

# 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

Code : 4298 ( J Q )

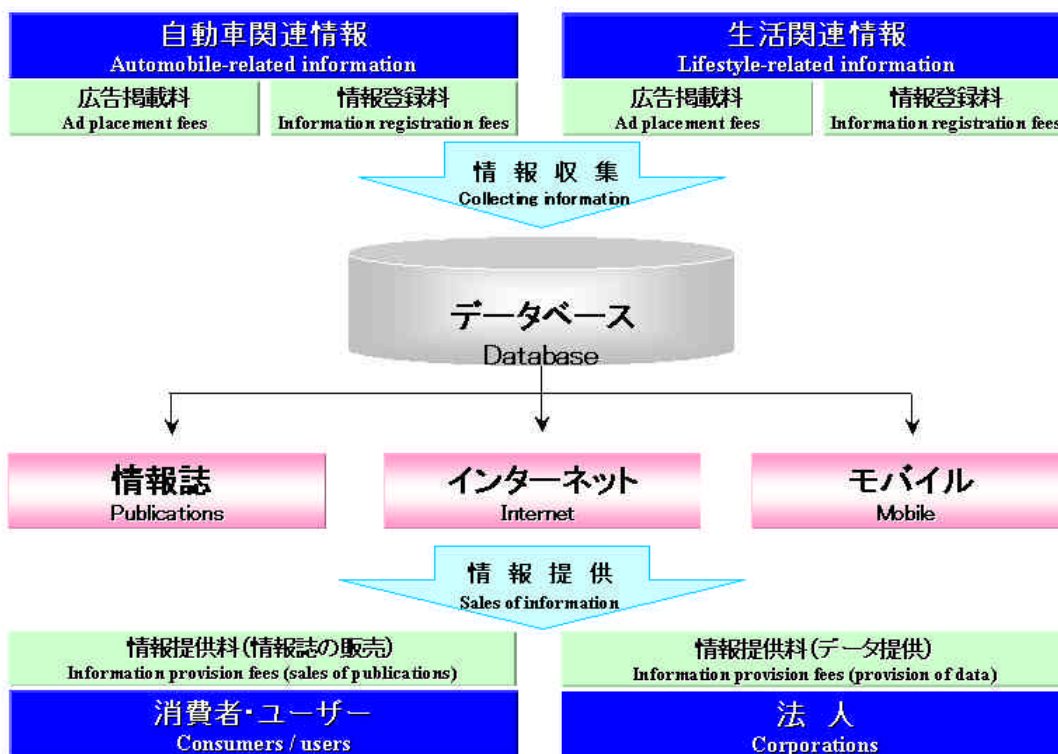
会社概要 / Corporate Data



As of September 30, 2004

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 (2004年9月30日現在)	¥1,824,620 thousand (as of September 30, 2004)
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 <u>全国 10 支社</u>	Sapporo, Sendai, Kita-Kanto, Tokyo, Hamamatsu, Nagoya, Osaka, Hiroshima, Fukuoka, Kumamoto <u>Total of 10 Branch Offices</u>
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 / 新見 司 監査役 / 塩見 涉	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 :Tsukasa Niimi Statutory Auditor :Wataru Shiomi
従業員数	Number of Employees	496名 (2004年9月30日現在)	496 (as of September 30, 2004)
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	株式会社プロトクリエイティブ (情報誌の取材・編集・制作)	Proto Creative Corporation (Data gathering for and editing and production of information magazines)
	Wholly Owned Subsidiary	株式会社プロトル (印刷紙を仕入・販売する物流事業並びに広告代理店業)	Protol Corporation (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)
	Wholly Owned Subsidiary	株式会社リアテック出版 (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 Publishing Corporation (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)
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 ir@proto-g.co.jp	PROTO CORPORATION Corporate Planning Department

**販売店と消費者を効果的にマッチング**  
Effectively matching sales operations and consumers



当社は、自動車ならびに生活関連分野のクライアントから収集した情報を整理・分類し、様々なメディアを利用して、消費者・ユーザー向けと法人向けに情報発信を行っています。

主な収入源としては、クライアントの情報を当社の情報誌に掲載する広告掲載料、データベースに登録する情報登録料と、情報誌販売および他社へデータを提供する情報提供料があります。

情報提供については、消費者やクライアントが最適なメディアで情報を入手できるように、情報誌、インターネット、モバイルといった様々なメディアを活用して、情報発信を行っています。

PROTO Corporation collects information from clients in the automobile-and lifestyle-related sectors. We then compile and analyze that information before transmitting it to consumers and corporations via various forms of media.

Our revenues derive mainly from fees clients pay to place their advertisements in our publications, Fees for registering clients' information in our database, sales of our publications, and fees for providing information to other companies.

To ensure that consumers and our corporate clients can access information in the most appropriate manner, we deliver information using such diverse media forms as publications, the Internet, and mobile information terminals.

当社は、従来、自動車関連情報分野に特化した事業展開を行ってきました。今後については、自動車関連情報分野において、継続的かつ安定的な成長を図ると共に、自動車関連情報分野において培ったノウハウの活用と、新たな取り組みにより、生活関連情報分野の早期事業確立を図っていきます。具体的には、下記の取り組みを実施することにより、更なる業容拡大を図っていきます。

PROTO Corporation has built up a business specializing in information related to automobiles. Going forward, we will work to maintain consistent and stable growth in this core business. At the same time, we will utilize information-a new initiative for PROTO.BY implementing the strategies listed below, we will target further growth in our business.

### 1. ブランドの確立 (Establish brand recognition)



当社は、消費者・クライアントから高い信頼性と安心感を獲得した『GOO』ブランドを活用して、輸入車情報誌『GooWORLD』、バイク情報誌『GooBike』、クルマパーツ情報誌『GooParts』といった『GOO』シリーズを展開することにより、自動車関連情報分野の拡充を図ってきました。

今後においては、引き続き『GOO』ブランドの強化に努めると共に、生活関連情報分野の拡充を目的として、『Vee』ブランドの確立を図っていきます。こうして、商品ブランドの確立を通して、消費者・クライアントの皆様から安心・信頼して頂ける企業を目指し、将来的には「欲しい情報は PROTO」といった『PROTO』ブランドの確立を図っていきたく考えています。

Through our GOO brand, we have earned the trust and confidence of consumers and our corporate clients. We have used this key brand as a launching pad for other publications in the GOO series: GooWORLD for imported cars, GooBike for motorcycles, and GooParts for automobile parts. In this way, we have built a solid foundation in the field of automobile-related information.

Going forward, we will continue solidifying the GOO brand. At the same time, we will seek to expand our presence in the lifestyle-related sector by solidifying our Vee brand. Through these various publications, we will strive to deliver confidence and peace of mind to both consumers and corporate clients. Our goal is to nurture the PROTO brand so that it becomes synonymous with “information that people want.”

## 2. 新規事業開発、M&A・アライアンスの積極的な推進

### **Develop new businesses and pursue M&A and business alliances**

当社においては、今後の成長性を確保するためにも、既存事業に加えて、新規事業を早期に確立することが不可欠であると考えています。

このため、新規事業開発については、全社を挙げて取り組んでいきます。更に、新商品およびサービスの開発をよりスピーディに推進していくためにも、自社に不足している事業あるいは機能については、積極的な M&A ならびにアライアンスを活用して、対応していきたいと考えています。



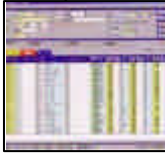
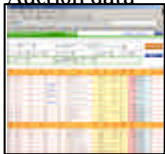
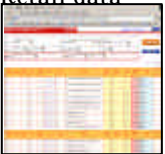
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To secure sustained growth in the future, we will complement our existing businesses with a proactive effort to establish early footholds in new business.











The Corporation will devote its entire efforts to development of new businesses. If we do not have sufficient resources to develop products and services alone, we will proactively consider M&A and business alliance opportunities.

1. 自動車関連情報 Autos-Related Information

<b>個人向製品 Products for Individuals</b>							
<b>情報誌 Information Magazines</b>							
<ul style="list-style-type: none"> <li>・ Goo : クルマ情報誌 Used car information magazine</li> <li>・ Goo WORLD : 輸入車情報誌 Used imported car information magazine</li> <li>・ Goo Bike : バイク情報誌 Used bike information magazine</li> <li>・ Goo Parts : クルマパーツ情報誌 Used car parts information magazine</li> </ul>							
Goo		Goo WORLD		Goo Bike		Goo Parts	
<b>インターネット Internet</b>							
<ul style="list-style-type: none"> <li>・ Goo-net : クルマ情報サイト Car information site( mainly used cars )</li> <li>・ Goo WORLD.jp : 輸入車情報サイト Imported car information site( mainly used imported cars )</li> <li>・ Goo Bike.com : バイク総合サイト Bike information site( mainly used bikes )</li> <li>・ Goo Parts.com : クルマパーツ情報サイト Car parts information site( mainly used car parts )</li> </ul>							
Goo-net		Goo WORLD.jp		Goo Bike.com		Goo Parts.com	
<b>モバイルサイト Mobile site</b>							
<ul style="list-style-type: none"> <li>・ 中古車、中古バイク、中古パーツの小売価格情報をモバイルサイトにて提供しております。</li> </ul> <p>Used car and used bike used parts retail information is also available on the mobile site that is called 「i-mode」 , 「Vodafone live!」 , 「EZ web!」.</p>							
Car Information Goo!!		Bike Information GooBike		Parts Information Goo!!			
<b>自動車販売仲介サービス Online Car Sales Services</b>							
<ul style="list-style-type: none"> <li>・ “Can-get”は、(株)エムベックが運営するインターネット上の自動車販売仲介システムです。</li> </ul> <p>The “Can-get” cyber car dealing system is the acknowledged leader in online automotive commerce.</p> <p>“Can-get” is managed by MPEC.</p>							
Can-get							

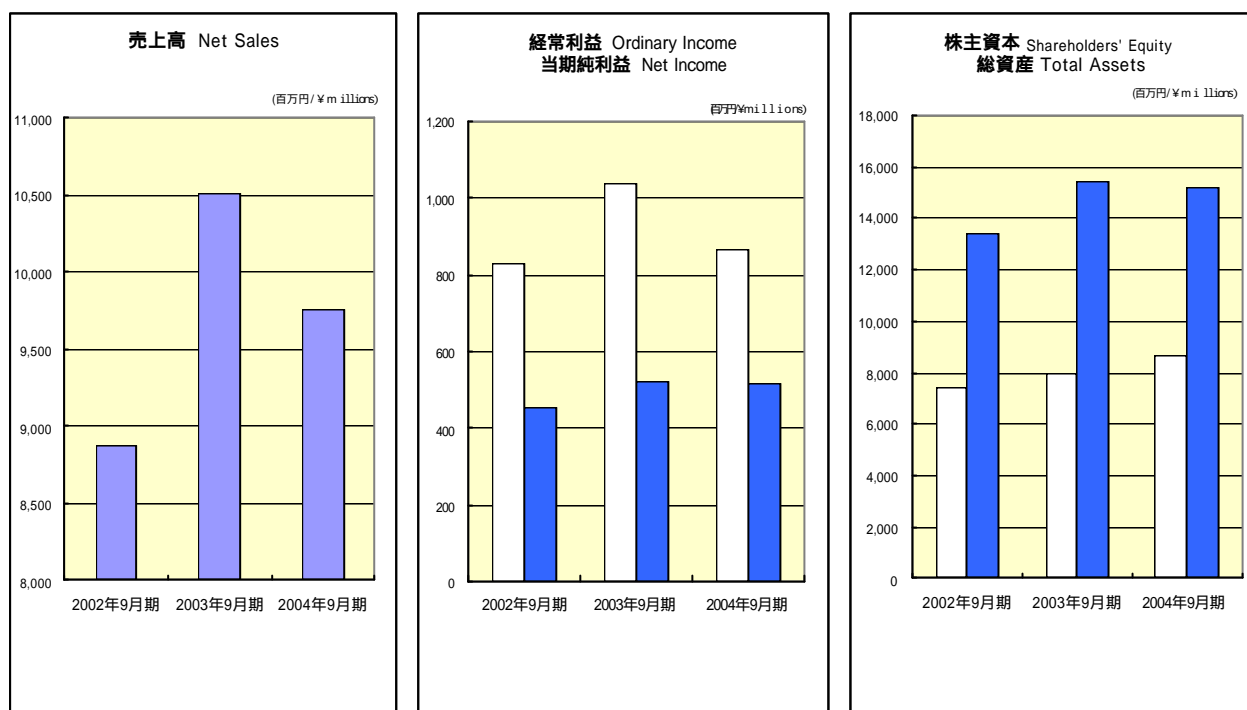
法人向製品 Products for Companies		
情報誌 Information Magazines		
<ul style="list-style-type: none"> <li>・週刊オークション情報: Weekly Automobile Auction Information magazine</li> <li>・中古車基準価格ガイドブルーブック: Official used car guide Blue Book</li> </ul>		
Weekly Auction Information	Blue Book	
		
データベースサービス Database Services		
<ul style="list-style-type: none"> <li>・Data Line : オークション落札価格データ、中古車小売価格データ、中古車基準価格データがあります。 Data Line provides automobile auction data, retail data and standard price data.</li> </ul>		
Auction data	Retail data	Standard price data
		
<ul style="list-style-type: none"> <li>・Data Line Web : Data Line Web edition</li> </ul>		
Auction data	Retail data	
		
<ul style="list-style-type: none"> <li>・自動車査定システム: Automobile assessment system</li> </ul>		
		

## 2. 生活関連情報 Lifestyle-Related Information

個人向製品 Products for Individuals			
情報誌 Information Magazines			
<ul style="list-style-type: none"> <li>・ Vee SCHOOL : レッスン情報誌 Lesson information magazine</li> <li>・ Vee Beaute : ビューティ情報誌 Beauty information magazine</li> <li>・ POP SNOW : ゲレンデ情報誌 Ski and ski ground information magazine</li> </ul>			
Vee SCHOOL		Vee Beaute	
		POP SNOW	
インターネット Internet			
<ul style="list-style-type: none"> <li>・ Vee SCHOOL.com : レッスン情報サイト Lesson information site</li> <li>・ Vee Beaute com : ビューティ情報サイト Beauty information site</li> <li>・ POP SNOW net : ゲレンデ情報サイト Ski and ski ground information site</li> <li>・ Tee Shot.jp : ゴルフ場情報サイト Golf course information site</li> </ul>			
Vee SCHOOL.com		Vee Beaute com	
		POP SNOW net	
			Tee Shot.jp
			
モバイルサイト Mobile Site			
<ul style="list-style-type: none"> <li>・ レッスン情報、ビューティ情報、スキー情報をモバイルサイトで提供しております。</li> </ul> <p style="text-align: center;">Lesson Information, Beauty information, Ski and ski ground information is also available on the mobile site.</p>			
Vee School com		Vee Beaute com	
			POP SNOW Navi
			



データハイライト(連結) / Financial Highlights (Consolidated)



決算期	Fiscal year-end	2003.3	2004.3	2002.9	2003.9	2004.9
売上高 (千円)	Net Sales (¥ thousands)	19,217,991	20,781,415	8,882,114	10,513,662	9,753,441
経常利益 (千円)	Ordinary Income (¥ thousands)	1,228,488	1,927,464	828,242	1,041,791	864,442
当期純利益 (千円)	Net Income (¥ thousands)	661,778	867,756	453,876	521,590	515,897
株主資本 (千円)	Shareholder's Equity (¥ thousands)	7,529,080	8,237,491	7,423,828	7,972,235	8,683,794
総資産 (千円)	Total Assets (¥ thousands)	14,385,270	15,704,136	13,414,346	15,405,422	15,218,495
資本金 (千円)	Common Stock (¥ thousands)	1,824,620	1,824,620	1,824,620	1,824,620	1,824,620
期末発行済株式総数	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	592	568	548	602	576

		2002.9	2003.9	2004.9
自動車関連情報	Autos-Related Information	8,609,143	9,412,879	8,985,160
情報登録・掲載料	Information Registration Fees	7,693,809	8,023,164	7,559,796
情報提供料	Information Sales	915,333	1,389,714	1,425,363
生活関連情報	Living-Related Information	162,339	982,378	605,460
不動産	Real Estate	83,169	89,167	93,396
その他事業	Others	27,462	29,237	69,423
合計	Total	8,882,114	10,513,662	9,753,441

連結 貸借対照表(中間) / Consolidated Balance Sheets (The First Half Of The Year)



(千円/¥ thousands)

決算期	As of September 30	2002.9	2003.9	2004.9
<b>(資産の部)</b>	<b>(Assets)</b>			
<b>流動資産</b>	<b>Current Assets</b>			
現金及び預金	Cash	4,523,686	4,198,162	4,160,793
受取手形及び売掛金	Notes and Accounts Receivable-Trade	2,611,179	2,889,358	2,602,382
たな卸資産	Inventory Assets	60,191	75,183	69,508
その他	Other Current Assets	268,019	310,720	283,496
貸倒引当金	Allowance for Doubtful Accounts	2,462	2,587	1,786
<b>流動資産合計</b>	<b>Total Current Assets</b>	<b>7,460,614</b>	<b>7,470,838</b>	<b>7,114,394</b>
<b>固定資産</b>	<b>Fixed Assets</b>			
<b>有形固定資産</b>	<b>Tangible Fixed Assets</b>			
建物及び構築物	Buildings and Structures	2,164,429	2,464,002	2,387,171
土地	Land	2,256,239	2,592,777	2,612,718
その他	Other Tangible Fixed Assets	103,366	147,813	135,217
<b>有形固定資産合計</b>	<b>Total Tangible Fixed Assets</b>	<b>4,524,035</b>	<b>5,204,593</b>	<b>5,135,107</b>
<b>無形固定資産</b>	<b>Intangible Fixed Assets</b>			
連結調整勘定	Consolidation Adjustments Account	-	404,825	391,460
その他	Other Intangible Fixed Assets	58,515	154,068	179,289
<b>投資その他の資産</b>	<b>Investments and Other Assets</b>			
出資金	Investments in Capital	903,486	843,112	810,180
長期性預金	Long-term Time Deposits	0	600,000	900,000
その他	Other Investments	485,790	751,822	744,099
貸倒引当金	Allowance for Doubtful Accounts	18,095	23,838	56,036
<b>投資その他の資産合計</b>	<b>Total Investments and Other Assets</b>	<b>1,371,181</b>	<b>2,171,097</b>	<b>2,398,243</b>
<b>固定資産合計</b>	<b>Total Fixed Assets</b>	<b>5,953,731</b>	<b>7,934,583</b>	<b>8,104,101</b>
<b>資産合計</b>	<b>Total Assets</b>	<b>13,414,346</b>	<b>15,405,422</b>	<b>15,218,495</b>
<b>(負債の部)</b>	<b>(Liabilities)</b>			
<b>流動負債</b>	<b>Current Liabilities</b>			
支払手形及び買掛金	Notes and Accounts Payable-Trade	2,663,216	2,215,951	1,904,962
短期借入金	Short-term Borrowings	300,000	-	-
1年内返済予定長期借入金	Current Portion of Long-Term Borrowings	61,200	139,192	134,234
未払費用	Accrued Expenses	797,590	942,808	939,723
未払法人税等	Accrued Income Taxes	402,604	582,017	482,552
前受金	Advances Received	823,462	1,805,779	1,941,823
返品調整引当金	Allowance for Sales Returns	55,043	55,049	58,195
賞与引当金	Allowance for Bonus Payable	-	18,406	24,962
その他	Other Current Liabilities	133,512	201,631	121,618
<b>流動負債合計</b>	<b>Total Current Liabilities</b>	<b>5,236,630</b>	<b>5,960,836</b>	<b>5,608,072</b>
<b>固定負債</b>	<b>Long-Term Liabilities</b>			
長期借入金	Long-Term Borrowings	131,700	308,534	174,300
退職給付引当金	Allowance for Employee ' Retirement Benefits	-	47,597	23,651
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	136,880	368,827	199,987
その他	Other Long-Term Liabilities	428,386	658,304	422,646
<b>固定負債合計</b>	<b>Total Long-Term Liabilities</b>	<b>696,966</b>	<b>1,383,262</b>	<b>820,584</b>
<b>負債合計</b>	<b>Total Liabilities</b>	<b>5,933,597</b>	<b>7,344,098</b>	<b>6,428,657</b>
<b>少数株主持分</b>	<b>Minority Interests</b>	<b>56,920</b>	<b>89,088</b>	<b>106,043</b>
<b>(資本の部)</b>	<b>(Shareholders ' Equity)</b>			
<b>資本金</b>	<b>Common Stock</b>	<b>1,824,620</b>	<b>1,824,620</b>	<b>1,824,620</b>
<b>資本剰余金</b>	<b>Capital Surplus</b>	<b>2,011,536</b>	<b>2,011,536</b>	<b>2,011,536</b>
<b>利益剰余金</b>	<b>Retained Earnings</b>	<b>3,590,722</b>	<b>4,127,998</b>	<b>4,787,342</b>
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	1,095	12,584	64,800
自己株式	Treasury Stock	1,955	4,503	4,503
<b>資本合計</b>	<b>Total Shareholders ' Equity</b>	<b>7,423,828</b>	<b>7,972,235</b>	<b>8,683,794</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>13,414,346</b>	<b>15,405,422</b>	<b>15,218,495</b>

連結 損益計算書(中間) / Consolidated Statements of Income (The First Half Of The Year)



(千円/¥ thousands)

決算期	Fiscal Years Ended September 30	2002.9	2003.9	2004.9
<b>売上高</b>	Net Sales	8,882,114	10,513,662	9,753,441
<b>売上原価</b>	Cost of Sales	4,505,449	5,234,738	5,007,010
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	55,043	55,049	58,195
<b>売上総利益</b>	Gross Profit	4,373,718	5,296,145	4,744,662
<b>販売費及び一般管理費</b>	Selling, General and Administrative Expenses	3,541,573	4,208,619	3,876,027
役員報酬及び給与手当	Salaries for Directors and Employees	1,376,533	1,627,119	1,557,426
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	8,000	7,300	7,460
賞与引当金繰入額	Provision for Allowance for Bonus Payable	-	14,695	20,161
広告宣伝費	Advertising	745,434	755,785	494,346
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	489	2,890	2,259
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	-	50,603	50,603
その他	Others	1,411,116	1,750,226	1,743,770
<b>営業利益</b>	Operating Income	832,144	1,087,526	868,635
<b>営業外収益</b>	Non-Operating Income	31,273	14,391	30,017
受取利息	Interest Income	139	1,339	3,116
保険契約変更差益	Gains from insurance policy change	-	-	14,439
その他	Other Income	31,134	13,052	12,461
<b>営業外費用</b>	Non-Operating Expenses	35,176	60,125	34,209
支払利息	Interest Expenses of Loans	2,367	4,363	3,538
匿名組合投資損失	Investment Loss of Anonymous Association	32,484	20,489	7,031
投資事業組合損失	Investment Loss of Business Association	-	-	9,480
その他	Other Expenses	324	35,272	14,158
<b>経常利益</b>	Ordinary Income	828,242	1,041,791	864,442
<b>特別利益</b>	Extraordinary Income	464	467	155,363
固定資産売却益	Gains from Sales of Fixed Assets	-	467	610
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	464	-	-
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
前期損益修正益	Gain from the prior-term adjustments	-	-	7,080
<b>特別損失</b>	Extraordinary Loss	213	41	52,587
固定資産除却損	Losses on Disposals of Fixed Assets	213	41	1,216
投資有価証券評価損	Loss from Write-Down of Securities	-	-	12,919
賃貸契約解約損失	Losses on Dissolution of lease	-	-	8,421
前期損益修正損	Loss from the prior-term adjustments	-	-	30,028
<b>税金等調整前当期純利益</b>	Income before Income Taxes	828,493	1,042,218	967,219
法人税、住民税及び事業税	Income Taxes	384,768	590,653	466,706
法人税等調整額	Adjustment of Corporate Income Tax	16,672	86,668	25,849
少数株主損益	Minority Interest in Earnings / Loss	6,521	16,642	10,464
<b>当期純利益</b>	Net Income	453,876	521,590	515,897

連結 キャッシュ・フロー計算書(中間) / Consolidated Cash Flows (The First Half Of The Year)



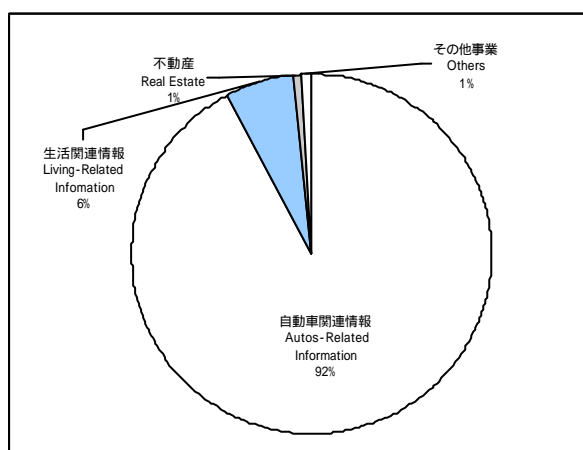
(千円/¥ thousands)

決算期	Fiscal Years Ended September 30	2002.9	2003.9	2004.9
営業活動によるキャッシュ・フロー	Cash flows from operating activities			
	Net Cash Provided by Operating Activities	188,307	1,441,176	159,242
投資活動によるキャッシュ・フロー	Cash flows from investing activities			
	Net Cash Used in Investing Activities	649,631	432,242	12,524
財務活動によるキャッシュ・フロー	Cash flows from financing activities			
	Net Cash Provided by (Used in) Financing Activities	142,044	156,841	401,334
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	-	-	-
現金及び現金同等物の増加額	Net Increase in Cash and Cash Equivalents	319,280	852,092	229,567
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	4,523,686	4,016,062	3,978,693

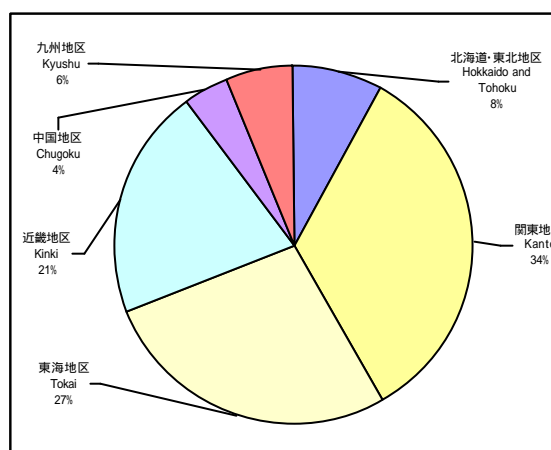
設備投資額	Capital Expenditures	501,470	76,272	55,683
減価償却費	Depreciation	76,628	91,076	87,944

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 (2004.9)



地域別販売実績 / By Region (2004.9)



セグメント別販売実績 / By Segment

(千円/¥ thousands)

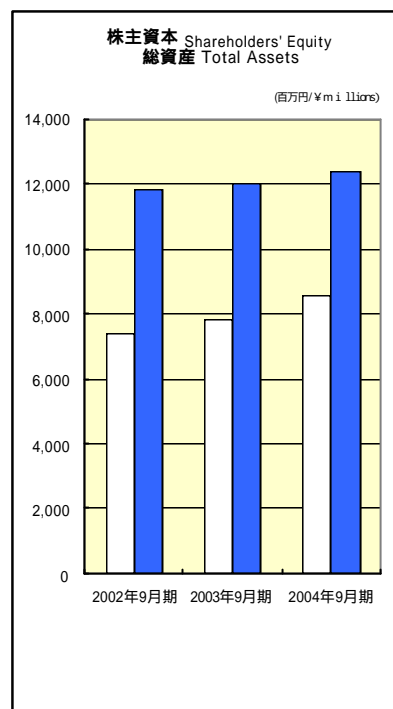
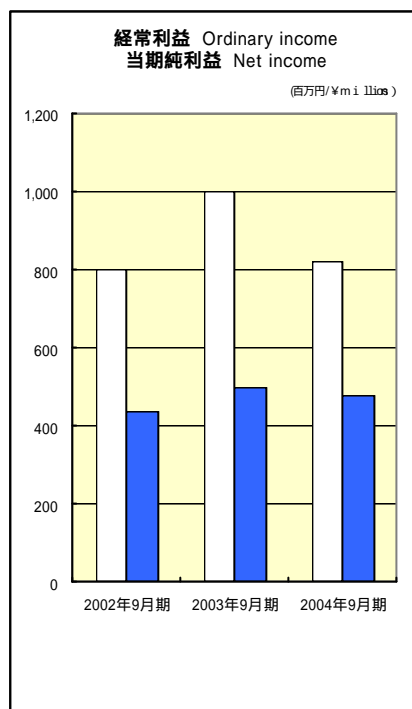
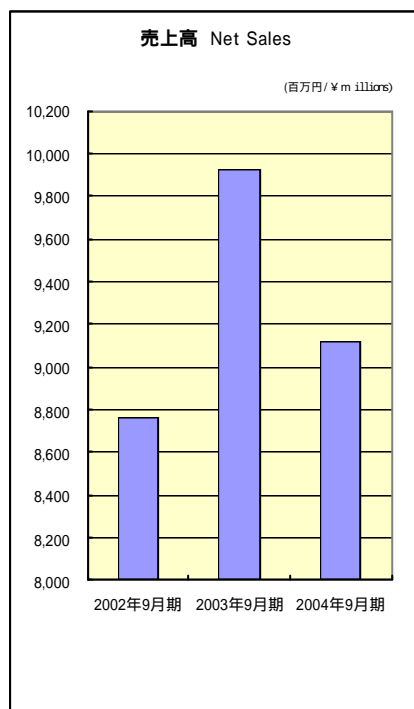
		2002.9	2003.9	2004.9
自動車関連情報	Autos-Related Information	8,609,143	9,412,879	8,985,160
情報登録・掲載料	Information Registration Fees	7,693,809	8,023,164	7,559,796
情報提供料	Information Sales	915,333	1,389,714	1,425,363
生活関連情報	Living-Related Information	162,339	982,378	605,460
不動産	Real Estate	83,169	89,167	93,396
その他事業	Others	27,462	29,237	69,423
合計	Total	8,882,114	10,513,662	9,753,441

地域別販売実績 / By Region

(千円/¥ thousands)

		2002.9	2003.9	2004.9
北海道・東北地区	Hokkaido and Tohoku	932,462	942,467	788,507
関東地区	Kanto	2,852,003	3,607,331	3,266,665
東海地区	Tokai	2,462,046	2,677,893	2,660,636
近畿地区	Kinki	1,536,278	2,191,462	2,047,545
中国地区	Chugoku	408,259	421,164	403,504
九州地区	Kyushu	691,064	673,342	586,582
合計	Total	8,882,114	10,513,662	9,753,441

データハイライト (個別) / Financial Highlights (Non-Consolidated)



決算期	Fiscal Year-End	2003.3	2004.3	2002.9	2003.9	2004.9
売上高 (千円)	Net Sales (¥ thousands)	18,400,139	19,523,265	8,766,512	9,923,835	9,121,614
経常利益 (千円)	Ordinary Income (¥ thousands)	1,112,335	1,802,994	800,886	1,000,984	818,417
当期純利益 (千円)	Net Income (¥ thousands)	592,793	905,731	435,151	498,722	478,970
株主資本 (千円)	Shareholder 's Equity (¥ thousands)	7,428,914	8,170,996	7,369,618	7,838,296	8,580,373
総資産 (千円)	Total Assets (¥ thousands)	11,098,224	12,357,830	11,848,119	11,994,983	12,398,379
資本金 (千円)	Common Stock (¥ thousands)	1,824,620	1,824,620	1,824,620	1,824,620	1,824,620
期末発行済株式総数	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	526	498	529	532	496

個別 貸借対照表(中間) / Non-Consolidated Balance Sheets (The First Half Of The Year)



(千円/¥ thousands)

決算期	As of September 30	2002.9	2003.9	2004.9
<b>(資産の部)</b>	<b>(Assets)</b>			
<b>流動資産</b>	<b>Current Assets</b>			
現金及び預金	Cash	3,951,852	2,975,394	2,765,580
受取手形	Notes Receivable-Trade	72,360	74,997	86,586
売掛金	Accounts Receivable-Trade	1,691,912	1,849,303	1,674,706
製商品	Finished Goods and Merchandise	1,056	1,755	560
仕掛品	Work in Process	11,396	238	5,029
貯蔵品	Supplies	23,687	21,436	20,108
前払費用	Prepaid Expenses	82,620	62,646	57,790
繰延税金資産	Deferred Tax Assets	74,991	108,306	96,151
その他	Other Current Assets	94,409	97,276	105,841
貸倒引当金	Allowance for Doubtful Accounts	2,462	2,433	1,424
<b>流動資産合計</b>	<b>Total Current Assets</b>	<b>6,001,824</b>	<b>5,188,921</b>	<b>4,810,930</b>
<b>固定資産</b>	<b>Fixed Assets</b>			
<b>有形固定資産</b>	<b>Tangible Fixed Assets</b>			
建物	Buildings	2,095,130	1,935,019	1,861,521
構築物	Structures	68,838	64,013	54,573
船舶	Ship	669	-	-
車両運搬具	Vehicles and Automotive Equipment	19,099	11,489	8,122
工具器具備品	Tools, Furniture and Fixtures	78,037	112,657	82,128
土地	Land	2,221,736	2,289,989	2,309,930
<b>有形固定資産合計</b>	<b>Total Tangible Fixed Assets</b>	<b>4,483,511</b>	<b>4,413,169</b>	<b>4,316,275</b>
<b>無形固定資産</b>	<b>Intangible Fixed Assets</b>			
営業権	Good Will	7,166	5,166	3,166
商標権	Trademark Rights	580	500	420
ソフトウェア	Software	23,055	34,296	40,149
電話加入権	Telephone Rights	22,009	22,009	22,009
<b>無形固定資産合計</b>	<b>Total Intangible Fixed Assets</b>	<b>52,812</b>	<b>61,973</b>	<b>65,746</b>
<b>投資その他の資産</b>	<b>Investments and Other Assets</b>			
投資有価証券	Investments in Securities	216,646	227,929	313,630
関係会社株式	Investments in Affiliates	203,564	653,564	1,143,564
出資金	Investments in Capital	631,118	570,734	537,802
破産債権等	Bankrupt Credit	4,786	6,998	37,964
長期前払費用	Long-Term Prepaid Expenses	38,648	18,532	19,080
敷金・保証金	Lease Deposits and Guarantee Money	110,849	142,806	162,531
長期性預金	Long-Term Time Deposits	-	600,000	900,000
繰延税金資産	Deferred Tax Assets	104,016	111,868	92,989
その他	Other Investments	18,000	18,250	48,472
貸倒引当金	Allowance for Doubtful Accounts	17,658	19,764	50,607
<b>投資その他の資産合計</b>	<b>Total Investments and Other Assets</b>	<b>1,309,970</b>	<b>2,330,918</b>	<b>3,205,427</b>
<b>固定資産合計</b>	<b>Total Fixed Assets</b>	<b>5,846,294</b>	<b>6,806,062</b>	<b>7,587,449</b>
<b>資産合計</b>	<b>Total Assets</b>	<b>11,848,119</b>	<b>11,994,983</b>	<b>12,398,379</b>
<b>(負債の部)</b>	<b>(Liabilities)</b>			
<b>流動負債</b>	<b>Current Liabilities</b>			
支払手形	Notes Payable-Trade	668,872	649,014	562,363
買掛金	Accounts Payable-Trade	704,717	756,124	685,945
短期借入金	Short-term Borrowings	300,000	-	-
未払金	Accounts Payable-others	3,855	8,413	5,776
未払費用	Accrued Expenses	1,149,596	924,118	902,982
未払法人税等	Accrued Income Taxes	398,338	567,236	464,240
未払消費税等	Accrued Consumption Taxes	61,464	97,748	44,039
前受金	Advances Received	807,587	826,703	817,530
預り金	Deposits Received	55,025	53,488	45,598
返品調整引当金	Allowance for Sales Returns	55,043	55,049	58,195
その他	Other Current Liabilities	2,348	1,680	1,446
<b>流動負債合計</b>	<b>Total Current Liabilities</b>	<b>4,206,847</b>	<b>3,939,577</b>	<b>3,588,119</b>
<b>固定負債</b>	<b>Long-Term Liabilities</b>			
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	134,880	155,360	169,410
匿名組合債務	Debt of Anonymous Association	63,832	-	-
その他	Other Long-Term Liabilities	72,940	61,750	60,476
<b>固定負債合計</b>	<b>Total Long-Term Liabilities</b>	<b>271,653</b>	<b>217,110</b>	<b>229,886</b>
<b>負債合計</b>	<b>Total Liabilities</b>	<b>4,478,501</b>	<b>4,156,687</b>	<b>3,818,006</b>
<b>(資本の部)</b>	<b>(Shareholders' Equity)</b>			
<b>資本金</b>	<b>Common Stock</b>	<b>1,824,620</b>	<b>1,824,620</b>	<b>1,824,620</b>
<b>資本剰余金</b>	<b>Capital Surplus</b>	<b>2,011,536</b>	<b>2,011,536</b>	<b>2,011,536</b>
<b>利益剰余金</b>	<b>Retained Earnings</b>			
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
当期末処分利益	Unappropriated Retained Earnings	552,357	616,504	599,765
<b>利益剰余金合計</b>	<b>Total Retained Earnings</b>	<b>3,536,512</b>	<b>4,000,659</b>	<b>4,683,920</b>
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	1,095	5,983	64,800
自己株式	Treasury Stock	1,955	4,503	4,503
<b>資本合計</b>	<b>Total Shareholders' Equity</b>	<b>7,369,618</b>	<b>7,838,296</b>	<b>8,580,373</b>
<b>負債資本合計</b>	<b>Total Liabilities and Shareholders' Equity</b>	<b>11,848,119</b>	<b>11,994,983</b>	<b>12,398,379</b>

個別 損益計算書(中間) / Non-Consolidated Statements of Income (The First Half Of The Year)



(千円/¥ thousands)

決算期	Fiscal Years Ended September 30	2002.9	2003.9	2004.9
<b>売上高</b>	Net Sales	8,766,512	9,923,835	9,121,614
<b>売上原価</b>	Cost of Sales	4,541,511	5,140,883	4,917,424
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	55,043	55,049	58,195
<b>売上総利益</b>	Gross Profit	4,222,055	4,800,173	4,202,422
<b>販売費及び一般管理費</b>	Selling, General and Administrative Expenses	3,459,120	3,781,814	3,387,038
役員報酬	Salaries for Directors	125,822	138,713	141,219
給与手当	Salaries for Employees	1,194,418	1,308,904	1,204,470
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	7,500	6,800	7,250
広告宣伝費	Advertising	762,132	685,887	490,252
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	489	922	2,345
取次店手数料	Payable Commission	224,440	227,304	209,121
減価償却費	Depreciation	41,689	43,531	37,719
その他	Others	1,102,626	1,369,750	1,294,660
<b>営業利益</b>	Operating Income	762,934	1,018,359	815,384
<b>営業外収益</b>	Non-Operating Income	38,592	12,621	13,077
受取利息	Interest Income	127	1,285	3,062
受取手数料	Received Commission	923	-	-
匿名組合投資収益	Investment Return from Anonymous Association	7,500	-	-
その他	Other Income	30,040	11,335	10,014
<b>営業外費用</b>	Non-Operating Expenses	640	29,995	10,043
支払利息	Interest Expenses of Loans	315	-	-
投資事業組合損失	Investment Loss of Business Association	-	-	9,480
その他	Other Expenses	324	29,995	562
<b>経常利益</b>	Ordinary Income	800,886	1,000,984	818,417
<b>特別利益</b>	Extraordinary Income	464	467	118,854
固定資産売却益	Gains from Sales of Fixed Assets	-	467	554
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	464	-	-
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
<b>特別損失</b>	Extraordinary Loss	213	41	36,445
固定資産除却損	Losses on Disposals of Fixed Assets	213	41	-
投資有価証券評価損	Loss from Write-Down of Securities	-	-	12,919
賃貸契約解約損失	Losses on Dissolution of lease	-	-	4,797
前期損益修正損	Loss from the prior-term adjustments	-	-	18,728
<b>税引前当期純利益</b>	Income before Income Taxes	801,137	1,001,411	900,826
法人税、住民税及び事業税	Income Taxes	380,500	575,800	448,900
法人税等調整額	Adjustment of Corporate Income Tax	14,514	73,111	27,044
<b>当期純利益</b>	Net Income	435,151	498,722	478,970
<b>前期繰越利益</b>	Unappropriated Retained Earnings Brought Forward	117,206	117,782	120,795
<b>当期末処分利益</b>	Unappropriated Retained Earnings	552,357	616,504	599,765

**參考資料**  
**Reference Data**



連結 貸借対照表(通期) / Consolidated Balance Sheets (A Year)



(千円/¥ thousands)

決算期	As of March 31	2002.3	2003.3	2004.3
<b>(資産の部)</b>	<b>(Assets)</b>			
<b>流動資産</b>	<b>Current Assets</b>			
現金及び預金	Cash	4,842,966	3,346,069	4,390,360
受取手形及び売掛金	Notes and Accounts Receivable-Trade	2,654,539	3,068,117	2,942,288
たな卸資産	Inventory Assets	45,101	80,584	46,235
繰延税金資産	Deferred Tax Assets	68,580	51,829	82,862
その他	Other Current Assets	148,601	173,454	98,569
貸倒引当金	Allowance for Doubtful Accounts	2,926	3,568	1,940
<b>流動資産合計</b>	<b>Total Current Assets</b>	<b>7,756,863</b>	<b>6,716,487</b>	<b>7,558,374</b>
<b>固定資産</b>	<b>Fixed Assets</b>			
<b>有形固定資産</b>	<b>Tangible Fixed Assets</b>			
建物及び構築物	Buildings and Structures	1,903,350	2,498,975	2,425,970
土地	Land	2,112,894	2,592,777	2,592,777
その他	Other Tangible Fixed Assets	133,216	129,837	137,880
<b>有形固定資産合計</b>	<b>Total Tangible Fixed Assets</b>	<b>4,149,462</b>	<b>5,221,590</b>	<b>5,156,628</b>
<b>無形固定資産</b>	<b>Intangible Fixed Assets</b>	<b>48,430</b>	<b>604,877</b>	<b>523,803</b>
連結調整勘定	Consolidation Adjustments Account	-	455,428	354,221
その他	Other Intangible Fixed Assets	48,430	149,449	169,581
<b>投資その他の資産</b>	<b>Investments and Other Assets</b>			
投資有価証券	Investments in Securities	96,879	275,330	255,837
出資金	Investments in Capital	907,340	872,498	819,261
長期性預金	Long-Term Time Deposits	-	300,000	900,000
繰延税金資産	Deferred Tax Assets	89,468	95,522	91,638
その他	Other Investments	180,034	321,616	454,570
貸倒引当金	Allowance for Doubtful Accounts	18,565	22,652	55,977
<b>投資その他の資産合計</b>	<b>Total Investments and Other Assets</b>	<b>1,255,157</b>	<b>1,842,314</b>	<b>2,465,329</b>
<b>固定資産合計</b>	<b>Total Fixed Assets</b>	<b>5,453,050</b>	<b>7,668,782</b>	<b>8,145,761</b>
<b>資産合計</b>	<b>Total Assets</b>	<b>13,209,913</b>	<b>14,385,270</b>	<b>15,704,136</b>
<b>(負債の部)</b>	<b>(Liabilities)</b>			
<b>流動負債</b>	<b>Current Liabilities</b>			
支払手形及び買掛金	Notes and Accounts Payable-Trade	2,836,283	2,599,909	2,312,215
1年内返済予定長期借入金	Current Portion of Long-Term Borrowings	61,200	139,192	139,192
未払法人税等	Accrued Income Taxes	487,851	119,417	677,349
未払費用	Accrued Expenses	921,281	587,911	662,808
前受金	Advances Received	789,316	1,613,960	1,786,802
返品調整引当金	Allowance for Sales Returns	52,097	72,270	56,427
賞与引当金	Allowance for Bonus Payable	-	16,457	22,564
繰延税金負債	Deferred Tax Liabilities	3,631	-	-
その他	Other Current Liabilities	210,598	206,011	560,765
<b>流動負債合計</b>	<b>Total Current Liabilities</b>	<b>5,362,260</b>	<b>5,355,128</b>	<b>6,218,125</b>
<b>固定負債</b>	<b>Long-Term Liabilities</b>			
社債	Bonds Payable	-	250,000	250,000
長期借入金	Long-Term Borrowings	162,300	378,130	238,938
退職給付引当金	Allowance for Employee ' Retirement Benefits	-	46,676	57,479
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	145,880	364,347	192,317
その他	Other Long-Term Liabilities	373,382	389,461	416,675
<b>固定負債合計</b>	<b>Total Long-Term Liabilities</b>	<b>681,562</b>	<b>1,428,614</b>	<b>1,155,410</b>
<b>負債合計</b>	<b>Total Liabilities</b>	<b>6,043,822</b>	<b>6,783,743</b>	<b>7,373,536</b>
<b>少数株主持分</b>	<b>Minority Interests</b>	<b>51,095</b>	<b>72,446</b>	<b>93,108</b>
<b>(資本の部)</b>	<b>(Shareholders ' Equity)</b>			
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	3,281,783	3,711,389	4,386,964
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	989	13,961	18,874
自己株式	Treasury Stock	1,955	4,503	4,503
<b>資本合計</b>	<b>Total Shareholders ' Equity</b>	<b>7,114,995</b>	<b>7,529,080</b>	<b>8,237,491</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>13,209,913</b>	<b>14,385,270</b>	<b>15,704,136</b>



連結 損益計算書(通期) / Consolidated Statements of Income (A Year)

(千円/¥ thousands)

決算期	Fiscal Years Ended March 31	2002.3	2003.3	2004.3
<b>売上高</b>	Net Sales	16,515,881	19,217,991	20,781,415
<b>売上原価</b>	Cost of Sales	8,124,796	9,842,882	10,450,856
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	38,224	52,097	72,270
返品調整引当金繰入額	Provision for Allowance for Sales Returns	52,097	72,270	56,427
<b>売上総利益</b>	Gross Profit	8,377,212	9,354,936	10,346,401
<b>販売費及び一般管理費</b>	Selling, General and Administrative Expenses	6,599,076	8,172,073	8,363,611
役員報酬及び給与手当	Salaries for Directors and Employees	2,587,353	3,050,245	3,196,249
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	23,000	26,708	16,148
退職給付引当金繰入額	Provision for Allowance for Employee' Retirement Benefits	-	685	-
賞与引当金繰入額	Provision for Allowance for Bonus Payable	-	13,321	18,375
広告宣伝費	Advertising	1,452,585	1,882,859	1,357,486
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	7,145	7,556	9,220
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	-	50,603	101,206
その他	Others	2,528,991	3,140,092	3,664,923
<b>営業利益</b>	Operating Income	1,778,136	1,182,863	1,982,790
<b>営業外収益</b>	Non-Operating Income	42,622	58,939	44,948
受取利息	Interest Income	1,535	477	2,851
その他	Other Income	41,087	58,462	42,096
<b>営業外費用</b>	Non-Operating Expenses	78,479	13,313	100,274
支払利息	Interest Expenses of Loans	7,917	7,876	8,027
匿名組合投資損失	Investment Loss of Anonymous Association	49,831	-	33,700
投資事業組合損失	Investment Loss of Business Association	-	-	46,722
その他	Other Expenses	20,730	5,437	11,823
<b>経常利益</b>	Ordinary Income	1,742,279	1,228,488	1,927,464
<b>特別利益</b>	Extraordinary Income	2,000	-	14,478
固定資産売却益	Gains from Sales of Fixed Assets	2,000	-	940
投資有価証券売却益	Gains from Sales of Securities	-	-	13,537
<b>特別損失</b>	Extraordinary Loss	60,850	26,848	174,477
固定資産売却損	Losses on Sales of Fixed Assets	-	6,510	34
固定資産除却損	Losses on Disposals of Fixed Assets	67	3,730	11,661
投資有価証券売却損	Losses on Sales of Securities	49,239	-	-
投資有価証券評価損	Loss from Write-Down of Securities	10,093	16,607	-
賃貸契約解約損失	Losses on Dissolution of lease	-	-	17,808
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	-	-	28,378
役員退職慰労金	Directors' Retirement Benefits	-	-	111,100
リース解約損失	Losses on Dissolution of Leases	949	-	-
その他	Others	500	-	5,494
<b>税金等調整前当期純利益</b>	Income before Income Taxes	1,683,430	1,201,640	1,767,465
法人税、住民税及び事業税	Income Taxes	837,018	504,871	928,526
法人税等調整額	Adjustment of Corporate Income Tax	34,616	12,943	49,480
少数株主損益	Minority Interest in Earnings / Loss	14,848	22,047	20,662
<b>当期純利益</b>	Net Income	866,179	661,778	867,756



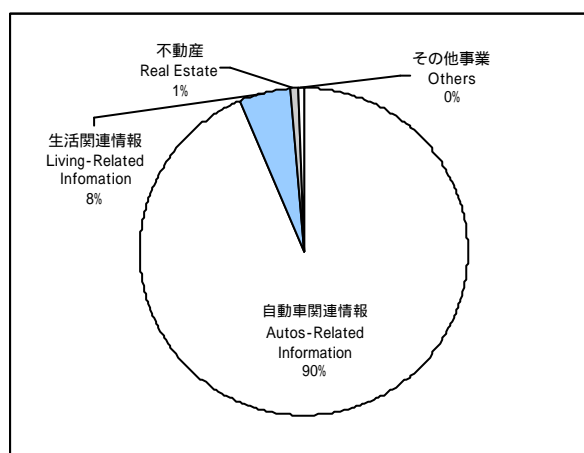
## 連結 キャッシュ・フロー計算書(通期) / Consolidated Cash Flows (A Year)

(千円/¥ thousands)

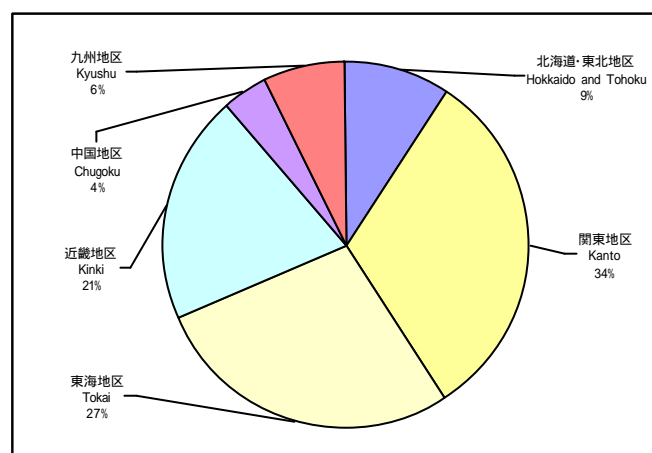
決算期	Fiscal Years Ended March 31	2002.3	2003.3	2004.3
営業活動によるキャッシュ・フロー	Cash flows from operating activities			
	Net Cash Provided by Operating Activities	195,247	260,862	2,186,413
投資活動によるキャッシュ・フロー	Cash flows from investing activities			
	Net Cash Used in Investing Activities	170,459	1,066,354	829,233
財務活動によるキャッシュ・フロー	Cash flows from financing activities			
	Net Cash Provided by (Used in) Financing Activities	1,676,285	351,780	312,888
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	210	-	-
現金及び現金同等物の増加額	Net Increase in Cash and Cash Equivalents	1,701,283	1,678,996	1,044,291
現金及び現金同等物の期首残高	Cash and Cash Equivalents at Beginning of Year	3,141,683	4,842,966	3,163,969
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of Year	4,842,966	3,163,969	4,208,260
設備投資額	Capital Expenditures	127,040	502,677	133,476
減価償却費	Depreciation	151,129	175,986	188,505

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

セグメント別販売実績 / By Segment (2004.3)



地域別販売実績 / By Region (2004.3)



セグメント別販売実績 / By Segment

(千円/¥ thousands)

		2002.3	2003.3	2004.3
自動車関連情報	Autos-Related Information	16,122,798	17,971,474	18,774,732
情報登録・掲載料	Information Registration Fees	14,272,523	15,650,724	15,938,820
情報提供料	Information Sales	1,850,275	2,320,750	2,835,911
生活関連情報	Living-Related Information	242,190	979,410	1,749,637
不動産	Real Estate	131,442	178,183	176,601
その他事業	Others	19,450	88,923	80,444
合計	Total	16,515,881	19,217,991	20,781,415

地域別販売実績 / By Region

(千円/¥ thousands)

		2002.3	2003.3	2004.3
北海道・東北地区	Hokkaido and Tohoku	1,674,526	1,821,439	1,768,133
関東地区	Kanto	5,290,813	6,034,454	6,957,743
東海地区	Tokai	4,435,127	5,278,379	5,552,626
近畿地区	Kinki	2,987,764	3,883,212	4,367,104
中国地区	Chugoku	837,894	836,631	834,728
九州地区	Kyushu	1,289,755	1,363,874	1,301,079
合計	Total	16,515,881	19,217,991	20,781,415

個別 貸借対照表(通期) / Non-Consolidated Balance Sheets (A Year)



(千円/¥ thousands)

決算期	As of March 31	2002.3	2003.3	2004.3
<b>(資産の部)</b>	<b>(Assets)</b>			
<b>流動資産</b>	<b>Current Assets</b>			
現金及び預金	Cash	4,465,332	2,264,473	3,001,756
受取手形	Notes Receivable-Trade	54,830	76,446	88,786
売掛金	Accounts Receivable-Trade	1,724,751	1,979,531	1,942,795
製商品	Finished Goods and Merchandise	565	1,961	581
仕掛品	Work in Process	16,802	6,054	3,870
貯蔵品	Supplies	22,590	40,149	16,496
前払費用	Prepaid Expenses	64,028	76,306	74,128
繰延税金資産	Deferred Tax Assets	56,421	36,687	77,346
その他	Other Current Assets	79,863	88,908	16,620
貸倒引当金	Allowance for Doubtful Accounts	2,926	2,564	1,574
<b>流動資産合計</b>	<b>Total Current Assets</b>	<b>6,482,261</b>	<b>4,567,955</b>	<b>5,220,807</b>
<b>固定資産</b>	<b>Fixed Assets</b>			
<b>有形固定資産</b>	<b>Tangible Fixed Assets</b>			
建物	Buildings	1,857,952	1,977,538	1,897,835
構築物	Structures	45,398	65,509	58,538
船舶	Ship	669	669	-
車両運搬具	Vehicles and Automotive Equipment	22,756	15,303	9,886
工具器具備品	Tools, Furniture and Fixtures	55,821	102,134	94,192
土地	Land	2,078,391	2,289,989	2,289,989
建設仮勘定	Construction in Progress	49,000	-	-
<b>有形固定資産合計</b>	<b>Total Tangible Fixed Assets</b>	<b>4,109,990</b>	<b>4,451,144</b>	<b>4,350,442</b>
<b>無形固定資産</b>	<b>Intangible Fixed Assets</b>			
営業権	Good Will	8,166	6,166	4,166
商標権	Trademark Rights	620	540	460
ソフトウェア	Software	15,219	27,304	45,282
電話加入権	Telephone Rights	21,659	22,009	22,009
<b>無形固定資産合計</b>	<b>Total Intangible Fixed Assets</b>	<b>45,666</b>	<b>56,021</b>	<b>71,919</b>
<b>投資その他の資産</b>	<b>Investments and Other Assets</b>			
投資有価証券	Investments in Securities	96,879	190,776	255,837
関係会社株式	Investments in Affiliates	203,564	653,564	653,564
出資金	Investments in Capital	634,972	600,120	546,882
破産債権等	Bankrupt Credit	5,279	7,364	37,817
長期前払費用	Long-Term Prepaid Expenses	54,113	25,161	17,986
敷金・保証金	Lease Deposits and Guarantee Money	99,245	127,180	219,330
長期性預金	Long-Term Time Deposits	-	300,000	900,000
繰延税金資産	Deferred Tax Assets	107,995	121,048	115,459
その他	Other Investments	20,492	18,000	18,250
貸倒引当金	Allowance for Doubtful Accounts	18,128	20,113	50,467
<b>投資その他の資産合計</b>	<b>Total Investments and Other Assets</b>	<b>1,204,413</b>	<b>2,023,102</b>	<b>2,714,660</b>
<b>固定資産合計</b>	<b>Total Fixed Assets</b>	<b>5,360,071</b>	<b>6,530,268</b>	<b>7,137,023</b>
<b>資産合計</b>	<b>Total Assets</b>	<b>11,842,333</b>	<b>11,098,224</b>	<b>12,357,830</b>
<b>(負債の部)</b>	<b>(Liabilities)</b>			
<b>流動負債</b>	<b>Current Liabilities</b>			
支払手形	Notes Payable-Trade	1,061,263	692,865	608,577
買掛金	Accounts Payable-Trade	720,659	821,040	921,049
未払金	Accounts Payable-others	51,808	4,722	5,424
未払費用	Accrued Expenses	1,190,458	762,191	649,009
未払法人税等	Accrued Income Taxes	487,381	107,776	651,707
未払消費税等	Accrued Consumption Taxes	85,733	56,832	112,436
前受金	Advances Received	776,691	815,131	850,585
預り金	Deposits Received	68,218	118,889	106,279
返品調整引当金	Allowance for Sales Returns	52,097	72,270	56,427
その他	Other Current Liabilities	1,657	924	1,638
<b>流動負債合計</b>	<b>Total Current Liabilities</b>	<b>4,495,969</b>	<b>3,452,644</b>	<b>3,963,135</b>
<b>固定負債</b>	<b>Long-Term Liabilities</b>			
役員退職慰労引当金	Allowance for Directors' Retirement Benefits	144,380	151,380	162,160
匿名組合債務	Debt of Anonymous Association	71,333	-	-
その他	Other Long-Term Liabilities	52,140	65,285	61,537
<b>固定負債合計</b>	<b>Total Long-Term Liabilities</b>	<b>267,853</b>	<b>216,665</b>	<b>223,697</b>
<b>負債合計</b>	<b>Total Liabilities</b>	<b>4,763,822</b>	<b>3,669,310</b>	<b>4,186,833</b>
<b>(資本の部)</b>	<b>(Shareholders' Equity)</b>			
<b>資本金</b>	<b>Common Stock</b>	<b>1,824,620</b>	<b>1,824,620</b>	<b>1,824,620</b>
<b>資本剰余金</b>	<b>Capital Surplus</b>	<b>2,011,536</b>	<b>2,011,536</b>	<b>2,011,536</b>
<b>利益剰余金</b>	<b>Retained Earnings</b>			
利益準備金	Appropriation of Retained Earnings	254,155	254,155	254,155
任意積立金	General Reserve	2,030,000	2,730,000	3,130,000
当期末処分利益	Unappropriated Retained Earnings	961,143	622,764	936,315
<b>利益剰余金合計</b>	<b>Total Retained Earnings</b>	<b>3,245,298</b>	<b>3,606,919</b>	<b>4,320,470</b>
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	989	9,657	18,874
自己株式	Treasury Stock	1,955	4,503	4,503
<b>資本合計</b>	<b>Total Shareholders' Equity</b>	<b>7,078,510</b>	<b>7,428,914</b>	<b>8,170,996</b>
<b>負債資本合計</b>	<b>Total Liabilities and Shareholders' Equity</b>	<b>11,842,333</b>	<b>11,098,224</b>	<b>12,357,830</b>



個別 損益計算書(通期) / Non-Consolidated Statements of Income (A Year)

(千円/¥ thousands)

決算期	Fiscal Years Ended March 31	2002.3	2003.3	2004.3
<b>売上高</b>	Net Sales	16,353,594	18,400,139	19,523,265
<b>売上原価</b>	Cost of Sales	8,304,305	9,747,083	10,251,923
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	38,224	52,097	72,270
返品調整引当金繰入額	Provision for Allowance for Sales Returns	52,097	72,270	56,427
<b>売上総利益</b>	Gross Profit	8,035,415	8,632,883	9,287,185
<b>販売費及び一般管理費</b>	Selling, General and Administrative Expenses	6,452,351	7,636,502	7,457,772
役員報酬	Salaries for Directors	238,500	263,126	277,462
給与手当	Salaries for Employees	2,252,780	2,522,867	2,529,164
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	22,000	24,000	13,600
広告宣伝費	Advertising	1,469,406	1,928,753	1,377,560
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	6,708	5,692	5,352
取次店手数料	Payable Commission	352,733	457,775	446,700
減価償却費	Depreciation	77,880	89,106	88,070
その他	Others	2,032,341	2,345,182	2,719,862
<b>営業利益</b>	Operating Income	1,583,064	996,380	1,829,412
<b>営業外収益</b>	Non-Operating Income	137,905	119,221	23,473
受取利息	Interest Income	1,353	154	2,753
受取配当金	Dividends Received	418	552	2,310
受取手数料	Received Commission	1,600	972	-
匿名組合投資収益	Investment Return from Anonymous Association	108,297	74,738	-
その他	Other Income	26,235	42,803	18,410
<b>営業外費用</b>	Non-Operating Expenses	20,951	3,267	49,891
支払利息	Interest Expenses of Loans	1,414	2,493	-
匿名組合投資損失	Investment Loss of Anonymous Association	-	-	46,722
その他	Other Expenses	19,537	773	3,168
<b>経常利益</b>	Ordinary Income	1,700,018	1,112,335	1,802,994
<b>特別利益</b>	Extraordinary Income	2,000	-	940
固定資産売却益	Gains from Sales of Fixed Assets	2,000	-	940
<b>特別損失</b>	Extraordinary Loss	59,401	16,911	55,605
固定資産売却損	Losses on Sales of Fixed Assets	-	-	34
固定資産除却損	Losses on Disposals of Fixed Assets	67	303	11,661
投資有価証券評価損	Loss from Write-Down of Securities	10,093	16,607	-
投資有価証券売却損	Losses on Sales of Securities	49,239	-	-
賃貸契約解約損失	Losses on Dissolution of lease	-	-	10,036
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	-	-	28,378
その他	Other Loss	-	-	5,494
<b>税引前当期純利益</b>	Income before Income Taxes	1,642,617	1,095,424	1,748,329
法人税、住民税及び事業税	Income Taxes	830,000	490,073	900,000
法人税等調整額	Adjustment of Corporate Income Tax	20,824	12,558	57,402
<b>当期純利益</b>	Net Income	833,441	592,793	905,731
<b>前期繰越利益</b>	Unappropriated Retained Earnings Brought Forward	127,702	117,206	117,782
<b>中間配当額</b>	Interim Dividends Paid	-	87,235	87,199
<b>当期末処分利益</b>	Unappropriated Retained Earnings	961,143	622,764	936,315