# **Fact Sheet**

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## PROTO CORPORATION

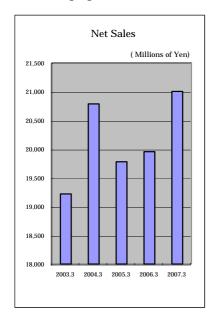
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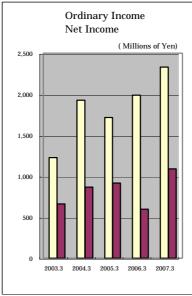


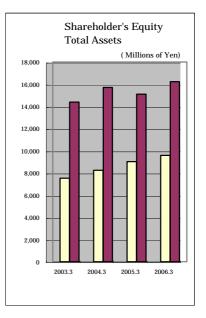
|  | As of March 31, 2006   |
|--|--|
| Corporate Name                         | PROTO CORPORATION  |
| Founded                                | October 1 ,1977  |
| Established                            | June 1, 1979   |
| Common Stock                           | ¥1,824,620 thousand (as of March 31, 2006)   |
| Head Office                            | 1-23-14, Aoi, Naka-ku, Nagoya 460-0006, Japan  |
|  | TEL 052-934-2000 FAX 052-930-4400  |
| Branch Offices                         | Sapporo, Sendai, Kita-Kanto, Tokyo, Hamamatsu, Nagoya, Osaka, Hiroshima, Fukuoka, Kumamoto   |
|  | Total of 10 Branch Offices   |
| Fiscal Year-end                        | March 31   |
| Board of Directors                     | Chairman and Chief Executive Officer :Hiroichi Yokoyama  |
| and Statutory Auditors                 | President and Chief Operating Officer :Tatsuzo Irikawa   |
|  | Vice President :Minoru Saito   |
|  | Managing Director :Motohisa Yokoyama   |
|  | Managing Director :Naoya Mizukawa  |
|  | Director :Susumu Kuramoto  |
|  | Director :Fujio Iimura   |
|  | Director :Shuji Yamaguchi  |
|  | Director :Kenji Kamiya   |
|  | Director :Atsuya Okimura   |
|  | Standing Statutory Auditor :Kenichi Mizuno   |
|  | Statutory Auditor :Wataru Shiomi   |
|  | Statutory Auditor :Wataru Shlohii<br>Statutory Auditor :Yoshio Arima   |
| Number of Employees                    | 504 (as of March 31,2006)  |
| Main Banks                             | The Bank of Tokyo-Mitsubishi UFJ , Ltd. ,The Sizuoka Bank, Ltd., The Mizuho Bank, Ltd.   |
|  |  |
| Stock Exchange Listing                 | JASDAQ (Listed on September 12, 2001)  |
| Wholly Owned Subsidiary                | PROTO LINK Corporation   |
|  | (Data gathering for and editing/production of information magazines;<br>advertising agency business; distribution of printing-use paper) |
| Consolidated Subsidiary                | MPEC Corporation   |
| y                                      | (Intermediary EC business for automobile sales)  |
| Consolidated Subsidiary                | REPAIR – TECH INC.   |
| Substitute Substituting                | (Publisher of information magazines for automobile repair industry;  |
|  | development/sale of automobile repair estimation software )  |
| Consolidated Subsidiary                | MARS FLAG Corporation  |
|  | (Design/creation of Internet-related systems )   |
| Wholly Owned Subsidiary                | Shanghai Proto Corporation   |
|  | (Market research covering automobile- and Internet-related markets )   |
| Wholly Owned Subsidiary                | YOYAKU NET Corporation   |
|  | (Administration of reservation website based on beauty-related contents )  |
| Consolidated Subsidiary                | JPEX Partners Inc.   |
|  | (Development/production/circulation of software; investor in company engaged in same)  |
| Sub-Subsidiary                         | BOMUL.com  |
|  | (Administration of software download website; development/sale of software)  |
| For further information please contact | PROTO CORPORATION  |
| •                                      | Corporate Planning Department  |
|  | TEL 052-934-1519 FAX 052-934-1750  |
|  | http://www.proto-g.co.jp   |
|  | 1 <del></del>  |



### Financial Highlights (Consolidated)







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| Fiscal Years Ended March 31      | 2003.3     | 2004.3     | 2005.3     | 2006.3     | 2007.3(estimate) |
|----------------------------------|------------|------------|------------|------------|------------------|
| Net Sales (thousands)            | 19,217,991 | 20,781,415 | 19,778,878 | 19,952,511 | 21,000,000       |
| Ordinary (thousands)             | 1,228,488  | 1,927,464  | 1,715,695  | 1,987,622  | 2,330,000        |
| Net Income (thousands)           | 661,778    | 867,756    | 917,099    | 598,118    | 1,089,381        |
| Shareholder's Equity (thousands) | 7,529,080  | 8,237,491  | 9,021,519  | 9,589,110  | -                |
| Total Assets (thousands)         | 14,385,270 | 15,704,136 | 15,109,068 | 16,218,762 | -                |
| Common Stock (thousands)         | 1,824,620  | 1,824,620  | 1,824,620  | 1,824,620  | 1,824,620        |
| Shares Outstanding at Year-End   | 8,725,000  | 8,725,000  | 8,725,000  | 8,725,000  | 8,725,000        |
| Total Employees                  | 592        | 568        | 575        | 622        | 694              |

| Sales Breakdown Information (A Year) |            |            |            | Γ)         | Tthousands of Yen) |
|--------------------------------------|------------|------------|------------|------------|--------------------|
| Fiscal Years Ended March 31          | 2003.3     | 2004.3     | 2005.3     | 2006.3     | 2007.3(estimate)   |
| Autos-Related Information            | 17,971,474 | 18,774,732 | 18,397,324 | 19,070,662 | 19,493,214         |
| Information Registration Fees        | 15,650,724 | 15,938,820 | 15,584,413 | 16,296,145 | 16,657,662         |
| Information Sales                    | 2,320,750  | 2,835,911  | 2,812,910  | 2,774,516  | 2,835,552          |
| Living-Related Information           | 979,410    | 1,749,637  | 1,053,399  | 580,758    | 727,457            |
| Real Estate                          | 178,183    | 176,601    | 177,542    | 174,015    | 181,068            |
| Others                               | 88,923     | 80,444     | 150,611    | 127,075    | 598,685            |
| Total                                | 19,217,991 | 20,781,415 | 19,778,878 | 19,952,511 | 21,000,000         |

Total Liabilities and Shareholders' Equity



2004.3 2005.3 As of March 31 2006.3 (Assets) Current Assets Cash 4.390.360 4.192.492 5.597.130 Notes and Accounts Receivable-Trade 2,942,288 2,651,230 2,580,530 46.235 90,464 128,234 **Inventory Assets** Other Current Assets 181,431 194,547 195,845 -1,945 Allowance for Doubtful Accounts -1.940-2.170Total Current Assets 7.558.374 7.126.789 8.499.571 Fixed Assets Tangible Fixed Assets 2,425,970 2,323,721 1,942,834 **Buildings and Structures** 2,592,777 2,612,718 2,174,459 Other Tangible Fixed Assets 137,880 144,892 163,185 **Total Tangible Fixed Assets** 5,156,628 5,081,331 4,280,479 Intangible Fixed Assets 354,221 314,817 274,440 Consolidation Adjustments Account Other Intangible Fixed Assets 169,581 216,261 246,927 Total Intangible Fixed Assets 523,803 531,079 521,367 Investments and Other Assets Investments in securities 255,837 859,112 1,443,250 Investments in Capital 819,261 900,000 900,000 900.000 Long-term Time Deposits 546,208 636,883 600,131 Other Investments Allowance for Doubtful Accounts -55,977 -26,128 -26,037 Total Investments and Other Assets 2,465,329 2,369,868 2,917,344 **Total Fixed Assets** 8,145,761 7,982,279 7,719,191 **Total Assets** 15,704,136 15,109,068 16,218,762 (Liabilities) Current Liabilities Notes and Accounts Payable-Trade 2,312,215 2,003,868 1,952,840 53,900 Current Portion of Long-Term Borrowings 139,192 14,000 Accrued Income Taxes 677,349 374,882 642,420 Accrued Expenses 662,808 769,842 794,698 1,786,802 1,778,099 1,735,425 Advances Received Allowance for Sales Returns 56,427 51,942 47,292 22,564 25,471 29,413 Allowance for Bonus Payable Other Current Liabilities 560,765 199,125 290,783 **Total Current Liabilities** 6,218,125 5,257,132 5,506,873 Long-Term Liabilities Bonds payable 250,000 Long-Term Borrowings 238,938 44,000 30,000 Allowance for Employee' Retirement Benefits 57,479 22,757 28,578 Allowance for Directors' Retirement Benefits 192,317 212,699 221,430 Other Long-Term Liabilities 416,675 419,099 401,050 **Total Long-Term Liabilities** 1,155,410 698,556 681,058 **Total Liabilities** 7,373,536 5,955,688 6,187,932 Minority Interests 93,108 131,860 441,719 (Shareholders' Equity) Common Stock 1.824.620 1.824.620 1.824.620 Capital Surplus 2,011,536 2,011,536 2,011,536 Other Surplus 4,386,964 5,493,813 5,101,344 Unrealized Losses on Other Securities, Net of Tax 18,874 90,274 261,972 Foreign Exchange Adjustment Account -1,7521,792 Treasury Stock -4,623 -4.503-4,5038,237,491 Total Shareholders' Equity 9,021,519 9,589,110

15,704,136

15,109,068

16,218,762

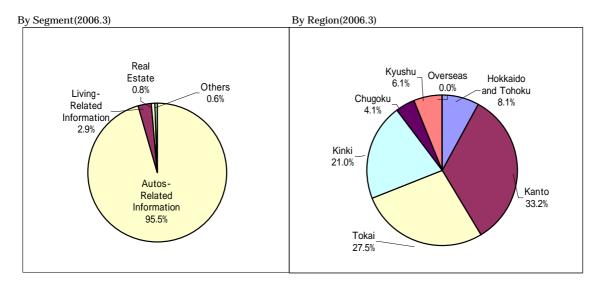


| Consolidated Statements of Income (A Year)                     | 0004.0     | 0005.0     | (Thousands of Yen) |
|--|------------|------------|--------------------|
| Fiscal Years Ended March 31                                    | 2004.3     | 2005.3     | 2006.3             |
| Net Sales<br>Cost of Sales                                     | 20,781,415 | 19,778,878 | 19,952,511         |
|  | 10,450,856 | 9,831,164  | 9,709,178          |
| Reversal of Allowance for Sales Returns                        | 72,270     | 56,427     | 51,942             |
| Provision for Allowance for Sales Returns                      | 56,427     | 51,942     | 47,292             |
| Gross Profit   | 10,346,401 | 9,952,199  | 10,247,982         |
| Selling, General and Administrative Expenses                   | 8,363,611  | 8,227,108  | 8,237,609          |
| Salaries for Directors and Employees                           | 3,196,249  | 3,179,177  | 3,453,584          |
| Provision for Allowance for Directors' Retirement Benefits     | 16,148     | 20,381     | 27,590             |
| Provision for Allowance for Bonus Payable                      | 18,375     | 21,236     | 24,009             |
| Advertising  | 1,357,486  | 1,303,924  | 1,051,882          |
| Provision for Allowance for Doubtful Accounts                  | 9,220      | 8,649      | 3,551              |
| Allowance for Depreciation on Consolidation Adjustment Account | 101,206    | 112,924    | 109,435            |
| Others   | 3,664,923  | 3,580,813  | 3,567,556          |
| Operating Income   | 1,982,790  | 1,725,090  | 2,010,373          |
| Non-Operating Income   | 44,948     | 49,999     | 48,977             |
| Interest Income  | 2,851      | 8,588      | 7,263              |
| Insurance Refunds  | 20,775     | 5,490      | -                  |
| Gains from insurance policy change                             | -          | 14,439     | -                  |
| Income from Sales of Used Paper                                | 8,112      | 6,949      | 7,488              |
| Other Income   | 13,208     | 14,531     | 34,225             |
| Non-Operating Expenses   | 100,274    | 59,394     | 71,728             |
| Interest Expenses of Loans                                     | 10,960     | 8,379      | 1,572              |
| Investment Loss of Anonymous Association                       | 33,700     | 5,088      | -                  |
| Investment Loss of Business Association                        | 46,722     | 27,688     | 65,615             |
| Loss on Insurance Claims                                       | -          | 7,881      | _                  |
| Other Expenses   | 8,890      | 10,356     | 4,540              |
| Ordinary Income  | 1,927,464  | 1,715,695  | 1,987,622          |
| Extraordinary Income   | 14,478     | 211,484    | 300,648            |
| Gains from Sales of Fixed Assets                               | 940        | 1,862      | 19,280             |
| Gains from Sales of Securities                                 | 13,537     | 114,527    | 16,306             |
| Reversal of Allowance for Doubtful Accounts                    | 15,557     | 10,000     | 10,300             |
| Reversal of Directors' Retirement Benefits                     | _          | 33,145     | 17,859             |
|  | _          | 38,624     | 12,047             |
| Gain from the prior-term adjustmets                            | -          | 13,324     | 235,154            |
| Other Income   | 174 477    |            | 788,480            |
| Extraordinary Loss Losses on Disposals/Sales of Inventories    | 174,477    | 149,156    | 700,400            |
| •  | - 04       | 10,003     | - 0.00             |
| Losses from Sales of Fixed Assets                              | 34         | 441        | 6,859              |
| Losses on Disposals of Fixed Assets                            | 11,661     | 32,633     | 56,580             |
| Loss from Sales of Securities                                  | -          | 894        | -                  |
| Loss from Write-Down of Securities                             | -          | 12,919     | 32,610             |
| Losses on Dissolution of lease                                 | 17,808     | 16,920     | 7,138              |
| Special Retirement Bonuses for Directors                       | 111,100    | -          | -                  |
| Provision for Allowance for Doubtful Accounts                  | 28,378     | -          | -                  |
| Transfer to Allowance for Doubtful Accounts                    | -          | 14,946     | -                  |
| Loss from the prior-term adjustmets                            | -          | 52,156     | -                  |
| Impairment loss  | -          | -          | 681,291            |
| Other Expenses   | 5,494      | 8,240      | 4,000              |
| Income before Income Taxes                                     | 1,767,465  | 1,778,023  | 1,499,790          |
| Income Taxes   | 928,526    | 801,460    | 1,028,416          |
| Adjustment of Corporate Income Tax                             | -49,480    | 32,209     | -119,391           |
| Minority Interest in Earnings / Loss                           | 20,662     | 27,254     | -7,353             |
| Net Income   | 867,756    | 917,099    | 598,118            |



| Consolidated Cash Flows (A Teal)                    |           |           | (Thousands of Ten) |
|---|-----------|-----------|--------------------|
| Fiscal Years Ended March 31                         | 2004.3    | 2005.3    | 2006.3             |
| Cash flows from operating activities                | 2,186,413 | 614,756   | 1,602,887          |
| Net Cash Provided by Operating Activities           |           |           |                    |
| Cash flows from investing activities                | -829,233  | -113,557  | -512,428           |
| Net Cash Used in Investing Activities               |           |           |                    |
| Cash flows from financing activities                | -312,888  | -698,354  | 309,951            |
| Net Cash Provided by (Used in) Financing Activities |           |           |                    |
| Effect of Exchange Rate Changes                     | -         | -712      | 3,051              |
| Net Increase in Cash and Cash Equivalents           | 1,044,291 | -197,868  | 1,403,462          |
| Cash and Cash Equivalents at Beginning of Year      | 3,163,969 | 4,208,260 | 4,010,392          |
| Cash and Cash Equivalents at End of Year            | 4,208,260 | 4,010,392 | 5,413,854          |
| Capital Expenditures                                | 133,476   | 146,716   | 116,134            |
| Depreciation  | 188,505   | 180,450   | 162,606            |

### Sales Breakdown Information (A Year)

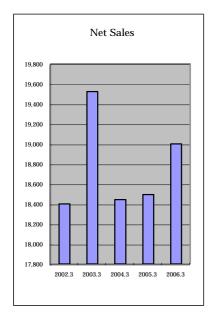


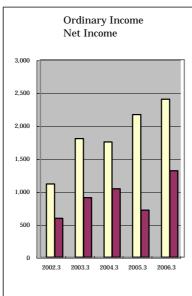
| By Segment(2006.3)            |            |            | (Thousands of Yen) |
|-------------------------------|------------|------------|--------------------|
|                               | 2004.3     | 2005.3     | 2006.3             |
| Autos-Related Information     | 18,774,732 | 18,397,324 | 19,070,662         |
| Information Registration Fees | 15,938,820 | 15,584,413 | 16,296,145         |
| Information Sales             | 2,835,911  | 2,812,910  | 2,774,516          |
| Living-Related Information    | 1,749,637  | 1,053,399  | 580,758            |
| Real Estate                   | 176,601    | 177,542    | 174,015            |
| Others                        | 80,444     | 150,611    | 127,075            |
| Total                         | 20,781,415 | 19,778,878 | 19,952,511         |

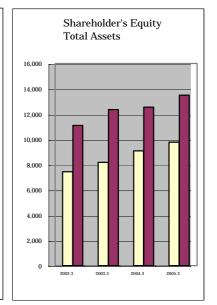
| By Region(2006.3)   |            |            | (Thousands of Yen) |
|---------------------|------------|------------|--------------------|
|                     | 2004.3     | 2005.3     | 2006.3             |
| Hokkaido and Tohoku | 1,768,133  | 1,585,012  | 1,620,394          |
| Kanto               | 6,957,743  | 6,496,110  | 6,622,712          |
| Tokai               | 5,552,626  | 5,535,769  | 5,491,316          |
| Kinki               | 4,367,104  | 4,124,494  | 4,191,325          |
| Chugoku             | 834,728    | 816,489    | 818,277            |
| Kyushu              | 1,301,079  | 1,221,002  | 1,208,356          |
| Overseas            | -          | -          | 128                |
| Total               | 20,781,415 | 19,778,878 | 19,952,511         |



### Financial Highlights (Non-Consolidated)







### (Thousands of Yen)

|                                  |            |            |            | ,          | Thousands of Tell) |
|----------------------------------|------------|------------|------------|------------|--------------------|
| Fiscal Years Ended March 31      | 2003.3     | 2004.3     | 2005.3     | 2006.3     | 2007.3(estimate)   |
| Net Sales (thousands)            | 18,400,139 | 19,523,265 | 18,442,015 | 18,492,257 | 19,000,000         |
| Ordinary (thousands)             | 1,112,335  | 1,802,994  | 1,749,916  | 2,164,947  | 2,400,000          |
| Net Income (thousands)           | 592,793    | 905,731    | 1,039,683  | 714,569    | 1,314,191          |
| Shareholder's Equity (thousands) | 7,428,914  | 8,170,996  | 9,079,360  | 9,759,858  | -                  |
| Total Assets (thousands)         | 11,098,224 | 12,357,830 | 12,542,236 | 13,501,089 | -                  |
| Common Stock (thousands)         | 1,824,620  | 1,824,620  | 1,824,620  | 1,824,620  | 1,824,620          |
| Shares Outstanding at Year-End   | 8,725,000  | 8,725,000  | 8,725,000  | 8,725,000  | 8,725,000          |
| Total Employees                  | 526        | 498        | 484        | 504        | 562                |



2004.3 2005.3 As of March 31 (Assets) **Current Assets** 3,001,756 3,031,679 3,458,118 Cash Notes Receivable-Trade 88.786 88,922 78,830 1,942,795 1,726,531 1,701,667 Accounts Receivable-Trade Finished Goods and Merchandise 581 2 767 235 Work in Process 3,870 17,650 8,198 Supplies 16,496 9,918 7,697 74,128 95,306 84,068 Prepaid Express Deferred Tax Assets 77,346 50,912 66,195 16,620 12,574 Other Current Assets 8.177 Allowance for Doubtful Accounts -1,574-1,001 -1,184**Total Current Assets** 5,220,807 5,035,261 5,412,005 Fixed Assets Tangible Fixed Assets Buildings 1,897,835 1,814,247 1,510,711 Structures 58,538 49,103 37,288 Vehicles and Automotive Equipment 9,886 8,557 4,182 94,192 68,082 54,981 Tools, Furniture and Fixtures 2,289,989 2,309,930 1,922,671 Land Total Tangible Fixed Assets 4,350,442 4,249,921 3,529,834 Intangible Fixed Assets Good Will 4.166 2.166 166 300 Trademark Rights 460 380 45,282 52,953 53,690 Software 22.009 22.009 22.009 Telephone Rights **Total Intangible Fixed Assets** 71,919 77,510 80,473 Investments and Other Assets 859,112 1.443.250 255,837 Investments in Securities Investments in Affiliates 653,564 1,143,564 1,440,124 Investments in Capital Investments - affiliated companies 546,882 30,000 500,000 37,817 9,241 4,035 Bankrupt Credit 19,694 17,298 Long-term Prepaid Expenses 17,986 Lease Deposits and Guarantee Money 219,330 154,081 121,041 900,000 900,000 900,000 Long-term Time Deposits Deferred Tax Assets 115,459 67,257 51,221 18,748 18,250 18,492 Other Investments Allowance for Doubtful Accounts -50,467 -21,901 -16,943 **Total Investments and Other Assets** 2,714,660 3,179,542 4,478,776 Total Fixed Assets 7.137.023 8.089.084 7.506.974 Total Assets 12,357,830 12,542,236 13,501,089 (Liabilities) **Current Liabilities** 608,577 556,894 532,927 Notes Payable-Trade 921,049 714,942 729,555 Accounts Payable-Trade Accounts Payable-others 5,424 5,473 6,053 Accrued Expenses 649,009 681,225 728,501 651,707 339,646 563,442 Accrued Income Taxes Accrued Consumption Taxes 112,436 36,245 88,864 850.585 750.684 676.937 Advances Received Deposits Received 106,279 94,411 110,325 Allowance for Sales Returns 56,427 51,942 47,292 Other Current Liabilities 1.638 858 102 **Total Current Liabilities** 3,963,135 3,232,324 3,484,002 Long-Term Liabilities Allowance for Directors' Retirement Benefits 162,160 176,660 200,900 Other Long-Term Liabilities 61,537 53,890 56,328 Total Long-Term Liabilities 257,228 223,697 230,550 **Total Liabilities** 4,186,833 3,462,875 3,741,231 (Shareholders' Equity) Common Stock 1,824,620 1,824,620 1,824,620 Capital Surplus 2,011,536 2,011,536 2,011,536 Retained Earnings Appropriation of Retained Earnings 254,155 254,155 254,155 3,130,000 3.830.000 4,630,000 General Reserve Unapporpriated Retained Earnings 936,315 1,073,278 782,199 **Total Retained Earnings** 4,320,470 5,157,433 5,666,354 Unrealized Losses on Other Securities Net of Tax 18.874 261,972 90.274 Treasury Stock -4,503 -4,503 -4,623 Total Shareholders' Equity 8,170,996 9,079,360 9,759,858 Total Liabilities and Shareholders' Equity 12,357,830 12,542,236 13,501,089





| Non-Consolidated Statements of Income (A Year)             |            |              | (Thousands of Yen) |
|--|------------|--------------|--------------------|
| Fiscal Years Ended March 31                                | 2004.3     | 2005.3       | 2006.3             |
| Net Sales  | 19,523,265 | 18,442,015   | 18,492,257         |
| Cost of Sales  | 10,251,923 | 9,748,997    | 9,463,945          |
| Reversal of Allowance for Sales Returns                    | 72,270     | 56,427       | 51,942             |
| Provision for Allowance for Sales Returns                  | 56,427     | 51,942       | 47,292             |
| Gross Profit   | 9,287,185  | 8,697,502    | 9,032,962          |
| Selling, General and Administrative Expenses               | 7,457,772  | 6,944,178    | 6,840,025          |
| Salaries for Directors                                     | 277,462    | 285,803      | 283,296            |
| Salaries for Employees                                     | 2,529,164  | 2,372,528    | 2,593,935          |
| Provision for Allowance for Directors' Retirement Benefits | 13,600     | 14,500       | 25,240             |
| Advertising  | 1,377,560  | 1,285,713    | 1,012,506          |
| Provision for Allowance for Doubtful Accounts              | 5,352      | 5,364        | 1,450              |
| Sales Promotion  | 607,070    | 390,453      | 333,424            |
| Payable Commission   | 446,700    | 400,030      | 372,519            |
| Depreciation   | 88,070     | 75,526       | 69,896             |
| Others   | 2,112,791  | 2,114,258    | 2,147,755          |
| Operating Income   | 1,829,412  | 1,753,323    | 2,192,936          |
| Non-Operating Income                                       | 23,473     | 24,909       | 37,872             |
| Interest Income  | 2,753      | 8,488        | 6,911              |
| Insurance Refunds  | 1,887      | -            | _                  |
| Income from Sales of Used Paper                            | 8,112      | 6,949        | 7,488              |
| Other Income   | 10,720     | 9,470        | 23,472             |
| Non-Operating Expenses                                     | 49,891     | 28,317       | 65,861             |
| Investment Loss of Business Association                    | 46,722     | 27,688       | 65,615             |
| Other Expenses   | 3,168      | 628          | 245                |
| Ordinary Income  | 1,802,994  | 1,749,916    | 2,164,947          |
| Extraordinary Income                                       | 940        | 158,286      | 44,656             |
| Gains from Sales of Fixed Assets                           | 940        | 1,806        | 19,280             |
| Gains from Sales of Securities                             | -          | 114,527      | 8                  |
| Reversal of Allowance for Doubtful Accounts                | _          | 10,000       | -                  |
| Gains from Stocks of affiliated companies                  | _          | -            | 13,320             |
| Gain from the prior-term adjustmets                        | _          | 31,951       | 12,047             |
| Extraordinary Loss   | 55,605     | 84,739       | 680,443            |
| Losses on Disposals/Sales of Inventories                   | -          | 10,003       | 000,110            |
| Losses from Sales of Fixed Assets                          | 34         | 441          | 6,859              |
| Losses on Disposals of Fixed Assets                        | 11,661     | 7,836        | 55,718             |
| Loss from Sales of Securities                              | 11,001     | 7,830<br>894 | 33,716             |
| Loss from Write-Down of Securities                         | -          | 12.919       | 32,610             |
| Provision for Allowance for Doubtful Accounts              | 28,378     | 12,313       | 32,010             |
| Losses on Dissolution of lease                             |            | 0.415        | 4.049              |
|  | 10,036     | 9,415        | 4,048              |
| Loss from the prior-term adjustmets                        | -          | 34,987       | -<br>              |
| Impairment loss  |            | -            | 577,206            |
| Other Expenses   | 5,494      | 8,240        | 4,000              |
| Income before Income Taxes                                 | 1,748,329  | 1,823,463    | 1,529,160          |
| Income Taxes   | 900,000    | 755,000      | 931,000            |
| Adjustment of Corporate Income Tax                         | -57,402    | 28,780       | -116,409           |
| Net Income   | 905,731    | 1,039,683    | 714,569            |
| Unappropriated Retained Earnings Broughe Forward           | 117,782    | 120,795      | 154,829            |
| Interim Dividends Paid                                     | 87,199     | 87,199       | 87,199             |
| Unappropriated Retained Earnings                           | 936,315    | 1,073,278    | 782,199            |

# **Reference Data**

### 1 .Summary of Statements of Income(Consolidated)

|  |               | 2005.3         |               |                | 2006.3        |                |               |                |
|--|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Net Sales                                    | 4,924,807     | 4,828,633      | 5,010,847     | 5,014,590      | 4,896,261     | 4,915,663      | 5,023,567     | 5,117,018      |
| Autos-Related Information                    | 4,520,834     | 4,464,326      | 4,693,621     | 4,718,542      | 4,666,102     | 4,710,118      | 4,808,940     | 4,885,500      |
| Information Registration Fees                | 4,123,158     | 3,436,638      | 3,984,117     | 4,040,499      | 3,949,861     | 4,046,040      | 4,106,252     | 4,193,990      |
| Information Sales                            | 397,675       | 1,027,688      | 709,503       | 678,042        | 716,240       | 664,078        | 702,688       | 691,509        |
| Living-Related Information                   | 319,872       | 285,588        | 224,649       | 223,289        | 145,040       | 128,885        | 149,428       | 157,404        |
| Real Estate                                  | 47,005        | 46,391         | 56,867        | 27,279         | 45,782        | 45,380         | 40,158        | 42,693         |
| Others                                       | 37,095        | 32,327         | 35,709        | 45,478         | 39,336        | 31,279         | 25,039        | 31,420         |
| Cost of Sales                                | 2,485,738     | 2,523,040      | 2,502,349     | 2,315,551      | 2,298,245     | 2,399,857      | 2,455,127     | 2,551,297      |
| Selling, General and Administrative Expenses | 1,890,463     | 1,985,563      | 1,968,865     | 2,382,215      | 1,854,410     | 2,090,644      | 1,948,872     | 2,343,680      |
| Advertising                                  | 222,381       | 271,965        | 305,374       | 504,203        | 193,411       | 160,682        | 206,232       | 491,555        |
| Others                                       | 1,668,082     | 1,713,598      | 1,663,490     | 1,878,012      | 1,660,999     | 1,929,962      | 1,742,640     | 1,852,125      |
| Operating Income                             | 548,605       | 320,029        | 539,633       | 316,822        | 743,605       | 425,161        | 619,566       | 222,039        |
| Non-Operating Income                         | 8,262         | 21,754         | 20,274        | -291           | 19,180        | 7,726          | 12,126        | 9,944          |
| Non-Operating Expenses                       | 17,391        | 16,818         | 6,608         | 18,576         | 4,387         | 36,385         | 550           | 30,405         |
| Ordinary Income                              | 539,476       | 324,966        | 553,298       | 297,954        | 758,398       | 396,501        | 631,142       | 201,579        |
| Extraordinary Income                         | 554           | 154,809        | 8,135         | 47,985         | 2,146         | 14,752         | 253,799       | 29,949         |
| Extraordinary Loss                           | 42            | 52,545         | 3,896         | 92,672         | 26,095        | 635,844        | 52,500        | 74,040         |
| Income before Income Taxes                   | 539,988       | 427,230        | 557,537       | 253,267        | 734,449       | -224,589       | 832,441       | 157,488        |
| Net Income                                   | 270,415       | 245,481        | 317,588       | 83,613         | 375,264       | -350,653       | 551,507       | 21,999         |

#### 2 .Summary of Barance Sheets(Consolodated)

|  | 2005.3     |            |            |            | 2006.3     |            |            |            |  |
|--|------------|------------|------------|------------|------------|------------|------------|------------|--|
|  | 2004.6     | 2004.9     | 2004.12    | 2005.3     | 2005.6     | 2005.9     | 2005.12    | 2006.3     |  |
| (Assets)                                   |            |            |            |            |            |            |            |            |  |
| Current Assets                             | 6,901,102  | 7,114,394  | 7,004,647  | 7,126,789  | 6,993,875  | 7,696,687  | 8,103,706  | 8,499,571  |  |
| Fixed Assets                               | 8,189,700  | 8,104,101  | 8,041,419  | 7,982,279  | 8,495,769  | 7,826,712  | 7,815,983  | 7,719,191  |  |
| Tangible Fixed Assets                      | 5,158,635  | 5,135,107  | 5,108,916  | 5,081,331  | 5,023,614  | 4,401,835  | 4,360,616  | 4,280,479  |  |
| Intangible Fixed Assets                    | 504,643    | 570,749    | 563,738    | 531,079    | 501,060    | 498,464    | 461,023    | 521,367    |  |
| Investments and Other Assets               | 2,526,422  | 2,398,243  | 2,368,763  | 2,369,868  | 2,971,094  | 2,926,411  | 2,994,344  | 2,917,344  |  |
| Total Assets                               | 15,090,803 | 15,218,495 | 15,046,067 | 15,109,068 | 15,489,645 | 15,523,399 | 15,919,690 | 16,218,762 |  |
| (Liabilities)                              |            |            |            |            |            |            |            |            |  |
| Current Liabilities                        | 5,412,990  | 5,608,072  | 5,209,892  | 5,257,132  | 5,184,459  | 5,654,551  | 5,257,984  | 5,506,873  |  |
| Long-Term Liabilities                      | 1,061,552  | 820,584    | 817,174    | 698,556    | 739,658    | 678,562    | 667,428    | 681,058    |  |
| Total Liabilities                          | 6,474,542  | 6,428,657  | 6,027,066  | 5,955,688  | 5,924,117  | 6,333,114  | 5,925,413  | 6,187,932  |  |
| Minority Interests                         | 97,296     | 106,043    | 114,259    | 131,860    | 143,458    | 156,350    | 444,275    | 441,719    |  |
| Total Shareholders' Equity                 | 8,518,964  | 8,683,794  | 8,904,741  | 9,021,519  | 9,422,068  | 9,033,934  | 9,550,001  | 9,589,110  |  |
| Total Liabilities and Shareholders' Equity | 15,090,803 | 15,218,495 | 15,046,067 | 15,109,068 | 15,489,645 | 15,523,399 | 15,919,690 | 16,218,762 |  |



|  | 2005.3        |                |               |                | 2006.3        |                |               |                |  |
|--|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|--|
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |  |
| Net Sales                                    | 4,587,156     | 4,534,458      | 4,656,327     | 4,664,073      | 4,518,283     | 4,595,465      | 4,620,460     | 4758047        |  |
| Autos-Related Information                    | 4,233,325     | 4,206,834      | 4,392,257     | 4,420,352      | 4,328,992     | 4,423,878      | 4,448,305     | 4567235        |  |
| Information Registration Fees                | 4,081,507     | 3,377,977      | 3,923,055     | 3,919,135      | 3,872,667     | 3,977,076      | 4,026,543     | 4112476        |  |
| Information Sales                            | 151,817       | 828,856        | 469,202       | 501,216        | 456,324       | 446,801        | 421,762       | 454759         |  |
| Living-Related Information                   | 304,843       | 279,072        | 205,125       | 216,107        | 144,565       | 127,685        | 130,522       | 149878         |  |
| Real Estate                                  | 48,986        | 48,551         | 58,944        | 27,614         | 44,726        | 43,902         | 41,632        | 40933          |  |
| Others                                       | 0             | 0              | 0             | 0              | 0             | 0              | 0             | 0              |  |
| Cost of Sales                                | 2,424,684     | 2,494,508      | 2,462,893     | 2,362,427      | 2,238,064     | 2,385,023      | 2,381,690     | 2454516        |  |
| Selling, General and Administrative Expenses | 1,643,691     | 1,743,346      | 1,657,542     | 1,899,598      | 1,513,056     | 1,731,352      | 1,621,318     | 1974298        |  |
| Advertising                                  | 219,038       | 271,213        | 288,613       | 506,846        | 179,348       | 157,325        | 193,778       | 482053         |  |
| Others                                       | 1,424,652     | 1,472,133      | 1,368,928     | 1,392,751      | 1,333,707     | 1,574,027      | 1,427,539     | 1492244        |  |
| Operating Income                             | 518,780       | 296,603        | 535,891       | 402,048        | 767,162       | 479,089        | 617,451       | 329233         |  |
| Non-Operating Income                         | 6,407         | 6,669          | 5,566         | 6,265          | 9,685         | 17,423         | 5,367         | 5395           |  |
| Non-Operating Expenses                       | 286           | 9,757          | 4,819         | 13,454         | 3,964         | 35,204         | 35            | 26657          |  |
| Ordinary Income                              | 524,901       | 293,516        | 536,638       | 394,859        | 772,883       | 461,309        | 622,782       | 307971         |  |
| Extraordinary Income                         | 554           | 118,299        | 8,078         | 31,353         | 1,896         | -1,818         | 20,020        | 24557          |  |
| Extraordinary Loss                           | 0             | 36,445         | 3,896         | 44,396         | 3,191         | 620,475        | 23,800        | 32975          |  |
| Income before Income Taxes                   | 525,455       | 375,370        | 540,820       | 381,816        | 771,588       | -160,985       | 619,003       | 299553         |  |
| Net Income                                   | 274,942       | 204,027        | 323,330       | 237,382        | 444,285       | -252,247       | 353,560       | 168970         |  |

#### 2 .Summary of Barance Sheets(Non-Consolodated)

|  | 2005.3     |            |            |            | 2006.3     |            |            |            |  |
|--|------------|------------|------------|------------|------------|------------|------------|------------|--|
|  | 2004.6     | 2004.9     | 2004.12    | 2005.3     | 2005.6     | 2005.9     | 2005.12    | 2006.3     |  |
| (Assets)                                   |            |            |            |            |            |            |            |            |  |
| Current Assets                             | 4,789,307  | 4,810,930  | 4,682,963  | 5,035,261  | 4,801,640  | 5,654,561  | 5,461,270  | 5,412,005  |  |
| Fixed Assets                               | 7,250,644  | 7,587,449  | 7,533,492  | 7,506,974  | 8,217,993  | 7,563,835  | 7,741,327  | 8,089,084  |  |
| Tangible Fixed Assets                      | 4,349,335  | 4,316,275  | 4,285,866  | 4,249,921  | 4,222,097  | 3,594,638  | 3,559,685  | 3,529,834  |  |
| Intangible Fixed Assets                    | 69,308     | 65,746     | 77,131     | 77,510     | 77,973     | 86,118     | 81,779     | 80,473     |  |
| Investments and Other Assets               | 2,832,000  | 3,205,427  | 3,170,494  | 3,179,542  | 3,917,921  | 3,883,078  | 4,099,862  | 4,478,776  |  |
| Total Assets                               | 12,039,952 | 12,398,379 | 12,216,456 | 12,542,236 | 13,019,634 | 13,218,396 | 13,202,597 | 13,501,089 |  |
| (Liabilities)                              |            |            |            |            |            |            |            |            |  |
| Current Liabilities                        | 3,358,988  | 3,588,119  | 3,184,045  | 3,232,324  | 3,174,300  | 3,712,220  | 3,372,148  | 3,484,002  |  |
| Long-Term Liabilities                      | 223,966    | 229,886    | 225,349    | 230,550    | 276,403    | 240,508    | 239,249    | 257,228    |  |
| Total Liabilities                          | 3,582,955  | 3,818,006  | 3,409,394  | 3,462,875  | 3,450,703  | 3,952,729  | 3,611,398  | 3,741,231  |  |
| Total Shareholders' Equity                 | 8,456,996  | 8,580,373  | 8,807,061  | 9,079,360  | 9,568,930  | 9,265,667  | 9,591,199  | 9,759,858  |  |
| Total Liabilities and Shareholders' Equity | 12,039,952 | 12,398,379 | 12,216,456 | 12,542,236 | 13,019,634 | 13,218,396 | 13,202,597 | 13,501,089 |  |