

ファクト・シート

Fact Sheet

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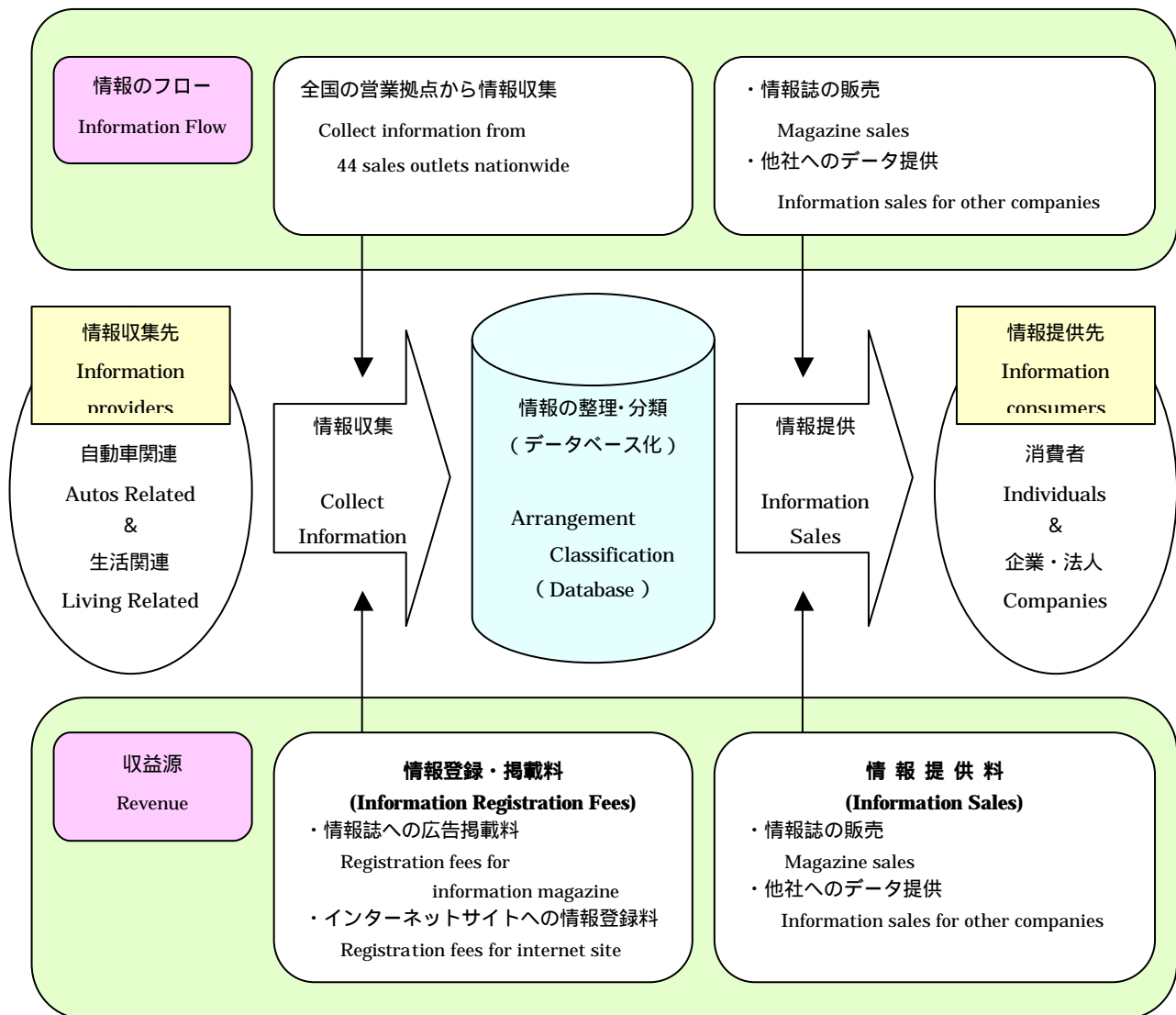
株式会社プロトコーポレーション
PROTO CORPORATION

Code : 4298 (J Q)

会社概要 / Corporate Data



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 ②003 年 9 月 30 日現在)	¥1,824,620 thousand (as of September 30, 2003)
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 / 神谷 健司 取締役 / 飯村 富士雄 取締役 / 山口 修司 常勤監査役 / 水野 健一 監査役 / 新見 司 監査役 / 塩見 渉	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 :Kenji Kamiya Director :Fujio Iimura Director :Shuji Yamaguchi Standing Statutory Auditor :Kenichi Mizuno Statutory Auditor :Tsukasa Niimi Statutory Auditor :Wataru Shiomi
従業員数	Number of Employees	532 名 ②003 年 9 月 30 日現在)	532 (as of September 30,2003)
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	株式会社リペアテック出版 (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)
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
















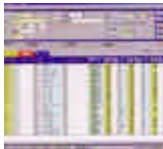

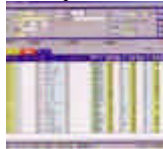
当社は、情報収集先から、自動車関連情報及び生活関連情報の収集・整理・分類を行い、様々なメディアを利用して情報発信を行っております。これを図に表すと、上図のようになります。当社の収益は、情報登録・掲載料と情報提供料があり、大半は広告掲載料を主とした情報登録・掲載料です。

The diagram above graphically illustrates the components of PROTO's business process. First, we collect autos-and living-related information from information providers. Then, we arrange and classify this information. Finally, we provide this information to information consumers via information magazines and Internet sites.








PROTO has two revenue sources: (1) information registration fees and (2) information sales. Information providers pay information registration fees for their information to appear in information magazines and on Internet sites. We earn information sales revenue by offering this information in information magazines and on Internet sites.

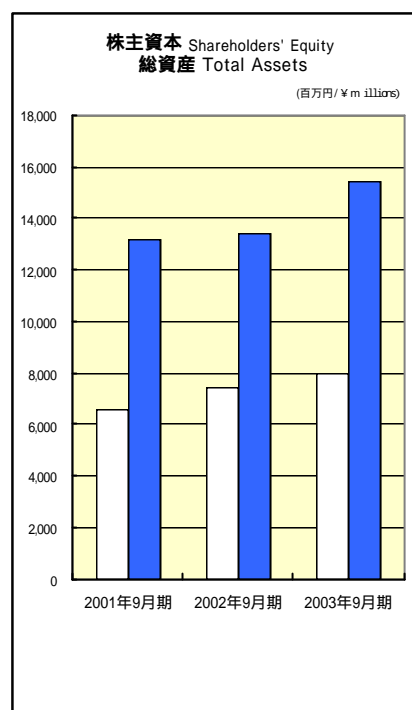
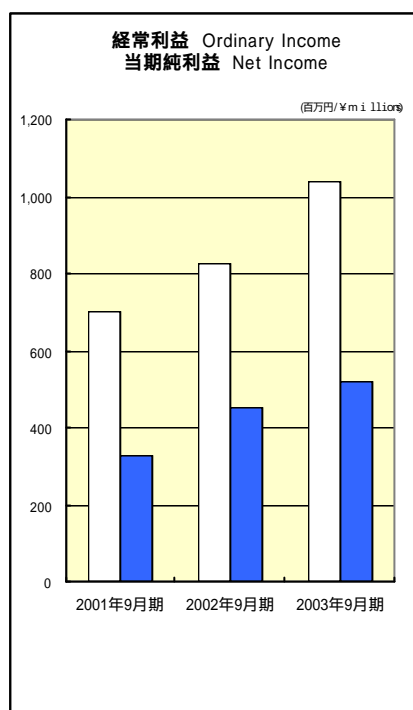
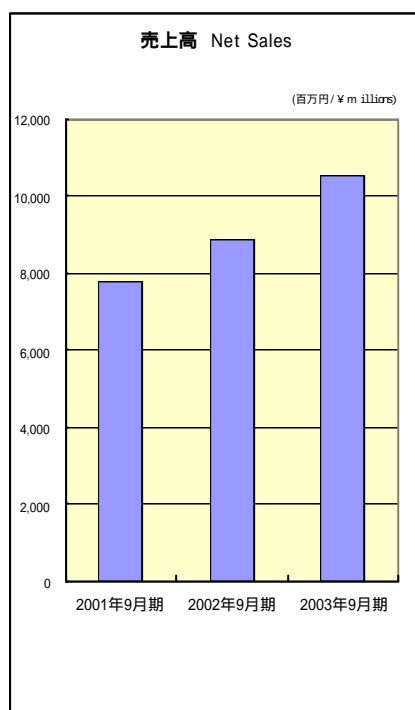
1. 自動車関連情報 Autos-Related Information

個人向製品 Products for Individuals							
情報誌 Information Magazines							
<ul style="list-style-type: none">・ Goo : クルマ情報誌 Used car information magazine・ Goo WORLD : 輸入車情報誌 Used imported car information magazine・ Goo Bike : バイク情報誌 Used bike information magazine・ Goo Parts : クルマパーツ情報誌 Used car parts information magazine							
Goo		Goo WORLD		Goo Bike		Goo Parts	
インターネット Internet							
<ul style="list-style-type: none">・ Goo-net : クルマ情報サイト Car information site(mainly used cars)・ Goo WORLD.jp : 輸入車情報サイト Imported car information site(mainly used imported cars)・ Goo Bike.com : バイク総合サイト Bike information site(mainly used bikes)・ Goo Parts.com : クルマパーツ情報サイト Car parts information site(mainly used car parts)							
Goo-net		Goo WORLD.jp		Goo Bike.com		Goo Parts.com	
モバイルサイト Mobile site							
<ul style="list-style-type: none">・ 中古車、中古バイク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。 <p>Used car and used bike 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					
自動車販売仲介サービス Online Car Sales Services							
<ul style="list-style-type: none">・ "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。 <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"> ・ Weekly Auction Information : 週刊オークション情報 Automobile auction magazine ・ Blue Book : 中古車基準価格ガイド Official used car guide 		
Weekly Auction Information	Blue Book	
		
データベースサービス Database Services		
<ul style="list-style-type: none"> ・ 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、基準価格データがあります。 <p>Data Line provides auction data, retail data and standard price data.</p>		
Auction data	Retail data	Standard price data
		

2 . 生活関連情報 Living-Related Information

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



決算期	Fiscal year-end	2002.3	2003.3	2001.9	2002.9	2003.9
売上高 (千円)	Net Sales (¥ thousands)	16,515,881	19,217,991	7,796,823	8,882,114	10,513,662
経常利益 (千円)	Ordinary Income (¥ thousands)	1,742,279	1,228,488	701,536	828,242	1,041,791
当期純利益 (千円)	Net Income (¥ thousands)	866,179	661,778	325,124	453,876	521,590
株主資本 (千円)	Shareholder 's Equity (¥ thousands)	7,114,995	7,529,080	6,571,752	7,423,828	7,972,235
総資産 (千円)	Total Assets (¥ thousands)	13,209,913	14,385,270	13,160,270	13,414,346	15,405,422
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	489	592	498	548	602

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	2001.9	2002.9	2003.9
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	5,184,907	4,523,686	4,198,162
受取手形及び売掛金	Notes and Accounts Receivable-Trade	2,352,972	2,611,179	2,889,358
たな卸資産	Inventory Assets	66,496	60,191	75,183
その他	Other Current Assets	202,367	268,019	310,720
貸倒引当金	Allowance for Doubtful Accounts	2,080	2,462	2,587
流動資産合計	Total Current Assets	7,804,664	7,460,614	7,470,838
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	1,956,390	2,164,429	2,464,002
土地	Land	2,112,894	2,256,239	2,592,777
その他	Other Tangible Fixed Assets	87,132	103,366	147,813
有形固定資産合計	Total Tangible Fixed Assets	4,156,417	4,524,035	5,204,593
無形固定資産	Intangible Fixed Assets			
連結調整勘定	Consolidation Adjustments Account	-	-	404,825
その他	Other Intangible Fixed Assets	46,822	58,515	154,068
投資その他の資産	Investments and Other Assets			
出資金	Investments in Capital	358,037	903,486	843,112
その他	Other Investments	809,101	485,790	1,351,822
貸倒引当金	Allowance for Doubtful Accounts	14,772	18,095	23,838
投資その他の資産合計	Total Investments and Other Assets	1,152,365	1,371,181	2,171,097
固定資産合計	Total Fixed Assets	5,355,605	5,953,731	7,934,583
資産合計	Total Assets	13,160,270	13,414,346	15,405,422
(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	3,573,405	2,663,216	2,215,951
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	30,600	61,200	139,192
未払費用	Accrued Expenses	762,590	797,590	942,808
未払法人税等	Accrued Income Taxes	386,186	402,604	582,017
前受金	Advances Received	791,581	823,462	1,805,779
返品調整引当金	Allowance for Sales Returns	44,236	55,043	55,049
賞与引当金	Allowance for Bonus Payable	-	-	18,406
その他	Other Current Liabilities	192,746	133,512	201,631
流動負債合計	Total Current Liabilities	5,781,437	5,236,630	5,960,836
固定負債	Long-Term Liabilities			
長期借入金	Long-Term Borrowings	223,500	131,700	308,534
退職給付引当金	Allowance for Employee ' Retirement Benefits	-	-	47,597
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	133,380	136,880	368,827
その他	Other Long-Term Liabilities	416,301	428,386	658,304
固定負債合計	Total Long-Term Liabilities	773,181	696,966	1,383,262
負債合計	Total Liabilities	6,554,529	5,933,597	7,344,098
少数株主持分	Minority Interests	33,988	56,920	89,088
(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	2,740,728	3,590,722	4,127,998
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	3,891	1,095	12,584
自己株式	Treasury Stock	1,240	1,955	4,503
資本合計	Total Shareholders ' Equity	6,571,752	7,423,828	7,972,235
負債、少数株主持分及び資本合計	Total Liabilities and Shareholders ' Equity	13,160,270	13,414,346	15,405,422

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	2001.9	2002.9	2003.9
売上高	Net Sales	7,796,823	8,882,114	10,513,662
売上原価	Cost of Sales	3,808,450	4,505,449	5,234,738
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	44,236	55,043	55,049
売上総利益	Gross Profit	3,982,361	4,373,718	5,296,145
販売費及び一般管理費	Selling, General and Administrative Expenses	3,176,913	3,541,573	4,208,619
役員報酬及び給与手当	Salaries for Directors and Employees	1,267,032	1,376,533	1,627,119
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	11,000	8,000	7,300
賞与引当金繰入額	Provision for Allowance for Bonus Payable	-	-	14,695
広告宣伝費	Advertising	647,926	745,434	755,785
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	1,921	489	2,890
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	-	-	50,603
その他	Others	1,249,032	1,411,116	1,750,226
営業利益	Operating Income	805,448	832,144	1,087,526
営業外収益	Non-Operating Income	17,784	31,273	14,391
受取利息	Interest Income	600	139	1,339
消費税差益	Gains on Consumption Tax	6,743	-	-
その他	Other Income	10,440	31,134	13,052
営業外費用	Non-Operating Expenses	121,696	35,176	60,125
支払利息	Interest Expenses of Loans	6,096	2,367	4,363
匿名組合投資損失	Investment Loss of Anonymous Association	97,314	32,484	20,489
その他	Other Expenses	18,286	324	35,272
経常利益	Ordinary Income	701,536	828,242	1,041,791
特別利益	Extraordinary Income	282	464	467
固定資産売却益	Gains from Sales of Fixed Assets	282	-	467
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	-	464	-
特別損失	Extraordinary Loss	24,706	213	41
固定資産除却損	Losses on Disposals of Fixed Assets	-	213	41
投資有価証券売却損	Losses on Sales of Securities	23,756	-	-
リース解約損失	Losses on Dissolution of Leases	949	-	-
税金等調整前当期純利益	Income before Income Taxes	677,112	828,493	1,042,218
法人税、住民税及び事業税	Income Taxes	381,364	384,768	590,653
法人税等調整額	Adjustment of Corporate Income Tax	27,117	16,672	86,668
少数株主損益	Minority Interest in Earnings / Loss	2,258	6,521	16,642
当期純利益	Net Income	325,124	453,876	521,590

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

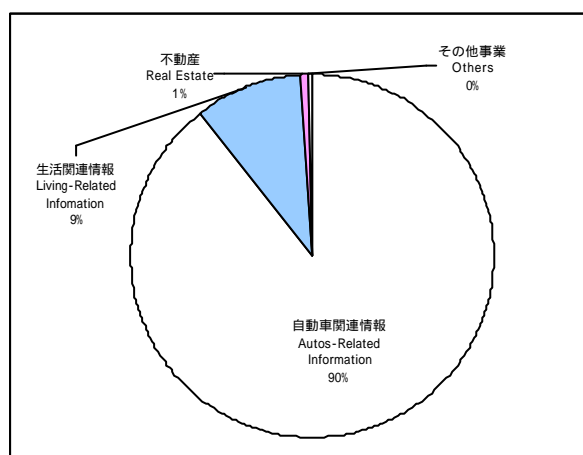


(千円/¥ thousands)

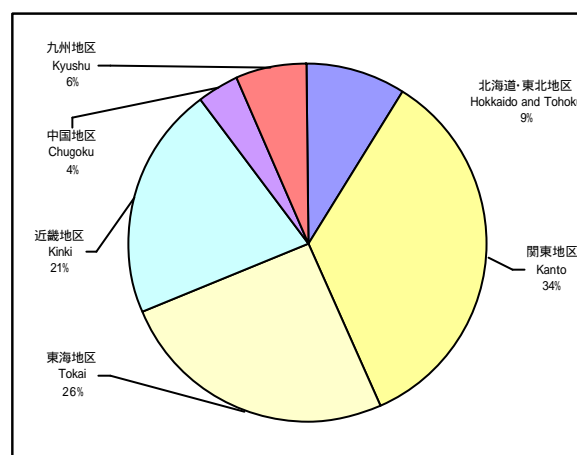
決算期	Fiscal Years Ended September 30	2001.9	2002.9	2003.9
営業活動によるキャッシュ・フロー	Cash flows from operating activities			
	Net Cash Provided by Operating Activities	251,484	188,307	1,441,176
投資活動によるキャッシュ・フロー	Cash flows from investing activities			
	Net Cash Used in Investing Activities	218,718	649,431	432,242
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	1,708,295	142,044	156,841
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	397	-	-
現金及び現金同等物の増加額	Net Increase in Cash and Cash Equivalents	1,740,664	319,280	852,092
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	4,882,348	4,523,686	4,016,062
設備投資額	Capital Expenditures	51,886	501,470	76,272
減価償却費	Depreciation	72,553	76,628	91,076

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 (2003.9)



地域別販売実績 / By Region (2003.9)



セグメント別販売実績 / By Segment

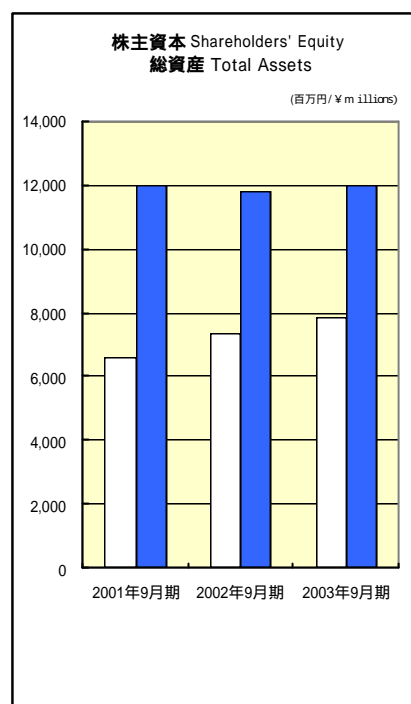
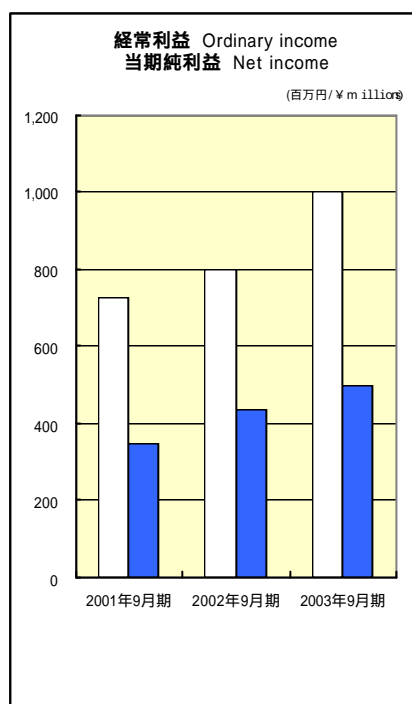
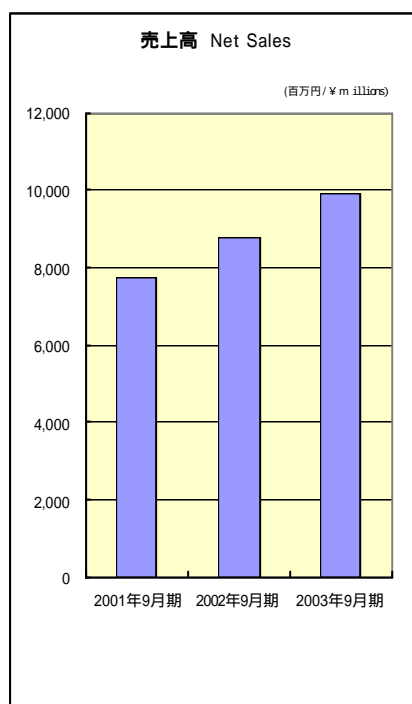
(千円/¥ thousands)

		2001.9	2002.9	2003.9
自動車関連情報	Autos-Related Information	7,615,665	8,609,143	9,412,879
情報登録・掲載料	Information Registration Fees	6,761,664	7,693,809	8,023,164
情報提供料	Information Sales	854,000	915,333	1,389,714
生活関連情報	Living-Related Information	99,932	162,339	982,378
不動産	Real Estate	66,200	83,169	89,167
その他事業	Others	15,024	27,462	29,237
合計	Total	7,796,823	8,882,114	10,513,662

地域別販売実績 / By Region

(千円/¥ thousands)

		2001.9	2002.9	2003.9
北海道・東北地区	Hokkaido and Tohoku	778,392	932,462	942,467
関東地区	Kanto	2,465,747	2,852,003	3,607,331
東海地区	Tokai	2,100,566	2,462,046	2,677,893
近畿地区	Kinki	1,427,730	1,536,278	2,191,462
中国地区	Chugoku	414,490	408,259	421,164
九州地区	Kyushu	609,896	691,064	673,342
合計	Total	7,796,823	8,882,114	10,513,662



決算期	Fiscal Year-End	2002.3	2003.3	2001.9	2002.9	2003.9
売上高 (千円)	Net Sales (¥ thousands)	16,353,594	18,400,139	7,727,643	8,766,512	9,923,835
経常利益 (千円)	Ordinary Income (¥ thousands)	1,700,018	1,112,335	727,398	800,886	1,000,984
当期純利益 (千円)	Net Income (¥ thousands)	833,441	592,793	346,082	435,151	498,722
株主資本 (千円)	Shareholder 's Equity (¥ thousands)	7,078,510	7,428,914	6,590,203	7,369,618	7,838,296
総資産 (千円)	Total Assets (¥ thousands)	11,842,333	11,098,224	11,948,196	11,818,119	11,999,066
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	471	526	476	529	532

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 31	2001.9	2002.9	2003.9
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	4,883,499	3,951,852	2,975,394
受取手形	Notes Receivable- Trade	45,816	72,360	74,997
売掛金	Accounts Receivable- Trade	1,508,823	1,691,912	1,849,303
製商品	Finished Goods and Merchandise	426	1,056	1,755
仕掛品	Work in Process	11,902	11,396	238
貯蔵品	Supplies	27,797	23,687	21,436
前払費用	Prepaid Expenses	59,381	82,620	62,646
繰延税金資産	Deferred Tax Assets	74,867	74,991	108,306
その他	Other Current Assets	74,253	94,409	97,276
貸倒引当金	Allowance for Doubtful Accounts	1,328	2,462	2,433
流動資産合計	Total Current Assets	6,685,709	6,001,824	5,188,921
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物	Buildings	1,911,095	2,095,130	1,935,019
構築物	Structures	45,294	68,838	64,013
船舶	Ship	669	669	-
車両運搬具	Vehicles and Automotive Equipment	23,915	19,099	11,489
工具器具備品	Tools, Furniture and Fixtures	58,195	78,037	112,657
土地	Land	2,078,391	2,221,736	2,289,989
有形固定資産合計	Total Tangible Fixed Assets	4,117,562	4,483,511	4,413,169
無形固定資産	Intangible Fixed Assets			
営業権	Good Will	9,166	7,166	5,166
商標権	Trademark Rights	660	580	500
ソフトウェア	Software	13,339	23,055	34,296
電話加入権	Telephone Rights	21,626	22,009	22,009
無形固定資産合計	Total Intangible Fixed Assets	44,793	52,812	61,973
投資その他の資産	Investments and Other Assets			
投資有価証券	Investments in Securities	91,892	216,646	227,929
関係会社株式	Investments in Affiliates	203,564	203,564	653,564
出資金	Investments in Capital	85,669	631,118	570,734
破産債権等	Bankrupt Credit	1,297	4,786	6,998
長期前払費用	Long- Term Prepaid Expenses	65,322	38,648	18,532
敷金・保証金	Lease Deposits and Guarantee Money	102,241	110,849	142,806
長期性預金	Long- Term Time Deposits	450,000	-	600,000
繰延税金資産	Deferred Tax Assets	93,987	104,016	111,868
その他	Other Investments	20,492	18,000	18,250
貸倒引当金	Allowance for Doubtful Accounts	14,335	17,658	19,764
投資その他の資産合計	Total Investments and Other Assets	1,100,130	1,309,970	2,330,918
固定資産合計	Total Fixed Assets	5,262,486	5,846,294	6,806,062
資産合計	Total Assets	11,948,196	11,848,119	11,994,983
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形	Notes Payable- Trade	1,572,418	668,872	649,014
買掛金	Accounts Payable- Trade	1,110,508	704,717	756,124
短期借入金	Short- term Borrowings	-	300,000	-
未払金	Accounts Payable- others	42,358	3,855	8,413
未払費用	Accrued Expenses	940,406	1,149,596	924,118
未払法人税等	Accrued Income Taxes	385,861	398,338	567,236
未払消費税等	Accrued Consumption Taxes	67,630	61,464	97,748
前受金	Advances Received	765,521	807,587	826,703
預金	Deposits Received	78,641	55,025	53,488
返品調整引当金	Allowance for Sales Returns	44,236	55,043	55,049
その他	Other Current Liabilities	891	2,348	1,680
流動負債合計	Total Current Liabilities	5,008,475	4,206,847	3,939,577
固定負債	Long- Term Liabilities			
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	133,380	134,880	155,360
匿名組合債務	Debt of Anonymous Association	168,385	63,832	-
その他	Other Long- Term Liabilities	47,752	72,940	61,750
固定負債合計	Total Long- Term Liabilities	349,517	271,653	217,110
負債合計	Total Liabilities	5,357,993	4,478,501	4,156,687
(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	2,030,000	2,730,000	3,130,000
当期末処分利益	Unappropriated Retained Earnings	473,784	552,357	616,504
利益剰余金合計	Total Retained Earnings	2,757,939	3,536,512	3,746,504
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	3,891	1,095	5,983
自己株式	Treasury Stock	-	1,955	4,503
資本合計	Total Shareholders ' Equity	6,590,203	7,369,618	7,838,296
負債資本合計	Total Liabilities and Shareholders ' Equity	11,948,196	11,848,119	11,994,983

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 31	2001.9	2002.9	2003.9
売上高	Net Sales	7,727,643	8,766,512	9,923,835
売上原価	Cost of Sales	3,879,989	4,541,511	5,140,883
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	44,236	55,043	55,049
売上総利益	Gross Profit	3,841,642	4,222,055	4,800,173
販売費及び一般管理費	Selling, General and Administrative Expenses	3,116,314	3,459,120	3,781,814
役員報酬	Salaries for Directors	119,100	125,822	138,713
給与手当	Salaries for Employees	1,098,721	1,194,418	1,052,175
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	11,000	7,500	6,800
広告宣伝費	Advertising	664,338	762,132	685,887
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	732	489	922
取次店手数料	Payable Commission	156,476	224,440	227,304
減価償却費	Depreciation	36,140	41,689	43,531
その他	Others	1,029,804	1,102,626	1,626,480
営業利益	Operating Income	725,328	762,934	1,018,359
営業外収益	Non-Operating Income	21,425	38,592	12,621
受取利息	Interest Income	454	127	1,285
受取手数料	Received Commission	671	923	-
匿名組合投資収益	Investment Return from Anonymous Association	9,982	7,500	-
その他	Other Income	10,317	30,040	11,335
営業外費用	Non-Operating Expenses	19,354	640	29,995
支払利息	Interest Expenses of Loans	1,073	315	-
その他	Other Expenses	18,281	324	29,995
経常利益	Ordinary Income	727,398	800,886	1,000,984
特別利益	Extraordinary Income	282	464	467
固定資産売却益	Gains from Sales of Fixed Assets	282	-	467
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	-	464	-
特別損失	Extraordinary Loss	23,756	213	41
固定資産除却損	Losses on Disposals of Fixed Assets	-	213	41
投資有価証券売却損	Losses on Sales of Securities	23,756	-	-
税引前当期純利益	Income before Income Taxes	703,924	801,137	1,001,411
法人税、住民税及び事業税	Income Taxes	381,010	380,500	575,800
法人税等調整額	Adjustment of Corporate Income Tax	23,168	14,514	73,111
当期純利益	Net Income	346,082	435,151	498,722
前期繰越利益	Unappropriated Retained Earnings Brought Forward	127,702	117,206	117,782
当期末処分利益	Unappropriated Retained Earnings	473,784	552,357	616,504

参考資料
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	2001.3	2002.3	2003.3
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	3,439,325	4,842,966	3,346,069
受取手形及び売掛金	Notes and Accounts Receivable-Trade	1,908,127	2,654,539	3,068,117
たな卸資産	Inventory Assets	51,585	45,101	80,584
その他	Other Current Assets	157,474	217,181	225,284
貸倒引当金	Allowance for Doubtful Accounts	931	2,926	3,568
流動資産合計	Total Current Assets	5,555,582	7,756,863	6,716,487
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	1,989,046	1,903,350	2,498,975
土地	Land	2,112,894	2,112,894	2,592,777
その他	Other Tangible Fixed Assets	75,812	133,216	129,837
有形固定資産合計	Total Tangible Fixed Assets	4,177,753	4,149,462	5,221,590
無形固定資産	Intangible Fixed Assets			
連結調整勘定	Consolidation Adjustments Account	-	-	455,428
その他	Other Intangible Fixed Assets	33,790	48,430	149,449
投資その他の資産	Investments and Other Assets			
出資金	Investments in Capital	247,867	907,340	872,498
その他	Other Investments	754,553	366,382	992,469
貸倒引当金	Allowance for Doubtful Accounts	15,496	18,565	22,652
投資その他の資産合計	Total Investments and Other Assets	986,924	1,255,157	1,842,314
固定資産合計	Total Fixed Assets	5,198,468	5,453,050	7,668,782
資産合計	Total Assets	10,754,050	13,209,913	14,385,270
(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	3,207,404	2,836,283	2,599,909
1年内返済予定長期借入金	Current Portion of Long-Term Borrowings	103,524	61,200	139,192
未払費用	Accrued Expenses	775,259	921,281	587,911
未払法人税等	Accrued Income Taxes	495,219	487,851	119,417
前受金	Advances Received	805,339	789,316	1,613,960
返品調整引当金	Allowance for Sales Returns	38,224	52,097	72,270
賞与引当金	Allowance for Bonus Payable	-	-	16,457
その他	Other Current Liabilities	168,608	214,229	206,011
流動負債合計	Total Current Liabilities	5,593,579	5,362,260	5,355,128
固定負債	Long-Term Liabilities			
長期借入金	Long-Term Borrowings	277,406	162,300	378,130
退職給付引当金	Allowance for Employee ' Retirement Benefits	-	-	46,676
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	122,380	145,880	364,347
その他	Other Long-Term Liabilities	321,008	373,382	639,461
固定負債合計	Total Long-Term Liabilities	720,794	681,562	1,428,614
負債合計	Total Liabilities	6,314,374	6,043,822	6,783,743
少数株主持分	Minority Interests	36,246	51,095	72,446
(資本の部)	(Shareholders ' Equity)			
資本金	Common Stock	1,016,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	939,536	2,011,536	2,011,536
利益剰余金	Retained Earnings	2,455,159	3,281,783	3,711,389
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	7,885	989	13,961
自己株式	Treasury Stock	-	1,955	4,503
資本合計	Total Shareholders ' Equity	4,403,429	7,114,995	7,529,080
負債、少数株主持分及び資本合計	Total Liabilities and Shareholders ' Equity	10,754,050	13,209,913	14,385,270

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	2001.3	2002.3	2003.3
売上高	Net Sales	14,470,389	16,515,881	19,217,991
売上原価	Cost of Sales	6,805,417	8,124,796	9,842,882
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	41,634	38,224	52,097
返品調整引当金繰入額	Provision for Allowance for Sales Returns	38,224	52,097	72,270
売上総利益	Gross Profit	7,668,382	8,377,212	9,354,936
販売費及び一般管理費	Selling, General and Administrative Expenses	6,091,639	6,599,076	8,172,073
役員報酬及び給与手当	Salaries for Directors and Employees	2,278,398	2,587,353	3,050,245
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	22,000	23,000	26,708
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
広告宣伝費	Advertising	1,479,103	1,452,585	1,882,859
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	2,396	7,145	7,556
連結調整勘定償却額	Allowance for Depreciation on Consolidation Adjustment Account	-	-	50,603
その他	Others	2,309,741	2,528,991	3,140,092
営業利益	Operating Income	1,576,743	1,778,136	1,182,863
営業外収益	Non-Operating Income	31,391	42,622	58,939
受取利息	Interest Income	3,103	1,535	477
受取保険金	Received Insurance	3,334	-	-
匿名組合投資収益	Investment Return from Anonymous Association	-	-	5,325
消費税差益	Gains on Consumption Tax	10,099	14,205	-
その他	Other Income	14,853	26,881	53,136
営業外費用	Non-Operating Expenses	104,635	78,479	13,313
支払利息	Interest Expenses of Loans	14,003	7,917	7,876
匿名組合投資損失	Investment Loss of Anonymous Association	84,537	49,831	-
その他	Other Expenses	6,094	20,730	5,437
経常利益	Ordinary Income	1,503,499	1,742,279	1,228,488
特別利益	Extraordinary Income	4,328	2,000	-
固定資産売却益	Gains from Sales of Fixed Assets	1,074	2,000	-
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	3,253	-	-
特別損失	Extraordinary Loss	137,100	60,850	26,848
固定資産売却損	Losses on Sales of Fixed Assets	81	-	6,510
固定資産除却損	Losses on Disposals of Fixed Assets	4,738	67	3,730
投資有価証券評価損	Loss from Write-Down of Securities	2,999	10,093	16,607
会員権評価損	Loss from Write-Down of Memberships	15,800	-	-
投資有価証券売却損	Losses on Sales of Securities	-	49,239	-
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	13,100	-	-
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	100,380	500	-
リース解約損失	Losses on Dissolution of Leases	-	949	-
税金等調整前当期純利益	Income before Income Taxes	1,370,727	1,683,430	1,201,640
法人税、住民税及び事業税	Income Taxes	797,502	837,018	504,871
法人税等調整額	Adjustment of Corporate Income Tax	59,793	34,616	12,943
少数株主損益	Minority Interest in Earnings / Loss	40,230	14,848	22,047
当期純利益	Net Income	673,248	866,179	661,778

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

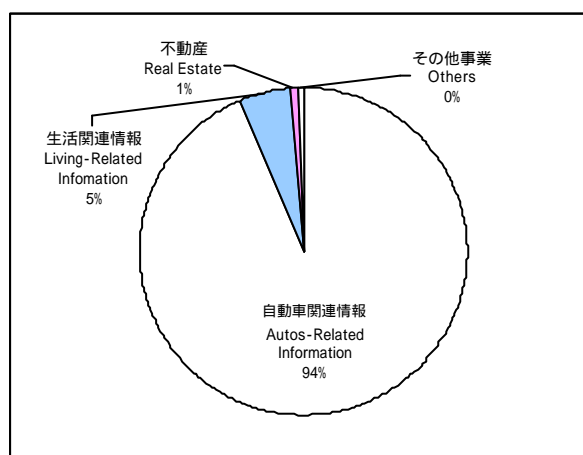


(千円/¥ thousands)

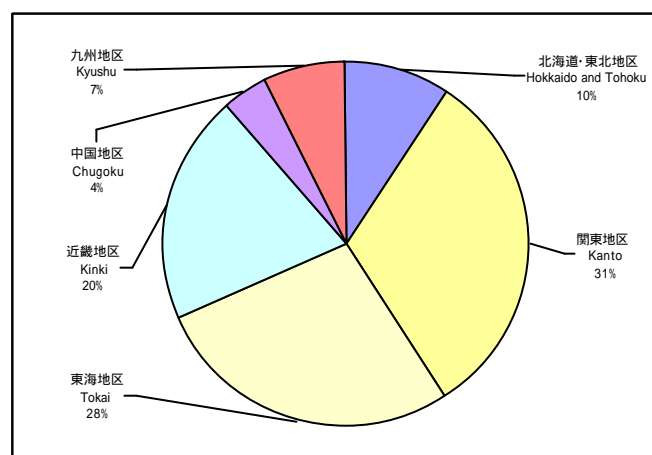
決算期	Fiscal Years Ended March 31	2001.3	2002.3	2003.3
営業活動によるキャッシュ・フロー	Cash flows from operating activities			
	Net Cash Provided by Operating Activities	1,697,200	195,247	260,862
投資活動によるキャッシュ・フロー	Cash flows from investing activities			
	Net Cash Used in Investing Activities	266,349	170,459	1,066,354
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	619,572	1,676,285	351,780
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	792	210	-
現金及び現金同等物の増加額	Net Increase in Cash and Cash Equivalents	812,071	1,701,283	1,678,996
現金及び現金同等物の期首残高	Cash and Cash Equivalents at Beginning of Year	2,329,612	3,141,683	4,842,966
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of Year	3,141,683	4,842,966	3,163,969
設備投資額	Capital Expenditures	49,520	127,040	502,677
減価償却費	Depreciation	172,994	151,129	175,986

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 (2003.3)



地域別販売実績 / By Region (2003.3)



セグメント別販売実績 / By Segment

(千円/¥ thousands)

		2001.3	2002.3	2003.3
自動車関連情報	Autos-Related Information	13,710,284	16,122,798	17,971,474
情報登録・掲載料	Information Registration Fees	12,206,490	14,272,523	15,650,724
情報提供料	Information Sales	1,503,793	1,850,275	2,320,750
生活関連情報	Living-Related Information	555,169	242,190	979,410
不動産	Real Estate	141,720	131,442	178,183
その他事業	Others	63,216	19,450	88,923
合計	Total	14,470,389	16,515,881	19,217,991

地域別販売実績 / By Region

(千円/¥ thousands)

		2001.3	2002.3	2003.3
北海道・東北地区	Hokkaido and Tohoku	1,431,135	1,674,526	1,821,439
関東地区	Kanto	4,374,722	5,290,813	6,034,454
東海地区	Tokai	4,258,673	4,435,127	5,278,379
近畿地区	Kinki	2,615,040	2,987,764	3,883,212
中国地区	Chugoku	723,678	837,894	836,631
九州地区	Kyushu	1,067,139	1,289,755	1,363,874
合計	Total	14,470,389	16,515,881	19,217,991

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	2001.3	2002.3	2003.3
(資産の部)	(Assets)			
流動資産	Current Assets			
現金及び預金	Cash	2,514,742	4,465,332	2,264,473
受取手形	Notes Receivable- Trade	50,619	54,830	76,446
売掛金	Accounts Receivable- Trade	1,529,505	1,724,751	1,979,531
製商品	Finished Goods and Merchandise	1,185	565	1,961
仕掛品	Work in Process	7,353	16,802	6,054
貯蔵品	Supplies	35,589	22,590	40,149
前払費用	Prepaid Expenses	44,283	64,028	76,306
繰延税金資産	Deferred Tax Assets	50,820	56,421	36,687
その他	Other Current Assets	64,052	79,863	88,908
貸倒引当金	Allowance for Doubtful Accounts	931	2,926	2,564
流動資産合計	Total Current Assets	4,297,221	6,482,261	4,567,955
固定資産	Fixed Assets			
有形固定資産	Tangible Fixed Assets			
建物	Buildings	1,964,891	1,857,952	1,977,538
構築物	Structures	24,154	45,398	65,509
船舶	Ship	669	669	669
車両運搬具	Vehicles and Automotive Equipment	22,719	22,756	15,303
工具器具備品	Tools, Furniture and Fixtures	47,409	55,821	102,134
土地	Land	2,078,391	2,078,391	2,289,989
建設仮勘定	Construction in Progress	-	49,000	-
有形固定資産合計	Total Tangible Fixed Assets	4,138,237	4,109,990	4,451,144
無形固定資産	Intangible Fixed Assets			
営業権	Good Will	-	8,166	6,166
商標権	Trademark Rights	700	620	540
ソフトウェア	Software	9,411	15,219	27,304
電話加入権	Telephone Rights	21,594	21,659	22,009
無形固定資産合計	Total Intangible Fixed Assets	31,707	45,666	56,021
投資その他の資産	Investments and Other Assets			
投資有価証券	Investments in Securities	89,492	96,879	190,776
関係会社株式	Investments in Affiliates	203,564	203,564	653,564
出資金	Investments in Capital	90,190	634,972	600,120
破産債権等	Bankrupt Credit	2,396	5,279	7,364
長期前払費用	Long-Term Prepaid Expenses	14,272	54,113	25,161
敷金・保証金	Lease Deposits and Guarantee Money	104,711	99,245	127,180
長期性預金	Long-Term Time Deposits	450,000	-	300,000
繰延税金資産	Deferred Tax Assets	97,747	107,995	121,048
その他	Other Investments	19,013	20,492	18,000
貸倒引当金	Allowance for Doubtful Accounts	15,496	18,128	20,113
投資その他の資産合計	Total Investments and Other Assets	1,055,890	1,204,413	2,023,102
固定資産合計	Total Fixed Assets	5,225,834	5,360,071	6,530,268
資産合計	Total Assets	9,523,055	11,842,333	11,098,224
(負債の部)	(Liabilities)			
流動負債	Current Liabilities			
支払手形	Notes Payable-Trade	1,356,185	1,061,263	692,865
買掛金	Accounts Payable- Trade	1,069,885	720,659	821,040
未払金	Accounts Payable- others	358	51,808	4,722
未払費用	Accrued Expenses	890,228	1,190,458	762,191
未払法人税等	Accrued Income Taxes	466,881	487,381	107,776
未払消費税等	Accrued Consumption Taxes	98,219	85,733	56,832
前受金	Advances Received	789,950	776,691	815,131
預金	Deposits Received	62,750	68,218	118,889
返品調整引当金	Allowance for Sales Returns	38,224	52,097	72,270
その他	Other Current Liabilities	1,295	1,657	924
流動負債合計	Total Current Liabilities	4,773,978	4,495,969	3,452,644
固定負債	Long-Term Liabilities			
役員退職慰労引当金	Allowance for Directors ' Retirement Benefits	122,380	144,380	151,380
匿名組合債務	Debt of Anonymous Association	178,367	71,333	-
その他	Other Long-Term Liabilities	49,577	52,140	65,285
固定負債合計	Total Long-Term Liabilities	350,324	267,853	216,665
負債合計	Total Liabilities	5,124,302	4,763,822	3,669,310
(資本の部)	(Shareholders ' Equity)			
資本金	Common Stock	1,016,620	1,824,620	1,824,620
資本剰余金	Capital Surplus	939,536	2,011,536	2,011,536
利益剰余金	Retained Earnings			
利益準備金	Appropriation of Retained Earnings	14,089	254,155	254,155
任意積立金	General Reserve	30,000	2,030,000	2,730,000
当期末処分利益	Unappropriated Retained Earnings	2,406,392	961,143	622,764
利益剰余金合計	Total Retained Earnings	2,450,482	3,245,298	3,606,919
その他有価証券評価差額金	Unrealized Losses on Other Securities, Net of Tax	7,885	989	9,657
自己株式	Treasury Stock	-	1,955	4,503
資本合計	Total Shareholders ' Equity	4,398,752	7,078,510	7,428,914
負債資本合計	Total Liabilities and Shareholders ' Equity	9,523,055	11,842,333	11,098,224

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	2001.3	2002.3	2003.3
売上高	Net Sales	14,312,494	16,353,594	18,400,139
売上原価	Cost of Sales	6,910,420	8,304,305	9,747,083
返品調整引当金戻入額	Reversal of Allowance for Sales Returns	41,634	38,224	52,097
返品調整引当金繰入額	Provision for Allowance for Sales Returns	38,224	52,097	72,270
売上総利益	Gross Profit	7,405,483	8,035,415	8,632,883
販売費及び一般管理費	Selling, General and Administrative Expenses	5,938,890	6,452,351	7,636,502
役員報酬	Salaries for Directors	221,309	238,500	263,126
給与手当	Salaries for Employees	1,953,883	2,252,780	2,522,867
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	22,000	22,000	24,000
広告宣伝費	Advertising	1,513,451	1,469,406	1,928,753
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	2,396	6,708	5,692
取次店手数料	Payable Commission	278,523	352,733	457,775
減価償却費	Depreciation	82,059	77,880	89,106
その他	Others	1,865,266	2,032,341	2,345,182
営業利益	Operating Income	1,466,593	1,583,064	996,380
営業外収益	Non-Operating Income	44,540	137,905	119,221
受取利息	Interest Income	2,740	1,353	154
受取手数料	Received Commission	8,238	1,600	972
匿名組合投資収益	Investment Return from Anonymous Association	15,697	108,297	74,738
その他	Other Income	17,864	26,653	43,356
営業外費用	Non-Operating Expenses	11,703	20,951	3,267
支払利息	Interest Expenses of Loans	7,658	1,414	2,493
賃貸契約解除費用	Expenses due to Annulment of Lease Contract	3,366	-	-
新株発行費	Stock Issue costs	-	18,579	-
その他	Other Expenses	679	957	773
経常利益	Ordinary Income	1,499,430	1,700,018	1,112,335
特別利益	Extraordinary Income	4,328	2,000	-
固定資産売却益	Gains from Sales of Fixed Assets	1,074	2,000	-
貸倒引当金戻入額	Reversal of Allowance for Doubtful Accounts	3,253	-	-
特別損失	Extraordinary Loss	202,536	59,401	16,911
固定資産売却損	Losses on Sales of Fixed Assets	81	-	-
固定資産除却損	Losses on Disposals of Fixed Assets	4,738	67	303
投資有価証券評価損	Loss from Write-Down of Securities	2,999	10,093	16,607
関係会社株式評価損	Loss from Write-Down of Investments in Affiliates	65,436	-	-
会員権評価損	Loss from Write-Down of Memberships	15,800	-	-
投資有価証券売却損	Losses on Sales of Securities	-	49,239	-
貸倒引当金繰入額	Provision for Allowance for Doubtful Accounts	13,100	-	-
役員退職慰労引当金繰入額	Provision for Allowance for Directors' Retirement Benefits	100,380	-	-
税引前当期純利益	Income before Income Taxes	1,301,222	1,642,617	1,095,424
法人税、住民税及び事業税	Income Taxes	769,100	830,000	490,073
法人税等調整額	Adjustment of Corporate Income Tax	101,027	20,824	12,558
当期純利益	Net Income	633,149	833,441	592,793
前期繰越利益	Unappropriated Retained Earnings Brought Forward	1,773,243	127,702	117,206
中間配当額	Interim Dividends Paid	-	-	87,235
当期末処分利益	Unappropriated Retained Earnings	2,406,392	961,143	622,764