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# Investor Meeting for the First half Ending in March 2010 

October 30, 2009<br>PROTO CORPORATION<br>JASDAQ 4298

## Consolidated Statements of Income (1)

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Status of Consolidated Income
(Unit: million yen)


* Cost of sales includes reversal of allowance for sales returns and provision

Status of Marketing and Administration Costs

|  | First half Sep./08 |  | First half Sep./09 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results <br> (A) | \% of Net sales | Forecast <br> (B) | \% of Net sales | Results (C) | \% of <br> Net sales |
| SG\&A Expenses | 4,257 | 36.2\% | 4,864 | 37.9\% | 4,394 | 35.7\% |
| Employment Cost | 2,163 | 18.4\% | 2,441 | 19.0\% | 2,346 | 19.0\% |
| Advertising Cost | 804 | 6.8\% | 897 | 7.0\% | 732 | 5.9\% |
| Other Expenses | 1,289 | 11.0\% | 1,525 | 11.9\% | 1,314 | 10.7\% |
| Number of Employment | 692 | - | 767 | - | 743 | - |


| YoY Change |  | Achievement rate |  |
| ---: | ---: | ---: | ---: |
| (C) - (A) | $\%$ | (C) - (B) | $\%$ |
| 136 | $103.2 \%$ | $(470)$ | $90.3 \%$ |
| 183 | $108.5 \%$ | $(94)$ | $96.1 \%$ |
| $(71)$ | $91.1 \%$ | $(164)$ | $81.6 \%$ |
| 24 | $101.9 \%$ | $(210)$ | $86.2 \%$ |
| 51 | $107.4 \%$ | $(24)$ | $96.9 \%$ |

[^0]
## Consolidated Statements of Income (2)

## $\therefore$ PROTO

## Performance Overview for the First Half Ended Sep. 2009



## Point (1) Sales

All segments increased earnings compared to the same period of the previous year, particularly the lifestyle-related information segment, with an overall increase in earnings of 551million yen (104.7\% compared to the same period of the previous year) However, these results only reached $95.9 \%$ of projections.

## Point (2) Cost of Sales

Due mainly to the increase in variable costs from lifestyle-related information advertising operations and increased costs for appraisal commissions due to expansions of the Goo Certification Service, cost of sales was 108.2\% compared to the same period of the previous year (Cost Rate: 1.2 point increase). The cost rate for automobile-related information was 37.1\% (0.3 point decrease) thanks to revising paper costs and reducing spare papers. Also, since automobile-related information sales were beneath projections, variable costs decreased, to $93.0 \%$ of projections.

## Point (3) SG\&A Expenses

Due mainly to increased labor costs from having 51 more employees, these costs were $103.2 \%$ compared to last year (SG\&A Expenses Rate: 0.5 point decrease). Also, thanks to M\&A costs being below projections and efficient implementation of promotions, costs were $90.3 \%$ of projections.

## Point (4) Operating Income

Benefiting from increased earnings and effective management of SG\&A expenses, operating income were $101.7 \%$ compared to the same period of the previous year. This was $110.9 \%$ of projections.

## Operating Results (1)

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Change in Quarterly Totals of Business Partners for Goo Series


Change in Numbers of Used Automobiles Listed on Main Sites


The total number of companies the Goo series was doing business with in the April to September period remained at a similar level to the same period of the previous year ( $100.8 \%$ comparatively), due to the creation of the "Goo Hokuriku Edition" and decreases in some areas.
The average transaction value also remained at similar levels ( $99.7 \%$ compared to the same period of the previous year), with new stores joining the "Goo Approved Cars" program.

The number of stores involved in the "Goo Approved Cars" program was 1292 IDs (729.9\% compared to same month previous year) as of the end of September 2009.
(For reference: 366 IDs as of March 2009)


The number of used vehicles listed on Goo-net is 300,000 or more at any given time, which means we remain in the lead compared to other company's sites. (According to in-house research)

* The number of used vehicle listings for "Car Sensor (run by Recruit) " is the total of "Car Sensor-net" and "D-Ucar.net" since March 2008.
* NTT Resonant uses PROTO’s database, while Yahoo Autos uses Recruit's.


## Operating Results (2)

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"Goo Car Information"(Mobile)


## Operating Results (3)

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## Segment Information (1)

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Sales

|  | First half Sep./08 |  | First half Sep./09 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results (A) | \% of Net sales | Forecast <br> (B) | \% of Net sales | Results (C) | \% of <br> Net sales |
| Automobile-related | 11,030 | 93.7\% | 11,625 | 90.5\% | 11,118 | 90.2\% |
| Info Registration/Listing Fee | 9,562 | 81.3\% | 9,733 | 75.8\% | 9,457 | 76.8\% |
| Information Service Fee | 1,467 | 12.5\% | 1,891 | 14.7\% | 1,661 | 13.5\% |
| Lifestyle-related | 544 | 4.6\% | 891 | 6.9\% | 944 | 7.7\% |
| Real Estate | 94 | 0.8\% | 97 | 0.8\% | 103 | 0.8\% |
| Others | 99 | 0.8\% | 234 | 1.8\% | 153 | 1.2\% |
| Total | 11,768 | 100.0\% | 12,847 | 100.0\% | 12,320 | 100.0\% |


| YoY Change |  | Achievement rate |  |
| ---: | ---: | ---: | ---: |
| (C) - (A) | \% | (C) - (B) | $\%$ |
| 88 | $100.8 \%$ | $(506)$ | $95.6 \%$ |
| $(105)$ | $98.9 \%$ | $(276)$ | $97.2 \%$ |
| 193 | $113.2 \%$ | $(230)$ | $87.8 \%$ |
| 399 | $173.4 \%$ | 53 | $106.0 \%$ |
| 8 | $109.2 \%$ | 6 | $106.3 \%$ |
| 54 | $154.7 \%$ | $(80)$ | $65.6 \%$ |
| 551 | $104.7 \%$ | $(527)$ | $95.9 \%$ |

*Info Registration/Listing Fee: Advertising fees for information magazines and internet media, etc.
*Information Service Fee: Fees from selling information magazines, providing content, etc.

- Operating Income

|  | First half Sep./08 |  | First half Sep./09 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results (A) | Profit margin | Forecast <br> (B) | Profit margin | Results (C) | Profit margin |
| Automobile-related | 3,859 | 35.0\% | 3,730 | 32.1\% | 3,883 | 34.9\% |
| Lifestyle-related | 28 | 5.2\% | 56 | 6.4\% | 55 | 5.9\% |
| Real Estate | 25 | 27.2\% | 37 | 39.1\% | 52 | 50.8\% |
| Others | (59) | - | (32) | - | (10) | - |
| Management Division | (802) |  | (994) |  | (878) | - |
| Total | 3,052 | 25.9\% | 2,798 | 21.8\% | 3,103 | 25.2\% |


| YoY Change |  | Achievement rate |  |
| ---: | ---: | ---: | ---: |
| (C) - (A) | \% | (C) - (B) | $\%$ |
| 23 | $100.6 \%$ | 153 | $104.1 \%$ |
| 27 | $196.0 \%$ | $(0)$ | $98.6 \%$ |
| 26 | $203.7 \%$ | 14 | $138.0 \%$ |
| 49 | - | 21 | - |
| $(75)$ | - | 116 |  |
| 51 | $101.7 \%$ | 305 | $110.9 \%$ |

## Segment Information (2)

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## Automobile-related Information

Although earnings from magazine operations decreased (93.5\% of the same period of the previous year), expanded Internet products saw IT operations earnings increase ( $118.3 \%$ of the same period of the previous year), so sales increased by 88 million yen ( $100.8 \%$ compared to the same period of the previous year).

As for operating income, despite increased staff numbers and start up costs for Goo Auto Exchange INC. leading to higher selling and general administrative expenses, increased earnings led to a 23 million yen increase ( $100.6 \%$ compared to the same period of the previous year).
Overall, earnings were 153 million yen over projections ( $104.1 \%$ of projections).

## Lifestyle-related Information

The 3 main sites of Vee School, Oasis Navi, and Kaigo-Kyujin ("nursing help wanted") Navi all increased the number of companies they dealt with, as well as the average price per transaction. Advertising services also saw increased earnings, particularly our affiliate advertising service Challenging Japan, leading to lifestyle-related information earnings increasing by 399 million yen ( $173.4 \%$ compared to the same period of the previous year).

As for operating income, despite increases in operating cost mainly from additional contract employees for PROTO DATA CENTER, increased income meant profits increased by 27 million yen (196.0\% compared to the same period of the last year).

## Others

Thanks mainly to expanded sales of MARS FLAG Corporation's "MARS FINDER" search engine, earnings increased by 54 million yen ( $154.7 \%$ compared to the same period of the last year).
As for operating income, while MARS FLAG Corporation's operating balance improved, PROTO DATA CENTER operating costs increased due to hiring more contract employees to increase business with companies outside the group, for a loss of 10 million yen (same period of the previous year saw loss of 59 million yen).

## Consolidated Balance Sheets

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|  |  |  |  |  | (Unit: million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY March 2009 (Full year - end) |  | FY March 2010 (First half - end) |  | Increase/Decrease(B) - (A) |
|  | (A) | Composition ratio | (B) | Composition ratio |  |
| Current Assets | 12,038 | 55.7\% | 12,857 | 56.2\% | (1) 819 |
| Fixed Assets | 9,570 | 44.3\% | 10,001 | 43.8\% | (2) 431 |
| Current Liabilities | 6,167 | 28.5\% | 5,910 | 25.9\% | (3) (257) |
| Long-term Liabilities | 576 | 2.7\% | 567 | 2.5\% | (8) |
| Net Assets | 14,865 | 68.8\% | 16,381 | 71.7\% | (4) 1,516 |
| Total Assets | 21,608 | - | 22,859 | - | 1,251 |

Point (1) Increase of Current Assets (March 2009 period, 819 million yen increase from previous period)
Main reason for increase was an increase in cash and deposits due to an increase in operating cash flow.
Point (2) Increase of Fixed Assets (March 2009 period, 431 million yen increase from previous period)
Main reasons for increase were acquisition of investment securities and depositing in time deposits.
Point (3)Decrease of Current Liabilities (March 2009 period, 257 million yen decrease from previous period)
Main reasons for decrease included payment of construction costs (unpaid portion) for building PROTO DATA CENTER main office.

Point (4) Increase of Net Assets (March 2009 period, 1,516 million yen increase from previous period)
Main reason for increase was an increase in retained earnings.

## Consolidated Statements of Cash Flows

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 | (Unit: million yen) |
| :--- |

## Point (1) Cash Flows from Operating Activities

While 1,227 million yen of expenses occurred due to things such as income taxes, due to allocation of 3,108 million yen of income before income taxes from the previous quarter, earnings of 1,892 million yen were seen.

## Point (2) Cash Flows from Investing Activities

Payment for construction costs of the PROTO DATA CENTER main office, acquisition of investment securities, and deposits in time deposits led to expenses of 1,000 million yen.

Point (3) Cash Flows from Financing Activities
Due to payments of period-end dividends from the last period, expenses were 366 million yen.

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Earnings Forecast for the Fiscal Year Ending in March 2010

Consolidated Statements of Income

|  | First half March 2010 |  |  |  | Second half March 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Initial plan | Results | Initial plan change | \％ | Initial plan | Revision plan | Initial plan change | \％ |
| Net Sales | 12，847 | 12，320 | （527） | 95．9\％ | 14，152 | 14，679 | 527 | 103．7\％ |
| Operating Income | 2，798 | 3，103 | 305 | 110．9\％ | 3，201 | 2，896 | （305） | 90．5\％ |
| Ordinary Income | 2，798 | 3，134 | 336 | 112．0\％ | 3，203 | 2，866 | （336） | 89．5\％ |
| Net Income | 1，629 | 1，852 | 223 | 113．7\％ | 1，874 | 1，651 | （223） | 88．1\％ |

（Unit：million yen）

| Earning Forcast for FY March 2010 |  |  |  |
| ---: | ---: | ---: | :--- |
| FY Mar．／09 <br> Result | FY Mar．／10 <br> Plan | YoY <br> Change | $\%$ |
| 23,657 | 27,000 | 3,343 | $114.1 \%$ |
| 5,384 | 6,000 | 616 | $111.4 \%$ |
| 5,400 | 6,001 | 601 | $111.1 \%$ |
| 3,187 | 3,504 | 317 | $109.9 \%$ |

Net sales，operating income，ordinary income，and net income are as forecasted at the beginning of the term

## Point

## 【Net sales： 27 billion yen】

－Business performances of System One Corporation and Medical CUBIC Co．，Ltd．，which were acquired on October 1，showed a positive effect．
－The website for comprehensive info on recycling＂Oikura（How much），＂which was transferred from DeNA Co．，Ltd．on October 1， showed a positive effect．

【Operating income ： 6 billion yen】
－There emerged goodwill amortization costs for System One Corporation，Medical CUBIC Co．，Ltd．，and＂Oikura．＂
－The operation income of the Goo series is estimated to be lower than the initial plan（increased from the previous year）．

## Earnings Forecast by Segment for the Fiscal Year Ending in March 2010 （1）

Net sales

|  | FY March 2009 |  | FY March 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results <br> （A） | \％of <br> Net sales | Initial plan <br> （B） | \％of <br> Net sales | Revision plan <br> （C） | \％of <br> Net sales |
| Automobile－related | 21，889 | 92．5\％ | 24，080 | 89．2\％ | 23，693 | 87．8\％ |
| Info Registration／Listing Fee | 18，872 | 79．8\％ | 19，664 | 72．8\％ | 19，170 | 71．0\％ |
| Information Service Fee | 3，017 | 12．8\％ | 4，415 | 16．4\％ | 4，522 | 16．7\％ |
| Lifestyle－related | 1，345 | 5．7\％ | 2，000 | 7．4\％ | 2，456 | 9．1\％ |
| Real Estate | 194 | 0．8\％ | 197 | 0．7\％ | 203 | 0．8\％ |
| Others | 227 | 1．0\％ | 722 | 2．7\％ | 646 | 2．4\％ |
| Total | 23，657 | 100．0\％ | 27，000 | 100．0\％ | 27，000 | 100．0\％ |


| YoY change |  | Initial plan change |  |
| :---: | :---: | :---: | :---: |
| （C）－（A） | \％ | （C）－（B） | \％ |
| 1，803 | 108．2\％ | （386） | 98．4\％ |
| 298 | 101．6\％ | （1）（493） | 97．5\％ |
| 1，504 | 149．9\％ | （2） 106 | 102．4\％ |
| 1，111 | 182．6\％ | （3） 456 | 122．8\％ |
| 8 | 104．4\％ | 6 | 103．1\％ |
| 419 | 284．3\％ | （4）（75） | 89．5\％ |
| 3，342 | 114．1\％ | 0 | 100．0\％ |

＊Fee for information registration and listing：Cost for advertisements in information magazines and the net media，etc．
※ Information service fee：Cost for selling information magazines and providing contents，etc．

## Point

## 【Automobile－related information】

（1）Goo series；In the automobile sale field，the stringent business conditions will linger，and so income is estimated to be lower than the initial plan（increased from the previous year）．
（2）System One Corporation＇s sale of the system for automobile maintenance businesses showed a positive effect．
【Lifestyle－related information】
（3）Expansion of the care－related information business（nursing care，medicine，and welfare）；Medical CUBIC Co．Ltd＇s businesses of introducing and dispatching medical doctors，nurses，and pharmacists produced a positive effect．
The sales due to the registration in the website for comprehensive information on recycling＂Oikura＂showed a positive effect． Ad agency；Its performance steadily grew in the first half，and so the result is estimated to be better than the initial forecast．
【Others】
（4）BPO business of Proto Data Center Co．，Ltd．；In the first half，the company could not increase new customers as planned，and so its results will be lower than the initial plan．

## Earnings forecast by Segment for the Fiscal Year ending in March 2010 （2）

－Operating Income

|  | FY March 2009 |  | FY March 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results <br> （A） | Profit margin | Initial plan <br> （B） | Profit margin | Revision plan （C） | Profit margin |
| Automobile－related | 7，034 | 32．1\％ | 7，622 | 31．7\％ | 7，457 | 31．5\％ |
| Lifestyle－related | 62 | 4．6\％ | 254 | 12．7\％ | 262 | 10．7\％ |
| Real Estate | 70 | 36．2\％ | 79 | 40．2\％ | 99 | 48．7\％ |
| Others | （80） | － | （4） | － | 8 | 1．3\％ |
| Management Division | $(1,701)$ | － | $(1,952)$ |  | $(1,828)$ | － |
| Total | 5，384 | 22．8\％ | 6，000 | 22．2\％ | 6，000 | 22．2\％ |

（Unit：million yen）

| YoY change |  | Initial plan change |  |  |
| ---: | ---: | ---: | ---: | :---: |
| （C）－（A） | \％ | （C）－（B） | $\%$ |  |
| 423 | $106.0 \%$ | $(1)$ | $(164)$ |  |
| 200 | $423.5 \%$ | （2） | 8 |  |
| 28 | $140.5 \%$ |  | 19 |  |

## Point

## 【Automobile－related information】

（1）Goo Series；Since sales are estimated to be smaller than the initial forecast，operating income is also estimated to be smaller than the initial forecast（increase from the previous year）．
There emerged goodwill amortization costs in System One Corporation．
【Lifestyle－related information】
（2）Due to the increase in profitability in the care－related information business（nursing care，medicine，and welfare）and the lesson information business，earnings are estimated to be larger than the initial forecast．
There emerged goodwill amortization costs in Medical CUBIC Co．，Ltd．and＂Oikura．＂
BtoB automobile sale (Service of supporting the export of used cars of Goo Auto Exchange INC.)BtoB subscription fee of data bookBtoB fee for advertising in data bookSale of information magazines
EC(to B)EC(to C)Mobile charges (e.g. Goo automobile info)
BtoB fee for data provision (Fee for appraisal of Goo-approved cars, Data Line, quotation system of REPAIR-TECH INC. )

Internet option products, such as Goo-net (quotation agency service, QE, GCS, etc.)Basic advertisement costs (Package of PC, mobile phone, and information magazines)
※Ruled line: IT business
(Unit: million yen)


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Future Business Strategies

We will keep trying to maximize "the opportunities to contact users and customers."

| Maximization of the opportunities to contact users |  | Maximization of the opportunities to contact customers |
| :---: | :---: | :---: |
| Expansion of the user bracket <br> Maximization of the <br> opportunities to contact users <br> Want to buy/sell cars Want to buy/sell motorbikes Want to buy parts <br> Want to enter the facilities for nursing care, welfare, and medicine Want to find a job in the field of nursing care, medicine, or welfare Want to improve skills or get licenses <br> Want to sell unnecessary goods <br> Want to buy bicycles <br> Want to seek a place for fun |  | nsion of the business field <br> Maximization of the opportunities <br> to contact customers <br> Automobile field <br> Stores for selling/buying used cars Car maintenance shops Car repair/sheet-metal shops <br> Care-related (nursing care, welfare, and <br> Paid nursing homes <br> Medical/nursing-care facilities <br> Schools for qualifications/hobbies <br> Recycling shops <br> Bicycle shops <br> Leisure facilities |
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## We will develop a system for specializing each website and linking them with one another

(1) Each website is aimed at winning the undefeatable position in each field = Vertical website (specialized website) strategies
Users are led to each website (visit several Proto websites)
}

We will enrich content services based on Goo-net, and maximize the opportunities to contact users


We will enrich "the comprehensive assistance in management" and maximize the opportunities to contact customers


## New business activity (1) Test marketing in the new car field

"Eco Car Life," the website for information on eco cars, and eco car life

## Performance in the first half

Users became more interested in "eco car life," due to the lower price trend, taxation for promoting the popularization of environmentally-friendly automobiles (Eco Car Tax Reduction), and toll-free expressways, etc. and so an increasing number of people visit and view this website.

## Activities in the second half

Retrieving of test-driving and displayed cars at each dealer shop (Service started in Tokyo and Kanagawa in Oct.)
$\rightarrow$ To motivate users to visit stores


Top page of Eco Car Life


Retrieving of test-driving and displayed cars at each dealer shop

## New business activity (2) Promotion of the service of the assistance in used car export

## Goo Auto Exchange INC. "Goo Auto Exchange"

## Performance in the first half

In Jun. 2009, "Goo Auto Exchange" was opened, starting the service.
The growth in sales is delayed with respect to the initial plan.

## Activities in the second half

Revision of the method for displaying automobiles
$\rightarrow$ Increase of cars in the website, improvement of the method for setting car prices
Improvement in popularity $\rightarrow$ Effective promotion, strengthening of the cooperation with buyers outside Japan



Top page of Goo Auto Exchange

We aim to expand our business field and maximize the opportunities to contact users and customers


## PROTO DATA CENTER Co., Ltd.

## Performance in the first half

The number of orders for BPO services is increasing, but sales are not growing as estimated in the initial plan

## Activities in the second half

Revision of sales strategies
$\rightarrow$ Specialization in the business in which we can utilize our strengths
Proper personnel arrangement
$\rightarrow$ Improvement of productivity and profitability
BPO business of PROTO DATA CENTER Co., Ltd. Provision of comprehensive solution for receiving the order for all tasks from data entry to telemarketing


## MARS FLAG Corporation

## Performance in the first half

The number of clients increased, and sales are growing almost as planned. Profitability was improved, and it moved into the black in the first half.

## Activities in the second half

Addition of functions for existing customers, the increase of new customers
$\rightarrow$ Increase in sales
Visible! Search within the website "MARS FINDER"


## Activities for CSR（Corporate Social Responsibility）

－Shareholder special benefit system；It became possible to select＂the donation to the Green Fund＂ in the catalogue gift．（given to shareholders as of the end of Sep．2009）
＂Green Fund＂is donated to voluntary forestation groups／NPOs，etc．via the greenery promotion committees of National Land Afforestation Promotion Organization，and used for＂afforestation，＂including the development of water source forests in familiar areas inside and outside Japan，and greenery activities．
－Participation in＂Team Minus 6\％＂（From 2006）
（1）Thorough temperature control


In our offices，air conditioner＇s temperature is set at $28^{\circ} \mathrm{C}$ in the summer and $20^{\circ} \mathrm{C}$ in the winter，to reduce the emission of $\mathrm{CO}_{2}$ ．
（2）Eco driving
To promote＂Idling Stop＂so that people stop the engine when a car stops or parks for over 1 min ．and ＂Gentle Acceleration＇e－start＇＂so that acceleration is conducted gently and smoothly．
Feb．5：＂Eco－Chu Day＂（approved by Japan Anniversary Association）


With the purposes of energizing the automobile distribution field and inhibiting global warming，which are plaguing people around the world，economical and ecological activities are conducted．＂Eco－Chu＂was declared，
 and the website＂Eco－Chu＂（http：／／ecochu．goo－net．com／）was opened．

Fortification of in－company management systems
－Compliance
－Fortification of the corporate governance（internal control）system
－Transparent，sincere corporate activities

## Variation in annual dividend per share

We make efforts to return profits to shareholders, while emphasizing continuous, stable dividends, and comprehensively considering the enrichment of retained earnings for the future growth.


Consolidated Statements of Income
(Unit: million yen)

|  | FY March 2009 |  | FY March 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results (A) | \% of Net Sales | Initial Plan <br> (B) | \% of Net Sales | Revision Plan <br> (C) | \% of Net Sales |
| Net Sales | 23,657 | 100.0\% | 27,000 | 100.0\% | 27,000 | 100.0\% |
| Cost of Sales | 9,064 | 38.3\% | 11,031 | 40.9\% | 11,140 | 41.3\% |
| Gross Profit | 14,592 | 61.7\% | 15,968 | 59.1\% | 15,859 | 58.7\% |
| SG\&A Expenses | 9,208 | 38.9\% | 9,968 | 36.9\% | 9,859 | 36.5\% |
| Operating Income | 5,384 | 22.8\% | 6,000 | 22.2\% | 6,000 | 22.2\% |
| Ordinary Income | 5,400 | 22.8\% | 6,001 | 22.2\% | 6,001 | 22.2\% |
| Net Income | 3,187 | 13.5\% | 3,504 | 13.0\% | 3,504 | 13.0\% |
| Net Income per Share (Yen) | 305 |  | 335 |  | 335 | - |


| YoY Change |  | Initial Plan Change |  |
| ---: | ---: | ---: | ---: |
| (C) - (A) | $\%$ | (C) - (B) | $\%$ |
| 3,342 | $114.1 \%$ | 0 | $100.0 \%$ |
| 2,076 | $122.9 \%$ | 109 | $101.0 \%$ |
| 1,266 | $108.7 \%$ | $(109)$ | $99.3 \%$ |
| 651 | $107.1 \%$ | $(109)$ | $98.9 \%$ |
| 615 | $111.4 \%$ | 0 | $100.0 \%$ |
| 601 | $99.0 \%$ | 0 | $100.0 \%$ |
| 317 | $109.9 \%$ | 0 | $100.0 \%$ |
| - | $110.0 \%$ | $--100.0 \%$ |  |



|  |  |  |  |  |  |  |  |  |  |  |  |  |  | (Unit | Ilion yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | March 20 |  |  |  |  | March 20 |  |  |  |  | March 20 |  |  |
|  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Net Sales | 5,644 | 5,700 | 5,899 | 5,649 | 22,893 | 5,797 | 5,971 | 5,908 | 5,980 | 23,657 | 6,019 | 6,300 | 6,936 | 7,743 | 27,000 |
| Cost of Sales | 2,447 | 2,598 | 2,570 | 2,356 | 9,973 | 2,192 | 2,265 | 2,272 | 2,333 | 9,064 | 2,315 | 2,506 | 2,938 | 3,380 | 11,140 |
| Gross Profit | 3,197 | 3,101 | 3,329 | 3,292 | 12,920 | 3,604 | 3,705 | 3,635 | 3,647 | 14,592 | 3,704 | 3,793 | 3,997 | 4,363 | 15,859 |
| SG\&A Expenses | 2,157 | 2,236 | 2,190 | 2,564 | 9,149 | 2,103 | 2,154 | 2,217 | 2,732 | 9,208 | 2,225 | 2,168 | 2,633 | 2,830 | 9,859 |
| Operating Income | 1,039 | 864 | 1,138 | 728 | 3,771 | 1,501 | 1,550 | 1,417 | 914 | 5,384 | 1,479 | 1,624 | 1,363 | 1,532 | 6,000 |
| Ordinary Income | 1,060 | 869 | 1,174 | 734 | 3,837 | 1,516 | 1,544 | 1,433 | 905 | 5,400 | 1,502 | 1,632 | 1,350 | 1,516 | 6,001 |
| Net Income | 572 | 366 | 693 | 205 | 1,838 | 906 | 929 | 875 | 476 | 3,187 | 892 | 959 | 788 | 863 | 3,504 |

* Cost of sales includes reversal of allowance for sales returns and provision

|  | FY March 2008 |  |  |  |  | FY March 2009 |  |  |  |  | FY March 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Net Sales | 5,644 | 5,700 | 5,899 | 5,649 | 22,893 | 5,797 | 5,971 | 5,908 | 5,980 | 23,657 | 6,019 | 6,300 | 6,936 | 7,743 | 27,000 |
| Automobile-related | 5,326 | 5,366 | 5,553 | 5,298 | 21,546 | 5,455 | 5,574 | 5,422 | 5,437 | 21,889 | 5,480 | 5,638 | 5,988 | 6,585 | 23,693 |
| Info Registraion/Listing Fee | 4,508 | 4,600 | 4,740 | 4,550 | 18,400 | 4,686 | 4,875 | 4,633 | 4,676 | 18,872 | 4,660 | 4,796 | 4,655 | 5,058 | 19,170 |
| Info Service Fee | 817 | 766 | 813 | 747 | 3,145 | 769 | 698 | 788 | 761 | 3,017 | 819 | 841 | 1,333 | 1,527 | 4,522 |
| Lifestyle-relted | 203 | 222 | 221 | 235 | 882 | 247 | 296 | 364 | 436 | 1,345 | 414 | 529 | 681 | 830 | 2,456 |
| Real Estate | 44 | 43 | 43 | 42 | 174 | 43 | 50 | 50 | 49 | 194 | 51 | 51 | 50 | 50 | 203 |
| Others | 70 | 68 | 80 | 72 | 291 | 49 | 49 | 70 | 57 | 227 | 73 | 80 | 215 | 277 | 646 |
| Operating Income | 1,039 | 864 | 1,138 | 728 | 3,771 | 1,501 | 1,550 | 1,417 | 914 | 5,384 | 1,479 | 1,624 | 1,363 | 1,532 | 6,000 |
| Automobile-related | 1,482 | 1,343 | 1,599 | 1,148 | 5,573 | 1,909 | 1,950 | 1,829 | 1,344 | 7,034 | 1,892 | 1,991 | 1,770 | 1,804 | 7,457 |
| Lifestyle-relted | (16) | (3) | (5) | 0 | (24) | 4 | 24 | 16 | 16 | 62 | 3 | 52 | 50 | 156 | 262 |
| Real Estate | 20 | 17 | 18 | 15 | 71 | 13 | 12 | 27 | 17 | 70 | 26 | 26 | 23 | 23 | 99 |
| Others | (49) | (45) | (34) | 5 | (123) | (20) | (39) | (19) | (1) | (80) | 10 | (20) | 0 | 18 | 8 |
| Management Division | (397) | (446) | (439) | (441) | $(1,725)$ | (404) | (397) | (436) | (462) | $(1,701)$ | (453) | (424) | (481) | (468) | $(1,828)$ |

Reference: Non-consolidated Earnings Forecast for the Fiscal Year Ending in March 2010

## © P7OTO

(Unit: million yen)

|  | Net Sales |  |  |  |  | Operating Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY March 2009 |  | FY March 2010 |  |  | FY March 2009 |  | FY March 2010 |  |  |  |
|  | (Results) | YoY Change | (Revision plan) | YoY Change | Increase/ <br> Decrease | (Result) | \% ofNet Sales | (Revision Plan) | \% of Net Sales | YoY Change | Increase/ Decrease |
| Automobile-related | 20,770 | 102.6\% | 21,334 | 102.7\% | 564 | 6,856 | 33.0\% | 7,320 | 34.3\% | 106.8\% | 464 |
| Magazine Business | 14,696 | 97.8\% | 14,213 | 96.7\% | (483) | 3,752 | 25.5\% | 3,208 | 22.6\% | 85.5\% | (543) |
| IT Business | 6,074 | 116.6\% | 7,121 | 117.3\% | 1,047 | 4,770 | 78.5\% | 5,509 | 77.4\% | 115.5\% | 738 |
| (IT Business Investment) | - | - | - - | - | - | $(1,666)$ | - | $(1,398)$ | - | - | 268 |
| Lifestyle-related | 1,343 | 157.3\% | 2,342 | 174.3\% | 998 | 63 | 4.7\% | 309 | 13.2\% | 485.5\% | 245 |
| Real Estate | 196 | 110.3\% | 315 | 160.0\% | 118 | 65 | 33.3\% | 93 | 29.5\% | 141.9\% | 27 |
| Others | 17 | 9773.9\% | 7 | 45.1\% | (9) | 4 | 27.8\% | 0 | 10.7\% | 17.3\% | (3) |
| Management Division |  | - | - | - | - | $(1,639)$ |  | $(1,793)$ | - |  | (154) |
| Company-wide Total | 22,328 | 105.0\% | 24,000 | 107.5\% | 1,671 | 5,351 | 24.0\% | 5,930 | 24.7\% | 110.8\% | 578 |

## © РРОТО

## $\square$ Future outlook

The IR information in this document includes a future outlook.
Such information other than the past events may be influenced by the risk and uncertainty due to the competition, market, and systems in the field of our company's business. As a result, the outlook based on the assumption and estimation with available information may be different from actual results and performance in the future. We would appreciate your understanding.

## $\square$ For inquiries

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[^0]:    *Advertising and related costs is the total of advertising costs and merchandising costs.
    *The number of employees is as of the end of September.

