

FINANCIAL FACT BOOK 2015

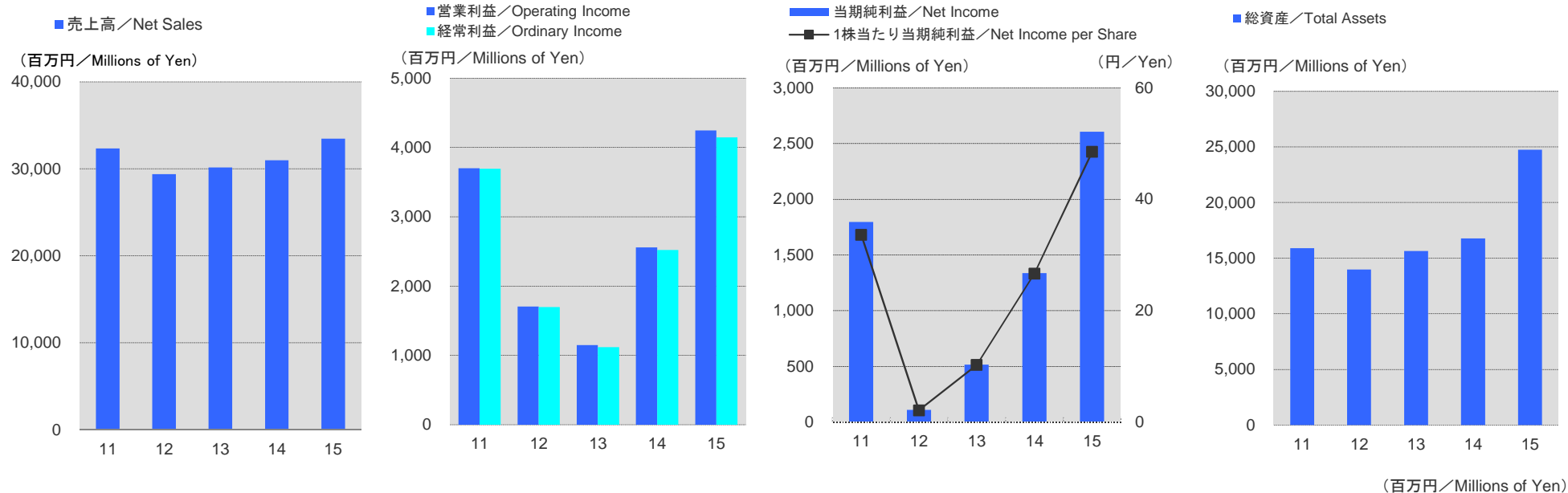
フィナンシャル ファクトブック 2015

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 株式会社エムティーアイ

MTI Ltd.

連結財務ハイライト／Consolidated Financial Highlights



| 会計年度／Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|---------|---------|---------|---------|----------|
| 売上高／Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |
| 売上総利益／Gross Profit | 24,770 | 23,716 | 24,824 | 25,996 | 28,022 |
| 営業利益／Operating Income | 3,702 | 1,704 | 1,149 | 2,557 | 4,245 |
| 経常利益／Ordinary Income | 3,692 | 1,697 | 1,119 | 2,519 | 4,144 |
| 当期純利益／Net Income | 1,797 | 109 | 516 | 1,337 | 2,607 |
| 1株当たり当期純利益／Net Income per Share (円／Yen) | 33.62 | 2.11 | 10.25 | 26.63 | 48.52 *1 |
| 総資産／Total Assets | 15,881 | 13,971 | 15,646 | 16,768 | 24,738 |
| 純資産／Net Assets | 9,670 | 8,922 | 8,869 | 9,722 | 16,591 |
| 営業活動によるキャッシュ・フロー／Cash Flows from Operating Activities | 2,986 | 2,682 | 3,483 | 3,600 | 4,587 |
| 投資活動によるキャッシュ・フロー／Cash Flows from Investing Activities | (2,417) | (2,062) | (2,389) | (1,867) | (1,707) |
| 財務活動によるキャッシュ・フロー／Cash Flows from Financing Activities | (619) | (1,167) | (414) | (375) | 3,921 |

*1 当社は2013年4月1日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。／We conducted a 100-for-1 share split which became effective as of April 1, 2013.

当社は2014年4月1日を効力発生日として普通株式1株につき2株の割合で株式分割を行っています。／We conducted a 2-for-1 share split which became effective as of April 1, 2014.

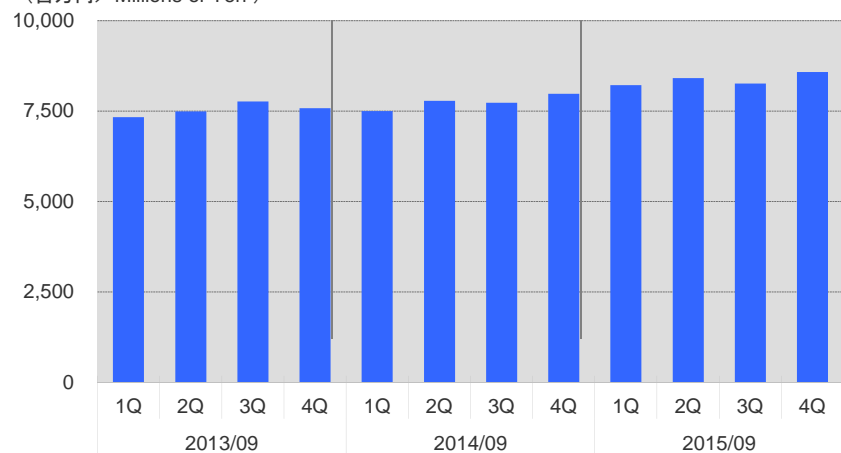
当社は2015年4月1日を効力発生日として普通株式1株につき2株の割合で株式分割を行っています。／We conducted a 2-for-1 share split which became effective as of April 1, 2015.

1株当たり当期純利益は当該株式分割後の数値を記載しています。／Net income per share is based on the number of shares after the stock splits.

四半期推移(連結)／Quarter by Trend (Consolidated)

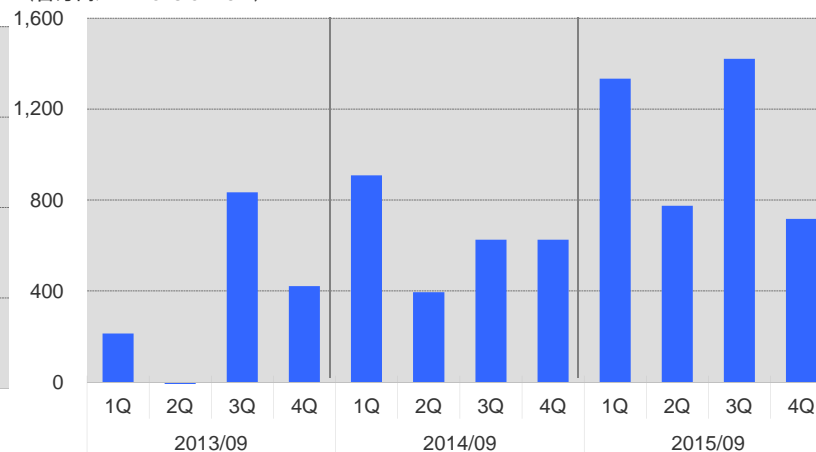
売上高／Net Sales

(百万円／Millions of Yen)



営業利益／Operating Income

(百万円／Millions of Yen)

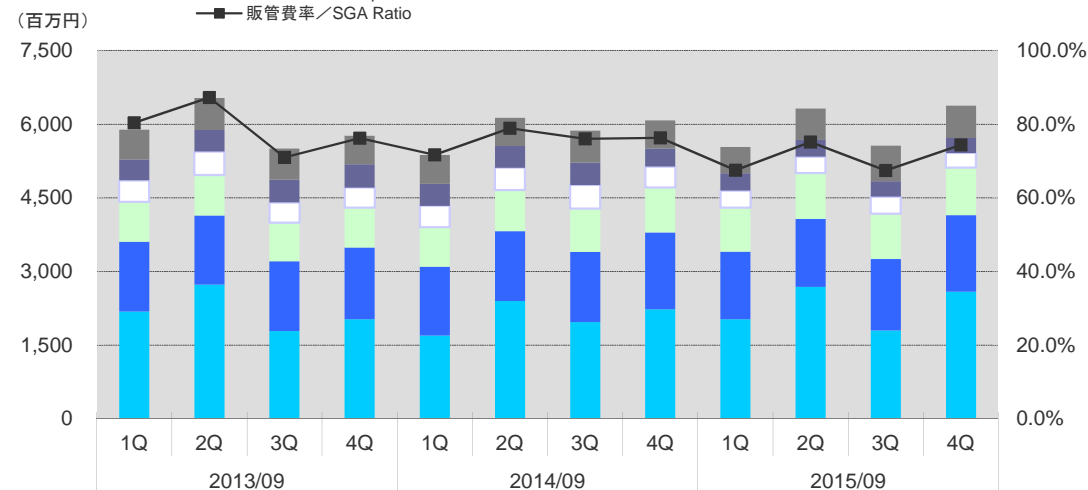
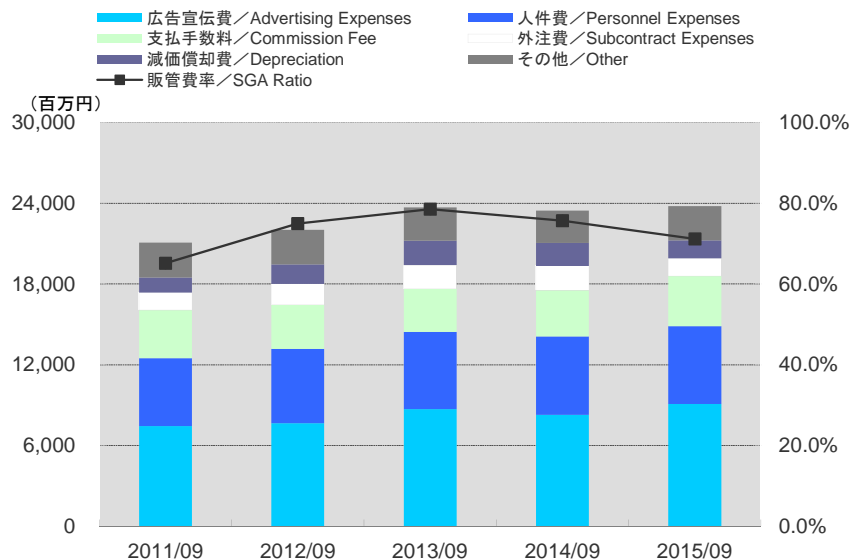


会計年度／Fiscal Year

(百万円／Millions of Yen)

| | 2013/09 | | | | 2014/09 | | | | 2015/09 | | | |
|----------------------------|---------|--------|--------|--------|---------|--------|--------|--------|---------|--------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| 売上高／Net Sales | 7,331 | 7,491 | 7,762 | 7,575 | 7,498 | 7,780 | 7,730 | 7,974 | 8,209 | 8,410 | 8,261 | 8,579 |
| 売上総利益／Gross Profit | 6,099 | 6,205 | 6,334 | 6,184 | 6,279 | 6,523 | 6,492 | 6,700 | 6,865 | 7,088 | 6,979 | 7,088 |
| 営業利益／Operating Income | 214 | (321) | 834 | 422 | 909 | 395 | 626 | 626 | 1,333 | 774 | 1,420 | 717 |
| 経常利益／Ordinary Income | 216 | (312) | 832 | 384 | 870 | 439 | 614 | 594 | 1,315 | 719 | 1,405 | 704 |
| 当期純利益(損失)／Net Income(Loss) | 185 | (306) | 443 | 194 | 425 | 364 | 218 | 328 | 761 | 327 | 855 | 663 |
| 総資産／Total Assets | 13,877 | 13,771 | 15,086 | 15,646 | 15,480 | 16,806 | 15,741 | 16,768 | 16,742 | 22,732 | 22,831 | 24,738 |
| 純資産／Net Assets | 8,499 | 8,214 | 8,714 | 8,869 | 9,020 | 9,408 | 9,450 | 9,722 | 10,347 | 15,172 | 15,932 | 16,591 |

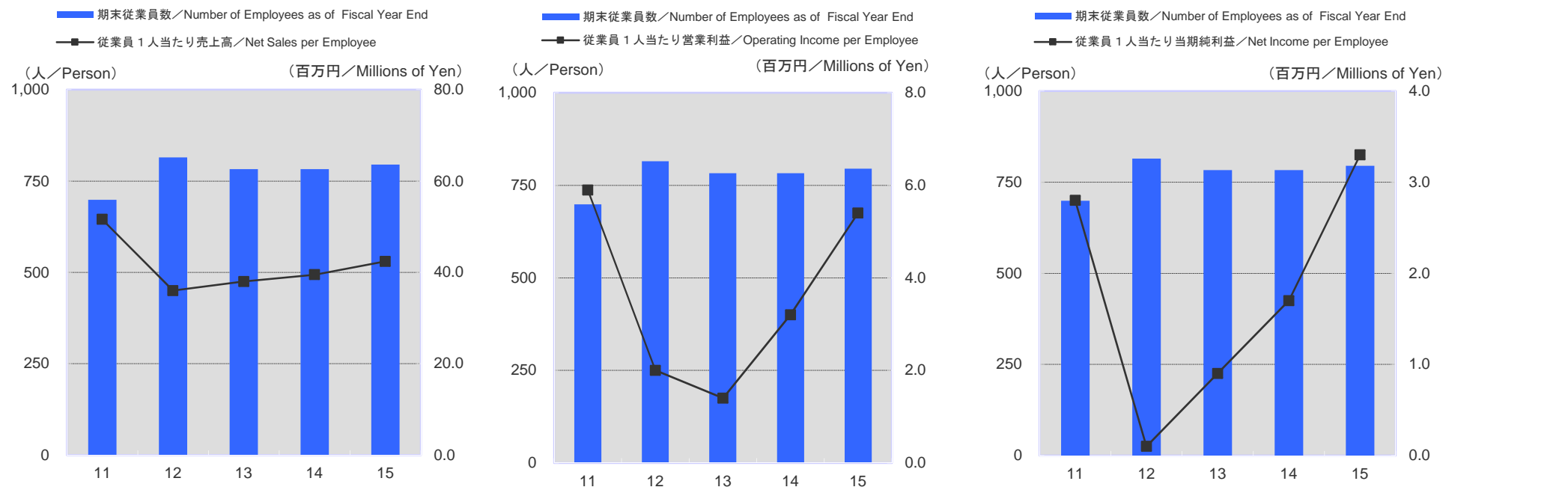
販売費及び一般管理費内訳／Selling, General and Administrative Expenses



| 会計年度／ Fiscal Year | (百万円／Millions of Yen) | | | | |
|---|-----------------------|---------|---------|---------|---------|
| | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
| 販売費及び一般管理費／ Selling, General & Administrative Expenses | 21,067 | 22,012 | 23,675 | 23,439 | 23,776 |
| 広告宣伝費／ Advertising Expenses | 7,436 | 7,651 | 8,702 | 8,268 | 9,077 |
| 人件費／ Personnel Expenses | 5,047 | 5,519 | 5,722 | 5,815 | 5,770 |
| 支払手数料／ Commission Fee | 3,566 | 3,289 | 3,227 | 3,443 | 3,727 |
| 外注費／ Subcontract Expenses | 1,300 | 1,543 | 1,741 | 1,803 | 1,326 |
| 減価償却費／ Depreciation | 1,121 | 1,434 | 1,802 | 1,706 | 1,318 |
| その他／ Other | 2,595 | 2,573 | 2,479 | 2,402 | 2,555 |
| | (%) | (%) | (%) | (%) | (%) |
| 販管費率／ Selling, General & Administrative Ratio | 65.1% | 74.9% | 78.5% | 75.6% | 71.1% |
| 売上高／ Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |

| 会計年度／ Fiscal Year | (百万円／Millions of Yen) | | | | | | | | | | | |
|---|-----------------------|-------|-------|-------|---------|-------|-------|-------|---------|-------|-------|-------|
| | 2013/09 | | | | 2014/09 | | | | 2015/09 | | | |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| 販売費及び一般管理費／ Selling, General & Administrative Expenses | 5,885 | 6,527 | 5,500 | 5,762 | 5,370 | 6,127 | 5,866 | 6,074 | 5,532 | 6,313 | 5,559 | 6,371 |
| 広告宣伝費／ Advertising Expenses | 2,176 | 2,724 | 1,780 | 2,019 | 1,685 | 2,392 | 1,963 | 2,225 | 2,021 | 2,680 | 1,795 | 2,580 |
| 人件費／ Personnel Expenses | 1,421 | 1,412 | 1,422 | 1,465 | 1,403 | 1,422 | 1,424 | 1,564 | 1,374 | 1,382 | 1,454 | 1,558 |
| 支払手数料／ Commission Fee | 812 | 823 | 785 | 807 | 806 | 835 | 884 | 918 | 896 | 938 | 923 | 968 |
| 外注費／ Subcontract Expenses | 440 | 476 | 413 | 410 | 438 | 459 | 484 | 421 | 350 | 331 | 344 | 299 |
| 減価償却費／ Depreciation | 424 | 440 | 462 | 474 | 444 | 442 | 454 | 365 | 353 | 341 | 314 | 309 |
| その他／ Other | 609 | 649 | 635 | 584 | 592 | 575 | 655 | 580 | 535 | 638 | 726 | 654 |
| | (%) | | | | (%) | | | | (%) | | | |
| 販管費率／ Selling, General & Administrative Ratio | 80.3% | 87.1% | 70.9% | 76.1% | 71.6% | 78.8% | 75.9% | 76.2% | 67.4% | 75.1% | 67.3% | 74.3% |
| 売上高／ Net Sales | 7,331 | 7,491 | 7,762 | 7,575 | 7,498 | 7,780 | 7,730 | 7,974 | 8,209 | 8,410 | 8,261 | 8,579 |

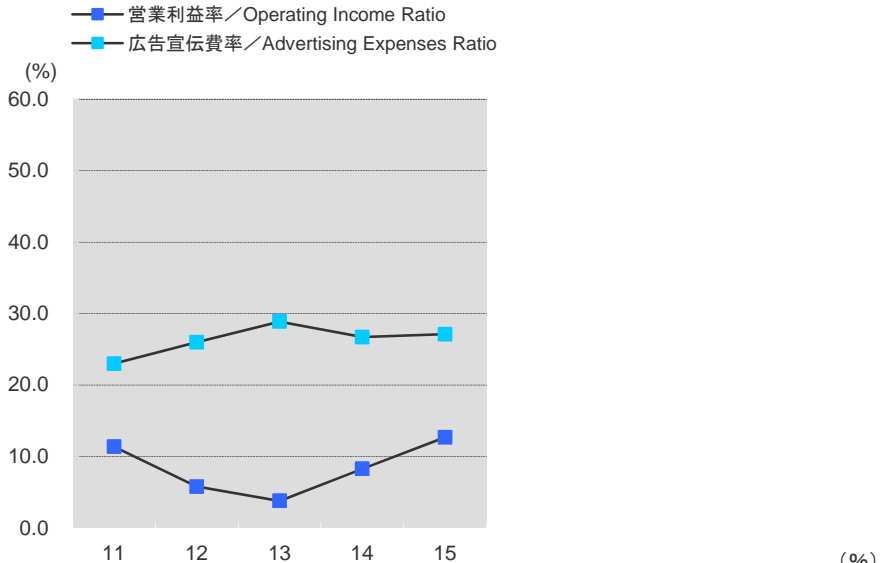
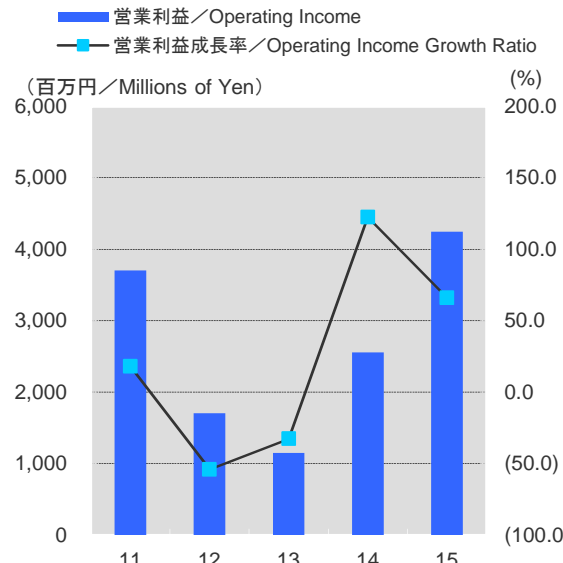
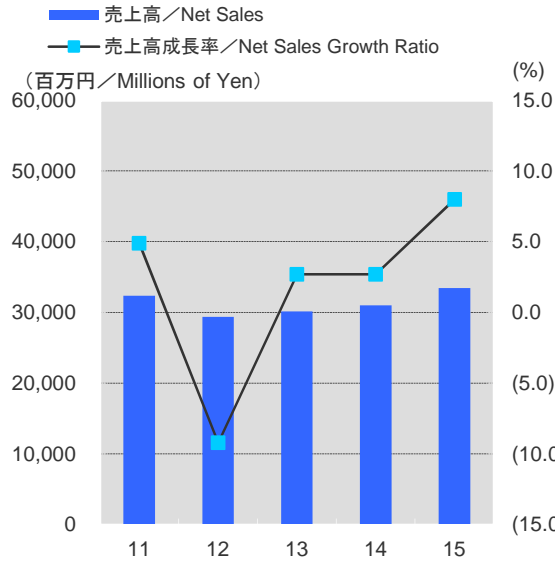
従業員1人当たり売上高、営業利益、当期純利益／Net Sales, Operating Income & Net Income per Employee



会計年度／Fiscal Year

| | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|---------|---------|---------|---------|---------|
| 期末従業員数／Number of Employees as of Fiscal Year End | 699 | 815 | 783 | 783 | 795 |
| 従業員1人当たり売上高／Net Sales per Employee | 51.6 | 36.0 | 38.0 | 39.5 | 42.4 |
| 従業員1人当たり営業利益／Operating Income per Employee | 5.9 | 2.0 | 1.4 | 3.2 | 5.4 |
| 従業員1人当たり当期純利益／Net Income per Employee | 2.8 | 0.1 | 0.9 | 1.7 | 3.3 |
| 従業員1人当たり売上高=売上高÷従業員数(期中平均)／Consolidated Net sales per Employee = Net Sales ÷ Average of Beginning and Ending Number of Employee | | | | | |
| 従業員1人当たり営業利益=営業利益÷従業員数(期中平均)／Consolidated Operating Income per Employee = Operating Income ÷ Average of Beginning and Ending Number of Employee | | | | | |
| 従業員1人当たり当期純利益=当期純利益÷従業員数(期中平均)／Consolidated Net Income per Employee = Net Income ÷ Average of Beginning and Ending Number of Employee | | | | | |
| 売上高／Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |
| 営業利益／Operating Income | 3,702 | 1,704 | 1,149 | 2,557 | 4,245 |
| 当期純利益／Net Income | 1,797 | 109 | 516 | 1,337 | 2,607 |

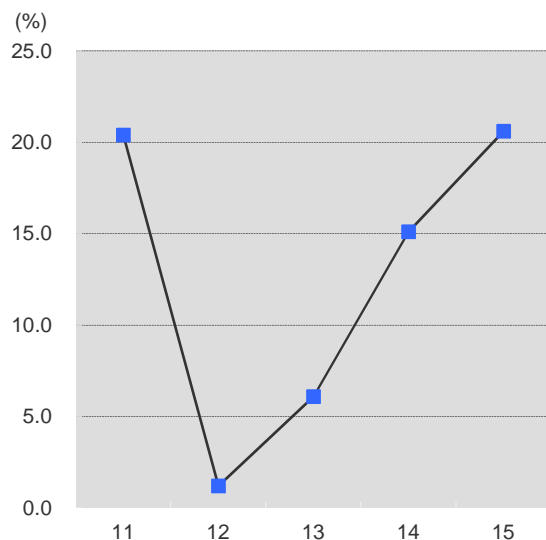
成長性・収益性／Growth & Profitability



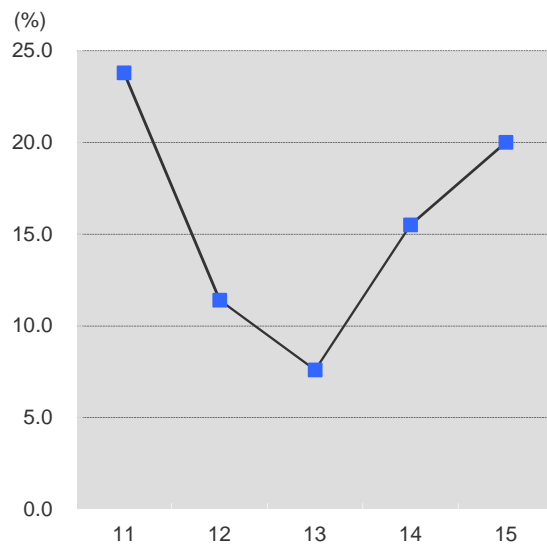
会計年度／Fiscal Year

| | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|-----------------------|---------|---------|---------|---------|
| 売上高成長率／Net Sales Growth Ratio | 4.9 | (9.2) | 2.7 | 2.7 | 8.0 |
| 営業利益成長率／Operating Income Growth Ratio | 18.2 | (54.0) | (32.6) | 122.5 | 66.0 |
| 売上原価率／Cost of Sales Ratio | 23.4 | 19.3 | 17.7 | 16.1 | 16.3 |
| 売上総利益率／Gross Profit Ratio | 76.6 | 80.7 | 82.3 | 83.9 | 83.7 |
| 販管費率／Selling, General & Administrative Expenses Ratio | 65.1 | 74.9 | 78.5 | 75.6 | 71.1 |
| 広告宣伝費率／Advertising Expenses Ratio | 23.0 | 26.0 | 28.9 | 26.7 | 27.1 |
| 営業利益率／Operating Income Ratio | 11.4 | 5.8 | 3.8 | 8.3 | 12.7 |
| | (百万円/Millions of Yen) | | | | |
| 売上高／Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |
| 売上原価／Cost of Sales | 7,571 | 5,665 | 5,336 | 4,988 | 5,439 |
| 売上総利益／Gross Profit | 24,770 | 23,716 | 24,824 | 25,996 | 28,022 |
| 販売費及び一般管理費／Selling, General & Administrative Expenses | 21,067 | 22,012 | 23,675 | 23,439 | 23,776 |
| 広告宣伝費／Advertising Expenses | 7,436 | 7,651 | 8,702 | 8,268 | 9,077 |
| 営業利益／Operating Income | 3,702 | 1,704 | 1,149 | 2,557 | 4,245 |

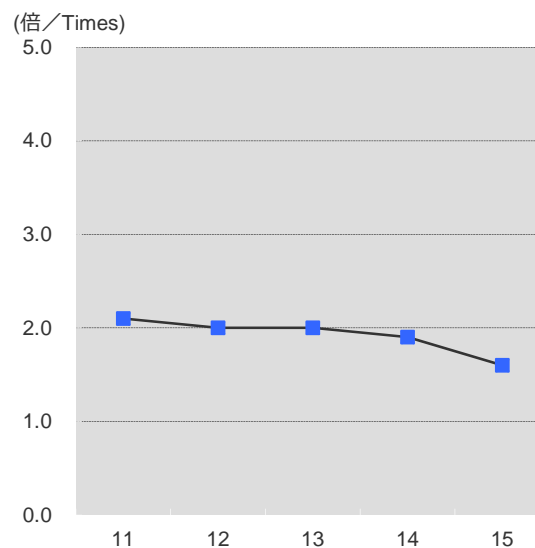
自己資本当期利益率/Return on Equity (ROE)



総資産経常利益率/Return on Asset (ROA)



総資産回転率/Asset Turnover



会計年度/Fiscal Year

| | | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|-----------------------------------|-----------|---------|---------|---------|---------|---------|
| 自己資本当期純利益率/Return on Equity (ROE) | (%) | 20.4 | 1.2 | 6.1 | 15.1 | 20.6 |
| 総資産経常利益率/Return on Asset (ROA) | (%) | 23.8 | 11.4 | 7.6 | 15.5 | 20.0 |
| 総資産回転率/Asset Turnover | (倍/Times) | 2.1 | 2.0 | 2.0 | 1.9 | 1.6 |

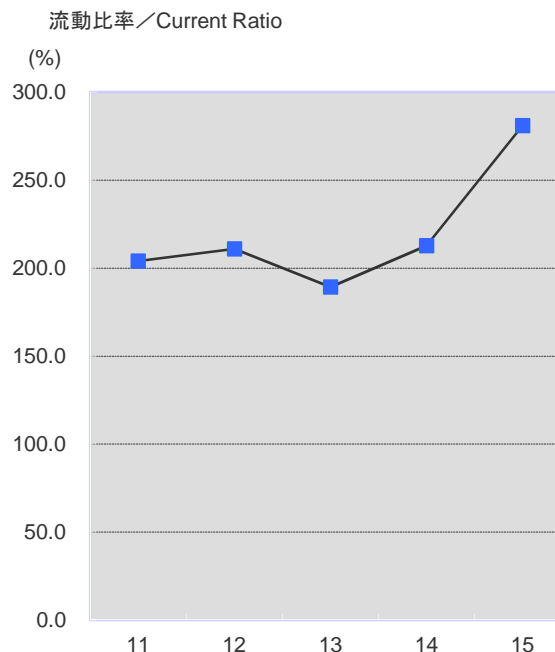
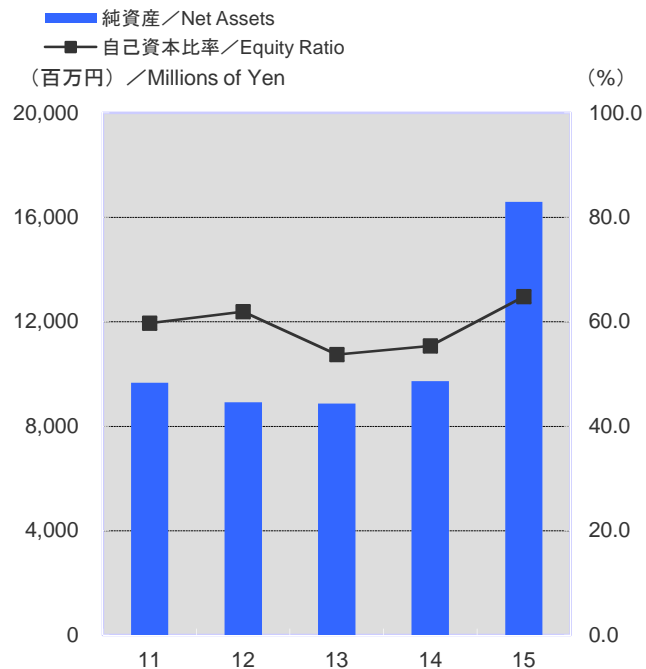
ROE = (当期純利益÷期中平均自己資本)×100/ROE = (Net Income/Average of Beginning and Ending Shareholders' Equity)×100

ROA = (経常利益÷期中平均総資産)×100/ROA = (Ordinary Income/Average of Beginning and Ending Total Assets)×100

(百万円/Millions of Yen)

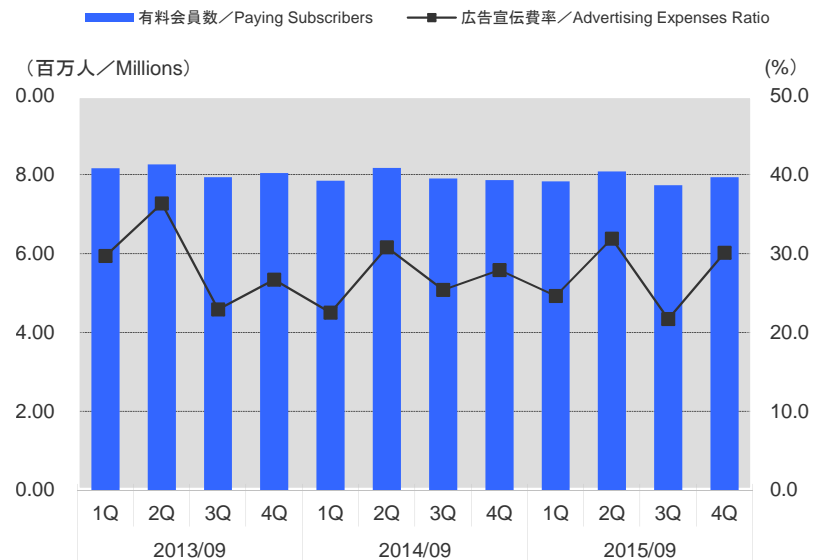
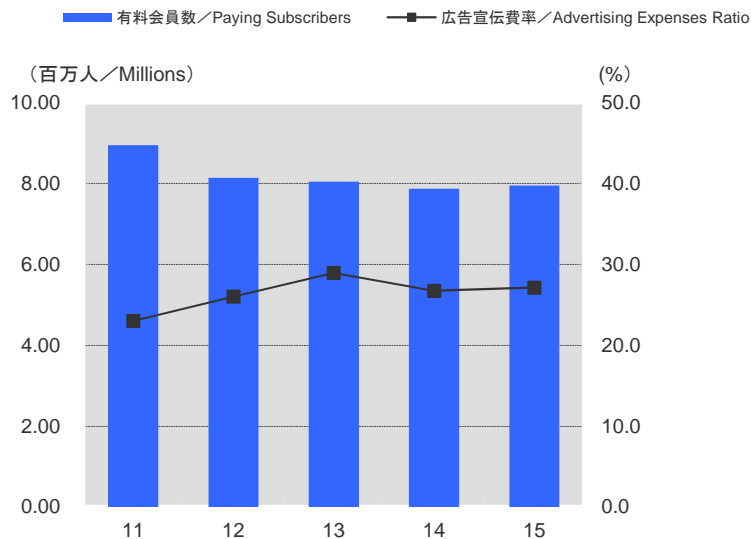
| | | | | | |
|----------------------|--------|--------|--------|--------|--------|
| 売上高/Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |
| 経常利益/Ordinary Income | 3,692 | 1,697 | 1,119 | 2,519 | 4,144 |
| 当期純利益/Net Income | 1,797 | 109 | 516 | 1,337 | 2,607 |
| 純資産/Net Assets | 9,670 | 8,922 | 8,869 | 9,722 | 16,591 |
| 総資産/Total Assets | 15,881 | 13,971 | 15,646 | 16,768 | 24,738 |

安定性 / Stability



| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|----------------------------------|-------------------------|---------|---------|---------|---------|
| 自己資本比率 / Equity Ratio | 59.7 | 61.9 | 53.7 | 55.4 | 64.8 |
| 流動比率 / Current Ratio | 203.9 | 210.9 | 189.3 | 212.7 | 281.0 |
| | (百万円) / Millions of Yen | | | | |
| 純資産 / Net Assets | 9,670 | 8,922 | 8,869 | 9,722 | 16,591 |
| 総資産 / Total Assets | 15,881 | 13,971 | 15,646 | 16,768 | 24,738 |
| 流動資産 / Total Current Assets | 11,470 | 9,630 | 10,768 | 12,183 | 20,211 |
| 流動負債 / Total Current Liabilities | 5,626 | 4,566 | 5,687 | 5,727 | 7,193 |

事業関連情報／Key Indicators



有料会員数、広告宣伝費／Paying Subscribers & Advertising Expenses

| 会計年度／ Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|--|---------|---------|---------|---------|---------|
| 有料会員数／ Paying Subscribers (百万人／Millions of People) | 8.94 | 8.13 | 8.04 | 7.86 | 7.94 |
| 広告宣伝費／ Advertising Expenses (百万円／Millions of Yen) | 7,436 | 7,651 | 8,702 | 8,268 | 9,077 |
| 広告宣伝費率／ Advertising Expenses Ratio (%) | 23.0 | 26.0 | 28.9 | 26.7 | 27.1 |
| 売上高／ Net Sales (百万円／Millions of Yen) | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |

| 会計年度／ Fiscal Year | 2013/09 | | | | 2014/09 | | | | 2015/09 | | | |
|--|---------|-------|-------|-------|---------|-------|-------|-------|---------|-------|-------|-------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| 有料会員数／ Paying Subscribers (百万人／Millions of People) | 8.16 | 8.26 | 7.94 | 8.04 | 7.85 | 8.17 | 7.90 | 7.86 | 7.83 | 8.08 | 7.73 | 7.94 |
| 広告宣伝費／ Advertising Expenses (百万円)／Millions of Yen | 2,176 | 2,724 | 1,780 | 2,019 | 1,685 | 2,392 | 1,963 | 2,225 | 2,021 | 2,680 | 1,795 | 2,580 |
| 広告宣伝費率／ Advertising Expenses Ratio (%) | 29.7 | 36.4 | 22.9 | 26.7 | 22.5 | 30.8 | 25.4 | 27.9 | 24.6 | 31.9 | 21.7 | 30.1 |
| 売上高／ Net Sales (百万円／Millions of Yen) | 7,331 | 7,491 | 7,762 | 7,575 | 7,498 | 7,780 | 7,730 | 7,974 | 8,209 | 8,410 | 8,261 | 8,579 |

連結貸借対照表／Consolidated Balance Sheets

MTI Ltd. and Consolidated Subsidiaries

September 30, 2011, 2012, 2013, 2014 and 2015

資産の部／Assets

(百万円／Millions of Yen)

会計年度／Fiscal Year

| | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|---------|---------|---------|---------|---------|
| 流動資産／Current Assets | 11,470 | 9,630 | 10,768 | 12,183 | 20,211 |
| 現金及び預金／Cash and Deposits | 3,108 | 2,563 | 3,416 | 4,782 | 11,608 |
| 受取手形及び売掛金／Notes and accounts receivable-trade | 7,633 | 6,188 | 6,376 | 6,294 | 6,885 |
| 前払費用／Prepaid Expenses | 241 | 322 | 278 | 470 | 349 |
| 未収入金／Accounts receivable-other | 110 | 84 | 135 | 65 | 841 |
| 繰延税金資産／Deferred Tax Assets | 614 | 377 | 414 | 378 | 358 |
| その他／Other Current Assets | 132 | 377 | 313 | 299 | 239 |
| 貸倒引当金／Allowance for Doubtful Accounts | (370) | (268) | (166) | (108) | (71) |
| 固定資産／Fixed Assets | 4,411 | 4,340 | 4,878 | 4,585 | 4,526 |
| 有形固定資産／Tangible Fixed Assets | 253 | 218 | 175 | 143 | 146 |
| 建物附属設備／Leasehold Improvements | 313 | 329 | 318 | 321 | 331 |
| 減価償却累計額／Accumulated Depreciation | (164) | (189) | (201) | (221) | (239) |
| 工具、器具及び備品／Tools, Furniture and Fixtures | 288 | 307 | 253 | 267 | 303 |
| 減価償却累計額／Accumulated Depreciation | (183) | (228) | (195) | (224) | (248) |
| 無形固定資産／Intangible Fixed Assets | 2,338 | 2,483 | 2,590 | 2,177 | 2,277 |
| ソフトウェア／Software | 2,005 | 2,255 | 2,346 | 2,150 | 2,254 |
| その他／Other Intangible Assets | 333 | 228 | 243 | 27 | 22 |
| 投資その他の資産／Investments and Other Assets | 1,818 | 1,639 | 2,112 | 2,264 | 2,103 |
| 投資有価証券／Investments Securities | 643 | 376 | 714 | 813 | 796 |
| 敷金及び保証金／Leasehold Deposits | 462 | 467 | 469 | 489 | 501 |
| 繰延税金資産／Deferred Tax Assets | 656 | 751 | 854 | 883 | 792 |
| その他／Other | 66 | 54 | 87 | 99 | 30 |
| 貸倒引当金／Allowance for Doubtful Accounts | (10) | (10) | (14) | (21) | (17) |
| 資産の部合計／Total Assets | 15,881 | 13,971 | 15,646 | 16,768 | 24,738 |

連結貸借対照表／Consolidated Balance Sheets

MTI Ltd. and Consolidated Subsidiaries

September 30, 2011, 2012, 2013, 2014 and 2015

負債の部および純資産 / Liabilities and Net Assets

(百万円 / Millions of Yen)

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|---------|---------|---------|---------|---------|
| 流動負債 / Current Liabilities | 5,626 | 4,566 | 5,687 | 5,727 | 7,193 |
| 買掛金 / Accounts Payable - Trade | 1,541 | 1,233 | 942 | 976 | 1,179 |
| 1年内返済予定の長期借入金 / Current Portion of Long-term Debt | 200 | 99 | — | — | 518 |
| 1年内償還予定の転換社債 / Corporate Bonds Redeemable within one year | — | 62 | 78 | — | — |
| 未払金 / Account Payable - other | 1,555 | 1,964 | 2,334 | 2,317 | 2,571 |
| 未払費用 / Accrued Expenses | 451 | 329 | 359 | 442 | 448 |
| 未払法人税等 / Accrued Income Taxes | 1,044 | 7 | 637 | 674 | 1,354 |
| コイン等引当金 / Allowance for Coin Usage | 497 | 420 | 382 | 277 | 234 |
| その他 / Other Current Liabilities | 336 | 447 | 952 | 1,037 | 885 |
| 固定負債 / Noncurrent Liabilities | 584 | 482 | 1,090 | 1,318 | 953 |
| 長期借入金 / Long-term Debt | 99 | — | 500 | 500 | 79 |
| 長期未払金 / Long-term accounts payable-other | 92 | 51 | 21 | — | — |
| 退職給付引当金 / Provision for retirement benefits | 254 | 363 | 509 | — | — |
| 退職給付に係る負債 / Net defined benefit liability | — | — | — | 768 | 832 |
| 転換社債 / Convertible Bonds | 61 | — | — | — | — |
| 負ののれん / Negative Goodwill | 77 | 67 | 58 | 49 | 40 |
| その他 / Other Noncurrent Liabilities | 0 | 0 | 0 | 0 | 0 |
| 負債合計 / Total Liabilities | 6,210 | 5,049 | 6,777 | 7,045 | 8,147 |
| 株主資本 / Shareholders' Equity | 9,455 | 8,637 | 8,339 | 9,318 | 16,022 |
| 資本金 / Common Stock | 2,562 | 2,562 | 2,562 | 2,596 | 4,947 |
| 資本剰余金 / Capital Surplus | 3,072 | 3,078 | 3,078 | 3,111 | 5,469 |
| 利益剰余金 / Retained Earnings | 3,819 | 3,394 | 3,393 | 4,305 | 6,300 |
| 自己株式 / Treasury Stock | — | (397) | (695) | (695) | (695) |
| その他の包括利益累計額 / Accumulated other comprehensive income | 32 | 7 | 62 | (27) | 12 |
| その他有価証券評価差額金 / Unrealized Gain(Loss) on Available-for-sale Securities | 25 | 1 | 40 | 74 | 83 |
| 為替換算調整勘定 / Translation Adjustment | 6 | 5 | 22 | (31) | (7) |
| 退職給付に係る調整累計額 / Remeasurements of Defined Benefit Plans | — | — | — | (69) | (62) |
| 新株予約権 / Stock Acquisition Rights | 163 | 211 | 227 | 206 | 127 |
| 少数株主持分 / Minority Interests | 18 | 64 | 239 | 224 | 429 |
| 純資産合計 / Total Net Assets | 9,670 | 8,922 | 8,869 | 9,722 | 16,591 |
| 負債・純資産合計 / Total Liabilities and Net Assets | 15,881 | 13,971 | 15,646 | 16,768 | 24,738 |

連結損益計算書／Consolidated Statements of Operations

MTI Ltd. and Consolidated Subsidiaries

September 30, 2011, 2012, 2013, 2014 and 2015

(百万円／Millions of Yen)

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|---|---------|---------|---------|---------|---------|
| 売上高 / Net Sales | 32,342 | 29,382 | 30,160 | 30,985 | 33,461 |
| 売上原価 / Cost of Sales | 7,571 | 5,665 | 5,336 | 4,988 | 5,439 |
| 売上総利益 / Gross Profit | 24,770 | 23,716 | 24,824 | 25,996 | 28,022 |
| 販売費及び一般販管理費 / Selling, General and Administrative Expenses | 21,067 | 22,012 | 23,675 | 23,439 | 23,776 |
| 営業利益 / Operating Income | 3,702 | 1,704 | 1,149 | 2,557 | 4,245 |
| 営業外収益 / Non-Operating Income | 29 | 30 | 26 | 32 | 56 |
| 受取配当金 / Dividends Income | 4 | 4 | 3 | 4 | 6 |
| その他 / Other | 25 | 26 | 22 | 27 | 50 |
| 営業外費用 / Non-operating expenses | 39 | 37 | 55 | 69 | 157 |
| 支払利息 / Interest Expense | 13 | 9 | 9 | 8 | 4 |
| 持分法による投資損失 / Loss on Equity Investments in Affiliates | 12 | 16 | 30 | 53 | 95 |
| 株式交付費 / Share issuance cost | — | — | — | — | 24 |
| その他 / Other | 13 | 11 | 16 | 7 | 32 |
| 経常利益 / Ordinary Income | 3,692 | 1,697 | 1,119 | 2,519 | 4,144 |
| 特別利益 / Extraordinary Gains | 246 | — | 93 | 86 | 807 |
| 特別損失 / Extraordinary Losses | 361 | 739 | 205 | 376 | 504 |
| 税引等調整前当期純利益 / Income before Income Taxes | 3,578 | 958 | 1,008 | 2,229 | 4,447 |
| 法人税、住民税及び事業税 / Income Taxes (Current) | 1,790 | 686 | 603 | 878 | 1,673 |
| 法人税、住民税及び事業税 / Income Taxes (Current) | 24 | 154 | (149) | 29 | 78 |
| | — | — | — | — | — |
| 少数株主損益調整前当期純利益 / Income Before Minority Interests | 1,763 | 117 | 553 | 1,321 | 2,694 |
| 少数株主損失 / Minority Interests (losses) | (34) | 8 | 36 | (16) | 87 |
| 当期純利益 / Net Income | 1,797 | 109 | 516 | 1,337 | 2,607 |

連結キャッシュ・フロー計算書 / Consolidated Statements of Cash Flows

MTI Ltd. and Consolidated Subsidiaries

September 30, 2011, 2012, 2013, 2014 and 2015

| 会計年度 / Fiscal Year | (百万円 / Millions of Yen) | | | | |
|--|-------------------------|---------|---------|---------|---------|
| | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
| 営業活動によるキャッシュ・フロー / Cash Flows from Operating Activities | 2,986 | 2,682 | 3,483 | 3,600 | 4,587 |
| 税金等調整前当期純利益 / Income before Income Taxes | 3,578 | 958 | 1,008 | 2,229 | 4,447 |
| 減価償却費 / Depreciation | 1,167 | 1,434 | 1,827 | 1,740 | 1,348 |
| 減損損失 / Depreciation | — | — | — | 73 | 142 |
| のれん償却額 / Amortization of goodwill | 111 | 82 | 79 | 134 | 286 |
| 貸倒引当金の増減額 / Increase (Decrease) in Allowance for Doubtful Accounts | 35 | (102) | (98) | (51) | (42) |
| コイン等引当金の増減額 / Allowance for Coin Usage | (372) | (76) | (38) | (105) | (42) |
| 退職給付引当金の増減額 / Increase (Decrease) in Provision for Retirement Benefits | 95 | 108 | 146 | (509) | — |
| 退職給付に係る負債の増減額 / Increase (decrease) in net defined benefit liability | — | — | — | 659 | 122 |
| 固定資産除却損 / Loss on Retirement of Noncurrent Assets | 57 | 128 | 118 | 109 | 74 |
| 投資有価証券評価損益 / Loss (gain) on valuation of securities | 75 | 291 | 86 | 137 | 39 |
| 投資有価証券売却損益 / Loss (gain) on sales of securities | — | — | (44) | 1 | (734) |
| 売上債権の増減額 / Increase in Accounts Receivable - trade | 87 | 1,445 | (176) | 85 | (604) |
| 仕入債務の増減額 / Increase (Decrease) in Notes and Accounts Payable - Trade | (442) | (312) | (291) | 34 | 202 |
| 未払金の増減額 / Increase in Account Payable - other | 24 | 392 | 344 | (22) | 206 |
| 法人税等の還付額(支払額) / Income Taxes Paid | (2,000) | (1,860) | 172 | (894) | (973) |
| その他 / Other | 644 | 193 | 347 | (23) | 112 |
| 投資活動によるキャッシュ・フロー / Cash Flows from Investing Activities | (2,417) | (2,062) | (2,389) | (1,867) | (1,707) |
| 有形固定資産の取得による支出 / Payment for Tangible Fixed Assets | (60) | (30) | (19) | (17) | (34) |
| 無形固定資産の取得による支出 / Payment for Intangible Fixed Assets | (1,642) | (1,772) | (2,112) | (1,677) | (1,394) |
| 投資有価証券の取得による支出 / Payment for Purchases of Investment Securities | (409) | (74) | (3) | (140) | (106) |
| 投資有価証券の売却による収入 / Proceeds from Sales of Investment Securities | 8 | — | — | 15 | — |
| 関係会社株式の取得による支出 / Purchase of shares of subsidiaries and associates | — | — | (487) | — | (60) |
| 関係会社株式の売却による収入 / Proceeds from sales of shares of subsidiaries and associates | — | — | 226 | 1 | — |
| 連結の範囲の変更を伴う子会社株式の取得による支出 / Purchase of shares of subsidiaries resulting in change in scope of consolidation | (414) | (170) | — | — | (68) |
| 連結の範囲の変更を伴う子会社株式の取得による収入 / Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation | — | — | — | 26 | 0 |
| 敷金及び保証金の回収による収入 / Proceeds from collection of lease and guarantee deposits | 140 | 1 | 4 | 2 | 0 |
| その他 / Other | (31) | (14) | 1 | (76) | (42) |
| 財務活動によるキャッシュ・フロー / Cash Flows from Financing Activities | (619) | (1,167) | (414) | (375) | 3,921 |
| 長期借入れによる収入 / Proceeds from Long-term Debt | — | — | 500 | 99 | — |
| 長期借入金の返済による支出 / Repayment of Long-term Debt | (200) | (200) | (99) | — | (7) |
| 株式の発行による収入 / Proceeds from Issuance of Shares | 0 | — | — | 45 | 4,581 |
| 社債の償還による支出 / Redemption of Corporate Bonds | — | — | — | (81) | — |
| 自己株式の売却による収入 / Proceeds from Sales of Treasury Stock | — | 30 | — | — | — |
| 自己株式の取得による支出 / Payment for Acquisition of Treasury Stock | — | (422) | (297) | (0) | — |
| 配当金の支払額 / Dividends Paid | (467) | (534) | (517) | (439) | (641) |
| その他 / Other | 47 | (40) | — | — | (11) |
| 現金及び現金同等物に係る換算差額 / / Foreign Currency Translation Adjustments on Cash and Cash Equivalents | 10 | 1 | 173 | 8 | 24 |
| 現金及び現金同等物の増減額 / Net Increase (Decrease) in Cash and Cash Equivalents | (40) | (545) | 852 | 1,366 | 6,825 |
| 現金及び現金同等物の期首残高 / Cash and Cash Equivalents at Beginning of Year | 3,099 | 3,108 | 2,563 | 3,416 | 4,782 |
| 現金及び現金同等物の期末残高 / Cash and Cash Equivalents at End of Year | 3,108 | 2,563 | 3,416 | 4,782 | 11,608 |

株式情報 / Stock Information



東証第一部市場 終値ベース / Closing price at TOKYO STOCK EXCHANGE FIRST SECTION

株価推移 / Stock Price Trend

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|-----------------------------------|-------------|------------|------------|-------------|-------------|
| 高値 / High | 463 | 348 | 263 | 560 | 986 |
| 安値 / Low | 246 | 188 | 168 | 224 | 628 |
| 終値 / Closing Price | 250 | 188 | 228 | 536 | 819 |
| 年間売買高(株) / Yearly Volume (shares) | 116,704,400 | 58,826,400 | 69,278,000 | 142,135,600 | 116,342,500 |

発行済株式数 / Number of Shares Outstanding

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|--|------------|------------|------------|------------|------------|
| 期末発行済株式数 / Number of Shares Outstanding at Fiscal Year End | 53,475,200 | 53,475,200 | 53,475,200 | 53,621,200 | 60,226,800 |

1株当たり情報 / Per Share Data

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|--|---------|---------|---------|---------|---------|
| 1株当たり純資産 / Net Assets per Share | 177.44 | 167.17 | 167.32 | 184.49 | 281.48 |
| 1株当たり当期純利益 / Net Income (Loss) per Share | 33.62 | 2.11 | 10.25 | 26.63 | 48.52 |
| 1株当たり配当金 / Cash Dividends per Share | 10.0 | 10.0 | 6.3 | 8.5 | 14.0 |

*1 株式情報は以下の株式分割を考慮した数値を記載しています。 / Stock information is based on the number of shares after the stock splits.

当社は2013年4月1日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。 / We conducted a 100-for-1 share split which became effective as of April 1, 2013.

当社は2014年4月1日を効力発生日として普通株式1株につき2株の割合で株式分割を行っています。 / We conducted a 2-for-1 share split which became effective as of April 1, 2014.

当社は2015年4月1日を効力発生日として普通株式1株につき2株の割合で株式分割を行っています。 / We conducted a 2-for-1 share split which became effective as of April 1, 2015.

大株主 (上位10名) / Major Shareholders

(2015年9月30日現在 / As of September 30, 2015)

| 株主名 / Name of Shareholder | 持株数 / Shares | 議決権比率 / Controlling Share |
|---|--------------|---------------------------|
| 前多 俊宏 / Toshihiro Maeta | 11,856,400 | 20.81% |
| 株式会社ケイ・エム・シー / KMC, Inc. | 10,096,000 | 17.72% |
| 株式会社光通信 / HIKARI TSUSHIN, INC. | 4,649,000 | 8.16% |
| 株式会社エムティーアイ / MTI Ltd. | 3,260,928 | - |
| 日本トラスティ・サービス信託銀行株式会社(信託口) / Japan Trustee Services Bank, Ltd.(Trust account) | 3,178,100 | 5.58% |
| 日本マスタートラスト信託銀行株式会社(信託口) / The Master Trust Bank of Japan, Ltd.(Trust account) | 1,338,900 | 2.35% |
| 日本トラスティ・サービス信託銀行株式会社(信託口9) / Japan Trustee Services Bank, Ltd.(Trust account 9) | 1,015,700 | 1.78% |
| 株式会社昭文社 / Shobunsha Publications, Inc. | 672,000 | 1.18% |
| CMBL S.A. RE MUTUAL FUNDS | 662,400 | 1.16% |
| 三菱UFJモルガン・スタンレー証券株式会社 / Mitsubishi UFJ Morgan Stanley Securities Co., Ltd. | 622,400 | 1.09% |

所有者別分布状況 / Composition of Shareholders by Category

| | 株式数 / Shares | 構成比 / (%) |
|---------------------------------|--------------|-----------|
| 金融 / Financial Institutions | 8,156,100 | 13.54% |
| 金融商品取引業者 / Securities Companies | 2,212,705 | 3.67% |
| その他法人 / Other Corporations | 16,941,400 | 28.13% |
| 外国法人等 / Foreign Corporations | 7,401,528 | 12.29% |
| 個人・その他 / Individuals and Other | 22,254,139 | 36.95% |
| 自己名義株式 / Treasury Stock | 3,260,928 | 5.41% |
| 合計 / Total | 60,226,800 | 100.00% |

株主還元指標 / Shareholder Return Data

| 会計年度 / Fiscal Year | 2011/09 | 2012/09 | 2013/09 | 2014/09 | 2015/09 |
|--------------------------------------|---------|---------|---------|---------|---------|
| 配当性向 / Payout Ratio | 29.7 | 474.5 | 61.0 | 31.9 | 28.9 |
| 総還元性向 / Return to Shareholders Ratio | 29.7 | 835.7 | 118.4 | 32.0 | 30.5 |

配当性向 = 1株当たり配当金 ÷ 1株当たり当期純利益 × 100

Payout Ratio = Cash Dividends per Share ÷ Net Income per Share × 100

総還元性向 = (配当金総額 + 自社株式取得総額) ÷ 当期純利益 × 100

Return to Shareholders Ratio = (Cash Dividends + Share Buybacks) ÷ Net Income × 100

会社概要／Corporate Profile

2015年9月30日現在／As of September 30, 2015

| | | | |
|--------------|---|------------------------------|---|
| 商号 | 株式会社エムティーアイ | Corporate Name | MTI Ltd. |
| 住所 | 〒163-1435 東京都新宿区西新宿三丁目20番2号 東京オペラシティタワー35階 03-5333-6789 | Head Office | 35th Floor, Tokyo Opera City Tower 3-20-2 Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-1435, Japan +81-3-5333-6789 |
| 設立 | 1996年8月12日 | Founded | August 12, 1996 |
| 従業員数 | 795 名 | Number of Employees | 795 |
| 資本金 | 4,947 百万円 | Paid in Capital | 4,947 million |
| 決算期 | 9月30日 | Fiscal Year End | September 30 |
| 会社が発行する株式の総数 | 179,040,000 株 | Number of Shares Authorized | 179,040,000 shares |
| 発行済株式総数 | 60,226,800 株 | Number of Shares Outstanding | 60,226,800 shares |
| 株主数(自己株式含む) | 5,800 名 | Number of Shareholders | 5,800 |
| 単元株式数 | 100 株 | Stock Transaction Unit | 100 share |
| 上場市場 | 東京証券取引所(市場第一部) | Stock Listing | TOKYO STOCK EXCHANGE, FIRST SECTION |
| 証券コード | 9438 | Stock Code | 9438 |