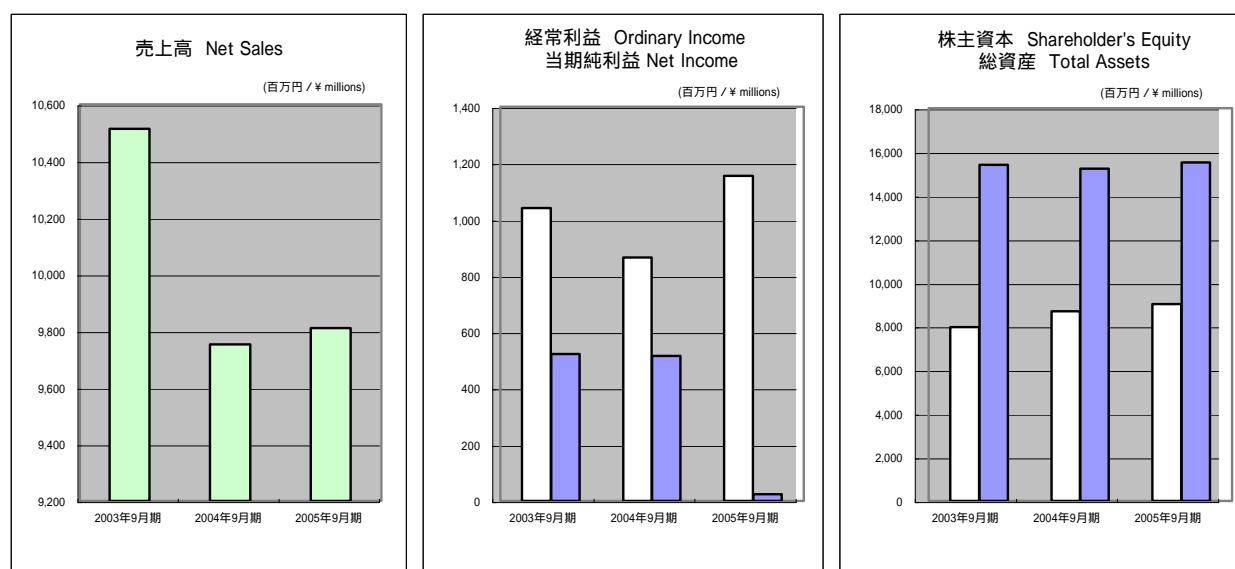
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会社概要 / Corporate Data



As of September 30, 2005

商号	Corporate Name	株式会社プロトコーポレーション	PROTO CORPORATION
創業	Founded	1977年10月1日	October 1, 1977
設立	Established	1979年6月1日	June 1, 1979
資本金	Common Stock	18億2,462万円 (2005年9月30日現在)	¥1,824,620 thousand (as of September 30, 2005)
本店所在地	Head Office	愛知県名古屋市中区葵 1-23-14 TEL 052-934-2000 FAX 052-930-4400	1-23-14, Aoi, Naka-ku, Nagoya 460-0006, Japan
支社	Branch Offices	札幌、仙台、北関東、東京、浜松、名古屋 大阪、広島、福岡、熊本  全国 10 支社	Sapporo, Sendai, Kita-Kanto, Tokyo, Hamamatsu, Nagoya, Osaka, Hiroshima, Fukuoka, Kumamoto  Total of 10 Branch Offices
決算期	Fiscal Year-end	3月31日	March 31
役員	Board of Directors and Statutory Auditors	代表取締役会長 / 横山 博一 代表取締役副会長 / 横山 順弘 代表取締役社長 / 入川 達三 取締役副社長 / 齊藤 実 常務取締役 / 横山 宗久 常務取締役 / 水川 直哉 取締役 / 倉元 進 取締役 / 飯村 富士雄 取締役 / 山口 修司 取締役 / 神谷 健司 取締役 / 沖村 敦矢 常勤監査役 / 水野 健一 監査役 / 塩見 涉 監査役 / 有馬 義雄	Chairman and Chief Executive Officer :Hiroichi Yokoyama Vice Chairman :Yoshihiro Yokoyama President and Chief Operating Officer :Tatsuzo Irikawa Vice President :Minoru Saito Managing Director :Motohisa Yokoyama Managing Director :Naoya Mizukawa Director :Susumu Kuramoto Director :Fujio Iimura Director :Shuji Yamaguchi Director :Kenji Kamiya Director :Atsuya Okimura Standing Statutory Auditor :Kenichi Mizuno Statutory Auditor :Wataru Shiomi Statutory Auditor :Yoshio Arima
従業員数	Number of Employees	494名 (2005年9月30日現在)	494 (as of September 30, 2005)
主要取引銀行	Main Banks	UFJ銀行、静岡銀行、みずほ銀行	The UFJ Bank, Ltd., The Sizuoka Bank, Ltd., The Mizuho Bank, Ltd.
上場取引市場	Stock Exchange Listing	JASDAQ 2001年9月12日上場	JASDAQ (Listed on September 12, 2001)
関連会社	Wholly Owned Subsidiary	株式会社プロトリンク (情報誌の取材・編集・制作、印刷紙を仕入・販売する物流事業並びに広告代理事業)	PROTO LINK Corporation (Data gathering for and editing and production of information magazines, Advertising agency and distribution of paper used for printing)
	Consolidated Subsidiary	株式会社エムベック (自動車販売にかかわるEC 仲介事業)	MPEC Corporation (Intermediary EC business of automobile sale)
	Consolidated Subsidiary	株式会社リペアテック (自動車修理業界向け情報誌の発行・事故車修理見積支援ソフトの開発 販売)	REPAIR -TECH INC. (Publishing information magazines for automobile repair industry, development and sale of automobile repair estimation software)
	Consolidated Subsidiary	株式会社マーズフラッグ (インターネット関連のシステム設計、製作業務)	MARS FLAG Corporation (Design and creation of Internet-related systems)
	Wholly Owned Subsidiary	上海宝路多商務諮詢有限公司 (自動車関連市場ならびにインターネット関連市場における市場調査)	Shanghai Proto Corporation (Market research covering automobile- and Internet-related markets)
	Wholly Owned Subsidiary	株式会社予約ネット (美容関連コンテンツをもとにした予約サイトの運営)	YOYAKU NET Corporation (Administration of a reservation site based on Beauty connection contents)
問合せ先	For further information please contact	株式会社プロトコーポレーション 経営企画室  TEL 052-934-1519 FAX 052-934-1750 http://www.proto-g.co.jp	PROTO CORPORATION Corporate Planning Department



決算期	Fiscal year-end	2004.3	2005.3	2003.9	2004.9	2005.9
売上高(千円)	Net Sales (¥ thousands)	20,781,415	19,778,878	10,513,662	9,753,441	9,811,925
経常利益(千円)	Ordinary (¥ thousands)	1,927,464	1,715,695	1,041,791	864,442	1,154,900
当期純利益(千円)	Net Income (¥ thousands)	867,756	917,099	521,590	515,897	24,611
株主資本(千円)	Shareholder's Equity (¥ thousands)	8,237,491	9,021,519	7,972,235	8,683,794	9,033,934
総資産(千円)	Total Assets (¥ thousands)	15,704,136	15,109,068	15,405,422	15,218,495	15,523,399
資本金(千円)	Common Stock (¥ thousands)	1,824,620	1,824,620	1,824,620	1,824,620	1,824,620
期末発行済株式数	Shares Outstanding at Year-End	8,725,000	8,725,000	8,725,000	8,725,000	8,725,000
従業員数	Total Employees	568	575	602	576	594

		(千円 / ¥ thousands)		
セグメント別売上高		2003.9	2004.9	2005.9
自動車関連情報	Autos-Related Information	9,412,879	8,985,160	9,376,221
情報登録 掲載料	Information Registration Fees	8,023,164	7,559,796	7,995,902
情報提供料	Information Sales	1,389,714	1,425,363	1,380,318
生活関連情報	Living-Related Information	982,378	605,460	273,925
不動産	Real Estate	89,167	93,396	91,163
その他事業	Others	29,237	69,423	70,615
合計	Total	10,513,662	9,753,441	9,811,925

決算期	As of September 30	2003.9	2004.9	2005.9
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	4,198,162	4,160,793	4,800,578
受取手形及び売掛金	Notes and Accounts Receivable-Trade	2,889,358	2,602,382	2,469,038
たな卸資産	Inventory Assets	75,183	69,508	92,169
その他	Other Current Assets	310,720	283,496	339,128
貸倒引当金	Allowance for Doubtful Accounts	-2,587	-1,786	-4,227
流動資産合計	Total Current Assets	7,470,838	7,114,394	7,696,687
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物及び構築物	Buildings and Structures	2,464,002	2,387,171	2,016,993
土地	Land	2,592,777	2,612,718	2,245,399
その他	Other Tangible Fixed Assets	147,813	135,217	139,442
有形固定資産合計	Total Tangible Fixed Assets	5,204,593	5,135,107	4,401,835
無形固定資産	Intangible Fixed Assets			
連結調整勘定	Consolidation Adjustments Account	404,825	391,460	258,453
その他	Other Intangible Fixed Assets	154,068	179,289	240,010
無形固定資産合計	Total Intangible Fixed Assets	558,893	570,749	498,464
投資その他の資産	Investments and Other Assets			
出資金	Investments in Capital	843,112	810,180	268,446
長期性預金	Long-term Time Deposits	600,000	900,000	900,000
その他	Other Investments	751,822	744,099	1,791,486
貸倒引当金	Allowance for Doubtful Accounts	-23,838	-56,036	-33,521
投資その他の資産合計	Total Investments and Other Assets	2,171,097	2,398,243	2,926,411
固定資産合計	Total Fixed Assets	7,934,583	8,104,101	7,826,712
資産合計	Total Assets	15,405,422	15,218,495	15,523,399
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形及び買掛金	Notes and Accounts Payable-Trade	2,215,951	1,904,962	1,801,134
1年内返済予定長期借入金	Current Portion of Long-Term Borrowings	139,192	134,234	14,000
未払費用	Accrued Expenses	942,808	939,723	1,152,639
未払法人税	Accrued Income Taxes	582,017	482,552	622,184
前受金	Advances Received	1,805,779	1,941,823	1,827,349
返品調整引当金	Allowance for Sales Returns	55,049	58,195	43,922
賞与引当金	Allowance for Bonus Payable	18,406	24,962	30,556
その他	Other Current Liabilities	201,631	121,618	162,764
流動負債合計	Total Current Liabilities	5,960,836	5,608,072	5,654,551
固定負債	Long-Term Liabilities			
長期借入金	Long-Term Borrowings	308,534	174,300	37,000
退職給付引当金	Allowance for Employee' Retirement Benefits	47,597	23,651	24,321
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	368,827	199,987	202,640
その他	Other Long-Term Liabilities	658,304	422,646	414,601
固定負債合計	Total Long-Term Liabilities	1,383,262	820,584	678,562
負債合計	Total Liabilities	7,344,098	6,428,657	6,333,114
少数株主持分	Minority Interests	89,088	106,043	156,350
(資本の部)	(Shareholders' Equity)			
資本金	Common Stock	1,824,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	2,011,536	2,011,536	2,011,536
その他剰余金	Other Surplus	4,127,998	4,787,342	4,999,506
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	12,584	64,800	202,992
自己株式	Treasury Stock	-4,503	-4,503	-4,503
資本合計	Total Shareholders' Equity	7,972,235	8,683,794	9,033,934
負債、少数株主持分及び資本合計	Total Liabilities and Shareholders' Equity	15,405,422	15,218,495	15,523,399

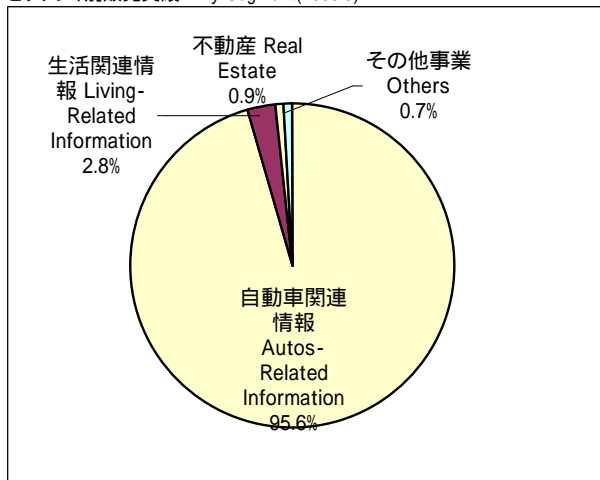
決算期	As of September 30	2003.9	2004.9	2005.9
売上高	Net Sales	10,513,662	9,753,441	9,811,925
売上原価	Cost of Sales	5,234,738	5,007,010	4,706,123
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	72,270	56,427	51,942
返品調整引当金繰入額	Provision for Allowance for Sales Returns	55,049	58,195	43,922
売上総利益	Gross Profit	5,296,145	4,744,662	5,113,822
販売費及び一般管理費	Selling, General and Administrative Expenses	4,208,619	3,876,027	3,945,055
役員報酬及び給与手当	Salaries for Directors and Employees	1,627,119	1,557,426	1,758,979
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	7,300	7,460	7,700
賞与引当金繰入額	Provision for Allowance for Bonus Payable	14,695	20,161	23,863
広告宣伝費	Advertising	755,785	494,346	354,094
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	2,890	2,259	14,782
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	50,603	50,603	56,363
その他	Others	1,750,226	1,743,770	1,729,272
営業利益	Operating Income	1,087,526	868,635	1,168,766
営業外収益	Non-Operating Income	14,391	30,017	26,906
受取利息	Interest Income	1,339	3,116	2,621
保険契約変更差益	Gains from insurance policy change	-	14,439	-
その他	Other Income	13,052	12,461	24,285
営業外費用	Non-Operating Expenses	60,125	34,209	40,772
支払利息	Interest Expenses of Loans	4,363	3,538	940
匿名組合投資損失	Investment Loss of Anonymous Association	20,489	7,031	-
投資事業組合損失	Investment Loss of Business Association	-	9,480	39,036
その他	Other Expenses	35,272	14,158	795
経常利益	Ordinary Income	1,041,791	864,442	1,154,900
特別利益	Extraordinary Income	467	155,363	16,899
固定資産売却益	Gains from Sales of Fixed Assets	467	610	11
投資有価証券売却益	Gains from Sales of Securities	-	114,527	-
役員退職慰労引当金戻入	Reversal of Directors' Retirement Benefits	-	33,145	16,759
貸倒引当金戻入	Reversal of Allowance for doubtful debts	-	-	128
前期損益修正益	Gain from the prior-term adjustments	-	7,080	-
特別損失	Extraordinary Loss	41	52,587	661,940
固定資産除却損	Losses on Disposals of Fixed Assets	41	1,216	35,934
投資有価証券評価損	Loss from Write-Down of Securities	-	12,919	2,610
賃貸契約解約損失	Losses on Dissolution of lease	-	8,421	7,006
減損損失	Impairment loss	-	-	612,389
前期損益修正損	Loss from the prior-term adjustments	-	30,028	-
その他	Other Expenses	-	-	4,000
税金等調整前当期純利益	Income before Income Taxes	1,042,218	967,219	509,859
法人税、住民税及び事業税	Income Taxes	590,653	466,706	606,386
法人税等調整額	Adjustment of Corporate Income Tax	-86,668	-25,849	-145,628
少数株主損益	Minority Interest in Earnings / Loss	16,642	10,464	24,489
当期純利益	Net Income	521,590	515,897	24,611

(千円 / ¥ thousands)

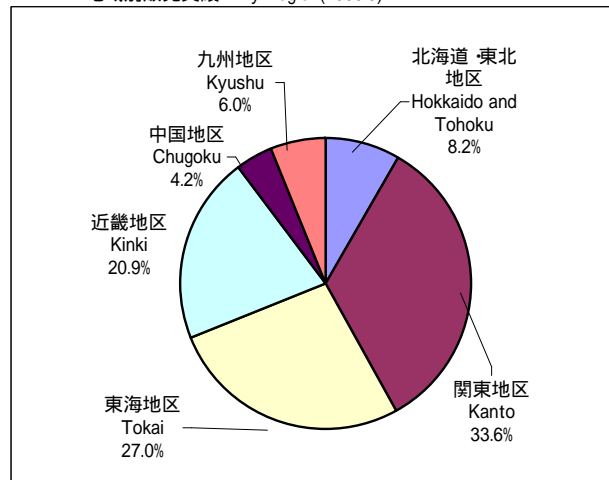
決算期	Fiscal Years Ended September 30	2003.9	2004.9	2005.9
営業活動によるキャッシュ・フロー	Cash flows from operating activities	1,441,176	159,242	1,238,027
	Net Cash Provided by Operating Activities			
投資活動によるキャッシュ・フロー	Cash flows from investing activities	-432,242	12,524	-489,165
	Net Cash Used in Investing Activities			
財務活動によるキャッシュ・フロー	Cash flows from financing activities	-156,841	-401,334	-142,296
	Net Cash Provided by (Used in) Financing Activities			
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	-	-	1,519
現金及び現金同等物の増減額	Net Increase in Cash and Cash Equivalents	852,092	-229,567	608,085
現金及び現金同等物の期首残高	Cash and Cash Equivalents at Beginning of Year	3,163,969	4,208,260	4,010,392
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of Year	4,016,062	3,978,693	4,618,478
設備投資額	Capital Expenditures	76,272	55,683	39,776
減価償却費	Depreciation	91,076	87,944	75,870

セグメント情報(中間) / Sales Breakdown Information (The First Half Of The Year)

セグメント別販売実績 / By Segment(2005.9)



地域別販売実績 / By Region(2005.9)



セグメント別販売実績 / By Segment(2005.9)

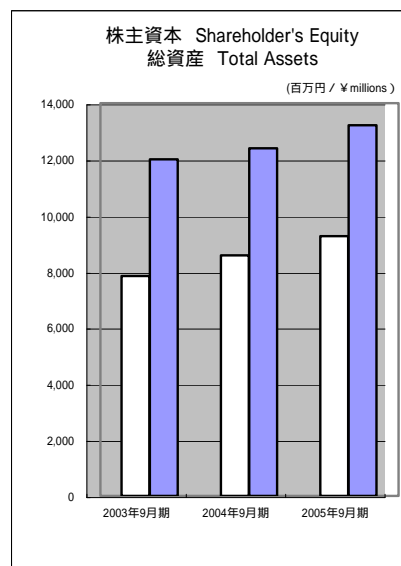
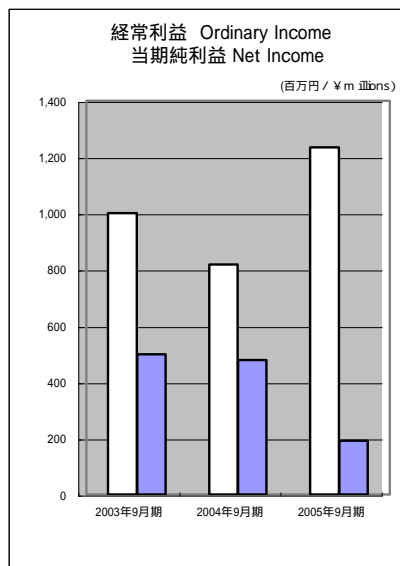
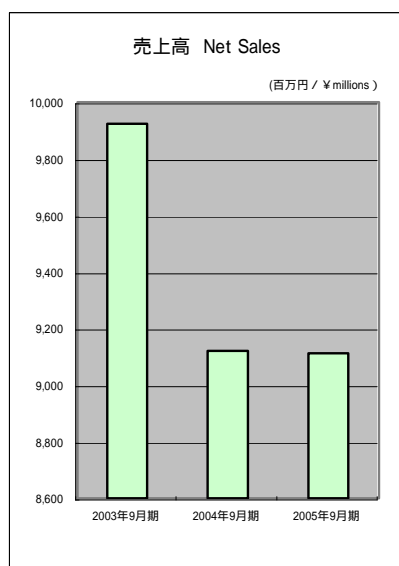
(千円 / ¥ thousands)

		2003.9	2004.9	2005.9
自動車関連情報	Autos-Related Information	9,412,879	8,985,160	9,376,221
情報登録 掲載料	Information Registration Fees	8,023,164	7,559,796	7,995,902
情報提供料	Information Sales	1,389,714	1,425,363	1,380,318
生活関連情報	Living-Related Information	982,378	605,460	273,925
不動産	Real Estate	89,167	93,396	91,163
その他事業	Others	29,237	69,423	70,615
合計	Total	10,513,662	9,753,441	9,811,925

地域別販売実績 / By Region(2005.9)

(千円 / ¥ thousands)

		2003.9	2004.9	2005.9
北海道・東北地区	Hokkaido and Tohoku	942,467	788,507	807,960
関東地区	Kanto	3,607,331	3,266,665	3,297,705
東海地区	Tokai	2,677,893	2,660,636	2,648,181
近畿地区	Kinki	2,191,462	2,047,545	2,052,986
中国地区	Chugoku	421,164	403,504	414,816
九州地区	Kyushu	673,342	586,582	590,229
合計	Total	10,513,662	9,753,441	9,811,925



決算期	Fiscal year-end	2004.3	2005.3	2003.9	2004.9	2005.9
売上高(千円)	Net Sales (¥ thousands)	19,523,265	18,442,015	9,923,835	9,121,614	9,113,749
経常利益(千円)	Ordinary (¥ thousands)	1,802,994	1,749,916	1,000,984	818,417	1,234,192
当期純利益(千円)	Net Income (¥ thousands)	905,731	1,039,683	498,722	478,970	192,037
株主資本(千円)	Shareholder's Equity (¥ thousands)	8,170,996	9,079,360	7,838,296	8,580,373	9,265,667
総資産(千円)	Total Assets (¥ thousands)	12,357,830	12,542,236	11,994,983	12,398,379	13,218,396
資本金(千円)	Common Stock (¥ thousands)	1,824,620	1,824,620	1,824,620	1,824,620	1,824,620
期末発行済株式数	Shares Outstanding at Year-End	8,725,000	8,725,000	8,725,000	8,725,000	8,725,000
従業員数	Total Employees	498	484	532	496	494

決算期	As of September 30	2003.9	2004.9	2005.9
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	2,975,394	2,765,580	3,637,248
受取手形	Notes Receivable-Trade	74,997	86,586	79,987
売掛金	Accounts Receivable-Trade	1,849,303	1,674,706	1,594,151
製商品	Finished Goods and Merchandise	1,755	560	378
仕掛品	Work in Process	238	5,029	16,907
貯蔵品	Supplies	21,436	20,108	13,489
前払費用	Prepaid Express	62,646	57,790	99,113
繰延税金資産	Deferred Tax Assets	108,306	96,151	110,742
その他	Other Current Assets	97,276	105,841	103,495
貸倒引当金	Allowance for Doubtful Accounts	-2,433	-1,424	-953
流動資産合計	Total Current Assets	5,188,921	4,810,930	5,654,561
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物	Buildings	1,935,019	1,861,521	1,554,728
構築物	Structures	64,013	54,573	40,238
車両運搬具	Vehicles and Automotive Equipment	11,489	8,122	5,281
工具器具部品	Tools , Furniture and Fixtures	112,657	82,128	51,777
土地	Land	2,289,989	2,309,930	1,942,611
有形固定資産合計	Total Tangible Fixed Assets	4,413,169	4,316,275	3,594,638
無形固定資産	Intangible Fixed Assets			
営業権	Good Will	5,166	3,166	1,166
商標権	Trademark Rights	500	420	340
ソフトウェア	Software	34,296	40,149	42,387
ソフトウェア仮勘定	Software in progress	0	0	20,214
電話加入権	Telephone Rights	22,009	22,009	22,009
無形固定資産合計	Total Intangible Fixed Assets	61,973	65,746	86,118
投資その他の資産	Investments and Other Assets			
投資有価証券	Investments in Securities	227,929	313,630	1,444,598
関係会社株式	Investments in Affiliates	653,564	1,143,564	1,293,564
出資金	Investments in Capital	570,734	537,802	20
破産債権等	Bankrupt Credit	6,998	37,964	3,995
長期前払費用	Long-term Prepaid Expenses	18,532	19,080	19,416
敷金 保証金	Lease Deposits and Guarantee Money	142,806	162,531	115,113
長期性預金	Long-term Time Deposits	600,000	900,000	900,000
繰延税金資産	Deferred Tax Assets	111,868	92,989	74,547
その他	Other Investments	18,250	48,472	48,728
貸倒引当金	Allowance for Doubtful Accounts	-19,764	-50,607	-16,905
投資その他の資産合計	Total Investments and Other Assets	2,330,918	3,205,427	3,883,078
固定資産合計	Total Fixed Assets	6,806,062	7,587,449	7,563,835
資産合計	Total Assets	11,994,983	12,398,379	13,218,396
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形	Notes Payable-Trade	649,014	562,363	518,826
買掛金	Accounts Payable-Trade	756,124	685,945	683,974
短期借入金	Short-term Borrowings		0	0
未払金	Accounts Payable-others	8,413	5,776	5,275
未払費用	Accrued Expenses	924,118	902,982	1,051,095
未払法人税等	Accrued Income Taxes	567,236	464,240	576,449
未払消費税等	Accrued Consumption Taxes	97,748	44,039	80,828
前受金	Advances Received	826,703	817,530	705,343
預り金	Deposits Received	53,488	45,598	45,757
返品調整引当金	Allowance for Sales Returns	55,049	58,195	43,922
その他	Other Current Liabilities	1,680	1,446	747
流動負債合計	Total Current Liabilities	3,939,577	3,588,119	3,712,220
固定負債	Long-Term Liabilities			
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	155,360	169,410	182,910
匿名組合債務	Debt of Anonymous Association		0	0
その他	Other Long-Term Liabilities	61,750	60,476	57,598
固定負債合計	Total Long-Term Liabilities	217,110	229,886	240,508
負債合計	Total Liabilities	4,156,687	3,818,006	3,952,729
(資本の部)	(Shareholders' Equity)			
資本金	Common Stock	1,824,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	2,011,536	2,011,536	2,011,536
利益剰余金	Retained Earnings			
利益準備金	Appropriation of Retained Earnings	254,155	254,155	254,155
任意積立金	General Reserve	3,130,000	3,830,000	4,630,000
当期末処分利益	Unappropriated Retained Earnings	616,504	599,765	346,867
利益剰余金合計	Total Retained Earnings	4,006,659	4,683,920	5,231,022
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	5,983	64,800	202,992
自己株式	Treasury Stock	-4,503	-4,503	-4,503
資本合計	Total Shareholders' Equity	7,838,296	8,580,373	9,265,667
負債、資本合計	Total Liabilities and Shareholders' Equity	11,994,983	12,398,379	13,218,396



決算期	As of September 30	2003.9	2004.9	2005.9
売上高	Net Sales	9,923,835	9,121,614	9,113,749
売上原価	Cost of Sales	5,140,883	4,917,424	4,631,108
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	72,270	56,427	51,942
返品調整引当金繰入額	Provision for Allowance for Sales Returns	55,049	58,195	43,922
売上総利益	Gross Profit	4,800,173	4,202,422	4,490,661
販売費及び一般管理費	Selling, General and Administrative Expenses	3,781,814	3,387,038	3,244,408
役員報酬	Salaries for Directors	138,713	141,219	141,436
給与手当	Salaries for Employees	1,308,904	1,204,470	1,358,850
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	6,800	7,250	7,250
広告宣伝費	Advertising	685,887	490,252	336,674
貸倒引当金戻入額	Provision for Allowance for Doubtful Accounts	922	2,345	-
取次店手数料	Payable Commission	227,304	209,121	185,404
減価償却費	Depreciation	43,531	37,719	34,187
その他	Others	1,369,750	1,294,660	1,180,606
営業利益	Operating Income	1,018,359	815,384	1,246,252
営業外収益	Non-Operating Income	12,621	13,077	27,109
受取利息	Interest Income	1,285	3,062	2,511
受取配当金	Dividends received	2,022	1,783	16,868
その他	Other Income	9,313	8,231	7,729
営業外費用	Non-Operating Expenses	29,995	10,043	39,168
投資事業組合損失	Investment Loss of Business Association	-	9,480	132
その他	Other Expenses	29,995	562	39,036
経常利益	Ordinary Income	1,000,984	818,417	1,234,192
特別利益	Extraordinary Income	467	118,854	77
固定資産売却益	Gains from Sales of Fixed Assets	467	554	11
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	-	-	65
投資有価証券売却益	Gains from Sales of Securities	-	114,527	-
前期損益修正益	Gain from the prior-term adjustments	-	3,772	-
特別損失	Extraordinary Loss	41	36,445	623,667
固定資産除却損	Losses on Disposals of Fixed Assets	41	-	35,934
投資有価証券評価損	Loss from Write-Down of Securities	-	12,919	2,610
損害賠償損失	Losses on Compensation for Damages	-	-	4,000
賃貸契約解約損失	Losses on Dissolution of lease	-	4,797	3,916
減損損失	Impairment loss	-	-	577,206
前期損益修正損	Loss from the prior-term adjustments	-	18,728	-
税金等調整前当期純利益	Income before Income Taxes	1,001,411	900,826	610,602
法人税、住民税及び事業税	Income Taxes	575,800	448,900	562,600
法人税等調整額	Adjustment of Corporate Income Tax	-73,111	-27,044	-144,035
当期純利益	Net Income	498,722	478,970	192,037
前期繰越利益	Unappropriated Retained Earnings Brought Forward	117,782	120,795	154,829
当期末処分利益	Unappropriated Retained Earnings	616,504	599,765	346,867

**參考資料**

**Reference Data**

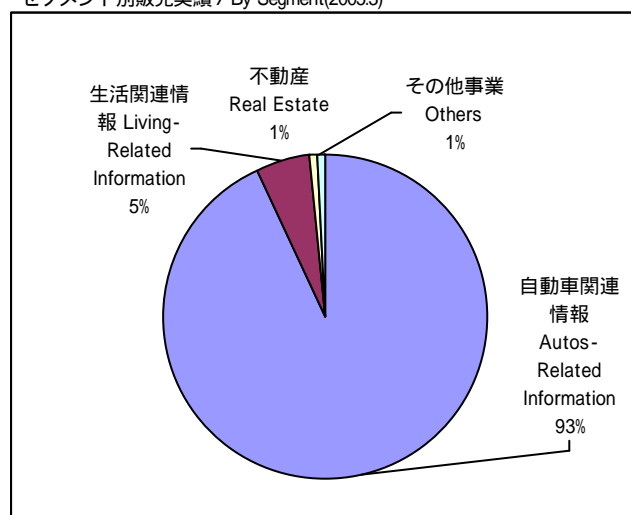
決算期	As of March 31	2003.3	2004.3	2005.3
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	3,346,069	4,390,360	4,192,492
受取手形及び売掛金	Notes and Accounts Receivable-Trade	3,068,117	2,942,288	2,651,230
たな卸資産	Inventory Assets	80,584	46,235	90,464
その他	Other Current Assets	225,284	181,431	194,547
貸倒引当金	Allowance for Doubtful Accounts	-3,568	-1,940	-1,945
流動資産合計	Total Current Assets	6,716,487	7,558,374	7,126,789
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物及び構築物	Buildings and Structures	2,498,975	2,425,970	2,323,721
土地	Land	2,592,777	2,592,777	2,612,718
その他	Other Tangible Fixed Assets	129,837	137,880	144,892
有形固定資産合計	Total Tangible Fixed Assets	5,221,590	5,156,628	5,081,331
無形固定資産	Intangible Fixed Assets			
連結調整勘定	Consolidation Adjustments Account	455,428	354,221	314,817
その他	Other Intangible Fixed Assets	149,449	169,581	216,261
無形固定資産合計	Total Intangible Fixed Assets	604,877	523,803	531,079
投資その他の資産	Investments and Other Assets			
投資有価証券	Investments in securities	275,330	255,837	859,112
出資金	Investments in Capital	872,498	819,261	-
長期性預金	Long-term Time Deposits	300,000	900,000	900,000
その他	Other Investments	417,138	546,208	595,396
貸倒引当金	Allowance for Doubtful Accounts	-22,652	-55,977	-26,128
投資その他の資産合計	Total Investments and Other Assets	1,842,314	2,465,329	2,369,868
固定資産合計	Total Fixed Assets	7,668,782	8,145,761	7,982,279
<b>資産合計</b>	<b>Total Assets</b>	<b>14,385,270</b>	<b>15,704,136</b>	<b>15,109,068</b>
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形及び買掛金	Notes and Accounts Payable-Trade	2,599,909	2,312,215	2,003,868
1年内返済予定長期借入金	Current Portion of Long-Term Borrowings	139,192	139,192	53,900
未払法人税	Accrued Income Taxes	119,417	677,349	374,882
未払費用	Accrued Expenses	587,911	662,808	769,842
前受金	Advances Received	1,613,960	1,786,802	1,778,099
返品調整引当金	Allowance for Sales Returns	72,270	56,427	51,942
賞与引当金	Allowance for Bonus Payable	16,457	22,564	25,471
その他	Other Current Liabilities	206,011	560,765	199,125
流動負債合計	Total Current Liabilities	5,355,128	6,218,125	5,257,132
固定負債	Long-Term Liabilities			
社債	Bonds payable	250,000	250,000	-
長期借入金	Long-Term Borrowings	378,130	238,938	44,000
退職給付引当金	Allowance for Employee' Retirement Benefits	46,676	57,479	22,757
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	364,347	192,317	212,699
その他	Other Long-Term Liabilities	389,461	416,675	419,099
固定負債合計	Total Long-Term Liabilities	1,428,614	1,155,410	698,556
<b>負債合計</b>	<b>Total Liabilities</b>	<b>6,783,743</b>	<b>7,373,536</b>	<b>5,955,688</b>
少数株主持分	Minority Interests	72,446	93,108	131,860
(資本の部)	(Shareholders' Equity)			
資本金	Common Stock	1,824,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	2,011,536	2,011,536	2,011,536
その他剰余金	Other Surplus	3,711,389	4,386,964	5,101,344
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	-13,961	18,874	90,274
為替換算調整勘定	Foreign Exchange Adjustment Account	-	-	-1,752
自己株式	Treasury Stock	-4,503	-4,503	-4,503
<b>資本合計</b>	<b>Total Shareholders' Equity</b>	<b>7,529,080</b>	<b>8,237,491</b>	<b>9,021,519</b>
<b>負債、少数株主持分及び資本合計</b>	<b>Total Liabilities and Shareholders' Equity</b>	<b>14,385,270</b>	<b>15,704,136</b>	<b>15,109,068</b>

決算期	Fiscal Years Ended March 31	2003.3	2004.3	2005.3
売上高	Net Sales	19,217,991	20,781,415	19,778,878
売上原価	Cost of Sales	9,842,882	10,450,856	9,831,164
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	52,097	72,270	56,427
返品調整引当金繰入額	Provision for Allowance for Sales Returns	72,270	56,427	51,942
売上総利益	Gross Profit	9,354,936	10,346,401	9,952,199
販売費及び一般管理費	Selling, General and Administrative Expenses	8,172,073	8,363,611	8,227,108
役員報酬及び給与手当	Salaries for Directors and Employees	3,050,245	3,196,249	3,179,177
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	26,708	16,148	20,381
賞与引当金繰入額	Provision for Allowance for Bonus Payable	13,321	18,375	21,236
広告宣伝費	Advertising	1,882,859	1,357,486	1,303,924
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	7,556	9,220	8,649
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	50,603	101,206	112,924
その他	Others	3,140,778	3,664,923	3,580,813
営業利益	Operating Income	1,182,863	1,982,790	1,725,090
営業外収益	Non-Operating Income	58,939	44,948	49,999
受取利息	Interest Income	477	2,851	8,588
保険払戻額	Insurance Refunds	-	20,775	5,490
保険契約変更差益	Gains from insurance policy change	-	-	14,439
古紙売却収入	Income from Sales of Used Paper	-	8,112	6,949
その他	Other Income	58,462	13,208	14,531
営業外費用	Non-Operating Expenses	13,313	100,274	59,394
支払利息	Interest Expenses of Loans	11,639	10,960	8,379
匿名組合投資損失	Investment Loss of Anonymous Association	-	33,700	5,088
投資事業組合損失	Investment Loss of Business Association	-	46,722	27,688
保険契約解約損失	Loss on Insurance Claims	-	-	7,881
その他	Other Expenses	1,674	8,890	10,356
経常利益	Ordinary Income	1,228,488	1,927,464	1,715,695
特別利益	Extraordinary Income	0	14,478	211,484
固定資産売却益	Gains from Sales of Fixed Assets	-	940	1,862
投資有価証券売却益	Gains from Sales of Securities	-	13,537	114,527
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	-	-	10,000
役員退職慰労引当金戻入	Reversal of Directors' Retirement Benefits	-	-	33,145
前期損益修正益	Gain from the prior-term adjustments	-	-	38,624
その他	Other Income	-	-	13,324
特別損失	Extraordinary Loss	26,848	174,477	149,156
貯蔵品除売却損	Losses on Disposals/Sales of Inventories	-	-	10,003
固定資産売却損	Losses from Sales of Fixed Assets	6,510	34	441
固定資産除売却損	Losses on Disposals of Fixed Assets	3,730	11,661	32,633
投資有価証券売却損	Loss from Sales of Securities	-	-	894
投資有価証券評価損	Loss from Write-Down of Securities	16,607	-	12,919
賃貸契約解約損失	Losses on Dissolution of lease	-	17,808	16,920
役員特別退職慰労金	Special Retirement Bonuses for Directors	-	111,100	-
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	-	28,378	-
持分変動損益	Transfer to Allowance for Doubtful Accounts	-	-	14,946
前期損益修正損	Loss from the prior-term adjustments	-	-	52,156
その他	Other Expenses	-	5,494	8,240
税金等調整前当期純利益	Income before Income Taxes	1,201,640	1,767,465	1,778,023
法人税、住民税及び事業税	Income Taxes	504,871	928,526	801,460
法人税等調整額	Adjustment of Corporate Income Tax	12,943	-49,480	32,209
少数株主損益	Minority Interest in Earnings / Loss	22,047	20,662	27,254
当期純利益	Net Income	661,778	867,756	917,099

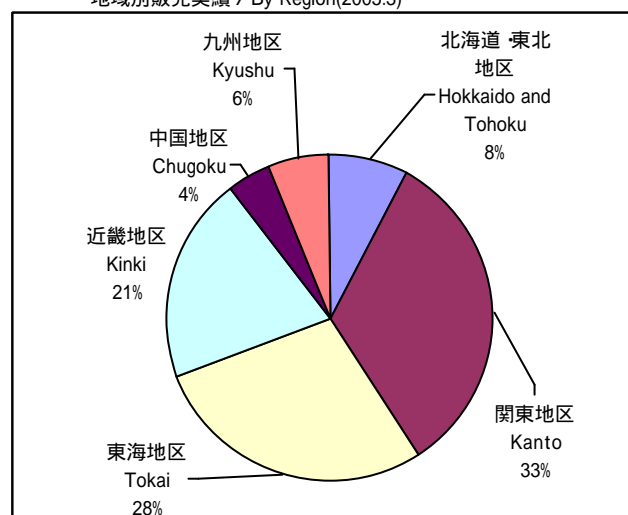
決算期	Fiscal Years Ended March 31	2003.3	2004.3	2005.3
営業種加によるキャッシュ・フロー	Cash flows from operating activities	-260,862	2,186,413	614,756
	Net Cash Provided by Operating Activities			
投資種加によるキャッシュ・フロー	Cash flows from investing activities	-1,066,354	-829,233	-113,557
	Net Cash Used in Investing Activities			
財務種加によるキャッシュ・フロー	Cash flows from financing activities	-351,780	-312,888	-698,354
	Net Cash Provided by (Used in) Financing			
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	-	-	-712
現金及び現金同等物の増減額	Net Increase in Cash and Cash Equivalents	-1,678,996	1,044,291	-197,868
現金及び現金同等物の期首残高	Cash and Cash Equivalents at Beginning of Year	4,842,966	3,163,969	4,208,260
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of Year	3,163,969	4,208,260	4,010,392
設備投資額	Capital Expenditures	502,677	133,476	146,716
減価償却費	Depreciation	175,986	188,505	180,450

## セグメント情報 / Sales Breakdown Information (A Year)

セグメント別販売実績 / By Segment(2005.3)



地域別販売実績 / By Region(2005.3)



セグメント別販売実績 / By Segment(2005.3)

		2003.3	2004.3	2005.3
自動車関連情報	Autos-Related Information	17,971,474	18,774,732	18,397,324
情報登録・掲載料	Information Registration Fees	15,650,724	15,938,820	15,584,413
情報提供料	Information Sales	2,320,750	2,835,911	2,812,910
生活関連情報	Living-Related Information	979,410	1,749,637	1,053,399
不動産	Real Estate	178,183	176,601	177,542
その他事業	Others	88,923	80,444	150,611
合計	Total	19,217,991	20,781,415	19,778,878

地域別販売実績 / By Region(2005.3)

		2003.3	2004.3	2005.3
北海道・東北地区	Hokkaido and Tohoku	1,821,439	1,768,133	1,585,012
関東地区	Kanto	6,034,454	6,957,743	6,496,110
東海地区	Tokai	5,278,379	5,552,626	5,535,769
近畿地区	Kinki	3,883,212	4,367,104	4,124,494
中国地区	Chugoku	836,631	834,728	816,489
九州地区	Kyushu	1,363,874	1,301,079	1,221,002
合計	Total	19,217,991	20,781,415	19,778,878

決算期	As of March 31	2003.3	2004.3	2005.3
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	2,264,473	3,001,756	3,031,679
受取手形	Notes Receivable-Trade	76,446	88,786	88,922
売掛金	Accounts Receivable-Trade	1,979,531	1,942,795	1,726,531
製商品	Finished Goods and Merchandise	1,961	581	2,767
仕掛品	Work in Process	6,054	3,870	17,650
貯蔵品	Supplies	40,149	16,496	9,918
前払費用	Prepaid Express	76,306	74,128	95,306
繰延税金資産	Deferred Tax Assets	36,687	77,346	50,912
その他	Other Current Assets	88,908	16,620	12,574
貸倒引当金	Allowance for Doubtful Accounts	-2,564	-1,574	-1,001
流動資産合計	Total Current Assets	4,567,955	5,220,807	5,035,261
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物	Buildings	1,977,538	1,897,835	1,814,247
構築物	Structures	65,509	58,538	49,103
船舶	Ship	669	-	-
車両運搬具	Vehicles and Automotive Equipment	15,303	9,886	8,557
工具器具部品	Tools, Furniture and Fixtures	102,134	94,192	68,082
土地	Land	2,289,989	2,289,989	2,309,930
有形固定資産合計	Total Tangible Fixed Assets	4,451,144	4,350,442	4,249,921
無形固定資産	Intangible Fixed Assets			
営業権	Good Will	6,166	4,166	2,166
商標権	Trademark Rights	540	460	380
ソフトウェア	Software	27,304	45,282	52,953
電話加入権	Telephone Rights	22,009	22,009	22,009
無形固定資産合計	Total Intangible Fixed Assets	56,021	71,919	77,510
投資その他の資産	Investments and Other Assets			
投資有価証券	Investments in Securities	190,776	255,837	859,112
関係会社株式	Investments in Affiliates	653,564	653,564	1,143,564
出資金	Investments in Capital	600,120	546,882	20
関係会社出資金	Investments - affiliated companies	-	-	30,000
破産債権等	Bankrupt Credit	7,364	37,817	9,241
長期前払費用	Long-term Prepaid Expenses	25,161	17,986	19,694
敷金 保証金	Lease Deposits and Guarantee Money	127,180	219,330	154,081
長期性預金	Long-term Time Deposits	300,000	900,000	900,000
繰延税金資産	Deferred Tax Assets	121,048	115,459	67,257
その他	Other Investments	18,000	18,250	18,472
貸倒引当金	Allowance for Doubtful Accounts	-20,113	-50,467	-21,901
投資その他の資産合計	Total Investments and Other Assets	2,023,102	2,714,660	3,179,542
固定資産合計	Total Fixed Assets	6,530,268	7,137,023	7,506,974
資産合計	Total Assets	11,098,224	12,357,830	12,542,236
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形	Notes Payable-Trade	692,865	608,577	556,894
買掛金	Accounts Payable-Trade	821,040	921,049	714,942
短期借入金	Short-term Borrowings	-	0	0
未払金	Accounts Payable-others	4,722	5,424	5,473
未払費用	Accrued Expenses	762,191	649,009	681,225
未払法人税等	Accrued Income Taxes	107,776	651,707	339,646
未払消費税等	Accrued Consumption Taxes	56,832	112,436	36,245
前受金	Advances Received	815,131	850,585	750,684
預り金	Deposits Received	118,889	106,279	94,411
返品調整引当金	Allowance for Sales Returns	72,270	56,427	51,942
その他	Other Current Liabilities	924	1,638	858
流動負債合計	Total Current Liabilities	3,452,644	3,963,135	3,232,324
固定負債	Long-Term Liabilities			
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	151,380	162,160	176,660
匿名組合債務	Debt of Anonymous Association	-	0	0
その他	Other Long-Term Liabilities	65,285	61,537	53,890
固定負債合計	Total Long-Term Liabilities	216,665	223,697	230,550
負債合計	Total Liabilities	3,669,310	4,186,833	3,462,875
(資本の部)	(Shareholders' Equity)			
資本金	Common Stock	1,824,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	2,011,536	2,011,536	2,011,536
利益剰余金	Retained Earnings			
利益準備金	Appropriation of Retained Earnings	254,155	254,155	254,155
任意積立金	General Reserve	2,730,000	3,130,000	3,830,000
当期未処分利益	Unappropriated Retained Earnings	622,764	936,315	1,073,278
利益剰余金合計	Total Retained Earnings	3,606,919	4,320,470	5,157,433
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	-9,657	18,874	90,274
自己株式	Treasury Stock	-4,503	-4,503	-4,503
資本合計	Total Shareholders' Equity	7,428,914	8,170,996	9,079,360
負債、資本合計	Total Liabilities and Shareholders' Equity	11,098,224	12,357,830	12,542,236

決算期	Fiscal Years Ended March 31	2003.3	2004.3	2005.3
売上高	Net Sales	18,400,139	19,523,265	18,442,015
売上原価	Cost of Sales	9,747,083	10,251,923	9,748,997
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	52,097	72,270	56,427
返品調整引当金繰入額	Provision for Allowance for Sales Returns	72,270	56,427	51,942
売上総利益	Gross Profit	8,632,883	9,287,185	8,697,502
販売費及び一般管理費	Selling, General and Administrative Expenses	7,636,502	7,457,772	6,944,178
役員報酬	Salaries for Directors	263,126	277,462	285,803
給与手当	Salaries for Employees	2,522,867	2,529,164	2,372,528
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	24,000	13,600	14,500
広告宣伝費	Advertising	1,928,753	1,377,560	1,285,713
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	5,692	5,352	5,364
販売促進費	Sales Promotion	284,247	607,070	390,453
取次店手数料	Payable Commission	457,775	446,700	400,030
減価償却費	Depreciation	89,106	88,070	75,526
その他	Others	2,060,934	2,112,791	2,114,285
営業利益	Operating Income	996,380	1,829,412	1,753,323
営業外収益	Non-Operating Income	119,221	23,473	24,909
受取利息	Interest Income	154	2,753	8,488
保険払戻額	Insurance Refunds	-	1,887	-
古紙売却収入	Income from Sales of Used Paper	-	8,112	6,949
その他	Other Income	119,066	10,720	9,470
営業外費用	Non-Operating Expenses	3,267	49,891	28,317
支払利息	Interest Expenses of Loans	2,493	-	-
投資事業組合損失	Investment Loss of Business Association	-	46,722	27,688
その他	Other Expenses	773	3,168	628
経常利益	Ordinary Income	1,112,335	1,802,994	1,749,916
特別利益	Extraordinary Income	-	940	158,286
固定資産売却益	Gains from Sales of Fixed Assets	-	940	1,806
投資有価証券売却益	Gains from Sales of Securities	-	-	114,527
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	-	-	10,000
前期損益修正益	Gain from the prior-term adjustments	-	-	31,951
特別損失	Extraordinary Loss	16,911	55,605	84,739
貯蔵品除売却損	Losses on Disposals/Sales of Inventories	-	-	10,003
固定資産売却損	Losses from Sales of Fixed Assets	-	34	441
固定資産除売却損	Losses on Disposals of Fixed Assets	303	11,661	7,836
投資有価証券売却損	Loss from Sales of Securities	-	-	894
投資有価証券評価損	Loss from Write-Down of Securities	16,607	-	12,919
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	-	28,378	-
賃貸契約解約損失	Losses on Dissolution of lease	-	10,036	9,415
前期損益修正損	Loss from the prior-term adjustments	-	-	34,987
その他	Other Expenses	-	5,494	8,240
税金等調整前当期純利益	Income before Income Taxes	1,095,424	1,748,329	1,823,463
法人税、住民税及び事業税	Income Taxes	490,073	900,000	755,000
法人税等調整額	Adjustment of Corporate Income Tax	12,558	-57,402	28,780
当期純利益	Net Income	592,793	905,731	1,039,683
前期繰越利益	Unappropriated Retained Earnings Brought Forward	117,206	117,782	120,795
中間配当額	Interim Dividends Paid	87,235	87,199	87,199
当期末処分利益	Unappropriated Retained Earnings	622,764	936,315	1,073,278