

財 務 デ ー タ

Fact Sheet

株式会社プロトコーポレーション

PROTO CORPORATION

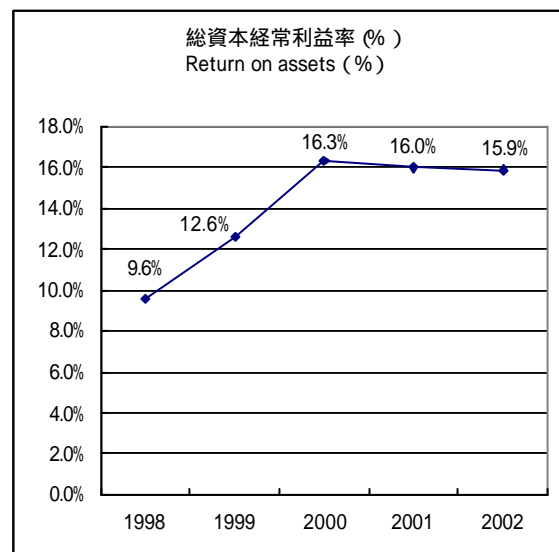
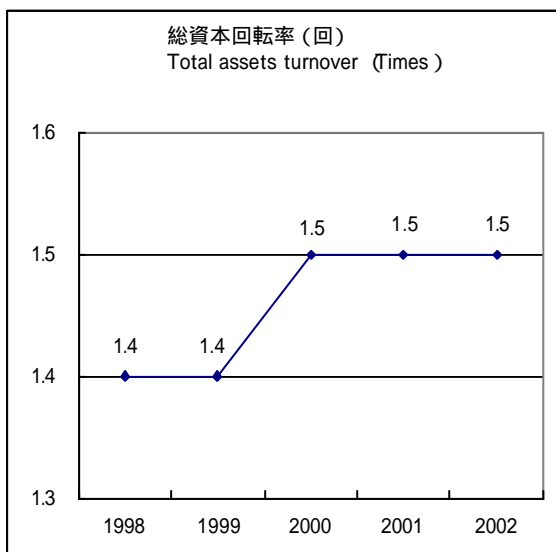
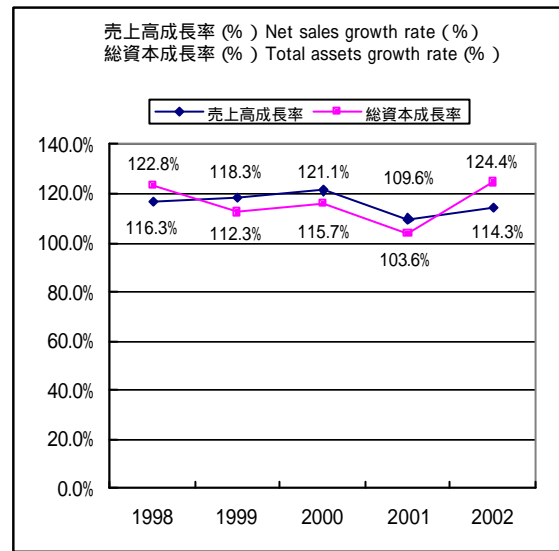
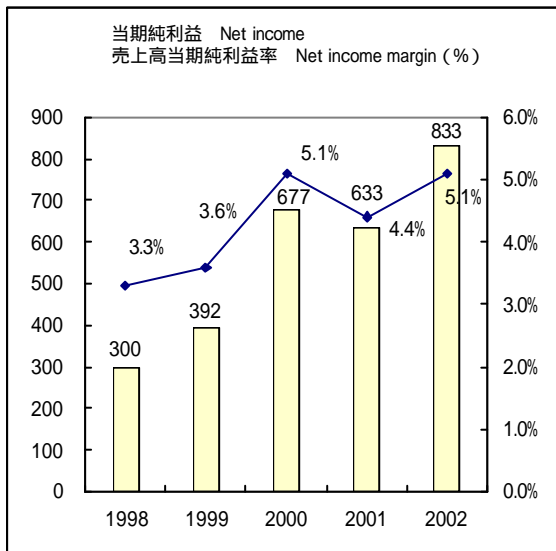
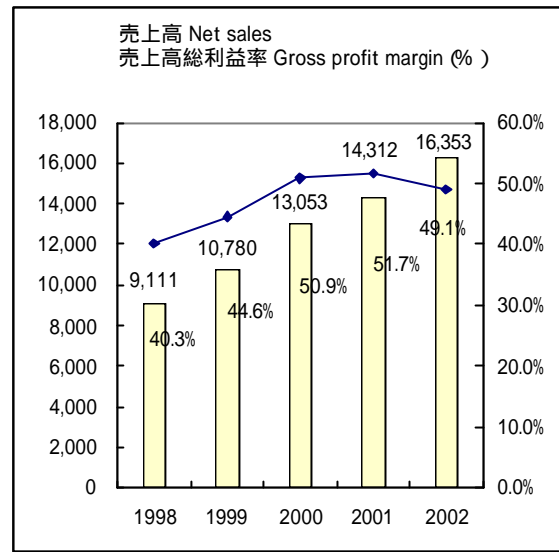
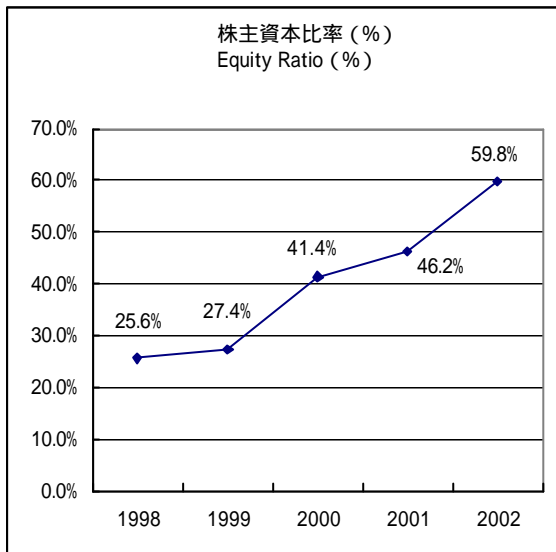
会社概要 / Corporate Data



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 ②002年3月31日現在)	¥1,824,620 thousand (as of March 31, 2002)
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	代表取締役社長 / 横山博一 取締役副社長 / 横山順弘 取締役副社長 / 齊藤 実 専務取締役 / 入川達三 常務取締役 / 横山宗久 取締役 / 倉元 進 常勤監査役 / 深澤 廣 監査役 / 佐藤治興 監査役 / 新見 司 監査役 / 塩見 渉	President / Hiroichi Yokoyama Vice President / Yoshihiro Yokoyama Vice President / Minoru Saito Senior Managing Director / Tatsuzo Irikawa Managing Director / Motohisa Yokoyama Director / Susumu Kuramoto Standing Statutory Auditor / Hiroshi Fukazawa Statutory Auditor / Haruoki Sato Statutory Auditor / Tsukasa Niimi Statutory Auditor / Wataru Shiomi
従業員数	Number of Employees	471名 ②002年3月31日現在)	471 (as of March 31, 2002)
主要取引銀行	Main Banks	UFJ銀行、静岡銀行、あさひ銀行	The UFJ Bank, Ltd., The Shizuoka Bank, Ltd., The Asahi Bank, Ltd.
上場取引市場	Securities 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 (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 (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)
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

個別 主要経営データ / Non Consolidated Five-Year Summary of Selected Financial Data

決算期	Fiscal years ended March 31	1998	1999	2000	2001	2002
売上高 (千円)	Net sales (¥ thousands)	9,111,856	10,780,996	13,053,501	14,312,494	16,353,594
経常利益 (千円)	Ordinary income (¥ thousands)	616,827	949,878	1,394,144	1,499,430	1,700,018
当期純利益 (千円)	Net income (¥ thousands)	300,731	392,196	677,551	633,149	833,441
資本金 (千円)	Common stock (¥ thousands)	544,900	544,900	1,016,620	1,016,620	1,824,620
期末発行済株式総数	Shares outstanding at year-end	395,000	395,000	515,000	515,000	8,725,000
従業員数	Total employees (as of Month/day)	259	338	401	425	471
安定性 Stability						
株主資本比率 (%)	Equity ratio (%)	25.6	27.4	41.4	46.2	59.8
流動比率 (%)	Current ratio (%)	62.2	69.7	84.6	90.0	144.2
固定比率 (%)	Fixed ratio (%)	261.1	210.9	127.3	118.8	75.7
インタレストカバレッジ (倍)	Interest coverage (Times)	14.1	24.4	40.5	191.8	1,120.4
収益性 Profitability						
売上高総利益率 (%)	Gross profit margin (%)	40.3	44.6	50.9	51.7	49.1
売上高営業利益率 (%)	Operating income margin (%)	6.7	8.8	10.4	10.2	9.7
売上高経常利益率 (%)	Ordinary income margin (%)	6.7	8.8	10.6	10.5	10.4
売上高当期純利益率 (%)	Net income margin (%)	3.3	3.6	5.1	4.4	5.1
株主資本利益率 ROE (%)	Return on equity (%)	19.8	19.7	22.6	15.4	14.5
総資本経常利益率 ROA (%)	Return on assets (%)	9.6	12.6	16.3	16.0	15.9
配当性向 (%)	Payout ratio (%)	5.6	5.0	3.1	4.1	7.9
成長性 Growth						
売上高成長率 (%)	Net sales growth rate (%)	116.3	118.3	121.1	109.6	114.3
総資本成長率 (%)	Total assets growth rate (%)	122.8	112.3	115.7	103.6	124.4
生産性 Productivity						
一人当たり売上高 (千円)	Net sales per employee (¥ thousands)	35,181	31,896	32,552	33,676	34,721
一人当たり当期純利益 (千円)	Net income per employee (¥ thousands)	1,161	1,160	1,690	1,490	1,770
効率性 Efficiency						
総資本回転率 (回)	Total assets turnover (Times)	1.4	1.4	1.5	1.5	1.5
一株当たり当期純利益 (円)	Net income per share (¥)	897.27	992.90	1,619.86	1,229.42	100.72
一株当たり純資産 (円)	Book value per share (¥)	4,584.74	5,514.97	7,388.07	8,541.27	811.43
GOO クライアント数	Total GOO clients	3,300	4,200	4,700	5,800	6,010
伸長率 (%)	Growth rate (%)	-	27.2	11.9	23.4	3.6



個別 貸借対照表 / Non Consolidated Balance Sheets

(千円/¥ thousands)

決算期	As of March 31	2000	2001	2002
(資産の部)	(Assets)			
流動資産	Current assets			
現金及び預金	Cash	2,778,038	2,514,742	4,465,332
受取手形	Notes receivable-trade	47,640	50,619	54,830
売掛金	Accounts receivable-trade	1,316,741	1,529,505	1,724,751
有価証券	Marketable securities	90,644	-	-
製商品	Finished goods and merchandise	1,937	1,185	565
仕掛品	Work in process	9,910	7,353	16,802
貯蔵品	Supplies	36,794	35,589	22,590
前払費用	Prepaid expenses	41,817	44,283	64,028
繰延税金資産	Deferred tax assets	27,427	50,820	56,421
その他	Other current assets	6,407	64,052	79,863
貸倒引当金	Allowance for doubtful accounts	4,000	931	2,926
流動資産合計	Total current assets	4,353,359	4,297,221	6,482,261
固定資産	Fixed assets			
有形固定資産	Tangible fixed assets			
建物	Buildings	2,082,974	1,964,891	1,857,952
構築物	Structures	26,527	24,154	45,398
船舶	Ship	669	669	669
車両運搬具	Vehicles and automotive equipment	18,590	22,719	22,756
工具器具備品	Tools, furniture and fixtures	67,816	47,409	55,821
土地	Land	2,078,391	2,078,391	2,078,391
建設仮勘定	Construction in progress	-	-	49,000
有形固定資産合計	Total tangible fixed assets	4,274,969	4,138,237	4,109,990
無形固定資産	Intangible fixed assets			
営業権	Good will	-	-	8,166
商標権	Trademark rights	780	700	620
ソフトウェア	Software	10,868	9,411	15,219
電話加入権	Telephone rights	20,927	21,594	21,659
無形固定資産合計	Total intangible fixed assets	32,576	31,707	45,666
投資その他の資産	Investments and other assets			
投資有価証券	Investments in securities	24,800	89,492	96,879
関係会社株式	Investments in affiliates	269,000	203,564	203,564
出資金	Investments in capital	97,818	90,190	634,972
破産債権等	Bankrupt credit	3,183	2,396	5,279
長期前払費用	Long-term prepaid expenses	14,036	14,272	54,113
敷金・保証金	Lease deposits and guarantee money	-	104,711	99,245
長期性預金	Long-term time deposits	-	450,000	-
繰延税金資産	Deferred tax assets	14,426	97,747	107,995
その他	Other investments	115,609	19,013	20,492
貸倒引当金	Allowance for doubtful accounts	3,031	15,496	18,128
投資その他の資産合計	Total investments and other assets	535,842	1,055,890	1,204,413
固定資産合計	Total fixed assets	4,843,388	5,225,834	5,360,071
資産合計	Total assets	9,196,747	9,523,055	11,842,333
(負債の部)	(Liabilities)			
流動負債	Current liabilities			
支払手形	Notes payable-trade	1,308,565	1,356,185	1,061,263
買掛金	Accounts payable-trade	978,139	1,069,885	720,659
短期借入金	Short-term borrowings	350,000	-	-
1年内返済予定長期借入金	Current portion of long-term borrowings	629,947	-	-
未払金	Accounts payable-others	16,629	358	51,808
未払費用	Accrued expenses	763,613	890,228	1,190,458
未払法人税等	Accrued income taxes	206,617	466,881	487,381
未払消費税等	Accrued consumption taxes	68,456	98,219	85,733
前受金	Advance received	745,997	789,950	776,691
預り金	Deposits received	34,147	62,750	68,218
返品調整引当金	Allowance for sales returns	41,634	38,224	52,097
その他	Other current liabilities	-	1,295	1,657
流動負債合計	Total current liabilities	5,143,748	4,773,978	4,495,969
固定負債	Fixed liabilities			
役員退職慰労引当金	Allowance for directors' retirement benefits	-	122,380	144,380
匿名組合債務	Debt of anonymous association	194,065	178,367	71,333
その他	Other fixed liabilities	54,079	49,577	52,140
固定負債合計	Total fixed liabilities	248,144	350,324	267,853
負債合計	Total liabilities	5,391,893	5,124,302	4,763,822
(資本の部)	(Shareholders' equity)			
資本金	Common stock	1,016,620	1,016,620	1,824,620
資本準備金	Additional paid-in capital	939,536	939,536	2,011,536
利益準備金	Appropriation of retained earnings	10,953	14,089	254,155
その他の剰余金	Retained earnings			
任意積立金	General reserve	30,000	30,000	2,030,000
当期未処分利益	Unappropriated retained earnings	1,807,744	2,406,392	961,143
その他の剰余金合計	Total retained earnings	1,837,744	2,436,392	2,991,143
その他有価証券評価差額金	Unrealized losses on other securities, net of tax	-	7,885	989
自己株式	Treasury stock	-	-	1,955
資本合計	Total shareholders' equity	3,804,853	4,398,752	7,078,510
負債資本合計	Total liabilities and shareholders' equity	9,196,747	9,523,055	11,842,333

個別 損益計算書 / Non Consolidated Statements of Income



(千円/¥ thousands)

決算期	Fiscal years ended March 31	2000	2001	2002
売上高	Net sales	13,053,501	14,312,494	16,353,594
売上原価	Cost of sales	6,386,005	6,910,420	8,304,305
返品調整引当金戻入額	Reversal of allowance for sales returns	28,626	41,634	38,224
返品調整引当金繰入額	Provision for allowance for sales returns	41,634	38,224	52,097
売上総利益	Gross profit on sales	6,654,487	7,405,483	8,035,415
販売費及び一般管理費	Selling, general and administrative expenses	5,296,288	5,938,890	6,452,351
役員報酬	Salaries for directors	174,076	221,309	238,500
給与手当	Salaries for employees	1,674,728	1,953,883	2,252,780
役員退職慰労引当金繰入額	Provision for allowance for directors` retirement benefits	-	22,000	22,000
広告宣伝費	Advertising	1,466,638	1,513,451	1,469,406
貸倒引当金繰入額	Provision for allowance for doubtful accounts	3,031	2,396	6,708
取次店手数料	Payable commission	270,055	278,523	352,733
減価償却費	Depreciation	67,939	82,059	77,880
その他	Others	1,639,819	1,865,266	2,032,341
営業利益	Operating income	1,358,199	1,466,593	1,583,064
営業外収益	Non-operating income	78,828	44,540	137,905
受取利息	Interest income	9,236	2,740	1,353
受取手数料	Received commission	-	8,238	1,600
匿名組合投資収益	Investment return from anonymous association	60,710	15,697	108,297
その他	Other income	8,881	17,864	26,653
営業外費用	Non-operating expenses	42,883	11,703	20,951
支払利息	Interest expenses of loans	33,702	7,658	1,414
賃貸契約解除費用	Expenses of annulment of lease contract	-	3,366	-
その他	Other expenses	9,181	679	19,537
経常利益	Ordinary income	1,394,144	1,499,430	1,700,018
特別利益	Extraordinary income	27,071	4,328	2,000
固定資産売却益	Gains from sales of fixed assets	178	1,074	2,000
貸倒引当金戻入額	Reversal of allowance for doubtful accounts	2,060	3,253	-
退職給与引当金戻入額	Reversal of allowance for employee retirement benefits	22,700	-	-
関係会社株式売却益	Gains from sales of investments in affiliates	2,132	-	-
特別損失	Extraordinary loss	46,820	202,536	59,401
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
投資有価証券評価損	Loss from write-down of securities	-	2,999	10,093
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	-
リース解約損失	Losses on dissolution of leases	17,940	-	-
会員権売却損	Losses on sales of memberships	28,880	-	-
税引前当期純利益	Income before income taxes	1,374,394	1,301,222	1,642,617
法人税、住民税及び事業税	Income taxes	703,500	769,100	830,000
法人税等調整額	Adjustment of corporate income tax	6,657	101,027	20,824
当期純利益	Net income	677,551	633,149	833,441
前期繰越利益	Unappropriated retained earnings brought forward	1,094,997	1,773,243	127,702
過年度税効果調整額	Prior period adjustment of tax effect	35,196	-	-
当期末処分利益	Unappropriated retained earnings	1,807,744	2,406,392	961,143

連結 貸借対照表 / Consolidated Balance Sheets

(千円/¥ thousands)

決算期	As of March 31	2000	2001	2002
(資産の部)	(Assets)			
流動資産	Current assets			
現金及び預金	Cash	3,043,494	3,439,325	4,842,966
受取手形及び売掛金	Notes receivable-trade and accounts receivable-trade	1,364,382	1,908,127	2,654,539
有価証券	Marketable securities	90,644	-	-
たな卸資産	Inventory assets	60,187	51,585	45,101
繰延税金資産	Deferred tax assets	44,870	50,454	68,580
その他	Other current assets	47,404	107,020	148,601
貸倒引当金	Allowance for doubtful accounts	4,000	931	2,926
流動資産合計	Total current assets	4,646,983	5,555,582	7,756,863
固定資産	Fixed assets			
有形固定資産	Tangible fixed assets			
建物及び構築物	Buildings and structures	2,109,501	1,989,046	1,903,350
土地	Land	2,112,984	2,112,894	2,112,894
その他	Other tangible fixed assets	91,507	75,812	133,216
有形固定資産合計	Total tangible fixed assets	4,313,903	4,177,753	4,149,462
無形固定資産	Intangible fixed assets	34,844	33,790	48,430
投資その他の資産	Investments and other assets			
投資有価証券	Investments in securities	24,800	89,492	96,879
繰延税金資産	Deferred tax assets	14,426	74,322	89,468
その他	Other investments	230,647	838,606	1,087,374
貸倒引当金	Allowance for doubtful accounts	3,031	15,496	18,565
投資その他の資産合計	Total investments and other assets	266,842	986,924	1,255,157
固定資産合計	Total fixed assets	4,615,590	5,198,468	5,453,050
資産合計	Total assets	9,262,574	10,754,050	13,209,913
(負債の部)	(Liabilities)			
流動負債	Current liabilities			
支払手形及び買掛金	Notes payable-trade and accounts payable-trade	2,293,928	3,207,404	2,836,283
短期借入金	Short-term borrowings	350,000	-	-
1年内返済予定長期借入金	Current portion of long-term borrowings	629,947	103,524	61,200
未払法人税等	Accrued income taxes	207,002	495,219	487,851
未払費用	Accrued expenses	796,711	775,259	921,281
前受金	Advance received	743,949	805,339	789,316
返品調整引当金	Allowance for sales returns	41,634	38,224	52,097
繰延税金負債	Debt of deferred tax	-	-	3,631
その他	Other current liabilities	111,102	168,608	210,598
流動負債合計	Total current liabilities	5,174,275	5,593,579	5,362,260
固定負債	Fixed liabilities			
長期借入金	Long-term borrowings	-	277,406	162,300
役員退職慰労引当金	Allowance for directors' retirement benefits	-	122,380	145,880
その他	Other fixed liabilities	242,390	321,008	373,382
固定負債合計	Total fixed liabilities	242,390	720,794	681,562
負債合計	Total liabilities	5,416,665	6,314,374	6,043,822
少数株主持分	Minority interests	76,476	36,246	51,095
(資本の部)	(Shareholders' equity)			
資本金	Common stock	1,016,620	1,016,620	1,824,620
資本準備金	Additional paid-in capital	939,536	939,536	2,011,536
連結剰余金	Consolidated retained earnings	1,813,276	2,455,159	3,281,783
その他有価証券評価差額金	Unrealized losses on other securities, net of tax	-	7,885	989
自己株式	Treasury stock	-	-	1,955
資本合計	Total shareholders' equity	3,769,432	4,403,429	7,114,995
負債、少数株主持分及び資本合計	Total liabilities and shareholders' equity	9,262,574	10,754,050	13,209,913

連結 損益計算書 / Consolidated Statements of Income

(千円/¥ thousands)

決算期	Fiscal years ended March 31	2000	2001	2002
売上高	Net sales	13,037,481	14,470,389	16,515,881
自動車関連情報	Auto-related information		13,710,284	16,122,798
情報登録・掲載料	Information publication fees		12,206,490	14,272,523
情報提供料	Information sales		1,503,793	1,850,275
生活関連情報	Lifestyle-related information		555,169	242,190
不動産	Real estate		141,720	131,442
その他	Others		63,216	19,450
売上原価	Cost of sales	6,377,244	6,805,417	8,124,796
返品調整引当金戻入額	Reversal of allowance for sales returns	28,626	41,634	38,224
返品調整引当金繰入額	Provision for allowance for sales returns	41,634	38,224	52,097
売上総利益	Gross profit on sales	6,647,228	7,668,382	8,377,212
販売費及び一般管理費	Selling, general and administrative expenses	5,279,834	6,091,639	6,599,076
役員報酬及び給与手当	Salaries for directors and employees	1,856,466	2,278,398	2,587,353
役員退職慰労引当金繰入額	Provision for allowance for directors' retirement benefits	-	22,000	23,000
広告宣伝費	Advertising	1,451,768	1,479,103	1,452,585
貸倒引当金繰入額	Provision for allowance for doubtful accounts	3,036	2,396	7,145
その他	Others	1,968,562	2,309,741	2,528,991
営業利益	Operating income	1,367,394	1,576,743	1,778,136
営業外収益	Non-operating income	78,889	31,391	42,622
受取利息	Interest income	9,278	3,103	1,535
受取保険金	Received insurance	-	3,334	-
匿名組合投資収益	Investment return from anonymous association	60,710	-	-
消費税差益	Gains on consumption tax	-	10,099	14,205
その他	Other income	8,900	14,853	26,881
営業外費用	Non-operating expenses	42,883	104,635	78,479
支払利息	Interest expenses of loans	33,702	14,003	7,917
匿名組合投資損失	Investment loss of anonymous association	-	84,537	49,831
その他	Other expenses	9,181	6,094	20,730
経常利益	Ordinary income	1,403,400	1,503,499	1,742,279
特別利益	Extraordinary income	25,459	4,328	2,000
固定資産売却益	Gains from sales of fixed assets	178	1,074	2,000
貸倒引当金戻入額	Reversal of allowance for doubtful accounts	2,060	3,253	-
退職給与引当金戻入額	Reversal of allowance for employee retirement benefits	23,220	-	-
特別損失	Extraordinary loss	56,247	137,100	60,850
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
投資有価証券評価損	Loss from write-down of securities	-	2,999	10,093
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
連結子会社株式売却損	Loss on sales of consolidated subsidiary's stock	9,426	-	-
リース解約損失	Losses on dissolution of leases	17,940	-	949
会員権売却損	Losses on sales of memberships	28,880	-	-
税金等調整前当期純利益	Income before income taxes	1,372,612	1,370,727	1,683,430
法人税、住民税及び事業税	Income taxes	703,836	797,502	837,018
法人税等調整額	Adjustment of corporate income tax	209	59,793	34,616
少数株主損失	Minority interests in net income of consolidated subsidiaries	3,523	40,230	14,848
当期純利益	Net income	672,508	673,248	866,179

連結 キャッシュ・フロー計算書 / Consolidated Statements of cash flows

(千円/¥ thousands)

決算期	Fiscal years ended March 31	2000	2001	2002
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		964,918	1,697,200	195,247
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		773,291	266,349	170,459
財務活動によるキャッシュ・フロー	Cash flows from financing activities			
Net cash (used in) provided by financing activities		374,838	619,572	1,676,285
現金及び現金同等物に係る換算差額	Effect of exchange rate changes	843	792	210
現金及び現金同等物の増加額	Net increase in cash and cash equivalents	565,620	812,071	1,701,283
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	1,763,991	2,329,612	3,141,683
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	2,329,612	3,141,683	4,862,966
設備投資額	Capital expenditures	492,137	49,520	127,118
減価償却費	Depreciation	168,149	172,994	150,730