

FACT SHEET 2017

Year Ended March 31,2017

PROTO CORPORATION

CONTENTS

- 1.Consolidated Balance Sheets
- 2.Consolidated Statements of Income
- 3.Consolidated Statements of Cash Flows
- 4.Segment Information
- 5.Financial Indicators
- 6.Reference:Quarterly Results①
- 7.Reference:Quarterly Results②

目次

- 1.連結貸借対照表
- 2.連結損益計算書
- 3.連結キャッシュ・フロー計算書
- 4.セグメント別業績
- 5.財務指標
- 6.参考:四半期実績①
- 7.参考:四半期実績②

Consolidated Balance Sheets

連結貸借対照表

As of March 31 / 3月31日現在

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3
	¥ Millions / 百万円										
ASSETS	資産の部										
Current assets:	流動資産:										
Cash and cash deposits	10,858	12,295	12,038	14,184	16,061	15,855	20,686	22,815	21,743	22,073	23,731
Trade notes and accounts receivable	7,722	9,135	9,257	11,275	12,748	11,734	14,950	11,507	12,431	11,688	12,784
Inventories	2,713	2,739	2,395	2,456	2,654	3,078	3,754	5,030	4,696	4,986	4,877
Deferred tax assets	74	44	69	76	91	194	688	4,658	3,734	4,134	4,667
Other current assets	105	96	141	162	217	218	162	279	341	183	178
Allowance for doubtful accounts	245	282	175	216	353	644	1,151	1,364	654	1,093	1,235
	(3)	(3)	(1)	(2)	(3)	(14)	(21)	(25)	(116)	(11)	(11)
Fixed assets:	固定資産:										
Property, plant and equipment:	7,065	6,728	9,570	10,038	10,102	12,729	14,155	21,091	20,007	18,812	18,203
Buildings and structures	4,221	4,212	7,318	7,134	7,086	7,204	7,481	10,544	10,457	10,791	10,902
Land	1,881	1,782	3,341	3,160	2,966	2,999	2,905	5,500	5,197	5,489	5,520
Other fixed assets	2,174	2,174	3,900	3,900	3,998	4,021	4,076	4,787	4,787	4,803	4,793
Intangible fixed assets	165	255	77	73	120	184	499	257	473	499	588
Investments and other assets:	346	262	293	870	1,109	3,643	4,954	8,909	8,088	6,672	5,962
Investment securities	2,497	2,253	1,958	2,034	1,906	1,881	1,718	1,637	1,461	1,348	1,338
Deferred tax assets	820	588	438	555	499	623	317	354	383	349	900
Other investments	421	383	493	508	599	435	404	344	245	118	106
Allowance for doubtful accounts	1,283	1,307	1,055	1,061	900	882	1,064	1,007	870	911	391
	(28)	(26)	(29)	(92)	(93)	(60)	(67)	(69)	(38)	(31)	(60)
Total assets	17,924	19,023	21,608	24,223	26,163	28,585	34,841	43,907	41,751	40,885	41,934
LIABILITIES	負債の部										
Current liabilities:	流動負債:										
Trade notes and accounts payable	6,058	5,995	6,167	5,862	5,639	5,573	8,578	13,174	10,962	11,805	12,627
Current portion of long-term loans payable	1,872	1,744	727	755	776	896	941	764	806	2,194	2,127
Accrued expenses	—	—	—	59	82	48	3,216	6,218	3,623	4,094	4,588
Accrued income taxes	871	906	1,239	1,151	1,251	1,457	1,738	1,504	1,996	1,852	2,142
Advances received	1,098	980	1,245	1,466	1,333	991	368	1,598	1,077	718	589
Other current liabilities	1,848	1,987	2,121	1,902	1,741	1,656	1,568	1,507	1,580	1,712	1,886
	367	377	833	527	453	522	743	1,581	1,878	1,233	1,293
Long-term liabilities:	固定負債:										
Long-term loans payable	560	593	576	659	489	441	2,514	4,554	3,116	3,079	2,905
Liability for employees' retirement benefits	6	—	—	101	53	5	1,764	3,800	2,608	2,523	2,090
Liability for directors' and corporate auditors' retirement benefits	23	27	—	0	0	—	—	—	—	—	—
Other long-term liabilities	183	191	194	212	232	246	264	282	290	243	256
	346	374	381	344	202	189	484	471	217	313	558
Total liabilities	6,618	6,589	6,743	6,522	6,129	6,015	11,092	17,729	14,079	14,884	15,533
NET ASSETS(EQUITY)	純資産(資本)の部										
Shareholders' Equity:	株主資本:										
Common stock	10,849	12,265	14,823	17,620	20,059	22,497	23,455	25,114	26,525	25,165	25,568
Additional paid-in capital	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824
Retained earnings	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011
Treasury stock	7,020	8,439	10,999	13,796	16,236	18,675	20,128	21,986	23,597	22,436	23,037
Other accumulated comprehensive incomes:	(7)	(10)	(11)	(13)	(9)	(13)	(509)	(709)	(908)	(1,107)	(1,305)
Net unrealized gain on available-for-sale securities	56	39	(37)	(9)	(24)	71	293	1,063	1,146	835	833
Foreign currency translation adjustments	28	6	(27)	(5)	(12)	74	70	91	121	108	143
Minority interests	28	32	(10)	(3)	(12)	(2)	223	972	1,025	726	689
	399	129	78	89	—	—	—	—	—	—	—
Total net assets (Total equity)	11,305	12,434	14,865	17,700	20,034	22,569	23,748	26,177	27,672	26,001	26,401
Total liabilities, minority interests, and net assets (equity)	17,924	19,023	21,608	24,223	26,163	28,585	34,841	43,907	41,751	40,885	41,934

Notes: From the fiscal year ended March 31, 2011, Proto Group began applying the "Accounting Standard for indication of comprehensive income".

注記: 2011年3月31日より「包括利益の表示に関する会計基準」を適用しております。

Account summaries in the financial statements have not been audited.

財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Consolidated Statements of Income

連結損益計算書

For the year ended March 31 / 3月31日に終了した連結会計年度

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3
	¥ Millions/百万円										
Net sales	21,238	22,893	23,657	25,682	28,779	30,582	38,287	54,761	48,602	54,297	56,717
Cost of sales	9,580	9,973	9,064	10,273	11,712	13,283	20,636	33,514	28,324	33,067	34,897
Gross profit	11,658	12,920	14,592	15,409	17,067	17,298	17,650	21,246	20,277	21,229	21,820
Selling, general and administrative expenses:	8,669	9,149	9,208	9,310	10,955	11,451	13,440	16,510	16,044	17,157	19,024
Personal expenses	4,116	4,291	4,469	4,920	5,414	5,475	5,957	7,086	7,358	7,706	7,936
Advertising expenses	1,396	1,652	1,682	1,332	1,694	2,104	2,711	2,602	2,386	2,423	4,167
Others	3,156	3,205	3,056	3,057	3,846	3,871	4,772	6,821	6,299	7,027	6,921
Operating Income	2,988	3,771	5,384	6,098	6,111	5,846	4,209	4,735	4,233	4,071	2,795
Non-operating income:	176	95	95	89	283	185	228	445	441	202	170
Interest income	6	6	11	13	15	20	18	25	31	28	17
Dividend income	11	15	14	5	5	7	9	12	12	12	13
Others	158	74	69	70	262	157	200	407	397	161	139
Non-operating expenses:	28	29	79	22	18	29	66	171	126	83	83
Interest expenses	1	0	—	2	6	2	20	86	63	46	41
Others	27	29	79	20	12	27	46	85	62	37	41
Ordinary income	3,136	3,837	5,400	6,165	6,375	6,002	4,371	5,009	4,548	4,190	2,883
Extraordinary gains:	387	91	64	5	6	8	2	234	431	23	1
Gain on sales of property, plant and equipment	4	0	0	2	—	0	2	229	29	2	1
Gain on sales of investment securities	297	—	13	3	—	8	0	0	—	13	—
Others	85	90	50	—	6	—	—	4	401	6	—
Extraordinary losses:	491	264	328	173	727	344	430	314	426	2,644	99
Loss on sales and disposals of property, plant and equipment	29	68	54	35	47	9	10	70	30	50	37
Loss on devaluation of investment securities	408	186	152	77	0	4	4	—	9	—	—
Impairment loss	26	—	52	—	367	230	345	126	384	2,594	35
One-time Amortization of goodwill	—	—	—	—	242	80	—	—	—	—	—
Others	27	8	69	60	70	19	70	117	1	—	25
Income before income taxes and minority interests	3,032	3,664	5,135	5,998	5,654	5,666	3,944	4,930	4,553	1,569	2,785
Current	1,586	1,753	2,131	2,495	2,575	2,272	1,544	2,389	2,162	1,637	1,290
Deferred	(268)	62	(133)	(38)	(122)	118	109	(87)	9	322	(11)
Minority interests (losses)	(51)	10	(49)	11	4	—	—	—	—	—	—
Net income	1,766	1,838	3,187	3,529	3,197	3,275	2,290	2,627	2,381	(390)	1,506
EBITDA	3,360	4,078	5,628	6,490	6,856	6,540	5,161	6,483	6,039	6,149	4,546
Net income (Before Amortization of goodwill)	1,890	1,915	3,223	3,621	3,620	3,680	2,836	3,555	3,308	641	2,145

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

EBITDA = operating income + depreciation + amortization of goodwill

Net income = Net income + amortization of goodwill

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

EBITDA=営業利益+減価償却費+のれん償却額

調整後当期純利益=当期純利益+のれん償却額

Consolidated Statements of Cash Flows

連結キャッシュ・フロー計算書

For the year ended March 31 / 3月31日に終了した連結会計年度

	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3
	¥ Millions / 百万円										
Operating activities:	営業活動によるキャッシュ・フロー:										
Income before income taxes	3,032	3,664	5,135	5,998	5,654	5,666	3,944	4,930	4,553	1,569	2,785
Depreciation and amortization	247	230	207	299	322	288	404	819	879	1,046	1,112
Impairment loss	26	—	52	—	367	230	345	126	384	2,594	35
Amortization of goodwill	124	77	36	91	422	405	546	928	926	1,032	638
One-time Amortization of goodwill	—	—	—	—	242	80	—	—	—	—	—
Interest and dividend income	(18)	(21)	(25)	(18)	(21)	(27)	(27)	(38)	(43)	(41)	(31)
Interest expense	1	0	—	2	6	2	20	86	63	46	41
Decrease (increase) in notes and accounts receivable	(248)	(50)	470	35	232	(615)	(366)	(670)	775	128	97
Decrease (increase) in inventories	45	30	(27)	1	(7)	(103)	232	(638)	929	52	(532)
Increase (decrease) in notes and accounts payable	(80)	(127)	(1,020)	(62)	(113)	90	18	(285)	28	356	(63)
Others	130	386	768	(71)	(522)	127	(27)	366	780	(1,242)	532
Subtotal	3,261	4,189	5,596	6,275	6,582	6,145	5,090	5,624	9,277	5,541	4,615
Interest and dividends received	18	21	25	18	21	26	29	38	43	41	31
Interest paid	(1)	0	—	(2)	(6)	(2)	(21)	(90)	(62)	(45)	(39)
Income taxes paid	(1,119)	(1,889)	(1,871)	(2,286)	(2,701)	(2,613)	(2,181)	(1,337)	(2,681)	(2,024)	(1,479)
Others	—	—	—	—	—	—	—	—	—	10	51
Net cash provided by (used in) operating activities	2,158	2,321	3,750	4,005	3,896	3,556	2,917	4,235	6,577	3,523	3,179
Investing activities:	投資活動によるキャッシュ・フロー:										
Net decrease (increase) of time deposits	31	2	300	79	(210)	60	(78)	(22)	107	(0)	599
Purchase of property, plant and equipment	(137)	(194)	(2,852)	(535)	(438)	(359)	(690)	(1,067)	(351)	(792)	(628)
Proceeds from sales of property, plant and equipment	9	5	0	5	1	0	3	565	37	0	7
Purchase of intangible fixed assets	(65)	(103)	(78)	(69)	(58)	(356)	(1,120)	(839)	(558)	(504)	(593)
Purchase of investment securities	(406)	(85)	(175)	(300)	—	—	—	(10)	—	—	(499)
Proceeds from sales of investment securities	402	—	32	90	—	14	0	5	—	23	1
Purchase of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	(258)	(621)	(2,842)	—	(3,215)	(90)	(2,085)	—
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	—	—	—	479	—	—	—	—
Payments for sales of investments in subsidiaries resulting in change in scope of consolidation	—	—	(2)	—	—	—	—	—	—	—	—
Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	—	(73)	—	—	—	—	—	—
Others	435	(99)	(173)	(154)	(224)	(122)	202	(710)	(56)	(14)	(84)
Net cash provided by (used in) investing activities	269	(474)	(2,949)	(1,141)	(1,625)	(3,606)	(1,203)	(5,294)	(914)	(3,373)	(1,197)
Financing activities:	財務活動によるキャッシュ・フロー:										
Increase (decrease) in short-term loans payable, net	(20)	—	3	(7)	—	—	(2)	774	(474)	505	945
Increase (decrease) in long-term loans payable, net	(44)	—	—	(32)	(236)	(82)	2,601	(2,486)	(3,357)	(381)	(883)
Redemption of bonds	—	—	—	—	—	—	(78)	(42)	—	—	—
Repurchase of treasury stock	(2)	(2)	(1)	(1)	0	0	(495)	(199)	(198)	(199)	(198)
Proceeds from disposal of treasury stock	—	—	0	0	—	—	0	0	0	—	—
Cash dividends paid	(217)	(417)	(627)	(732)	(759)	(824)	(836)	(766)	(790)	(770)	(905)
Cash dividends paid to minority shareholders	(15)	(16)	—	—	—	—	—	—	—	—	—
Others	—	—	—	—	—	—	—	—	—	5	156
Net cash provided by (used in) financing activities	(300)	(437)	(624)	(773)	(996)	(907)	1,187	(2,720)	(4,821)	(839)	(886)
Foreign currency translation adjustments on cash and cash equivalents	28	6	(54)	8	(5)	4	215	236	91	(54)	(0)
Net increase (decrease) in cash and cash equivalents	2,156	1,415	121	2,100	1,269	(952)	3,116	(3,543)	933	(743)	1,096
Cash and cash equivalents, beginning of year	5,413	7,569	8,985	9,107	11,207	12,476	11,524	14,640	11,097	12,030	11,286
Cash and cash equivalents of eliminated consolidated subsidiaries, beginning of year	—	—	—	—	—	—	—	—	—	—	—
Cash and cash equivalents of newly consolidated subsidiaries, beginning of year	—	—	—	—	—	—	—	—	—	—	—
Cash and cash equivalents, end of year	7,569	8,985	9,107	11,207	12,476	11,524	14,640	11,097	12,030	11,286	12,383

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

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

Segment Information

セグメント別業績

For the year ended March 31 / 3月31日に終了した連結会計年度

		2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3
		¥ Millions/ 百万円										
Net sales by business segment		セグメント別売上高										
Automobile-related	自動車関連情報	20,138	21,546	21,889	22,858	25,566	26,704	33,687	50,138	44,056	49,486	51,025
Ad-related	広告関連	17,832	18,919	19,419	19,511	20,558	20,579	21,163	21,412	21,593	21,006	21,231
Information and services	情報・サービス	2,304	2,339	2,232	2,818	3,083	3,312	3,749	4,464	4,546	5,087	4,893
Sales of goods	物品販売	0	287	237	528	1,923	2,813	8,774	24,262	17,915	23,392	24,899
Lifestyle-related	生活関連情報	675	882	1,345	2,286	2,616	3,470	3,837	3,541	3,393	3,466	4,236
Real Estate	不動産	160	174	194	205	181	166	163	167	164	162	187
Others	その他	263	291	227	332	415	240	597	913	988	1,182	1,268
Total	合計	21,238	22,893	23,657	25,682	28,779	30,582	38,287	54,761	48,602	54,297	56,717
Operating income by business segment		セグメント別営業利益										
Automobile-related	自動車関連情報	5,036	5,573	7,034	7,590	7,281	7,272	5,916	6,217	5,624	5,277	3,939
Lifestyle-related	生活関連情報	(89)	(24)	62	162	301	228	131	248	338	307	478
Real Estate	不動産	58	71	70	105	104	83	85	69	96	109	147
Others	その他	(329)	(123)	(80)	(35)	(91)	(149)	(323)	(140)	(94)	(66)	(136)
Management Division	管理部門	(1,687)	(1,725)	(1,701)	(1,725)	(1,484)	(1,589)	(1,599)	(1,659)	(1,732)	(1,554)	(1,633)
Total	合計	2,988	3,771	5,384	6,098	6,111	5,846	4,209	4,735	4,233	4,071	2,795
Operating income ratio by business segment		事業別売上高営業利益率										
Automobile-related	自動車関連情報	25.0	25.9	32.1	33.2	28.5	27.2	17.6	12.4	12.8	10.7	7.7
Lifestyle-related	生活関連情報	—	—	4.6	7.1	11.5	6.6	3.4	7.0	10.0	8.9	11.3
Real Estate	不動産	36.3	40.9	36.2	51.4	57.7	50.2	52.2	41.6	58.6	67.3	78.6
Others	その他	—	—	—	—	—	—	—	—	—	—	—
Management Division	管理部門	—	—	—	—	—	—	—	—	—	—	—
Total	合計	14.1	16.5	22.8	22.3	21.2	19.1	11.0	8.6	8.7	7.5	4.9

Financial Indicators

財務指標

		2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3
ROE: Return on equity	自己資本利益率	17.2	15.8	23.5	21.8	17.0	15.4	9.9	10.5	8.8	(1.5)	5.8
ROE (Before Amortization of goodwill): Return of equity	調整後自己資本利益率	17.7	15.8	22.8	21.5	18.3	16.3	11.4	12.9	10.9	2.1	6.8
ROA: Return on assets	総資産利益率	18.4	20.8	26.6	26.9	25.3	21.9	13.8	12.7	10.6	10.1	7.0
ROS: Return on sales	売上高利益率	8.3	8.0	13.5	13.7	11.1	10.7	6.0	4.8	4.9	(0.7)	2.7
Operating income ratio	売上高営業利益率	14.1	16.5	22.8	23.7	21.2	19.1	11.0	8.6	8.7	7.5	4.9
EBITDA margin	EBITDAマージン	15.8	17.8	23.8	25.3	23.8	21.4	13.5	11.8	12.4	11.3	8.0
EV/EBITDA (times)	EV/EBITDA (倍)	4.9	3.9	2.1	3.4	2.8	2.6	4.0	4.4	5.7	3.9	5.4
Equity ratio	自己資本比率	60.8	64.7	68.4	72.7	76.6	79.0	68.2	59.6	66.3	63.6	63.0
Current ratio	流動比率	179.2	205.1	195.2	241.9	284.8	284.5	241.1	173.2	198.3	187.0	187.9
												¥/円、%
BPS: Book value per share (*)	1株当たり純資産 (*)	521.21	588.12	706.76	841.80	957.67	1,078.86	1,154.20	1,280.38	1,361.64	1,286.93	1,316.22
EPS: Earnings per share (*)	1株当たり当期純利益 (*)	84.39	87.84	152.33	168.72	152.85	156.59	109.96	128.39	116.76	(19.28)	75.02
EPS (Before Amortization of goodwill): Earnings per share (*)	1株当たり調整後当期純利益 (*)	90.33	91.53	154.06	173.10	173.05	175.95	136.19	173.74	162.17	31.69	106.81
Dividend per share (*)	1株当たり配当金 (*)	13.75	25.00	35.00	35.00	37.50	42.50	37.50	37.50	38.00	39.00	50.00
Dividend ratio	配当性向	17.8	28.5	23.0	20.7	24.5	27.1	34.1	29.2	32.5	-	66.6
Dividend ratio (Before Amortization of goodwill)	調整後配当性向	16.6	27.3	22.7	20.2	21.7	24.2	27.5	21.6	23.4	123.1	46.8
Total return ratio	総還元性向	17.9	28.6	23.0	20.8	24.6	27.1	55.6	36.8	40.9	-	79.7
Total return ratio (Before Amortization of goodwill)	調整後総還元性向	16.8	27.5	22.8	20.2	21.7	24.2	44.9	27.2	29.4	153.9	56.0
Dividend on equity ratio	自己資本配当率	2.8	4.5	5.4	4.5	4.2	4.2	3.4	3.1	2.9	2.9	3.8
												¥ Million/百万円
Net sales per employee	従業員1人当たり売上高	32.6	33.4	33.0	32.1	32.8	32.0	34.7	42.3	35.7	35.3	35.8
Operating income per employee	従業員1人当たり営業利益	4.5	5.5	7.5	7.6	6.9	6.1	3.8	3.6	3.1	2.6	1.7
Net income per employee	従業員1人当たり当期純利益	2.7	2.6	4.4	4.4	3.6	3.4	2.1	2.0	1.7	(0.2)	0.9
Number of employees (persons)	従業員数 (人)	650	685	716	798	875	954	1,103	1,292	1,358	1,534	1,583
Reference: Number of employees (Non-consolidated) (persons)	参考:単体の従業員数 (人)	544	577	607	618	640	644	707	682	670	651	633

Notes: ROE = net income ÷ total equity x 100 (the average of the opening and closing balances)

ROE (Before Amortization of goodwill) = Net income (Before Amortization of goodwill) ÷ total equity x 100 (the average of the opening and closing balances)

ROA = ordinary income ÷ total assets x 100 (the average of the opening and closing balances)

ROS = net income ÷ net sales x 100

Operating income ratio = operating income ÷ net sales x 100

EBITDA margin = EBITDA ÷ net sales x 100

EV/EBITDA = (Total market value + Cash and cash deposits - Interest-bearing debt) ÷ EBITDA

Equity ratio = total equity ÷ total assets x 100

Current ratio = current assets ÷ current liabilities x 100

Dividend ratio = dividend ÷ net income x 100

Dividend ratio (Before Amortization of goodwill) = dividend ÷ net income (Before Amortization of goodwill) x 100

Total return ratio = (dividend + stock buybacks) ÷ net income x 100

Total return ratio (Before Amortization of goodwill) = (dividend + stock buybacks) ÷ net income (Before Amortization of goodwill) x 100

Dividend on equity ratio = dividend ratio x return on equity

注記 自己資本利益率=当期純利益÷期首・期末平均自己資本×100

調整後自己資本利益率=調整後当期純利益÷期首・期末平均自己資本×100

総資産利益率=経常利益÷期首・期末平均総資産×100

売上高利益率=当期純利益÷売上高×100

売上高営業利益率=営業利益÷売上高×100

EBITDAマージン=EBITDA÷売上高×100

EV/EBITDA=(時価総額+現金及び預金 - 有利子負債)÷EBITDA

自己資本比率=自己資本÷総資産×100

流動比率=流動資産÷流動負債×100

配当性向=配当総額÷当期純利益×100

調整後配当性向=配当総額÷調整後当期純利益×100

総還元性向=(配当総額+自社株買い総額)÷当期純利益×100

調整後総還元性向(配当総額+自社株買い総額)÷調整後当期純利益×100

自己資本配当率=配当性向×自己資本利益率

(*) A 1-to-1.2 stock split was conducted on November 1, 2006.

Per share data has been adjusted retroactively to reflect this stock split.

A 1-to-2 stock split was conducted on October 1, 2012.

Per share data has been adjusted retroactively to reflect this stock split.

(*) 2006年11月1日付で普通株式1株につき1.2株の割合をもって株式分割しております。

2006年3月期以前の数値は、株式分割の影響を遡及して調整しています。

2012年10月1日付で普通株式1株につき2株の割合をもって株式分割しております。

2012年3月期以前の数値は、株式分割の影響を遡及して調整しています。

Reference: Quarterly Results ①
Consolidated Balance Sheets
連結貸借対照表

		2015.3 1Q	2015.3 2Q	2015.3 3Q	2015.3 4Q	2016.3 1Q	2016.3 2Q	2016.3 3Q	2016.3 4Q	2017.3 1Q	2017.3 2Q	2017.3 3Q	2017.3 4Q
		¥ Millions/百万円											
ASSETS	資産の部												
Current assets:	流動資産:	21,120	22,617	22,636	21,743	20,999	22,878	23,089	22,073	21,859	24,552	24,548	23,731
Fixed assets:	固定資産:	20,638	20,426	20,441	20,007	21,397	21,236	20,668	18,812	18,724	18,748	18,498	18,203
Total assets	資産合計	41,759	43,043	43,077	41,751	42,396	44,114	43,757	40,885	40,583	43,300	43,047	41,934
LIABILITIES	負債の部												
Current liabilities:	流動負債:	11,100	11,914	11,738	10,962	11,881	13,305	12,520	11,805	11,834	14,093	13,761	12,627
Long-term liabilities:	固定負債:	4,150	3,820	3,637	3,116	2,787	2,583	3,184	3,079	2,858	3,174	2,993	2,905
Total liabilities	負債合計	15,251	15,735	15,375	14,079	14,668	15,888	15,705	14,884	14,692	17,268	16,754	15,533
NET ASSETS(EQUITY)	純資産(資本)の部												
Shareholders' Equity:	株主資本:	25,704	26,500	26,687	26,525	26,711	27,184	27,490	25,165	25,063	25,265	25,521	25,568
Common stock	資本金	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824	1,824
Additional paid-in capital	資本剰余金	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011	2,011
Retained earnings	利益剰余金	22,577	23,373	23,758	23,597	23,783	24,455	24,761	22,436	22,532	22,734	22,990	23,037
Treasury stock	自己株式	(709)	(709)	(907)	(908)	(908)	(1,107)	(1,107)	(1,107)	(1,305)	(1,305)	(1,305)	(1,305)
Other accumulated comprehensive incomes:	その他の包括利益累計額:	803	807	1,014	1,146	1,015	1,041	561	835	827	767	771	833
Minority interests	少数株主持分	—	—	—	—	—	—	—	—	—	—	—	—
Total net assets (Total equity)	純資産(資本)合計	26,507	27,308	27,701	27,672	27,727	28,226	28,052	26,001	25,890	26,032	26,292	26,401
Total liabilities, minority interests, and net assets (equity)	負債、少数株主持分及び純資産(資本)合計	41,759	43,043	43,077	41,751	42,396	44,114	43,757	40,885	40,583	43,300	43,047	41,934

Notes: From the fiscal year ended March 31, 2011, Proto Group began applying the "Accounting Standard for indication of comprehensive income".
Account summaries in the financial statements have not been audited.

注記: 2011年3月期より「包括利益の表示に関する会計基準」を適用しております。
財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

Consolidated Statements of Income
連結損益計算書

		2015.3 1Q	2015.3 2Q	2015.3 3Q	2015.3 4Q	2016.3 1Q	2016.3 2Q	2016.3 3Q	2016.3 4Q	2017.3 1Q	2017.3 2Q	2017.3 3Q	2017.3 4Q
		¥ Millions/百万円											
Net sales	売上高	12,200	11,763	12,577	12,060	13,209	13,108	14,445	13,534	13,228	13,170	15,991	14,327
Cost of sales	売上原価	7,087	6,636	7,512	7,087	7,938	7,825	9,016	8,266	7,989	7,908	10,120	8,879
Gross profit	売上総利益	5,112	5,126	5,065	4,973	5,270	5,283	5,428	5,247	5,239	5,262	5,871	5,448
Selling, general and administrative expenses:	販売費及び一般管理費:	3,855	3,791	3,877	4,520	4,211	4,121	4,266	4,558	4,340	4,822	4,706	5,155
Personal expenses	人件費	1,797	1,736	1,770	2,054	1,964	1,881	1,916	1,943	2,022	1,987	1,993	1,933
Advertising expenses	広告宣伝費	515	504	587	779	520	517	597	788	699	1,085	955	1,426
Others	その他	1,542	1,550	1,519	1,687	1,726	1,722	1,752	1,825	1,618	1,749	1,757	1,795
Operating income	営業利益	1,257	1,335	1,188	452	1,059	1,161	1,161	689	898	440	1,164	292
Ordinary income	経常利益	1,305	1,378	1,370	494	1,095	1,206	1,196	692	852	453	1,261	315
Income before income taxes and minority interests	税金等調整前当期純利益	1,525	1,390	1,359	278	1,076	1,140	1,183	(1,831)	850	428	1,259	246
Net income	当期純利益	973	796	773	(161)	572	671	689	(2,324)	500	202	757	46
EBITDA	EBITDA	1,694	1,778	1,641	924	1,553	1,677	1,681	1,237	1,321	877	1,605	742
Net income (Before Amortization of goodwill)	調整後当期純利益	1,201	1,025	1,005	75	830	931	940	(2,061)	662	360	916	205

Notes: Account summaries in the financial statements have not been audited.
EBITDA = operating income + depreciation + amortization of goodwill
Net income (Before Amortization of goodwill) = Net income + amortization of goodwill

注記: 財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。
EBITDA=営業利益+減価償却費+のれん償却額
調整後当期純利益=当期純利益+のれん償却額

Reference: Quarterly Results ②
Consolidated Statements of Cash Flows
連結キャッシュ・フロー計算書

	2015.3.1Q	2015.3.2Q	2015.3.3Q	2015.3.4Q	2016.3.1Q	2016.3.2Q	2016.3.3Q	2016.3.4Q	2017.3.1Q	2017.3.2Q	2017.3.3Q	2017.3.4Q	
	¥ Millions/百万円												
Operating activities:	営業活動によるキャッシュ・フロー:	1,667	2,220	779	1,910	599	1,029	1,562	332	1,451	225	1,206	296
Investing activities:	投資活動によるキャッシュ・フロー:	(122)	(171)	(342)	(277)	(1,706)	(173)	(600)	(892)	(313)	(485)	(264)	(134)
Financing activities:	財務活動によるキャッシュ・フロー:	(2,046)	(686)	(446)	(1,643)	102	(783)	129	(287)	(855)	1,263	(634)	(660)
Foreign currency translation adjustments on cash and cash equivalents	現金及び現金同等物に係る換算差額	8	9	36	36	(15)	9	(78)	31	(44)	(60)	58	46
Net increase (decrease) in cash and cash equivalents	現金及び現金同等物の増減額(減少)	(492)	1,371	27	26	(1,021)	81	1,012	(817)	238	942	366	(451)
Cash and cash equivalents, beginning of year	現金及び現金同等物の期首残高	11,097	10,604	11,976	12,004	12,030	11,009	11,091	12,104	11,286	11,525	12,468	12,834
Cash and cash equivalents, end of year	現金及び現金同等物の期末残高	10,604	11,976	12,004	12,030	11,009	11,091	12,104	11,286	11,525	12,468	12,834	12,383

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

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

Operating Segment Information

事業別業績

	2015.3.1Q	2015.3.2Q	2015.3.3Q	2015.3.4Q	2016.3.1Q	2016.3.2Q	2016.3.3Q	2016.3.4Q	2017.3.1Q	2017.3.2Q	2017.3.3Q	2017.3.4Q	
	¥ Millions/百万円												
Net sales by business segment	事業別売上高												
Automobile-related	自動車関連情報	11,145	10,659	11,396	10,855	12,085	11,922	13,348	12,130	11,868	11,746	14,573	12,837
Ad-related	広告関連	5,156	5,462	5,413	5,560	5,129	5,248	5,203	5,425	5,087	5,270	5,417	5,456
Information and services	情報・サービス	1,154	1,087	1,131	1,172	1,161	1,319	1,266	1,339	1,226	1,231	1,186	1,248
Sales of goods	物品販売	4,833	4,108	4,850	4,122	5,793	5,354	6,878	5,365	5,554	5,244	7,970	6,131
Lifestyle-related	生活関連情報	823	866	827	875	812	834	770	1,048	1,049	1,058	1,030	1,098
Real Estate	不動産	40	41	41	40	41	39	40	40	41	47	49	48
Others	その他	191	195	312	289	269	311	286	314	269	318	337	343
Total	合計	12,200	11,763	12,577	12,060	13,209	13,108	14,445	13,534	13,228	13,170	15,991	14,327
		¥ Millions/百万円											
Operating income by business segment	事業別営業利益												
Automobile-related	自動車関連情報	1,619	1,650	1,501	853	1,371	1,434	1,460	1,010	1,157	723	1,436	621
Lifestyle-related	生活関連情報	73	112	72	80	81	100	76	48	152	142	115	67
Real Estate	不動産	22	27	24	21	27	26	27	27	32	36	40	38
Others	その他	(39)	(8)	(32)	(13)	(18)	(5)	(25)	(17)	(27)	(29)	(24)	(54)
Management Division	管理部門	(419)	(446)	(376)	(489)	(402)	(395)	(376)	(379)	(416)	(432)	(404)	(380)
Total	合計	1,257	1,335	1,188	452	1,059	1,161	1,161	689	898	440	1,164	292
		%											
Operating income ratio by business segment	事業別売上高営業利益率												
Automobile-related	自動車関連情報	14.5	15.5	13.2	7.9	11.3	12.0	10.9	8.3	9.8	6.2	9.9	4.8
Lifestyle-related	生活関連情報	9.0	13.0	8.7	9.2	10.1	12.1	9.9	4.6	14.6	13.5	11.2	6.1
Real Estate	不動産	55.1	66.1	58.7	54.1	67.0	69.0	65.7	67.4	78.0	75.6	82.0	78.5
Others	その他	—	—	—	—	—	—	—	—	—	—	—	—
Management Division	管理部門	—	—	—	—	—	—	—	—	—	—	—	—
Total	合計	10.3	11.3	9.4	3.8	8.0	8.9	8.0	5.1	6.8	3.3	7.3	2.0

PROTO CORPORATION
23-14, Aoi 1-chome, Naka-ku,
Nagoya 460-0006, Japan
TEL +81-52-934-1519
FAX +81-52-934-1750
URL <http://www.proto-g.co.jp>
Mail 4298ir@proto-g.co.jp