

Financial Results Briefing for /FY2017

October 31, 2017

Appendix

Consolidated B/S

(Unit: millions of yen)

	As of September 30,2017	As of September 30,2016	Change		As of September 30,2017	As of September 30,2016	Change
Current assets	17,366	20,051	(2,685)	Liabilities	4,883	6,148	(1,265)
Cash and deposit	10,133	12,613	(2,479)	Accounts payable-trade	1,276	1,177	+98
Notes and accounts receivable-trade	6,187	6,163	+23	Current portion of long-term loans payable	1,974	2,290	(316)
Other	1,109	1,339	(230)	Account payable-other	668	1,343	(674)
Allowance for doubtful accounts	(64)	(65)	+0	Income taxes payable	148	188	(39)
				Allowance for coin usage	816	1,148	(332)
Non-current assets	6,531	5,102	+1,428	Non-current liabilities	1,076	1,152	(75)
Property, plant and equipment	276	179	+97	Net defined benefit liability	1,020	1,099	(79)
Intangible fixed assets	2,198	2,504	(305)	Other	56	53	+3
Include software	2,078	2,462	(383)	Total liabilities	5,960	7,301	(1,340)
Investments and other assets	4,055	2,419	+1,636	Capital stock	5,069	5,012	+57
Include investment securities	2,437	1,054	+1,382	Capital surplus	5,790	5,834	-44
				Retained earning	9,311	8,727	+583
				Treasury shares	(3,148)	(2,148)	(999)
				Accumulated other comprehensive income	+3	(119)	+122
				Subscription rights to shares	297	132	+165
				Non-controlling interests	613	414	+198
				Net assets	17,937	17,852	+84
Total assets	23,897	25,154	(1,256)	Total liabilities and net assets	23,897	25,154	(1,256)

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2015				FY2016				FY2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	8,209	8,410	8,261	8,579	8,547	8,447	7,924	7,924	7,637	7,648	7,811	7,837
Cost of sales	1,343	1,322	1,281	1,491	1,362	1,272	1,294	1,424	1,275	1,230	1,533	1,606
Gross profit	6,865	7,088	6,979	7,088	7,184	7,175	6,630	6,500	6,362	6,417	6,277	6,230
(Ratio)	83.6%	84.3%	84.5%	82.6%	84.1%	84.9%	83.7%	82.0%	83.3%	83.9%	80.4%	79.5%
Selling, general and administrative expenses	5,532	6,313	5,559	6,371	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391
Operating income	1,333	774	1,420	717	1,121	1,367	1,896	969	1,149	925	1,139	839
(Ratio)	16.2%	9.2%	17.2%	8.4%	13.1%	16.2%	23.9%	12.2%	15.0%	12.1%	14.6%	10.7%
Ordinary income	1,315	719	1,405	704	1,117	1,317	1,894	981	1,125	907	1,143	796
(Ratio)	16.0%	8.5%	17.0%	8.2%	13.1%	15.6%	23.9%	12.4%	14.7%	11.9%	14.6%	10.2%
Profit attributable to owners of parent	761	327	855	663	697	727	1,195	696	677	(235)	703	289
(Ratio)	9.3%	3.9%	10.4%	7.7%	8.2%	8.6%	15.1%	8.8%	8.9%	(3.1%)	9.0%	3.7%

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2015				FY2016				FY2017			
		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	5,532	6,313	5,559	6,371	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391
Advertising expenses	2,021	2,680	1,795	2,580	2,532	2,246	1,180	1,648	1,542	1,578	1,317	1,307
Personnel expenses	1,374	1,382	1,454	1,558	1,341	1,368	1,402	1,525	1,395	1,406	1,554	1,566
Commission fee	896	938	923	968	954	955	923	908	926	935	904	932
Subcontract expenses	350	331	344	299	374	384	314	382	402	519	255	253
Depreciation	353	341	314	309	298	303	316	354	374	401	458	456
Other	535	638	726	654	561	549	597	711	572	650	647	874

【Service introduction】



Electronic maternity health record book

Function as a maternal handbook from pregnancy to childbirth and nursing, in addition to sending health and local government information

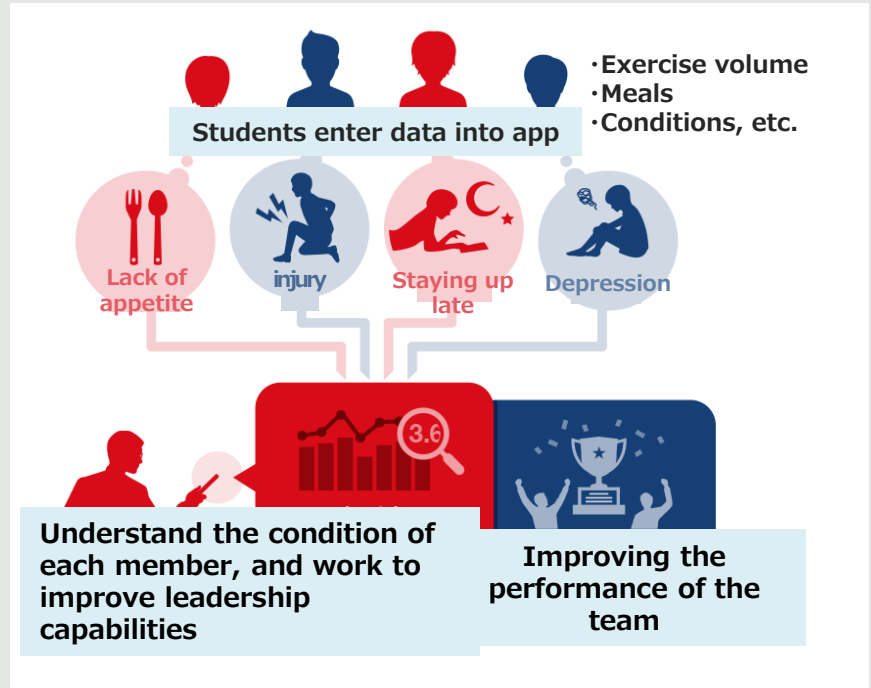


【Service introduction】



Sports management

Conditioning and communication tool that connect athletes and coaches.

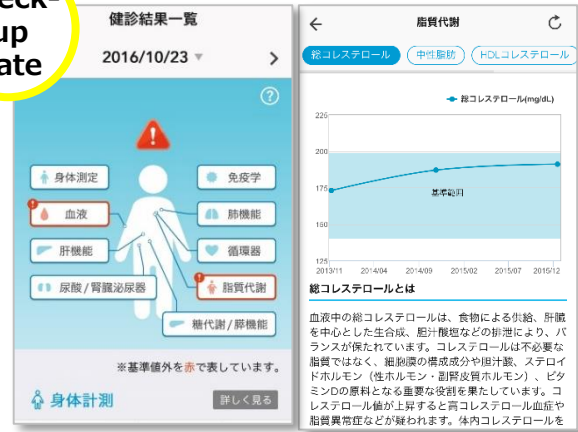


[Service introduction]



Check-up service

Check-up date



Pedometer · Calories



Body weight



Meal



Sleep



Blood pressure



*CARADA is a trademark or a registered trademark owned by MTI Ltd. or the license of which is owned by MTI Ltd.

Thank you for your attention.

MTI Ltd.

〈Contact us〉

Investor Relations Department

TEL: +81-3-5333-6323 FAX: +81-3-3320-0189

MAIL: ir@mti.co.jp

www.mti.co.jp

This report contains forward-looking statements on business performance based on the judgments, assumptions, and beliefs of management using the information available at the time. Actual results may differ materially due to changes in domestic or overseas economic conditions or changes in internal or external business environments or aspects of uncertainty contained in the forecasts, latent risks or various other factors. In addition, risk and uncertainty factors include unpredictable elements that could arise from future events.