



# Financial Results for the Nine Months Ended December 2023 [April 1,2023 to December 31,2023]

PROTO CORPORATION

Tokyo Stock Exchange Prime Market  
Nagoya Stock Exchange Premier Market  
Securities Code: 4298

January 31, 2024  
[Investor Meeting February 5, 2024]

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# Performance summary [Q3 Cumulative Results]

## Q3/FY March 2024[cumulative period] : Overview of company-wide performance

All of sales, operating income, ordinary income, and net income reached the plan.

Both sales and operating income grew steadily. Ordinary income and net income increased significantly from the previous fiscal year, due to the impact of gain on valuation of derivatives in the tire and wheel business.

[unit: million yen]	Plan Q3/FY2024 Apr-Dec 2023	Result Q3/FY2024 Apr-Dec 2023	Comparison to Plan	Actual results for the previous period Q3/FY2024 Apr-Dec 2023	YoY
Net sales	85,158	86,857	+2.0%	79,329	+9.5%
Operating Income	6,116	6,328	+3.5%	5,976	+5.9%
Ordinary Income	6,659	6,818	+2.4%	5,378	+26.8%
Net Income attributable to owners of parent	4,476	4,553	+1.7%	3,490	+30.4%

\* "Plan" in this document means the revised plan announced on Oct. 31, 2023.

## Key points of company-wide performance

- Sales in all segments increased YoY and exceeded the plan.
- In the platform business, operating income increased, reaching the plan, but in the commerce business, operating income rose, but did not reach the plan.

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## Key points of performance by segment

### Platform

- In the used car field, sales and operating income were healthy. The primary reason why the sales from the media slightly fell below the plan is that the progress of major contracts of Goo-Bike fell behind schedule. The sales and operating income from services in the new car field reached the plan, contributing to growth.

### Commerce

- In both the business of Tire and wheel sales and the business of Ticket sales, sales grew, reaching the plan. On the other hand, operating income rose, but fell below the plan for both businesses.

### Other Business

- The sales of the entire segment grew, reaching the plan. Operating income declined due to the performance of group companies, but reached the plan. The performance of okinawa basketball inc. was healthy.

Used car field

[Media]

**As marketing for new business partners was enhanced and business partners increased, both sales and operating income grew.**

As marketing for new business partners was enhanced, the number of affiliated dealers increased 349 from the end of the previous quarter. Regarding optional products, "AI recommendation space" was adopted by more stores. From the fourth quarter, we will increase affiliated dealers and promote optional products, to improve ARPA/Month.

Maintenance field

[Media]

**The network for transactions was expanded, before the introduction of On-Board Diagnostics checkups in Oct. 2024.**

In the third quarter, while expanding "Goo Failure Diagnosis" and "Goo Maintenance Pack" into the used car field, we focused on increasing the number of maintenance shops that order "Goo Maintenance Pack". In addition, the Company saw this as a phase to increase the utilization rate of these adopted products and worked to improve ARPA/Month. The number of affiliated maintenance shops is expected to grow in the fourth quarter.

New car field

[Services]

**The fortification of the system for cooperation with makers contributed to the increase of business partners.**

We made efforts to fortify the system for cooperation with not only domestic car manufacturers, but also car importers. As a result, optional products, such as "DataLine SalesGuide," "DataLine AI Assessment," and "DataLine SalesGuide car replacement proposal," were adopted further. Both sales and operating income grew, exceeding the plan. From the fourth quarter, we will make continuous efforts to increase business partners and promote optional products.

Maintenance sheet metal software

[Services]

**With the upgraded existing system, we aim to increase new business partners.**

In the third quarter, the number of new clients did not reach the plan, so sales fell below the plan. Operating income reached the plan, as SGA fell below the plan. From the fourth quarter, we will strive to increase business transactions with the upgraded existing system, which was launched in Oct.

**Tire and wheel sales**

[Sales of goods]

**Thanks to the increase of distribution centers, products sold well. We will make continuous efforts to increase sales quantity.**

Through the increase of distribution centers, inventory expanded, and mainly the package of studless tire and wheel sold well. In the third quarter, too, we implemented measures for reflecting the augmentation of costs in selling prices. From the fourth quarter, we will strive to meet the demand for the replacement of tires with summer ones and increase sales quantity while keeping the balance between the market and prices.

**Used car export**

[Sales of goods]

**The sale to Malaysia and Hong Kong was healthy, but we need to pay attention to maritime transportation.**

The number of used cars exported to Malaysia and Hong Kong, which are major export destination countries increased, so sales achieved the revised plan. Regarding the affected shipment, the stagnation in the second quarter was resolved. There remain uncertainties due to the international situation in addition to the export of new cars, but there is no concern over demand, so we will make continuous efforts to increase sales quantity.

**Ticket sales**

[Ticket sales]

**With more people going out, sales grew, but we need to improve profitability.**

With more people going out, the demand for coupons for products, tickets for travel and leisure, etc. grew, and sales were healthy. The enhancement of EC, which was started in the previous fiscal year, contributed to not only the increase of sales quantity of profitable merchandise, but also the increase of items purchased. On the other hand, operating income grew, but profitability worsened temporarily, due to the augmentation of up-front expenses, such as recruitment and personnel expenses, for business expansion. From the fourth quarter, we will link the business expansion to the growth of sales and operating income, and strive to improve profitability.

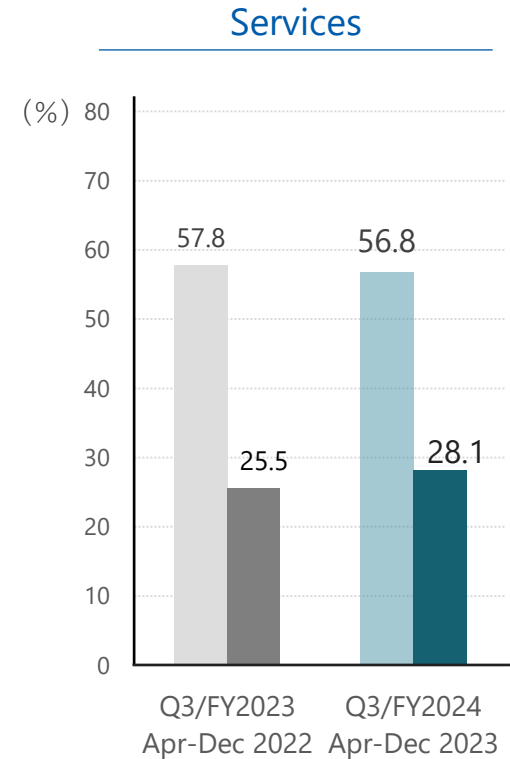
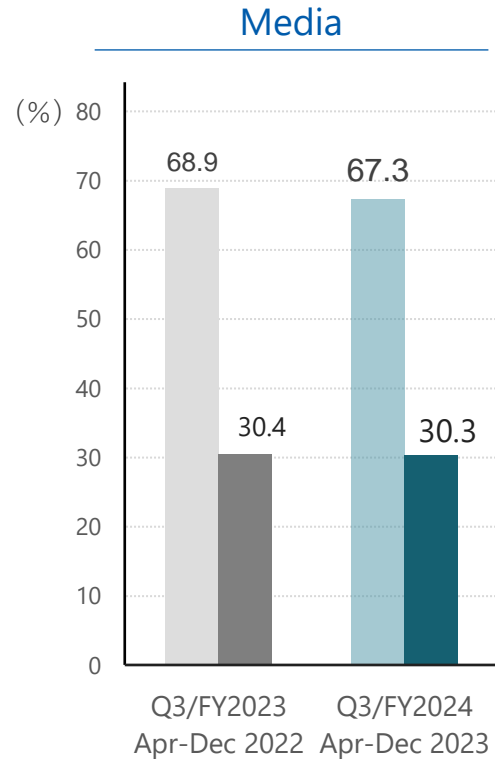
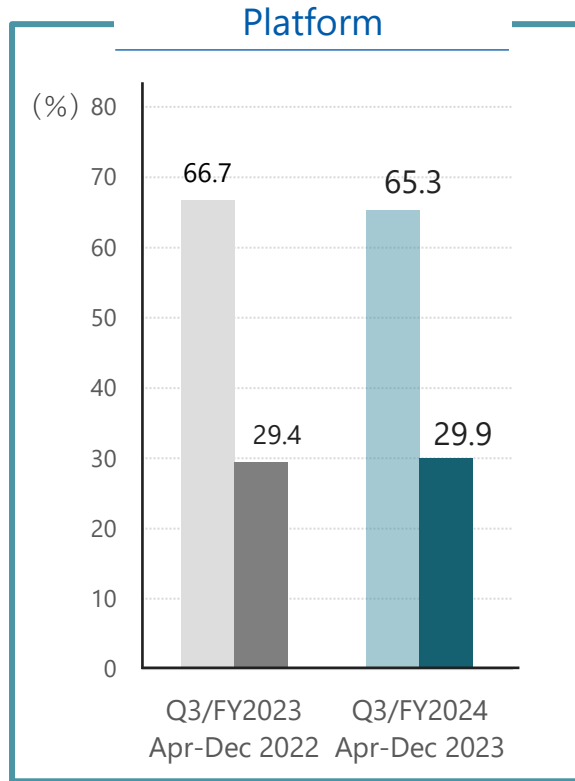
## Q3/FY March 2024[cumulative period] : Net Sales and Operating Income by Segment

[unit: million yen]		Plan	Result	Comparison to Plan	Actual results for the previous period	YoY
		Q3/FY2024 Apr-Dec 2023	Q3/FY2024 Apr-Dec 2023		Q3/FY2024 Apr-Dec 2023	
<b>Platform</b>	Net sales	23,649	23,717	+0.3%	22,465	+5.6%
	Operating Income	6,855	7,086	+3.4%	6,609	+7.2%
Media	Net sales	19,186	19,115	(0.4%)	18,106	+5.6%
	Operating Income	5,640	5,790	+2.7%	5,499	+5.3%
Services	Net sales	4,462	4,602	+3.1%	4,359	+5.6%
	Operating Income	1,215	1,295	+6.6%	1,109	+16.7%
<b>Commerce</b>	Net sales	55,639	57,052	+2.5%	51,993	+9.7%
	Operating Income	704	653	(7.1%)	489	+33.5%
Sales of goods	Net sales	23,996	24,224	+0.9%	22,540	+7.5%
	Operating Income	446	414	(7.2%)	294	+40.6%
Ticket sales	Net sales	31,643	32,828	+3.7%	29,452	+11.5%
	Operating Income	257	239	(7.0%)	195	+22.7%
<b>Other Business</b>	Net sales	5,868	6,087	+3.7%	4,871	+25.0%
	Operating Income	132	173	+30.4%	398	(56.6%)



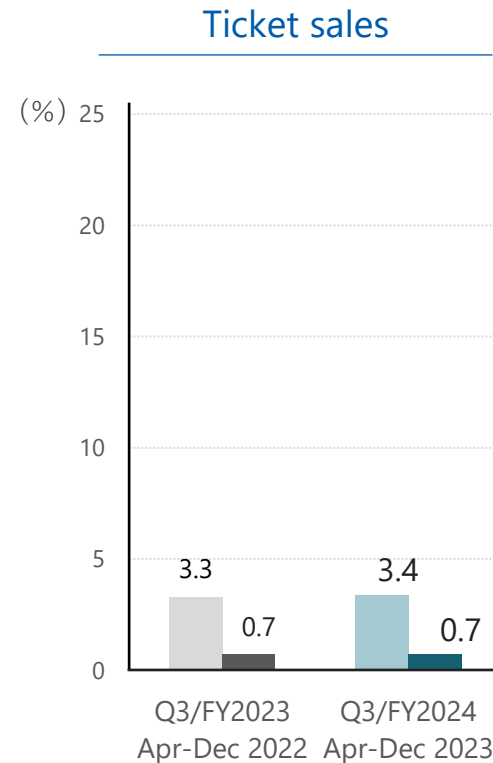
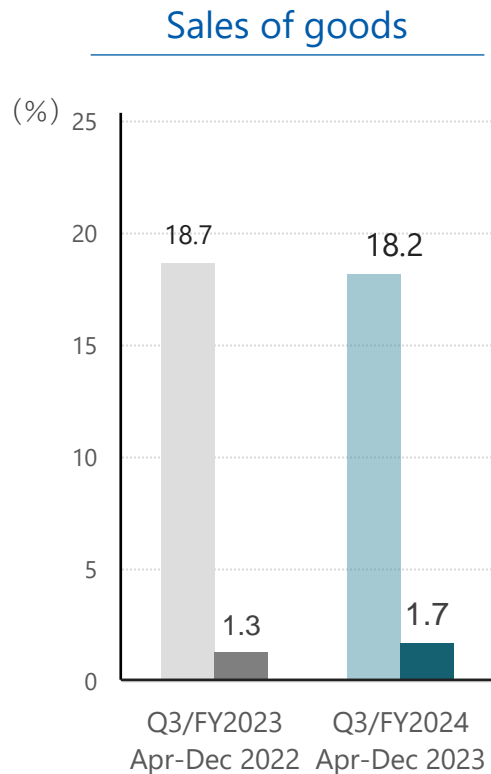
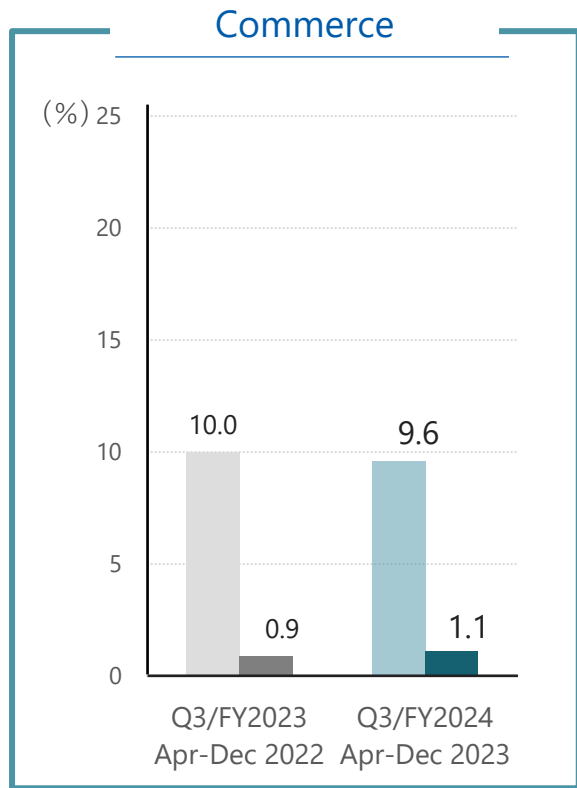
Through the promotion of optional products in the new car field, operating income margin improved.

■ Gross profit margin ■ Operating income margin



Operating income shows a minor upward trend, but we will keep improving profitability.

■ Gross profit margin
 ■ Operating income margin



# Number of dealers and ARPA/Month in the used car field

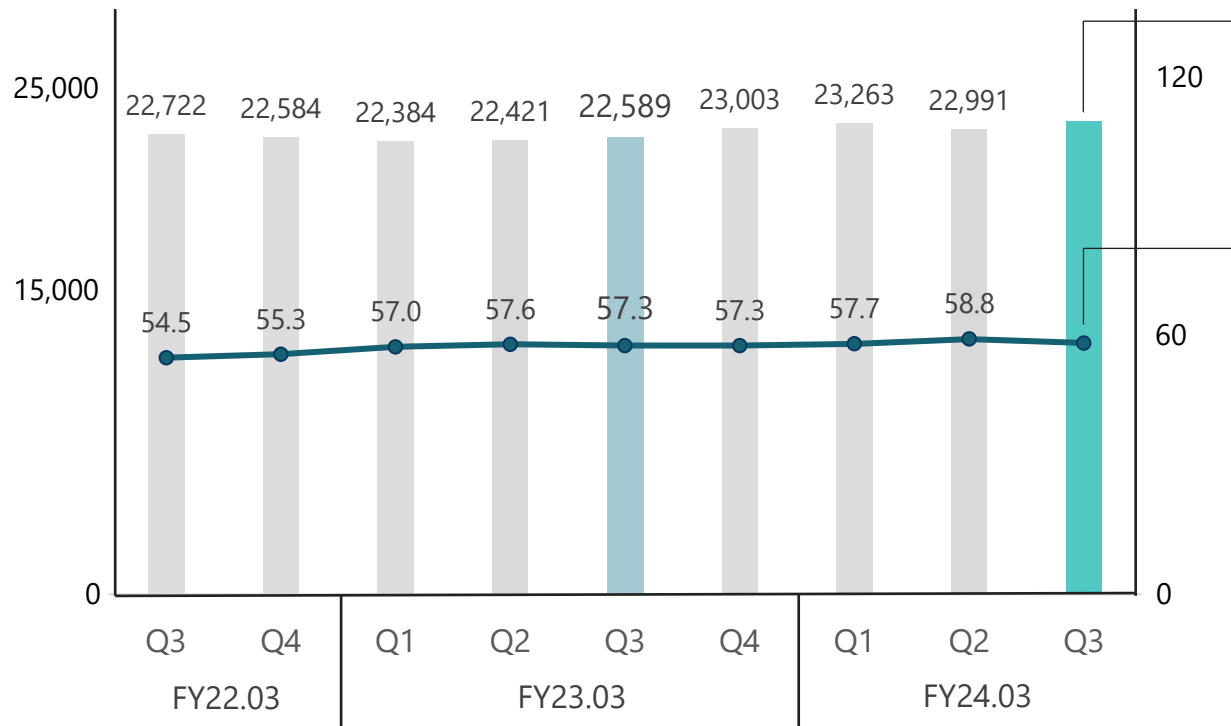
Platform  
[Media]

In the third quarter, we concentrated on marketing targeted at new clients, and the number of affiliated stores increased significantly.



Number of dealers  
[unit: dealers]

ARPA/Month  
[unit: thousand yen]



Number of dealers\*1

**23,340**dealers

[59.7% industry share]

YoY  
+3.3%

ARPA/Month

JPY**57.9K**

YoY  
+1.0%

Churn rate\*2

**2.1%**

[12-month average]

MRR\*3

JPY**1.35Bn**

[December,2023]

\*1: Target markets [In-house research] 39,081 dealers

\*2: Churn rate is the value from April 2022 to March 2023.

\*3: Abbreviation for Monthly Recurring Revenue. This is the total amount of monthly fees for recurring clients as of the end of the applicable month.

# Number of dealers and ARPA/Month in the maintenance field

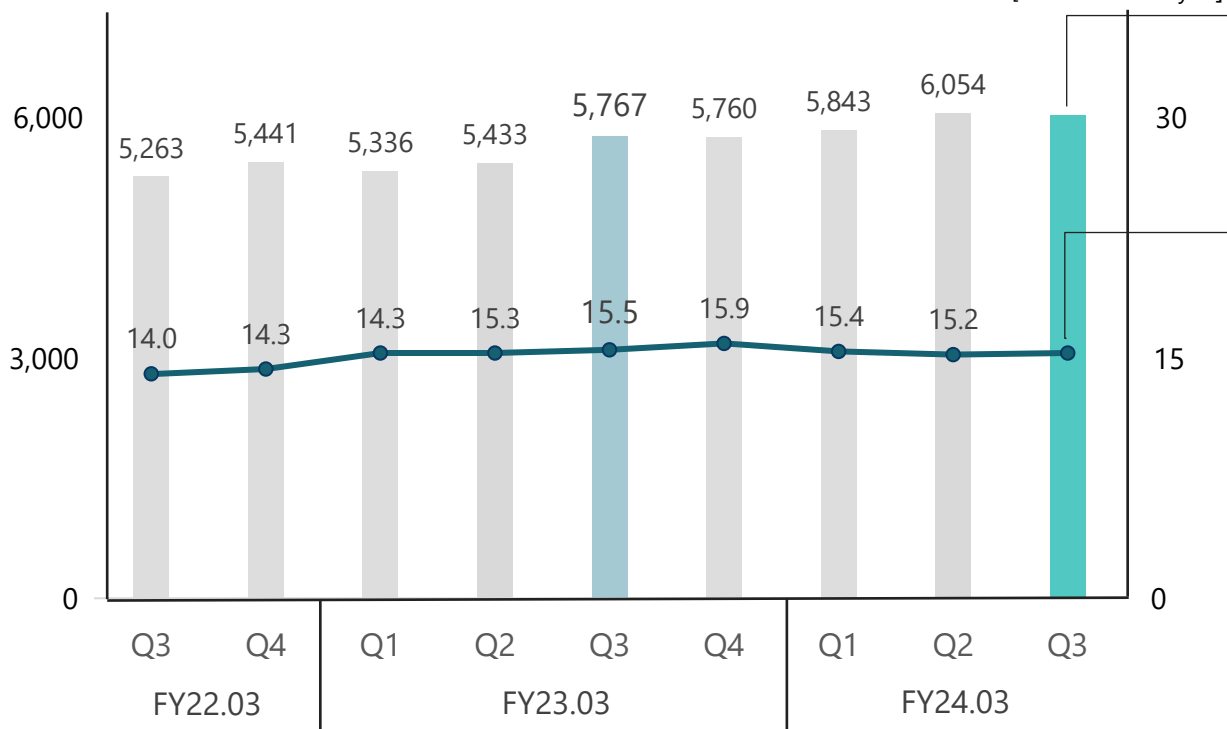
Platform  
[Media]

In the third quarter, we concentrated on the promotion of sale of optional products to existing affiliated maintenance shops.



Number of shops  
[unit: shops]

ARPA/Month  
[unit: thousand yen]



Number of shops \*1

**6,029**shops

[6.6% industry share]

YoY  
**+4.5%**

ARPA/Month \*2

JPY **15.3K**

YoY  
**(0.9%)**

Churn rate \*3

**1.3%**

[12-month average]

MRR \*4

JPY **90Mn**

[December, 2023]

\*1: Target markets [In-house research] 91,946 shops  
[Japan Automobile Service Promotion Association  
Total as of the end of March 2023]

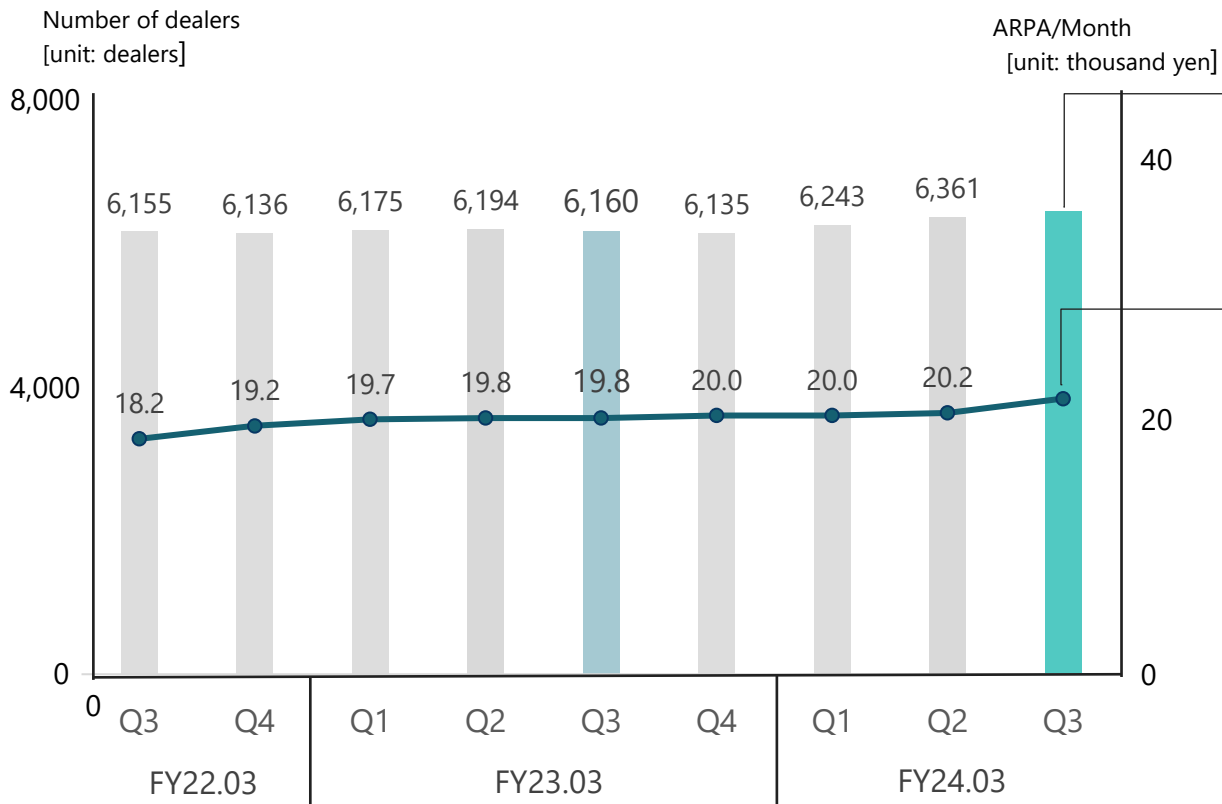
\*2: Includes monthly fee for MOTOR GATE PIT IN.

\*3: Churn rate is the value from April 2022 to March 2023.

\*4: Abbreviation for Monthly Recurring Revenue. This is the total amount of monthly fees for recurring clients as of the end of the applicable month.

# Number of dealers and ARPA/Month in the New car field

As optional services were adopted by more dealers [see page 15 for the variation in the number of dealers that have adopted them], ARPA/Month increased.



## Number of dealers\*1

**6,447** dealers

[45.1% industry share]

YoY  
+4.7%

## ARPA/Month

**JPY21.3K**

YoY  
+7.2%

## Churn rate\*2

**0.4%**

[12-month average]

## MRR\*3

**JPY141Mn**

[December, 2023]

\*1: Target markets [In-house research] 14,300 dealers

\*2: Churn rate is the value from April 2022 to March 2023.

\*3: Abbreviation for Monthly Recurring Revenue. This is the total amount of monthly fees for recurring clients as of the end of the applicable month.

# Progress of "Our statement: Aiming for a healthy used car industry"

We will continue to disclose necessary information to consumers.

1. From October 1, 2023, the sales price of used cars is displayed as the "total payment amount."

→ Eliminate concerns about price

2. It will come with a third-party certification that shows vehicle condition information such as repairs, scratches, and dents through "Goo-inspection."

→ Eliminate concerns about vehicle condition

3. Even the parts that cannot be checked through visual inspection can be "seen" through vehicle health checks.

1. Total amounts of used car sales prices



Goo-net **7-ネット**

2. Goo-inspection

Appraisers from the Japan Automobile Appraisal Association (JAAA), a third-party organization, will appraise used cars. Each car will be checked by a professional.



3. "seen" → **Goo Failure Diagnosis**

An app automatically issues a checkup report that enables us to understand the status of each vehicle at a glance, by utilizing an on-board diagnostic (OBD) device.



# Progress of “Our statement: Aiming for a healthy used car industry”

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As more used car dealers agreed with the aim to improve the soundness of the used car industry, necessary information for consumers is increasingly disclosed.

## 1. Effects of “total payment amount” display

Inquiries about prices decreased, and the number of calendar-based pre-orders with a high rate of actual order placement increased. The number of stores that have introduced the “MG Calendar” has steadily increased in line with the increase in the number of calendar-based pre-orders.

## 2. Progress of Goo-inspection

The percentage of Goo inspection listings on Goo-net remained almost unchanged from the end of September, while the number of new Goo inspection member stores has continued to increase since October.

## 3. Progress of Goo Failure Diagnosis

**In March 2024, “Goo Failure Diagnosis” data for each vehicle will be made available through Goo-net.**

Sales of Goo Failure Diagnosis are progressing steadily, and its adoption is increasing among used car dealers regardless of the size of their inventory. In addition, since a high percentage of Goo inspection franchisees have adopted Goo Failure Diagnosis, synergistic effects between Goo inspection franchisees and Goo Failure Diagnosis are expected in the future.

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# Appendix

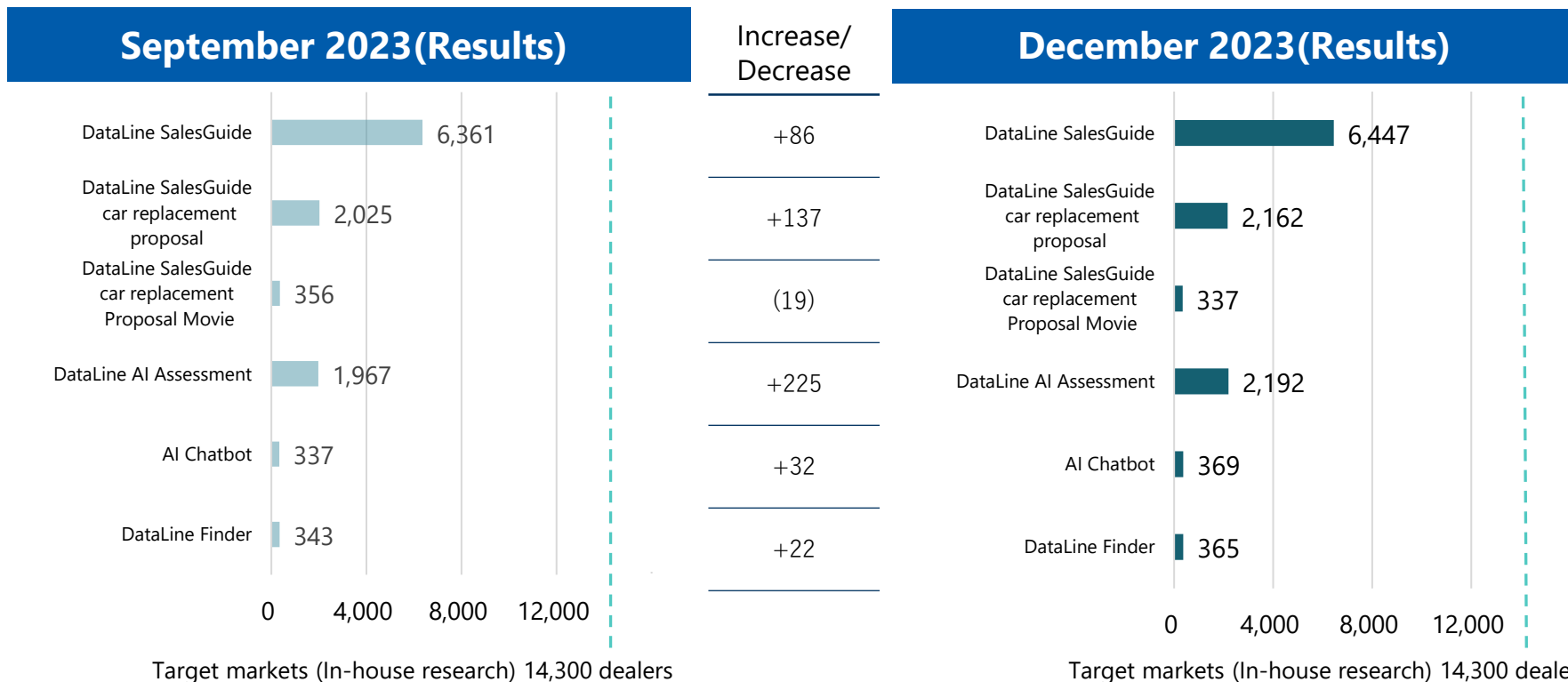
## — KPI ・ Results —



# New Car field Optional Service Number of Installed dealers

Platform  
[Services]

We fortified the system for cooperation with domestic car manufacturers and importers, and increased clients for optional services.



# Q3/FY March 2024: Consolidated Balance Sheet

[unit: million yen]	As of March 31, 2023		As of December 31, 2023		increase and decrease	
	Results(a)	Ratio	Results(b)	Ratio	(b)-(a)	%
Current Assets	39,537	65.3%	42,616	65.9%	3,078	107.8%
Non-Current Assets	21,016	34.7%	22,020	34.1%	1,004	104.8%
Current Liabilities	15,538	25.7%	16,486	25.5%	947	106.1%
Non-Current Liabilities	1,499	2.5%	1,459	2.3%	(39)	97.4%
Net Assets	43,515	71.9%	46,690	72.2%	3,175	107.3%
Total Assets	60,553	100.0%	64,636	100.0%	4,082	106.7%

[unit: million yen]	As of March 31, 2023		As of December 31, 2023		increase and decrease	
	Results(a)	Ratio	Results(b)	Ratio	(b)-(a)	%
Cash and cash equivalents	23,739	39.2%	23,653	36.6%	(86)	99.6%
Interest-bearing debt	4,446	7.3%	5,337	8.3%	890	120.0%
Net cash	19,292	31.9%	18,315	28.3%	(977)	94.9%

# Q3/FY March 2024: Consolidated Statements of Cash Flows

[unit: million yen]	Q3/FY March 2023	Q3/FY March 2024	increase and decrease
	Results(a)	Results(b)	(b)-(a)
Cash Flows from Operating Activities	1,073	1,800	727
Cash Flows from Investing Activities	(3,566)	(1,360)	2,206
Cash Flows from Financing Activities	378	(546)	(925)
Cash and Cash Equivalents at End of Term	23,832	23,394	(438)

[unit: million yen]	Q3/FY March 2023	Q3/FY March 2024	increase and decrease
	Results(a)	Results(b)	(b)-(a)
Investment Amount (Tangible/intangible fixed assets)	3,784	1,499	(2,285)
Depreciation	723	823	100
Amortization of Goodwill	382	164	(218)

# Consolidated Earnings (10-year transition)

[unit: million yen]	FY March 2014	FY March 2015	FY March 2016	FY March 2017	FY March 2018	FY March 2019	FY March 2020	FY March 2021	FY March 2022*1	FY March 2023*1
Net Sales	54,761	48,602	54,297	56,717	62,111	62,251	59,127	60,097	57,446	105,596
Operating Income	4,735	4,233	4,071	2,795	3,674	4,565	5,136	5,941	6,422	7,336
Net Income	2,627	2,381	(390)	1,506	519	3,159	4,991	4,853	5,880	4,424
EBITDA*2	6,483	6,039	6,149	4,547	5,396	5,920	6,455	7,262	7,660	8,845
Adjusted Net Income*3	3,555	3,308	641	2,145	1,151	3,596	5,420	5,275	6,240	4,946
Depreciation	819	879	1,046	1,113	1,089	916	890	898	877	988
Amortization of Goodwill	928	926	1,032	638	632	437	429	422	360	521
SG&A Expenses	16,510	16,044	17,157	19,024	19,467	19,267	19,270	19,250	18,205	20,606
Employment Cost	7,086	7,358	7,706	7,936	8,066	7,871	7,721	7,525	6,849	7,456
Advertising Cost	2,602	2,386	2,423	4,167	4,295	4,486	4,602	5,071	5,153	5,628
Other Expenses	6,821	6,299	7,027	6,921	7,106	6,909	6,945	6,653	6,201	7,522

\*1: New Revenue Recognition Standard

\*2: EBITDA was calculated with the equation: operating income + depreciation + amortization of goodwill

\*3: Adjusted Net Income was calculated with the equation: net income + amortization of goodwill

# Consolidated Earnings (quarterly transition)

[unit: million yen]	Q3/FY'21 March	Q4	Q1/FY'22 March*1	Q2 *1	Q3 *1	Q4 *1	Q1/FY'23 March*1	Q2 *1	Q3 *1	Q4 *1	Q1/FY'24 March*1	Q2 *1	Q3 *1
Net Sales	17,315	15,325	13,661	12,646	16,384	14,753	23,784	26,027	29,518	26,310	27,220	27,337	32,299
Gross Profit	6,859	6,391	6,233	5,752	6,603	6,037	6,709	6,554	7,688	6,991	7,317	6,850	7,772
EBITDA*2	2,418	1,347	2,096	1,606	2,366	1,591	2,415	1,907	2,760	1,763	2,541	1,872	2,902
Operating Income	2,088	1,014	1,780	1,304	2,057	1,280	2,082	1,525	2,368	1,360	2,231	1,542	2,554
Ordinary Income	2,045	1,245	1,865	1,365	2,064	1,327	2,100	1,568	1,709	1,584	2,755	1,562	2,501
Net Income	1,437	1,624	2,281	1,341	1,426	830	1,398	1,002	1,089	933	1,808	1,027	1,716
SG&A Expenses	4,771	5,376	4,452	4,448	4,545	4,757	4,627	5,028	5,319	5,631	5,085	5,308	5,218
Employment Cost	1,867	1,883	1,797	1,647	1,682	1,722	1,808	1,828	1,913	1,906	1,942	1,936	1,977
Advertising Cost	1,184	1,782	989	1,421	1,206	1,535	1,132	1,409	1,396	1,690	1,315	1,493	1,203
Other Expenses	1,719	1,710	1,665	1,379	1,656	1,500	1,687	1,790	2,010	2,033	1,827	1,878	2,037

\*1: New Revenue Recognition Standard

\*2: EBITDA was calculated with the equation: operating income + depreciation + amortization of goodwill

# Consolidated Earnings by Segment (quarterly transition)

[unit: million yen]		Q3/FY'22 March	Q4	Q1/FY'23 March	Q2	Q3	Q4	Q1/FY'24 March,	Q2	Q3
<b>Platform</b>	Net sales	7,203	7,375	7,364	7,478	7,622	7,839	7,767	7,904	8,044
	Operating Income	2,095	1,711	2,328	2,038	2,243	1,956	2,430	2,125	2,529
Media	Net sales	5,783	5,875	5,925	6,043	6,137	6,325	6,309	6,352	6,452
	Operating Income	1,716	1,313	1,937	1,694	1,867	1,600	2,041	1,639	2,110
Services	Net sales	1,420	1,500	1,439	1,434	1,485	1,514	1,457	1,552	1,592
	Operating Income	379	398	390	343	375	355	389	486	419
<b>Commerce</b>	Net sales	8,152	6,198	15,233	16,888	19,870	16,555	17,316	17,658	22,077
	Operating Income	307	(56)	107	(52)	434	(72)	163	(0)	490
Sales of goods	Net sales	8,152	6,198	6,544	6,324	9,671	7,033	7,166	6,665	10,392
	Operating Income	307	(56)	79	(137)	352	(101)	62	(68)	419
Ticket sales	Net sales	-	-	8,688	10,564	10,198	9,522	10,150	10,992	11,685
	Operating Income	-	-	28	85	81	28	100	67	70
<b>Other Business</b>	Net sales	1,028	1,178	1,186	1,659	2,025	1,871	2,136	1,774	2,176
	Operating Income	133	49	123	38	237	(19)	137	(47)	82
Management Division	Operating Income	(478)	(425)	(477)	(498)	(546)	(503)	(499)	(535)	(549)
<b>Total</b>	Net sales	16,384	14,753	23,784	26,027	29,518	26,266	27,220	27,337	32,299
	Operating Income	2,057	1,280	2,082	1,525	2,368	1,360	2,231	1,542	2,554

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# Appendix

## —business overview—

## Corporate Goal

# Create change by continuing to challenge itself. CHANGING COMPANY

### Features of PROTO CORPORATION

#### To realize the No. 1 platform in the mobility field

A leading company of the media for used car information, which operates the car information media "Goo-net" and boasts a share of about 60% in the number of affiliated used car dealers.

We promote DX in the fields of used cars, car maintenance, and new cars, by totally supporting DX in the mobility field.

To establish a platform by combining master data, AI, and data, with the aim of developing infrastructure in the mobility field.

#### To create value by combining master data, AI, and data

### Business Results and Indicators for the Fiscal Year Ended March 31, 2023

Net sales	105.5 billion yen	Market capitalization	55.2 billion yen (As of January 29, 2024)
Operating income	7.3 billion yen	PER	9.01 times(As of January 29, 2024)
ROE	10.6%	PBR	1.17 times(As of January 29, 2024)



President  
Kenji  
Kamiya

神谷健司

In the coming 10 years, the mobility environment surrounding us will change drastically. Gasoline-fueled vehicles will evolve into diverse carbon-neutral vehicles. People will shift from owning a car to sharing a car. When the times change significantly, the true value of enterprises is tested.

Our company will accumulate and utilize data on vehicles and users in the fields of used cars, new cars, maintenance, and motorcycles, create new services based on data and AI, and swiftly respond to the rapid changes in the environment.

By pursuing "dreams, inspirations, and joy," we will become a "mobility style partner" in the new age. Then, we will create new value in the world, and become a "partner for the future society" so as to be genuinely selected by society. Our company upholds the corporate goal of being a "changing company," and all of our staff will join hands to attain this corporate goal.



# Transition of Net Sales and Operating Income

Net Sales  
[billion yen]

Nationwide expansion of Goo

Series development of Goo  
IT shift in services

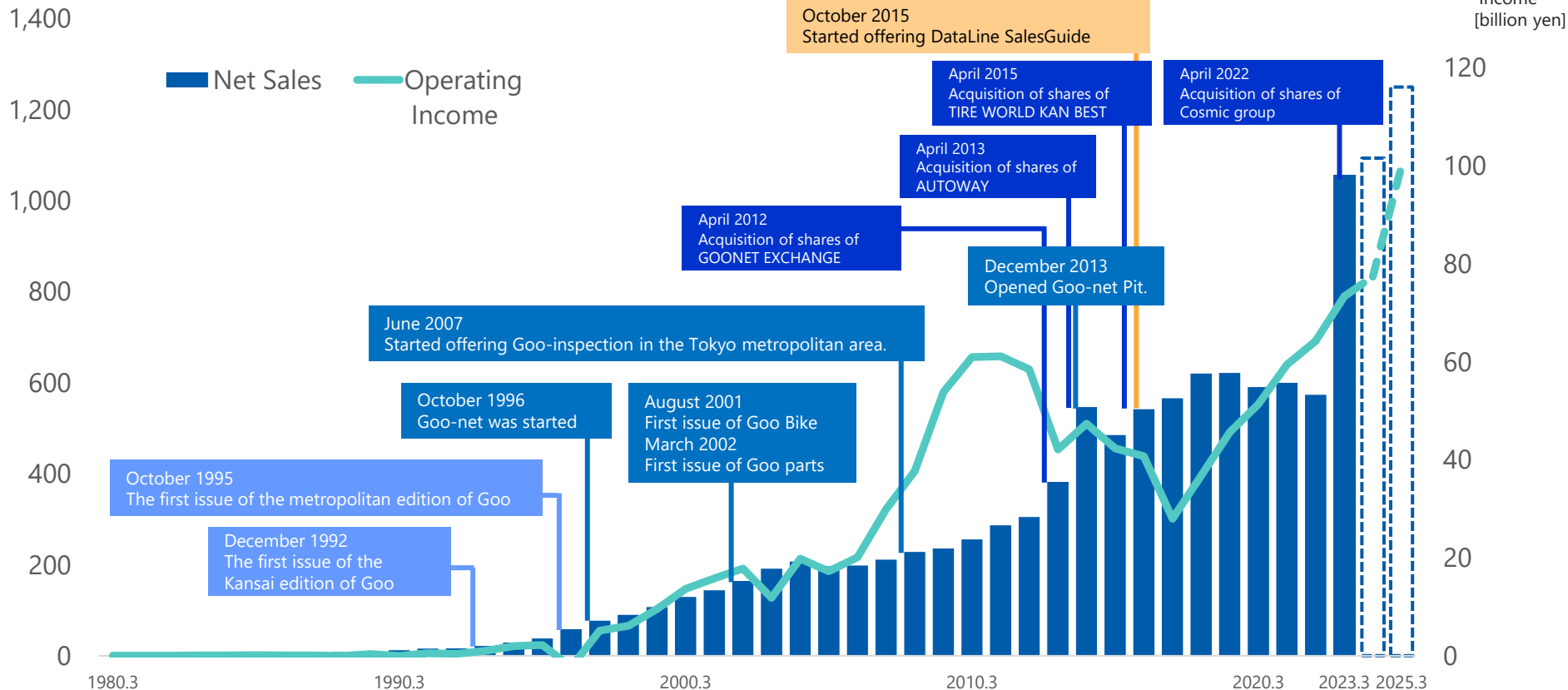
Aggressive development of  
M&As

Selection and concentration  
of business portfolio

Promote data platform  
construction

Operating  
Income  
[billion yen]

Net Sales  
Operating  
Income



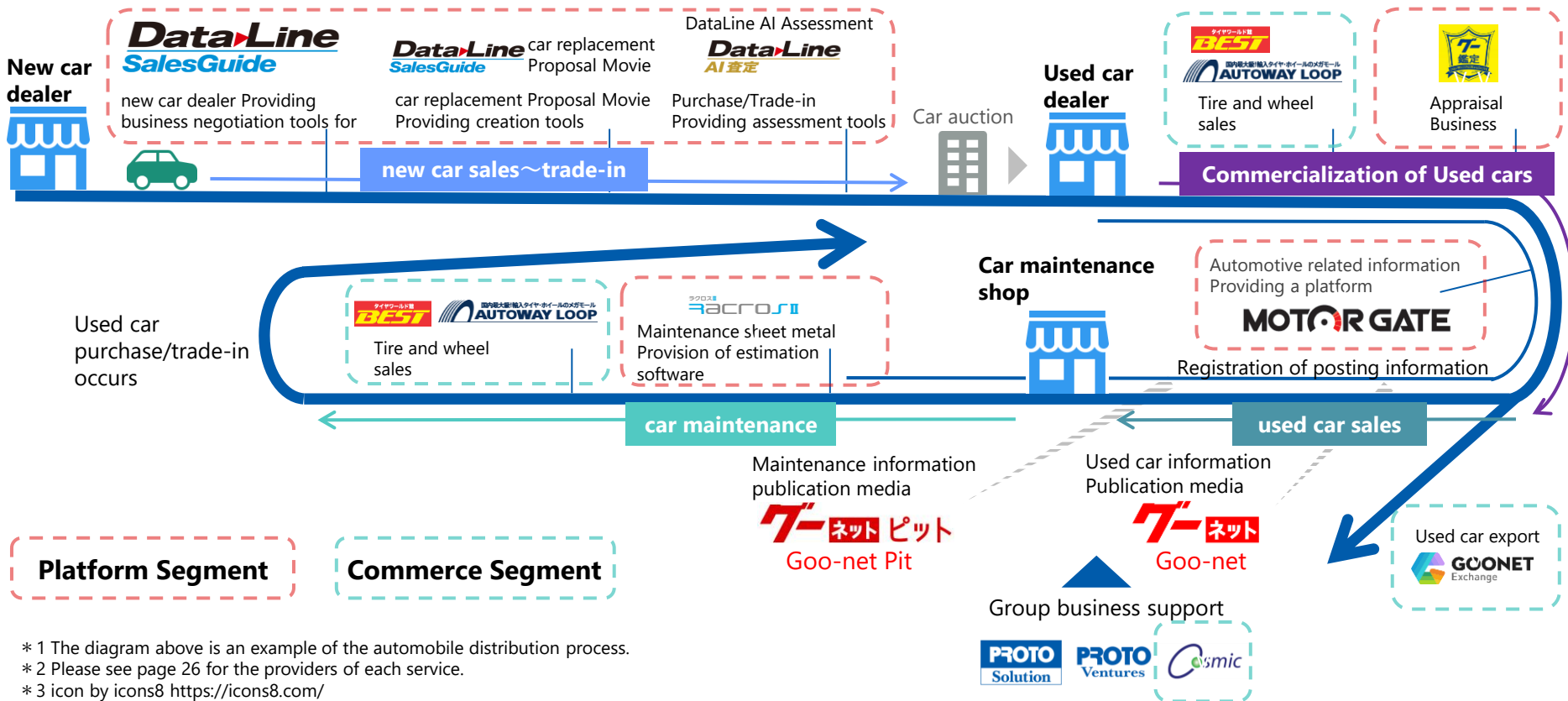
\*1 New Revenue Recognition Standard

\*2 The figures are those announced on May 13, 2022.

[Plan]

# Management support by PROTO Group

- Proto Group provides total support for the management of automobile sales and maintenance businesses.



\* 1 The diagram above is an example of the automobile distribution process.

\* 2 Please see page 26 for the providers of each service.

\* 3 icon by icons8 <https://icons8.com/>

# Business model of our platform

## Platform[Media]

\* A business model that operates media for users and receives usage fees for the publication management platform of the media

### User

- Browsing content
- Inquiries to used car dealers/ car maintenance shops
- Visit reservation, online business meeting reservation

**Billing system: Free**

## Platform

**MOTOR GATE**

Automotive related information platform

## Media

**G-net**

Goo-net

used car search

**G-net** **ピット**

Goo-net Pit

car maintenance shop search

## Client

**used car dealers/car maintenance shops**

- used car/maintenance information registration
- Responding to user inquiries

**Billing system: MOTOR GATE usage fee [fixed monthly fee/inventory linked type]+ MOTOR GATE various option fee**

## Platform[Services]

\* A business model that provides new car dealers with tools to support business negotiations, appraisals, etc., and earns fees for their use.

### User

- Receipt of information from new car dealers

## Platform

**DataLine**  
SalesGuide

- Cost comparison function for new car negotiations
- Transfer simulation function
- Future price prediction function
- Transfer proposal function

**DataLine** DataLine AI Assessment  
AI査定

- Assessment function

## Client

**new car dealers**

- Customer information registration
- Customer vehicle information registration

**Billing system: Monthly usage fee [fixed monthly amount]+ Various option fees**

# Breakdown by Major Group Companies

Segment	Sub-segment	Details
Platform	Media	<b>Media: Used cars, Maintenance, Bike</b> PROTO CORPORATION , PROTO SOLUTION
		<b>Appraisal Business</b> CAR CREDO
	Services	<b>Alliance</b> GOONET EXCHANGE
		<b>New car</b> PROTO CORPORATION <b>Maintenance sheet metal software sales</b> PROTO-RIOS
Commerce	Sale of goods	<b>Tire and wheel sales</b> AUTOWAY , TIRE WORLD KAN BEST
		<b>Used car export</b> GOONET EXCHANGE
	Ticket sales	<b>Sale of goods</b> PROTO CORPORATION , PROTO SOLUTION <b>Ticket sales</b> COSMIC RYUTSUU SANGYO CO., LTD.
Other Business	-	<b>Agriculture, Real Estate, Others</b> PROTO CORPORATION <b>BPO</b> PROTO SOLUTION <b>Investment</b> PROTO Ventures ・ PROTO Ventures 2 Investment Limited Partnership <b>Solar power generation</b> AUTOWAY <b>Basketball team management</b> okinawa basketball

# Company Profile

Corporate Name	PROTO CORPORATION
Founded	October 1, 1977
Established	June 1, 1979
Common Stock	1,849 million yen (As of March 31, 2023)
Shares Outstanding	41,925,300 shares (As of March 31, 2023)
Head Offices	1-23-14 Aoi, Naka-ku, Nagoya-shi, Aichi 460-0006 Japan 6-18-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-0023 Japan
Branch Offices	Sapporo, Sendai, Takaskaisaaki, Nagano, Hamamatsu, Nagoya, Kanazawa, Osaka, Hiroshima, Matsuyama, Fukuoka, Kumamoto(35 Sales Outlets Nationwide)
Fiscal Year-end	March 31
Number of Employees	Consolidated: 1,468 (As of March 31, 2023)、 Parent: 534 (As of March 31, 2023)
Stock Exchange	Tokyo Stock Exchange Prime Market, Nagoya Stock Exchange Premier Market
Listing Subsidiary	1. AUTOWAY Co., Ltd. 2. TIRE WORLD KAN BEST CO., LTD. 3. GOONET EXCHANGE 4. PROTO-RIOS INC. 5. CAR Credo Co., Ltd. 6. CAR BRICKS Co., Ltd. 7. PROTO SOLUTION Co., Ltd. 8. OKINAWA CALL STAFF SERVICE Co., LTD 9. Associe Co., Ltd 10. Onion Inc. 11. PROTO Ventures 12. PROTO Ventures 2 Investment Limited Partnership 13. COSMIC RYUTSUU SANGYO LTD., INC. 14. COSMIC GC SYSTEM LTD., INC. 15. okinawa basketball inc. 16. okinawa arena inc. 17. okinawa sports academy inc. 18. CAR Credo (Thailand) Co., Ltd. 19. UB Datatech, Inc. (Affiliates accounted for by the equity method)

(As of March 31, 2023)

## **Future Outlook**

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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.

## **For Inquiries**

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PROTO CORPORATION

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